

Raiffeisen Bank International

Q3 2019 Results – 14 November 2019

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01

**Executive
Summary**

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02

Financials

03

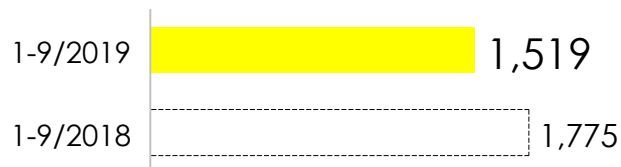
Risk Management

04

Appendix

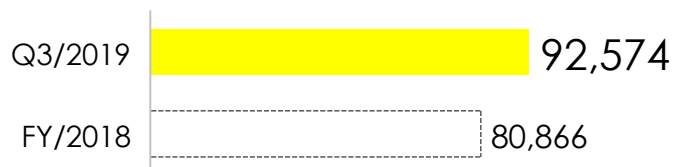
Executive Summary 1-9/2019

Operating Result (in EUR mn)



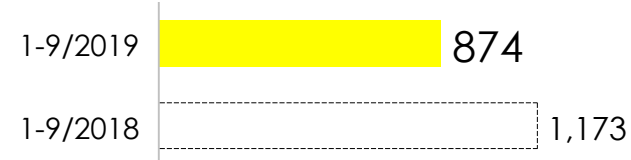
- NII up ~8 % y-o-y excluding Poland¹; improved in most countries
- Net fee and commission income up ~7 % y-o-y excluding Poland
- Negative impact from valuation losses with no economic effect over portfolio lifetime

Loans to Customers (in EUR mn)



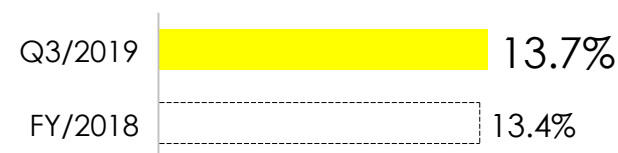
- Strong loan growth across the Group driven by GC&M, Russia, Slovakia and Czech Republic
- 4.6% loan growth in Q3/2019, driven by GC&M, Russia and Romania

Consolidated Profit (in EUR mn)



- Risk costs remain low despite recognition of new EBA default definition
- Other result improved following negative Poland deconsolidation effect in 2018

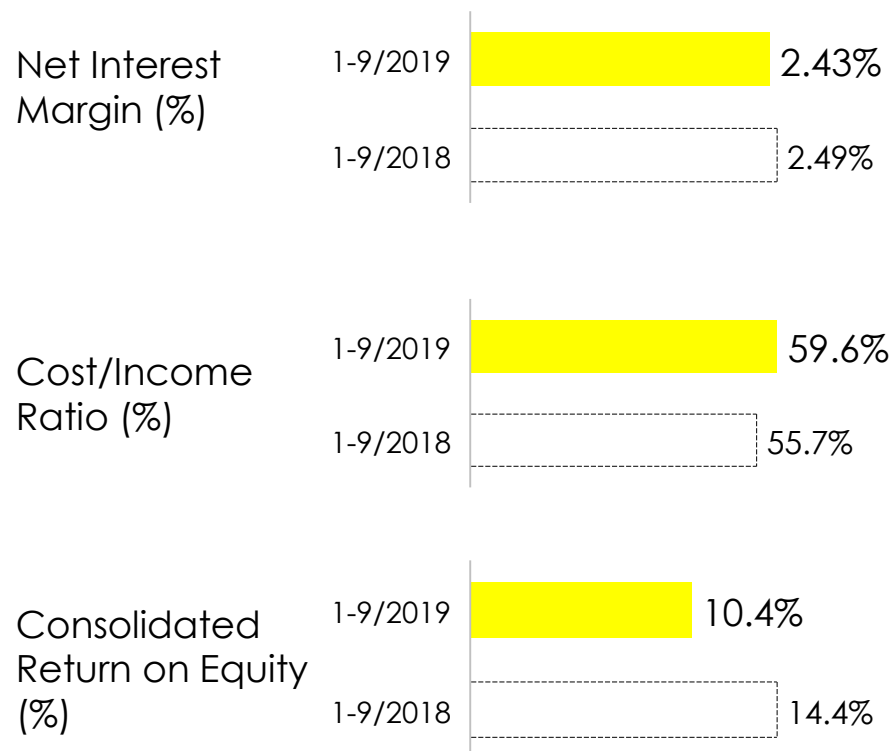
CET1 Ratio



- CET 1 ratio well above target level, partly supported by FX movements
- Pro forma, including 33 bps from Q3/2019 results

1) Core banking operations in Poland were sold in October 2018

Financial Performance 1-9/2019



- **NIM** down y-o-y reflecting higher repo and money market volumes in GC&M; improved 5 bps q-o-q to 2.46% in Q3/2019

- **Cost/income ratio** affected by negative valuation results and higher staff expenses

Operating Income

	y-o-y	q-o-q
EUR 3,764 mn	(6.0%)	1.8%

Net Interest Income

	y-o-y	q-o-q
EUR 2,531 mn	0.5%	3.2%
<i>excl. Poland</i>	8.4%	

Fee Income

	y-o-y	q-o-q
EUR 1,307 mn	(1.3%)	7.0%
<i>excl. Poland</i>	6.9%	

General Admin. Expenses

	y-o-y	q-o-q
EUR (2,245) mn	0.7%	(3.3%)
<i>excl. Poland</i>	9.3%	

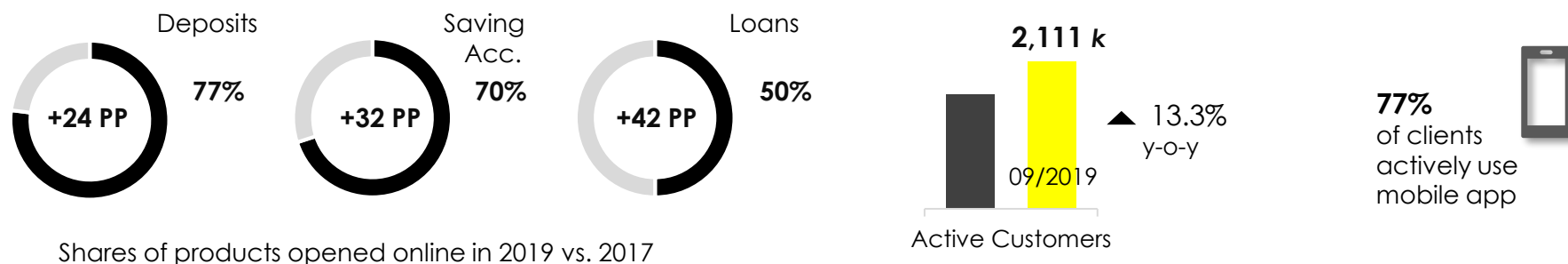
Provisioning Ratio

	y-o-y	q-o-q
13 bps	22 bps	31 bps

- **General admin. expenses** impacted by wage inflation in most markets and higher FTE's, mainly in Russia and head office

Digital Excellence in Russian Retail Banking

① Customers increasingly moving to digital channels as active customer base continues to grow



② Digital Cities



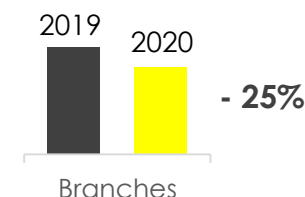
Digital service model operating in over 100 cities without branches



Remote delivery team managing logistics

③ Branch Strategy 2020

- 30% less branch traffic in the network y-o-y at 08/2019
- Rebalancing sales and service model**, maintaining highly efficient branch network



④ Investment in innovation is paying off

- High-tech remote service model** and technological development of the contact center and branches
- Investments in digital services have almost doubled in 2019** and will continue to grow in 2020

Increase in mobile operations 2019 vs. 2017:

- Internal transfers **x 8.0**
- C2C transfers **x 4.0**
- C2C between client cards **x 1.4**
- Payment services **x 2.0**

Growing GAMS Corporate Customers and Revenues

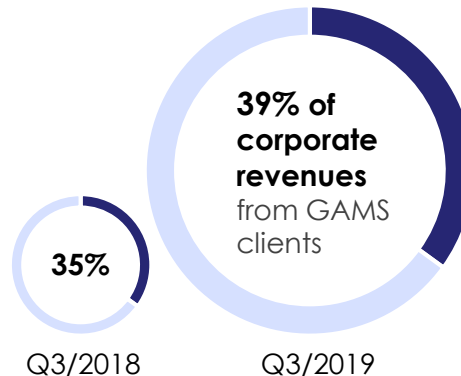
① Revenue contribution from GAMS clients is increasing

778 GAMS clients

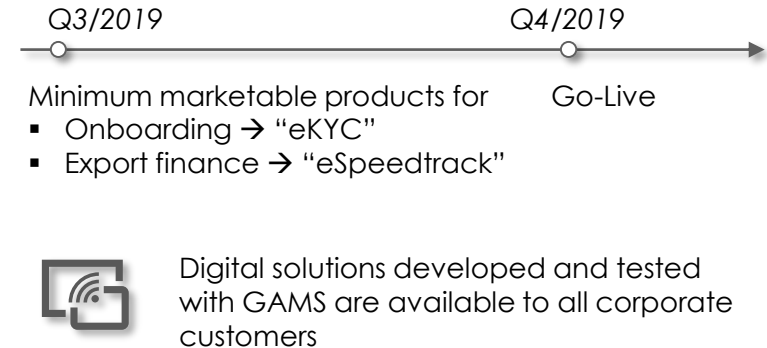
... which are active in more than one market. GAMS clients are active in 4 countries on average

Above average gross revenue generation

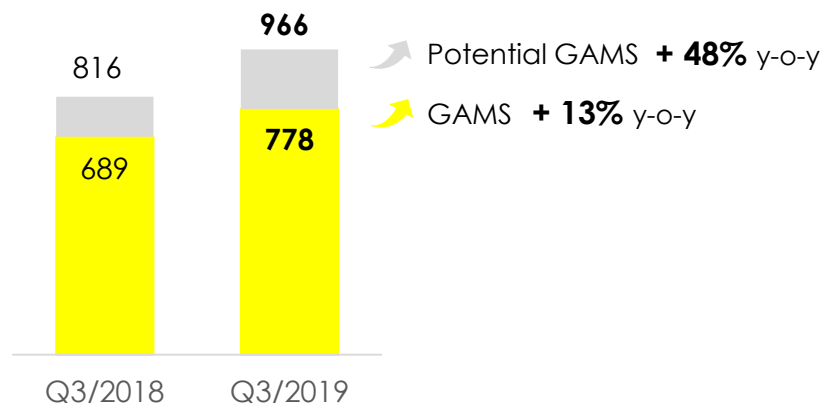
... in GAMS segment (~300 clients with gross revenue > EUR 0.5 mn p.a.)



② Digital Offerings for GAMS



③ The GAMS customer base is growing



④ Applying synergies to other customers

GAMS customers are an important pillar of our business.

We aim to increase the wallet-share of existing GAMS customers and develop new GAMS customers by

- helping customers doing cross-border business within RBI Group
- applying best practices from our GAMS concept to "local champions"
- harmonizing our product & service offerings
- developing cross-border product solutions

Development of Real GDP (%)

Country	2018	2019e	2020f	2021f
CE				
Czech Republic	2.9	2.5	2.0	1.8
Hungary	5.1	4.4	2.8	3.2
Poland	5.2	4.5	3.3	3.2
Slovakia	4.1	2.6	2.0	2.5
Slovenia	4.1	2.5	1.8	2.2
CE	4.5	3.8	2.8	2.8
SEE				
Albania	4.1	3.5	2.3	2.5
Bosnia & Herz.	3.6	2.2	1.9	2.3
Bulgaria	3.1	3.5	2.5	2.9
Croatia	2.6	2.8	2.5	1.8
Kosovo	4.1	4.1	2.7	3.0
Romania	4.1	4.0	3.0	2.0
Serbia	4.3	3.0	2.5	2.0
SEE	3.7	3.6	2.7	2.1
EE				
Belarus	3.1	1.5	1.8	1.5
Russia	2.3	1.2	1.6	1.3
Ukraine	3.3	3.3	3.3	3.5
EE	2.4	1.4	1.7	1.5
Austria	2.4	1.3	0.8	1.4
Germany	1.5	0.5	0.3	1.2
Euro area	1.9	1.1	0.5	1.2

Source: RBI/Raiffeisen Research as of November 2019

General Market Trends

- **Weakness of euro area** and especially German industry continues, while domestically orientated sectors show resilience. Stabilization of industrial sector expected in H1 2020 following improvement of external environment, translating into higher growth in H2 2020
- **Central Europe is decoupling from German industrial weakness** (for now), with the exception of Slovakia, including in the automotive industry. CE business cycle has slowed only moderately so far, thanks to strong domestic demand and limited spill-over from Germany. Industry weakness remains the most important risk factor for CE growth however
- **In Eastern Europe**, growth in Russia has been weaker in 2019 in part due to low investment and consumer demand. There remains potential for a modest recovery on the back of national projects investments. Ukraine could continue to grow above 3% in the future, as a new IMF program is expected
- **Interest rates: CE/SEE interest rate environment to remain accommodative**, given dovish Fed and ECB and diminishing inflation pressure. In Russia and Ukraine, central banks cut key rates faster than anticipated from high levels, given falling inflation and improved external risk factors
- **Banking sector earnings dynamics are positive** in key CEE markets, incl. Russia and Ukraine, for the rest of 2019; first signs of cooling down of mortgage/retail lending dynamics in Czech Republic and Slovakia on the back of regulatory tightening

Outlook and Targets

Loan Growth

We will pursue loan growth with an average yearly percentage increase in the mid-single digit area

Risk Costs

The provisioning ratio for FY 2019 is expected to be below 45 basis points

Asset Quality

We anticipate that the NPE ratio will further reduce

Cost / Income Ratio

We aim to achieve a cost/income ratio of around 55 per cent in 2021

Profitability

In the coming years we target a consolidated return on equity of approximately 11 per cent

CET 1 Ratio

We seek to maintain a CET1 ratio of around 13 per cent in the medium term

Payout Ratio

Based on this target, we intend to distribute between 20 and 50 per cent of the consolidated profit



