



HALYK GROUP FINANCIAL RESULTS PRESENTATION 1Q 2024

(Moody's - Baa2 / Fitch - BBB- / S&P - BB+)

May, 2024

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Certain information contained in this presentation may include forward-looking statements. Such forward-looking statements are not guarantees of future performance. These statements are based on management's current expectations or beliefs as of the date of this presentation and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The Bank disclaims any intention or obligation to publicly update or revise any forward-looking statements.

The alternative performance measures ("APMs") disclosed in this presentation are unaudited supplementary measures of the Halyk Group's performance and liquidity that are not required by, or presented in accordance with, IFRS. These measures are not defined by IFRS and the Halyk Group's use and definition of these metrics may not be comparable to similarly titled APMs used by other companies in the financial industry due to differences in accounting policies or differences in the calculation methodology. These APMs have limitations and should not be considered in isolation, or as substitutes for financial information as reported under IFRS. Accordingly, undue reliance should not be placed on the APMs presented in this presentation. The Halyk Group has included these measures because it believes that they enhance an investor's understanding of the Halyk Group's financial performance. The Halyk Group also believes that these APMs are commonly used by investors in comparing the performance of businesses. The management of the

Halyk Group uses these measures to monitor and analyse Halyk Group's performance.

Basis of calculation:

- all figures in this presentation are based on IFRS audited financial statements or financial statements reviewed by auditors, unless stated otherwise;





Speakers



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Data Science and Collateral



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Services, Ecosystem and
Customer Experience



Viktor Skryl Strategy Director



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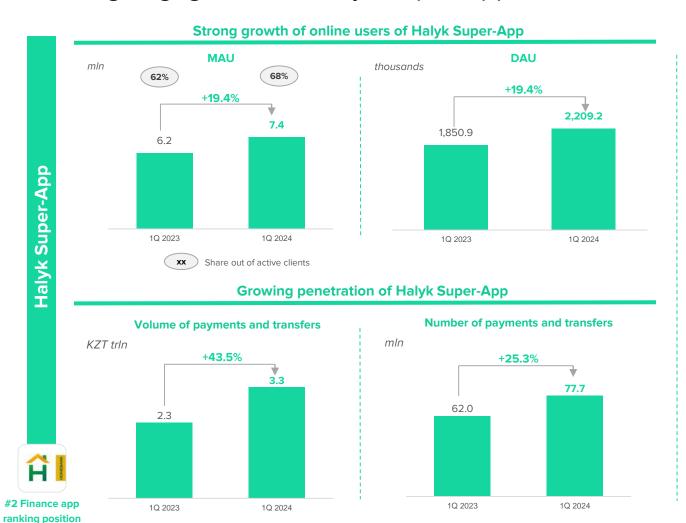
01

Retail business update



Increasing engagement of Halyk Super-App







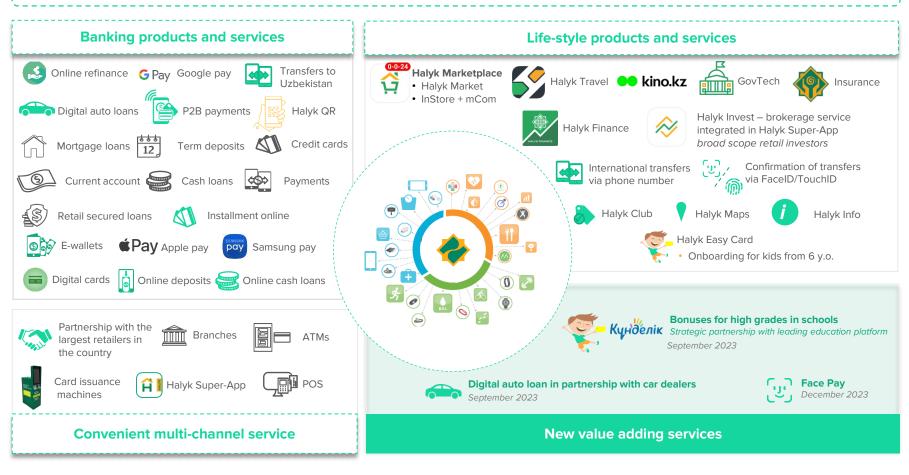




Continuous development of open retail ecosystem



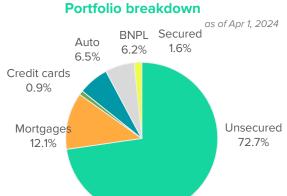
Through partnership we added new value adding services



