

# **Q3 2010 Results RBI / RI / RZB**

*Herbert Stepic – CEO of RBI*

*Martin Grüll – CFO of RBI*

*Johann Strobl – CRO of RBI*



November 2010

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## Profitability / Efficiency

- Consolidated profit (after minorities) of EUR 783 mn
- Net interest income of EUR 2,707 mn
- General administrative expenses of EUR 2,153 mn
- Operating result of EUR 1,897 mn
- Provisioning for impairment losses of EUR 913 mn
- Profit before tax of EUR 997 mn
- Cost/income ratio of 53.2%

## Regulatory Capital Ratios

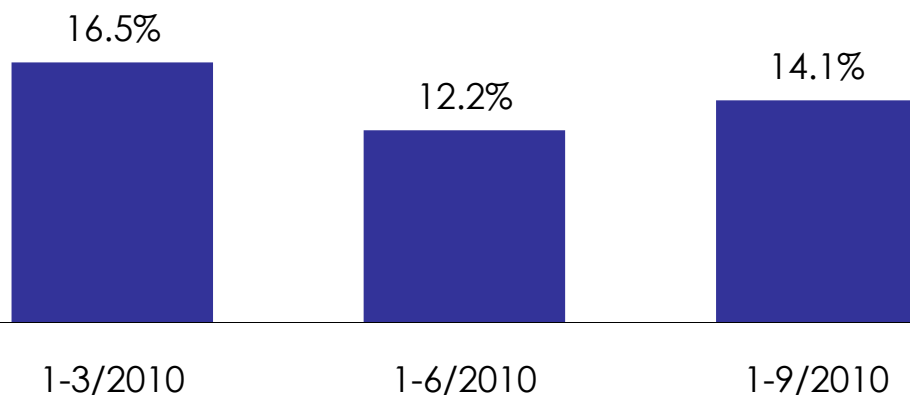
- Core Tier 1 ratio (total risk) of 8.8% (up 0.3PP compared to FY 2009)
- Tier 1 ratio (credit risk) of 12.2% (up 0.4PP compared to FY 2009)
- Tier 1 ratio (total risk) of 9.7% (up 0.3PP compared to FY 2009)

Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30

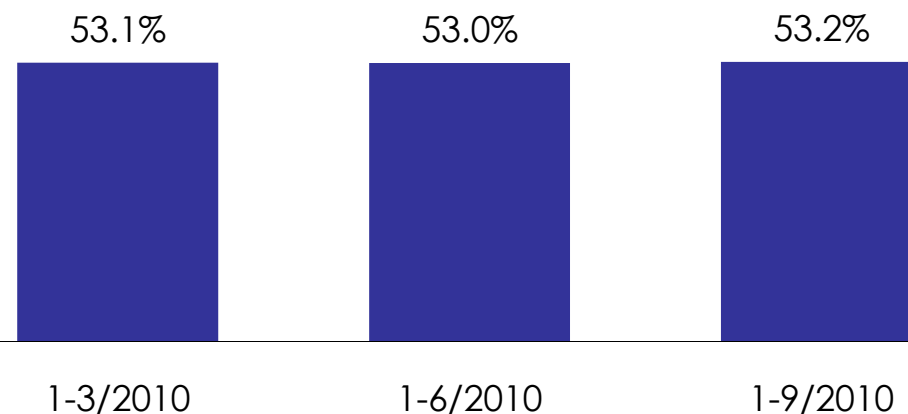
# RBI: Financial Ratios Development Jan to Sep 2010



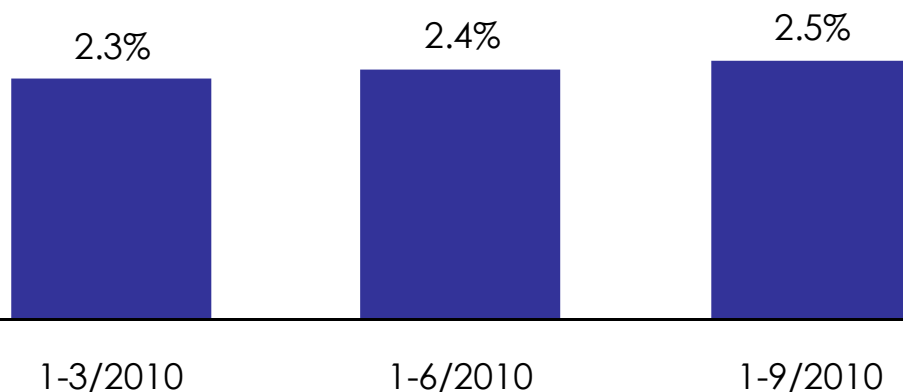
## ROE before Tax<sup>1</sup>



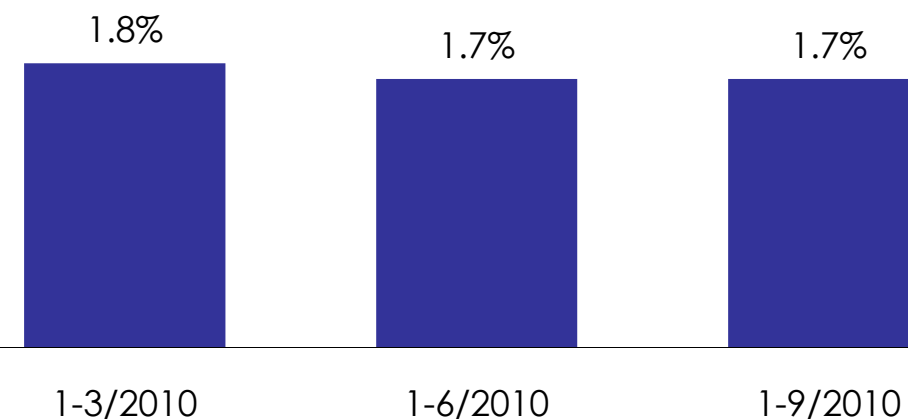
## Cost/income Ratio



## Net Interest Margin<sup>1</sup>



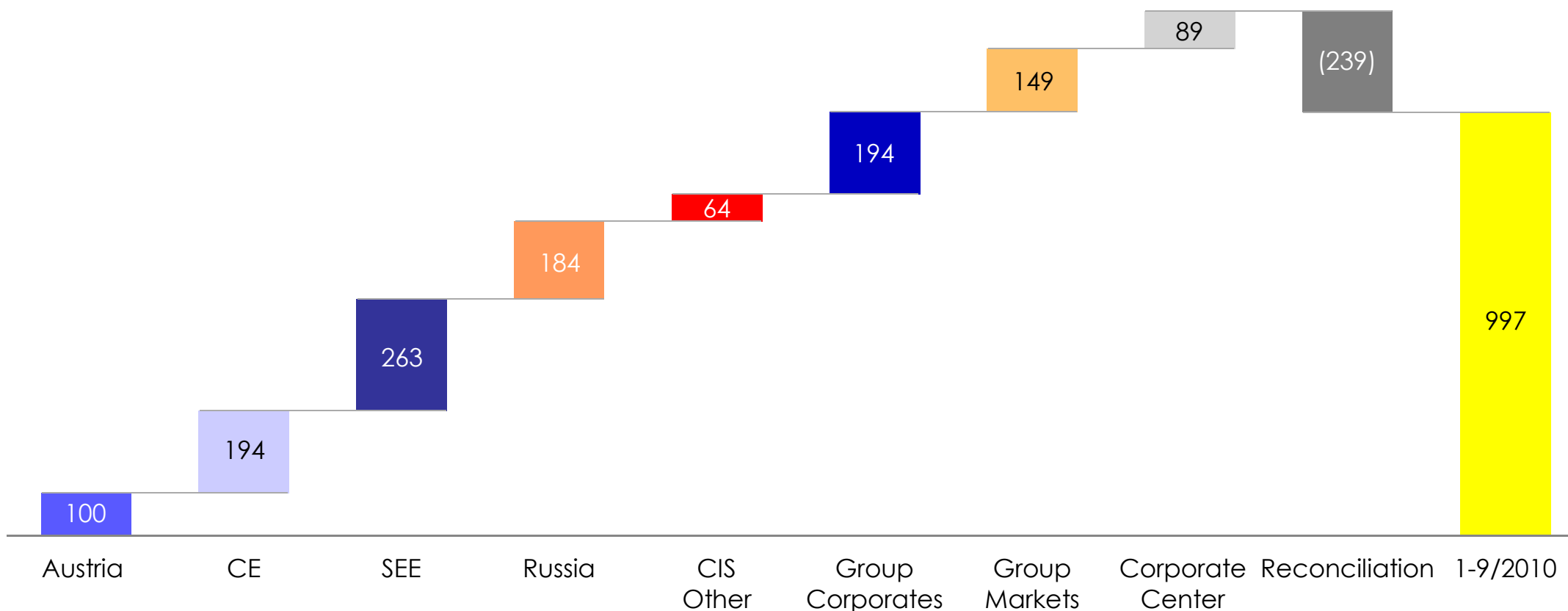
## Net Provisioning Ratio<sup>1</sup>



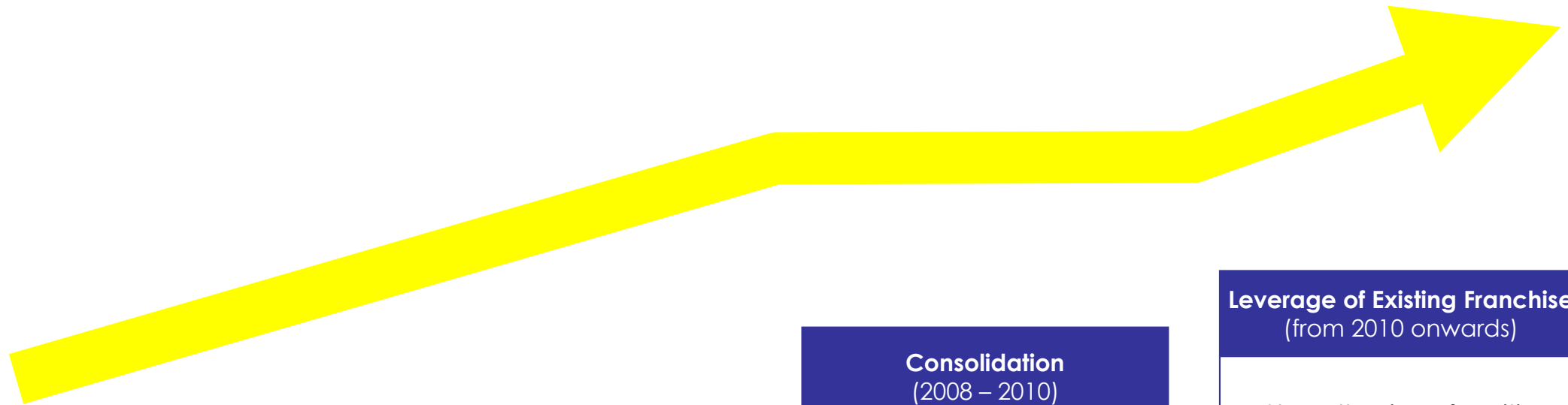
Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 1) Annualized

# RBI: Distribution of Profit before Tax by Segments

in € mn



Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30



## First Expansion (1987 – 2004)

- Early international expansion and product diversification
- RI set up as dedicated unit to fully capture dynamic growth momentum in CEE
- Strong operational support from RZB

## Accelerated Expansion (2005 – 2007)

- IPO allows for accelerated growth
- Dynamic organic growth in the entire region
- Acquisitions in Ukraine, Russia and Czech Rep. with particular focus on retail

## Consolidation (2008 – 2010)

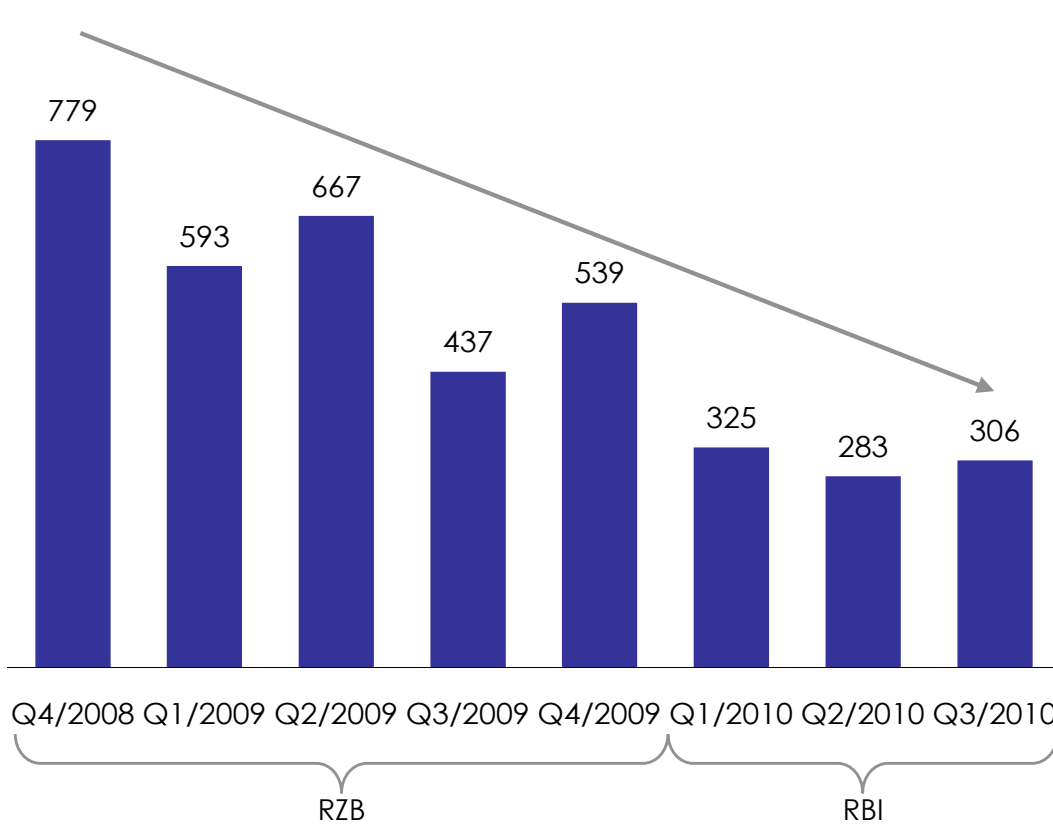
- Strong focus on risk management including collections and workout
- Funding benefits from close cooperation between RI and RZB

## Leverage of Existing Franchise (from 2010 onwards)

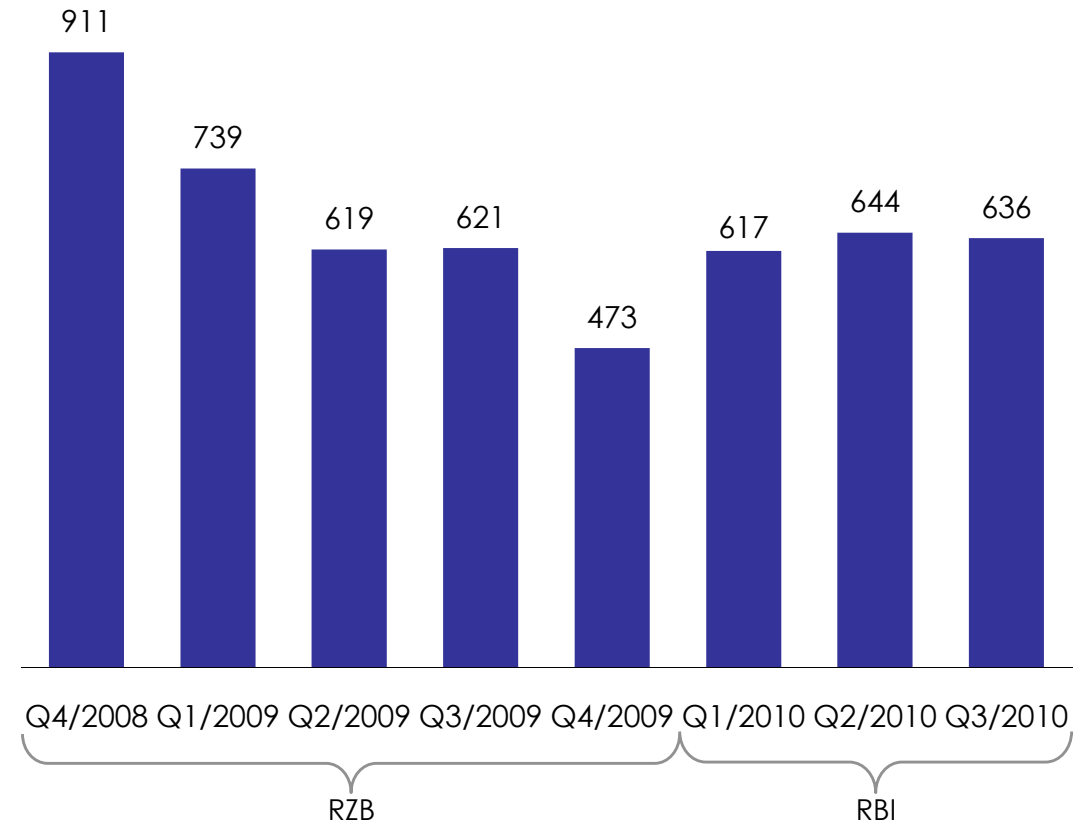
- Strengthening of position following market recovery and consolidation
- Exploit synergies and growth opportunities arising from the merger of RI and RZB contributed businesses

# RBI: Strong Resilience to Market Challenges

## Provisioning for Impairment Losses (in € mn)



## Operating Result (in € mn)



- Strong pre-provisioning earnings through the cycle, comfortably covering provisioning requirements driven by the global crisis
- Elevated NPL ratios to subside gradually

Note: RBI figures on this page pro forma, based on Q3 2010

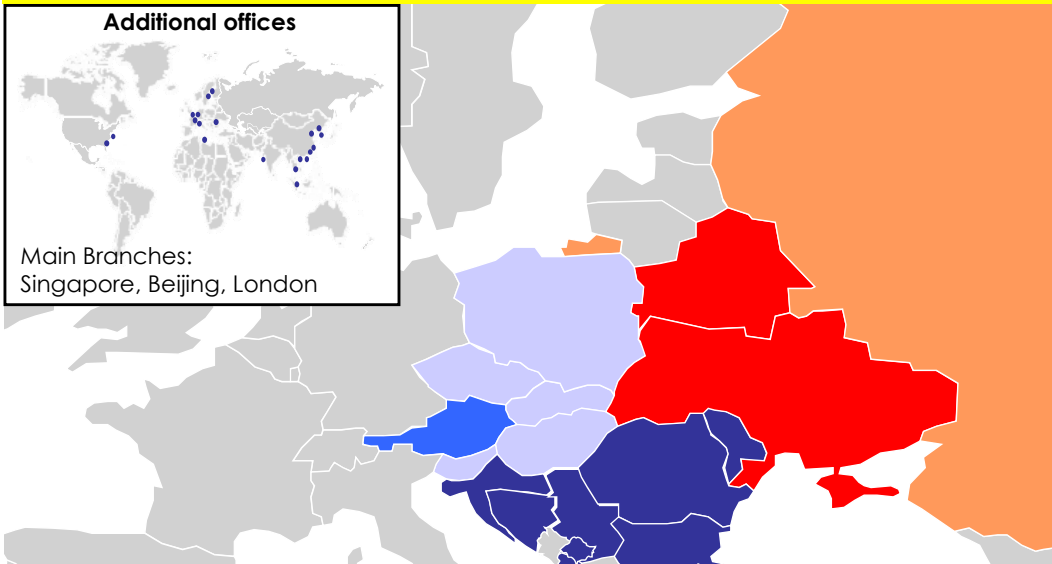
- To gain **full capital market access** across all capital market products
- To create a **fully integrated** corporate and retail banking group across CEE (including Austria)
- To **combine product offering and strong client access** across the retail and corporate customer universe throughout the core region
- To selectively **reallocate resources** to the most attractive market opportunities
- To **fully integrate risk management and operational services** resulting in long-term efficiency gains
- With **attractive financials** of RBI

- Announcement of the preliminary RI free float range
- Invitations to AGMs of RZB, Cembra and RI
- Publication of spin-off and merger reports as well as of spin-off and merger documentation
- AGMs of RZB and Cembra and approval of the spin-off and merger by shareholders
- AGM of RI and approval of merger by shareholders
- Filing of spin-off and merger at commercial register
- Registration of spin-off and merger at commercial register



# RBI: Leading Bank in CEE (incl. Austria)

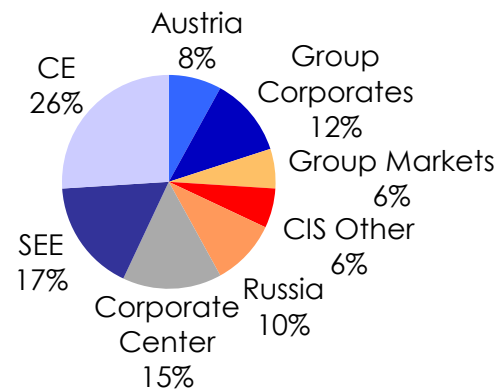
## Broad Distribution Network Across the Core Region



## Highly Diversified Asset Base<sup>1</sup>

### Top 3 bank in 6 out of 16 countries

- No 1 in Albania
- No 2 in Bosnia and Herzegovina and Kosovo
- No 3 in Austria, Serbia and Slovakia
- No 4 in Croatia, Bulgaria and Ukraine
- No 5 in the Czech Republic and Belarus
- No 6 in Hungary and Romania
- No 9 in Russia
- No 10 in Poland
- No 11 in Slovenia



**Total assets: EUR 143.1 bn**

**Total RWAs: EUR 70.5 bn**

- Leading corporate and retail banking group in CEE (incl. Austria)
- Well positioned to exploit revitalized CEE growth opportunities
- Broadest diversified business profile and regional footprint in CEE
- Superior brand and distribution network
- Stable and balanced funding due to strong deposit base and direct access to capital markets
- Proven resilience of business model
- Established and highly experienced management team
- Dedicated core shareholder
- Streamlined and focused structure following merger

Note: All figures on this page are pro forma, based on Q3 2010; pie chart excluding reconciliation

1) Data as of Q3 2010

# Comprehensive Product Range for Target Clients

		Business Area	RWA split <sup>1)</sup>	Primary Activities	Key Priorities
Raiffeisen Bank International		<b>Austria</b>	8%	<ul style="list-style-type: none"> <li>Business with Austrian top 1,000 companies</li> </ul>	<ul style="list-style-type: none"> <li>Focus on enhancing market share in fee generating products resulting in stronger return on capital</li> </ul>
		<b>CE, SEE, Russia, CIS Other</b>	59%	<ul style="list-style-type: none"> <li>Corporate and Retail Banking (incl. leasing, asset management, sale of insurance products)</li> </ul>	<ul style="list-style-type: none"> <li>Distinctive country-specific approach to refine mass market and premium retail strategies</li> <li>Combining group product expertise and strong distribution power</li> </ul>
		<b>Group Corporates</b>	12%	<ul style="list-style-type: none"> <li>Customers serviced at group level</li> <li>Trade and project finance</li> <li>Emerging Markets Asia</li> </ul>	<ul style="list-style-type: none"> <li>Integrated client service model across the group</li> <li>Capturing demand of multinational corporate customers with CEE focus</li> <li>Tailor-made financing solutions for large customers</li> <li>Exploit growth potential in Asia through selective product offering</li> </ul>
		<b>Group Markets</b>	6%	<ul style="list-style-type: none"> <li>Corporate treasury sales</li> <li>ECM/DCM in CEE (incl. Austria)</li> <li>FI &amp; Sovereigns</li> </ul>	<ul style="list-style-type: none"> <li>Relative reallocation of resources from non-customer business to core customer activities</li> <li>Taking advantage of increased customer demand for balance sheet management products</li> <li>Value-preserving management of discontinued activities and run-down portfolios (e.g. FI)</li> </ul>

Note: All figures on this page are pro forma, based on Q3 2010

1) Based on credit risk; excluding Corporate Center (15%); % based on total value excluding reconciliation

