



Annual General Meeting
Raiffeisen Bank International

31 March 2022

Welcome

Erwin Hameseder

Chairman of the Supervisory Board

1st Agenda Item

Presentation of the approved annual financial statements, including the management report, the consolidated financial statements and consolidated management report, each as at 31 December 2021, and the proposal for the utilization of profit, the separate non-financial report and the report of the Supervisory Board for the 2021 financial year as well as the Management Board's Corporate Governance Report.

Supervisory Board Report

Erwin Hameseder

Chairman of the Supervisory Board

Management Board Report

Johann Strobl
CEO

FY/2021 Earnings and Financial Performance

Consolidated profit

1-12/2021

EUR **1,372** mn

+71% y-o-y

Core revenues

Adj. for IFRS5 (Bulgaria), 1-12/2021, in EUR mn

3.327

+7%

Net interest income

1.985

+18% y-o-y

Net fee & commission income

CIR

Adj. for IFRS5 (Bulgaria), 1-12/2021

53.5%

-2.4 pp y-o-y

Loans to customers

Adj. for IFRS5 (Bulgaria), 31/12/2021

EUR **100,832** mn

+15% y-o-y
(exkl. Bulgaria)

Consolidated RoE

1-12/2021

10.9%

+4.5 pp y-o-y

CET 1 ratio

31/12/2021, fully loaded, incl. result

13.1%

-0.5 pp y-o-y

Due to the planned sale of the Bulgarian subsidiary bank and its participation there has been a change in the statements according to IFRS 5. The prior year figures have not been adapted. The income statement of the Bulgarian subsidiary bank and its participation is reported under gains/losses from discontinued operations.

Focus on CE & SEE

- Czechia: Equa bank consolidated for the first time; Bausparkasse integration and ING customer referral completed
- Serbia: Acquisition of Crédit Agricole Srbija on track, expected to close in the next days

Raiffeisen Bulgaria

- Raiffeisenbank Bulgaria sold to KBC group - closing expected mid-2022

Retail digitalization targets

✓ > 6.7 mn
Digital customers

✓ c. 55%
Mobile penetration

✓ > 55%
Digitally initiated sales

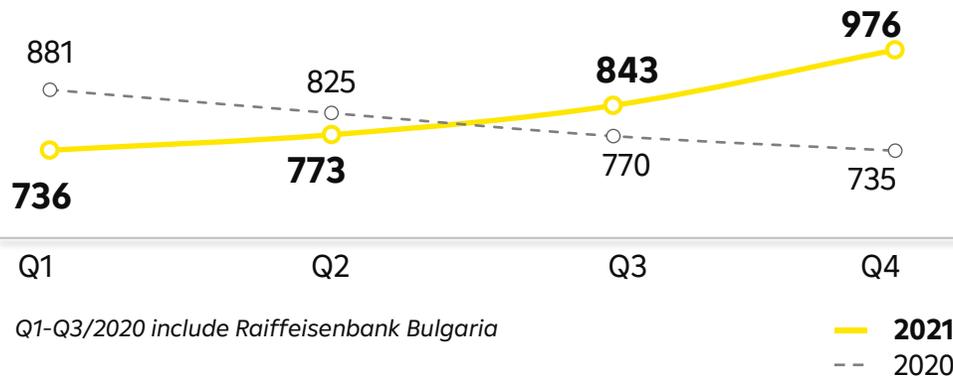
ESG engagement

- RBI has committed to the UN Principles for Responsible Banking: progress in ESG scoring and calculating financed emissions
- First RBI Group green tier 2 issuance and first green issuances in the network in 2021

