



2023 Performance results



LIST OF CONTENTS

- FORTE IN BRIEF
- 2023 PERFORMANCE
- RISK PROFILE
- PROBLEM LOANS MANAGEMENT



MISSION, VISION AND VALUES



OUR VISION

Become the most popular ecosystem of services in Kazakhstan, transforming into a technology company and creating a new team formation



OUR MISSION

Forte is a reliable partner in your daily financial life.

OUR PRINCIPLES:



TRUST.

We value the trust of our clients, colleagues, partners, regulators, investors and shareholders.



SUSTAINABLE DEVELOPMENT.

We make informed decisions today to ensure that our promises are fulfilled in the future.



UNITY.

We develop cooperation and teamwork, guided by the principle of common victory.



QUALITY.

We strive to exceed client expectations by providing the highest quality and most convenient services.



EFFICIENCY.

We value efficiency and strive for continuous improvement in our processes.

FORTE AT GLANCE



as of December 31, 2023

Assets (bln)	3,253
Deposits (bln)	2,261
Equity (bln)	430
ROE	29.7%
ROA	3.9%

Wide branch network covers all regions of Kazakhstan

20 branches & 98 outlets

4,026 employees

1,282,682 clients

Confident market position

ranked 5th by

ASSETS, 6.7% of the market

LOANS, 5.4% of the market

DEPOSITS, 6.6% of the market

High level of reliability

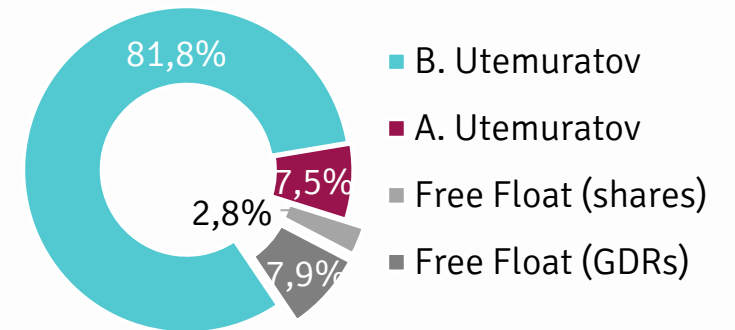
S&P Global BB-/B
outlook: STABLE

Fitch Ratings BB/B
outlook: STABLE

Moody's Ba2
outlook: POSITIVE

Shareholders structure

> 40,000 shareholders



* As of 01.01.2024, ranking was calculated on the basis of data from the National Bank on the commercial banking sector

BOARD OF DIRECTORS



Yeldar Abdrazakov

Chairperson of the Board of Directors – Independent Director

Member of Head of Strategy Committee, HR and Remuneration Committee, Digitalization Committee

11/2021 – current – Chairperson of the Board of Directors of ForteBank JSC, Independent Director

03/2019 – current – Member of the Board of Directors of ForteBank JSC, Independent Director

07/2012 – current – Member of the Board of Directors, Kazakhstan Stock Exchange JSC

04/2005 – current – Chairman of the Board of Directors of “Kommesk-Omir” Insurance Company JSC, Centras Securities JSC, “Centras Insurance” Insurance Company JSC, Centras Venture Fund



Anuar Utemuratov

Member of the Board of Directors – Representative of the Shareholder

Member of Risk Committee, Strategy Committee, Digitalization Committee

12/2014 – current – Member of the Board of Directors of ForteBank JSC

12/2013 – 12/2016 – Member of the Board of Directors of ABC Bank JSC (former ForteBank JSC)

06/2010 – 10/2013 – Member of the Management Board, Chief Risk Manager, ABC Bank JSC (former ForteBank JSC)



Timur Issatayev

Member of the Board of Directors – Representative of the Shareholder

Member of Risk Committee, Strategy Committee, Internal Audit Committee, HR and Remuneration Committee

12/2014 – current – Member of the Board of Directors of ForteBank JSC
10/2013 – 12/2015 – Chairperson of the Management Board of Alliance Bank JSC

03/2012 – 11/2013 – Member of the Board of Directors of ABC Bank JSC (former Forte Bank JSC, Former Metrocombank JSC)

05/2010 – 03/2012 – Chairperson of the Board of Directors of Metrocombank JSC



Yerlan Ospanov

Member of the Board of Directors – Representative of the Shareholder

Member of: Strategy Committee, HR and Remuneration Committee, Digitalization Committee

06/2022 – current – Member of the Board of ForteBank JSC, Representative of the interests of the Bank shareholder

04/2012 – current – «Verny Investments Holding» LLP, General Manager

10/2020 – current – «Verny Capital» LLP, General Manager

01/2006 – current – «SLS Stroy» LLP, Director



Marlen Mirzabekov

Member of the Board of Directors – Representative of the Shareholder

Member of Risk Committee, Strategy Committee, Internal Audit Committee, HR and Remuneration Committee, Digitalization Committee

06/2019 – 11/2021 – Chairperson of the Board of Directors of ForteBank JSC

06/2019 – current – Member of the Board of ForteBank JSC, Representative of the interests of the Bank shareholder

10/2014 – 05/2019 – Kazzinc Holdings LLP, Managing Director, CEO

07/2012 – 05/2019 – Altyntau Resources JSC, President, Managing Director

10/2010 – 07/2012 – Altyntau Kokshetau LLP, CEO



Talgat Kuanyshev

Member of the Board of Directors – Independent Director

Member of Risk Committee, Strategy Committee, Head of Risk Committee, Internal Audit Committee

02/2023 – current – Member of the Board of Directors of ForteBank JSC, Independent Director

12/2015 – 12/2016 – Chairperson of the Management Board of ForteBank JSC

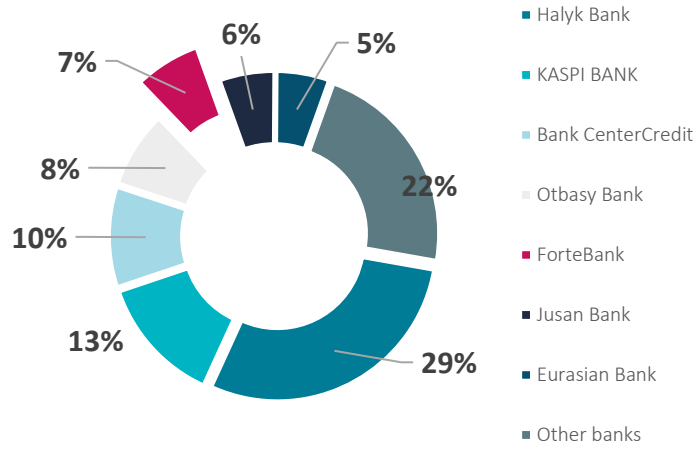
04/2015 – 12/2015 – First Deputy Chairperson of the Management Board of ForteBank JSC

2013 – 2015 – Deputy Chairperson of the Management Board of Alliance Bank JSC

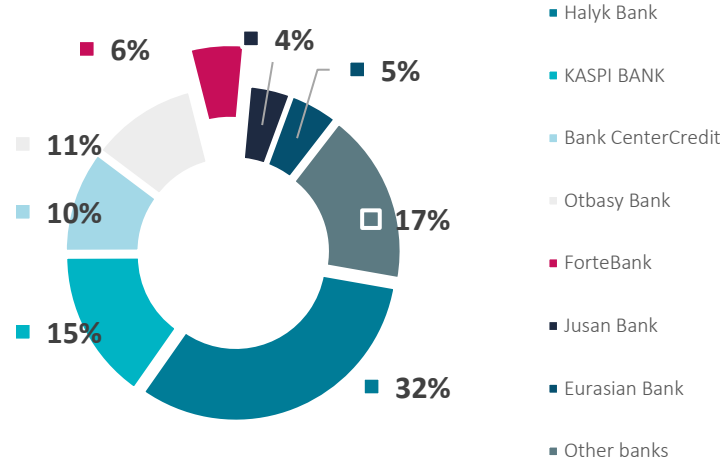
2010 – 2013 – Member of the Management Board of Metrocombank JSC