Lending business







Portfolio quality remains at a high level



Loan issuance by volume



Digital loansLoans through managers

Share of digital loans issued by count

% of total count



Retail deposits







Market share of retail deposits



Share of KZT deposits

Share of new deposits issued online

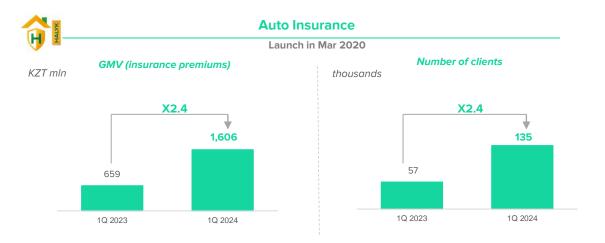
% of total count

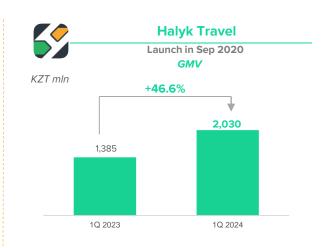




Ecosystem update



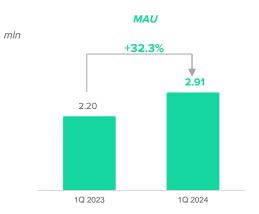


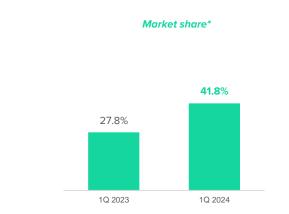




Kino.kz Launch in Oct 2020

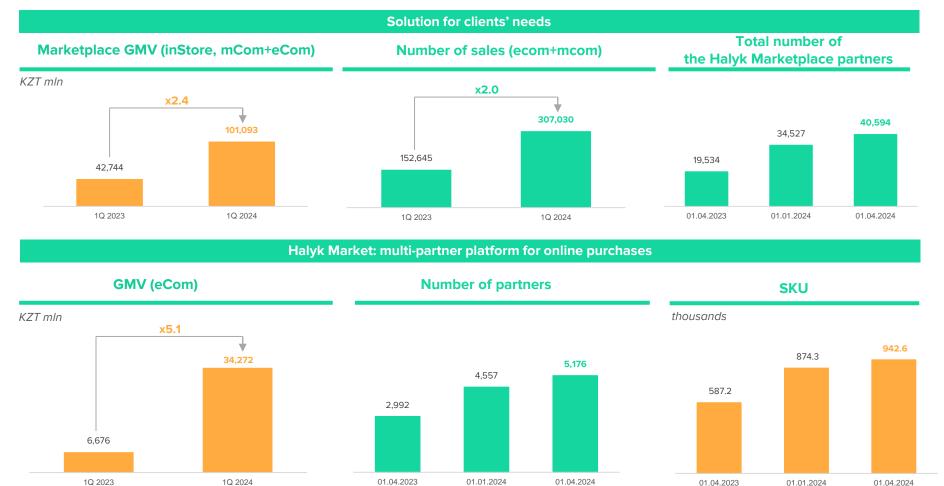






Halyk Marketplace dynamics







Two strong online brokerage platforms





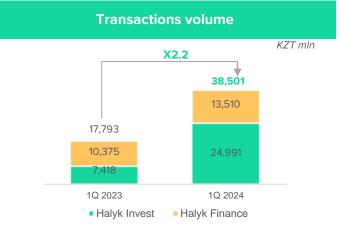
Halyk Invest – in-app solution for broad scope retail investors *Launched in 2Q 2022*



Halyk Finance – for retail and institutional investors through online and offline channels

Launched in 3Q 2020





AuM and brokerage portfolio*

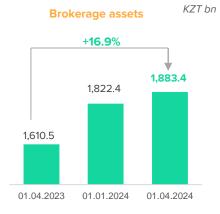
KZT 32.6bn

Pension assets under management X11.4, YoY

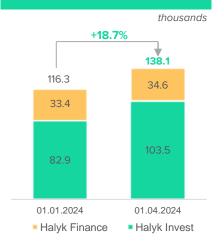
71.3%

Market share among private assets managers





Number of active clients



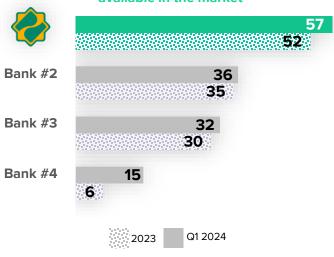
^{*}Halyk Finance and Halyk Global Markets