1-12/2021 Operating Result

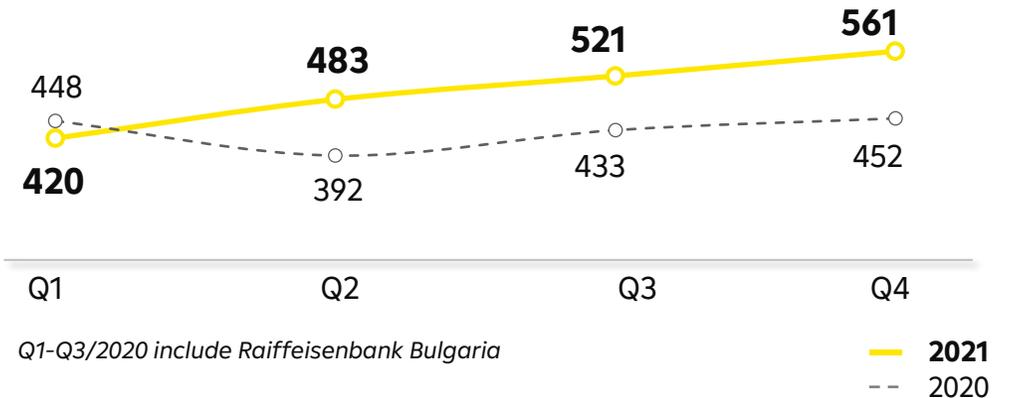
Net interest income 1-12/2021

EUR **3,327** mn ... **up 7%**
(EUR 207 mn) y-o-y



Net fee and commission income 1-12/2021

EUR **1,985** mn ... **up 18%**
(EUR 300 mn) y-o-y



General administrative expenses 1-12/2021

EUR **2,978** mn ... **up 5%**
(EUR 146 mn) y-o-y

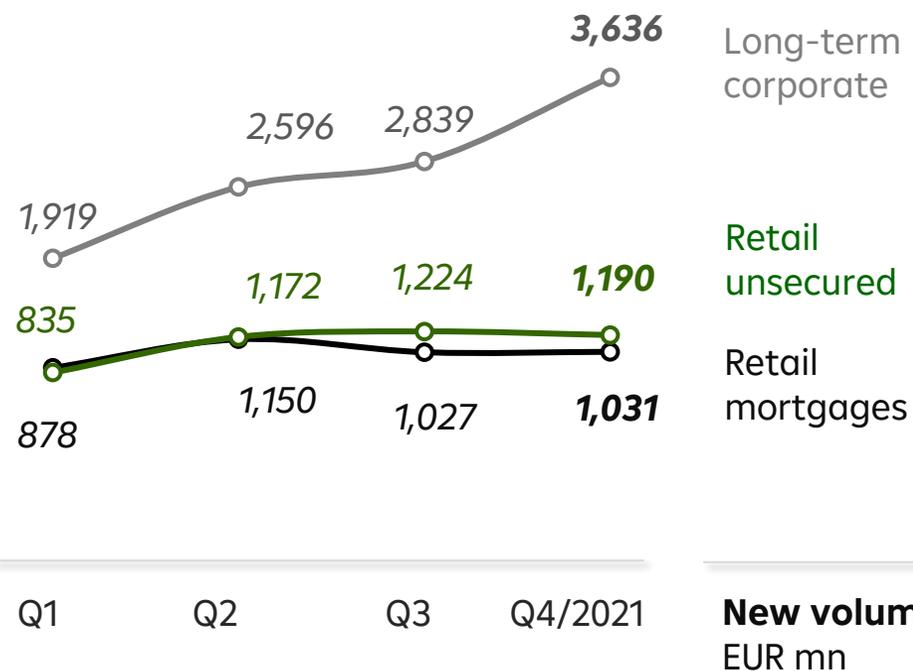
Operating result 1-12/2021

EUR **2,592** mn ... **up 16%**
(EUR 351 mn) y-o-y

Loan Growth and Liquidity

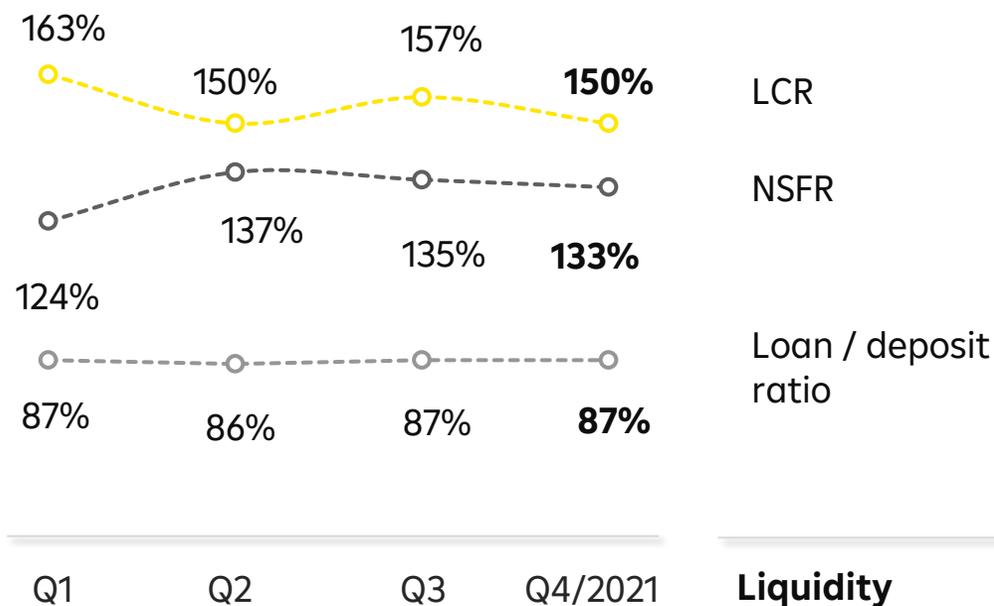
Loans to customers origination (per quarter)