FORTE SHARE

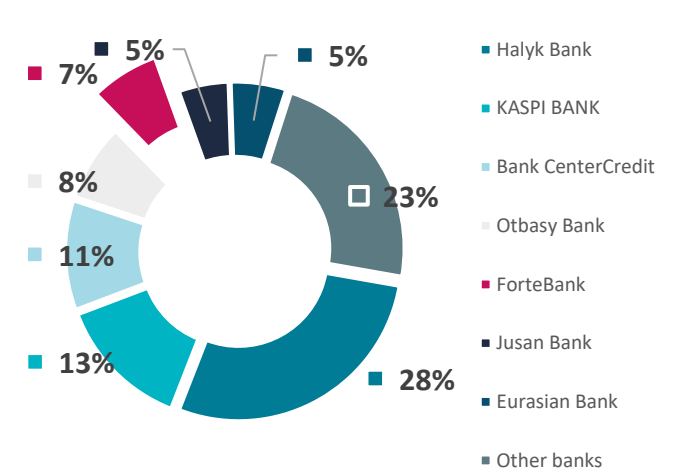
ASSETS



LOANS

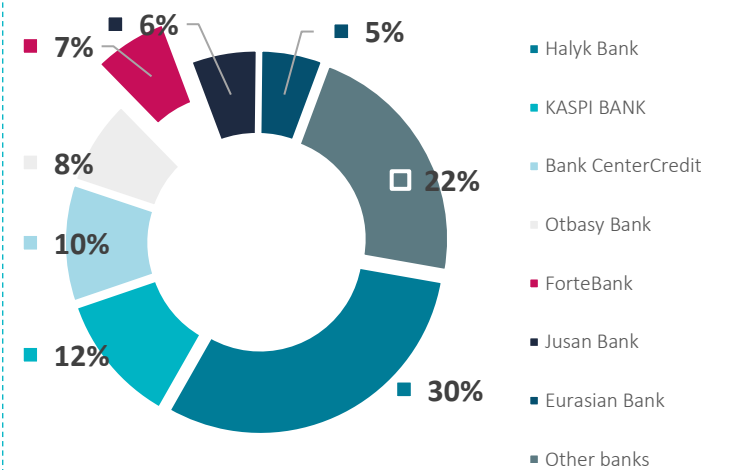
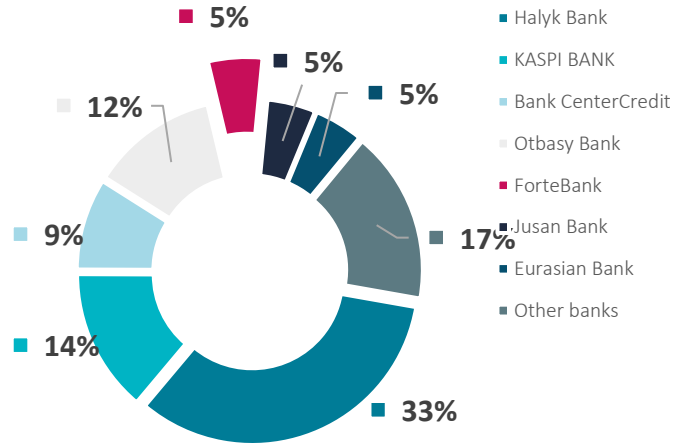
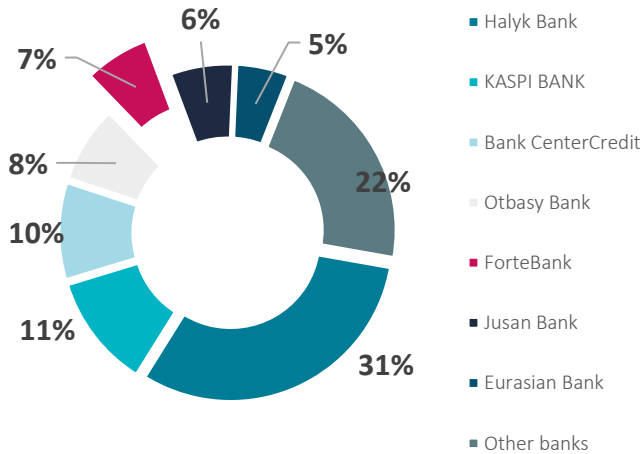


LIABILITIES



01.01.2024

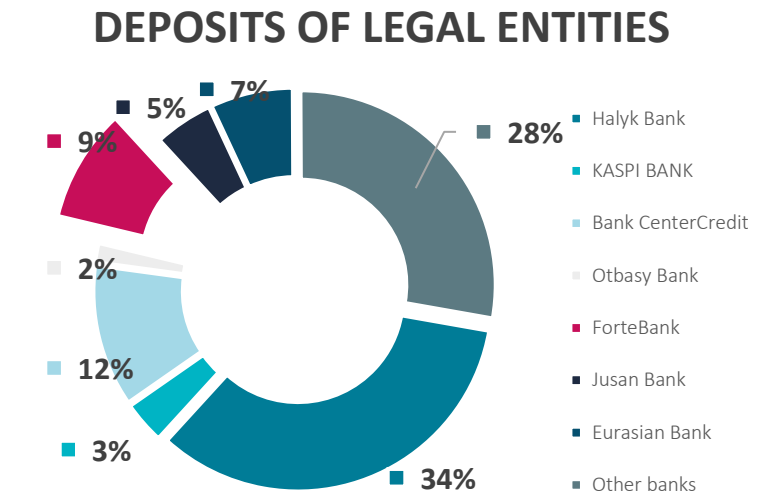
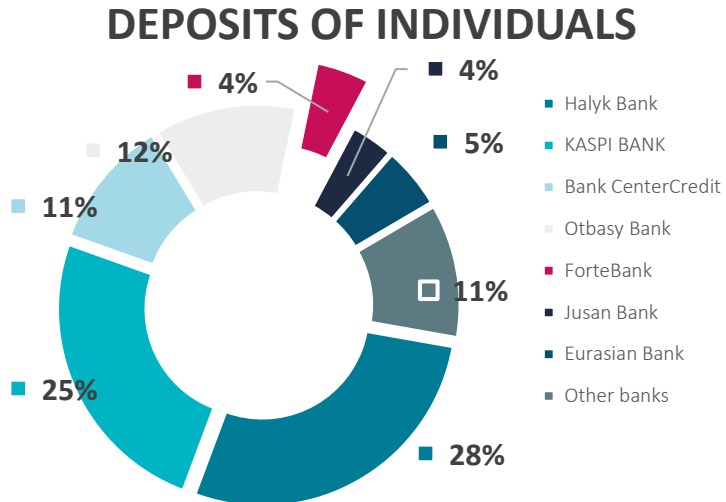
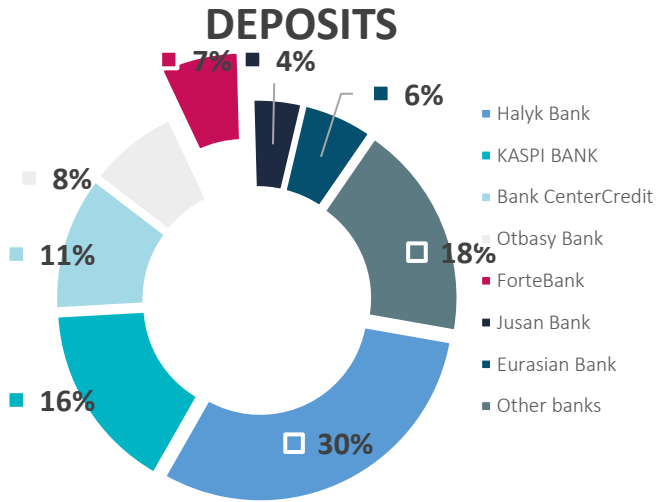
01.01.2023