Government services online



Number of online Government services available in the market



In 1Q 2024

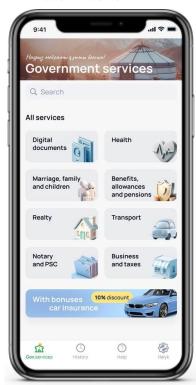
the Government Services

were used

3.5mln

New design of GovTech

Launch in March 2024



New Government services launched in 2024



Public services in Onlinebank

Launch in Jan 2024



Queuing up for kindergarten

Launch in Feb 2024



Enrollment in kindergarten

Launch in Feb 2024



Changing the details of an individual entrepreneur in Halyk Super App

Launch in Feb 2024



Changing the details of an individual entrepreneur in Onlinebank

Launch in Feb 2024



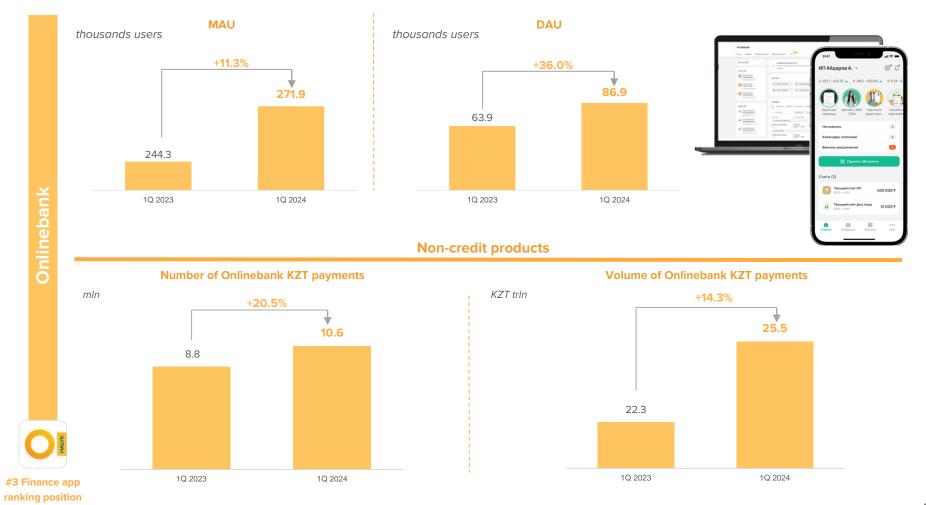
02

SME and Corporate business update



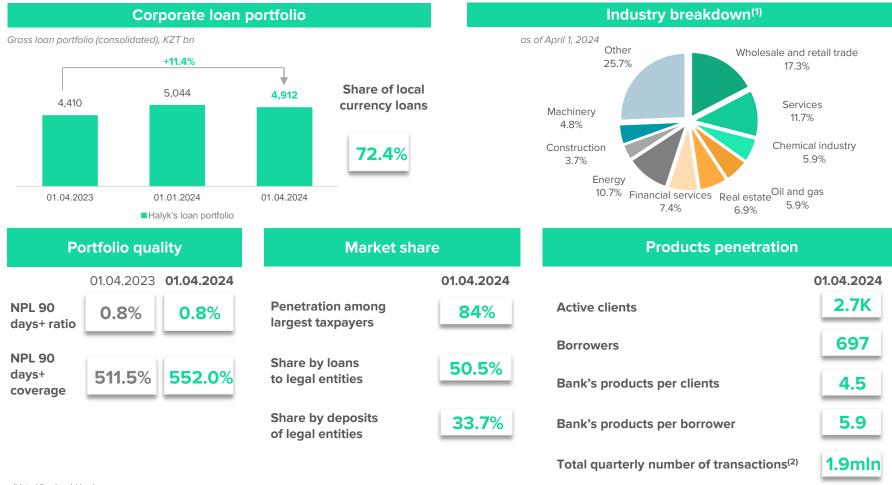
Onlinebank – leading platform for legal entities in Kazakhstan





Strong corporate portfolio performance

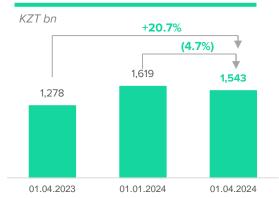




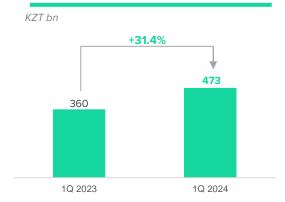
SME banking: key segment highlights



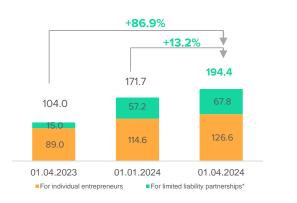
SME gross loan portfolio(1)



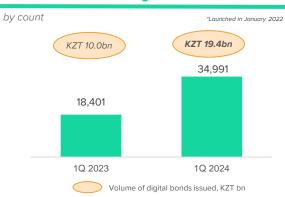
SME loan issuance dynamics



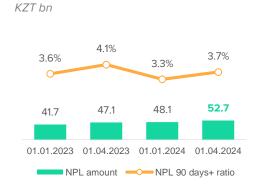
Legal entities digital loan portfolio



Issue of digital bonds

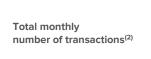


Loan portfolio quality



Products penetration







Total monthly volume of transactions, KZT



03

Halyk Group financial results 1Q 2024



1Q 2024 Performance Highlights



KZT bn	1Q 2024	4Q 2023	Q-o-Q, %	1Q 2023	Y-o-Y, %
Net Profit attributable to common shareholders	178.0	156.1	14.0%	192.5	(7.5%)
Net interest income (1)	254.2	205.2	23.9%	192.1	32.4%
Fee and commission income	50.1	49.5	1.1%	47.4	5.6%
Net fee and commission income	25.5	20.9	21.9%	24.9	2.3%
Net gain on foreign exchange operations, financial assets and liabilities (2)	45.7	59.3	(22.9%)	28.9	58.0%
Net insurance income (3)	9.7	25.9	(62.7%)	19.3	(50.0%)
Other expense/non-interest income (4)	(50.9)	(47.1)	(7.9%)	21.2	(X2.4)
RoAE, p.a.	27.7%	27.1%		37.3%	
RoAA, p.a.	4.6%	4.2%		5.4%	
Cost of risk ⁽⁵⁾ , p.a.	0.9%	0.7%		0.8%	
NIM ⁽⁶⁾ , p.a.	7.1%	6.1%		6.0%	
Cost-to-Income ⁽⁷⁾ , p.a.	19.9%	23.2%		16.2%	

(he through other comprehensive income, net foreign exchange gain; (hisurance revenue less insurance expense and net reinsurance expense; (his hare in profit of associate, income on non-banking activities, other expense; (his redit loss expense) for associate, income on non-banking activities, other expense; (his redit loss expense) for associate, income on non-banking activities, other expense en loans to customers / monthly average balances of cash and cash equivalents (less cash on hand, correspondent and current accounts with the NBK), financial assets at fair value through profit or loss (less derivative innoral) instruments), amounts due from credit institutions, financial assets at fair value through other comprehensive income, debt securities at amortized cost, net of allowances for expected credit losses, net loans to customers), on consolidated IFRS basis; (his profit or loss (less derivative expense), and expenses, reversal of (loss from) impairment of non-financial assets / operating income (the tinterest income before credit loss expense, net fees and commissions, other non-interest income (less insurance claims incurred, net of reinsurance, loss on initial recognition of purchased or originated credit-impaired (POCI) asset and expenses for insurance reserves), annualised, on consolidated IFRS basis.