- Origination of retail unsecured loans up 44% and mortgages up 23% vs. 1-12/2020



Liquidity ratios

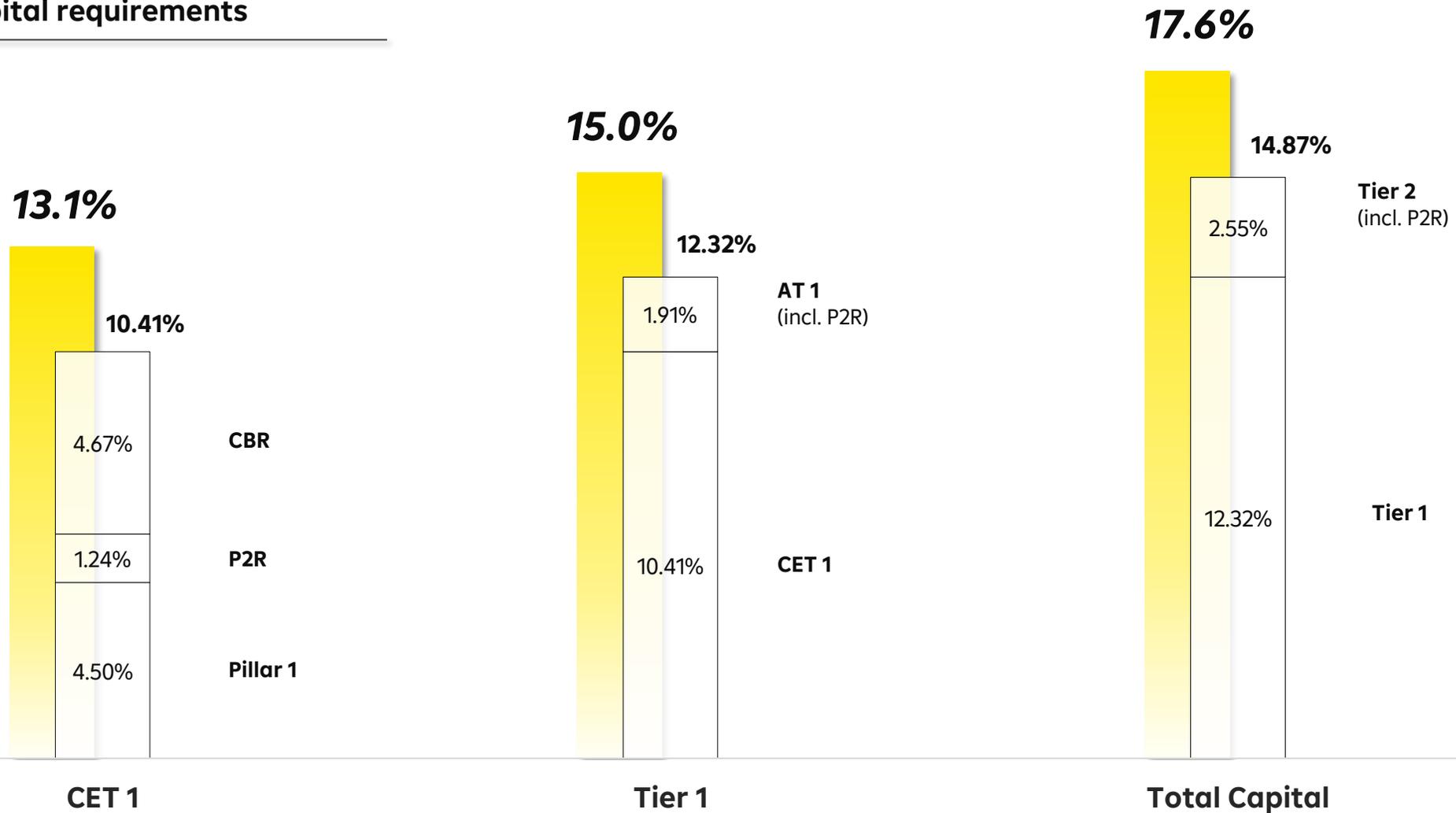
- Ample and stable liquidity across the group
- High share of customer deposits (60%) in Group funding mix