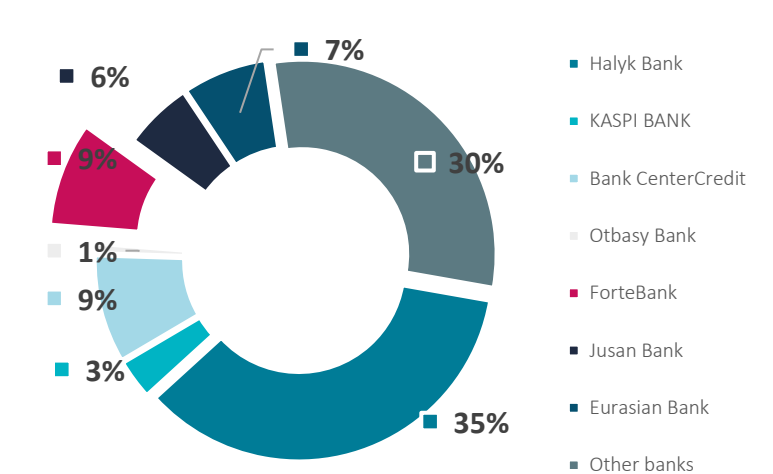
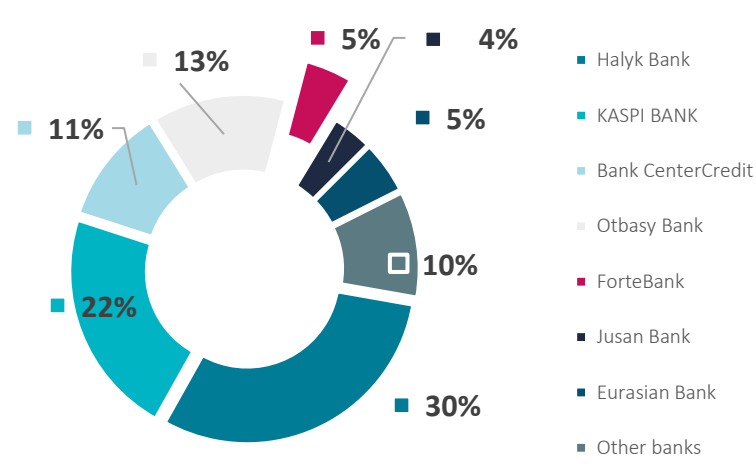
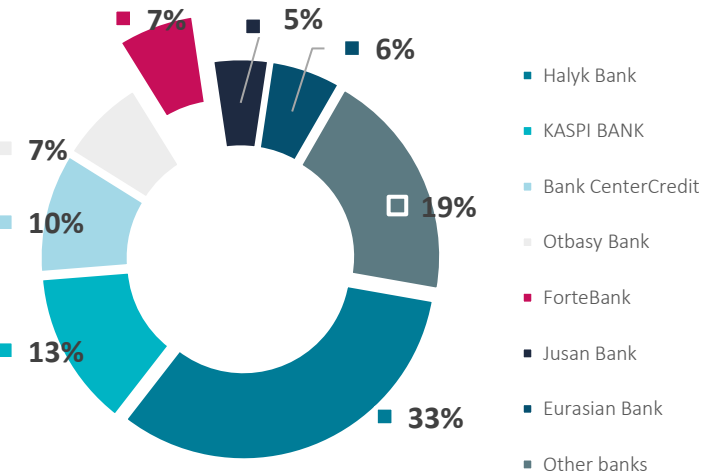
YE'2023 Results

FORTE SHARE

01.01.2024



01.01.2023

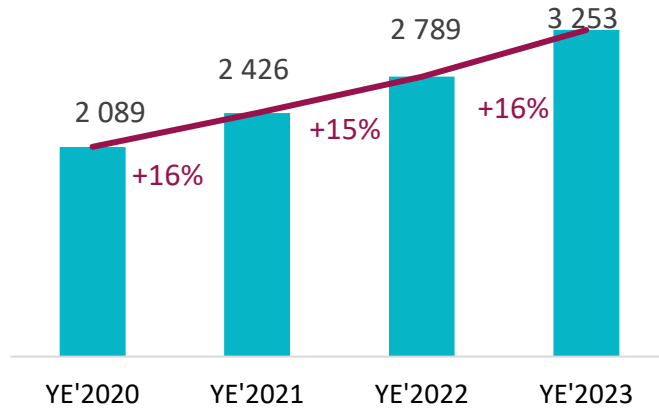


LIST OF CONTENTS

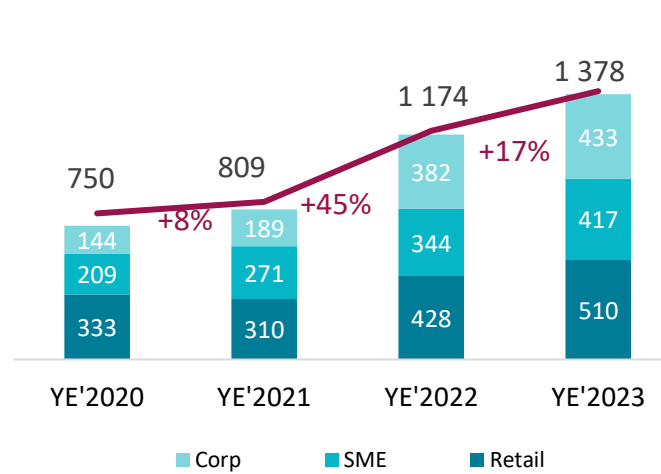
- FORTE IN BRIEF
- **2023 PERFORMANCE**
- RISK PROFILE
- PROBLEM LOANS MANAGEMENT



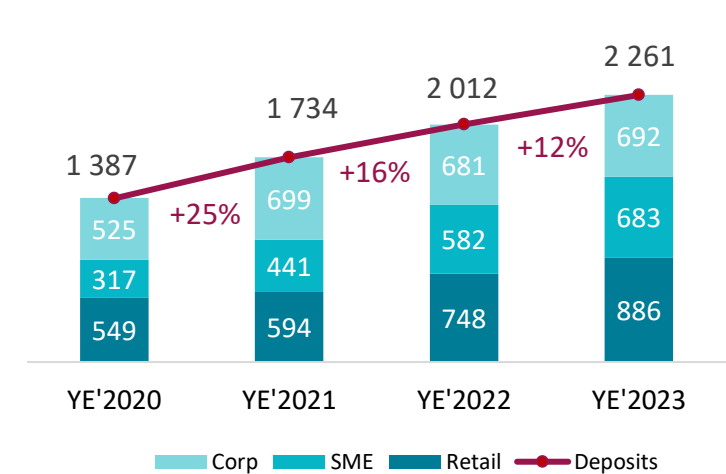
TOTAL ASSETS [KZT BLN]



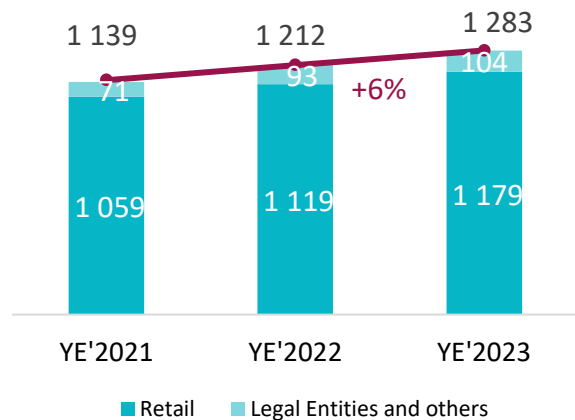
LOAN PORTFOLIO* [KZT BLN]



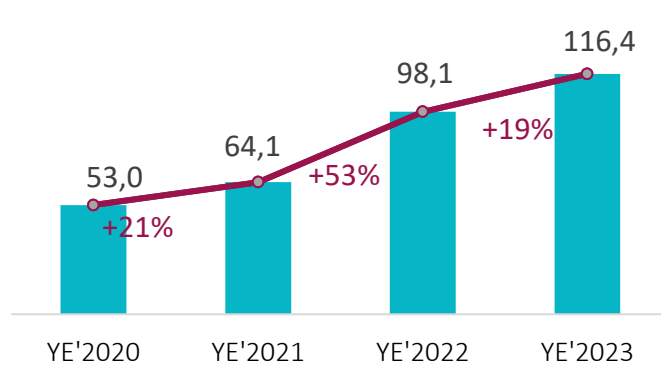
DEPOSIT & CLIENT ACCOUNTS [KZT BLN]



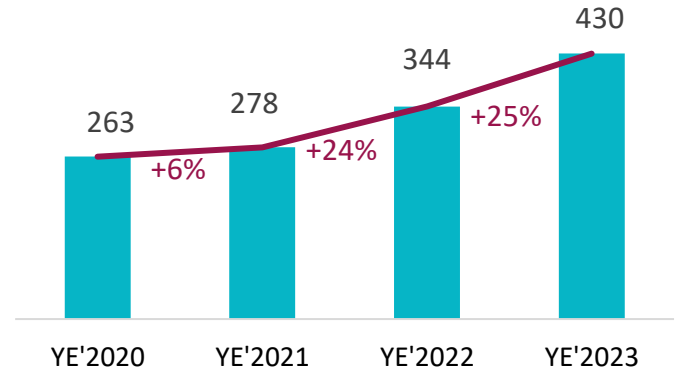
ACTIVE CLIENTS [THSD]



NET INCOME [KZT BLN]



EQUITY [KZT BLN]

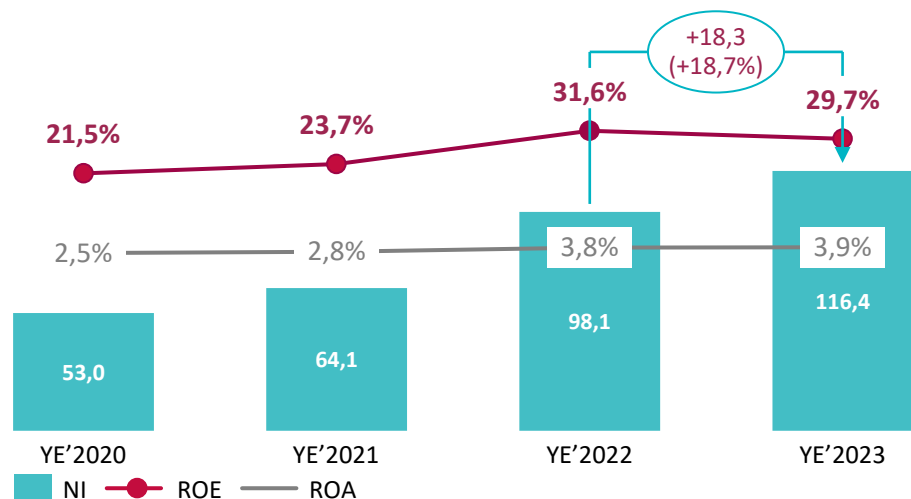


YE'2023 Results

* Net loans, Management reporting.