1Q 2024 Performance Highlights



KZT bn	01.04.2024	01.01.2024	YTD, %	01.04.2023	Q-o-Q, %
Total assets	15,911	15,494	2.7%	14,260	11.6%
Cash and cash equivalents	1,626	1,377	18.1%	1,698	(4.2%)
Securities (1)	3,859	3,741	3.2%	3,819	1.1%
Gross loans	9,812	9,775	0.4%	8,240	19.1%
Net loans	9,299	9,285	0.2%	7,801	19.2%
Total deposits	11,211	10,930	2.6%	10,132	10.6%
Total liabilities	13,246	13,017	1.8%	12,049	9.9%
Total equity	2,664	2,477	7.6%	2,211	20.5%
Provisions / gross loans	5.2%	5.0%		5.3%	
Loans / deposits ratio (2)	82.9%	85.0%		77.0%	
Liquid assets / total assets (3)	26.9%	24.3%		29.3%	
NPLs 90 days+ / gross loans ⁽⁴⁾	2.5%	2.4%		2.6%	

⁽¹⁾ financial assets at fair value through profit or loss, financial assets at fair value through profit or loss, financial assets at fair value through profit or loss, financial assets at fair value through profit or loss.

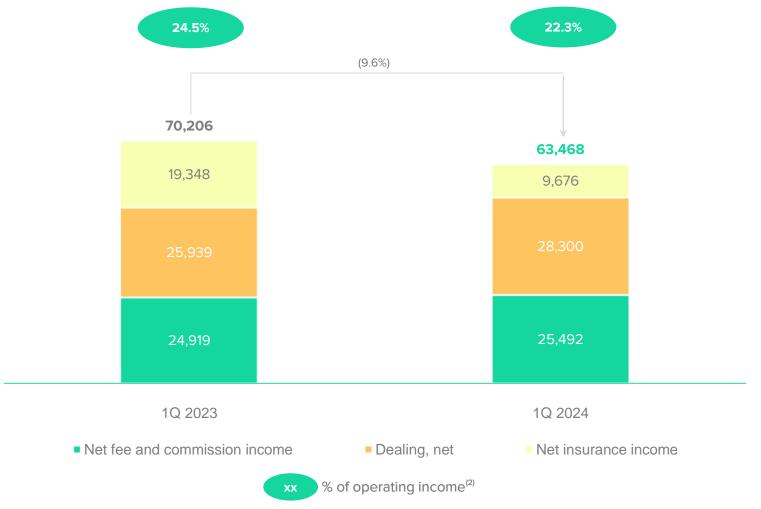
⁽²⁾ net loans to customers / amounts due to customers, on consolidated IFRS basis;

⁽a) cash and cash equivalents, the NBRK notes. Treasury bills of the Ministry of Finance of Kazakhstan, Treasury bills of governments of other countries, Notes of national banks of other countries, Eurobonds of other countries, Bonds of quasi-sovereign banks, Local municipal bonds) / total assets, on consolidated IFRS basis. Due to the obsence of term deposits with NBRK with tenor 90 days term deposit with NBRK accounted in amounts due from credit institutions were excluded from liquid assets and therefore, 10 2023 numbers were recalculated accordingly: (*Itotal principal amount of boars and accrued interest with principal and/or interest overdue by more than 90 days / gross loan portfolio, unconsolidated (Bank only), IFRS).

Certain balance sheet items as at 31 March 2023 has been reclassified, please refer to Halyk Group's financial statements for 1Q 2024, note #4b. All of the ratios were also recalculated accordingly.

Net non-interest income⁽¹⁾

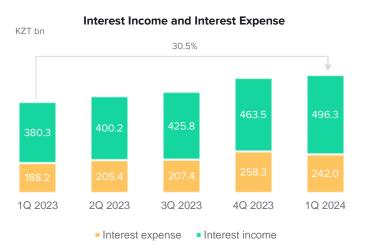


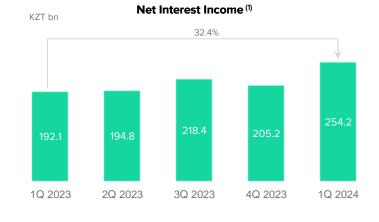


⁽¹⁾ Includes net fee and commission income, dealing, net and net insurance income; (2) Operating income (net interest income before credit loss expense, net fees and commissions, other non-interest income (less insurance claims incurred, net of reinsurance and loss on initial recognition of purchased or originated credit-impaired (POCI) asset).

