



ЗАКРЫТАЕ АКЦЫЯНЕРНАЕ  
ТАВАРЫСТВА «АЛЬФА-БАНК»  
ВУЛ. МЯСНІКОВА, 70  
220030, МІНСК  
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на № \_\_\_\_\_ ад \_\_\_\_\_

September 26, 2011

Mr. Sergei Levteev  
Chief Executive Officer  
International Business Alliance

Dear Mr. Levteev,

On behalf of management of the Closed Joint-Stock Company "Alfa-Bank" (the "Bank"), let me express gratitude to International Business Alliance ("IBA") for the work performed in automatization of the Bank's budgeting system and in development of a Business Intelligence ("BI") system at the Bank.

The budgeting system has modified the processes of financial planning and provided continuous control over budget execution. The BI system has improved transparency of performance results and raised motivation of the Bank's personnel. Based on IBM Cognos, the newly developed systems have contributed to better coordination and manageability of the bank's structural divisions. Ultimately, the management has attained a better vision of the business and of the factors that impact the bank's financial results.

The high professional level of IBA experts, active and creative approach to task execution, visible commitment to achievement of results and strict adherence to project plans – all of these allows us to be confident that our business relations with your company will continue, bringing more benefits to both sides.

Sincerely,

Andrei Franev  
Chief Financial Officer  
CJSC "Alfa-Bank" (Belarus)

A handwritten signature in black ink, appearing to read 'А. Франев', written over a large, stylized oval flourish.