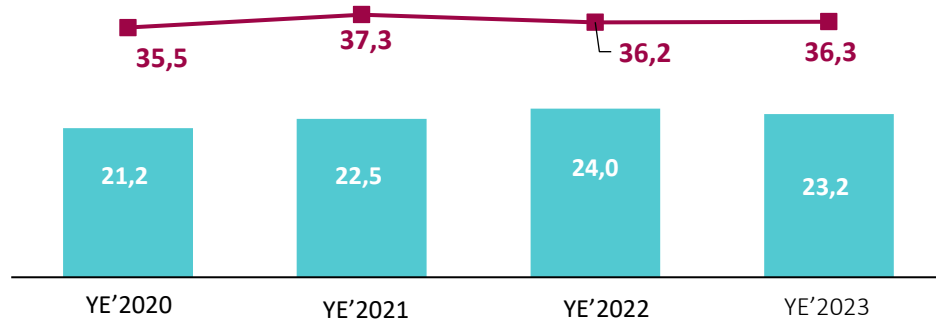
EARNINGS AND PROFITABILITY

NET INCOME, ROE, ROA [%]



Net income comprised KZT 116.4 bln that is 18% higher than for 2022.

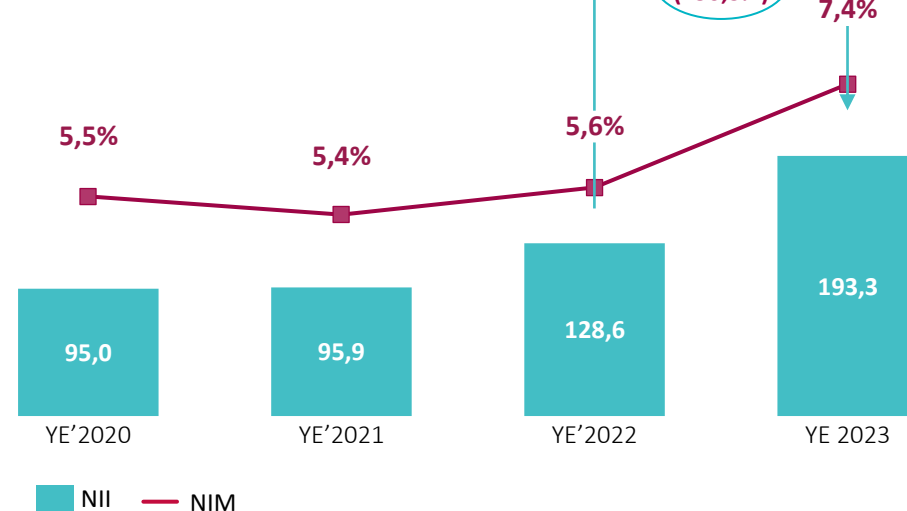
NET FEE & COMMISSION INCOME [KZT BLN]



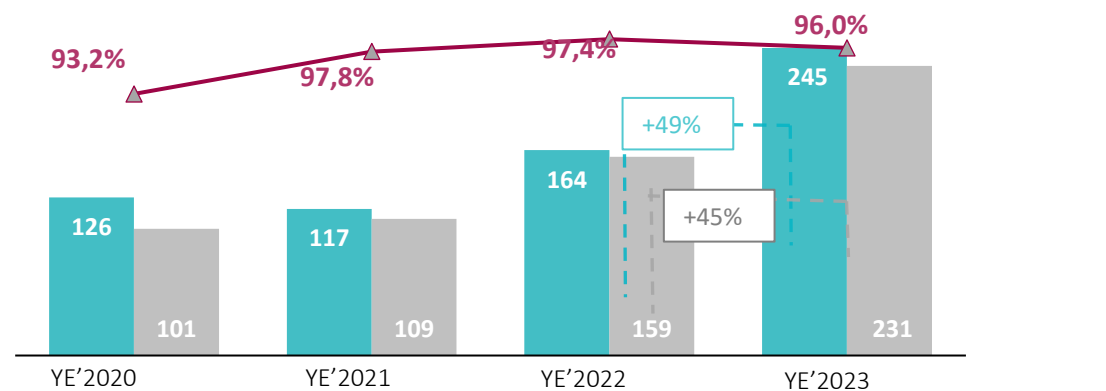
Net fee and commission income remains decreased by 0,8% comparing 2022.

*NIM is calculated on a standalone basis

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

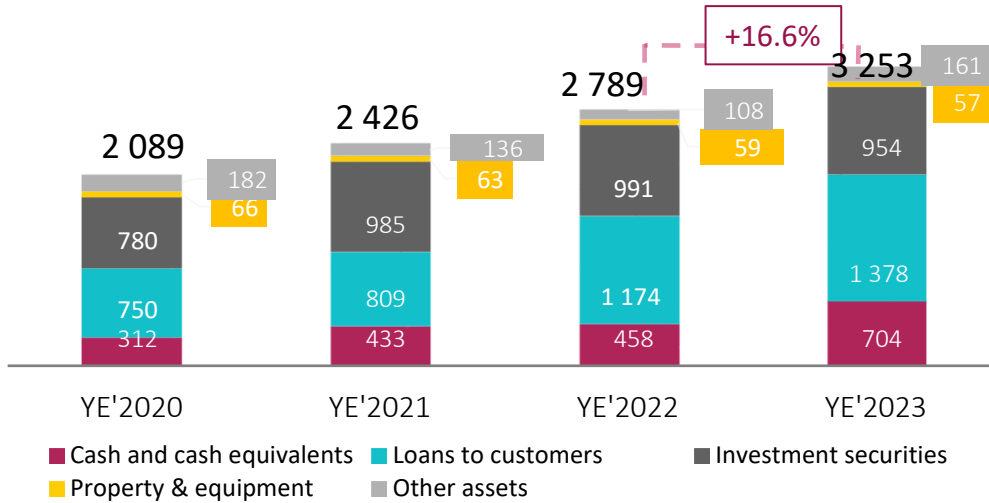


INTEREST ON LOANS ACCRUED VS RECEIVED [KZT BLN]