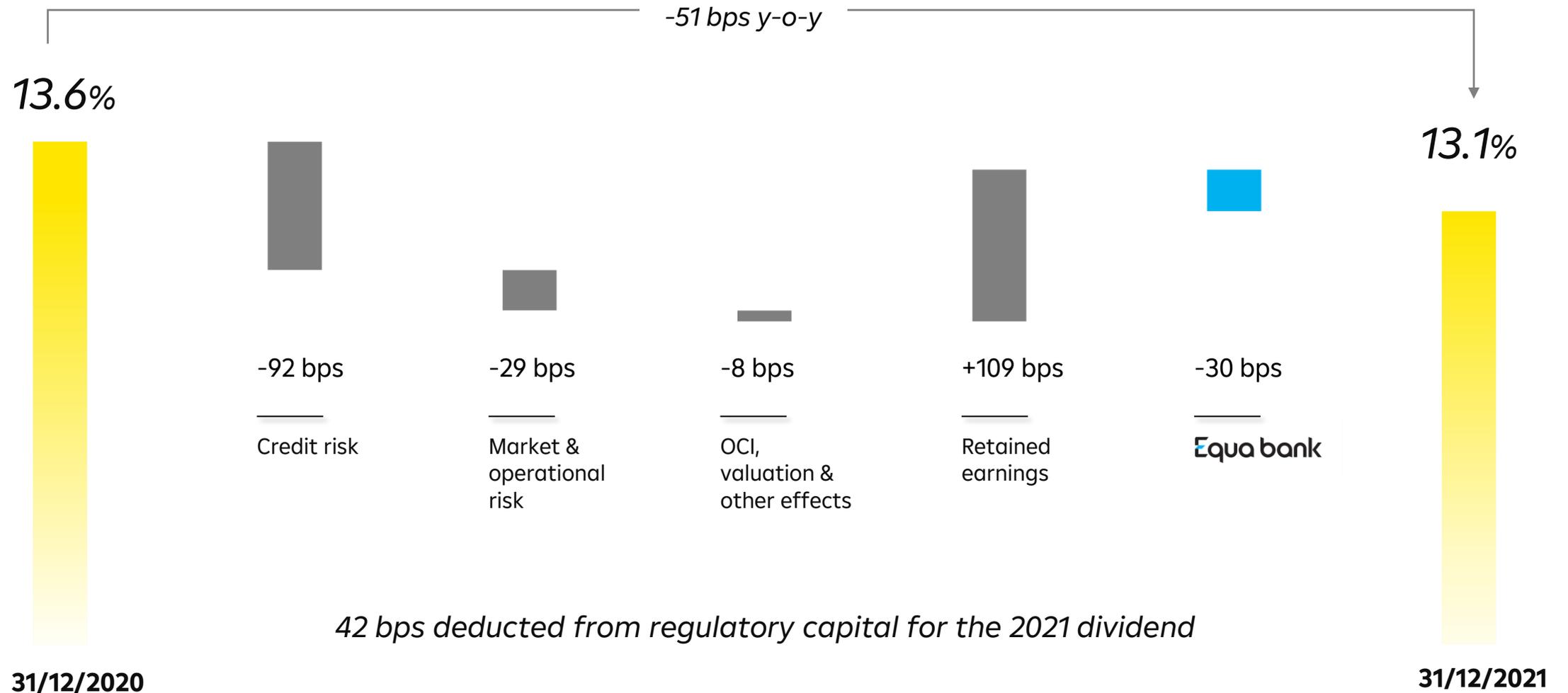
Capital Ratios

Regulatory capital requirements

■ RBI
□ Regulatory



CET 1 Ratio Development 2021



Risk Overview

Provisioning ratio

1-12/2021

30 bps

-37 bps y-o-y

Risk cost

1-12/2021

EUR **295** mn

-51% y-o-y

NPE coverage ratio

1-12/2021

62.5%

+1.0 pp y-o-y

NPE ratio

1-12/2021

1.6%

-28 bps y-o-y

RBI Group

1.6%

-33 bps y-o-y

Central Europe

2.4%

-34 bps y-o-y

Southeastern Europe

1.5%

-64 bps y-o-y

Eastern Europe

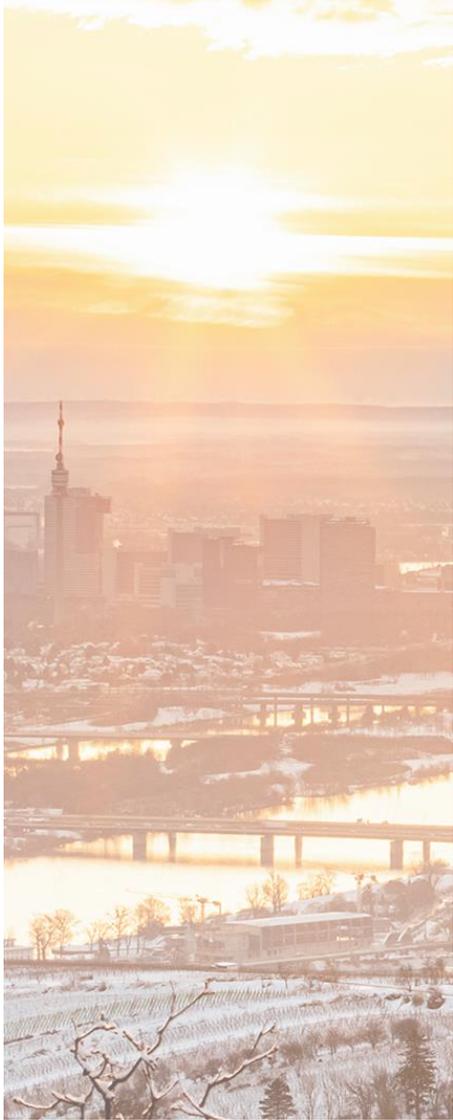
1.5%

-13 bps y-o-y

Group Corporates & Markets

Russia and Ukraine - Update

Russia and Ukraine



- In Ukraine, all essential **banking operations are provided, and branches remain open where possible**. The safety of employees is our primary concern.
- **Eastern European operations are contained.**
- **High liquidity across the Group** and stable liquidity coverage ratios on Group, head office and subsidiaries level.
- **RBI is assessing all strategic options** for the future of Raiffeisenbank Russia, up to and including a carefully managed exit from Raiffeisenbank in Russia.

Raiffeisen Bank Ukraine continues to offer all key banking services to support its customers despite extremely difficult conditions: **The safety of our employees is paramount.**

Bank running, minimum operations, on the condition that there is no danger to the safety of employees or customers

- IT operations all running, ATMs and POS working, majority of branches are open



- Key operations and call center concentrating on work from Western Ukraine with remote work by colleagues across the country