# Recovery Continues in CEE

## Development of Real GDP

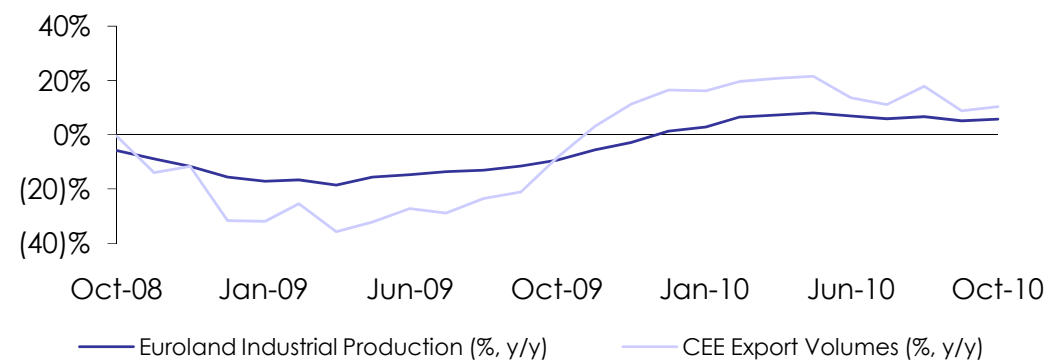
Country	2009	2010E	2011E
<b>CE</b>			
Czech Rep.	(4.0)	1.7	1.5
Hungary	(6.3)	1.0	2.5
Poland	1.7	3.2	3.4
Slovakia	(4.7)	4.2	4.0
Slovenia	(7.8)	0.5	2.0
<b>CE</b>	<b>(1.9)</b>	<b>2.5</b>	<b>2.8</b>
<b>SEE</b>			
Albania	3.3	2.0	3.0
Bosnia a. H.	(2.9)	0.5	2.5
Bulgaria	(4.9)	(0.5)	3.0
Croatia	(5.8)	(1.5)	1.5
Romania	(7.1)	(1.9)	2.0
Serbia	(3.0)	1.5	2.5
<b>SEE</b>	<b>(5.5)</b>	<b>(1.0)</b>	<b>2.2</b>
<b>CIS</b>			
Belarus	0.2	6.0	4.5
Russia	(7.9)	4.0	3.5
Ukraine	(15.1)	5.0	4.5
<b>CIS</b>	<b>(8.2)</b>	<b>4.2</b>	<b>3.6</b>
<b>CEE</b>	<b>(5.7)</b>	<b>2.9</b>	<b>3.2</b>
<b>Austria</b>	<b>(3.9)</b>	<b>1.9</b>	<b>1.9</b>
<b>Germany</b>	<b>(4.6)</b>	<b>3.3</b>	<b>2.0</b>
<b>Eurozone</b>	<b>(4.0)</b>	<b>1.7</b>	<b>1.2</b>

Source: Raiffeisen Research

## General Market Trends

- Pick-up in economic activity in Western Europe with the likelihood of a renewed recession having substantially decreased during the last couple of months
- Competitive CE economies are positively influenced, especially by German industry
- SEE economies lag behind as structural adjustment processes continue
- Turn around in Russia; Ukraine improving
- Austrian growth in 2010 promoted by surge in foreign demand and robust private consumption

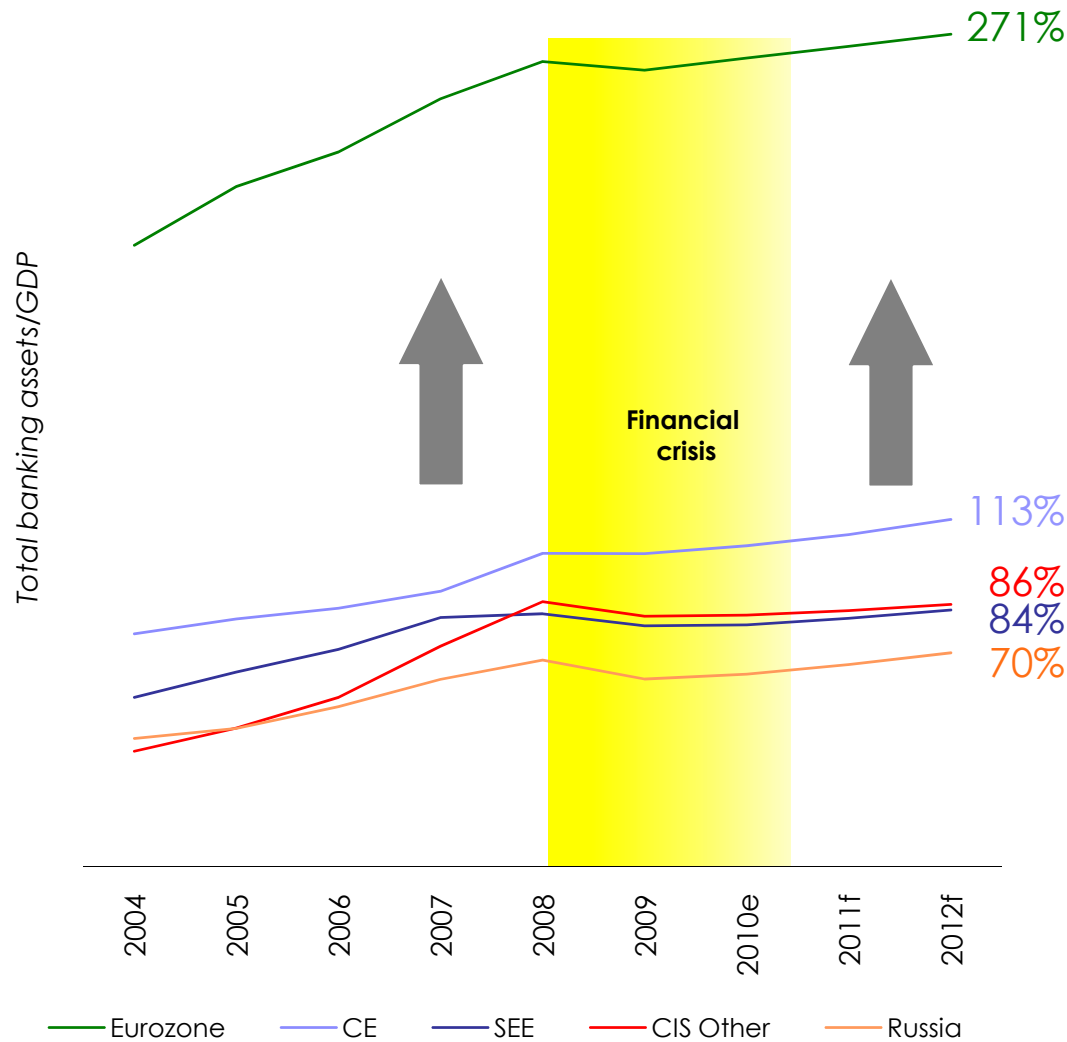
## Pick-up of Industrial Production



Source: Global Insight

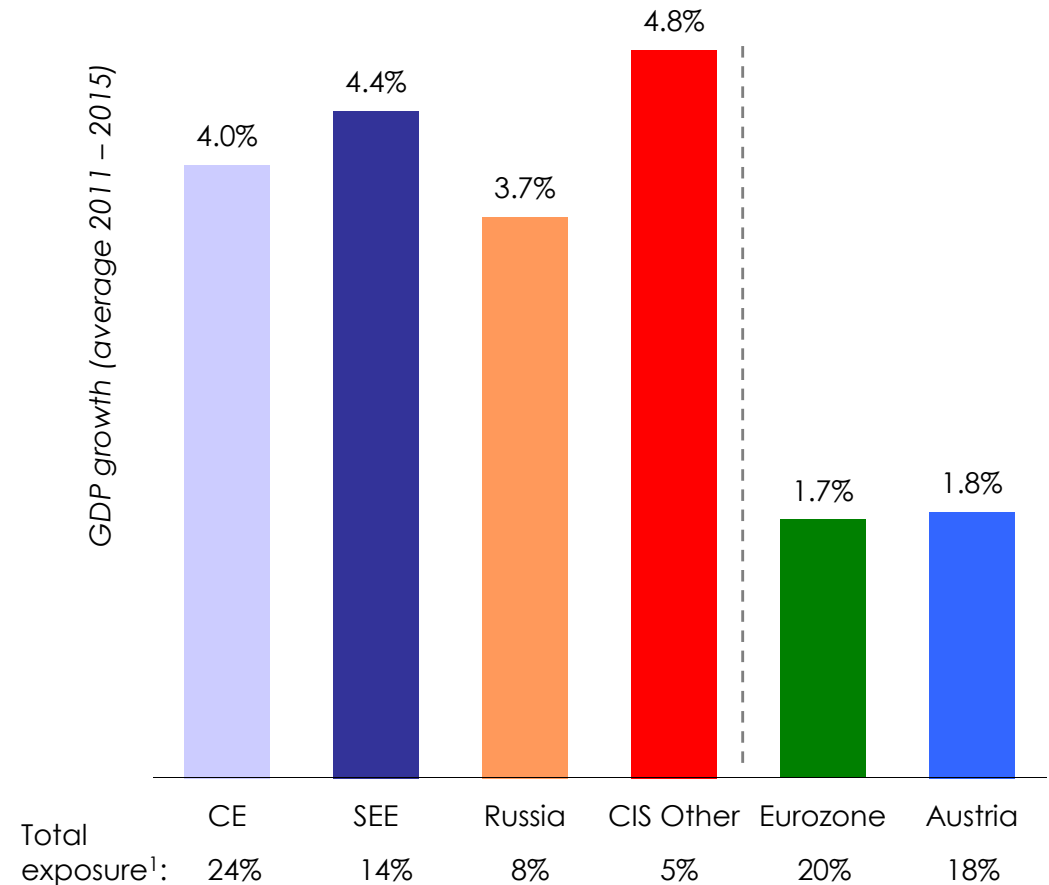
# Above Average Long-term Growth Potential

## Strong Underlying Long-term Convergence Potential...



Source: Raiffeisen Research

## ...in CEE



Total exposure <sup>1</sup> :	CE	SEE	Russia	CIS Other	Eurozone	Austria
	24%	14%	8%	5%	20%	18%

1) Total exposure EUR 170.2 bn, including on- and off-balance sheet positions excluding secured repo business, excluding other regions of 11%

Note: All figures on this page are pro forma, based on Q3 2010

## Opportunities for CEE Banks

- Long-term trend of convergence still intact
- CEE economies expected to outperform the Eurozone in the coming decade
- Region already back on its growth path; Poland, Slovakia and Russia as outperformers
- Increasing demand for more sophisticated products will allow the distribution of new high-value-added products
- Internationalization of CEE companies leads to increasing demand for cross-border services
- Large CEE banks with strong and reliable business models will continue to benefit from the market opportunities

## RBI's Ambitions

- 1 Clear focus on customer business – revenue enhancement through intensified cross-selling
- 2 Segment Austria:  
Maintain sound risk profile and ensure healthy profitability
- 3 Segments in CEE:  
Leveraging of broad client base with enhanced product know how
- 4 Segment Group Corporates:  
Build on strong international expertise and client relationships
- 5 Segment Group Markets:  
Focus on core customer activities reflecting demand for more sophisticated treasury products
- 6 Realize integration synergies and continue improvements of operational efficiency

# RBI: Low Exposure To Peripheral EU Countries

## RBI – Total Exposure<sup>1</sup> at end September 2010 (€ mn)

	Corporate Exposure			FI Exposure			Sovereign Exposure			Total
	Bank book	Trading book	Sub-total	Bank book	Trading book	Sub-total	Bank book	Trading book	Sub-total	
Greece	21	–	21	101	–	101	–	–	–	<b>122</b>
Ireland	28	21	48	87	24	111	–	–	–	<b>160</b>
Italy	163	10	174	1,367	23	1,389	340	107	447	<b>2,010</b>
Portugal	–	–	–	191	–	191	2	10	12	<b>203</b>
Spain	45	11	56	951	62	1,014	6	–	6	<b>1,075</b>
<b>Total</b>	<b>257</b>	<b>42</b>	<b>299</b>	<b>2,698</b>	<b>109</b>	<b>2,807</b>	<b>348</b>	<b>117</b>	<b>465</b>	<b>3,571</b>

1) Defined as exposure at default including on- and off-balance sheet positions excluding secured repo business

- No sovereign exposure to Greece and Ireland
- Only limited sovereign exposure to Portugal and Spain
- General reduction of exposure to peripheral countries by more than 15% q-o-q

Note: All figures on this page are pro forma, based on Q3 2010

## Background

- General agreement in government coalition on introduction of bank levy in Austria. Draft of law has been distributed and is currently being commented on. Adoption of draft in parliament expected for end of December 2010
- Banks are currently discussing on various levels with government options for mitigating long-term effects and ensuring consistency on a European level

## Current Status – Draft Law

- The basis of assessment is 0.055% up to EUR 20 bn and 0.085% for the amount above EUR 20 bn of the total Austrian assets (of banking units exceeding balance sheet total of EUR 1 bn) less equity, insured savings deposits and RBG deposits (liquidity reserve)
- There is also an additional levy based on the nominal amount of derivatives in the trading book calculated as quarterly averages
- The levy for the years 2011, 2012 and 2013 will be based on the respective amounts as of 2010. Thereafter, the respective amounts of the preceding years will apply
- The bank levy is tax-deductible

## Impact on RBI

- We estimate a pre-tax impact on RBI Group of around EUR 100 mn for 2011
- The levy will be allocated to those segments which contain the assets on which the calculation is based (i.e. Austria, Group Corporates, Group Markets, Corporate Center) as other operating expense from the beginning of 2011 onwards

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## Profitability

- Consolidated profit (after minorities) of EUR 311 mn (up 125% q-o-q)
- Net interest income increased to EUR 927 mn (up 1% q-o-q)
- Operating income stable at EUR 1,363 mn (down 0.4% q-o-q)
- General administrative expenses of EUR 728 mn (up 0.4% q-o-q)
- Operating result amounting to EUR 636 mn (down 1% q-o-q)
- Provisioning for impairment losses increased to EUR 306 mn (up 8% q-o-q)
- Profit before tax of EUR 418 mn (up 123% q-o-q)

## Asset Quality

- Total assets amounting to EUR 143.1 bn (down 3% q-o-q)
- NPL ratio of 8.8% (up 0.3 PP q-o-q)
- Coverage ratio of 64% (down 2 PP q-o-q)

## Other

- ~15 mn clients
- 2,964 branches
- 59,339 employees

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# RBI: Pro Forma Income Statement

## Income Statement

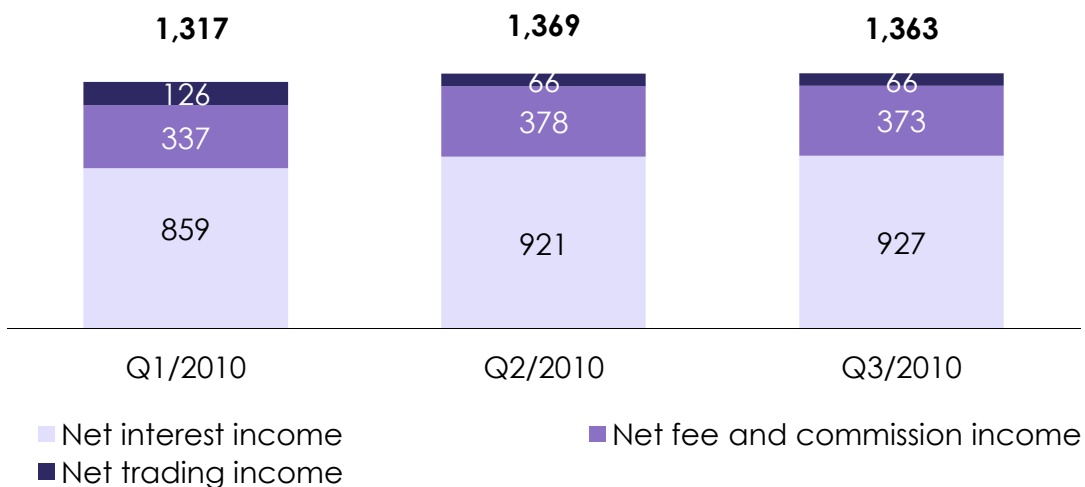
in € mn

	1-9/2010	Q1/2010	Q2/2010	Q3/2010
Net interest income	2,707	859	921	927
Provisioning for impairment losses	(913)	(325)	(283)	(306)
Net interest income after provisioning	1,794	534	639	621
Net fee and commission income	1,088	337	378	373
Net trading income	258	126	66	66
Net income from derivatives	(127)	(45)	(86)	5
Net income from financial investments	136	141	(88)	84
General administrative expenses	(2,153)	(700)	(725)	(728)
- Staff expenses	(1,057)	(346)	(354)	(358)
- Administrative expenses	(853)	(279)	(290)	(284)
- Depreciation of in-/tangible assets	(243)	(75)	(81)	(86)
Other net operating income	(5)	(5)	3	(3)
Net income from disposal of group assets	5	5	0	(0)
Profit before tax	997	392	187	418
Income taxes	(144)	(33)	(31)	(80)
Profit after tax	853	359	157	337
Minority interests	(70)	(25)	(18)	(26)
Consolidated profit	783	334	138	311

- RBI quarterly results more volatile than former RI due to a larger portfolio of securities and derivatives valued at fair value
- Consolidated profit up by 125% q-o-q, supported by net income from financial investments (up EUR 171 mn q-o-q) and derivatives (up EUR 91 mn q-o-q)
- Tightening of spreads due to market recovery in Q3
- Stable development of operating income and expenses
- Provisioning significantly lower than in 2009 with stable trend on a quarterly basis in 2010
- Tax rate in Q3 of 19.1% with income taxes up by EUR 50 mn q-o-q due to valuation gains; full year 2010 tax rate of less than 20% expected

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## Split of operating Income (in € mn)<sup>1</sup>



- Net interest income up 1% to EUR 927 mn. Higher margins in most segments partly offset by lower volumes

Group net interest margin slightly higher at 2.6% in Q3. Improvements in Austria (up 28 bp) and SEE (up 18 bp). Russia stabilizing at 4.0%

- Net fee and commission income stable in Q3 at EUR 373 mn

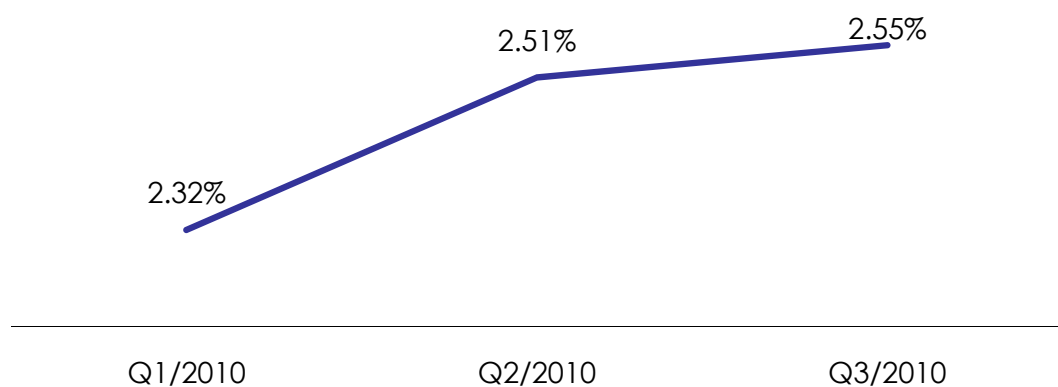
Increases in income from payments transfer business largely caused by higher transaction volumes

Income from FX business suffered from lower demand compared with previous year

- Net trading income at Q2 levels

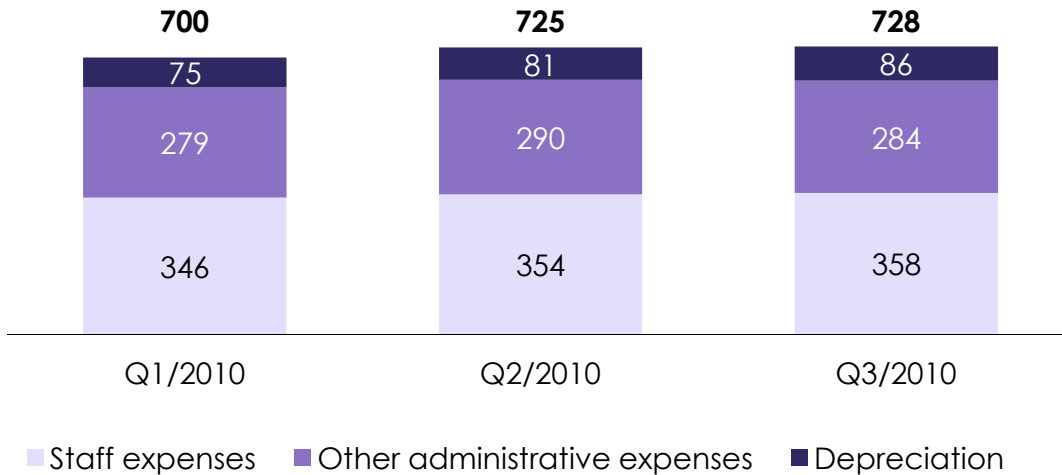
Income from interest-based transactions fuelled by more favorable market environment, with a negative effect from FX-based transactions on a q-o-q comparison

## Net Interest Margin<sup>2</sup>

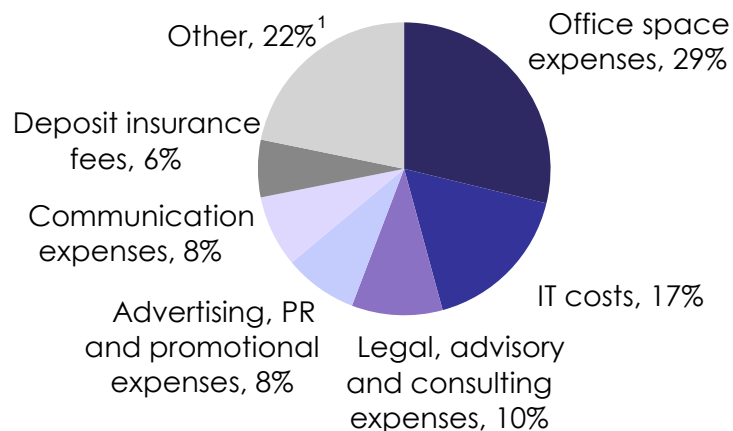


Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 1) Excluding other net operating income in graph 2) Annualized

## Development of General Administrative Expenses (in € mn)



## Split of General Administrative Expenses



Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 1) Other includes office supplies, car, security, travelling, staff training and sundry other administrative expenses

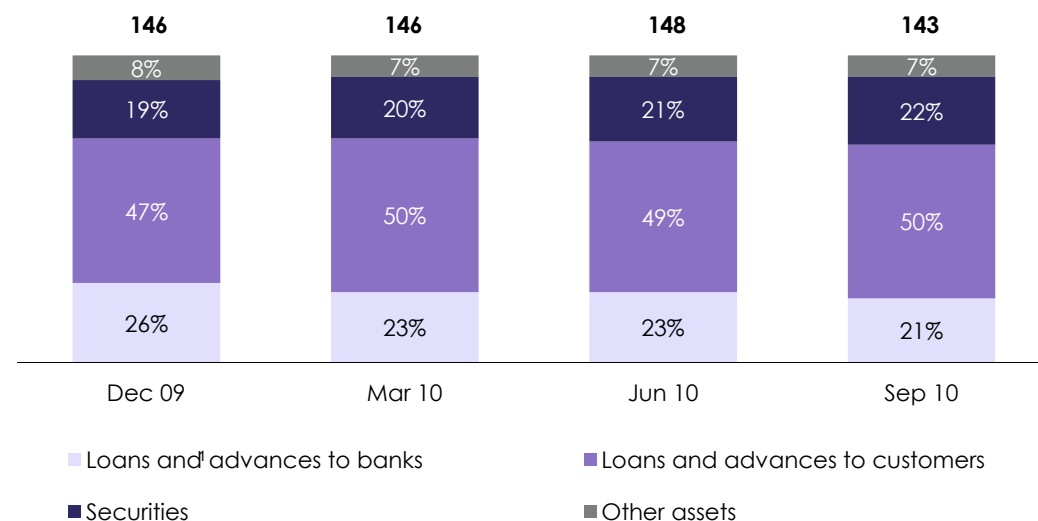
- General administrative expenses stable q-o-q
- Considerable part of the y-o-y increase due to currency revaluations in CEE, particularly in Russia, Poland, Czech Republic and Hungary
- Staff expenses stable q-o-q; higher y-o-y due to variable salary components primarily in the CE segment
- Other administrative expenses increased y-o-y due to higher IT and merger related costs
- Higher depreciation of intangible assets driven by new IT projects and software