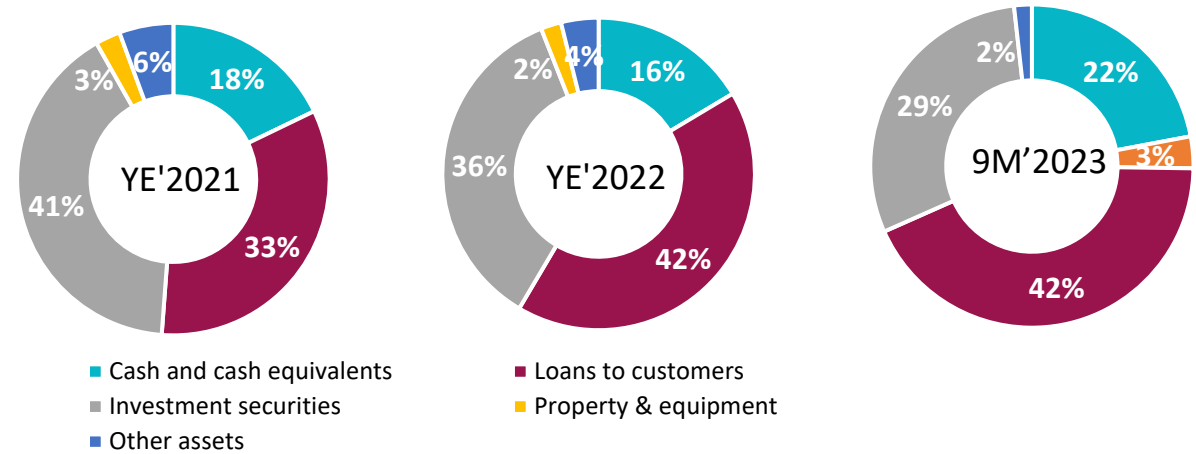


In 2023 Interest on loans grew by 49 % comparing 2022

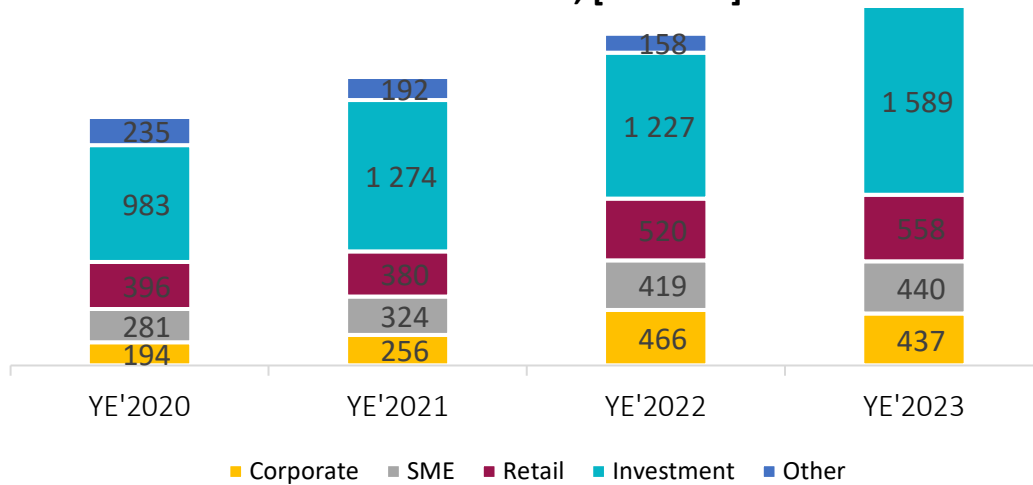
ASSET STRUCTURE, [KZT BLN]



ASSET STRUCTURE, %



ASSET STRUCTURE BY SEGMENTS, [KZT BLN]

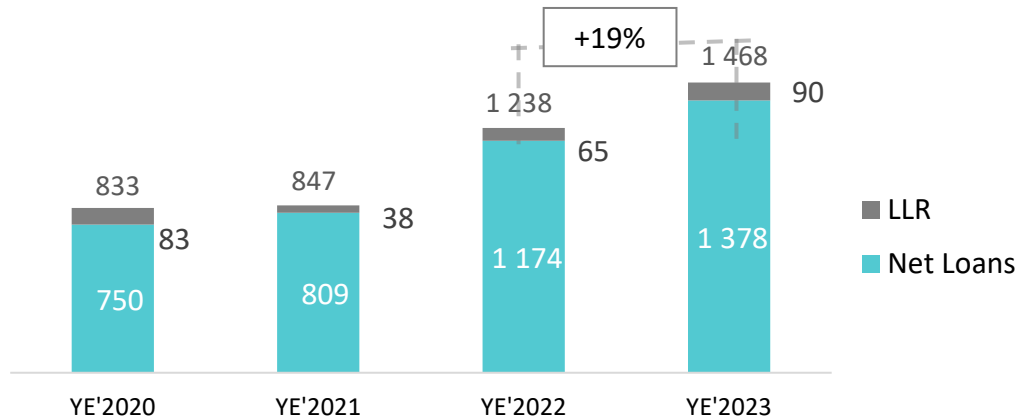


ForteBank ranks #4* in terms of assets among commercial banks in Kazakhstan. Its assets grew by 4,2% in 2023.

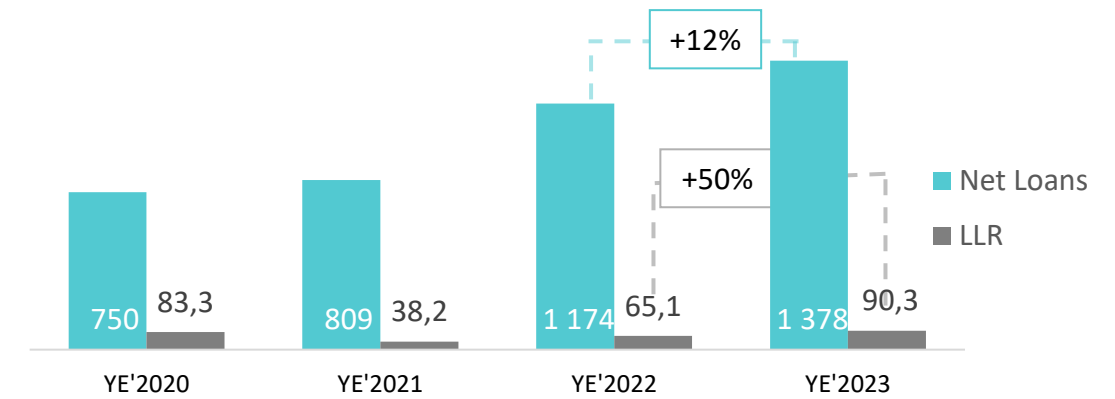
ForteBank has balanced asset structure. Loans represent only 42% of Total assets. The share of Investment securities is 29%

*Excluding Otbasy Bank

GROSS LOANS, [KZT BLN]

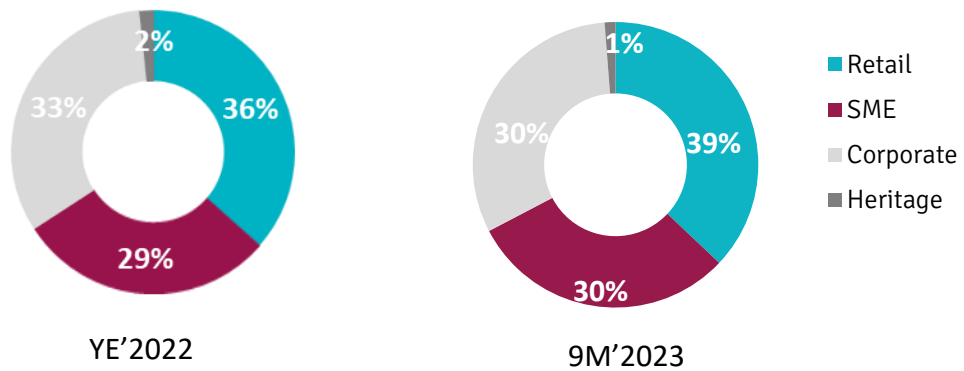


NET LOANS, [KZT BLN]



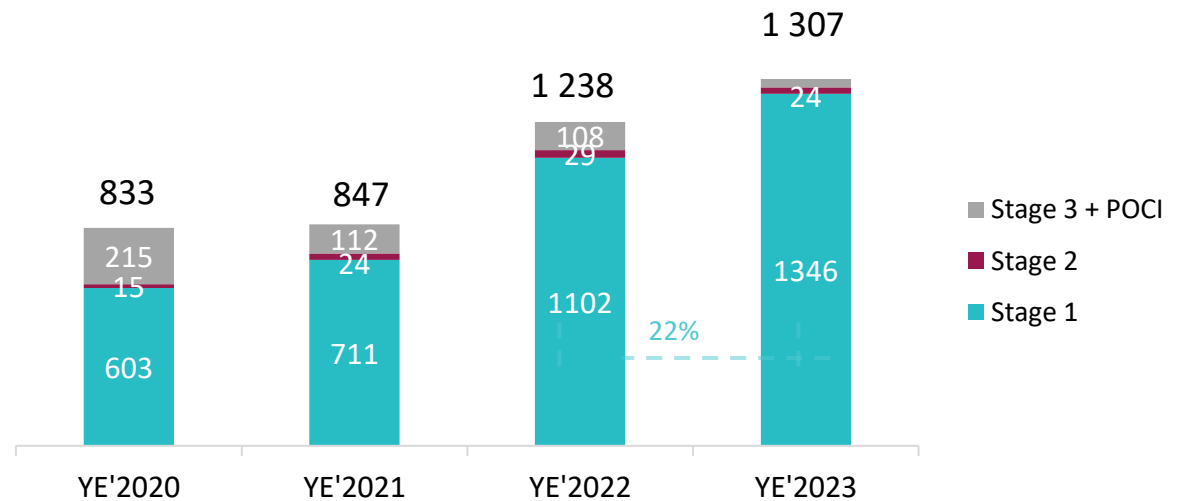
Provisioning coverage increased by 50% in 9M'2023 after 70% growth in 2022

LOAN PORTFOLIO BY SEGMENTS, %



The share of Heritage loans (non-performing loan portfolio inherited from banks merger) in 2023 decreased by 19% (following the 2022 dynamics when the decrease was 53%). The decrease was resulted effective problem loans management.