Voluntary payment holidays offered by Raiffeisen Ukraine

- **Retail + SME:** voluntary payment holidays for 1-2 months



- **Corporates:** 2 months voluntary postponements of all payments within existing credit agreements

Hryvnia conversion for people who crossed the border, free ATM withdrawal and account opening

- Hryvnia conversion has already started in Austria and Slovakia, supported by the National Bank of Ukraine
- Other CEE countries to follow soon



- No ATM fees for withdrawal with Ukrainian cards in Czechia, Slovakia, and Romania
- Free and simplified current account opening for Ukrainian refugees in Austria and eight CE/SEE countries

We help

Immediate action
and **continuous**
efforts into fast
and effective
humanitarian
support



Raiffeisen Community: Fundraising, transport, housing, medical and psychological help

- RBI Group has collected around EUR 10 mn in donations to date (e.g., Emergency aid for Ukraine Red Cross, Caritas, and Hilfswerk Österreich).
- We have supported over 800 families of employees from Ukraine so far.
- RBI employees from CE and SEE are volunteering, including hosting, transportation, counseling, assistance at the borders, and donations in kind.

CEE Charity: Fundraising, evacuation, emergency and medical aid

- CEE Charity has been engaged in Ukraine for a long time and is in constant contact with local and international partner organizations, in particular helping children and women.
- Since the outbreak of the war, emergency and medical aid amounting to over EUR 180,000 has been provided, as well as support for the evacuation of orphans from the war regions.