# RBI: Pro Forma Statement of Assets

## Assets

in € mn	Dec 09	Mar 10	Jun 10	Sep 10
Cash reserve	6,093	3,654	4,102	3,630
Loans and advances to banks	38,582	34,201	34,488	30,077
Loans and advances to customers	72,566	76,072	76,498	75,626
Impairment losses on loans and advances	(4,144)	(4,540)	(4,746)	(4,619)
Trading assets	8,532	9,443	10,593	10,960
Derivatives	1,808	1,856	1,862	1,891
Financial investments	18,479	20,000	20,017	20,224
Investments in associates	5	6	5	5
Intangible fixed assets	1,097	1,161	1,206	1,154
Tangible fixed assets	1,290	1,310	1,331	1,343
Other assets	1,329	2,411	2,557	2,789
<b>Total assets</b>	<b>145,638</b>	<b>145,574</b>	<b>147,912</b>	<b>143,079</b>

## Asset Breakdown (in € bn)



- Customer loan portfolio up 4% ytd, partly driven by FX. Increase especially in Russia, Czech Republic and Romania
- Lending to banks significantly reduced (down 22% ytd)
- Financial investments stable since March, but shift towards CEE government bonds
- Gross trading book volume increased from revaluation of derivatives (in line with absolute increase of trading liabilities)

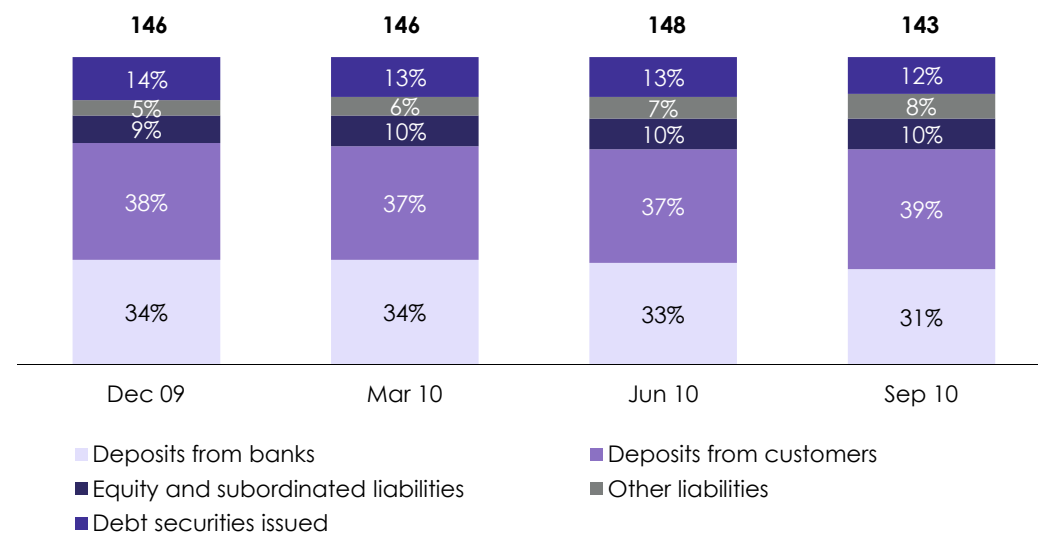
Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 1) Securities: Trading assets, financial investments, investments in associates

# RBI: Pro Forma Statement of Equity and Liabilities

## Equity and Liabilities

in € mn	Dec 09	Mar 10	Jun 10	Sep 10
Deposits from banks	49,088	49,380	48,681	44,373
Deposits from customers	55,407	54,429	55,235	55,565
Debt securities issued	19,922	18,481	18,674	17,578
Provisions for liabilities and charges	511	613	560	614
Trading liabilities	4,391	5,365	7,104	7,519
Derivatives	1,482	1,585	1,800	1,580
Other liabilities	1,185	1,397	1,582	1,657
Subordinated capital	4,314	4,341	4,223	4,138
Consolidated equity	7,844	8,609	8,564	8,234
Consolidated profit	450	334	472	783
Minority interests	1,043	1,041	1,017	1,038
<b>Total equity and liabilities</b>	<b>145,638</b>	<b>145,574</b>	<b>147,912</b>	<b>143,079</b>

## Liabilities Structure (in € bn)



- Low demand for new loans and excess liquidity led to a reduction in deposits from banks (down 10% ytd) and debt securities issued (down 12% ytd)
- Deposits from customers stable at EUR 55.6 bn. Increase of retail deposits primarily in Russia, CIS Other and SEE, despite lower deposit interest rates in some of these markets

Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30

# RBI: Overview of Key Financials by Segment



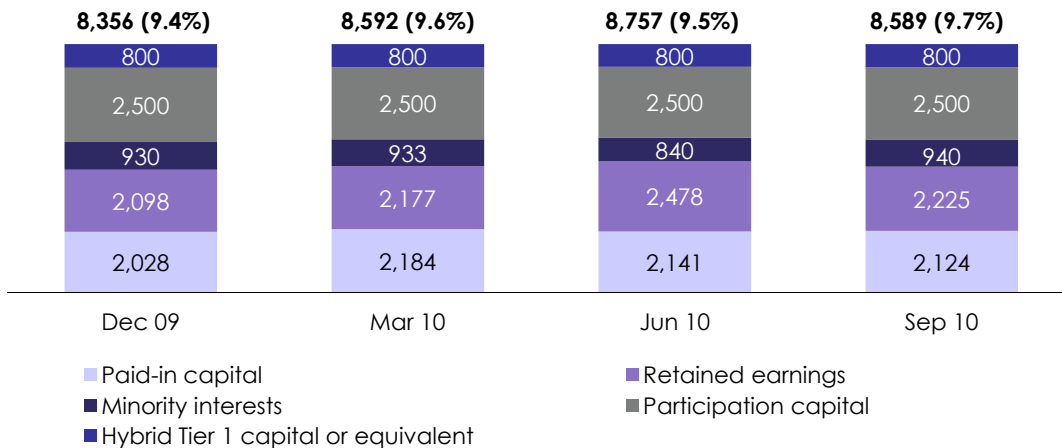
1-9/2010 in € mn	Austria	CE	SEE	Russia	CIS Other	Group Corp.	Group Markets	Corp. Center	Total <sup>1</sup>
Net interest income	102.7	814.4	673.2	381.2	369.7	189.3	208.8	191.0	2,707.3
Net fee & commission inc.	72.9	345.0	287.3	155.4	130.2	99.3	61.1	(55.5)	1,088.3
Net trading income	9.2	15.0	44.5	58.7	21.3	5.2	94.7	37.6	258.2
Operating income	203.4	1,130.0	1,036.1	581.3	515.6	295.4	380.9	257.7	4,049.2
General admin. expenses	(90.8)	(637.2)	(542.8)	(302.1)	(247.1)	(59.8)	(156.7)	(200.4)	(2,152.6)
Operating result	112.6	492.7	493.3	279.2	268.5	235.6	224.2	57.3	1,896.6
Provisioning for imp. losses	(26.7)	(305.4)	(226.6)	(82.6)	(222.7)	(43.6)	(0.7)	(5.1)	(913.4)
Profit before tax	100.2	193.7	262.8	183.6	64.0	193.6	148.9	89.2	997.2
Total assets	15,047	33,471	22,435	12,013	6,846	12,328	36,663	37,780	143,079
Own funds requirement	594	2,056	1,473	897	500	851	1,108	1,078	7,104
RWA (credit)	7,044	22,482	15,818	8,442	5,181	10,262	5,621	13,138	70,510
Net interest margin	0.96%	3.23%	3.89%	4.14%	7.29%	2.11%	0.65%	-	2.48%
Net provisioning ratio	0.52%	1.87%	1.88%	1.40%	5.65%	0.57%	0.01%	-	1.69%
ROE before tax	17.9%	10.0%	17.9%	22.7%	12.9%	23.3%	12.2%	7.6%	14.1%

Note: All figures on this page are pro forma, based on Q3 2010

1) Including reconciliation

■	<b>RBI – Leading Bank in CEE (incl. Austria)</b> . . . . .	<b>3</b>
■	<b>Pro Forma Figures RBI</b> . . . . .	<b>18</b>
■	<b>Capital and Funding</b> . . . . .	<b>26</b>
■	<b>Risk Management</b> . . . . .	<b>33</b>
■	<b>Appendix</b> . . . . .	<b>44</b>

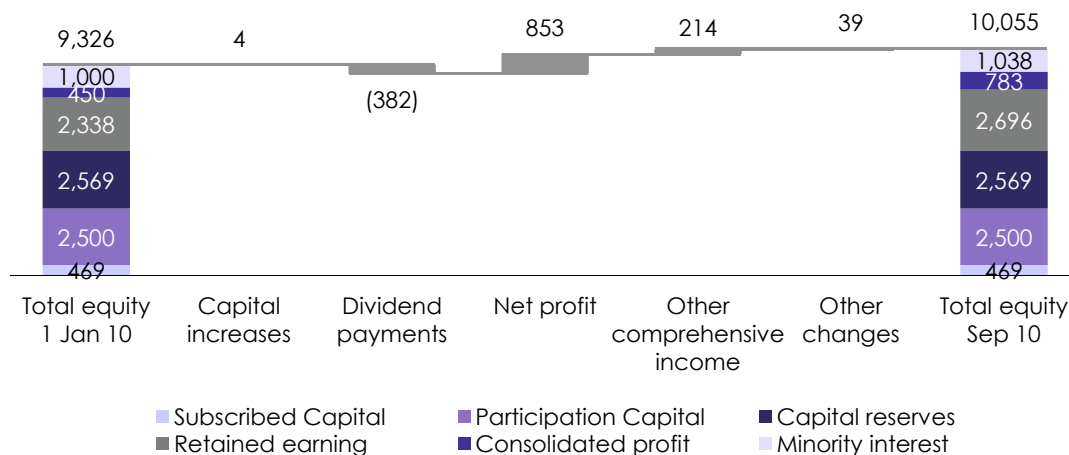
## Tier 1 Capital (in € mn)<sup>1</sup>



- Strong capitalization further improved  
Core Tier 1 ratio (total risk) of 8.8% (incl. profit but excl. accrued dividends: 9.7%)  
Tier 1 ratio (total risk) of 9.7%  
Own funds ratio of 13.6%

- Participation capital fully eligible as common equity until the end of the dividend step-up period

## IFRS Equity (in € mn)



- Generation of more than EUR 700 mn of equity this year through retained earnings
- Other comprehensive income composed of EUR ~112 mn FX difference and EUR ~103 mn cash flow hedging

Note: All figures on this page pro forma, based on Q3 2010

1) Deductions from core capital including intangible assets are subtracted from paid-in capital. Figures according to Austrian GAAP, not IFRS.

# RBI: Impact Analysis for Basel III

## Assumptions

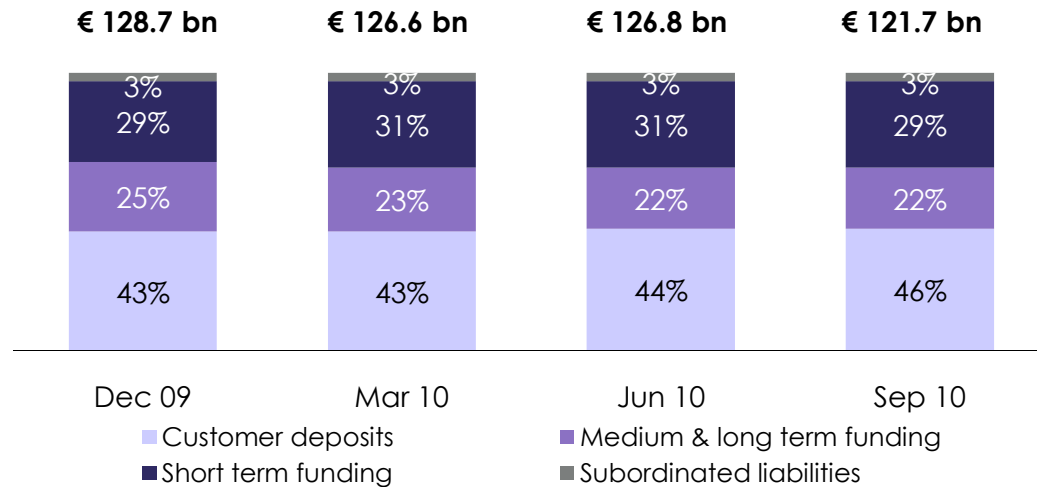
- RBI already meets the 2019 Basel III Common Equity requirement of 7.1%
- Our 2013 common equity ratio would be 9.4% and thus considerably above the minimum ratio of 3.5%
- Exact calculation rules are not yet fully clarified, implementation for 2013 envisaged with a 10 year phase out rule
- Starting with 2013, RBI will lose EUR 250 mn of minority interest as eligible within Common Equity, representing excess capital of RBI units with minority shareholders. The deduction is eligible as other Tier 1 capital
- Participation capital will be phased out until 2023. The 'state tranche' (EUR 2,500 mn including the private share of EUR 750 mn) is fully eligible until the end of 2017
- Risk weighted assets (total risk) are expected to increase by around EUR 4 bn, effective by 2013; mainly from changed rules for counterparty credit risk, OTC derivatives and a capital charge for credit valuation adjustment losses

## Impact Analysis (in € mn)

	Status quo Q3 2010	Impact for 2019 <sup>1</sup>	Implied for 2019 <sup>1</sup>
Common Equity after deductions (Core Tier 1)	8,494	(1,921) <sup>2</sup>	6,573
- Hereof minorities	940	(175)	765
- Hereof part. cap.	2,500	(1,750)	750
Hybrid capital	800	(560)	240
Other Tier 1		1,925	1,925
<b>Tier I capital</b>	<b>9,294</b>	<b>(556)</b>	<b>8,738</b>
<b>Total RWAs</b>	<b>88,796</b>	<b>4,125</b>	<b>92,921</b>
<b>Common Equity ratio</b>	<b>9.6%</b>	<b>(2.5) PP</b>	<b>7.1%</b>
<b>Tier I ratio</b>	<b>10.5%</b>	<b>(1.1) PP</b>	<b>9.4%</b>

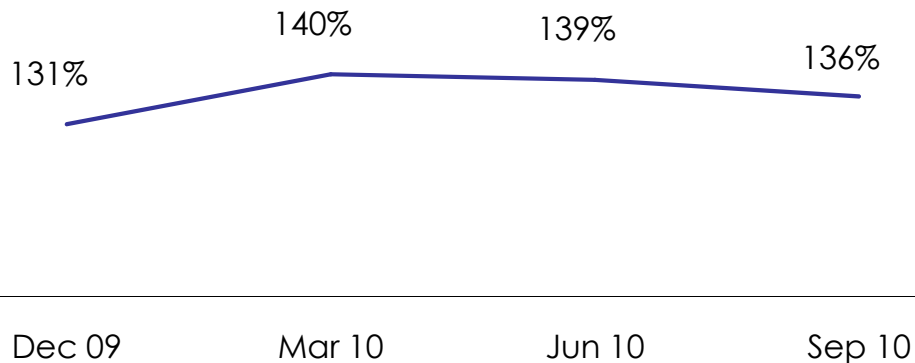
Note: All figures on this page pro forma, based on Q3 2010; Including 1-9/2010 profits under Austrian GAAP 1) Based on proposed changes  
2) Due to a 10 % allowance for deductions from common equity for investments in financial institutions the item is EUR 4 mn lower than under Basel 2

## Structure of Funding



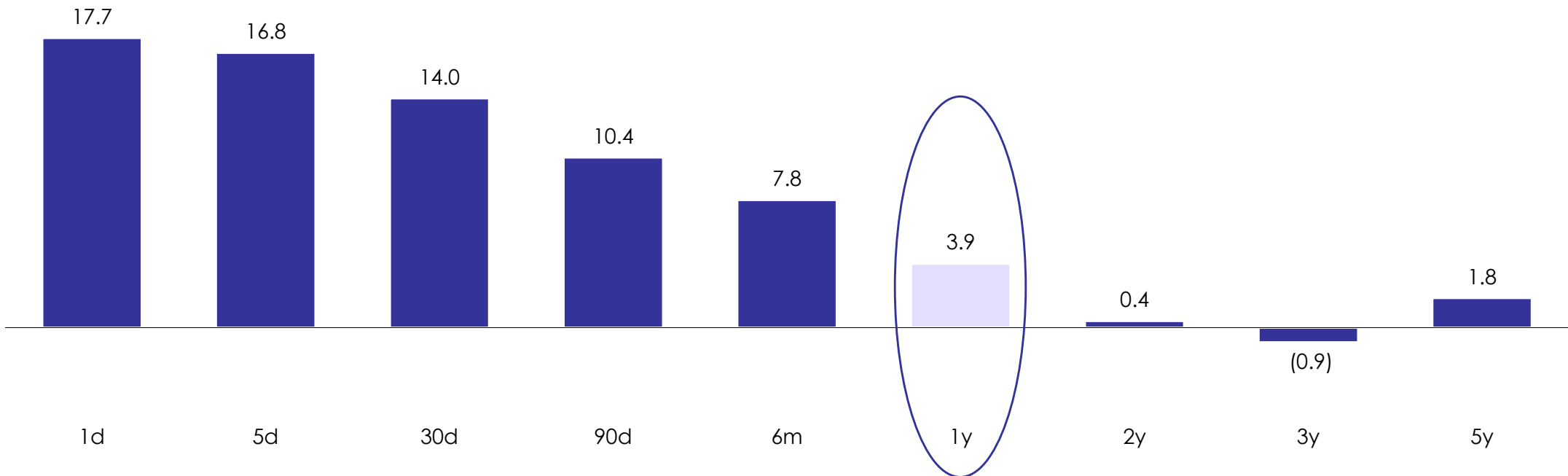
- Decrease in total funding volume due to adjustment of surplus liquidity
- Decrease of loan-to-deposit ratio by 3 PP q-o-q mainly driven by FX-effects (in particular USD)
- Well-balanced and diversified funding mix, with higher proportion of deposits from banks, also due to liquidity flow from RBG
- Banks make up biggest part of short-term funding with EUR 33 bn – balanced by EUR 25 bn of loans to banks on the asset side
- Around 2/3 of medium & long term funding is composed of issued bonds and notes

## Loan-to-Deposit Ratio



Note: All figures on this page are pro forma, based on Q3 2010

## Net Liquidity Position Analysis of RBI Group (in € bn)

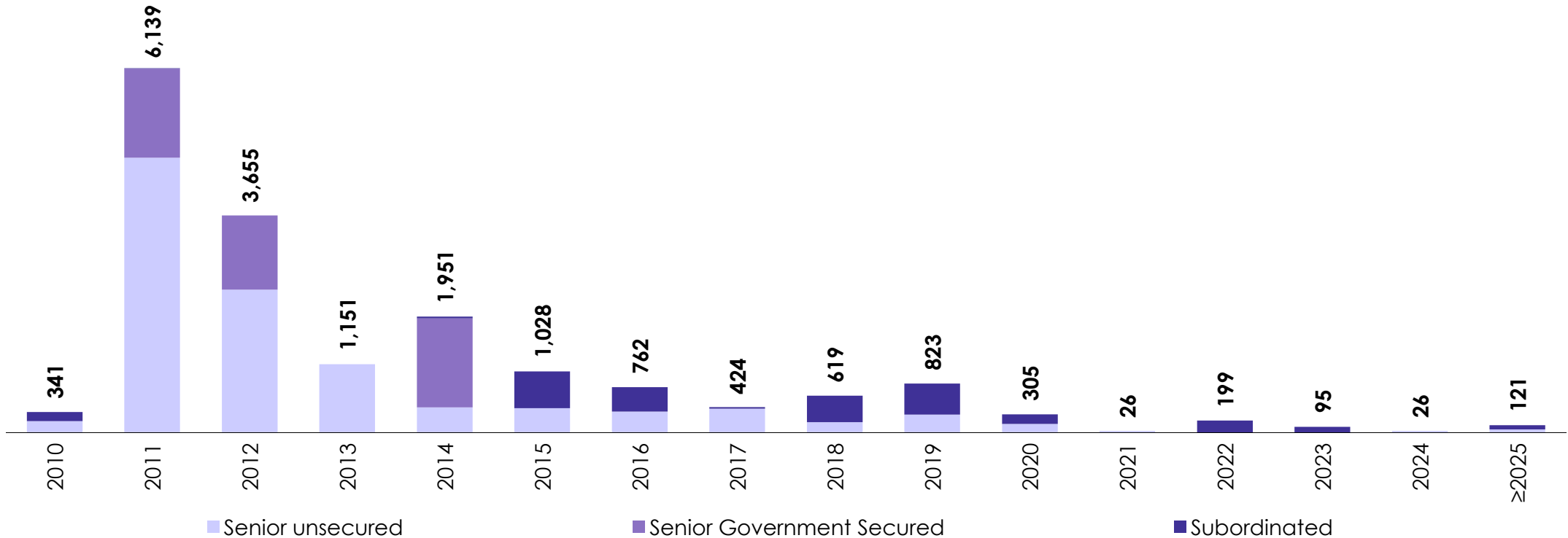


- RBI Group liquidity coverage ratio and net stable funding ratio well above 100%
- High stock of liquid assets provides safety cushion in case of acute stress (EUR 20.5 bn of collateral available)
- Currently not utilizing ECB facilities

Note: All figures on this page are pro forma, based on Q3 2010

# RBI: Redemption Profile of RBI AG

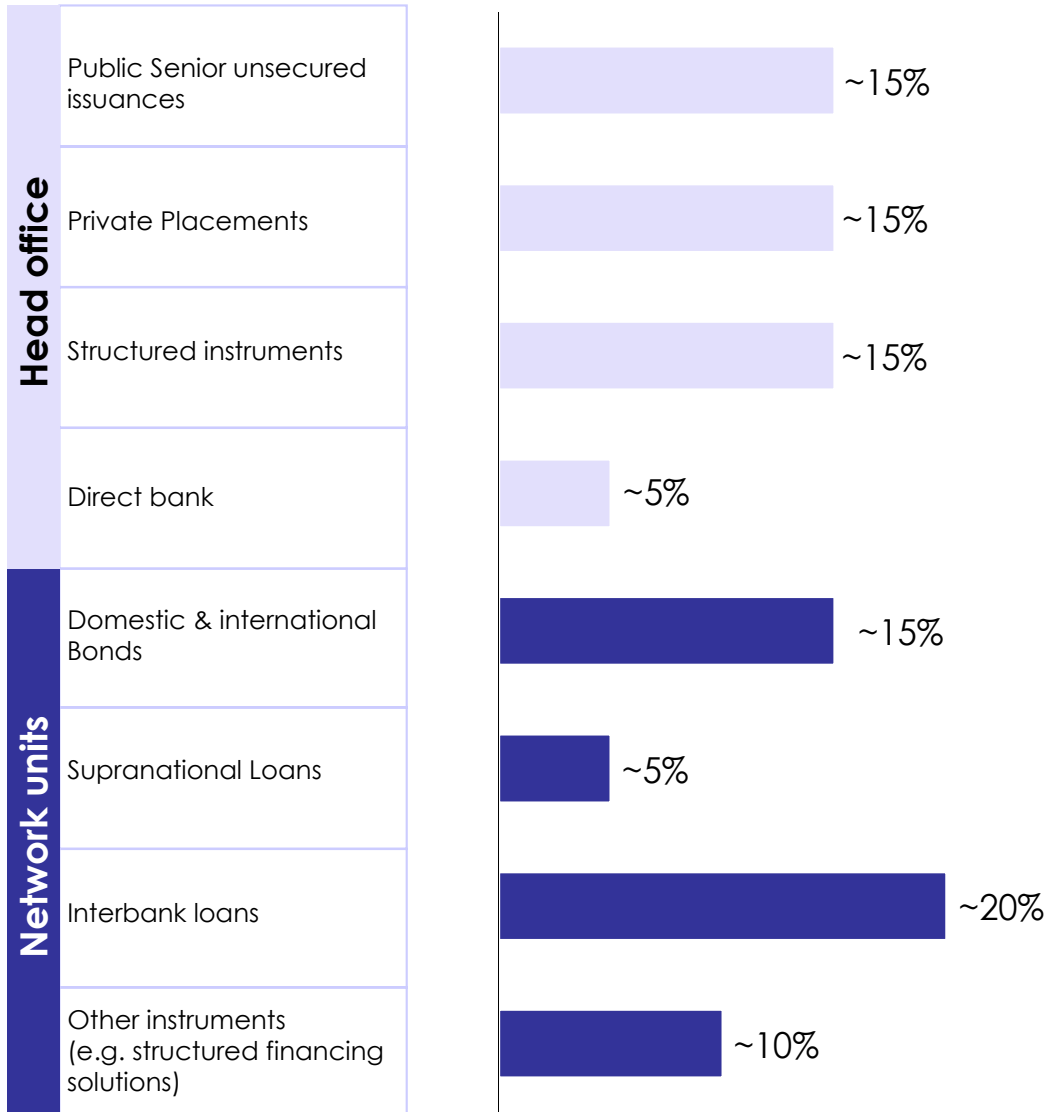
Bond Maturity Profile of RBI AG<sup>1</sup> (in € mn)