01

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Summary

02

Financials

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03

Risk Management

04

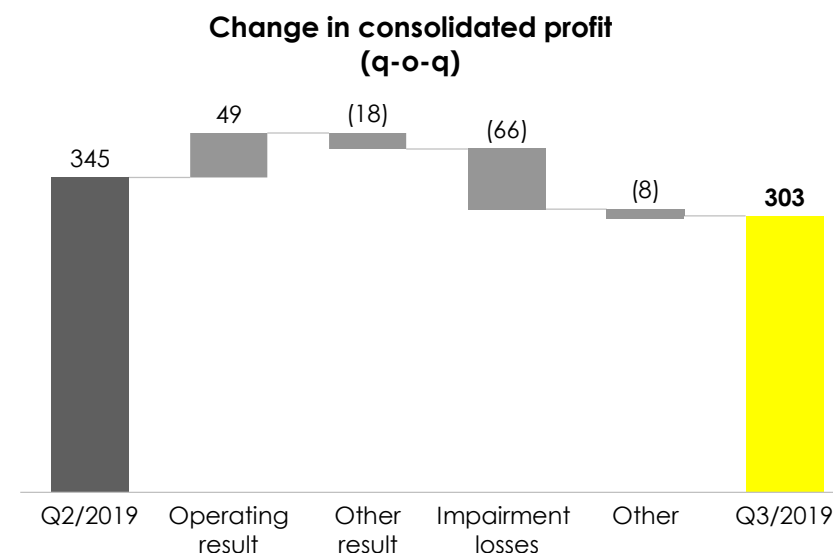
Appendix

Key Financials

Profitability (in EUR mn)	Q3/2019	Q2/2019	q-o-q	Q3/2018
Net interest income	866	840	3.2%	856
Net fee and commission income	468	437	7.0%	455
Operating income	1,299	1,276	1.8%	1,334
General administrative expenses	(748)	(773)	(3.3%)	(734)
Operating result	552	503	9.7%	600
Impairment losses on financial assets	(68)	(2)	>500.0%	(28)
Other result	(7)	10	–	7
Profit/loss before tax	465	494	(5.8%)	563
Profit/loss after tax	341	384	(11.1%)	452
Consolidated profit/loss	303	345	(12.3%)	417

Financial position	30/9/2019	30/6/2019	q-o-q	31/12/2018
Total assets	150,805	148,630	1.5%	140,115
RWA (total)	77,816	75,620	2.9%	72,672
Loans to customers	92,574	88,508	4.6%	80,866
Deposits from customers	90,701	90,161	0.6%	87,038
Equity	13,344	12,920	3.3%	12,413

Capital Ratios (incl. YTD results)	30/9/2019	30/6/2019	q-o-q	31/12/2018
Common equity tier 1 ratio	13.7%	13.8%	(0.0 PP)	13.4%
Tier 1 capital ratio ¹	15.3%	15.4%	(0.1 PP)	15.0%
Total capital ratio ¹	17.9%	18.0%	(0.1 PP)	18.3%



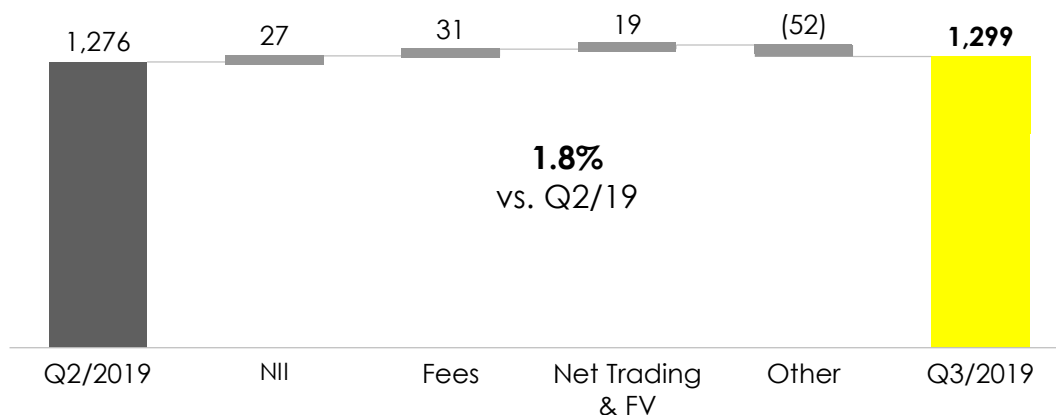
- Operating result improvement driven by higher net fee and commission and net interest income
- Impairment losses up EUR 66 mn mainly from recognition of new EBA default definition and higher provisioning in Czech Republic and Hungary
- Further growth in loans to customers in Q3/2019, supported by GC&M and Russia

1) Transitional

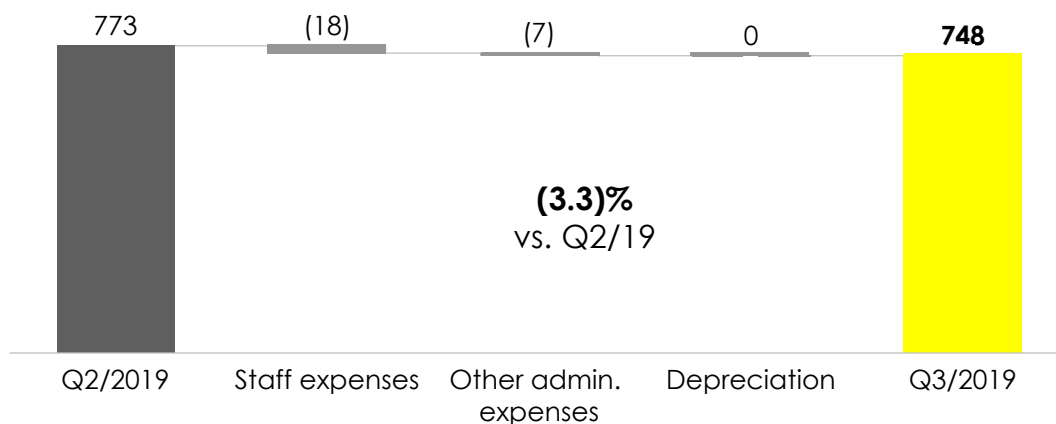
Operating Result

In EUR mn

Operating income

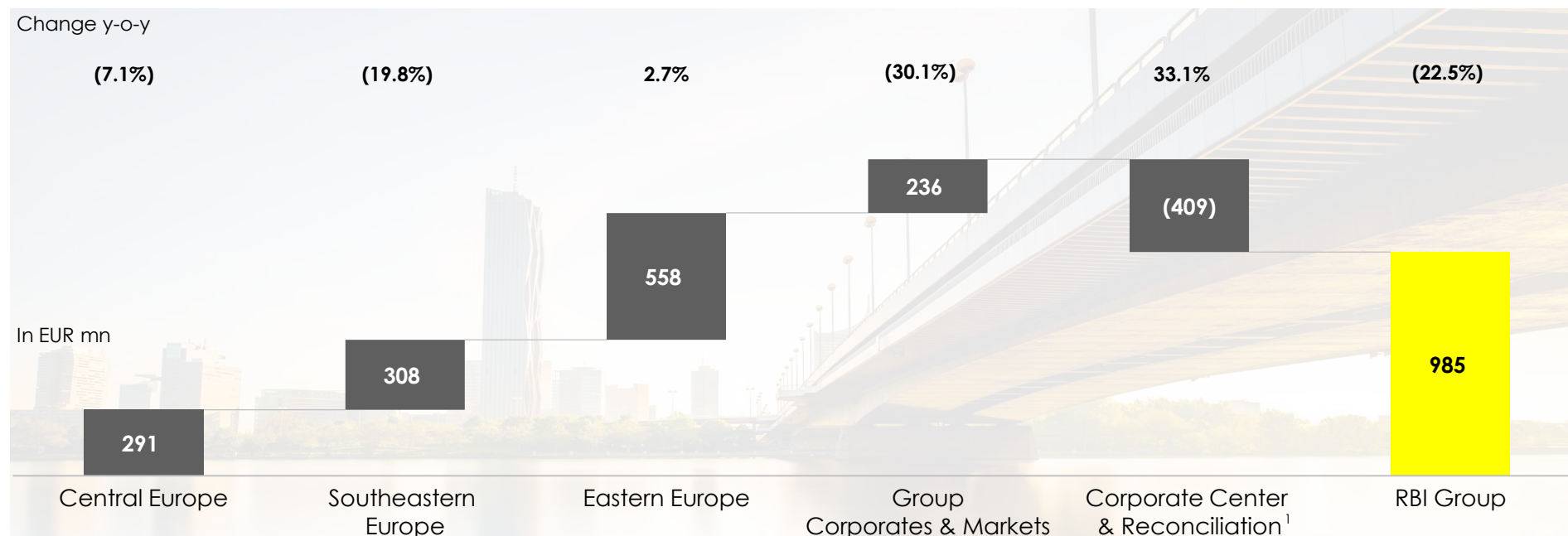


General administrative expenses



- **Net interest income** up EUR 27 mn, mainly due to higher volumes and RUB appreciation
- **NIM** up 5 bps q-o-q to 2.46%, driven by Romania (up 16 bps), Czech Republic (up 8 bps) and Russia (up 3 bps) while decline in Serbia (down 17 bps) and Ukraine (down 44 bps)
- **Net fee and commission income** up EUR 31 mn from higher volumes in payment services and FX business, mainly in Russia, Ukraine and Croatia
- **Net trading income and fair value result** up EUR 19 mn, benefiting from further implementation of hedge accounting and valuation changes (loans and FX)
- **Other net operating income** down EUR 39 mn mainly from allocation of litigation provisions in Romania whereas Q2 included provision releases in Czech Republic
- **Staff expenses** improved EUR 18 mn, driven by release of vacation accrual in Q3 whereas Q2 included a restructuring provision (EUR 10 mn)

Distribution of Profit after Tax – Q3/2019



- Czech Republic
- Hungary
- Slovakia
- Poland
- Slovenia (Leasing)

- Albania
- Bosnia & Herzegovina
- Bulgaria
- Croatia
- Kosovo
- Romania
- Serbia

- Belarus
- Russia
- Ukraine

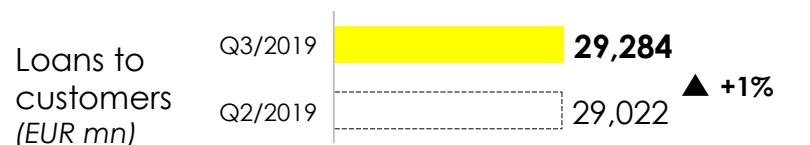
- Corporates Vienna
- Markets Vienna
- FI & Sovereigns
- Specialized FI Subsidiaries²

- Group Treasury
- Minority holdings
- Group overhead

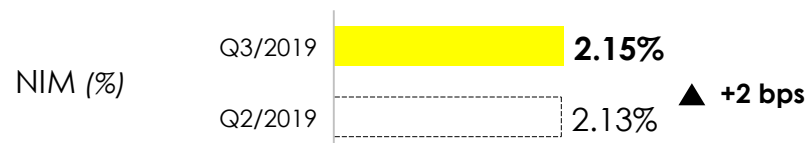
1) Due to the mostly internal nature of Corporate Center, amount netted with Reconciliation for illustrative purposes

2) Includes: Raiffeisen Leasing, Raiffeisen Centrobank, Raiffeisen Capital Management, Kathrein Privatbank, Raiffeisen Factorbank, Raiffeisen Bausparkasse

Central Europe Q3/2019

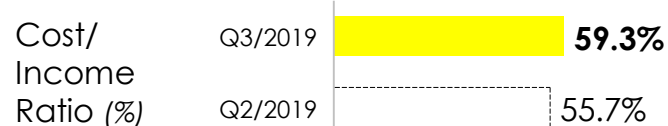





- Steady loan growth in CE while NIM further improved in Czech Republic and declined slightly in Slovakia



- Risk costs reflect fewer releases in Czech Republic and Hungary

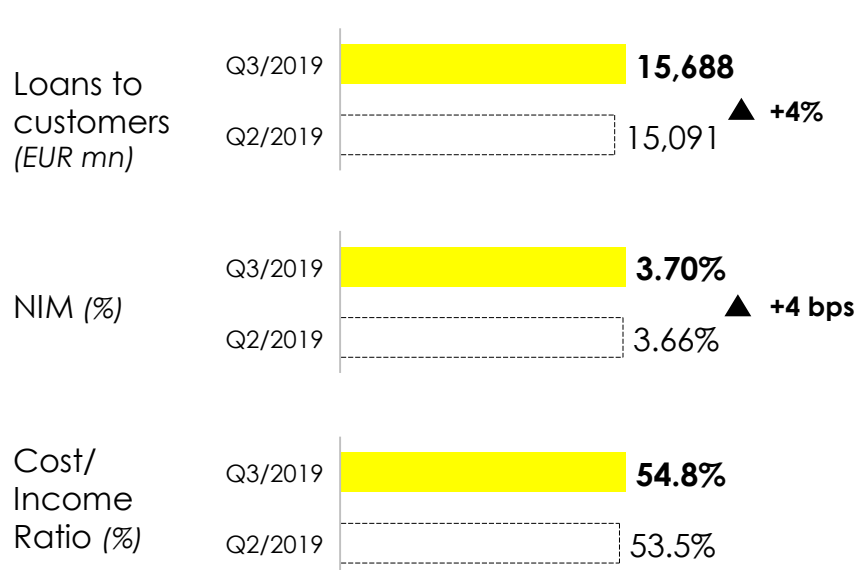
- Global Finance recognized Tatra Banka (Slovakia) as the Most Innovative Consumer Digital Bank in the World for 2019



			
Q3/2019	Czech Republic	Hungary	Slovakia
Profit after Tax (EUR mn)	41.0	13.9	33.2
change q-o-q	(50.4%)	(63.6%)	(6.0%)
RoE after Tax	12.1%	8.1%	10.5%
NIM	2.48%	1.86%	2.21%
Loan growth	0.6%	0.4%	2.1%
Provisioning	26 bps	(18) bps	23 bps



Southeastern Europe Q3/2019



- Loans up 4% q-o-q driven by Romania, Serbia and Bulgaria
- NIM stable overall, up 16 bps in Romania but down 17 bps in Serbia
- Uptick in provisioning due to lower releases, and recognition of new EBA default definitions



Albania



Bosnia and Herzegovina



Bulgaria



Croatia



Kosovo



Romania

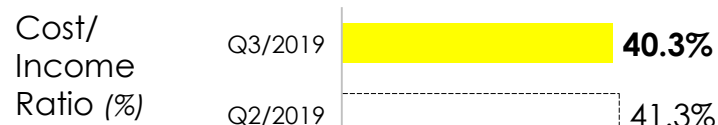
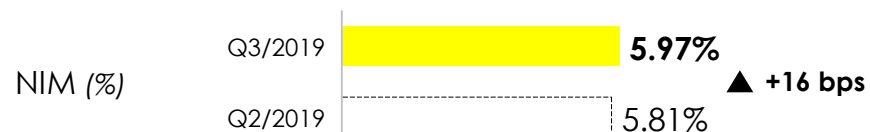
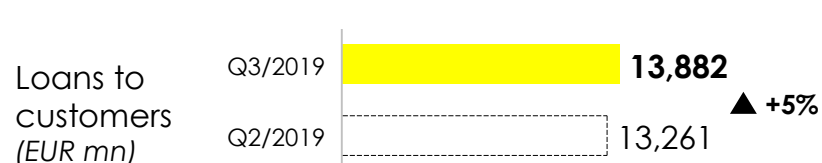