No Spill-over to the Group from Eastern Europe

RBI Group was built to ensure **no spill-over to the rest of the Group even under any extreme scenario:**

Head office **Vienna**



No commitment beyond invested equity and subordinated debt

Subsidiaries **Central and Southeastern Europe**



No exposure to the Russian subsidiary

- **No exposure** to sanctioned counterparties (asset freezes)
- **Insignificant** cross-border exposure to Russia

Contained



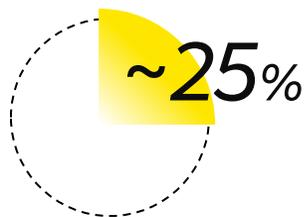
AO Raiffeisenbank **Russia**

Self-funded entirely 

The exposure to Russia is well within the limits which ensure resilience of the group under all possible scenarios

High Liquidity Across the Group, Ratings Confirmed

Treasury Highly liquid treasury assets



As of 25 March 2022:

- Highly liquid treasury assets account for around 25% of Group assets
- An equally high proportion is on the CE and SEE subsidiary balance sheets

High levels Liquidity coverage



Liquidity coverage ratio
Group

As of 29 March 2022:

- Liquidity coverage ratio (LCR) for the Group at 156%
- LCR for head office at 131%
- All subsidiaries have stable LCRs at high levels

S&P Global
Ratings

A-

MOODY'S **A2**

RBI credit ratings affirmed by S&P and Moody's

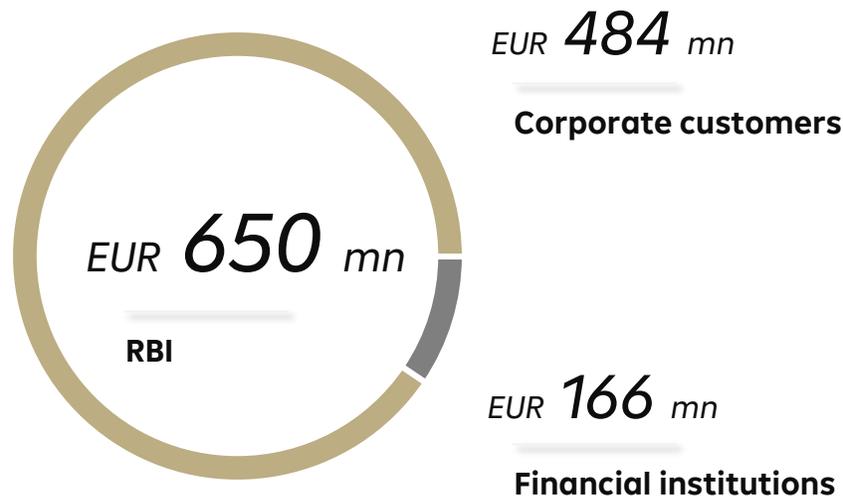
- Rating agencies underscore RBI's and Raiffeisen Banking Group's solid starting position and highlight strong mitigation measures

Sanctioned and Cross-border Exposure

as of 24 March 2022

as of 30 March 2022

Exposure Sanctioned entities



- **Only EUR 137 mn** of this exposure is **booked in head office**, while the remaining amount is predominantly booked in Russia