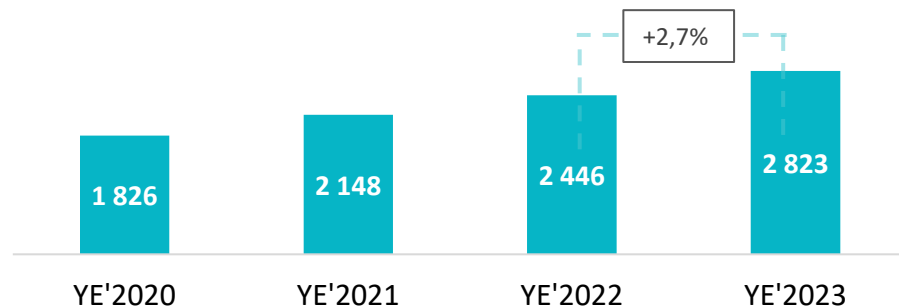
GROSS LOAN PORTFOLIO IN STAGES [BLN KZT]



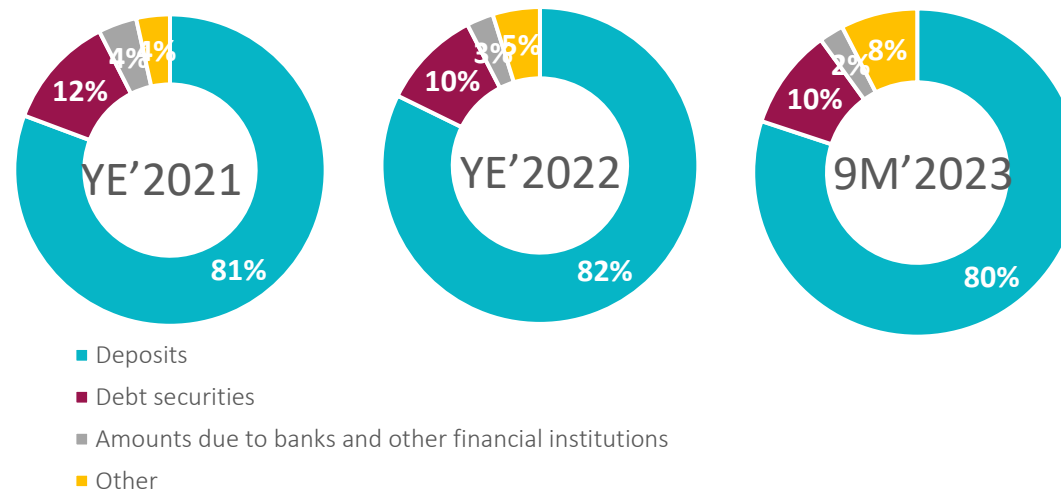
In last 4 years the share of Stage 3+POCl in loan portfolio Decreased more than 2 times from 20.4% to 6,6%

FUNDING AND LIQUIDITY

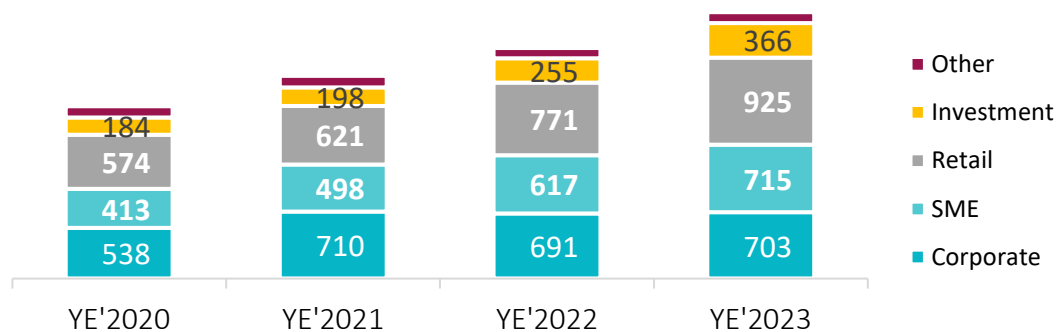
LIABILITIES [KZT BLN]



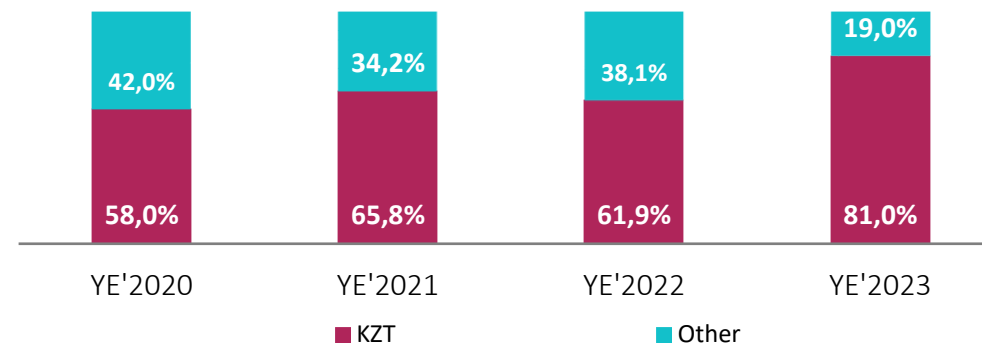
LIABILITIES STRUCTURE [%]



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



DEPOSIT STRUCTURE BY CURRENCY, %

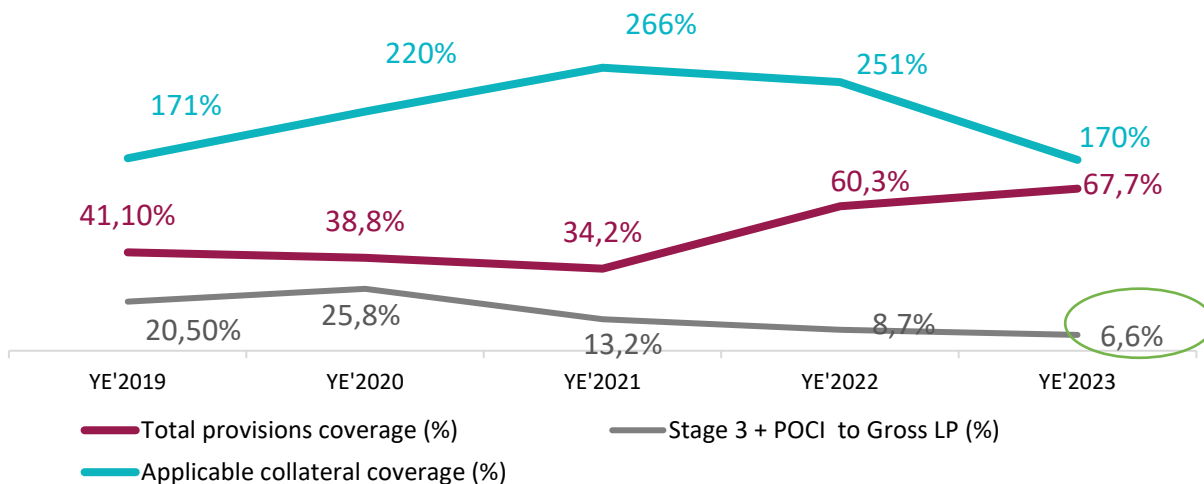


LIST OF CONTENTS

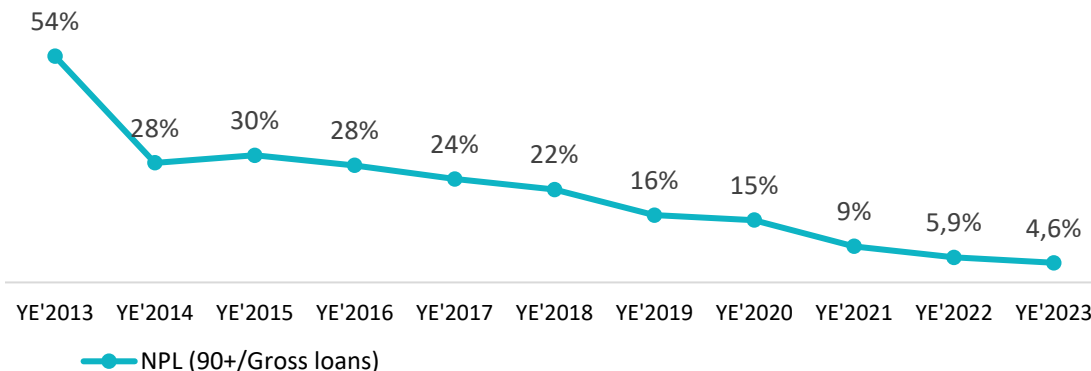
- FORTE IN BRIEF
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DYNAMICS OF STAGE 3 + POCI



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	0,98%	1,04%
of which 90+ days overdue	0,10%	0,21%

As part of supporting measures in connection with the Covid-19, during 2020 and 2021 the Bank granted payment holidays to around 39 thsd applications received from the borrowers. As of 01.01.2024 outstanding balance of loans restructured due to Covid-19 was around KZT 29 bln (decreased by 6 times from KZT 180 bln as of 01.01.2021).