Interest Income









Comment

- Interest income for 1Q 2024 increased by 30.5% vs. 1Q 2023 mainly due to increase in average rate and balances of loans to customers.
- Interest expense for 1Q 2024 increased by 28.6% vs. 1Q 2023 mainly as a result of the growth in average rate on amounts due to customers and increase in the share of KZT amounts due to customers. Consequently, net interest income for 1Q 2024 grew by 32.4% vs. 1Q 2023.
- In 1Q 2024, net interest margin was affected by the increase in average rates on both loans to customers and amounts due to customers. Furthermore, the share of loans to customers in total interest earning assets has increased. Moreover, there was an increase in the average rate of FX amounts due from credit institutions and FX interest-earning cash and cash equivalents following the increase of USD interest rates, as well as increase in the share of KZT interest-earning cash and cash equivalents. As a result, net interest margin increased to 7.1% p.a. for 1Q 2024 compared to 6.0% p.a. for 1Q 2023.

⁽¹⁾ before credit loss expense;

²⁰ net interest income / overage interest earning assets (monthly average balances of cash and cash equivalents (less cash on hand, correspondent and current accounts with the NBK), financial assets at fair value through profit or loss (less derivative financial instruments), amounts due from credit institutions, financial assets at fair value through other comprehensive income, debt securities at amortized cost, net of allowances for expected credit losses, net loans to customers), on consolidated IFRS basis; (3) excluding the accelerated amortization of discount on the deposit of Kazakhstan Sustainability Fund (KSF), which was partially prepaid by the Bank in December 2023

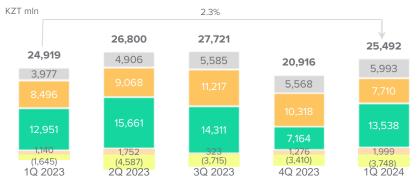
Fee and Commission Income

Fee and Commission Income



- Loyalty program

Net Fee and Commission Income

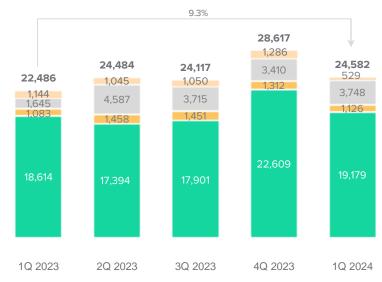


- Deposit insurance and other net fee and commission income
- Net transactional income of legal entities
- Other net fee and commission income

- Letters of credits and guarantees issued
- Net transactional income of individuals

Fee and Commission Expense





- Transactional expenses of individuals
- Transactional expenses of legal entities

Deposit insurance

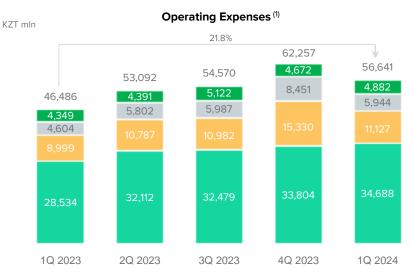
Other

Comment

- In 1Q 2024 compared to 1Q 2023, the overall dynamics of fee and commission income and expense was driven by the increased number of clients and the growth of clients' transactional activity.
- Net fee and commission income for 1Q 2024 increased by 2.3% vs. 1Q 2023 due to increase in net transactional income of individuals as well as in fees on letters of credit and guarantees issued.

Operating costs



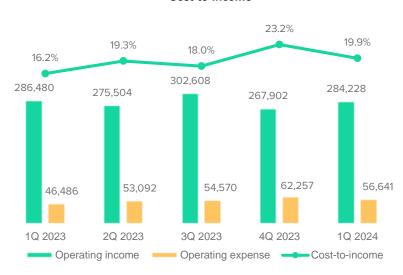


- Depreciation and amortisation expenses
- Taxes other than income tax, Information services, Advertisement, Professional services
- Other
- Salaries and other employee benefits

Cost-to-Average Assets (3)



Cost-to-Income (1)(2)



Comment

- Operating expenses for 1Q 2024 increased by 21.8% vs. 1Q 2023 mainly due to the indexation of salaries and other employee benefits starting from 1 March 2023.
- > The cost-to-income ratio equalled 19.9% in 1Q 2024, compared with 16.2% in 1Q 2023 due to higher operating expenses for 1Q 2024.

⁽I) Including reversal of/(loss from) impairment of non-financial assets; (2) operating expense (operating expenses, impairment of non-financial assets) / operating income (net interest income before credit loss expense, net fees and commissions, other non-interest income (less insurance claims incurred, net of reinsurance, loss on initial recognition of purchased or originated credit-impaired (POCI) asset and expenses for insurance reserves)), annualised, on consolidated IFRS basis; (3) operating expense / average monthly assets, annualised, on consolidated IFRS basis.

Loan Portfolio



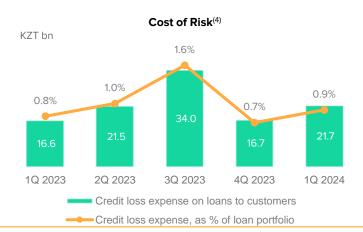


Cost of Risk

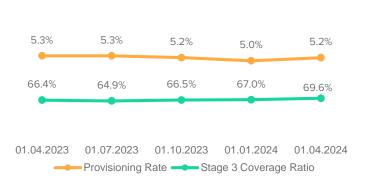


NPL 90 days+⁽¹⁾Dynamics





Provisioning Rate⁽²⁾+ Stage 3⁽³⁾Coverage Ratio

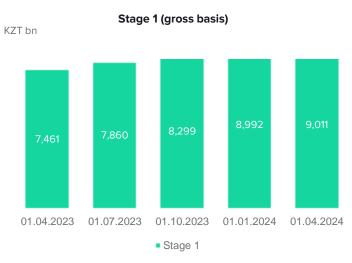


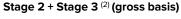
Comment

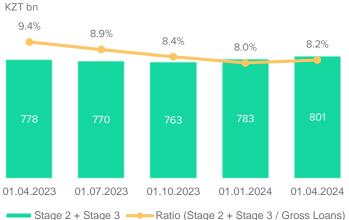
Cost of risk on loans to customers equalled 0.9% and was at normalized level within the scope of our full year guidance.