Exposure Cross-border

RBI's **net cross-border exposure** **EUR 400 mn**
to **Russia risk**

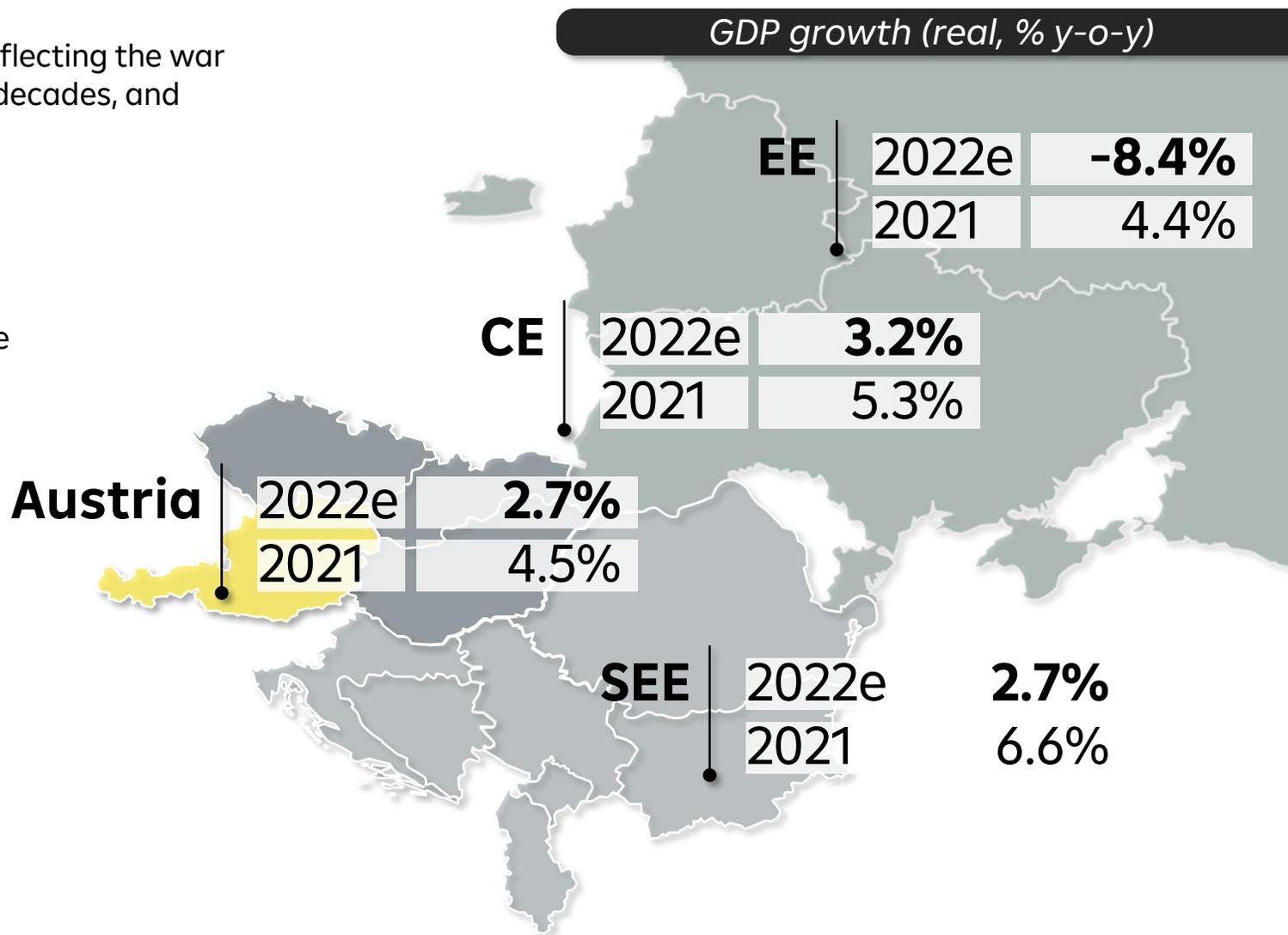
- After consideration of cash, collateral and contingencies available outside of Russia

RBI's **trade finance commitments** **EUR 150 mn**
towards **Raiffeisen Russia**

- Guarantees, confirmed Letter of Credits: this exposure is considered of high quality, as its performance depends on actual trade flows. Half of these guarantees expire or can be cancelled within 6 months.

Macro Outlook

- Economic scenario for 2022 more conservative, reflecting the war in Ukraine, sanctions, price pressure not seen for decades, and likely re-emerging supply chain strains
- Limited impact of Russian sanctions on GDP growth across the region, despite sanctions covering more and economic ties. Nevertheless, energy dependence remains a crucial issue for the euro area and CEE
- Inflation expected to rise amid another surge in supply pressure, both for the euro area and CEE. Beyond the shock in Eastern Europe, inflationary pressures expected to remain highest in Central Europe
- In the first half of 2022, the end of COVID restrictions is expected to lead to a rebound in services sector, initially compensating for the decline in industrial production



Source: RBI/Raiffeisen Research, March 2022

Proposal to Carry Forward Entire Net Profit of 2021

The previously communicated dividend proposal was for EUR 1.15 per share.

Due to the war in Ukraine, the Management Board has decided to propose to **carry forward the entire net profit for the financial year 2021.**

Financial Calendar



26 April 2022	Start of Quiet Period ¹
04 May 2022	First Quarter Report, Conference Call
25 July 2022	Start of Quiet Period ¹
02 August 2022	Semi-Annual Report, Conference Call
25 October 2022	Start of Quiet Period ¹
03 November 2022	Third Quarter Report, Conference Call

¹Quiet Period: period before the publication of the quarterly financial statements. During these periods we do not hold investor or analyst meetings

2nd Agenda Item

Resolution on the utilization of net profit, as shown in the annual financial statements as at 31 December 2021.