SECURITIES PORTFOLIO AS OF 01.01.2024

1. STRUCTURE OF SECURITIES PORTFOLIO TYPE	FACT		APPROVED LIMIT
	KZT mln	in % of securities portfolio	
GOVERNMENT SECURITIES, including:	643 408	67,73	> 20
Government securities of MFRK, NBRK	629 072	66,22	-
Government securities of foreign states	14 336	1,51	-
NON-GOVERNMENT SECURITIES, including:	306 526	32,27	< 80
Bonds of Kazakhstan issuers	212 021	22,32	-
Bonds of foreign issuers	2 027	0,21	-
Bonds of "Samruk-Kazyna NWF" JSC	92 097	9,70	-
Shares	381	0,04	< 5
SECURITIES OF IFO	0	0,00	< 20
TOTAL SECURITIES PORTFOLIO*	949 933	27,58	< 50

2. STRUCTURE OF SECURITIES PORTFOLIO BY CURRENCIES

CURRENCIES	FACT		APPROVED LIMIT
	KZT mln	in % of securities portfolio	mln USD
KZT	678 124	71,39	-
USD	258 601	27,22	569
Other	13 209	1,39	29

3. MODIFIED DURATION

STRUCTURE OF SECURITIES PORTFOLIO	FACT	APPROVED LIMIT
Total securities portfolio, including:	1,76%	< 5 %
Government securities	2,03%	< 5 %
Non-government bonds, including:	1,20%	< 4 %
Bonds of "Samruk-Kazyna NWF" JSC	1,12%	-
Bonds of foreign issuers	0,46%	-
Bonds of Kazakhstan issuers	1,24%	-
Securities of IFO	0,00%	< 3 %

4. STRUCTURE OF SECURITIES PORTFOLIO BY IFRS CATEGORIES (by aims)

CATEGORIES	FACT		APPROVED LIMIT
	mln KZT	in % of securities portfolio	
Other debt instruments (loans and debtors)	0	0,00	< 5
Securities accounted for at fair value through profit or loss	41	0,00	< 100
Held-to-maturity securities	288 857	30,41	< 50
Available-for-sale securities	661 035	69,59	< 100

5. OWN ISSUES

STRUCTURE OF SECURITIES PORTFOLIO	FACT
	mln KZT
Issued securities, incl:	281 639
Subordinated bonds	14 389
Senior bonds	267 250

6. PLEDGED SECURITIES (REPO TRANSACTIONS)

STRUCTURE OF SECURITIES PORTFOLIO	FACT		Approved limit
	KZT mln	in % from total assets	
Pledged securities	163 523	4,75	max 15

The volume of the securities portfolio decreased during 12m2023 by KZT -37,5 bln (-3,8 %)

Modified duration of total securities portfolio decreased over 12m2023 from 1,92% to 1,76 %, remaining within the established limits with a significant surplus

*Limit on Total securities portfolio is approved in % of Bank Assets

LIQUIDITY RISK

FX risk

FX Position	Internal Limit (in % Total Capital)
US DOLLAR	11,5%
EURO	6,25%
RUSSIAN RUBLE	3,5%
GREATBRITIEAN POUND	6,25%
SWISS FRANK	6,25%
SWEDISH CROWN	6,25%
CANADIAN DOLLAR	6,25%
JAPANESE YEN	6,25%
KYRGYZ SOM	2%
AUSTRALIAN DOLLAR	6,25%
CHINESE RMB	6,25%
SOUTH AFRICAN RAND	2%
TURKISH LIRA	2,5%
UAE DIRHAM	6,25%
FX netto-position	15,0%
DFI to Equity ratio	45,0%

Duration

Name	Limit
Total Securities portfolio	< 5%
Governmental securities	< 5%
Corporate securities	< 4%
Securities of international financial institutions (IFO)	< 3%

VaR

VaR	LIMITS
PRICE	KZT 13 000,0 mln
FX	KZT 2 000,0 mln
CUMULATIVE	-

Internal liquidity ratios and ratios of the NBRK

RATIO	REGULATOR NORMATIVE	LIMIT APPROVED
CURRENT LIQUIDITY RATIO		
K4	0,30	0,45
TERM LIQUIDITY RATES		
K4-1	1,00	1,50
K4-2	0,90	1,35
K4-3	0,80	1,20
TERM FX LIQUIDITY RATES (FX with ratings not lower than "A" , EURO)		
K4-4	1,00	1,50
K4-5	0,90	1,35
K4-6	0,80	1,20
LIQUIDITY COVERAGE RATIO/ NET RATIO OF STABLE FUNDING		
LCR	0,80	1,10
NSFR	0,80	1,02

Structure of assets & liabilities

Name	LIMIT APPROVED
Assets	100 %
Cash	< = 10 %
Funds in National Bank of Kazakhstan	< = 30 %
International loans & deposits	< = 15 %
Securities	< = 50 %
Repo	< = 10 %
Investments in shares & subordinated instruments	< = 10 %
Loans	< = 70 %
Investments in real estate	< = 10 %
Other	-

RATIO	LIMIT APPROVED
Liquid assets/ Assets	min 10 %
Liquid assets/ Term deposits	min 20 %
Loans/ Deposits	max 200 %
Assets used as collateral (encumbered) / Assets	max 15 %
10 term deposits/ Liquid assets*	max 100 %
Demand deposits + current accounts / Term deposits	max 60 %
Asset growth	max 20 %

NAME	LIMIT APPROVED
Client deposits including:	> = 50 %
Current accounts	> = 10 %
Demand deposits	> = 10 %
Term deposits	> = 40 %
Local borrowings	< = 25 %
Foreign borrowings	< = 5 %
CySubordinated debt	< = 10 %
Securities issued	< = 30%

Liquidity gap

TERM TO MATURITY	KZT	USD	EUR	RUB	CUMULATIVE GAP/ ASSETS
Up to 7 days	< = -15 %	< = -5 %	< = -5 %	< = -5 %	< = -15 %
Up to 1 month	< = -15 %	< = -5 %	< = -5 %	< = -5 %	< = -15 %
Up to 3 months	< = -10 %	< = -10 %	< = -5 %	< = -5 %	< = -10 %
Up to 6 months	< = -10 %	< = -10 %	< = -5 %	< = -5 %	< = -10 %
Up to 1 year	< = -10 %	< = -20 %	< = -5 %	< = -5 %	< = -15 %
Up to 3 years	< = -10 %	< = -20 %	< = -5 %	< = -5 %	< = -15 %
More than 3 years	< = -10 %	< = -20 %	< = -5 %	< = -5 %	< = -15 %

%

TERM TO MATURITY	FX GAP/ ASSETS
Up to 7 days	< + / -15 %
Up to 1 month	< + / -20 %
Up to 3 months	< + / -20 %
Up tp 6 months	< + / -20 %
Up to 1 year	< + / -20 %
Up to 3 years	< + / -30 %
More than 3 years	< + / -30 %