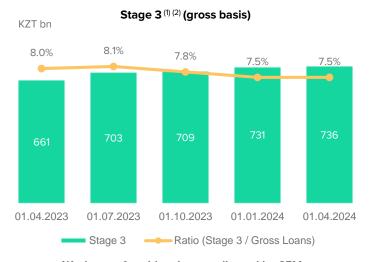
Asset quality



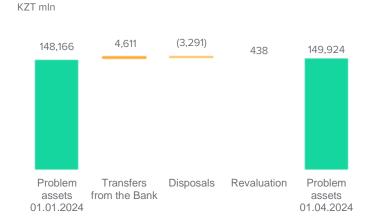








Work-out of problem loans collateral by SPVs



⁽¹⁾ including POCI;

Funding Base



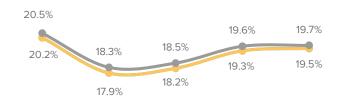


Solid Capital Position



Capital Adequacy Ratios, consolidated

Capital Adequacy Ratios of Halyk Bank, only

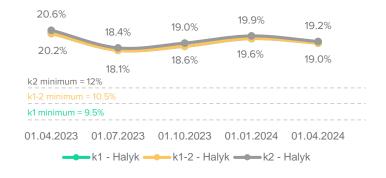




Risk-Weighted Assets (RWA)



01.04.2023 01.07.2023 01.10.2023 01.01.2024 01.04.2024



Comment

► The RWA grew by 7.1% year-to-date due to the increase of regulatory requirements on risk weight for SME loans and growth of retail loans.

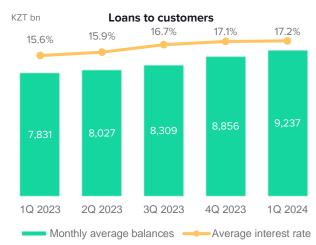


APPENDIX



Average assets' rate (1)



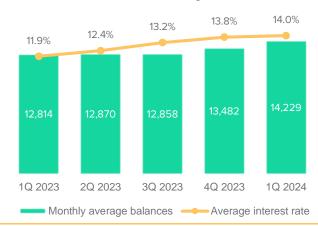


Amounts due from credit institutions and interest-earning cash and cash equivalents



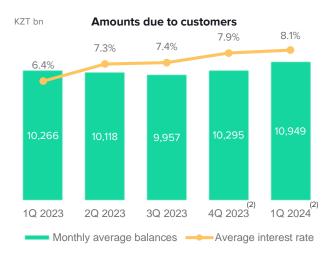


Total interest-earning assets

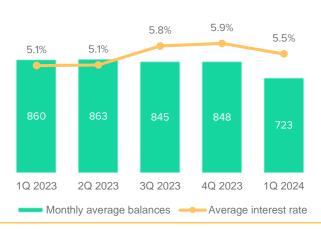


Average liabilities' rate (1)





Amounts due to credit institutions



Debt securities issued



Total interest-bearing liabilities



P&L Summary



Dynamics

KZT mln	1Q 2024	4Q 2023	Q-o-Q, %	1Q 2023	Y-o-Y. %
Interest income	496,254	463,498	7.1%	380,269	30.5%
Interest expense	(242,018)	(258,335)	(6.3%)	(188,177)	28.6%
Net interest income before credit loss expenses	254,236	205,163	23.9%	192,092	32.4%
Fee and commission income	50,074	49,533	1.1%	47,405	5.6%
Fee and commission expense	(24,582)	(28,617)	(14.1%)	(22,486)	9.3%
Net fee and commission income	25,492	20,916	21.9%	24,919	2.3%
Net gain on foreign exchange operations, financial assets and liabilities	45,689	59,250	(22.9%)	28,926	58.0%
Net insurance income ⁽²⁾	9,676	25,918	(62.7%)	19,348	(50.0%)
Other expense/non-interest income (3)	(50,865)	(47,127)	(7.9%)	21,194	(X2.4)
Credit loss expense and other credit loss expense ⁽⁴⁾	(18,994)	(18,309)	3.7%	(13,567)	40.0%
Operating expenses (5)	(56,641)	(62,257)	(9.0%)	(46,486)	21.8%
Income tax expense	(30,629)	(27,411)	11.7%	(33,972)	(9.8%)
Net Profit	177,964	156,143	14.0%	192,454	(7.5%)
Not-controlling interest	-	-	-	-	-
Net Profit attributable to common shareholders	177,964	156,143	14.0%	192,454	(7.5%)