Serbia

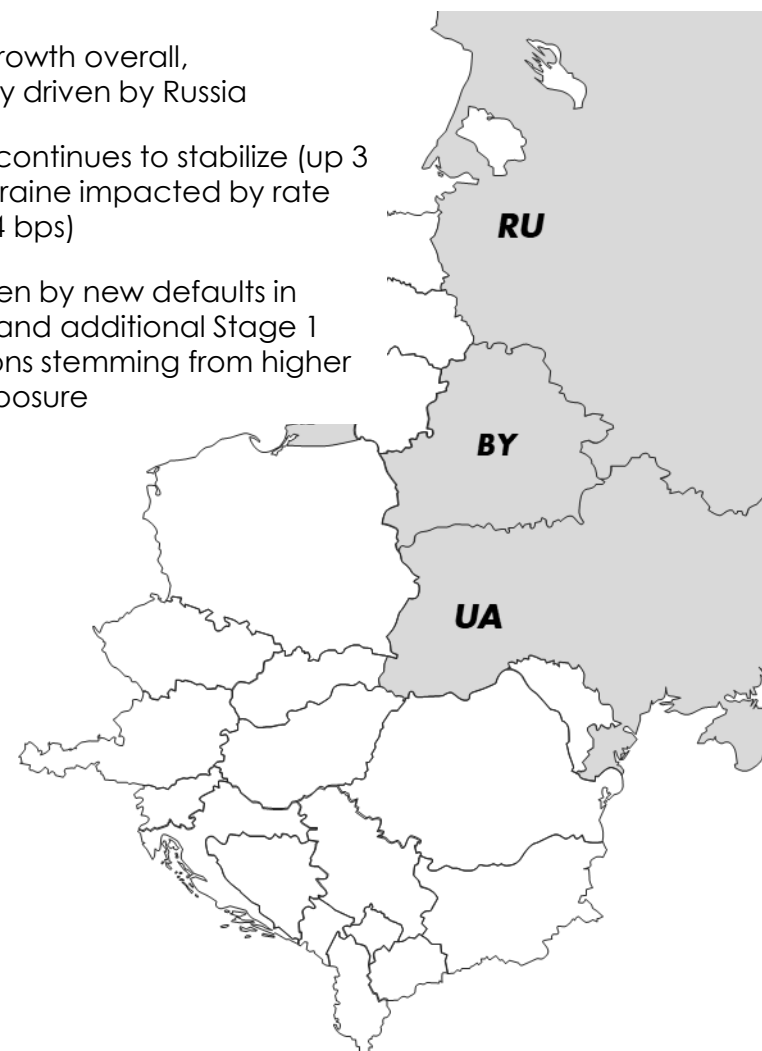
Q3/2019




	Albania	Bosnia and Herzegovina	Bulgaria	Croatia	Kosovo	Romania	Serbia
Profit after Tax (EUR mn)	4.4	0.0	22.4	10.9	5.5	33.2	12.8
change q-o-q	(61.8%)	–	(11.5%)	(22.6%)	12.6%	(3.6%)	(0.7%)
RoE after Tax	7.7%	–	21.1%	6.7%	18.7%	15.3%	10.5%
NIM	3.30%	3.14%	2.84%	2.84%	4.83%	4.63%	3.71%
Loan growth	2.6%	(1.6%)	5.5%	2.8%	(0.6%)	4.7%	8.2%
Provisioning	186 bps	365 bps	(11) bps	121 bps	104 bps	35 bps	121 bps

Eastern Europe Q3/2019

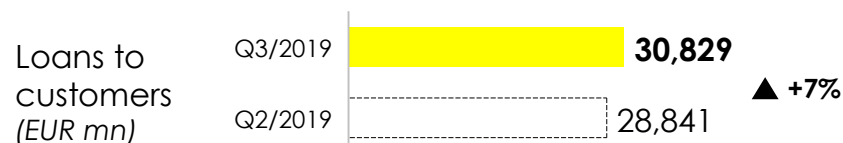


- Strong loan growth overall, predominantly driven by Russia
- NIM in Russia continues to stabilize (up 3 bps), while Ukraine impacted by rate cuts (down 44 bps)
- Risk costs driven by new defaults in Russian retail and additional Stage 1 and 2 provisions stemming from higher corporate exposure



			
Q3/2019	Russia	Ukraine	Belarus
Profit after Tax (EUR mn)	130.0	43.5	19.1
change q-o-q	1.4%	(3.5%)	30.4%
RoE after Tax	24.3%	45.0%	20.3%
NIM	5.10%	10.81%	5.93%
Loan growth	4.5%	7.3%	2.7%
Provisioning	69 bps	115 bps	(36) bps

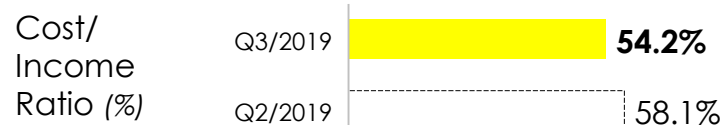
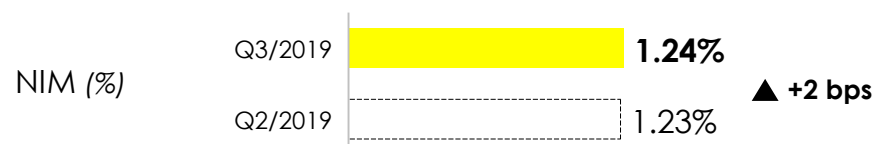
Group Corporates & Markets Q3/2019



- Loan growth driven by lending to corporates and project finance (up EUR 0.8 bn) and short-term business

- NIM broadly stable (up 2 bps)

- Provisioning improved with few new cases and further releases



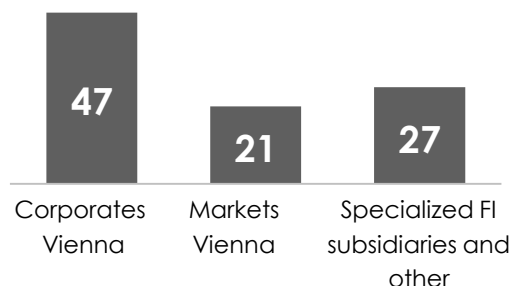
~ 79% of GC&M net exposure¹ is to Austria and Western Europe



Q3/2019

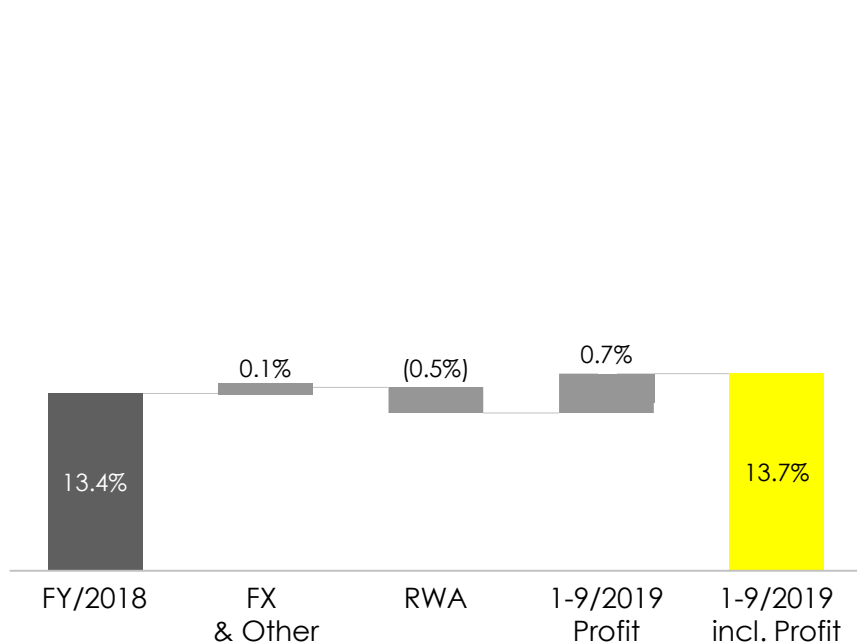
Profit after Tax (EUR mn)	95.5
change q-o-q	11.8%
RoE after Tax	10.1%
NIM	1.24%
Loan growth	6.9%
Provisioning	9 bps

Profit after tax EUR 96 mn



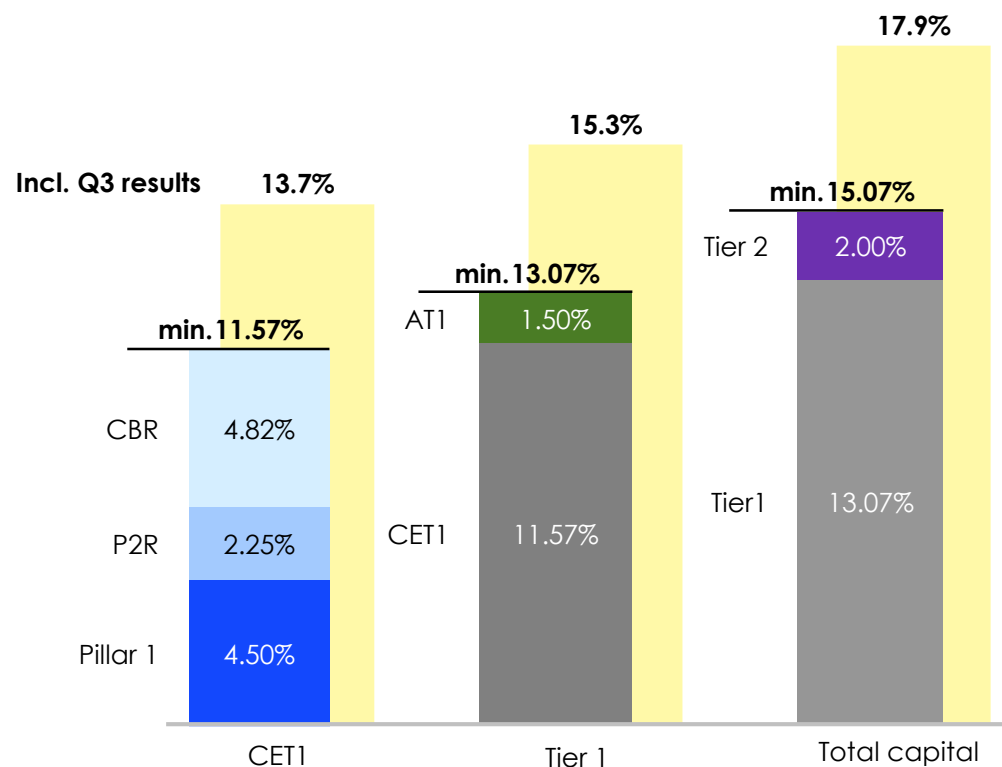
1) Net Exposure: gross exposure after applying credit conversion factors and net of collateral values

Capital Ratios well above Requirements



CET1 development in 2019

- Positive 11 bps impact from FX movements
- 48 bps impact YTD from RWA increase mainly due to credit risk (loan growth), while operational risk stable and market risk decreased



2019 regulatory requirements

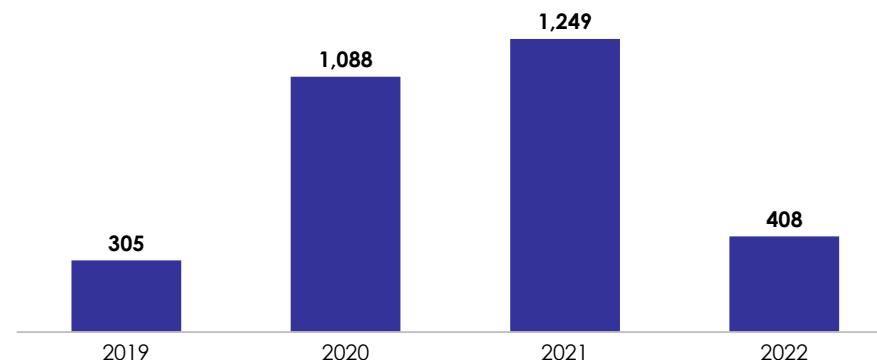
- 2019 SREP **P2R of 2.25%, and P2G of 1.0%** (unchanged from 2018), no changes expected for 2020
- Buffer to MDA trigger is 1.84%
- Available distributable items (ADI) of EUR 7,274 mn as of 30/9/2019

Funding and Liquidity

Funding Structure (30/09/2019)

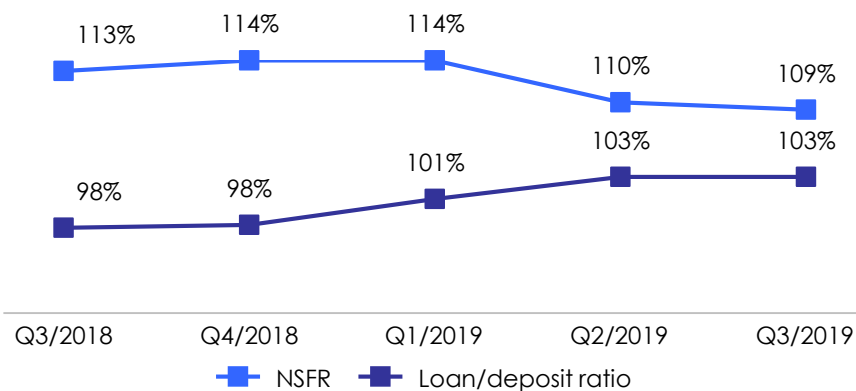
- 57% of Group funding from customer deposits (households and non-financial corporations). Customer deposit inflow remained strong with high stickiness despite low interest rates
- 18% of Group funding is long-term wholesale funding
- Funding structure is diversified in order to limit the dependency on single funding sources. Funds are raised by RBI AG and directly by subsidiaries across the network

Upcoming Senior Maturities¹ (in EUR mn)