- Maturity profile permits flexibility with regard to maturities of new issuances
- Government guaranteed benchmark bonds to mature in 2011, 2012 and 2014

Note: All figures on this page pro forma, based on Q3 2010; only bank book 1) RBI AG only includes head office, but not network banks. Only covered bonds, senior or subordinated debt included in the profile; commercial papers and money market products excluded

## RBI Group Potential Funding Plan 2011 – Long-Term Instruments

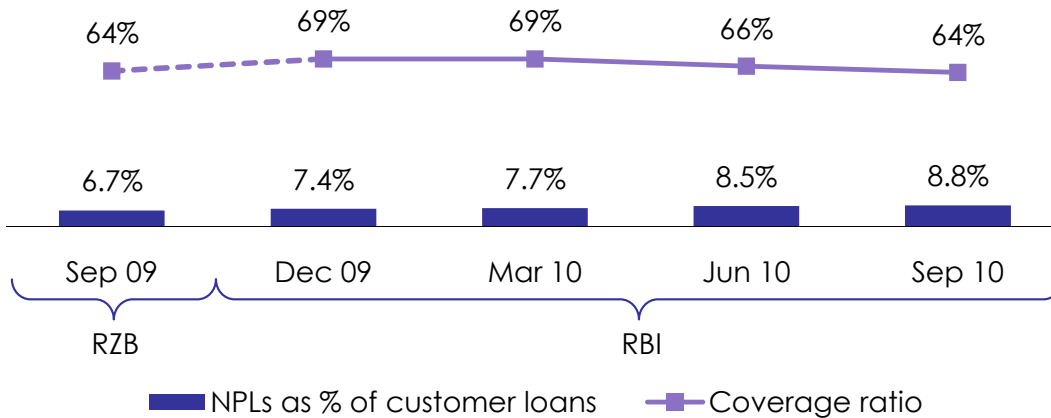


- RBI replaces RZB as core issuing entity
- Regular issuance on international markets to build up a EUR benchmark curve and secure continuous market access via unsecured public issues and private placements
- RBI Group's newly implemented and diversified funding framework:
  - International and Austrian Debt Issuance Program
  - US and European Commercial Paper/Certificate of Deposits Program (US and E CP/CD Program)
  - Additional issuance programs by network banks in place
- Raiffeisen Banking Group as stable funding partner with a strong deposit market share in Austria

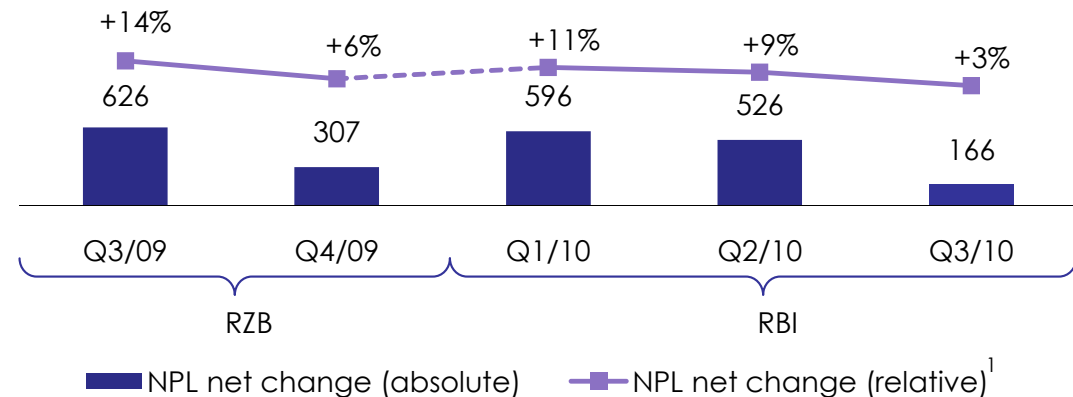
- **RBI – Leading Bank in CEE (incl. Austria) . . . . 3**
- **Pro Forma Figures RBI . . . . . 18**
- **Capital and Funding . . . . . 26**
- **Risk Management . . . . . 33**
- **Appendix . . . . . 44**

# RBI: NPL Development

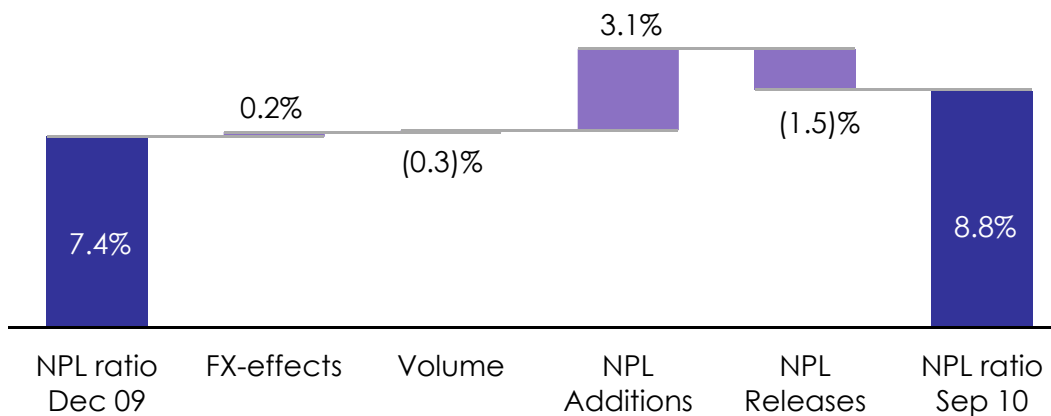
## NPLs as % of Customer Loans & Coverage Ratio



## Quarterly Change in NPLs (in € mn)



## NPL Ratio Development in 1-9/2010

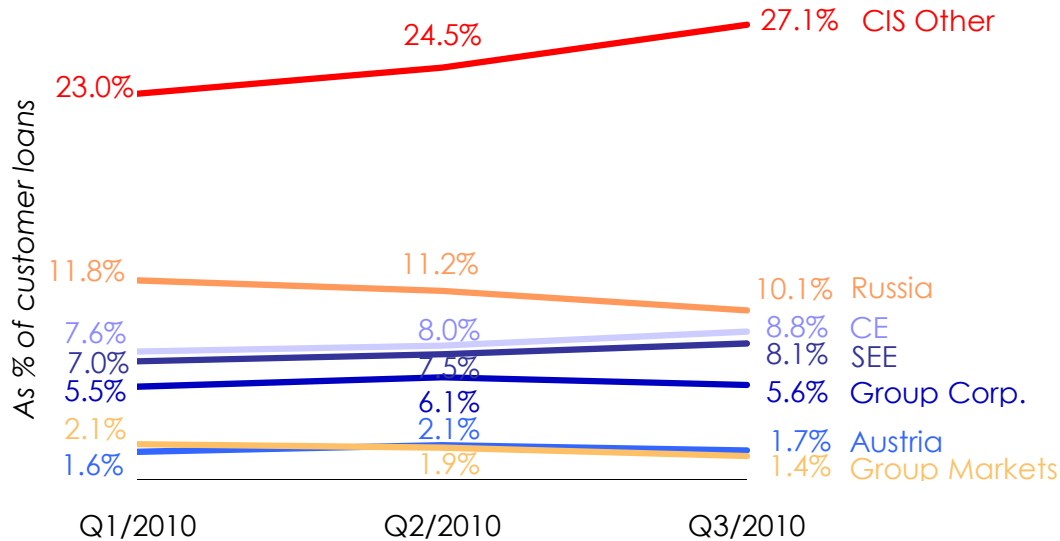


- Coverage ratio slightly reduced to 64% due to new NPL additions with higher collateralization
- Private individuals and small corporates with highest contribution to NPL increase in 2010
- FX movements decreased new NPL formation by EUR 216 mn due to the depreciation of the US Dollar and linked currencies (Russian Rubles, Ukrainian Hryvnia)
- Net decrease of NPLs in Russia and Bosnia & Herzegovina

Note: All figures on this page are pro forma, based on Q3 2010; 1) Relative to NPLs recorded at previous end of period; NPLs at the end of Q3 2010 EUR 6,673 mn

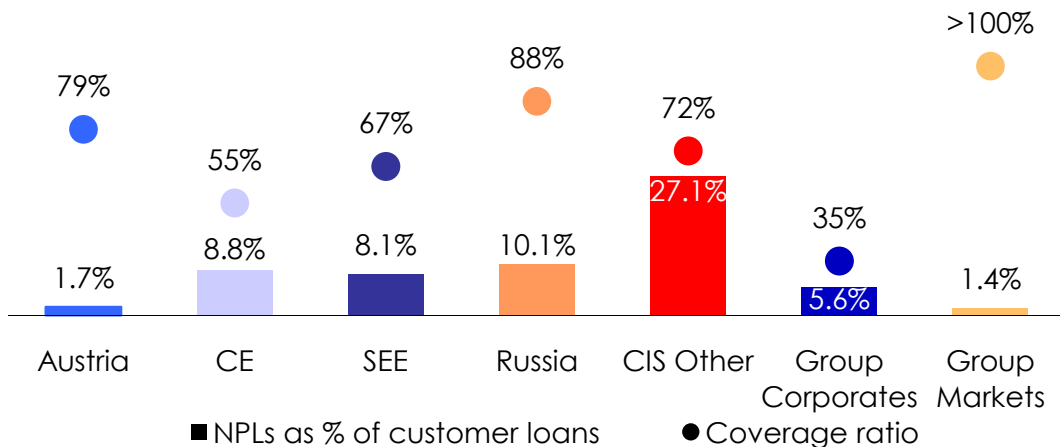
# RBI: NPL Development by Segments

## Development of NPL Ratio



- **Austria**  
Stable NPL ratio and constant coverage ratio
- **Central Europe**  
Largest increase in Q3 (~20% FX impact); mostly from Hungary and Czech Republic
- **Southeastern Europe**  
Q3 net increase mainly due to Albania, Bulgaria and Croatia. Romania relatively stable
- **Russia**  
Net decrease due to releases in the large corporate business line
- **CIS Other**  
Quarterly NPL net decrease caused by FX effects – FX-adjusted NPLs still increasing mainly due to Private Individuals
- **Group Corporates**  
Net decrease mainly caused by the US Dollar depreciation in 3Q

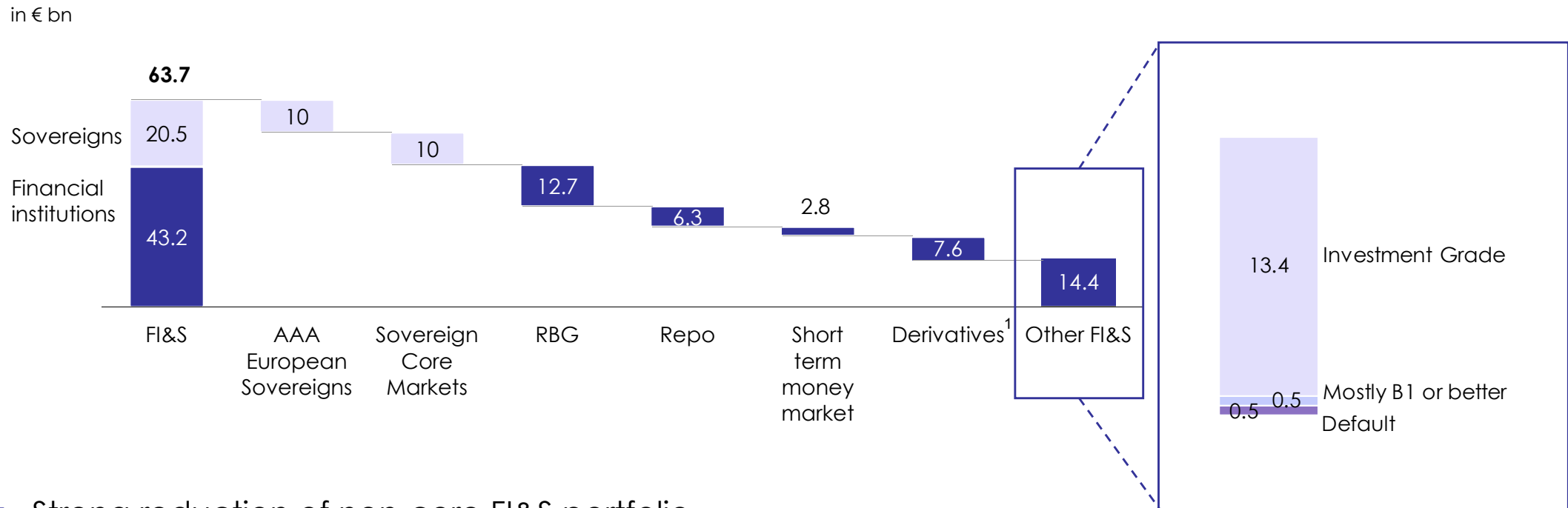
## Breakdown by Segments



Note: All figures on this page are pro forma, based on Q3 2010; excl. Corporate Center and Reconciliation; due to the nature of its business the calculation of the Group Markets NPL Ratio is based on the full exposure (including NPL from banks, securities and off-balance sheet business)

# RBI: Strong Reduction of Non-Core FI&S Portfolio

## Total Financial Institutions & Sovereigns Exposure for RBI Group



- Strong reduction of non-core FI&S portfolio

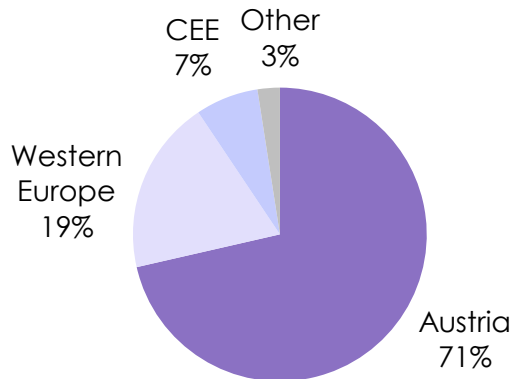
Reduction of EUR 3.5 bn in the non-core portfolio achieved since beginning of the year  
 Further run-down of non-core FI&S loan portfolio (~ EUR 4.5 bn remaining) until 2012

- Core portfolio consists of strategic FI relationships with attractive cross-selling potential

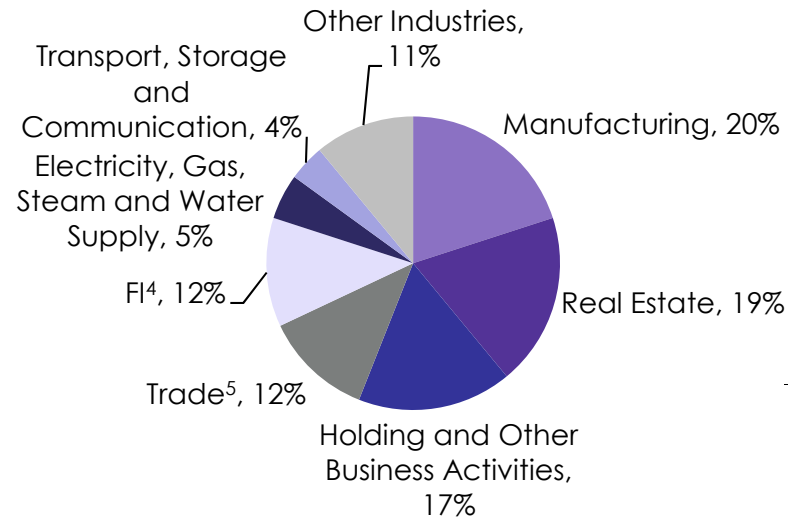
Note: All figures on this page are pro forma, based on Q3 2010 1) Mainly covered by OTC netting/CSA

# RBI: Portfolio Overview Segment Austria

## Total Exposure by Region<sup>1</sup>

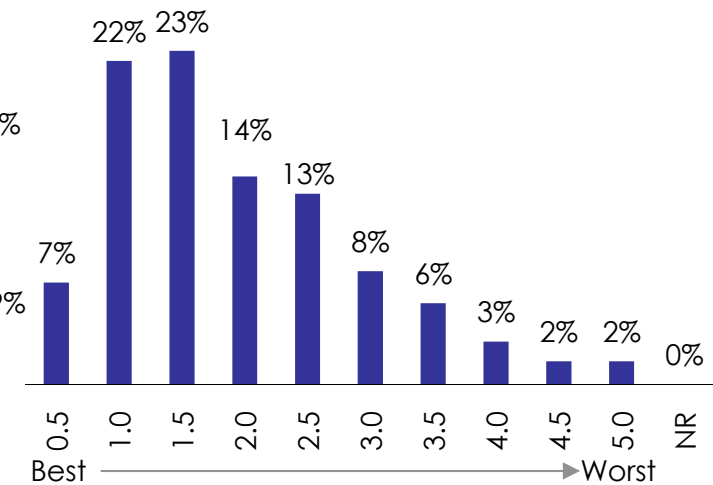


## Total Exposure by Industry



**Total exposure: € 20.7 bn<sup>3</sup>**

## Corporate Exposure by Rating<sup>2</sup>



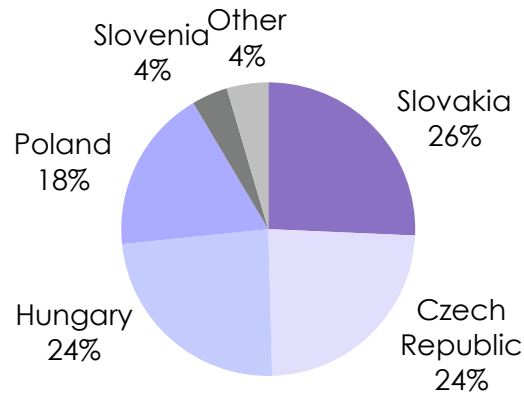
## Portfolio Highlights

- Portfolio predominantly located in Austria 71%; other regions consist of customers with an Austrian focus, mainly servicing Austrian subsidiaries of clients from Western Europe
- Cash flow based lending criteria to the top 1,000 Austrian Corporates; portfolio consists of 56% loans and advances, 43% bonds and 2% off-balance sheet business
- 66% of corporate customers in top 4 rating grades, compared to 60% in the last quarter; additional exposure of EUR 1.3 bn in project finance
- Highly diversified industry exposure with largest share of 20% for various manufacturing industries

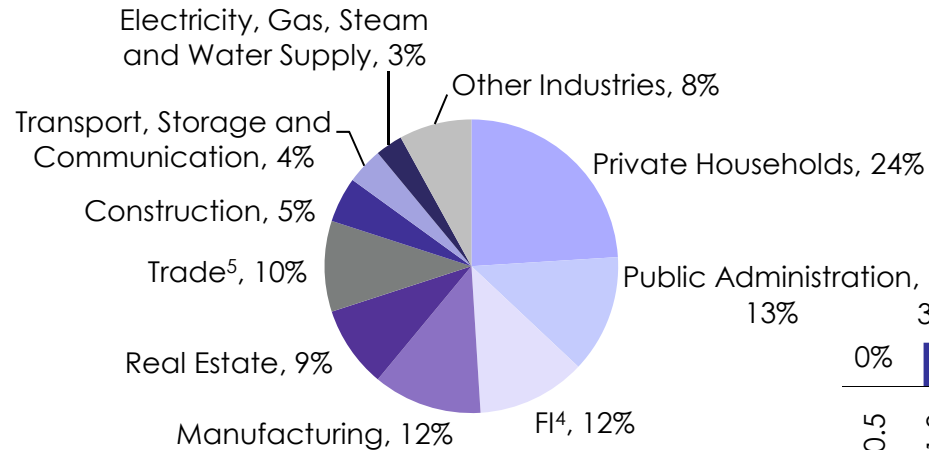
Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk. 1) Country of ultimate risk 2) Corporate exposure only: €17.4bn 3) Exposure at default incl. on- and off-balance sheet positions 4) Financial intermediation 5) Includes wholesale and retail

# RBI: Portfolio Overview Segment CE

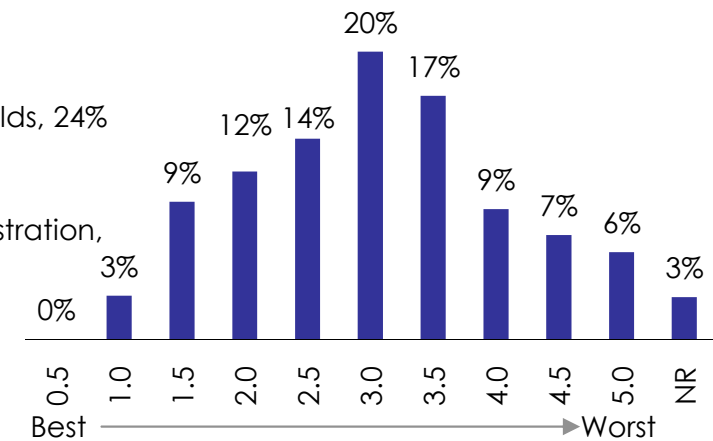
## Total Exposure by Region<sup>1</sup>



## Total Exposure by Industry



## Corporate Exposure by Rating<sup>2</sup>



**Total exposure: € 41.2 bn<sup>3</sup>**

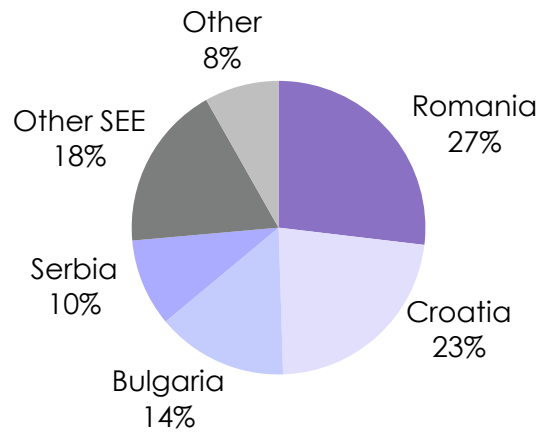
## Portfolio Highlights

- Portfolio almost entirely located in CE (96%); cross-country selling no focus for units, other regions mostly FI counterparties
- Largest country Slovakia with 26%, followed by Czech Republic and Hungary; with 24% each
- Portfolio consists of 51% loans and advances, 20% bonds and 20% off-balance sheet business
- Rating distribution well balanced between rating grades
- Well-diversified industry exposure; private households dominating with 24%. Public administration share is mostly from T-Bills