% margin

Limit on %margin change
max -1,0 %

Floating FI

Possible losses
2,0 % of capital

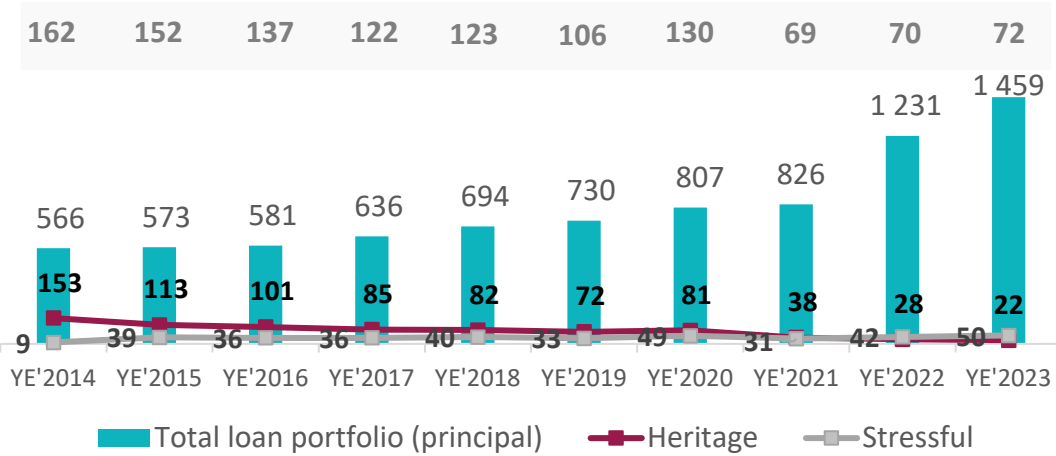
RATIO	01.01.2024	01.10.2023	01.07.2023	01.04.2023	01.01.2023	01.10.2022	01.07.2022	01.04.2022	01.01.2022	REGULATORY LIMIT	INTERNAL LIMIT	RESERVE 01.01.24 (mln KZT)
CURRENT LIQUIDITY RATIO												
K4	1,520	1,452	1,279	1,340	1,226	1,370	1,449	1,451	1,869	0,30	0,45	918 142
TERMINABLE LIQUIDITY RATIO												
K4-1	2,718	2,665	3,126	3,083	3,083	3,363	2,730	3,250	3,152	1,00	1,50	723 040
K4-2	2,145	2,075	2,319	2,556	2,625	2,958	2,615	2,579	2,550	0,90	1,35	833 974
K4-3	1,780	1,615	1,982	2,056	2,222	2,197	2,066	2,309	2,173	0,80	1,20	844 804
MONETARY TERMINABLE LIQUIDITY RATIO (for foreign currencies with a rating of at least "A", euro)												
K4-4	4,231	5,377	6,616	9,146	5,338	7,597	3,208	9,677	9,267	1,00	1,50	212 752
K4-5	3,340	4,314	7,795	10,650	5,210	9,475	3,820	10,199	8,143	0,90	1,35	238 581
K4-6	2,556	2,683	6,142	8,398	5,127	6,229	3,425	8,149	5,980	0,80	1,20	231 854
LIQUIDITY COVERAGE RATIO (high quality liquid assets/ total net cash flow amount (up to 1 month))												
LCR	1,415	1,255	1,449	1,551	1,765	1,987	1,460	1,531	1,384	0,80	1,10	440 329
NET STABLE FUNDING RATIO (available amount of stable funding / required amount of stable funding)												
NSFR	1,262	1,154	1,161	1,214	1,194	1,181	1,149	1,187	1,160	0,80	1,02	717 916

LIST OF CONTENTS

- FORTE IN BRIEF
- 2023 PERFORMANCE
- RISK PROFILE
- **PROBLEM LOANS MANAGEMENT**



PROBLEM LOANS STATISTICS [BLN KZT]*

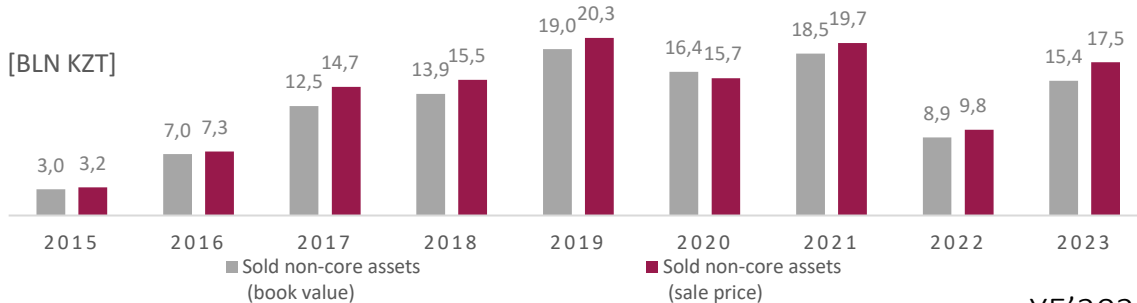


- **Repayments:** Repayments received for the period 2014 – 2023 amounted to **KZT 399 bln**, including KZT 22,7 bln for 2023.

- **Litigations (#of Legal Cases):** During 2014 –2023 the claims for the total amount of KZT 277 bln were satisfied by court decisions.



- **Sale of Non-core assets:** Sale price of Non-core assets is higher than its book value indicating an adequate assessment of the collateral taken on-balance.



*In accordance with Management reporting, on standalone basis

REFINANCING PROGRAMS STATISTICS AS OF 01.01.2024:

➤ State program of refinancing initiated in 2015

Additional tranche for the amount of KZT 10 bln had been allocated to the Bank with utilization period till May 23, 2019 and was utilized by the Bank ahead of the schedule. Under this program, as of 01.01.2024, **7,889 borrowers were refinanced for KZT 53,8 bln**. In December 2019, an additional KZT 5 bln was provided to the Bank.

➤ State program for refinancing of foreign currency loans

The Bank was allocated KZT 38.2 bln under this program with the utilization period till December 31, 2022. As of 01.01.2024, 2,372 borrowers were refinanced for KZT 25.7 bln.

Utilized by Bank in 2020.

As part of the unilateral conversion, 2,490 borrowers were refinanced for KZT 30.2 bln. As part of additional State support of the borrowers, the Bank has been allocated tranche in the amount of KZT 27.9 bln. As of January 01, 2024, assistance was provided for 3,428 borrowers by the amount of KZT 33,2 bln tenge. As a result of the State refinancing Programs, the mortgage loan portfolio improved for the amount of KZT 119,3 bln.

➤ Through participation in State program the Bank received income in the amount of KZT 34.1 bln:

- ✓ KZT 18 bln by extending the term of deposit from 20 to 30 years.
- ✓ KZT 11,2 bln as a result of the unilateral conversion of mortgage loans in foreign currency and from placement a deposit under the state program for forgiving loans to socially vulnerable segments of the population
- ✓ KZT 4,9 bln from placement a deposit under the state program for forgiving loans to socially vulnerable segments of the population.

REFINANCING STATISTICS AS OF 01.01.2024:

➤ State program of refinancing initiated in 2015

Additional tranche for the amount of KZT 10 bln had been allocated to the Bank with utilization period till May 23, 2019, and was utilized by the Bank ahead of the schedule. Under this program, as of 01.01.2024, **7,889 borrowers were refinanced for KZT 53.8 bln.** In December 2019, an additional KZT 5 bln was provided to the Bank.

➤ State program for refinancing of foreign currency loans

The Bank was allocated KZT 38.2 bln under this program with the utilization period till December 31, 2022. In March 2023, an additional KZT 0,7 bln was provided to the Bank. As of 01.01.2024, 2,372 borrowers were refinanced for KZT 25,7 bln.

Utilized by Bank in 2020.

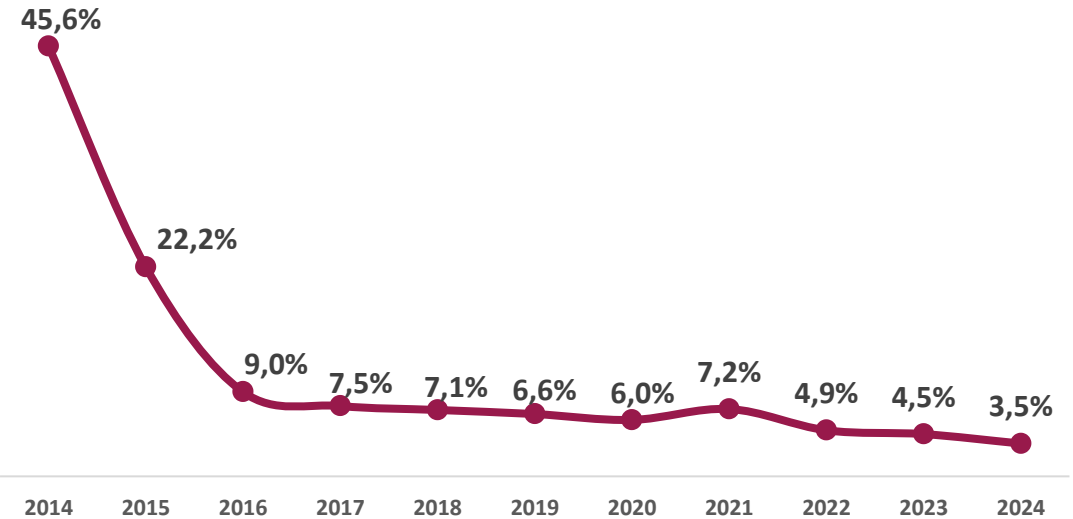
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NPL DYNAMICS [NBRK, %]



LITIGATION (#OF LEGAL CASES) :



During 2014-2023 the claims for the total amount of KZT 277 bln were satisfied by court decision.

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License No. 1.2.29/197/36

Certificate of registration dated 10 February 2015



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THANK YOU

IF YOU HAVE ANY QUESTIONS PLEASE
DO NOT HESITATE TO CONTACT FORTE

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