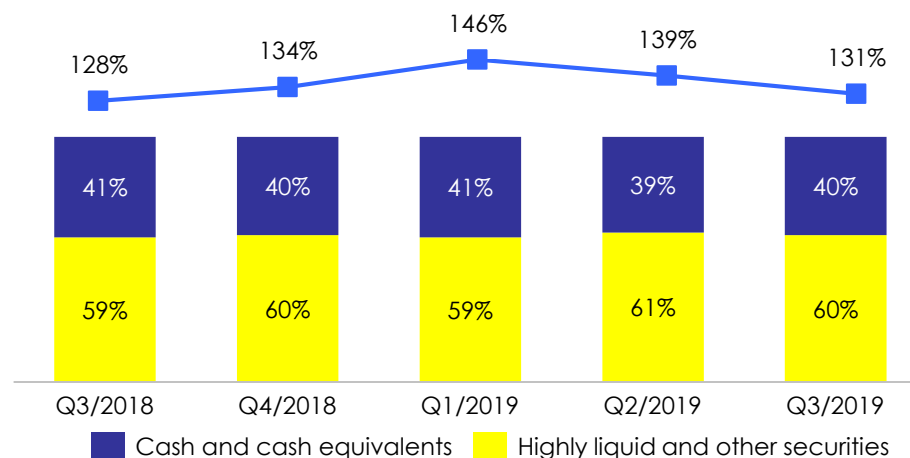


1) Excluding covered bonds

NSFR and Loan/Deposit Ratio



LCR Development



01

Executive
Summary

02

Financials

03

Risk Management

**HANNES
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04

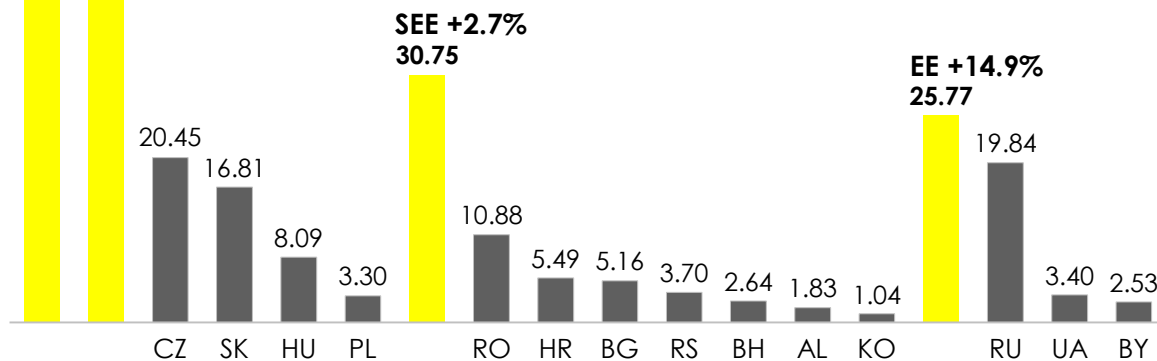
Appendix

Total Exposure and Credit Portfolio Development

Total exposure by segments, in EUR bn, Δ YTD

Total RBI Group: EUR 186.1 bn, +6.8%

GC&M +9.5%
80.90
48.66

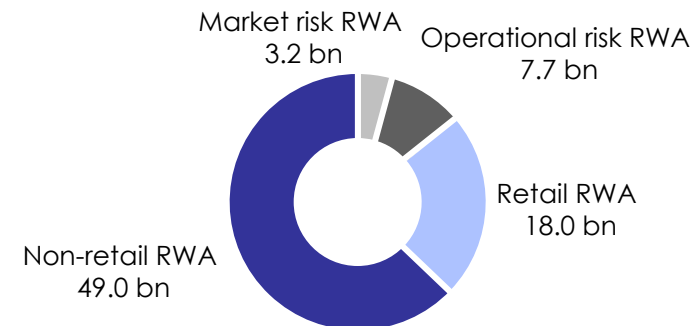


RWA Development YTD

- Non-retail credit risk RWA** increased by 11.0% mainly from Russia, GC&M, and Ukraine (UAH appreciated 21% vs. EUR)
- Retail credit risk RWA** increased by 5.5% mainly from Russia, Czech Republic and Bulgaria – mainly from mortgage loans
- Operational risk RWA** stable, **Market risk RWA** decreased by 16.8% due to smaller FX positions (Polish sale, UAH)
- Russia** exposure and RWA increase driven by business growth in corporate and retail as well as RUB appreciation (13% vs EUR) partly offset by rating upgrade at Moody's

RWA by category & segment, in EUR bn, Δ YTD

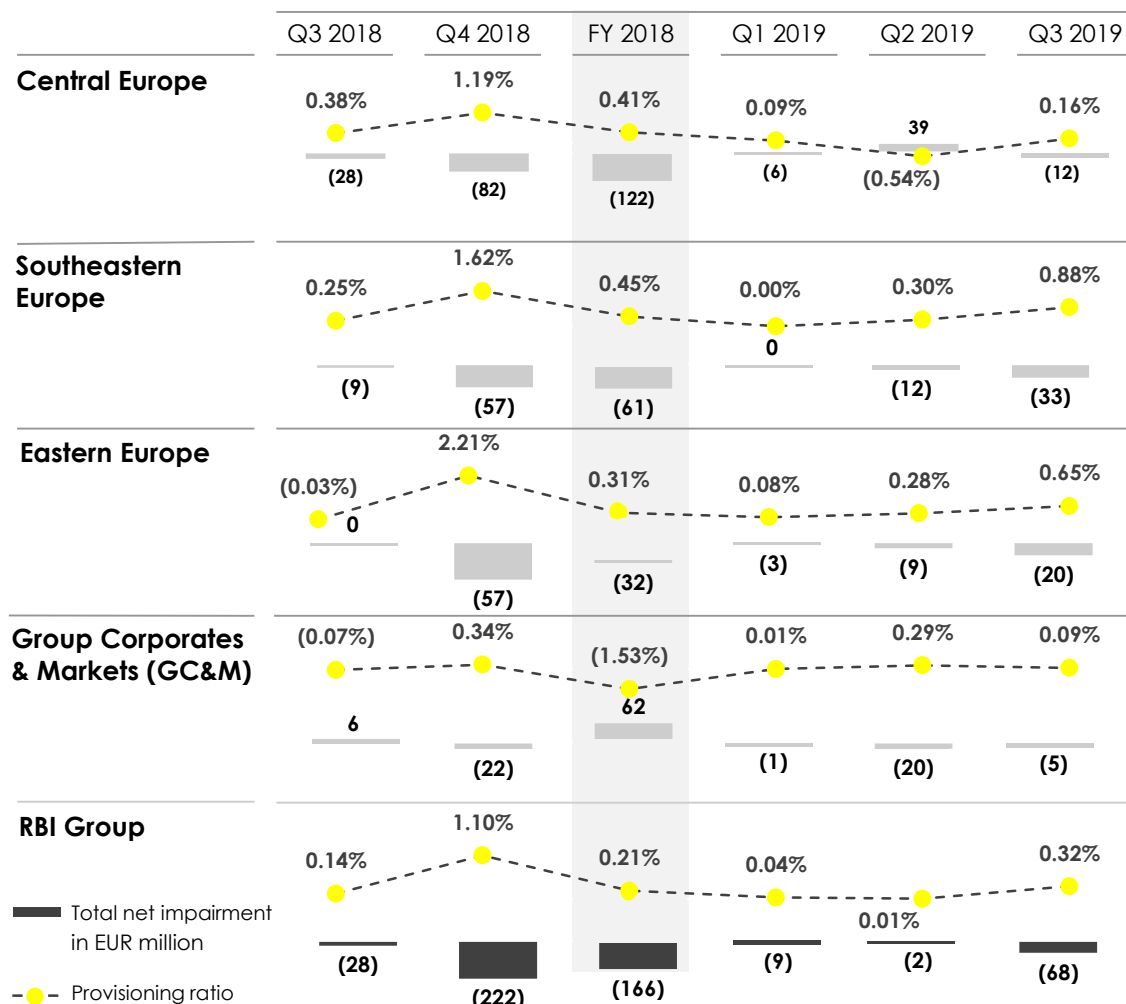
Total RBI Group: EUR 77.8 bn, +7.1%



	RWA	Δ		RWA	Δ
Czech Republic	7.95	3.2%	GC&M	24.27	7.0%
Hungary	3.64	(1.5%)	Albania	1.32	(0.0%)
Poland	3.82	(3.8%)	Bosnia & Herzegovina	1.94	7.0%
Slovakia	6.23	0.9%	Bulgaria	2.38	17.9%
Central Europe	21.71	0.4%	Croatia	2.68	5.0%
Belarus	1.77	15.7%	Kosovo	0.71	13.5%
Russia	10.16	21.5%	Romania	4.92	0.1%
Ukraine	2.96	25.5%	Serbia	1.79	(5.8%)
Eastern Europe	14.90	21.6%	Southeastern Europe	15.73	3.9%

Provisioning and Impairment

Provisioning & Impairment



Q3/2019 Developments

Q3/2019 risk costs of EUR 68 mn (YTD: EUR 80 mn) driven by recognition of new EBA default definition in retail segment (EUR 36 mn)


























The new **EBA default definition** defines more precisely when a customer is considered to be in default and is used for internal steering in RBI

- Detailed requirements for **unlikely to pay** classification (e.g. restructuring, sale of credit obligation, use of external data)
- Detailed principles for **days-past-due counting criteria**
- New definition of **materiality threshold for past due obligation** for retail and non-retail exposures
- **Cross default** applies across all contracts of a private individual when more than 20% of exposures are in default
- Main impact in Q3/2019 in SEE; further impact expected in Q4/2019

- **Provisioning ratio:** Impairment on customer loans in relation to average customer loans (categories: financial assets measured at amortized cost and financial assets at fair value through other comprehensive income)

NPE Ratio and NPE Coverage

NPE Ratio and NPE Coverage Ratio

	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	NPE Stock in EUR mn Q3/2019 Δ QoQ
Central Europe	58.9% 	56.0% 	57.2% 	57.2% 	59.1% 	946 (6.4)%
	3.0%	2.8%	2.7%	2.5%	2.3%	
Southeastern Europe	64.5% 	63.5% 	64.0% 	64.5% 	67.8% 	768 (3.9)%
	4.3%	3.6%	3.5%	3.3%	3.1%	
Eastern Europe	65.3% 	61.8% 	60.9% 	58.7% 	58.6% 	472 (1.9)%
	4.1%	2.9%	2.8%	2.5%	2.4%	
Group Corporates & Markets (GC&M)	58.5% 	54.1% 	53.3% 	55.9% 	55.4% 	893 1.5%
	2.5%	2.4%	2.3%	1.9%	1.9%	
RBI Group	61.4% 	58.3% 	58.4% 	59.0% 	60.2% 	3,111 (3.0)%
	3.0%	2.6%	2.5%	2.3%	2.3%	

■ NPE ratio

● NPE coverage ratio

Asset Quality Developments YTD

- **NPE ratio** down 37 bps to 2.3% driven by writebacks and recoveries (EUR 505 mn), NPE sales (EUR 282 mn) and write-offs (EUR 256 mn)
- **NPE coverage ratio** up 2.0 PP to 60.2% due to recoveries and sales of NPEs with lower provisioning
- **Romania:** NPE ratio slightly down by 14bps; NPE Coverage Ratio significantly up by 5.2PP due to movements to Stage 3 bookings after adjustments to Group standards in Q2
- **Poland:** NPE ratio down 1.5 PP due to recoveries and writebacks and NPE sales; coverage ratio up by around 7 PP to 51.3%
- **Croatia:** NPE ratio down by 1.0 PP due to repayment by one large customer and retail recoveries and NPE sales; NPE coverage ratio improved by 8.5 PP to 73.2%
- **GC&M:** NPE ratio down by 48 bps to 1.9% (NPE sales and recoveries); NPE coverage ratio up by 1.3 PP to 55.4%
- **NPE ratio:** Non-defaulted and defaulted non-performing exposure (loans and debt securities) in relation to entire loan portfolio of customers and banks (gross carrying amount) and debt securities
- **NPE coverage ratio:** Impairment losses (Stage 3) on loans to customers and banks and on debt securities in relation to non-defaulted and defaulted non-performing loans to customers and banks and debt securities

01

Executive
Summary

02

Financials

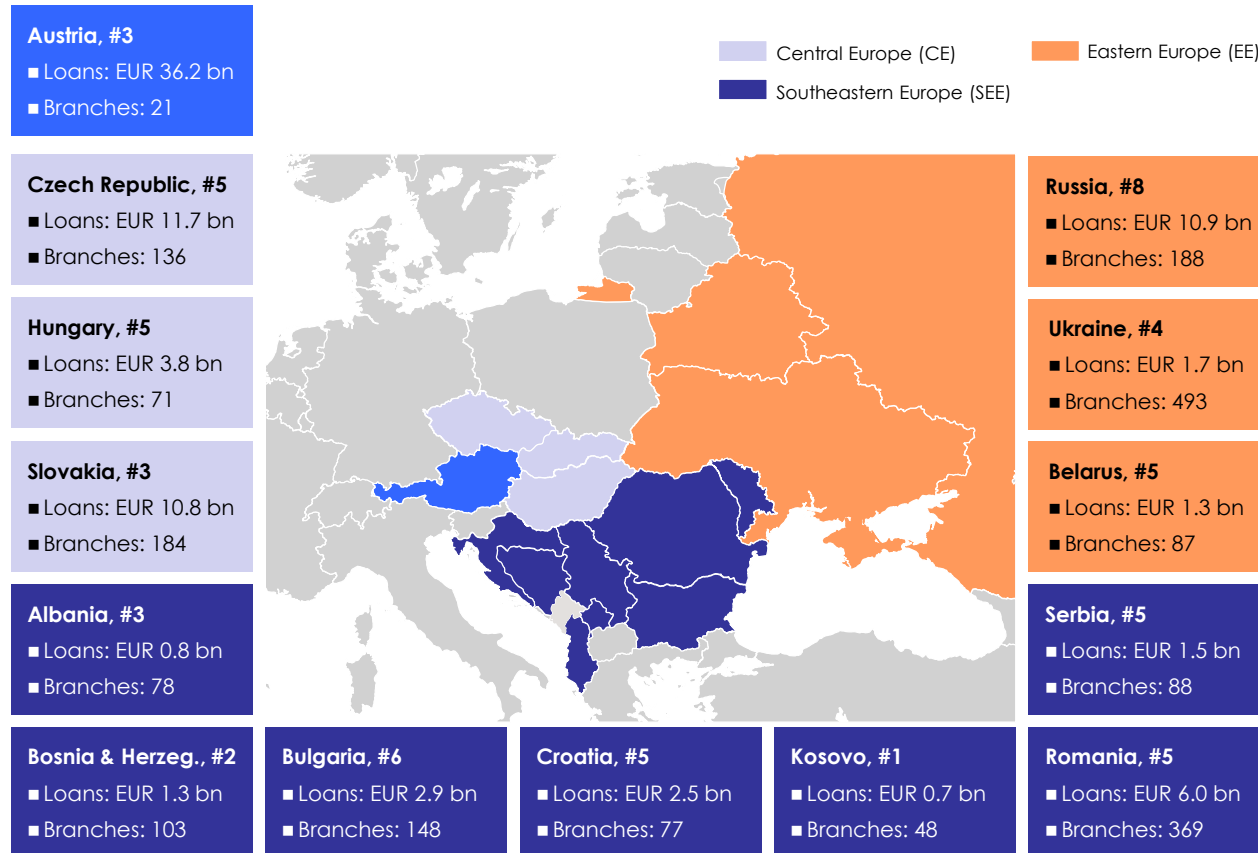
03

Risk Management

04

Appendix

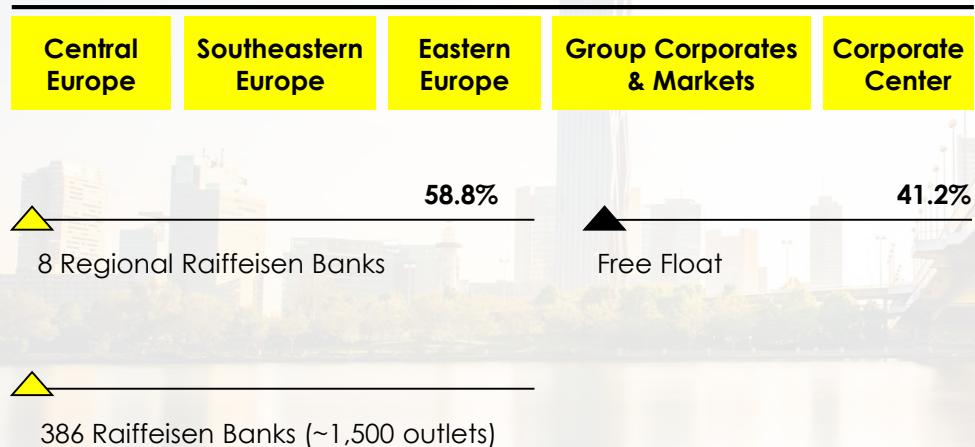
Geographic Footprint



- Leading regional player with CEE presence of over 30 years servicing approx. 16.5 million customers
- Covering 14 markets (incl. Austria), thereof seven are EU members and Serbia and Albania have candidate status
- Top 5 market position in 12 countries
- Strong market position with Austrian corporates focusing on CEE