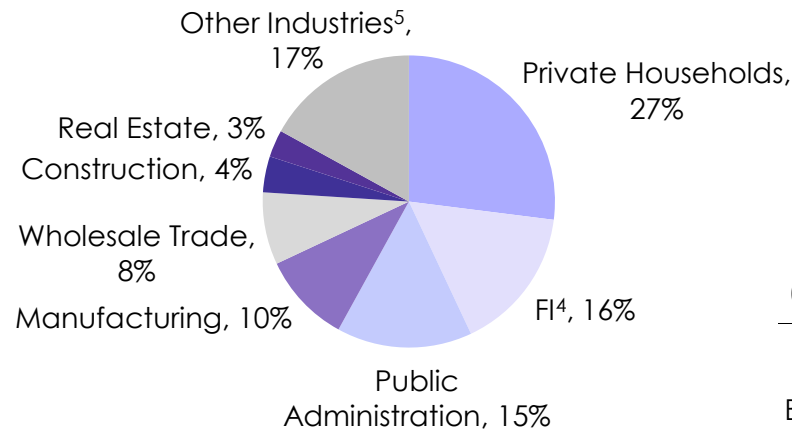
Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk 1) Country of ultimate risk 2) Corporate exposure only: €18.9bn 3) Exposure at default incl. on- and off-balance sheet positions 4) Financial intermediation 5) Includes wholesale and retail

# RBI: Portfolio Overview Segment SEE

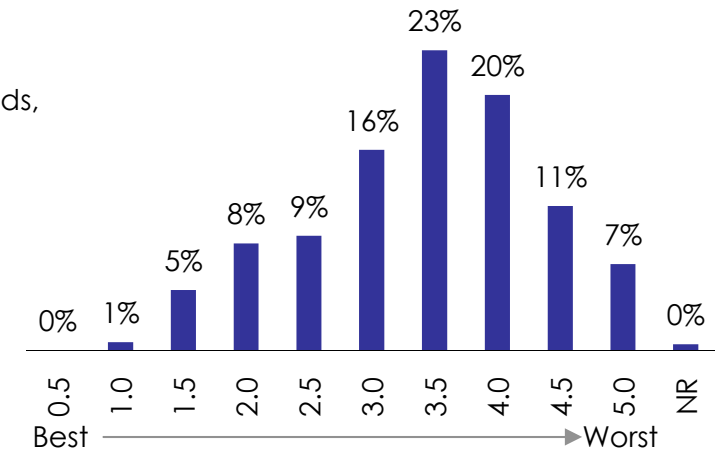
## Total Exposure by Region<sup>1</sup>



## Total Exposure by Industry



## Corporate Exposure by Rating<sup>2</sup>



**Total exposure: € 25.1 bn<sup>3</sup>**

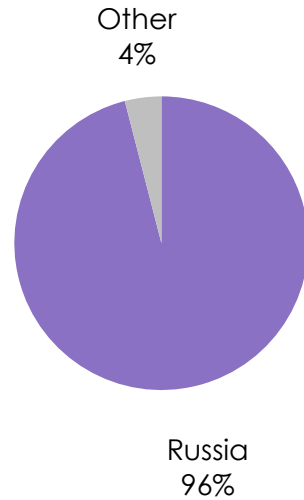
## Portfolio Highlights

- Portfolio consists of 53% loans and advances, 18% bonds and 16% off-balance sheet business
- Largest country Romania with 27% and Croatia with 23% of total SEE exposure
- Corporate exposure is mostly well collateralized
- Well-diversified industry exposure; private households dominating with 27%. Public administration share predominantly from T-Bills

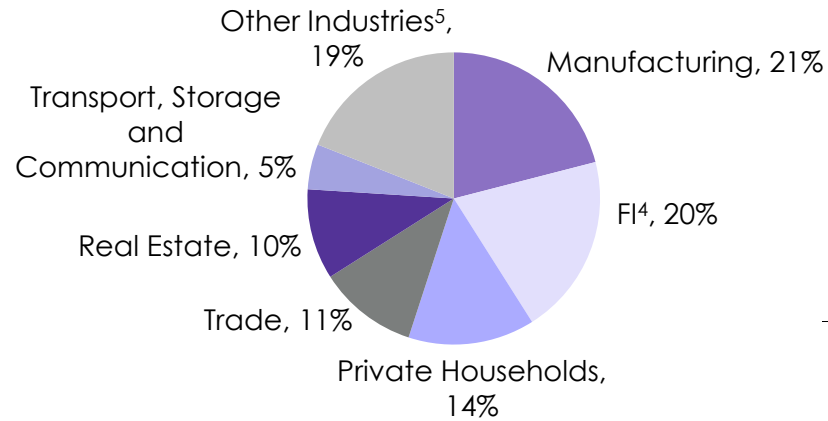
Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk 1) Country of ultimate risk 2) Corporate exposure only: €10.0bn 3) Exposure at default incl. on- and off-balance sheet positions 4) Financial intermediation 5) Includes also holding and other business activities and transport, storage and communication

# RBI: Portfolio Overview Segment Russia

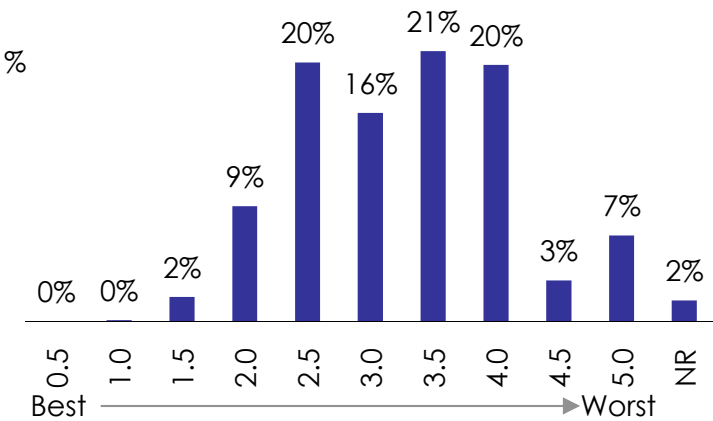
## Total Exposure by Region<sup>1</sup>



## Total Exposure by Industry



## Corporate Exposure by Rating<sup>2</sup>



**Total exposure: € 13.5 bn<sup>3</sup>**

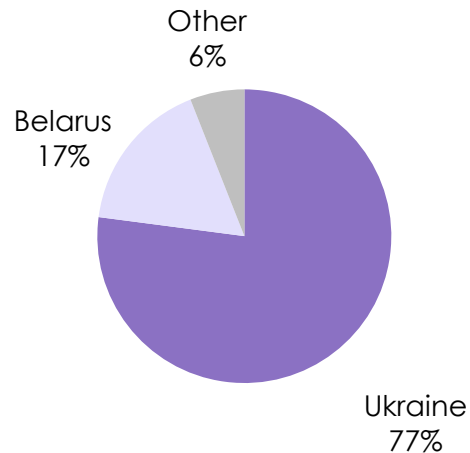
## Portfolio Highlights

- Portfolio predominantly located in Russia with a small share mainly in Europe 4%
- Portfolio consists of 47% loans and advances, 21% bonds and 23% off-balance sheet business
- 81% in top and medium rating categories
- Well diversified industry exposure with manufacturing 21% and FI (including national bank) 20% as largest industries

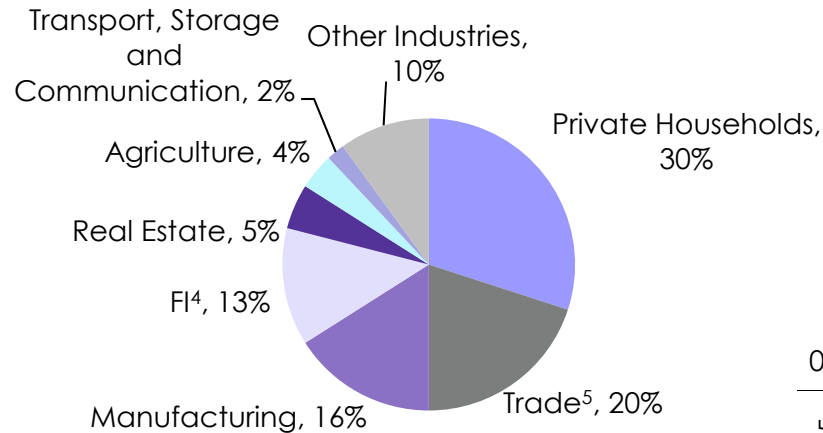
Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk 1) Country of ultimate risk 2) Corporate exposure only: €7.8bn 3) Exposure at default incl. on- and off-balance sheet positions 4) Financial intermediation 5) Includes also holding and other business activities

# RBI: Portfolio Overview Segment CIS Other

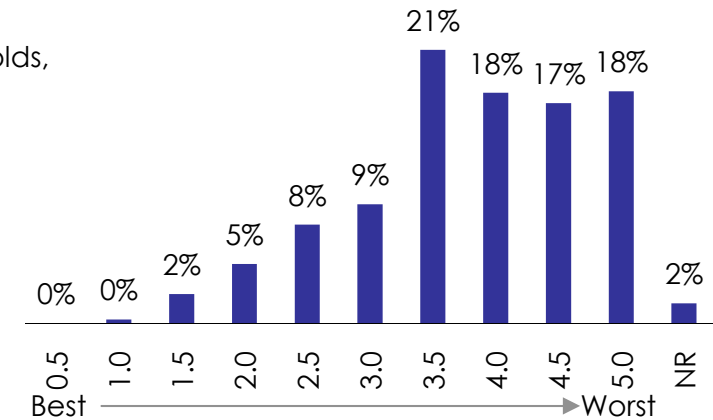
## Total Exposure by Region<sup>1</sup>



## Total Exposure by Industry



## Corporate Exposure by Rating<sup>2</sup>



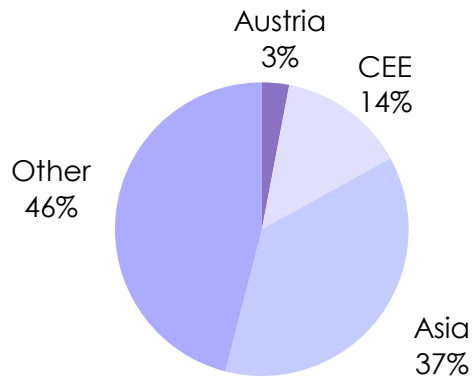
Total exposure: € 7.3 bn<sup>3</sup>

## Portfolio Highlights

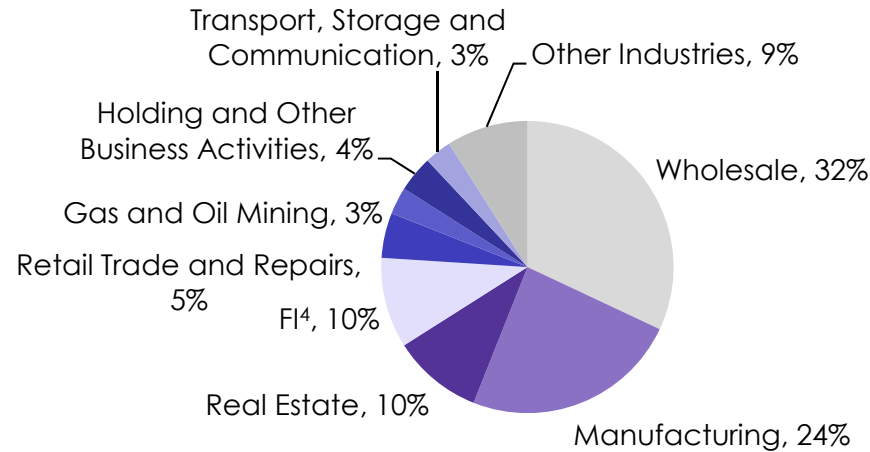
- Exposure is mainly made up by counterparts from Ukraine 77% and Belarus 17%
- Portfolio consists of 72% loans and advances, 9% bonds and 9% off-balance sheet business
- Rating distribution is dependent on the overall economic situation – corporate exposure highly collateralized
- Besides private households 30%, main industry focus is on various manufacturing and trade industries

Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk 1) Country of ultimate risk 2) Corporate exposure only: €3.8bn 3) Exposure at default incl. on- and off-balance sheet positions 4) Financial intermediation 5) Includes wholesale and retail

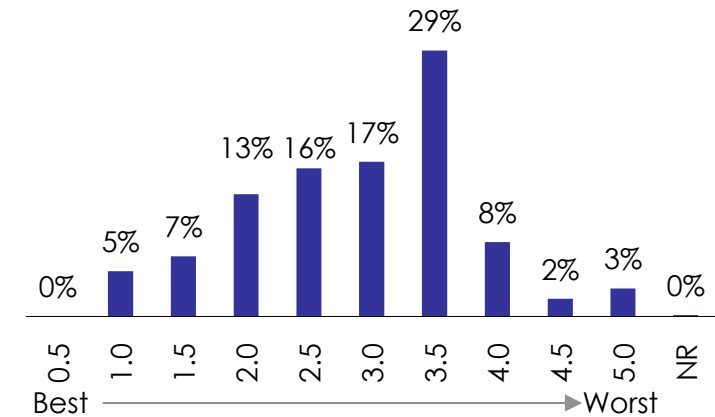
## Total Exposure by Region<sup>1</sup>



## Total Exposure by Industry



## Corporate Exposure by Rating<sup>2</sup>



Total exposure: € 16.9 bn<sup>3</sup>

## Portfolio Highlights

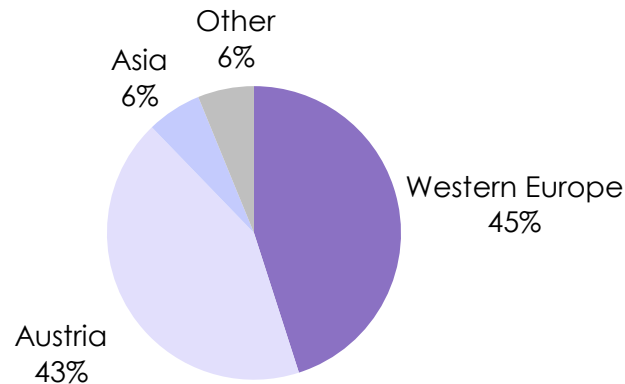
- High regional diversification in the Group Corporates portfolio with main countries China 23%, USA 12% and Germany 11%
- Portfolio consists of 58% loans and advances and 27% off-balance sheet business
- Rating distribution well balanced between rating grades with a peak at the 3.5 rating grade
- Diversified industry exposure with a focus on wholesale with a share of 32% and various manufacturers with a share of 24%

Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk 1) Country of ultimate risk 2) Corporate exposure only: €14.3bn 3) Exposure at default incl. on- and off-balance sheet positions 4) Financial intermediation

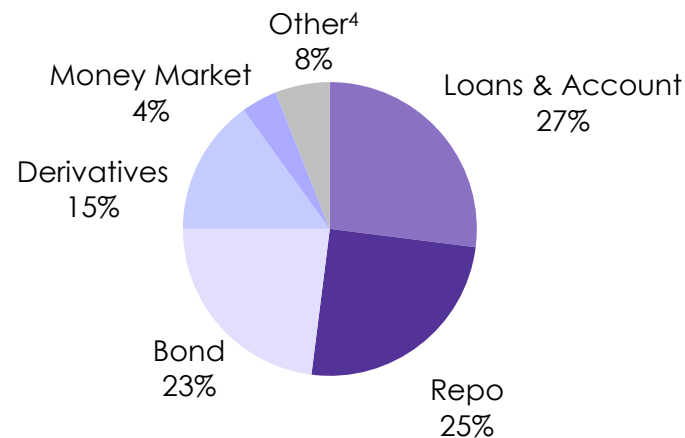
# RBI: Portfolio Overview Segment Group Markets



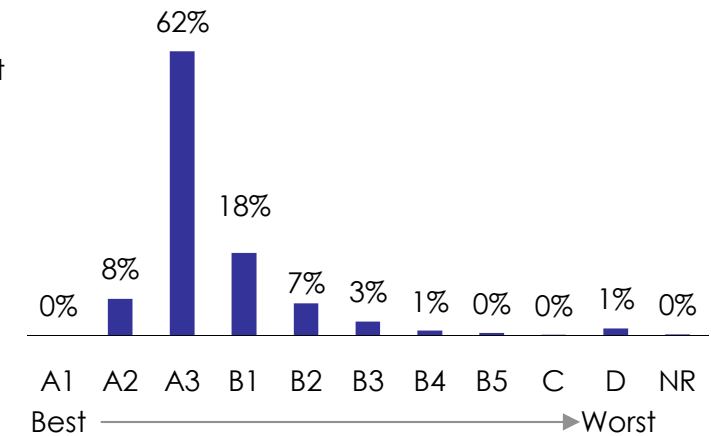
## Total Exposure by Region<sup>1</sup>



## Total Exposure by Products



## FI Exposure by Rating<sup>2</sup>



Total exposure: € 54.4 bn<sup>3</sup>

## Portfolio Highlights

- More than 88% of the portfolio consists of EU banks, mainly Austria 42%, Germany 20%, UK 15%, Netherlands 5% and France 4%
- A-Class Bank rating for 70% of FI exposure, Defaults (D) mainly from Iceland and the US
- Bond portfolio 23% held for various reasons: liquidity management, trading, investment and as minimum reserve
- More than 30% is collateralized (Netting, Repo, CSA)

Note: All figures on this page are pro forma, based on September 2010 by country of risk; credit exposure comprises all exposures on-balance sheet (loans, debt securities) and exposures off-balance sheet (guarantees, commitments) that expose RBI to credit risk 1) Country of ultimate risk 2) Financial institutions only: €42.7bn 3) Exposure at default including on- and off-balance sheet positions 4) Other includes guarantees, documentary business and structured products

- **RBI – Leading Bank in CEE (incl. Austria) . . . . 3**
- **Pro Forma Figures RBI . . . . . 18**
- **Capital and Funding . . . . . 26**
- **Risk Management . . . . . 33**
- **Appendix . . . . . 44**

# RBI: Country and Segment Overview



1-9/2010	Total Assets (€ mn)	Share of Total Assets	Loan/Deposit Ratio	Net Interest Margin (annualized)	Provisioning Ratio (annualized)	NPL Ratio	Coverage Ratio
<b>Segment Austria</b>	<b>15,047</b>	<b>9%</b>	<b>152%</b>	<b>0.96%</b>	<b>0.52%</b>	<b>1.7%</b>	<b>78.6%</b>
Czech Republic	7,988	5%	127%	3.56%	2.27%	7.1%	58.9%
Hungary	8,623	5%	127%	3.76%	2.70%	15.7%	47.3%
Slovakia	8,743	5%	88%	3.04%	1.03%	5.6%	66.3%
Slovenia	1,615	1%	270%	1.92%	0.81%	4.9%	57.0%
Poland	6,516	4%	146%	2.68%	1.55%	6.5%	59.3%
<b>Segment CE</b>	<b>33,471</b>	<b>19%</b>	<b>121%</b>	<b>3.23%</b>	<b>1.87%</b>	<b>8.8%</b>	<b>54.5%</b>
Albania	1,988	1%	45%	4.52%	1.68%	13.6%	58.6%
Bosnia and Herzegovina	2,083	1%	87%	3.19%	1.59%	5.2%	49.7%
Bulgaria	3,717	2%	143%	4.83%	3.95%	9.4%	63.2%
Croatia	5,881	3%	121%	2.94%	1.20%	6.4%	57.2%
Kosovo	638	0%	74%	5.14%	0.87%	9.0%	75.8%
Romania	5,674	3%	120%	4.11%	1.91%	8.6%	78.6%
Serbia	2,470	1%	116%	3.87%	1.25%	8.0%	77.4%
<b>Segment SEE</b>	<b>22,435</b>	<b>13%</b>	<b>108%</b>	<b>3.89%</b>	<b>1.88%</b>	<b>8.1%</b>	<b>66.7%</b>
<b>Segment Russia</b>	<b>12,013</b>	<b>7%</b>	<b>112%</b>	<b>4.14%</b>	<b>1.40%</b>	<b>10.1%</b>	<b>88.3%</b>
Belarus	1,327	1%	136%	6.50%	0.74%	3.8%	128.5%
Ukraine	5,446	3%	167%	7.49%	7.08%	32.9%	70.3%
<b>Segment CIS Other</b>	<b>6,846</b>	<b>4%</b>	<b>162%</b>	<b>7.29%</b>	<b>5.65%</b>	<b>27.1%</b>	<b>71.8%</b>
<b>Segment Group Corporates</b>	<b>12,328</b>	<b>7%</b>	<b>348%</b>	<b>2.11%</b>	<b>0.57%</b>	<b>5.6%</b>	<b>35.3%</b>
<b>Segment Group Markets</b>	<b>36,663</b>	<b>21%</b>	<b>83%</b>	<b>0.65%</b>	<b>0.01%</b>	<b>1.4%</b>	<b>&gt;100%</b>
<b>Segment Corporate Center</b>	<b>37,780</b>	<b>21%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total RBI Group</b>	<b>143,079<sup>1</sup></b>	<b>100%</b>	<b>136%</b>	<b>2.48%</b>	<b>1.69%</b>	<b>8.8%</b>	<b>64.0%</b>

Note: All figures on this page are pro forma, based on Q3 2010 1) Excluding reconciliation of EUR 33.5 bn

# RBI: Segmental Overview

## Austria

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	30.8	30.4	41.5
Net fee and commission income	26.5	23.2	23.2
Net trading income	1.7	4.5	3.0
Other net operating income	2.6	9.9	6.1
Operating income	61.7	67.9	73.8
General administrative expenses	(33.3)	(28.8)	(28.6)
Operating result	28.3	39.2	45.1
Net income from financial inv. and derivatives	18.9	(8.6)	3.9
Provisioning for impairment losses	(3.7)	0.1	(23.1)
Net income from disposal of group assets	-	-	-
Profit before tax	43.5	30.7	26.0
Profit after tax	32.3	24.7	18.7
Consolidated profit	31.7	24.0	18.6
Total assets	14,321	13,960	15,047
RWA	6,753	6,661	7,044
Net interest margin <sup>1</sup>	0.9%	0.9%	1.1%
Net provisioning ratio <sup>1</sup>	0.1%	0.1%	1.4%
Cost/income ratio	54.1%	47.9%	44.6%
ROE before tax <sup>1</sup>	23.5%	16.6%	14.0%

## Group Corporates

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	55.4	67.2	66.7
Net fee and commission income	31.1	34.6	33.6
Net trading income	0.4	3.3	1.5
Other net operating income	0.9	1.5	(0.9)
Operating income	87.8	106.6	101.0
General administrative expenses	(22.1)	(20.3)	(17.5)
Operating result	65.7	86.3	83.5
Net income from financial inv. and derivatives	0.4	0.1	1.2
Provisioning for impairment losses	(17.5)	(25.6)	(0.6)
Net income from disposal of group assets	-	-	-
Profit before tax	48.7	60.9	84.0
Profit after tax	41.6	50.2	67.1
Consolidated profit	41.6	50.2	67.1
Total assets	11,041	12,356	12,328
RWA	9,956	11,043	10,262
Net interest margin <sup>1</sup>	1.9%	2.3%	2.2%
Net provisioning ratio <sup>1</sup>	0.3%	0.8%	0.0%
Cost/income ratio	25.2%	21.8%	20.3%
ROE before tax <sup>1</sup>	18.3%	22.4%	30.4%

Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 2010. 1) Annualized

# RBI: Segmental Overview (continued)

## CE

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	260.8	278.5	275.1
Net fee and commission income	107.4	118.8	118.7
Net trading income	3.8	24.9	(13.7)
Other net operating income	(5.3)	(21.8)	(17.4)
Operating income	366.7	400.5	362.8
General administrative expenses	(215.8)	(209.0)	(212.5)
Operating result	151.0	191.5	150.3
Net income from financial inv. and derivatives	16.8	(35.2)	23.4
Provisioning for impairment losses	(111.1)	(86.6)	(107.6)
Net income from disposal of group assets	3.7	(2.3)	0.0
Profit before tax	60.3	67.3	66.0
Profit after tax	46.4	50.2	53.0
Consolidated profit	29.6	34.1	42.7
Total assets	33,845	33,598	33,471
RWA	21,668	21,636	22,482
Net interest margin <sup>1</sup>	3.1%	3.3%	3.3%
Net provisioning ratio <sup>1</sup>	1.0%	1.8%	2.0%
Cost/income ratio	58.8%	55.4%	56.4%
ROE before tax <sup>1</sup>	9.4%	10.5%	10.2%