⁽⁹⁾ net gain on financial assets and liabilities at fair value through profit or loss, net realised gain/(loss) from financial assets at fair value through other comprehensive income, net foreign exchange gain; ⁽²⁾ insurance revenue less insurance service expense and net reinsurance expense; ⁽³⁾ share in profit of associate, income on non-banking activities, other expense; ⁽⁴⁾ credit loss expense, recovery of other credit loss expense; ⁽⁵⁾ including reversal of/(loss from) impairment of non-financial assets.





otal assets	47.040.044				Change YTD, %
Oldi dssets	15,910,944	15,494,368	2.7%	14,259,732	11.6%
Cash and reserves	1,873,511	1,622,181	15.5%	1,950,750	(4.0%)
Amounts due from credit institutions	154,033	171,754	(10.3%)	133,401	15.5%
-bills & NBK Notes	2,264,214	2,125,941	6.5%	2,036,033	11.2%
Other securities & derivatives	1,595,270	1,614,666	(1.2%)	1,782,999	(10.5%)
Gross loan portfolio	9,811,644	9,774,798	0.4%	8,239,576	19.1%
Stock of provisions	(512,352)	(489,926)	4.6%	(438,588)	16.8%
let loan portfolio	9,299,292	9,284,872	0.2%	7,800,988	19.2%
Other assets	598,817	563,412	6.3%	527,670	13.5%
Assets classified as held-for-sale	125,807	111,542	12.8%	27,890	X4.5
otal liabilities	13,246,474	13,017,414	1.8%	12,049,063	9.9%
otal deposits, including:	11,211,283	10,929,504	2.6%	10,132,432	10.6%
retail deposits	5,850,404	5,828,645	0.4%	5,046,300	15.9%
term deposits	4,962,819	4,808,592	3.2%	4,191,590	18.4%
current accounts	887,585	1,020,053	(13.0%)	854,709	3.8%
corporate deposits	5,360,879	5,100,859	5.1%	5,086,132	5.4%
term deposits	3,809,577	3,338,099	14.1%	2,994,176	27.2%
current accounts	1,551,302	1,762,760	(12.0%)	2,091,956	(25.8%)
Debt securities	655,735	653,393	0.4%	419,638	56.3%
Amounts due to credit institutions	669,815	778,311	(13.9%)	935,593	(28.4%)
Other liabilities	709,641	656,206	8.1%	561,400	26.4%
equity	2,664,470	2,476,954	7.6%	2,210,669	20.5%

Balance Sheet (Net of FX changes)



	31.03.2024			31.12.2023			Actual change		Net of FX changes	
	Total foreign currencies	к z т	TOTAL	Total foreign currencies	кzт	TOTAL	abs	%	abs	%
FINANCIAL ASSETS	4,800,416	10,476,493	15,276,909	4,688,054	10,213,126	14,901,180	375,729	2.5%	459,321	3.1%
Cash and cash equivalents	888,439	737,790	1,626,229	783,177	594,138	1,377,315	248,914	18.1%	264,385	19.2%
Obligatory reserves	141,067	106,215	247,282	120,652	124,214	244,866	2,416	1.0%	4,872	2.0%
Financial assets at fair value through profit or loss	282,875	336,898	619,773	250,106	339,256	589,362	30,411	5.2%	35,337	6.0%
Amounts due from credit institutions	120,140	33,893	154,033	134,427	37,327	171,754	(17,721)	(10.3%)	(15,629)	(9.1%)
Financial assets at fair value through other comprehensive income	1,534,264	982,650	2,516,914	1,560,423	865,479	2,425,902	91,012	3.8%	117,729	4.9%
Debt securities at amortized cost, net of allowances for expected credit losses	189,830	532,967	722,797	203,678	521,665	725,343	(2,546)	(0.4%)	760	0.1%
Net loans	1,612,910	7,686,382	9,299,292	1,611,414	7,673,458	9,284,872	14,420	0.2%	42,506	0.5%
Other financial assets	30,891	59,698	90,589	24,177	57,589	81,766	8,823	10.8%	9,361	11.4%
FINANCIAL LIABILITIES	4,267,155	8,454,002	12,721,157	4,093,061	8,454,143	12,547,204	173,953	1.4%	248,259	2.0%
Amounts due to customers	3,636,746	7,574,537	11,211,283	3,513,998	7,415,506	10,929,504	281,779	2.6%	345,107	3.2%
Amounts due to credit institutions	294,216	375,599	669,815	245,074	533,237	778,311	(108,496)	(13.9%)	(103,373)	(13.3%)
Financial liabilities at fair value through profit or loss	1,335	2,559	3,894	530	3,672	4,202	(308)	(7.3%)	(285)	(6.8%)
Debt securities issued	323,880	331,855	655,735	324,803	328,590	653,393	2,342	0.4%	7,982	1.2%
Other financial liabilities	10,978	169,452	180,430	8,656	173,138	181,794	(1,364)	(0.8%)	(1,173)	(0.6%)

Balance Sheet (Net of FX changes)