Note: Ranking based on loans to customers as of 30/06/2019
 Additionally, RBI operates rundown portfolios in Slovenia and Poland

Raiffeisen Banking Group Structure



- **Raiffeisen Banking Group (RBG)** – largest banking group in Austria with total assets of EUR 300.0 bn as of 31/12/2018
- Solid funding profile of RBG based on a domestic market share of around 30% of total customer deposits, not least due to superior brand recognition

Three-tier structure of RBG:

- 1st tier: 386 independent cooperative Raiffeisen banks focusing on retail banking. They hold shares in:
- 2nd tier: 8 independent regional Raiffeisen banks focusing on corporate and retail banking. They hold approx. 58.8% of the share capital of:
- 3rd tier: Raiffeisen Bank International AG

Protection schemes within RBG

RBG's Institutional Protection Schemes (IPS):

Protection schemes designed pursuant to CRR to ensure the liquidity and solvency of participating members. There are IPS at the regional level as well as one at the federal level. For details see page 39

Statutory deposit guarantee scheme:

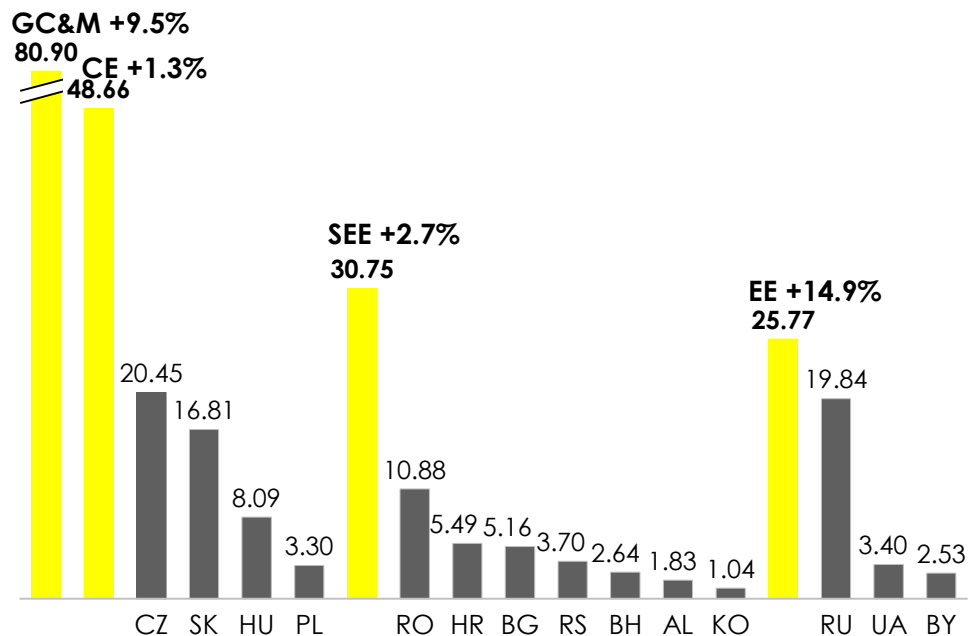
RBI and the regional Raiffeisen banks are members of ESA (Einlagensicherung Austria) since the beginning of 2019

Total Exposure by Country and Segment

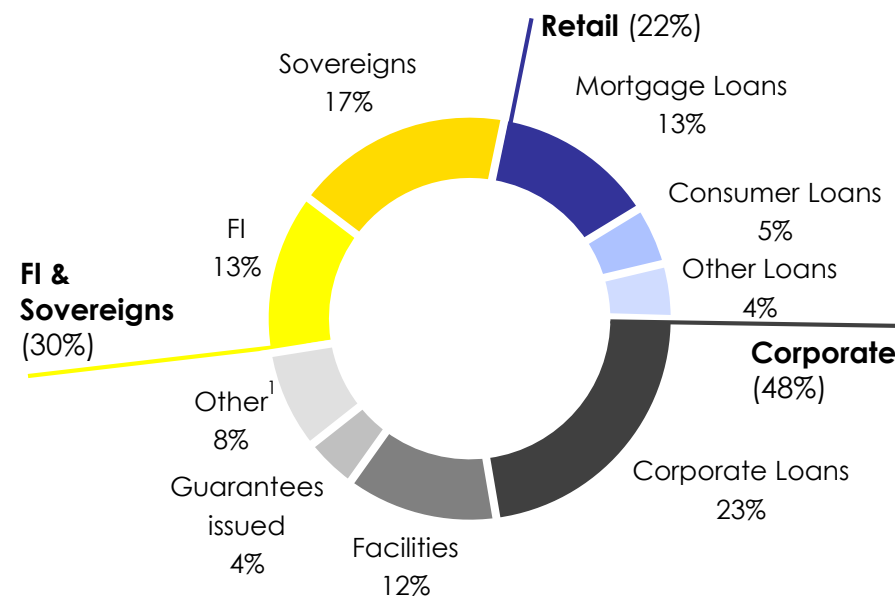
EUR 186 bn total exposure and EUR 78 bn RWA

Total exposure by segments

in EUR bn, Δ YTD



Total exposure by business lines



- GC&M accounts for 43% of RBI Group total exposure
- Loans to customers EUR 92.6 billion in RBI Group

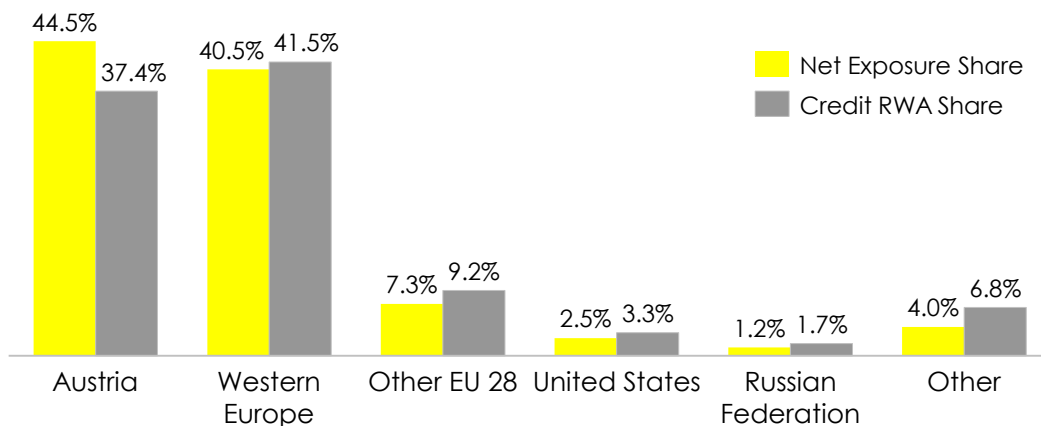
- Non-Retail exposure: EUR 145.0 billion
- Retail exposure: EUR 41.2 billion

CE total exposure includes EUR 3.3 bn from Poland

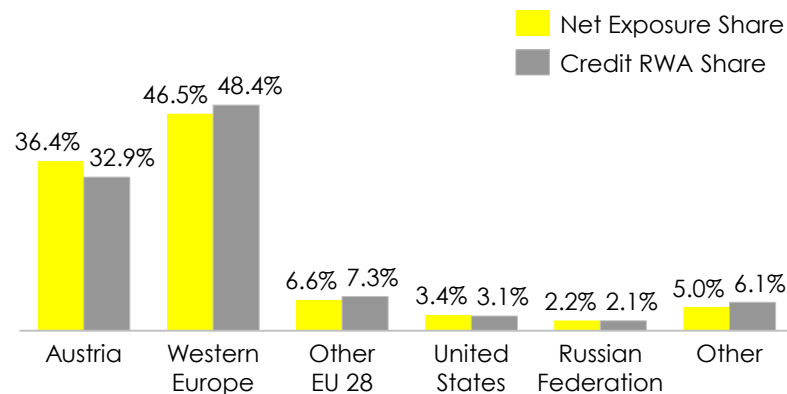
1) Other includes trade finance, accounts, bonds and repos as well as derivatives

Group Corporates and Markets (GC&M)

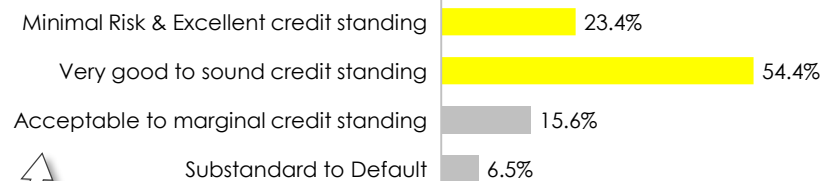
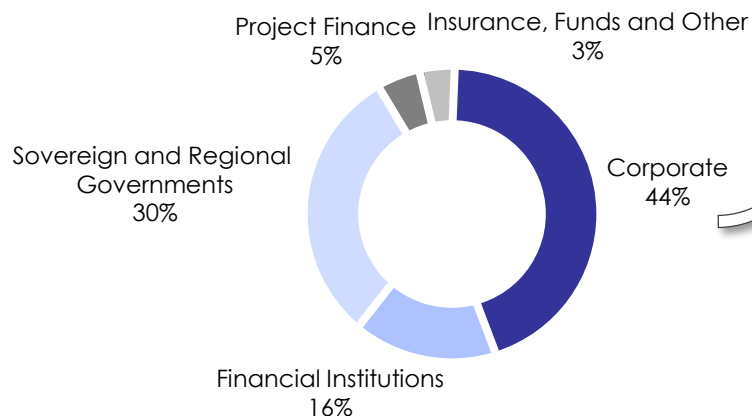
Austria & Western Europe make up ~ 85% of GC&M net exposure¹...



... and 83% of GC&M net exposure in Corporates



- **GC&M total net exposure:** EUR 48.4 bn; credit RWA EUR 20.2bn
- Thereof **corporates net exposure:** EUR 21.3 bn
- Around **50% of net exposure** from financial institutions², sovereigns and regional governments



by industry

Real Estate	8.5%	Energy	8.3%
Consumer	26.7%	Utilities	4.2%
Materials	23.0%	IT	3.2%
Industrials	13.5%	Other	7.9%
Health Care	4.9%	Telecom	4.1%

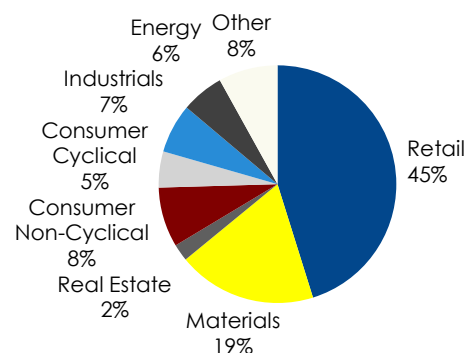
1) Net Exposure: gross exposure after applying credit conversion factors and net of collateral values 2) Financial institutions includes clearing house business

Leveraging our Strong Position in Russia

Q3/2019 developments

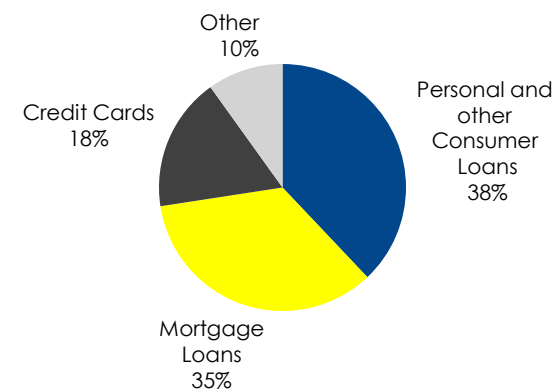
- EUR 130 mn profit after tax, stable q-o-q
- Loans to customers up 4.5%
- Risk costs remain low (69 bps provisioning ratio)
- 1.7% NPE ratio and 50.5% NPE coverage ratio
- NIM stabilized just above 5%

Loans to customers by sector

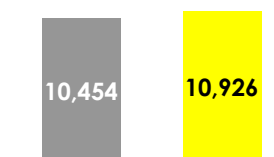


Total: EUR 10,926 mn

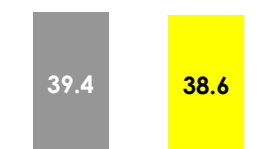
Retail lending by product



Total: EUR 5,054 mn



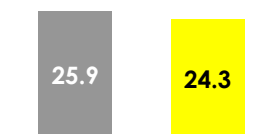
Q2 2019 Q3 2019
Loans to customers
(EUR mn)



Q2 2019 Q3 2019
Cost/income ratio
(%)



Q2 2019 Q3 2019
NIM
(%)

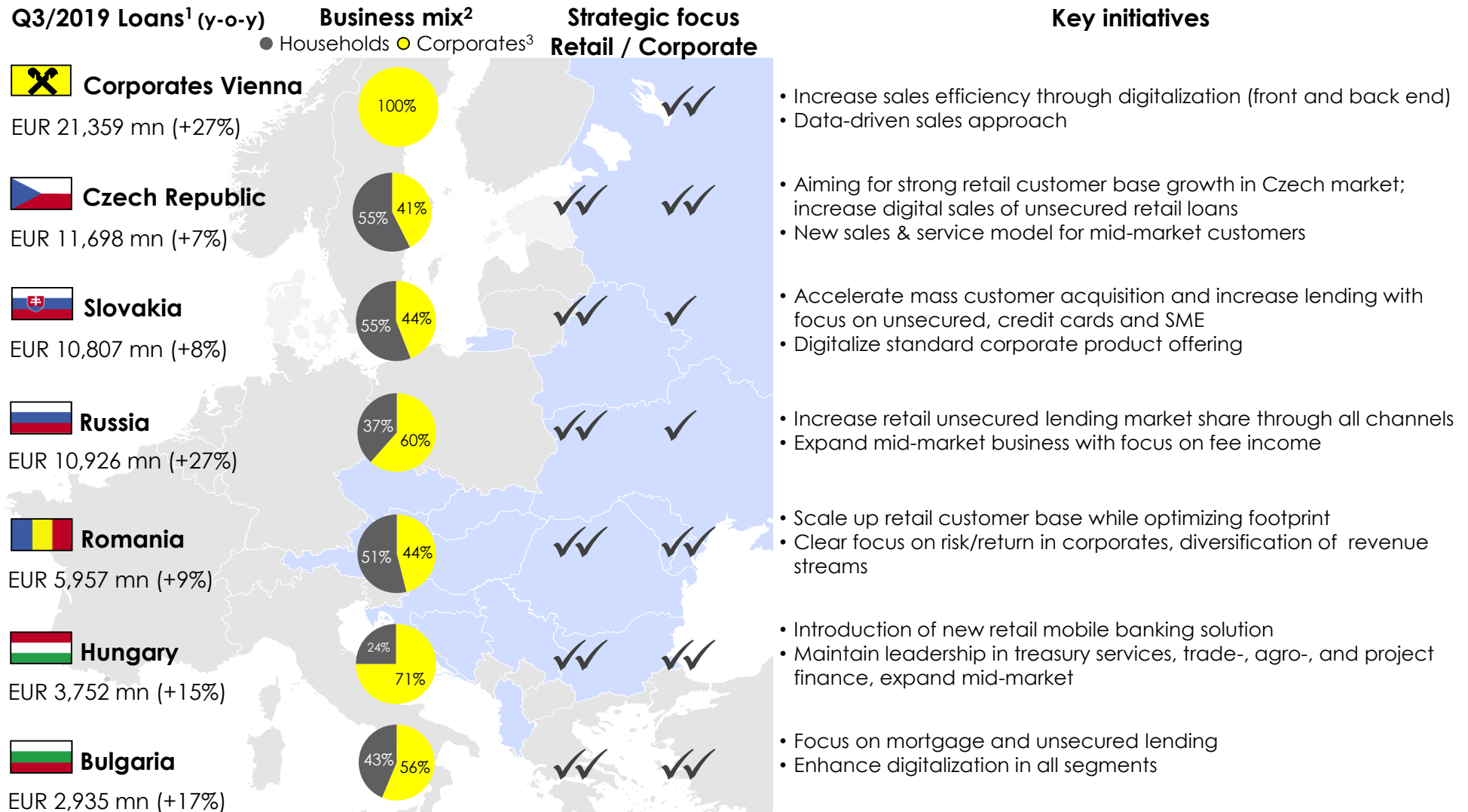


Q2 2019 Q3 2019
Return on equity after tax
(%)