## SEE

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	222.3	222.3	228.6
Net fee and commission income	90.0	95.8	101.4
Net trading income	14.0	10.7	19.8
Other net operating income	10.4	8.7	12.0
Operating income	336.8	337.6	361.8
General administrative expenses	(178.2)	(178.8)	(185.8)
Operating result	158.6	158.8	176.0
Net income from financial inv. and derivatives	16.8	(19.2)	5.6
Provisioning for impairment losses	(68.6)	(70.6)	(87.4)
Net income from disposal of group assets	(9.6)	2.3	0.0
Profit before tax	97.3	71.3	94.2
Profit after tax	84.2	60.8	83.2
Consolidated profit	78.8	56.3	76.6
Total assets	23,300	22,989	22,435
RWA	16,339	15,925	15,818
Net interest margin <sup>1</sup>	3.8%	3.8%	4.0%
Net provisioning ratio <sup>1</sup>	0.8%	1.7%	2.2%
Cost/income ratio	52.9%	52.9%	52.4%
ROE before tax <sup>1</sup>	19.7%	14.5%	19.2%

Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 2010. 1) Annualized

# RBI: Segmental Overview (continued)

## Russia

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	119.2	137.3	124.8
Net fee and commission income	47.2	55.4	52.9
Net trading income	33.8	7.3	17.6
Other net operating income	(3.2)	(6.3)	(4.6)
Operating income	196.9	193.7	190.7
General administrative expenses	(95.8)	(103.1)	(103.2)
Operating result	101.1	90.6	87.5
Net income from financial inv. and derivatives	(5.9)	(3.0)	(6.9)
Provisioning for impairment losses	(37.0)	(29.5)	(16.1)
Net income from disposal of group assets	2.7	0.1	0.0
Profit before tax	60.9	58.2	64.5
Profit after tax	46.8	43.0	48.0
Consolidated profit	46.7	42.9	47.9
Total assets	12,343	13,016	12,013
RWA	7,611	8,625	8,442
Net interest margin <sup>1</sup>	4.0%	4.3%	4.0%
Net provisioning ratio <sup>1</sup>	2.1%	0.7%	0.8%
Cost/income ratio	48.7%	50.9%	52.0%
ROE before tax <sup>1</sup>	24.7%	22.9%	24.3%

## CIS Other

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	114.7	130.4	124.5
Net fee and commission income	37.2	44.3	48.6
Net trading income	11.9	4.5	4.9
Other net operating income	(1.7)	(2.0)	(1.9)
Operating income	162.2	177.2	176.2
General administrative expenses	(78.3)	(84.6)	(84.2)
Operating result	83.9	92.6	92.0
Net income from financial inv. and derivatives	11.7	2.2	4.3
Provisioning for impairment losses	(78.1)	(78.3)	(66.3)
Net income from disposal of group assets	-	-	-
Profit before tax	17.5	16.5	30.0
Profit after tax	12.1	11.7	18.7
Consolidated profit	10.5	9.9	16.6
Total assets	6,650	7,287	6,846
RWA	5,374	5,438	5,181
Net interest margin <sup>1</sup>	7.1%	7.5%	7.1%
Net provisioning ratio <sup>1</sup>	6.0%	5.8%	5.0%
Cost/income ratio	48.3%	48.0%	47.9%
ROE before tax <sup>1</sup>	10.8%	10.1%	18.1%

Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 2010. 1) Annualized

# RBI: Segmental Overview (continued)

## Group Markets

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	62.8	92.3	53.6
Net fee and commission income	21.9	21.0	18.2
Net trading income	30.6	25.0	39.1
Other net operating income	4.2	4.8	7.3
Operating income	119.6	143.1	118.2
General administrative expenses	(58.1)	(46.7)	(51.9)
Operating result	61.5	96.5	66.2
Net income from financial inv. and derivatives	24.6	(120.4)	21.2
Provisioning for impairment losses	(6.9)	7.9	(1.7)
Net income from disposal of group assets	-	-	-
Profit before tax	79.2	(16.0)	85.7
Profit after tax	60.6	(11.4)	62.6
Consolidated profit	60.6	(11.4)	62.6
Total assets	48,855	40,635	36,663
RWA	7,267	7,245	5,621
Net interest margin <sup>1</sup>	0.5%	0.8%	0.6%
Net provisioning ratio <sup>1</sup>	0.2%	-	0.1%
Cost/income ratio	48.6%	39.9%	41.1%
ROE before tax <sup>1</sup>	18.4%	-	20.6%

## Corporate Center

in € mn	Q1/2010	Q2/2010	Q3/2010
Net interest income	42.5	144.9	3.6
Net fee and commission income	(22.2)	(12.0)	(21.4)
Net trading income	55.7	(27.3)	9.2
Other net operating income	20.0	49.1	15.5
Operating income	96.1	154.8	6.9
General administrative expenses	(37.0)	(93.6)	(69.8)
Operating result	59.1	61.1	(62.9)
Net income from financial inv. and derivatives	(5.4)	8.3	26.4
Provisioning for impairment losses	(2.1)	(0.1)	(2.9)
Net income from disposal of group assets	7.8	0.1	(0.2)
Profit before tax	59.3	69.4	(39.5)
Profit after tax	109.7	98.5	(20.8)
Consolidated profit	109.5	98.6	(20.8)
Total assets	33,281	41,810	37,780
RWA	15,794	15,384	13,138
Net interest margin <sup>1</sup>	-	-	-
Net provisioning ratio <sup>1</sup>	-	-	-
Cost/income ratio	-	-	-
ROE before tax <sup>1</sup>	14.9%	17.3%	-

Note: All figures on this page are pro forma, based on Q3 2010; slight adjustments of Q1 pro forma figures due to changes in the scope of consolidation compared to the presentation on May 30 2010. 1) Annualized

# Overview Raiffeisen Banking Group

## RBG Structure

535 Raiffeisenbanken (total > 2,200 outlets)

8 Raiffeisen-Landesbanken and other shareholders



Free Float

78.5%

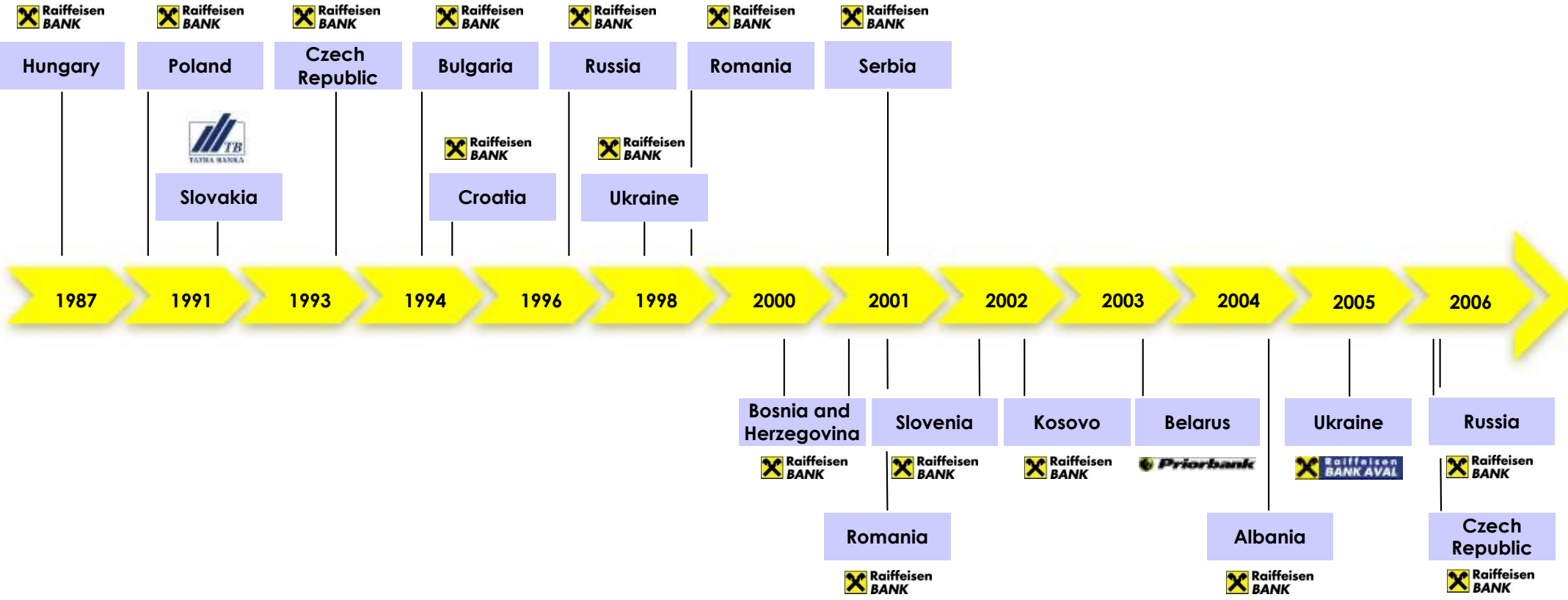
21.5%

 **Raiffeisen Bank International**

## Comment

- Strong position of Raiffeisen Banking Group (RBG) in Austria  
38% of Austrians over age of 15 are clients of RBG for 33% of Austrians over age of 15, Raiffeisen is the preferred bank
- Solid and stable funding situation of RBG based on a market share of total deposits of 29% in Austria
- Dedicated core shareholder of RBI
- Excess liquidity of Raiffeisenbanken channelled through to RBI and provides solid and stable funding

# Successful Expansion Strategy in CEE



# Comparison of RBI and RZB Financials

in € mn	RZB 1-9/2010	RBI 1-9/2010	Difference	
Net interest income	2,746	2,707	(39)	■ Higher RZB net interest income of EUR 39 mn mainly from participation business in RZB (primarily at-equity valued units) and interest income with RBG
Net fee and commission income	1,088	1,088	0	
Net trading income	248	258	10	
Other net operating income	(5)	15	19	
General administrative expenses	(2,212)	(2,153)	59	■ General administrative expenses in RZB EUR 59 mn higher due to staff in RZB AG and Raiffeisen Leasing Austria Group plus services from RBI staff
Operating result	1,885	1,897	12	
Provisioning for impairment losses	(914)	(913)	1	
Net income from fin. investments	149	136	(13)	■ Sale of shares in Austrian National Bank (OeNB) led to income of EUR 13 mn
Net income from derivatives	(127)	(132)	(5)	
Profit before tax	994	997	3	
Profit after tax	850	853	3	
Consolidated profit	700	783	83	

	RZB Sep10	RBI Sep10	Difference	
Total assets	147,624	143,079	(4,545)	■ Leasing business in Austria (in loans and advances to customers), minimum reserves to be held in OeNB for RBG and equity participations business (in financial investments) as main difference
Loans and advances to customers	78,052	75,626	(2,426)	
Loans and advances to banks	29,002	30,077	1,075	
Financial investments	20,874	20,224	(649)	
Deposits from customers	55,917	55,565	(352)	
Deposits from banks	47,465	44,373	(3,092)	■ Deposits and loans provided by and to Raiffeisen Banking Group
Debt securities issued	17,592	17,578	(14)	
Subordinated capital	4,376	4,138	(239)	
- Hereof hybrid Tier 1 capital	800	800	0	
Equity	10,960	10,055	(905)	■ Higher amount in RZB goes back to 21.5 % free float/minorities in RBI
- Hereof participation rights	2,500	2,500	0	
- Hereof minority interests	2,714	1,038	(1,676)	

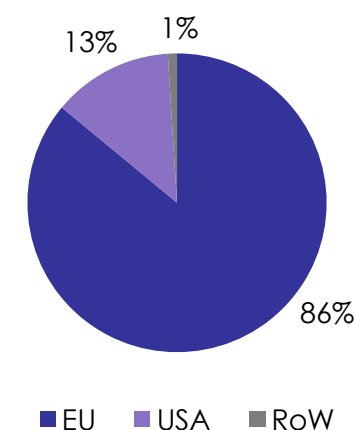
Note: All figures on this page are pro forma, based on Q3 2010

# RBI: Structured Credit Portfolio per Sep 2010

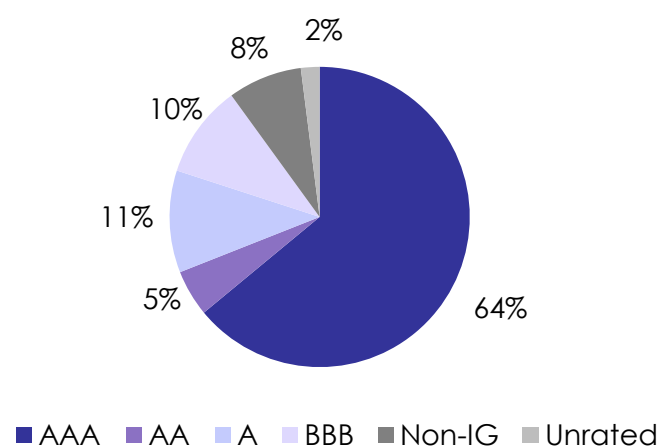
## Breakdown of Structured Credit Portfolio by Type

in € mn	Purchase Value	in %	Book Value	in %	Δ Purchase Value (in %)
ABS	88	12%	88	20%	0%
MBS	209	29%	198	44%	(5)%
CDO	410	56%	157	35%	(62)%
Other	27	4%	1	0%	(95)%
<b>Total</b>	<b>734</b>	<b>100%</b>	<b>444</b>	<b>100%</b>	<b>(39)%</b>

## Breakdown of Structured Credit Portfolio by Region



## Breakdown of Structured Credit Portfolio by Rating



- Current structured credit portfolio (in run-down): potential sales depending on market developments
- In 9M 2010 sale of ABS/CDO positions amounting to a nominal value of around EUR 76 mn
- 80% of the portfolio rated A or better
- No first loss positions. 72 % in senior tranches, 28 % in mezzanine tranches

Note: All figures on this page are pro forma, based on Q3 2010

# Further Details on € 2.5 bn Participation Capital

Business year	2009 – 2013	2014	2015	2016	2017+
<b>Dividend payments</b>	8.00% p.a.	8.50% p.a.	9.00% p.a.	9.75% p.a.	Increase of 100 bp per year, but limited to a max of 12m Euribor + 1,000 bp p.a.
<b>Redemption</b>	<ul style="list-style-type: none"> <li>■ Participation dividend (payable annually in arrears) will only be disbursed in case of adequate coverage by annual profits following allocation to reserves</li> <li>■ If no participation dividend is paid despite coverage in the form of annual profits following allocation to reserves, a corresponding payment will be due upon redemption of the capital</li> </ul>				
<b>Possible impact Basel III</b>	<ul style="list-style-type: none"> <li>■ Participation capital may be redeemed at any time in tranches or the full amount subject to the approval of the AGM and in accordance with Sec 102a Austrian Banking Act</li> <li>■ Redemption prior to 31 December 2018 at 100% of nominal amount</li> <li>■ From 2019 onwards the redemption amount increases to 150% of the nominal value, if and insofar as the increased redemption amount is covered by a corresponding increase in the company value</li> </ul>				
	<ul style="list-style-type: none"> <li>■ Participation capital will be phased out until 2023. The 'state tranche' (EUR 2,500 mn including the private share of EUR 750 mn) is fully eligible until the end of 2017</li> <li>■ For privately placed participation capital cap of 90% from 1 January 2013 and additional reduction of cap by 10PP each year after 2013 (EUR 0.75 bn)</li> </ul>				

## RBI Ratings

<b>RBI</b>	<b>Long-term</b>	<b>Outlook</b>	<b>Short-term</b>	<b>BFSR</b>	<b>Outlook</b>
Standard & Poor's	A	Negative	A1	-	-
Moody's	A1	Stable	P1	D+	Positive
Fitch	A	Stable	F1	-	-

## Moody's rated RBI Network Banks

Tatra Banka	A2	NEG	P1	C-	NEG
RB Russia	Baa3	POS	P3	D+	STA
RB Bulgaria	Baa3	STA	P3	D+	NEG
RB Romania	Baa3	POS	P3	D	STA
RB Aval Ukraine	B3	STA	NP	D-	NEG

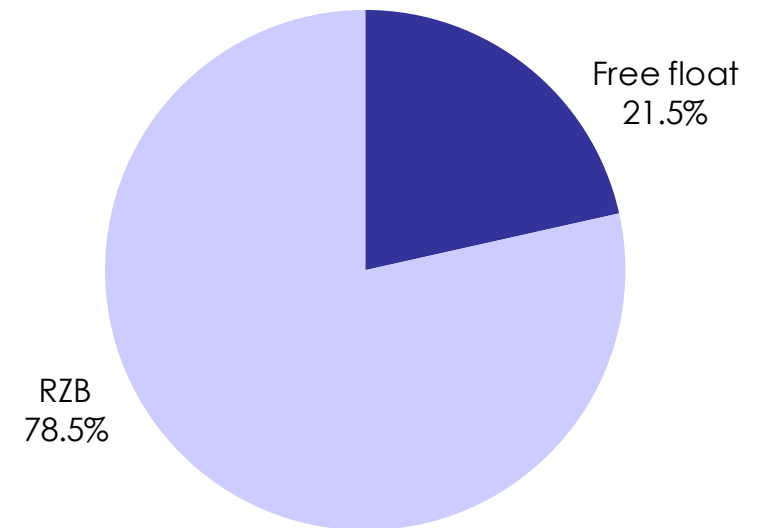
# Selected Benchmark Transactions

CCY	Size (mn)	Issue Date	Maturity	Status	ISIN	Issuer
EUR	1,000	02.02.2006	02.02.2011	Senior	XS0242395357	RZB
EUR	1,250	12.06.2008	20.06.2011	Senior	XS0371504365	RZB
GBP	500	23.01.2007	02.02.2012	Senior	XS0284781431	RZB
EUR	500	06.06.2007	15.06.2012	Senior	XS0305474461	RZB
EUR	400	22.06.2006	22.06.2016	Lower Tier 2	XS0258576403	RZB
EUR	500	22.02.2007	05.03.2019	Lower Tier 2	XS0289338609	RZB
EUR	600	15.10.2007	29.10.2015	Upper Tier 2	XS0326967832	RZB
EUR	500	16.05.2006	16.05.2016	Hybrid Capital	XS0253262025	RZB
EUR	1,500	04.05.2009	04.05.2011	Government Guaranteed Bonds	XS0426089719	RBI
EUR	1,250	13.03.2009	13.03.2012	Government Guaranteed Bonds	XS0417093753	RBI
EUR	1,500	05.02.2009	05.02.2014	Government Guaranteed Bonds	XS0412067489	RBI

- Listed since 25/04/2005 on the Vienna Stock Exchange Prime Market Segment
- Indices: ATX, ATX Prime, ATX Five, Dow Jones, Euro Stoxx, DJ Stoxx 600, DJ Euro Stoxx Banks, MSCI World
- 195.51 mn ordinary shares outstanding
- ISIN: AT0000606306
- Trading Symbols:
 

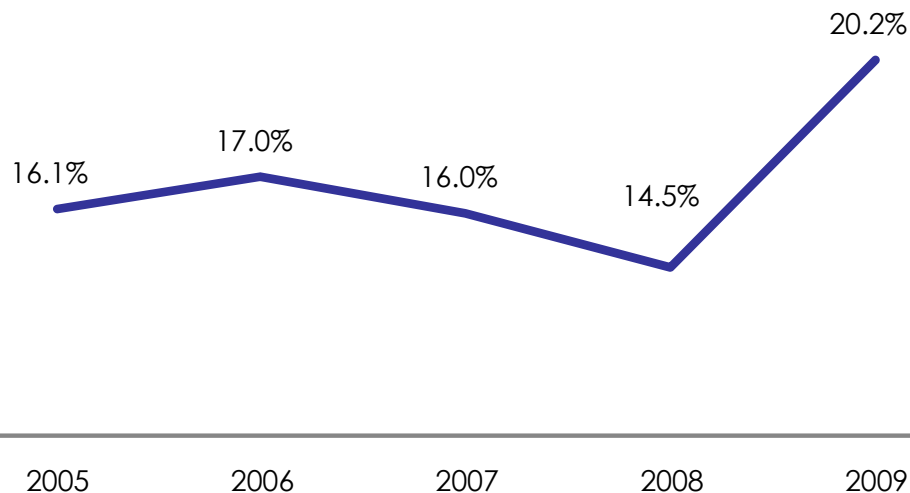
■ Vienna Stock Exchange:	RBI
■ Bloomberg:	RBI AV
■ Reuters:	RBIV.VI

## Shareholder Structure as of 22/11/2010

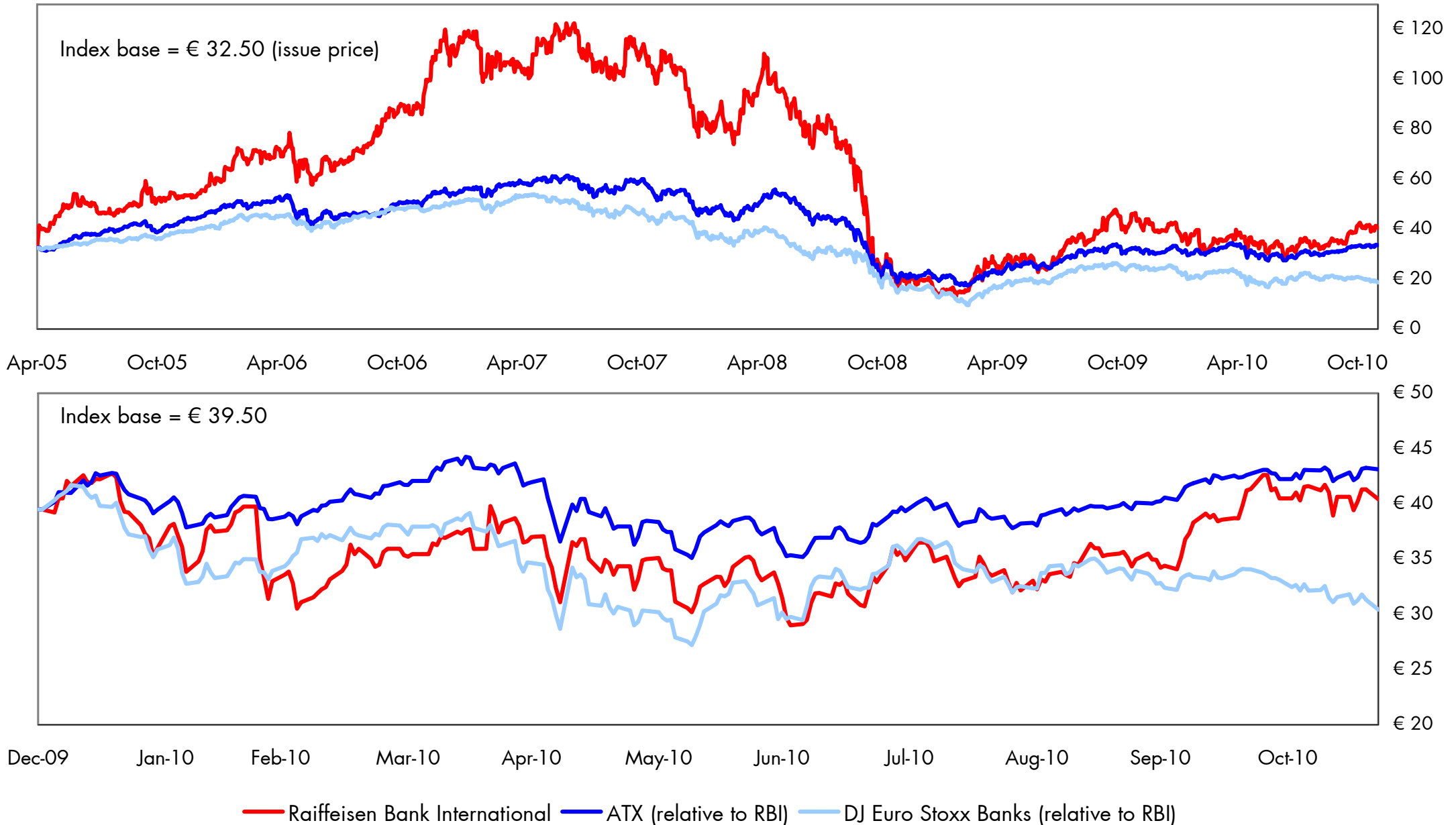


Market Capitalization 22/11/2010: € 7,900 mn  
Closing Price 22/11/2010: € 40.41

## Development Dividend Payout Ratio (in %)



# RBI: Share Price Development



# Jan to Sep 2010 – RZB Group

## Profitability / Efficiency

- Consolidated profit (after minorities) of EUR 700 mn (up 75.7% y-o-y)
- Net interest income successfully stabilized to EUR 2,746 mn (up 4.6% y-o-y)
- General administrative expenses increased to EUR 2,212 mn (up 7.9% y-o-y)
- Operating result amounting to EUR 1,885 mn (down 9.4% y-o-y)
- Provisioning for impairment losses decreased to EUR 914 mn (down 46.5% y-o-y)
- Profit before tax of EUR 994 mn (up 23.4% y-o-y)
- Cost/income ratio of 54.0% (up 4.4PP y-o-y)