			31.03.2024		31.03.2023		Actua	l change	Net of FX changes	
	Total foreign currencies	кzт	TOTAL	Total foreign currencies	к z т	TOTAL	abs	%	abs	%
FINANCIAL ASSETS	4,800,416	10,476,493	15,276,909	4,804,694	8,975,188	13,779,882	1,497,027	10.9%	1,549,997	11.2%
Cash and cash equivalents	888,439	737,790	1,626,229	1,170,899	527,361	1,698,260	(72,031)	(4.2%)	(62,228)	(3.7%)
Obligatory reserves	141,067	106,215	247,282	131,787	120,703	252,490	(5,208)	(2.1%)	(3,651)	(1.4%)
Financial assets at fair value through profit or loss	282,875	336,898	619,773	187,888	284,599	472,487	147,286	31.2%	150,407	31.8%
Amounts due from credit institutions	120,140	33,893	154,033	98,704	34,697	133,401	20,632	15.5%	21,958	16.5%
Financial assets at fair value through other comprehensive income	1,534,264	982,650	2,516,914	1,631,981	698,900	2,330,881	186,033	8.0%	202,963	8.7%
Debt securities at amortized cost, net of allowances for expected credit losses	189,830	532,967	722,797	214,952	800,712	1,015,664	(292,867)	(28.8%)	(290,772)	(28.6%)
Net loans	1,612,910	7,686,382	9,299,292	1,354,899	6,446,089	7,800,988	1,498,304	19.2%	1,516,102	19.4%
Other financial assets	30,891	59,698	90,589	13,584	62,127	75,711	14,878	19.7%	15,219	20.1%
FINANCIAL LIABILITIES	4,267,155	8,454,002	12,721,157	4,367,593	7,263,681	11,631,274	1,089,883	9.4%	1,136,969	9.8%
Amounts due to customers	3,636,746	7,574,537	11,211,283	4,164,298	5,968,134	10,132,432	1,078,851	10.6%	1,118,981	11.0%
Amounts due to credit institutions	294,216	375,599	669,815	98,853	836,740	935,593	(265,778)	(28.4%)	(262,531)	(28.1%)
Financial liabilities at fair value through profit or loss	1,335	2,559	3,894	5,547	3,800	9,347	(5,453)	(58.3%)	(5,438)	(58.2%)
Debt securities issued	323,880	331,855	655,735	93,610	326,028	419,638	236,097	56.3%	239,671	57.1%
Other financial liabilities	10,978	169,452	180,430	5,285	128,979	134,264	46,166	34.4%	46,287	34.5%

Key Financial Indicators



	31-Mar-24	31-Dec-23	30-Sep-23	30-Jun-23	31-Mar-23
Amounts due to customers / total liabilities	84.6%	84.0%	82.2%	84.1%	84.1%
Loans / deposits ratio ⁽¹⁾	82.9%	85.0%	86.6%	80.3%	77.0%
Liquid assets / total assets	26.9%	24.3%	25.1%	28.6%	29.3%
IFRS Provisioning rate ⁽²⁾	5.2%	5.0%	5.2%	5.3%	5.3%
Common Equity Tier 1 capital adequacy ratio	19.5%	19.3%	18.2%	17.9%	20.2%
Tier 1 capital adequacy ratio	19.5%	19.3%	18.2%	17.9%	20.2%
Total capital adequacy ratio	19.7%	19.6%	18.5%	18.3%	20.5%
k1 capital adequacy ratio	19.0%	19.6%	18.6%	18.1%	20.2%
k1-2 capital adequacy ratio	19.0%	19.6%	18.6%	18.1%	20.2%
k2 capital adequacy ratio	19.2%	19.9%	19.0%	18.4%	20.6%

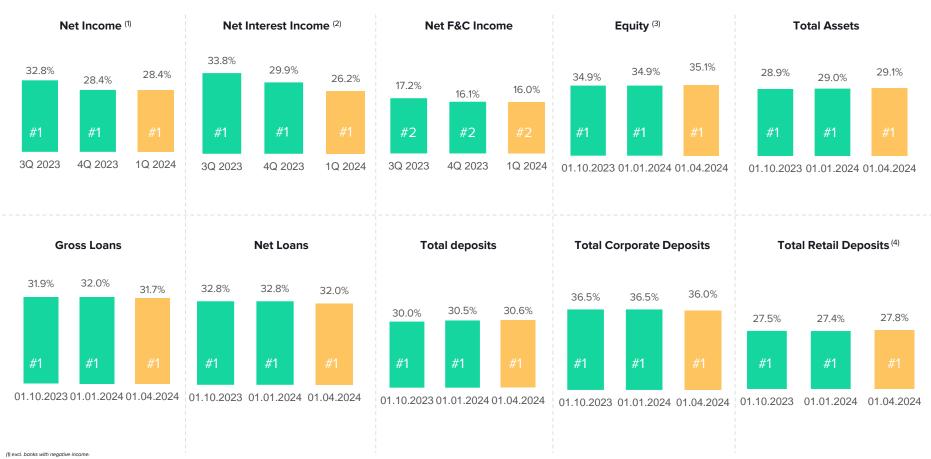
Certain balance sheet Items as at 31 March 2023 has been reclassified, please refer to Halyk Group's financial statements for 1Q 2024, note #4b. All of the ratios were also recalculated accordingly.

net loans to customers / amounts due to customers, on consolidated IFRS basis;

⁽²⁾ allowance for expected credit losses/ gross loan portfolio, on consolidated IFRS basis.

Halyk Bank's Market Position





(2) after credit loss expense, excl. negative net interest income.
(3) excl. banks with negative equity.
(4) consists of term deposits and current accounts.
Source: NBK (unconsolidated, KAS), Halyk Bank, SAPF.