Strategy

- Targeting core economic regions: 71% of corporate assets and 67% of retail assets in Moscow and St. Petersburg regions
- Domestically funded in RUB and FX through deposits: 90.7% loan to deposit ratio at 30/9/2019
- Active hedging of Group CET 1 ratio against RUB depreciation
- Retail market:
 - ✓ #1 NPS by 2021
 - ✓ Scalable digital client acquisition for major products; remote sales & service model across whole of Russia
- Corporate market:
 - ✓ Balanced risk approach and focus on loan portfolio quality
 - ✓ Selective growth targeting companies with strong financials

Strategic Initiatives (1/2)



1) Loans to customers 2) General governments and other financial corporations as remaining share 3) Non-financial corporates

Strategic Initiatives (2/2)

Q3/2019 Loans¹ (y-o-y)

Business mix²

● Households ● Corporates³

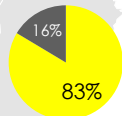
Strategic focus
Retail / Corporate

Key initiatives



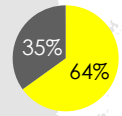
Ukraine

EUR 1,706 mn (+19%)



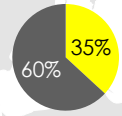
Serbia

EUR 1,513 mn (+18%)



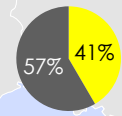
Croatia

EUR 2,509 mn (+7%)



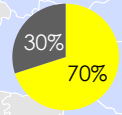
Bosnia & Herzegovina

EUR 1,329 mn (+7%)



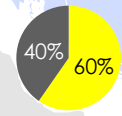
Belarus

EUR 1,251 mn (+23%)



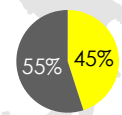
Albania

EUR 773 mn (+13%)



Kosovo

EUR 672 mn (+12%)



- New PI and SME premium business model; increase credit card and unsecured lending
- New corporate internet banking (e-docs and e-signature) and direct digital dealing platform for international payment processing
- Introduce E2E digital personal loans, online retailer sales and e-commerce financing
- Further strengthening solid position in multinational segment; further rollout of digital banking
- Increase retail sales productivity
- Improving factoring services (cross-border, revolving and supply chain)
- Increase retail client base and strengthen SME segment with new sales approach, pre-approved lending and fee income optimization
- Leveraging strong corporate market position; exploit potential for co-financing large infrastructure and utilities projects
- Focus on premium retail segment; increase mobile penetration and digital sales volumes
- Leverage unique position as only western bank in market, close monitoring of risk concentrations
- Improve efficiency by migrating transactions from branches to other channels and accelerate selective retail customer acquisition
- Enhance corporate digital platform
- Accelerate selective retail customer acquisition and develop digital channels
- Focus on high quality corporate customers

1) Loans to customers 2) General governments and other financial corporations as remaining share 3) Non-financial corporates

Corporate Center/Reconciliation

In EUR mn	1-9/2019	1-9/2018	y-o-y
Operating income	653	673	(2.9%)
General admin. expenses	(266)	(236)	12.8%
Operating result	388	437	(11.3%)
Other result	23	(65)	-
Levies and special governmental measures	(59)	(54)	8.9%
Impairment losses on financial assets	1	(5)	-
Profit/loss before tax	354	313	13.1%
Profit/loss after tax	407	390	4.4%

In EUR mn	Q3/2019	Q2/2019	q-o-q
Operating income	13	533	(97.6%)
General admin. expenses	(82)	(107)	(23.4%)
Operating result	(69)	425	-
Other result	(14)	42	-
Levies and special governmental measures	1	(2)	-
Impairment losses on financial assets	5	(4)	-
Profit/loss before tax	(78)	461	-
Profit/loss after tax	(51)	466	-

Following business areas are managed and reported in Corporate Center:

- The expenses related to the shared Group-wide service and control function of the head office in the areas: risk management, finance, legal, funding, capital and asset liability management (ALM), information technology, human resources
- The results from equity participation management related to dividends received and funding of network units
- The results from head office treasury that are not allocated to regional or functional segments from ALM as well as liquidity and liability management
- The result of business with special customers

In EUR mn	1-9/2019	1-9/2018	y-o-y
Operating income	(891)	(779)	14.3%
General admin. expenses	97	92	5.4%
Operating result	(794)	(687)	15.5%
Other result	(23)	(6)	266.1%
Levies and special governmental measures	(0)	0	-
Impairment losses on financial assets	1	(4)	-
Profit/loss before tax	(816)	(697)	17.0%
Profit/loss after tax	(816)	(697)	17.0%

In EUR mn	Q3/2019	Q2/2019	q-o-q
Operating income	(87)	(627)	(86.1%)
General admin. expenses	34	38	(9.3%)
Operating result	(53)	(590)	(91.0%)
Other result	11	(40)	-
Levies and special governmental measures	(0)	(0)	>500.0%
Impairment losses on financial assets	(3)	4	-
Profit/loss before tax	(45)	(626)	(92.9%)
Profit/loss after tax	(45)	(626)	(92.9%)

Following items are reported in Reconciliation:

- Reconciliation comprises consolidation adjustments to reconcile segments with Group results. The financials of the reportable segments are shown after intra-segment items have been eliminated. However, the inter-segment items are consolidated and eliminated in the Reconciliation
- The main consolidation bookings carried out between segments are dividend payments to the head office, inter-segment revenues charged and expenses carried by the head office
- All other consolidation bookings that reconcile the totals of reported segments' profit or loss with the RBI Group financials are also eliminated in the Reconciliation
- Offsetting of intra-Group charges resulting in a reduction of operating income and general admin. expenses in the Reconciliation

Equity Overview

In EUR mn	Subscribed capital	Capital reserves	Retained earnings	Cumulative other comprehensive income	Consolidated equity	Non-controlling interests	Additional tier 1	Total Equity
Equity as at 31/12/2018	1,002	4,992	7,587	(2,994)	10,587	701	1,125	12,413
Impact of implementation IFRS 16	0	0	(0)	0	(0)	0	0	(0)
Equity as at 1/1/2019	1,002	4,992	7,587	(2,994)	10,587	701	1,125	12,413
Capital increases/decreases	0	0	0	0	0	0	0	0
AT1 capital dividend allotment	0	0	(31)	0	(31)	0	31	0
Dividend payments	0	0	(306)	0	(306)	(60)	(31)	(397)
Own shares	0	0	0	0	0	0	13	13
Other changes	0	0	2	(2)	0	(6)	0	(5)
Total comprehensive income	0	0	874	307	1,181	140	0	1,321
Equity as at 30/9/2019	1,002	4,992	8,126	(2,689)	11,431	775	1,139	13,344

- **Earnings per share** down EUR 0.91 (1-9/2019: EUR 2.52 vs. 1-9/2018: EUR 3.43)
- **Dividend payment** to RBI shareholders for FY/2018 was EUR 306 mn (24% payout ratio), to minority interest EUR 60 mn and to AT1 capital EUR 31 mn
- **Book value per share** EUR 34.75 (31/12/2018: EUR 32.19; 30/9/2018: EUR 32.02)
- **Total comprehensive income** mostly impacted by **currency differences** (positive EUR 299 mn) mainly from Russia

Regulatory Capital Overview

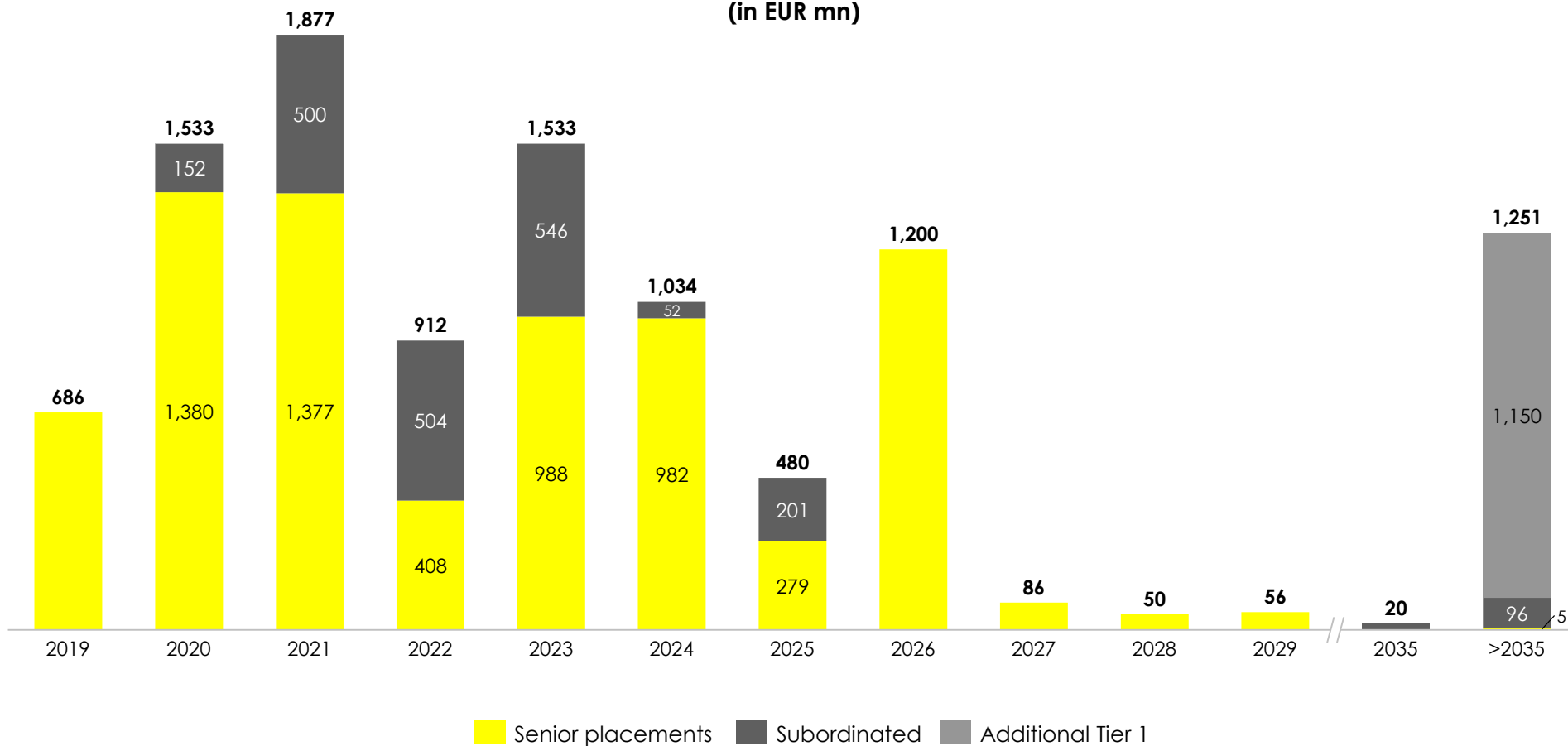
Regulatory Capital Structure

In EUR mn	30/9/2019	31/12/2018 ¹
Common equity tier 1 (before deductions)	11,199	10,436
Deduction items	(791)	(734)
Common equity tier 1 (after deductions)	10,408	9,702
Additional tier 1 (after deductions)	1,228	1,226
Tier 1 (after deductions)	11,635	10,928
Tier 2 (after deductions)	2,032	2,358
Total capital	13,667	13,286
Risk-weighted assets (total RWA)	77,816	72,672
Common equity tier 1 ratio (fully loaded)	13.4%	13.4%
Tier 1 ratio (fully loaded)	14.8%	14.9%
Total capital ratio (fully loaded)	17.4%	18.2%
Leverage ratio (fully loaded)	6.5%	6.6%
Leverage exposure (total)	177,069	163,077

1) In the course of the regulatory reporting process, the reduction of tier 2 capital due to the adjustment of an eligible threshold resulted in a change to the total capital as at 31 December 2018.