## Regulatory Capital Ratios

- Core Tier 1 ratio (total risk) of 8.5% (stable compared to FY 2009)
- Tier 1 ratio (credit risk) of 11.7% (down 0.1PP compared to FY 2009)
- Tier 1 ratio (total risk) of 9.4% (stable compared to FY 2009)

# RZB: Financial Overview

in € mn	1-9/2010	1-9/2009	y-o-y change		Sep 10	Dec 09	Change
Net interest income	2,746	2,626	4.6%	Total assets	147,624	147,938	(0.2%)
Net fee and commission income	1,088	1,058	2.9%	Risk weighted assets (credit)	75,807	74,990	1.1%
Net trading income	248	369	(32.9%)	Cash reserve	4,458	8,271	(46.1%)
Operating result	1,885	2,081	(9.4%)	Loans and advances to customers	78,052	74,855	4.3%
Provisioning for impairment losses	(914)	(1,708)	(46.5%)	Loans and advances to banks	29,002	33,887	(14.4%)
General administrative expenses	(2,212)	(2,051)	7.9%	Impairment losses on loans and adv.	(4,651)	(4,177)	11.4%
Profit before tax	994	805	23.4%	Trading assets	10,937	8,532	28.2%
Profit after tax	850	511	66.3%	Derivatives	1,890	1,808	4.5%
Consolidated profit	700	399	75.7%	Financial investments	20,874	18,901	10.4%
Net interest margin <sup>1</sup>	2.45%	2.26%	0.19 PP	Intangible fixed assets	1,165	1,123	3.8%
Cost/income ratio	54.0%	49.6%	4.4 PP	Deposits from customers	55,917	55,423	0.9%
Return on equity before tax <sup>1</sup>	12.7%	12.4%	0.3 PP	Deposits from banks	47,465	49,917	(4.9%)
Consolidated return on equity <sup>1</sup>	11.9%	8.6%	3.3 PP	Debt securities issued	17,592	19,935	(11.8%)
NPL ratio	8.6%	6.7%	1.9 PP	Trading liabilities	7,516	4,391	71.2%
Coverage ratio	65.8%	63.8%	2.0 PP	Derivatives	1,590	1,502	5.9%
Earnings per share <sup>2</sup> (in EUR)	97.57	43.02	54.55	Subordinated capital	4,376	4,564	(4.1%)
	Sep 10	Dec 09		- Hereof hybrid Tier 1 capital	800	800	-
Core Tier 1 ratio (total risk)	8.5%	8.5%	-	Equity	10,960	10,308	6.3%
Tier 1 ratio (credit risk)	11.7%	11.8%	(0.1) PP	- Hereof participation capital	2,500	2,500	-
Tier 1 ratio (total risk)	9.4%	9.4%	-	- Hereof minority interests	2,714	2,574	5.5%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) After deduction of the computational compensation for the participation rights

# RZB: All Segments at a Glance

in € mn	Austria		CE		SEE	
	1-9/2010	1-9/2009	1-9/2010	1-9/2009	1-9/2010	1-9/2009
Net interest income	608	560	813	719	673	659
Provisioning for impairment losses	(63)	(321)	(305)	(345)	(227)	(341)
<b>Net interest income after provisioning</b>	545	239	508	374	447	318
Net fee and commission income	117	115	345	317	287	307
Net trading income	120	182	16	68	44	72
General administrative expenses	(478)	(422)	(639)	(601)	(543)	(548)
Profit before tax	358	594	194	189	263	178
<b>Consolidated profit</b>	377	344	77	70	154	99
ROE before tax <sup>1,2</sup>	11.9%	24.1%	10.2%	12.6%	18.7%	15.0%
Cost/income ratio <sup>1</sup>	52.8%	43.1%	56.5%	54.7%	52.4%	51.6%

in € mn	Russia		CIS Other		RoW	
	1-9/2010	1-9/2009	1-9/2010	1-9/2009	1-9/2010	1-9/2009
Net interest income	381	523	370	373	124	133
Provisioning for impairment losses	(83)	(287)	(223)	(392)	(14)	(22)
<b>Net interest income after provisioning</b>	299	236	147	(19)	110	112
Net fee and commission income	155	150	130	131	62	52
Net trading income	59	(14)	21	17	5	44
General administrative expenses	(302)	(275)	(247)	(216)	(43)	(48)
Profit before tax	184	98	64	(75)	158	181
<b>Consolidated profit</b>	100	51	27	(51)	132	158
ROE before tax <sup>1,2</sup>	26.9%	16.1%	14.0%	(16.9%)	40.2%	60.1%
Cost/income ratio <sup>1</sup>	52.0%	42.3%	47.9%	41.5%	19.8%	19.9%

Note: Figures exclude reconciliation effects 1) Ratios are based on cumulative (ytd) figures 2) Annualized

# Jan to Sept 2010 – Raiffeisen International

## Profitability / Efficiency

- Consolidated profit (after minorities) of EUR 318 mn (up 104% y-o-y)
- Net interest income decreased to EUR 2,161 mn (down 3% y-o-y)
- General administrative expenses of EUR 1,822 mn (up 9% y-o-y)
- Operating result amounting to EUR 1,353 mn (down 16% y-o-y)
- Provisioning for impairment losses decreased to EUR 837 mn (down 39% y-o-y)
- Profit before tax of EUR 524 mn (up 83% y-o-y)
- Cost/income ratio of 57.4% (up 6.3PP y-o-y)

## Regulatory Capital Ratios

- Core Tier 1 ratio (total risk) of 8.9% (down 0.3PP compared to FY 2009)
- Tier 1 ratio (credit risk) of 13.6% (down 0.5PP compared to FY 2009)
- Tier 1 ratio (total risk) of 10.7% (down 0.3PP compared to FY 2009)

# RI: Financial Overview

in € mn	1-9/2010	1-9/2009	y-o-y change		Sep10	Dec 09	change
Net interest income	2,161	2,224	(3%)	Total assets	75,759	76,275	(1%)
Net fee and commission income	921	906	2%	Risk weighted assets (credit)	51,475	50,090	3%
Net trading income	133	147	(10%)	Cash reserve	3,338	4,180	(20%)
Operating result	1,353	1,603	(16%)	Loans and advances to customers	51,837	50,515	3%
Provisioning for impairment losses	(837)	(1,365)	(39%)	Loans and advances to banks	7,537	10,310	(27%)
General administrative expenses	(1,822)	(1,678)	9%	Impairment losses on loans and adv.	(3,713)	(3,084)	20%
Profit before tax	524	287	83%	Trading assets	3,596	3,709	(3%)
Profit after tax	385	216	79%	Derivatives	284	333	(15%)
Consolidated profit	318	156	104%	Financial investments	9,552	7,271	31%
Net interest margin <sup>1</sup>	3.75%	3.72%	(0.03) PP	Intangible fixed assets	1,023	972	5%
Cost/income ratio	57.4%	51.2%	6.2 PP	Deposits from customers	43,291	42,578	2%
Return on equity before tax <sup>1</sup>	9.8%	6.1%	3.7 PP	Deposits from banks	17,991	20,110	(11%)
Consolidated return on equity <sup>1</sup>	6.9%	3.8%	3.1 PP	Debt securities issued	2,412	2,527	(5%)
NPL ratio	10.9%	7.9%	3.0 PP	Trading liabilities	438	514	(15%)
Coverage ratio	65.8%	67.4%	(1.6) PP	Derivatives	392	259	51%
Loss rate	0.5%	0.4%	0.1 PP	Subordinated capital	2,506	2,470	1%
Earnings per share (in EUR) <sup>2</sup>	1.78	0.72	1.06	- Hereof hybrid Tier 1 capital	1,150	1,150	-
	Sep 10	Dec 09		Equity	7,353	7,000	5%
Core Tier 1 ratio (total risk)	8.9%	9.2%	(0.3) PP	- Hereof participation rights	600	600	-
Tier 1 ratio (credit risk)	13.6%	14.1%	(0.5) PP	- Hereof minority interests	1,032	998	3%
Tier 1 ratio (total risk)	10.7%	11.0%	(0.3) PP				

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) After deduction of the computational compensation for the participation rights

## Yearly development

in € mn	CE		SEE		Russia		CIS Other	
	1-9/2010	1-9/2009	1-9/2010	1-9/2009	1-9/2010	1-9/2009	1-9/2010	1-9/2009
Net interest income	815	720	673	659	381	523	370	373
Provisioning for impairment losses	(305)	(345)	(227)	(341)	(83)	(287)	(223)	(392)
<b>Net interest income after provisioning</b>	<b>509</b>	<b>375</b>	<b>447</b>	<b>318</b>	<b>299</b>	<b>236</b>	<b>147</b>	<b>(19)</b>
Net fee and commission income	345	316	287	307	155	150	130	132
Net trading income	15	68	44	73	59	(14)	21	17
General administrative expenses	(637)	(599)	(542)	(547)	(301)	(273)	(247)	(216)
Profit before tax	194	188	263	178	184	99	64	(75)
<b>Consolidated profit</b>	<b>107</b>	<b>96</b>	<b>212</b>	<b>136</b>	<b>138</b>	<b>72</b>	<b>37</b>	<b>(71)</b>
ROE before tax <sup>1,2</sup>	8.6%	10.0%	15.7%	11.9%	22.2%	12.4%	11.6%	-
Cost/income ratio <sup>1</sup>	56.4%	54.6%	52.3%	51.6%	51.9%	42.1%	47.9%	41.5%

## Quarterly development

in € mn	Q3/2010			Q4/2009			1-9/2010		1-9/2009	
	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009	1-9/2010	1-9/2009
Loans and advances to customers	51,837	52,370	(1.0)%	51,230	50,515	51,830	51,837	51,830	51,837	51,830
- Hereof Corporate %	50.8%	51.8%	(1.0) PP	51.5%	50.9%	50.5%	50.8%	50.5%	50.8%	50.5%
- Hereof Retail %	47.2%	49.9%	(2.7) PP	48.1%	48.1%	48.4%	47.2%	48.4%	47.2%	48.4%
- Hereof FCY %	46.0%	46.9%	(0.9) PP	45.9%	47.8%	47.6%	46.0%	47.6%	46.0%	47.6%
Operating income	1,080	1,083	(0.3)%	1,013	1,045	1,065	3,176	3,280	3,176	3,280
Provisioning for impairment losses	(277)	(265)	4.6%	(295)	(373)	(396)	(837)	(1,365)	(837)	(1,365)
General administrative expenses	(615)	(623)	(1.3)%	(585)	(592)	(535)	(1,822)	(1,678)	(1,822)	(1,678)
Profit before tax	220	138	59.3%	166	81	133	524	287	524	287
Consolidated profit	148	71	108.8%	100	57	78	318	156	318	156
ROE before tax <sup>1,2</sup>	9.8%	8.6%	1.2 PP	9.6%	5.7%	6.1%	9.8%	6.1%	9.8%	6.1%
Earnings per share	1.78	0.91	0.87	0.55	0.99	0.41	1.78	0.72	1.78	0.72
Cost/income ratio <sup>1</sup>	57.4%	57.6%	(0.2) PP	57.7%	52.5%	51.1%	57.4%	51.1%	57.4%	51.1%

Note: Figures exclude reconciliation effects 1) Ratios are based on cumulative (ytd) figures 2) Annualized

# Country Financials (CE) – Czech Republic



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	7,988	7,909	1.0%	7,694	7,739	7,689	7,988	7,689
Loans and advances to customers	6,464	6,116	5.7%	6,066	5,719	5,925	6,464	5,925
- Hereof Corporate %	42.4%	41.1%	1.3PP	42.2%	42.3%	42.6%	42.4%	42.6%
- Hereof Retail %	57.3%	58.9%	(1.6)PP	57.8%	57.7%	57.4%	57.3%	57.4%
- Hereof FCY %	7.6%	8.2%	(0.6)PP	7.8%	7.5%	7.6%	7.6%	7.6%
Deposits from customers	5,079	4,840	4.9%	4,825	4,940	4,737	5,079	4,737
Operating income	104	94	10.2%	87	89	88	285	251
- Net interest income	73	71	2.1%	65	64	64	209	181
- Net fee and commission income	28	27	3.0%	24	28	23	79	64
- Net trading income	2	(4)	-	(2)	(4)	(2)	(4)	1
- Other net operating income	1	(0)	-	1	1	3	2	6
Provisioning for impairment losses	(36)	(16)	126.1%	(26)	(21)	(14)	(78)	(51)
General administrative expenses	(52)	(48)	7.2%	(47)	(45)	(45)	(146)	(134)
Net income from fin investm. and derivatives	7	(7)	-	0	(2)	2	0	8
Profit before tax	23	23	0.1%	15	21	31	61	75
Profit after tax	19	19	(0.6%)	11	17	24	49	58
Return on equity before tax <sup>1,2</sup>	17.1%	16.4%	0.7PP	12.1%	23.0%	23.3%	17.1%	23.3%
Return on equity after tax <sup>1,2</sup>	13.7%	12.9%	0.8PP	9.0%	18.0%	18.0%	13.7%	18.0%
Loan/deposit ratio <sup>1</sup>	127.3%	126.4%	0.9PP	125.7%	115.8%	125.1%	127.3%	125.1%
Cost/income ratio <sup>1</sup>	51.3%	52.2%	(0.9)PP	53.5%	52.4%	53.1%	51.3%	53.1%
Business outlets	109	110	(0.9%)	111	111	110	109	110
Number of employees	2,765	2,646	4.5%	2,623	2,638	2,652	2,765	2,652
Number of customers	427,438	426,901	0.1%	412,663	407,878	425,900	427,438	425,900

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (CE) – Hungary



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	8,623	8,628	(0.1%)	8,995	8,778	8,899	8,623	8,899
Loans and advances to customers	6,355	6,387	(0.5%)	6,443	6,452	6,633	6,355	6,633
- Hereof Corporate %	52.6%	55.9%	(3.3)PP	56.4%	55.2%	53.6%	52.6%	53.6%
- Hereof Retail %	44.3%	41.8%	2.5PP	40.7%	41.3%	42.0%	44.3%	42.0%
- Hereof FCY %	72.8%	79.2%	(6.4)PP	74.5%	76.3%	74.4%	72.8%	74.4%
Deposits from customers	4,986	4,651	7.2%	4,872	4,941	5,075	4,986	5,075
Operating income	78	117	(33.2%)	103	120	115	298	345
- Net interest income	80	87	(8.4%)	80	87	85	247	251
- Net fee and commission income	24	26	(8.1%)	25	26	28	75	81
- Net trading income	(10)	28	-	(2)	14	4	16	21
- Other net operating income	(16)	(24)	(34.3%)	0	(7)	(2)	(39)	(7)
Provisioning for impairment losses	(47)	(40)	16.7%	(40)	(80)	(67)	(127)	(191)
General administrative expenses	(54)	(59)	(8.3%)	(60)	(61)	(58)	(174)	(171)
Net income from fin investm. and derivatives	12	(28)	-	13	(1)	9	(3)	15
Profit before tax	(11)	(10)	15.2%	15	(23)	(1)	(5)	(2)
Profit after tax	(6)	(12)	(48.7%)	14	(13)	(1)	(4)	(4)
Return on equity before tax <sup>1,2</sup>	-	2.2%	-	11.2%	-	-	-	-
Return on equity after tax <sup>1,2</sup>	-	0.7%	-	9.8%	-	-	-	-
Loan/deposit ratio <sup>1</sup>	127.5%	137.3%	(9.9)PP	132.2%	130.6%	130.7%	127.5%	130.7%
Cost/income ratio <sup>1</sup>	58.2%	54.2%	4.0PP	58.4%	49.9%	49.5%	58.2%	49.5%
Business outlets	144	144	0.0%	144	145	177	144	177
Number of employees	3,242	3,158	2.7%	3,164	3,197	3,527	3,242	3,527
Number of customers	642,976	647,944	(0.8%)	653,709	660,167	667,766	642,976	667,766

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (CE) – Poland



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	6,516	6,375	2.2%	6,408	6,241	6,155	6,516	6,155
Loans and advances to customers	5,084	4,956	2.6%	4,983	4,820	4,784	5,084	4,784
- Hereof Corporate %	58.9%	66.7%	(7.8)PP	67.9%	69.7%	70.4%	58.9%	70.4%
- Hereof Retail %	40.1%	33.3%	6.8PP	32.1%	30.3%	29.6%	40.1%	29.6%
- Hereof FCY %	36.3%	39.1%	(2.8)PP	36.9%	38.4%	38.2%	36.3%	38.2%
Deposits from customers	3,477	3,340	4.1%	3,610	3,524	3,375	3,477	3,375
Operating income	79	86	(7.7%)	77	77	71	241	196
- Net interest income	46	44	4.9%	39	39	32	129	84
- Net fee and commission income	33	33	(0.5%)	30	36	33	95	85
- Net trading income	0	7	(98.7%)	7	7	7	14	25
- Other net operating income	0	2	(88.8%)	1	(5)	(1)	3	2
Provisioning for impairment losses	(17)	(15)	12.6%	(19)	(24)	(18)	(52)	(52)
General administrative expenses	(43)	(45)	(5.4%)	(45)	(39)	(38)	(133)	(110)
Net income from fin investm. and derivatives	4	(0)	-	0	0	(3)	3	(3)
Profit before tax	22	25	(9.9%)	13	14	13	60	31
Profit after tax	16	20	(17.2%)	10	10	10	46	24
Return on equity before tax <sup>1,2</sup>	12.3%	11.9%	0.4PP	8.1%	8.2%	7.6%	12.3%	7.6%
Return on equity after tax <sup>1,2</sup>	9.4%	9.4%	0.0PP	6.2%	6.1%	5.8%	9.4%	5.8%
Loan/deposit ratio <sup>1</sup>	146.2%	148.4%	(2.1)PP	138.0%	136.8%	141.8%	146.2%	141.8%
Cost/income ratio <sup>1</sup>	55.1%	55.5%	(0.4)PP	58.1%	54.8%	56.4%	55.1%	56.4%
Business outlets	123	125	(1.6%)	126	124	125	123	125
Number of employees	3,074	3,008	2.2%	3,028	3,007	2,969	3,074	2,969
Number of customers	240,959	244,333	(1.4%)	256,193	274,567	290,143	240,959	290,143

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (CE) – Slovakia



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	8,743	9,133	(4.3%)	9,131	9,324	9,391	8,743	9,391
Loans and advances to customers	5,828	5,787	0.7%	5,899	5,835	6,090	5,828	6,090
- Hereof Corporate %	53.1%	52.8%	0.3PP	54.0%	54.2%	55.2%	53.1%	55.2%
- Hereof Retail %	46.6%	47.2%	(0.6)PP	46.0%	45.8%	44.8%	46.6%	44.8%
- Hereof FCY %	1.9%	2.6%	(0.7)PP	2.1%	1.5%	1.5%	1.9%	1.5%
Deposits from customers	6,596	6,813	(3.2%)	6,610	6,726	6,807	6,596	6,807
Operating income	93	92	1.4%	94	98	89	278	277
- Net interest income	70	68	3.0%	69	67	64	207	185
- Net fee and commission income	32	32	2.6%	27	30	30	91	80
- Net trading income	(4)	(6)	(33.3%)	0	4	1	(10)	20
- Other net operating income	(5)	(2)	240.3%	(4)	(3)	(5)	(10)	(8)
Provisioning for impairment losses	(5)	(15)	(64.8%)	(23)	(16)	(16)	(43)	(46)
General administrative expenses	(57)	(51)	11.0%	(56)	(51)	(52)	(164)	(164)
Net income from fin investm. and derivatives	1	(0)	-	3	3	3	5	16
Profit before tax	32	25	26.7%	18	33	25	76	84
Profit after tax	24	20	22.6%	13	24	20	58	67
Return on equity before tax <sup>1,2</sup>	13.9%	12.0%	1.9PP	9.6%	18.7%	18.0%	13.9%	18.0%
Return on equity after tax <sup>1,2</sup>	10.6%	9.1%	1.5PP	7.0%	14.6%	14.3%	10.6%	14.3%
Loan/deposit ratio <sup>1</sup>	88.3%	84.9%	3.4PP	89.2%	86.8%	89.5%	88.3%	89.5%
Cost/income ratio <sup>1</sup>	59.0%	57.8%	1.2PP	59.4%	57.4%	59.2%	59.0%	59.2%
Business outlets	157	158	(0.6%)	156	152	155	157	155
Number of employees	3,695	3,638	1.6%	3,621	3,601	3,661	3,695	3,661
Number of customers	734,946	728,775	0.8%	733,546	742,042	745,238	734,946	745,238

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (CE) – Slovenia



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	1,615	1,594	1.3%	1,603	1,583	1,524	1,615	1,524
Loans and advances to customers	1,284	1,232	4.2%	1,240	1,233	1,186	1,284	1,186
- Hereof Corporate %	69.5%	65.8%	3.7PP	68.0%	68.6%	68.4%	69.5%	68.4%
- Hereof Retail %	29.5%	34.2%	(4.7)PP	32.0%	31.4%	31.6%	29.5%	31.6%
- Hereof FCY %	9.9%	13.5%	(3.6)PP	13.4%	13.6%	15.4%	9.9%	15.4%
Deposits from customers	475	469	1.2%	472	528	587	475	587
Operating income	9	10	(8.5%)	10	10	9	28	22
- Net interest income	7	8	(16.2%)	8	8	7	23	17
- Net fee and commission income	2	2	5.3%	1	2	1	5	4
- Net trading income	(2)	0	-	0	0	0	(1)	1
- Other net operating income	2	(0)	-	(0)	(0)	0	1	1
Provisioning for impairment losses	(3)	(1)	228.3%	(3)	(1)	(1)	(6)	(5)
General administrative expenses	(7)	(7)	(4.9%)	(6)	(7)	(7)	(20)	(20)
Net income from fin investm. and derivatives	0	0	(24.8%)	0	1	0	0	1
Profit before tax	(0)	2	-	1	3	1	3	(1)
Profit after tax	(0)	2	-	1	2	1	2	(2)
Return on equity before tax <sup>1,2</sup>	4.4%	7.2%	(2.8)PP	4.1%	1.5%	-	4.4%	-
Return on equity after tax <sup>1,2</sup>	3.0%	5.4%	(2.4)PP	2.7%	0.9%	-	3.0%	-
Loan/deposit ratio <sup>1</sup>	270.5%	262.6%	7.9PP	262.9%	233.7%	202.1%	270.5%	202.1%
Cost/income ratio <sup>1</sup>	70.7%	68.9%	1.8PP	66.3%	82.4%	87.5%	70.7%	87.5%
Business outlets	17	17	0.0%	17	17	16	17	16
Number of employees	351	357	(1.7%)	368	352	354	351	354
Number of customers	66,321	66,508	(0.3%)	66,822	67,364	67,582	66,321	67,582

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Albania



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	1,988	1,955	1.7%	1,891	1,842	1,905	1,988	1,905
Loans and advances to customers	741	737	0.6%	696	683	692	741	692
- Hereof Corporate %	60.8%	58.6%	2.2PP	57.7%	57.0%	56.2%	60.8%	56.2%
- Hereof Retail %	39.2%	38.5%	0.7PP	39.6%	40.6%	41.0%	39.2%	41.0%
- Hereof FCY %	61.4%	58.1%	3.3PP	56.7%	56.7%	56.6%	61.4%	56.6%
Deposits from customers	1,637	1,598	2.5%	1,544	1,505	1,518	1,637	1,518
Operating income	28	28	(1.4%)	27	27	26	82	74
- Net interest income	22	22	(1.7%)	21	24	24	65	58
- Net fee and commission income	2	2	2.2%	2	(1)	4	6	9
- Net trading income	4	3	24.3%	3	3	(2)	11	6
- Other net operating income	(0)	1	-	(0)	1	1	0	1
Provisioning for impairment losses	(11)	(3)	313.9%	(6)	(1)	(14)	(20)	(28)
General administrative expenses	(9)	(9)	0.2%	(8)	(8)	(8)	(25)	(24)
Net income from fin investm. and derivatives	0	0	-	0	0	0	0	0
Profit before tax	8	17	(50.4%)	12	17	4	37	22
Profit after tax	7	15	(50.7%)	11	15	4	34	19
Return on equity before tax <sup>1,2</sup>	31.5%	36.4%	(4.9)PP	29.9%	29.1%	21.2%	31.5%	21.2%
Return on equity after tax <sup>1,2</sup>	28.2%	32.7%	(4.5)PP	26.9%	26.0%	18.9%	28.2%	18.9%
Loan/deposit ratio <sup>1</sup>	45.2%	46.1%	(0.9)PP	45.1%	45.4%	45.6%	45.2%	45.6%
Cost/income ratio <sup>1</sup>	30.6%	30.2%	0.4PP	29.4%	32.6%	33.1%	30.6%	33.1%
Business outlets	104	104	0.0%	104	104	104	104	104
Number of employees	1,319	1,313	0.5%	1,340	1,326	1,357	1,319	1,357
Number of customers	618,762	606,884	2.0%	592,658	574,899	562,725	618,762	562,725

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Bosnia and Herzeg.