3rd Agenda Item

Resolution on the report on the remuneration of members of the Management Board and the Supervisory Board in the 2021 financial year (Remuneration Report 2021).

4th Agenda Item

Resolution on the release of the members of the Management Board from liability for the 2021 financial year.

5th Agenda Item

Resolution on the release of the members of the Supervisory Board from liability for the 2021 financial year.

6th Agenda Item

Appointment of an auditor (bank auditor) for the audit of the annual financial statements and consolidated financial statements for the 2023 financial year.

7th Agenda Item

Elections to the Supervisory Board.

8th Agenda Item

Resolution to authorize the purchase and, if applicable, the retirement of own shares pursuant to sec. 65 para. 1 sub-para. 8 as well as para. 1a and para. 1b of the Stock Corporation Act and in connection therewith the authorization of the Management Board, subject to the consent of the Supervisory Board, to exclude shareholders' tender rights and authorization, with the consent of the Supervisory Board, to sell own shares by other means than on the stock exchange or through a public offering with exclusion of shareholders' subscription rights.

9th Agenda Item

Resolution on the authorization to acquire own shares pursuant to sec. 65 para. 1 sub-para. 7 of the Stock Corporation Act for the purposes of securities trading.

10th Agenda Item

Resolution on the amendment to Articles 2 and 19 of the Articles of Association.

Disclaimer

Certain statements contained herein may be statements of future expectations and other forward-looking statements about Raiffeisen Bank International AG ("RBI") and its affiliates, which are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, words such as "may", "will", "should", "expects", "plans", "contemplates", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions typically identify forward-looking statements.

By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. As such, no forward-looking statement can be guaranteed. Undue reliance should not be placed on these forward-looking statements. Many factors could cause our results of operations, financial condition, liquidity, and the development of the industries in which we compete, to differ materially from those expressed or implied by the forward-looking statements contained herein.

These factors include, without limitation, the following: (i) our ability to compete in the regions in which we operate; (ii) our ability to meet the needs of our customers; (iii) our ability to leverage synergies from acquisitions, cost reduction programs or other projects; (iv) uncertainties associated with general economic conditions particularly in CEE; (v) governmental factors, including the costs of compliance with regulations and the impact of regulatory changes; (vi) the impact of currency exchange rate and interest rate fluctuations; and (vii) other risks, uncertainties and factors inherent in our business.

This presentation contains financial and non-financial information and statistical data relating to RBI. Such information and data are presented for illustrative purposes only. Subject to applicable

securities law requirements, we disclaim any intention or obligation to update or revise any forward-looking statements set forth herein, whether as a result of new information, future events or otherwise.

This document is for information purposes only and shall not be treated as giving any investment advice and/or recommendation whatsoever. This presentation and any information (written or oral) provided to you does not constitute an offer of securities, nor a solicitation for an offer of securities, nor a prospectus or advertisement or a marketing or sales activity for such securities. Neither the shares of RBI nor securities issued by any subsidiary of RBI have been registered under the U.S. Securities Act of 1933 (the "Securities Act") nor in Canada, U.K. or Japan. No securities may be offered or sold in the United States or in any other jurisdiction, which requires registration or qualification, absent any such registration or qualification or an exemption therefrom. These materials must not be copied or otherwise distributed to "U.S. persons" (according to the definition under Regulation S of the Securities Act as amended from time to time) or publications with general circulation in the United States. The circulation of this document may be restricted or prohibited in certain jurisdictions.

For the United Kingdom: This presentation and related material (these "Materials") are for distribution only to persons who are members of RBI falling within Article 43(2) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order") or who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Promotion Order, (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to

be communicated (all such persons together being referred to as "relevant persons"). These Materials are directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which these Materials relate is available only to relevant persons and will be engaged in only with relevant persons.

Figures shown in the presentation are based on figures disclosed in the annual report (for this presentation, numbers in the annual report have been adjusted to reflect impact from FINREP implementation) as well as the interim reports of RBI. However, figures used in this document have been rounded, which could result in percentage changes differing slightly from those provided in such reports.

We have diligently prepared this presentation. However, rounding, transmission, printing, and typographical errors cannot be ruled out. None of RBI, any of its affiliates, advisors or representatives shall be responsible or liable for any omissions, errors or subsequent changes which have not been reflected herein and accept no liability whatsoever for any loss or damage howsoever arising from any use of this document or its content or third party data or otherwise arising in connection therewith.