Maturity Profile

Maturity Profile at 30/09/2019
(in EUR mn)



AT1 and Subordinated Instruments

Issuer	Regulatory Treatment ¹	Capital Recognition ²	ISIN	Initial Coupon	Reset Coupon	Nominal outstanding	Issuance date	First Call Date	Call period	Maturity
Raiffeisen Bank International AG	Additional Tier 1	99.5%	XS1756703275	4.500%	5Y EUR MidSwap + 3.88%	EUR 500 mn	17 Jan 2018	25 Jun 2025	Semi-annual	Perpetual
Raiffeisen Bank International AG	Additional Tier 1	99.6%	XS1640667116	6.125%	5Y EUR MidSwap + 5.95%	EUR 650 mn	28 Jun 2017	15 Dec 2022	Semi-annual	Perpetual
RZB Finance (Jersey) III Limited	Grandfathered Tier 1	100%	XS0193631040	6.00%	10Y CMS + 0.1%	EUR 90 mn	15 Jun 2004	15 Jun 2009	Semi-annual	Perpetual
Raiffeisen Bank International AG	Tier 2	37.6%	XS0619437147	6.625%	NA	EUR 500 mn	18 May 2011	NA	NA	18 May 2021
Raiffeisen Bank International AG	Tier 2	66.3%	CH0194405343	4.75%	NA	CHF 250 mn	24 Oct 2012	NA	NA	24 Oct 2022
Raiffeisen Bank International AG	Tier 2	85.9%	XS0981632804	6.00%	NA	EUR 500 mn	16 Oct 2013	NA	NA	16 Oct 2023
Raiffeisen Bank International AG	Tier 2	100%	XS2049823763	1.500%	5Y EUR MidSwap + 2.10%	EUR 500 mn	09 Sep 2019	03 Dec 2025	NA	09 Dec 2030

- RZB Finance Jersey III Tier 1 will continue to be recognised as Tier 1 capital in full until 01.01.2020 and then is fully phased out by 01.01.2022
- All Tier 2 capital outstanding is CRD IV compliant and thus any Tier 2 grandfathering cap is not relevant in this case
- Overview only includes subordinated instruments with outstanding nominal amount > EUR 150 mn (~EUR 0.6 bn Tier 2 instruments in smaller issuances are not included)

1) Transitional and post-transitional CRR rules

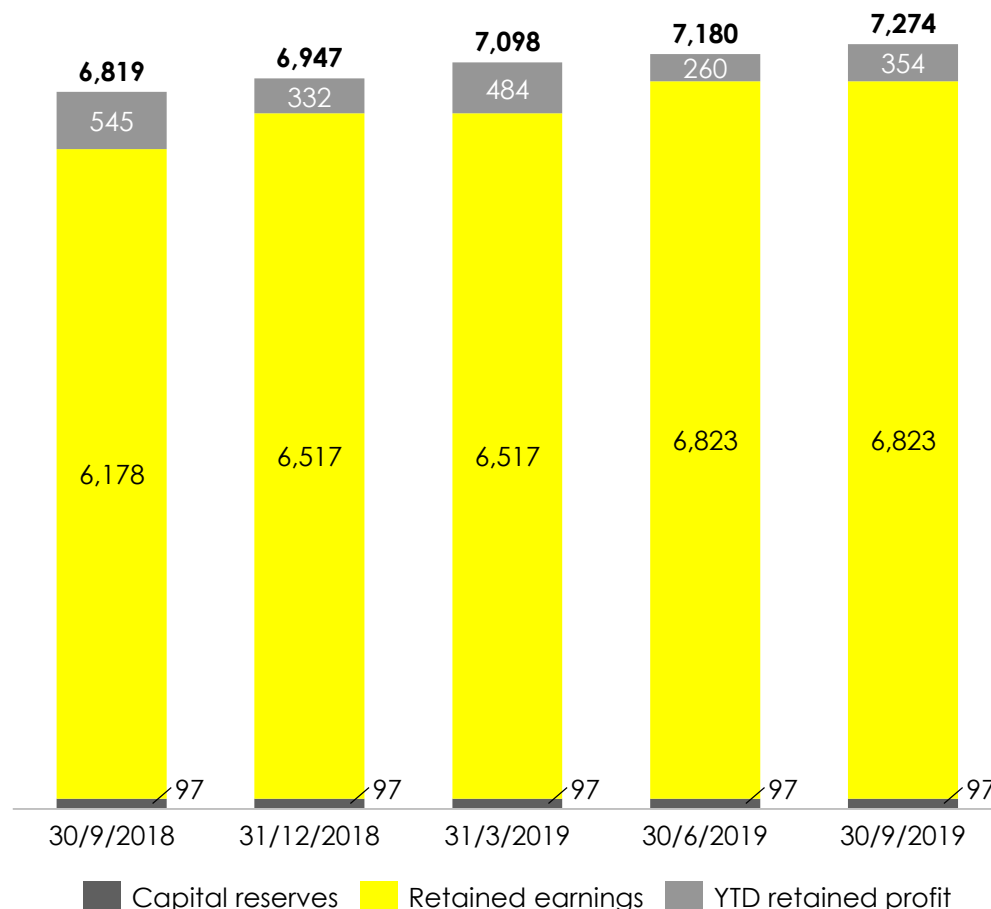
2) Transitional CRR rules as of Q2 2019, calculated as reported regulatory amount divided by nominal amount before deduction for market making activities

Available Distributable Items (ADI) to Cover Discretionary Distributions

Distributable Items

- Discretionary coupon payments on AT1 capital are subject to sufficient distributable items¹
- Distributable items based on RBI AG's unconsolidated accounts under UGB/BWG (local Austrian GAAP) at year end
- ADIs include available reserves under CRD IV (tied capital reserves and liability reserves) previously ineligible under Austrian GAAP for dividend distribution
- ADI of EUR 7,274 mn at 30/9/2019 including YTD profit, excluding national regulations

Available Distributable Items (EUR mn)

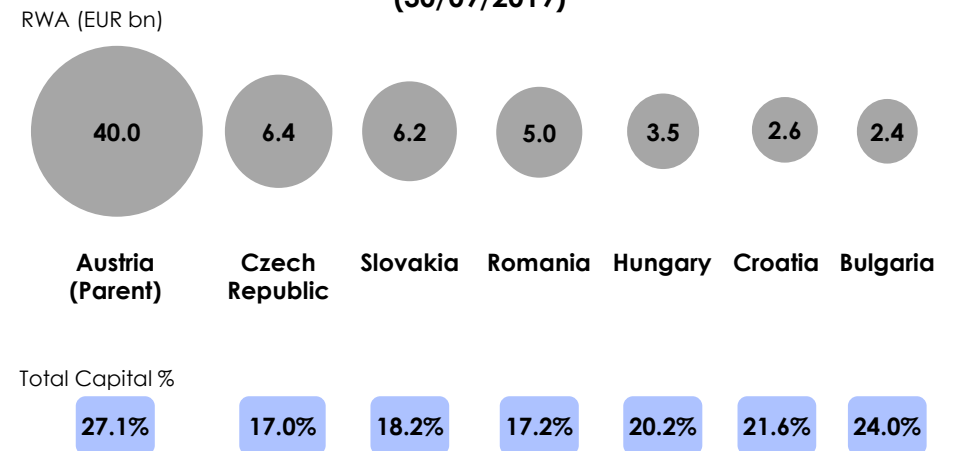


¹⁾ Distributable items as defined in Article 4 (1) (128) CRR

MREL Resolution Strategy

- RBI pursues a Multiple Point of Entry (MPE) resolution strategy, with each network unit forming a separate resolution group, in line with RBI's group structure
- Each resolution group is expected to meet its own binding MREL targets set by the relevant resolution authorities
- Any potential MREL shortfall to be filled with Non-Preferred Senior (NPS) issuance or other eligible liabilities by RBI AG and network banks in EU countries (respective Point of Entry)

RWA and Total Capital Ratio at Resolution Point of Entry¹ (30/09/2019)



Austrian Resolution Group

- At this stage, no binding MREL target has been communicated to RBI (expected Q1/20)
- RBI AG's total capital ratio of 27.7% (EUR 10.8 bn total capital) offers a significant capital buffer to protect RBI AG's senior funding base and future NPS holders
- RBI expects to maintain its AT1 and Tier 2 regulatory buckets

Remaining items to be defined

- Binding MREL targets for each resolution group
- Timing and length of transition period (expected up to 4 years) for binding MREL targets in case of a shortfall
- Final legal framework (in particular CRR, BRRD/BaSAG developments) for eligible instruments and amended MREL requirements

1) Relevant legal entity for resolution purposes

The Institutional Protection Scheme (IPS)

- 1 RBI is part of the Raiffeisen Banking Group federal IPS.** The IPS supports members if needed to ensure solvency and liquidity
- 2 IPS serves as an additional form of capital cushion and source of liquidity** but does not guarantee individual instruments, such as deposits or debt issued
- 3 IPS intervenes prior to resolution** and support may come in various forms, including loans, liquidity, guarantees or capital. Conditions for support are determined by the IPS risk council on a case-by-case basis



IPS are subject to regulations set out in the CRR, regular financial reporting requirements and regulatory oversight

Support Mechanism

- RBG has IPS on regional and federal levels. RBI would receive support from the federal IPS, whereas regional Raiffeisen banks (Landesbanken) would first receive support from the regional IPS, with the federal IPS only contributing in the event of insufficient capacity on regional level

Fund size

- The federal IPS fund's current target volume is EUR 636 mn, to be reached by end-2022; the fund size at Q3/2019 was EUR 326 mn. The regional IPS fund's target volume is EUR 231 mn and EUR 182 mn has been paid in.

Contributions

- IPS members contribute to an ex ante fund and make ex post contributions if necessary. The maximum liability for support provision is capped at 25% of each member's total capital in excess of the minimum regulatory requirement (including regulatory buffers) plus a cushion of 10%

RBI's Contribution

- RBI's 2019 contribution to the IPS is EUR 50 mn and will be booked in Q4/2019. Its share of the federal IPS fund amounts to EUR 212 mn

Bank Levies and Resolution Fund

Impact in EUR mn		FY 2018	1-9/2019	FY 2019e
Austria	Bank levy based on total assets (excluding derivatives) and including a one-off payment (spread over 4 years) of EUR 163 mn from 2017 on	57	52 ¹	~57
Hungary	Bank levy of 0.15% (for up to HUF 50 bn of total assets) and 0.21% (for tax base above HUF 50 bn) fully reflected in the first quarter	13	13	~13
Poland	Bank levy of 0.44%, based on total assets less PLN 4 bn flat amount, own funds and treasury securities	24	5	~6
Romania	Bank levy of 0.4% based on defined asset base, calculated bi-annually. Tax relief if certain targets (loan growth, margins) are met	-	-	~9
Slovakia	Bank levy of 0.2% on total liabilities less own funds and subordinated debt	22	18	~24
Total	Bank levies	116	88	~109
Austria	Based on total assets less equity and secured deposits Full amounts always booked in the first quarter according to IFRIC 21	18	21	~21
Albania		1	1	~1
Croatia		2	2	~2
Czech Republic		10	9	~9
Bulgaria		4	5	~5
Hungary		3	4	~4
Poland		9	0	~0
Romania		3	4	~4
Slovakia		4	4	~4
Total	Resolution fund	54	50	~50

1) EUR 41 mn related to the one-off payment and EUR 11 mn current instalment of the bank levy; EUR 46 mn booked in Corporate Center, EUR 6 mn in Group Corporates & Markets

NPE and NPL Distribution by Country

In EUR mn	NPE Stock (incl. Bonds) 30/9/2019	NPE Ratio (incl. Bonds) 30/9/2019	NPE Ratio (incl. Bonds) 30/6/2019	NPE Coverage Ratio (incl. Bonds) 30/9/2019	NPE Coverage Ratio (incl. Bonds) 30/6/2019	NPL Ratio (excl. Bonds) 30/9/2019	NPL Ratio (excl. Bonds) 30/6/2019	NPL Coverage Ratio (excl. Bonds) 30/9/2019	NPL Coverage Ratio (excl. Bonds) 30/6/2019
Czech Republic	204	1.2%	1.3%	62.4%	61.2%	1.3%	1.4%	62.4%	61.2%
Hungary	168	2.3%	2.5%	60.1%	55.4%	3.3%	3.6%	60.1%	55.4%
Poland	335	10.1%	11.1%	51.3%	50.6%	10.1%	11.1%	51.3%	50.6%
Slovakia	224	1.6%	1.7%	70.1%	68.9%	1.9%	1.9%	70.1%	68.9%
Central Europe¹	946	2.3%	2.5%	59.1%	57.2%	2.6%	2.8%	59.1%	57.2%
Albania	101	5.6%	6.1%	73.0%	74.1%	8.2%	8.9%	73.0%	74.1%
Bosnia & Herzegovina	80	3.6%	3.5%	89.3%	81.7%	3.8%	3.6%	89.3%	81.7%
Bulgaria	76	1.8%	1.9%	68.6%	69.3%	2.1%	2.2%	68.6%	69.3%
Croatia	162	3.6%	4.0%	73.2%	71.3%	4.6%	5.0%	73.2%	71.3%
Kosovo	15	1.6%	2.3%	67.9%	79.3%	1.8%	2.6%	67.9%	79.3%
Romania	286	3.4%	3.5%	55.4%	48.2%	4.1%	4.2%	55.4%	48.2%
Serbia	48	1.9%	2.1%	75.3%	75.5%	2.4%	2.5%	75.3%	75.5%
Southeastern Europe	768	3.1%	3.3%	67.8%	64.5%	3.8%	4.0%	67.8%	64.5%
Belarus	38	1.9%	2.0%	80.2%	81.2%	2.1%	2.3%	80.2%	81.2%
Russia	263	1.7%	1.9%	50.5%	51.9%	1.9%	2.1%	50.5%	51.9%
Ukraine	171	6.4%	6.6%	66.2%	65.8%	7.0%	6.9%	66.2%	65.8%
Eastern Europe	472	2.4%	2.5%	58.6%	58.7%	2.6%	2.8%	58.6%	58.7%
GC&M	893	1.9%	1.9%	55.4%	55.9%	1.9%	1.9%	56.1%	56.5%
Total RBI Group	3,111	2.3%	2.3%	60.2%	59.0%	2.6%	2.7%	60.5%	59.1%

Note: all definitions according to EBA financial reporting standards

1) Including Slovenia

Country and Segment Overview

1-9/2019	Total Assets ² (EUR mn)	Share of Total Assets ²	Loan/deposit Ratio	Net Interest Margin	Cost/income Ratio	Provisioning Ratio	Return on equity after tax
Czech Republic	17,133	11.4%	90.2%	2.41%	51.6%	(0.12%)	17.4%
Hungary	7,784	5.2%	74.5%	1.93%	65.1%	(1.19%)	13.4%
Poland	3,147	2.1%	–	0.45%	–	0.67%	–
Slovakia	14,154	9.4%	101.6%	2.24%	55.8%	0.08%	11.2%
Central Europe¹	41,593	27.6%	102.6%	2.15%	56.5%	(0.10%)	11.3%
Albania	1,818	1.2%	52.9%	3.32%	55.4%	(0.21%)	13.9%
Bosnia & Herzegovina	2,440	1.6%	74.6%	3.26%	49.9%	1.29%	12.5%
Bulgaria	4,475	3.0%	83.9%	2.79%	51.2%	(0.25%)	18.2%
Croatia	4,811	3.2%	69.8%	2.76%	61.2%	0.25%	8.0%
Kosovo	1,024	0.7%	82.1%	4.89%	53.6%	0.46%	16.8%
Romania	9,218	6.1%	77.4%	4.48%	56.0%	0.69%	16.3%
Serbia	2,758	1.8%	73.8%	3.81%	52.8%	0.22%	11.3%
Southeastern Europe	26,542	17.6%	75.0%	3.63%	55.0%	0.40%	17.5%
Belarus	2,133	1.4%	83.4%	5.75%	46.0%	(0.22%)	17.8%
Russia	16,502	10.9%	90.7%	5.04%	38.7%	0.49%	26.7%
Ukraine	2,928	1.9%	73.5%	10.97%	45.1%	(0.12%)	46.5%
Eastern Europe	21,561	14.3%	87.5%	5.79%	40.7%	0.35%	41.9%
Group Corporates & Markets	55,974	37.1%	163.6%	1.27%	59.6%	0.32%	8.4%
Corporate Center	30,987	20.5%	–	–	–	–	–
Total RBI Group	150,805	100.0%	102.9%	2.43%	59.6%	0.13%	10.6%