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	2,083	2,198	(5.2%)	2,326	2,325	2,413	2,083	2,413
Loans and advances to customers	1,330	1,357	(2.0%)	1,372	1,393	1,444	1,330	1,444
- Hereof Corporate %	41.7%	39.1%	2.6PP	38.5%	37.5%	37.2%	41.7%	37.2%
- Hereof Retail %	57.4%	60.9%	(3.5)PP	61.5%	62.5%	62.8%	57.4%	62.8%
- Hereof FCY %	76.2%	72.9%	3.3PP	73.1%	74.1%	73.4%	76.2%	73.4%
Deposits from customers	1,537	1,639	(6.2%)	1,618	1,605	1,615	1,537	1,615
Operating income	27	26	2.8%	23	22	24	76	72
- Net interest income	19	18	4.5%	17	16	16	53	52
- Net fee and commission income	8	8	(4.9%)	6	7	7	22	20
- Net trading income	0	0	(8.6%)	(0)	(0)	0	0	0
- Other net operating income	0	0	494.3%	(0)	(1)	0	0	0
Provisioning for impairment losses	(7)	(8)	(15.5%)	(6)	8	(8)	(21)	(21)
General administrative expenses	(16)	(16)	0.7%	(15)	(19)	(16)	(47)	(46)
Net income from fin investm. and derivatives	0	(1)	-	1	0	0	0	0
Profit before tax	5	1	371.6%	2	11	0	8	5
Profit after tax	4	1	>500%	2	12	0	7	4
Return on equity before tax <sup>1,2</sup>	4.4%	2.6%	1.8PP	3.5%	7.9%	3.3%	4.4%	3.3%
Return on equity after tax <sup>1,2</sup>	3.9%	2.3%	1.6PP	3.5%	7.4%	2.6%	3.9%	2.6%
Loan/deposit ratio <sup>1</sup>	86.6%	82.8%	3.8PP	84.8%	86.8%	89.4%	86.6%	89.4%
Cost/income ratio <sup>1</sup>	62.1%	63.7%	(1.6)PP	67.3%	69.1%	63.8%	62.1%	63.8%
Business outlets	100	101	(1.0%)	101	101	101	100	101
Number of employees	1,646	1,659	(0.8%)	1,655	1,655	1,673	1,646	1,673
Number of customers	655,427	713,561	(8.1%)	730,131	716,056	772,833	655,427	772,833

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Bulgaria



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	3,717	3,880	(4.2%)	4,026	3,998	4,104	3,717	4,104
Loans and advances to customers	2,819	2,869	(1.7%)	2,884	2,953	3,029	2,819	3,029
- Hereof Corporate %	41.3%	32.6%	8.7PP	31.8%	31.2%	29.3%	41.3%	29.3%
- Hereof Retail %	58.3%	67.4%	(9.1)PP	68.2%	68.8%	70.7%	58.3%	70.7%
- Hereof FCY %	72.1%	68.1%	4.0PP	65.7%	66.3%	67.5%	72.1%	67.5%
Deposits from customers	1,978	2,100	(5.8%)	2,192	2,143	2,147	1,978	2,147
Operating income	60	57	3.8%	55	67	53	172	166
- Net interest income	49	47	4.4%	46	46	46	142	146
- Net fee and commission income	9	9	2.7%	8	20	5	26	17
- Net trading income	2	2	(6.1%)	1	2	2	5	3
- Other net operating income	0	0	21.9%	(1)	(0)	0	(1)	0
Provisioning for impairment losses	(27)	(24)	13.9%	(18)	(20)	(23)	(70)	(67)
General administrative expenses	(25)	(24)	2.6%	(23)	(28)	(24)	(72)	(74)
Net income from fin investm. and derivatives	(0)	0	-	0	0	(0)	0	(1)
Profit before tax	8	9	(19.7%)	13	20	6	30	25
Profit after tax	7	9	(17.4%)	12	20	6	28	22
Return on equity before tax <sup>1,2</sup>	8.8%	9.9%	(1.1)PP	11.6%	10.7%	8.0%	8.8%	8.0%
Return on equity after tax <sup>1,2</sup>	8.1%	9.1%	(1.0)PP	10.5%	10.0%	7.0%	8.1%	7.0%
Loan/deposit ratio <sup>1</sup>	142.5%	136.6%	5.9PP	131.5%	137.8%	141.0%	142.5%	141.0%
Cost/income ratio <sup>1</sup>	41.7%	42.0%	(0.3)PP	42.5%	43.7%	44.5%	41.7%	44.5%
Business outlets	191	191	0.0%	197	199	199	191	199
Number of employees	3,234	3,201	1.0%	3,269	3,282	3,308	3,234	3,308
Number of customers	728,902	722,326	0.9%	715,240	706,459	693,322	728,902	693,322

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Croatia



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	5,881	6,016	(2.2%)	5,870	5,900	6,119	5,881	6,119
Loans and advances to customers	3,761	3,971	(5.3%)	3,733	3,742	3,690	3,761	3,690
- Hereof Corporate %	37.5%	47.0%	(9.5)PP	42.9%	43.0%	40.1%	37.5%	40.1%
- Hereof Retail %	50.6%	52.3%	(1.7)PP	56.1%	56.6%	59.5%	50.6%	59.5%
- Hereof FCY %	70.2%	70.6%	(0.9)PP	72.2%	73.6%	72.7%	69.7%	72.7%
Deposits from customers	3,107	3,052	1.8%	2,799	2,968	3,202	3,107	3,202
Operating income	81	71	14.7%	72	76	71	223	215
- Net interest income	44	43	3.6%	44	41	33	131	111
- Net fee and commission income	20	16	23.0%	17	20	19	53	55
- Net trading income	10	3	196.3%	5	8	12	18	28
- Other net operating income	7	9	(15.2%)	5	7	7	21	22
Provisioning for impairment losses	(15)	(13)	12.9%	(11)	(24)	(9)	(39)	(47)
General administrative expenses	(39)	(39)	(0.1%)	(38)	(40)	(38)	(116)	(112)
Net income from fin investm. and derivatives	0	(6)	-	(3)	4	(4)	(8)	(4)
Profit before tax	28	13	111.6%	20	16	20	61	52
Profit after tax	23	10	119.4%	15	12	16	48	41
Return on equity before tax <sup>1,2</sup>	10.6%	8.6%	2.0PP	10.2%	9.1%	9.2%	10.6%	9.2%
Return on equity after tax <sup>1,2</sup>	8.5%	6.7%	1.8PP	7.9%	7.2%	7.3%	8.5%	7.3%
Loan/deposit ratio <sup>1</sup>	121.1%	130.1%	(9.1)PP	133.4%	126.1%	115.3%	121.1%	115.3%
Cost/income ratio <sup>1</sup>	51.9%	54.1%	(2.2)PP	53.1%	52.4%	52.2%	51.9%	52.2%
Business outlets	84	84	0.0%	84	85	84	84	84
Number of employees	2,208	2,238	(1.3%)	2,204	2,225	2,238	2,208	2,238
Number of customers	546,537	547,347	(0.1%)	548,491	601,716	597,373	546,537	597,373

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Kosovo



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	638	652	(2.2%)	672	672	651	638	651
Loans and advances to customers	377	374	0.8%	367	372	394	377	394
- Hereof Corporate %	28.6%	26.4%	2.2PP	27.1%	27.0%	27.5%	28.6%	27.5%
- Hereof Retail %	71.4%	73.0%	(1.6)PP	72.8%	72.9%	72.5%	71.4%	72.5%
- Hereof FCY %	0.0%	0.1%	(0.1)PP	0.0%	0.0%	0.0%	0.0%	0.0%
Deposits from customers	509	526	(3.3%)	540	548	537	509	537
Operating income	11	10	9.9%	10	12	11	30	34
- Net interest income	9	8	3.3%	9	10	9	25	29
- Net fee and commission income	2	2	35.8%	1	2	2	5	5
- Net trading income	(0)	(0)	(70.7%)	(0)	(0)	0	(0)	0
- Other net operating income	(0)	(0)	(60.9%)	(0)	(0)	(0)	(0)	0
Provisioning for impairment losses	(1)	(1)	39.5%	(1)	(2)	(4)	(3)	(11)
General administrative expenses	(6)	(6)	11.3%	(5)	(7)	(6)	(17)	(17)
Net income from fin investm. and derivatives	(0)	(0)	(59.8%)	(0)	2	(0)	(1)	(3)
Profit before tax	3	3	6.1%	3	4	1	9	3
Profit after tax	3	3	6.7%	3	4	1	8	3
Return on equity before tax <sup>1,2</sup>	16.3%	15.9%	0.4PP	15.7%	11.0%	6.3%	16.3%	6.3%
Return on equity after tax <sup>1,2</sup>	14.4%	14.0%	0.4PP	13.9%	10.5%	5.1%	14.4%	5.1%
Loan/deposit ratio <sup>1</sup>	74.1%	71.1%	3.0PP	67.8%	67.8%	73.4%	74.1%	73.4%
Cost/income ratio <sup>1</sup>	56.7%	56.3%	0.4PP	55.8%	53.1%	51.0%	56.7%	51.1%
Business outlets	52	52	0.0%	52	51	50	52	50
Number of employees	686	691	(0.7%)	680	668	702	686	702
Number of customers	268,931	262,557	2.4%	284,969	276,797	263,897	268,931	263,897

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Romania



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	5,674	5,818	(2.5%)	5,864	6,164	5,847	5,674	5,847
Loans and advances to customers	4,104	4,053	1.3%	4,120	4,154	4,199	4,104	4,199
- Hereof Corporate %	33.4%	34.2%	(0.8)PP	33.9%	34.4%	34.4%	33.4%	34.4%
- Hereof Retail %	60.7%	61.7%	(1.0)PP	61.7%	60.8%	60.6%	60.7%	60.6%
- Hereof FCY %	61.8%	62.2%	(29.2)PP	61.4%	62.6%	64.3%	61.8%	64.3%
Deposits from customers	3,423	3,396	0.8%	3,308	3,278	3,275	3,423	3,275
Operating income	121	113	7.1%	108	132	114	342	349
- Net interest income	61	60	2.3%	60	74	58	181	170
- Net fee and commission income	52	50	3.4%	47	59	51	150	147
- Net trading income	4	2	90.2%	4	2	5	10	34
- Other net operating income	4	1	>500%	(3)	(4)	1	1	(1)
Provisioning for impairment losses	(19)	(17)	10.2%	(16)	(64)	(40)	(52)	(102)
General administrative expenses	(70)	(65)	8.7%	(68)	(69)	(72)	(204)	(207)
Net income from fin investm. and derivatives	5	(12)	-	19	(2)	4	12	13
Profit before tax	36	19	93.8%	43	(3)	7	98	53
Profit after tax	33	15	121.6%	37	(2)	5	85	42
Return on equity before tax <sup>1,2</sup>	31.8%	30.5%	1.3PP	39.3%	12.5%	17.1%	31.8%	17.1%
Return on equity after tax <sup>1,2</sup>	27.7%	25.8%	1.9PP	34.1%	10.0%	13.6%	27.7%	13.6%
Loan/deposit ratio <sup>1</sup>	119.9%	119.3%	0.6PP	124.6%	126.7%	128.2%	119.9%	128.2%
Cost/income ratio <sup>1</sup>	59.6%	60.2%	(0.6)PP	63.1%	57.5%	59.3%	59.6%	59.3%
Business outlets	542	542	0.0%	542	563	562	542	562
Number of employees	6,096	5,997	1.7%	6,039	6,235	6,395	6,096	6,395
Number of customers	1,888,234	1,902,620	(0.8%)	1,899,730	1,913,494	1,931,240	1,888,234	1,931,240

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (SEE) – Serbia



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	2,470	2,552	(3.2%)	2,733	2,762	2,814	2,470	2,814
Loans and advances to customers	1,313	1,352	(2.9%)	1,367	1,415	1,599	1,313	1,599
- Hereof Corporate %	55.0%	56.3%	(1.3)PP	55.4%	55.0%	57.5%	55.0%	57.5%
- Hereof Retail %	44.8%	43.7%	1.1PP	44.0%	45.0%	42.5%	44.8%	42.5%
- Hereof FCY %	65.6%	78.5%	(36.0)PP	81.5%	83.7%	85.5%	65.6%	85.5%
Deposits from customers	1,130	1,098	2.9%	1,144	1,149	1,242	1,130	1,242
Operating income	35	35	(0.1%)	34	36	39	104	125
- Net interest income	26	26	0.6%	25	27	30	76	94
- Net fee and commission income	8	9	(4.5%)	8	10	10	25	29
- Net trading income	0	(0)	-	0	0	0	(0)	2
- Other net operating income	1	1	(18.2%)	0	(0)	(0)	3	0
Provisioning for impairment losses	(8)	(5)	61.9%	(10)	(3)	(10)	(22)	(34)
General administrative expenses	(21)	(21)	0.5%	(20)	(22)	(22)	(62)	(66)
Net income from fin investm. and derivatives	0	0	-	0	(0)	0	0	0
Profit before tax	7	9	(29.8%)	4	11	7	20	25
Profit after tax	6	9	(30.1%)	4	10	6	19	24
Return on equity before tax <sup>1,2</sup>	5.7%	5.7%	0.0PP	3.2%	8.1%	7.4%	5.7%	7.4%
Return on equity after tax <sup>1,2</sup>	5.3%	5.3%	0.0PP	3.0%	7.6%	7.1%	5.3%	7.1%
Loan/deposit ratio <sup>1</sup>	116.2%	123.1%	(6.9)PP	119.5%	123.2%	128.7%	116.2%	128.7%
Cost/income ratio <sup>1</sup>	59.5%	59.3%	0.2PP	59.4%	54.6%	52.7%	59.5%	52.7%
Business outlets	97	98	(1.0%)	98	101	104	97	104
Number of employees	1,914	1,938	(1.2%)	1,963	1,982	2,082	1,914	2,082
Number of customers	589,004	590,260	(0.2%)	587,942	585,773	584,627	589,004	584,627

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (CIS) – Belarus



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	1,327	1,321	0.4%	1,242	1,224	1,170	1,327	1,170
Loans and advances to customers	1,004	1,044	(3.9%)	932	919	917	1,004	917
- Hereof Corporate %	54.7%	49.2%	5.5PP	47.8%	48.8%	49.4%	54.7%	49.4%
- Hereof Retail %	45.3%	50.3%	(5.0)PP	51.5%	50.3%	49.7%	45.3%	49.7%
- Hereof FCY %	59.9%	58.1%	1.8PP	58.8%	62.6%	65.9%	59.9%	65.9%
Deposits from customers	740	726	1.9%	618	623	552	740	552
Operating income	39	35	12.4%	35	34	30	109	114
- Net interest income	20	22	(6.0%)	20	20	19	62	55
- Net fee and commission income	14	14	4.6%	12	14	12	40	36
- Net trading income	4	(1)	-	3	2	(0)	6	22
- Other net operating income	0	0	>500%	(0)	(1)	(0)	0	0
Provisioning for impairment losses	1	(3)	-	(4)	(5)	(5)	(6)	(11)
General administrative expenses	(16)	(16)	1.4%	(15)	(16)	(13)	(47)	(40)
Net income from fin investm. and derivatives	(0)	0	-	0	0	0	0	0
Profit before tax	24	16	51.7%	16	14	12	56	63
Profit after tax	17	11	51.1%	11	12	7	39	43
Return on equity before tax <sup>1,2</sup>	48.1%	38.0%	10.1PP	39.5%	51.6%	55.8%	48.1%	55.8%
Return on equity after tax <sup>1,2</sup>	33.5%	26.4%	7.1PP	27.1%	37.1%	38.2%	33.5%	38.2%
Loan/deposit ratio <sup>1</sup>	135.7%	143.8%	(8.1)PP	150.9%	147.4%	166.2%	135.7%	166.2%
Cost/income ratio <sup>1</sup>	43.1%	44.4%	(1.3)PP	43.8%	37.3%	34.9%	43.1%	34.9%
Business outlets	96	96	0.0%	96	96	98	96	98
Number of employees	2,175	2,160	0.7%	2,158	2,147	2,135	2,175	2,135
Number of customers	843,542	844,694	(0.1%)	847,944	849,823	859,845	843,542	859,845

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials (CIS) – Ukraine



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	5,446	5,888	(7.5%)	5,333	4,983	5,415	5,446	5,415
Loans and advances to customers	4,308	4,941	(12.8%)	4,555	4,401	4,516	4,308	4,516
- Hereof Corporate %	44.7%	43.6%	1.1PP	43.1%	43.4%	42.0%	44.7%	42.0%
- Hereof Retail %	55.3%	56.4%	(1.1)PP	56.9%	56.6%	58.0%	55.3%	58.0%
- Hereof FCY %	66.5%	65.6%	0.9PP	66.2%	66.2%	65.9%	66.5%	65.9%
Deposits from customers	2,573	2,718	(5.3%)	2,450	2,303	2,302	2,573	2,302
Operating income	138	139	(0.6%)	125	122	134	402	407
- Net interest income	103	108	(4.2%)	93	94	105	304	315
- Net fee and commission income	34	31	11.3%	25	30	37	90	95
- Net trading income	3	3	2.2%	8	(2)	(6)	15	(2)
- Other net operating income	(2)	(2)	(6.3%)	(2)	(1)	(1)	(6)	(2)
Provisioning for impairment losses	(67)	(75)	(10.7%)	(73)	(118)	(125)	(216)	(381)
General administrative expenses	(68)	(69)	(1.0%)	(63)	(62)	(48)	(200)	(175)
Net income from fin investm. and derivatives	4	3	44.1%	12	(7)	(0)	18	11
Profit before tax	7	(2)	-	1	(65)	(39)	6	(138)
Profit after tax	3	(2)	-	1	(46)	(43)	1	(114)
Return on equity before tax <sup>1,2</sup>	1.0%	-	-	0.5%	-	-	1.0%	-
Return on equity after tax <sup>1,2</sup>	0.2%	-	-	0.3%	-	-	0.2%	-
Loan/deposit ratio <sup>1</sup>	167.4%	181.8%	(14.4)PP	185.9%	191.1%	196.2%	167.4%	196.2%
Cost/income ratio <sup>1</sup>	49.6%	49.8%	(0.2)PP	50.2%	44.9%	43.0%	49.6%	43.0%
Business outlets	934	933	0.1%	938	953	1,036	934	1,036
Number of employees	15,363	15,224	0.9%	15,176	15,225	16,314	15,363	16,314
Number of customers	4,705,943	4,662,396	0.9%	4,886,469	4,882,467	4,775,539	4,705,943	4,775,539

Note: All data, except P/L, are dated to the end of the period 1) Ratios are based on cumulated (ytd) figures 2) Annualized

# Country Financials – Russia



in € mn	Q3/2010	Q2/2010	change	Q1/2010	Q4/2009	Q3/2009	1-9/2010	1-9/2009
Total assets	12,012	13,016	(7.7%)	12,343	11,681	12,335	12,012	12,335
Loans and advances to customers	7,000	7,135	(1.9%)	6,520	6,368	6,685	7,000	6,685
- Hereof Corporate %	71.2%	69.8%	1.4PP	68.3%	68.6%	68.1%	71.2%	68.1%
- Hereof Retail %	28.4%	30.0%	(1.6)PP	31.6%	31.3%	31.8%	28.4%	31.8%
- Hereof FCY %	44.2%	43.8%	0.4PP	44.1%	47.5%	46.9%	44.2%	46.9%
Deposits from customers	6,237	6,495	(4.0%)	6,187	5,799	5,639	6,237	5,639
Operating income	191	194	(1.6%)	199	176	195	584	649
- Net interest income	125	137	(9.1%)	119	127	150	381	523
- Net fee and commission income	53	55	(4.6%)	47	57	51	155	150
- Net trading income	18	7	142.4%	34	1	5	59	(14)
- Other net operating income	(5)	(6)	(25.0%)	(1)	(9)	(11)	(12)	(10)
Provisioning for impairment losses	(16)	(30)	(45.5%)	(37)	(35)	(35)	(83)	(287)
General administrative expenses	(103)	(103)	0.2%	(95)	(91)	(81)	(301)	(273)
Net income from fin investm. and derivatives	(1)	(6)	(78.0%)	(9)	5	(9)	(16)	10
Profit before tax	70	56	25.9%	58	54	69	184	99
Profit after tax	54	41	32.2%	44	53	48	138	72
Return on equity before tax <sup>1,2</sup>	15.6%	13.8%	1.8PP	14.2%	14.6%	9.7%	15.6%	9.7%
Return on equity after tax <sup>1,2</sup>	11.7%	10.2%	1.5PP	10.7%	11.9%	7.1%	11.7%	7.1%
Loan/deposit ratio <sup>1</sup>	112.2%	109.8%	2.4PP	105.4%	109.8%	118.5%	112.2%	118.5%
Cost/income ratio <sup>1</sup>	51.6%	50.4%	1.2PP	47.9%	44.2%	42.1%	51.6%	42.1%
Business outlets	199	202	(1.5%)	210	215	223	199	223
Number of employees	8,487	8,361	1.5%	8,386	8,608	8,875	8,487	8,875
Number of customers	1,819,589	1,879,455	(3.2%)	1,874,761	1,795,647	1,808,058	1,819,589	1,808,058

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**Susanne E. Langer**

Head of Group Investor Relations

Raiffeisen Bank International AG

A-1030 Vienna, Am Stadtpark 9

Tel.: +43 1 71707 2089

Fax: +43 1 71707 2138

[ir@rbinternational.com](mailto:ir@rbinternational.com)

[susanne.langer@rbinternational.com](mailto:susanne.langer@rbinternational.com)

[www.rbinternational.com](http://www.rbinternational.com)



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