1) Including Slovenia 2) Excludes reconciliation of EUR 25.9 bn

In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	866	840	3.2%	825	843	856	2,531	2,519	0.5%	3,362
Net fee and commission income	468	437	7.0%	402	467	455	1,307	1,325	(1.3%)	1,791
Net trading income and fair value result	(8)	(27)	(69.6%)	(52)	(3)	4	(87)	20	–	17
Other net operating income	(22)	17	–	(1)	8	14	(5)	79	–	88
Operating income	1,299	1,276	1.8%	1,189	1,294	1,334	3,764	4,003	(6.0%)	5,298
General administrative expenses	(748)	(773)	(3.3%)	(724)	(819)	(734)	(2,245)	(2,228)	0.7%	(3,048)
Operating result	552	503	9.7%	465	475	600	1,519	1,775	(14.4%)	2,250
Other result	(7)	10	–	(2)	(74)	7	1	(87)	–	(161)
Levies and special governmental measures	(11)	(17)	(35.7%)	(114)	(13)	(16)	(141)	(157)	(10.0%)	(170)
Impairment losses on financial assets	(68)	(2)	>500.0%	(9)	(222)	(28)	(80)	56	–	(166)
Profit/loss before tax	465	494	(5.8%)	340	166	563	1,299	1,587	(18.1%)	1,753
Profit/loss after tax	341	384	(11.1%)	259	127	452	985	1,271	(22.5%)	1,398
Return on equity before tax ¹	15.1%	16.0%	(0.9 PP)	10.9%	6.2%	20.8%	13.9%	19.6%	(5.7 PP)	16.3%
Return on equity after tax ¹	11.1%	12.3%	(1.2 PP)	8.3%	4.6%	16.3%	10.6%	15.4%	(4.8 PP)	12.7%
Net interest margin ¹	2.46%	2.40%	0.05 PP	2.43%	2.52%	2.51%	2.43%	2.49%	(0.06 PP)	2.50%
Cost/income ratio	57.6%	60.6%	(3.0 PP)	60.9%	63.3%	55.0%	59.6%	55.7%	4.0 PP	57.5%
Loan/deposit ratio	102.9%	102.9%	0.0 PP	100.8%	98.4%	98.1%	102.9%	98.1%	4.8 PP	98.4%
Provisioning ratio ¹	0.32%	0.01%	0.31 PP	0.04%	1.10%	0.14%	0.13%	(0.10%)	0.22 PP	0.21%
NPE ratio	2.3%	2.3%	(0.1 PP)	2.5%	2.6%	3.0%	2.3%	3.0%	(0.7 PP)	2.6%
NPE coverage ratio	60.2%	59.0%	1.3 PP	58.4%	58.3%	61.4%	60.2%	61.4%	(1.1 PP)	58.3%
Total assets	150,805	148,630	1.5%	146,413	140,115	146,177	150,805	146,177	3.2%	140,115
RWA	77,816	75,620	2.9%	74,218	72,672	76,227	77,816	76,227	2.1%	72,672
Equity	13,344	12,920	3.3%	12,837	12,413	12,331	13,344	12,331	8.2%	12,413
Loans to customers	92,574	88,508	4.6%	85,528	80,866	80,056	92,574	80,056	15.6%	80,866
- Hereof non-financial corporations % ²	49.4%	51.2%	(1.8 PP)	51.6%	52.1%	50.7%	49.4%	50.7%	(1.3 PP)	52.1%
- Hereof households % ²	36.6%	37.4%	(0.8 PP)	37.3%	38.5%	38.5%	36.6%	38.5%	(1.9 PP)	38.5%
- Hereof FCY %	–	–	–	–	–	–	–	–	–	–
Deposits from customers	90,701	90,161	0.6%	88,741	87,038	82,356	90,701	82,356	10.1%	87,038
Business outlets	2,095	2,105	(0.5%)	2,153	2,159	2,405	2,095	2,405	(12.9%)	2,159
Number of employees	47,238	47,181	0.1%	47,264	47,079	50,416	47,238	50,416	(6.3%)	47,079
Number of customers (in mn)	16.5	16.4	0.9%	16.3	16.1	16.7	16.5	16.7	(0.7%)	16.1

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (CE) – Czech Republic



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	104	98	5.2%	97	92	84	299	246	21.5%	338
Net fee and commission income	32	33	(3.4%)	32	34	34	97	102	(4.7%)	136
Net trading income and fair value result	(9)	(2)	261.2%	(1)	(3)	3	(12)	4	–	2
Other net operating income	4	12	(69.6%)	3	4	6	19	13	46.1%	18
Operating income	131	144	(8.7%)	131	130	127	406	367	10.5%	497
General administrative expenses	(72)	(70)	2.8%	(68)	(67)	(62)	(210)	(188)	11.6%	(255)
Operating result	59	74	(19.6%)	64	63	65	196	180	9.3%	242
Other result	(0)	0	–	2	(0)	(0)	2	(0)	–	(0)
Levies and special governmental measures	0	4	(99.7%)	(12)	0	0	(9)	(10)	(14.3%)	(10)
Impairment losses on financial assets	(7)	16	–	2	(20)	(4)	10	(13)	–	(33)
Profit/loss before tax	52	93	(44.6%)	55	42	60	200	157	27.7%	199
Profit/loss after tax	41	83	(50.4%)	44	35	48	168	126	33.4%	161
Return on equity before tax ¹	15.2%	28.3%	(13.0 PP)	16.8%	13.3%	20.0%	20.7%	17.5%	3.2 PP	16.7%
Return on equity after tax ¹	12.1%	25.1%	(13.0 PP)	13.5%	10.9%	16.0%	17.4%	14.1%	3.3 PP	13.5%
Net interest margin ¹	2.48%	2.40%	0.08 PP	2.37%	2.26%	2.11%	2.41%	2.06%	0.35 PP	2.11%
Cost/income ratio	54.8%	48.7%	6.1 PP	51.6%	51.7%	49.1%	51.6%	51.1%	0.5 PP	51.2%
Loan/deposit ratio	90.2%	89.1%	1.1 PP	89.3%	87.0%	91.0%	90.2%	91.0%	(0.8 PP)	87.0%
Provisioning ratio ¹	0.26%	(0.55%)	0.81 PP	(0.07%)	0.73%	0.15%	(0.12%)	0.16%	(0.28 PP)	0.31%
NPE ratio	1.2%	1.3%	(0.1 PP)	1.5%	1.4%	1.6%	1.2%	1.6%	(0.4 PP)	1.4%
NPE coverage ratio	62.4%	61.2%	1.2 PP	62.4%	64.7%	67.2%	62.4%	67.2%	(4.8 PP)	64.7%
Total assets	17,133	17,260	(0.7%)	16,548	16,883	16,459	17,133	16,459	4.1%	16,883
RWA	7,954	8,002	(0.6%)	7,832	7,706	7,064	7,954	7,064	12.6%	7,706
Equity	1,431	1,408	1.6%	1,358	1,316	1,280	1,431	1,280	11.8%	1,316
Loans to customers	11,698	11,629	0.6%	11,345	11,131	10,982	11,698	10,982	6.5%	11,131
- Hereof non-financial corporations % ²	40.7%	40.5%	0.2 PP	41.9%	41.7%	42.4%	40.7%	42.4%	(1.7 PP)	41.7%
- Hereof households % ²	55.1%	55.2%	(0.1 PP)	54.1%	54.7%	53.9%	55.1%	53.9%	1.1 PP	54.7%
- Hereof FCY %	15.6%	15.3%	0.3 PP	15.5%	15.0%	14.6%	15.6%	14.6%	1.0 PP	15.0%
Deposits from customers	13,176	13,239	(0.5%)	12,890	13,004	12,255	13,176	12,255	7.5%	13,004
Business outlets	136	137	(0.7%)	137	136	133	136	133	2.3%	136
Number of employees	3,425	3,434	(0.3%)	3,436	3,402	3,394	3,425	3,394	0.9%	3,402
Number of customers (in mn)	1.2	1.2	0.9%	1.2	1.1	1.1	1.2	1.1	3.4%	1.1

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (CE) – Hungary



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	34	34	(0.2%)	37	34	33	105	99	6.4%	133
Net fee and commission income	37	37	0.3%	36	36	33	111	98	12.9%	134
Net trading income and fair value result	(2)	(1)	66.8%	1	1	7	(1)	10	–	11
Other net operating income	(14)	(11)	26.2%	(13)	(13)	(12)	(39)	(34)	13.0%	(48)
Operating income	55	61	(9.2%)	62	58	60	178	175	2.0%	232
General administrative expenses	(39)	(40)	(1.5%)	(37)	(43)	(34)	(116)	(106)	9.9%	(149)
Operating result	16	21	(23.7%)	25	15	25	62	69	(9.9%)	84
Other result	(0)	(0)	105.9%	(0)	(1)	(0)	(0)	(8)	(98.3%)	(9)
Levies and special governmental measures	0	(1)	–	(16)	0	0	(17)	(16)	7.4%	(15)
Impairment losses on financial assets	2	22	(92.3%)	8	6	8	32	19	71.0%	24
Profit/loss before tax	18	42	(57.7%)	17	19	33	78	64	21.1%	83
Profit/loss after tax	14	38	(63.6%)	15	16	31	67	57	16.9%	73
Return on equity before tax ¹	10.4%	23.6%	(13.2 PP)	10.1%	12.2%	22.6%	15.5%	14.0%	1.6 PP	13.7%
Return on equity after tax ¹	8.1%	21.4%	(13.2 PP)	8.6%	10.2%	21.1%	13.4%	12.5%	0.9 PP	12.0%
Net interest margin ¹	1.86%	1.85%	0.01 PP	2.07%	1.91%	1.92%	1.93%	1.93%	(0.00 PP)	1.92%
Cost/income ratio	70.9%	65.4%	5.5 PP	59.6%	74.7%	57.4%	65.1%	60.4%	4.6 PP	64.0%
Loan/deposit ratio	74.5%	76.8%	(2.3 PP)	70.5%	64.9%	66.7%	74.5%	66.7%	7.8 PP	64.9%
Provisioning ratio ¹	(0.18%)	(2.43%)	2.25 PP	(0.95%)	(0.66%)	(0.97%)	(1.19%)	(0.81%)	(0.37 PP)	(0.77%)
NPE ratio	2.3%	2.5%	(0.2 PP)	2.9%	3.3%	3.7%	2.3%	3.7%	(1.4 PP)	3.3%
NPE coverage ratio	60.1%	55.4%	4.7 PP	60.4%	58.3%	63.6%	60.1%	63.6%	(3.5 PP)	58.3%
Total assets	7,784	7,586	2.6%	7,839	7,528	7,150	7,784	7,150	8.9%	7,528
RWA	3,637	3,663	(0.7%)	3,457	3,692	3,361	3,637	3,361	8.2%	3,692
Equity	708	715	(0.9%)	770	652	630	708	630	12.3%	652
Loans to customers	3,752	3,736	0.4%	3,572	3,354	3,251	3,752	3,251	15.4%	3,354
- Hereof non-financial corporations % ²	71.3%	74.8%	(3.5 PP)	74.2%	73.3%	73.7%	71.3%	73.7%	(2.4 PP)	73.3%
- Hereof households % ²	23.7%	22.3%	1.4 PP	22.2%	23.0%	20.6%	23.7%	20.6%	3.1 PP	23.0%
- Hereof FCY %	45.6%	45.9%	(0.3 PP)	46.0%	43.7%	44.1%	45.6%	44.1%	1.5 PP	43.7%
Deposits from customers	5,792	5,650	2.5%	5,778	5,670	5,281	5,792	5,281	9.7%	5,670
Business outlets	71	71	0.0%	71	71	71	71	71	0.0%	71
Number of employees	2,225	2,199	1.2%	2,168	2,089	2,083	2,225	2,083	6.8%	2,089
Number of customers (in mn)	0.5	0.5	(2.3%)	0.5	0.5	0.5	0.5	0.5	(2.9%)	0.5

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (CE) – Poland



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	4	4	(6.2%)	3	22	57	11	183	(94.1%)	205
Net fee and commission income	1	1	(25.3%)	1	13	34	2	102	(98.1%)	115
Net trading income and fair value result	0	1	(48.1%)	0	3	13	1	17	(92.7%)	21
Other net operating income	(1)	(2)	(51.2%)	(0)	(10)	5	(3)	5	–	(5)
Operating income	4	3	5.7%	4	28	109	11	298	(96.3%)	326
General administrative expenses	(6)	(6)	9.4%	(4)	(27)	(55)	(16)	(174)	(90.6%)	(201)
Operating result	(3)	(2)	15.1%	(0)	1	55	(5)	124	–	126
Other result	0	0	–	0	0	0	0	(4)	–	(4)
Levies and special governmental measures	(2)	(2)	(0.4%)	(2)	(3)	(7)	(5)	(30)	(84.2%)	(33)
Impairment losses on financial assets	(0)	1	–	(17)	(46)	(30)	(15)	(42)	(64.1%)	(89)
Profit/loss before tax	(4)	(2)	80.4%	(19)	(48)	18	(25)	48	–	(0)
Profit/loss after tax	(29)	(3)	>500.0%	(19)	(38)	9	(51)	21	–	(17)
Return on equity before tax ¹	–	–	–	–	–	5.0%	–	4.5%	–	–
Return on equity after tax ¹	–	–	–	–	–	2.5%	–	2.0%	–	–
Net interest margin ¹	0.46%	0.49%	(0.03 PP)	0.40%	1.66%	2.53%	0.45%	2.24%	(1.78 PP)	2.23%
Cost/income ratio	–	–	–	–	95.4%	50.0%	–	58.2%	–	61.5%
Loan/deposit ratio	–	–	–	–	–	–	–	–	–	–
Provisioning ratio ¹	0.00%	(0.19%)	0.20 PP	2.16%	3.48%	1.61%	0.67%	0.73%	(0.06 PP)	1.34%
NPE ratio	10.1%	11.1%	(1.0 PP)	11.0%	11.6%	10.9%	10.1%	10.9%	(0.7 PP)	11.6%
NPE coverage ratio	51.3%	50.6%	0.8 PP	48.1%	44.2%	47.7%	51.3%	47.7%	3.6 PP	44.2%
Total assets	3,147	3,197	(1.6%)	3,223	3,267	11,304	3,147	11,304	(72.2%)	3,267
RWA	3,820	3,872	(1.3%)	3,869	3,970	9,078	3,820	9,078	(57.9%)	3,970
Equity	–	–	–	–	–	1,416	–	1,416	–	–
Loans to customers	3,009	3,050	(1.3%)	3,095	3,153	3,215	3,009	3,215	(6.4%)	3,153
- Hereof non-financial corporations % ²	6.6%	7.4%	(0.8 PP)	7.8%	7.9%	8.6%	6.6%	8.6%	(2.1 PP)	7.9%
- Hereof households % ²	93.4%	92.6%	0.8 PP	92.2%	92.1%	91.4%	93.4%	91.4%	2.1 PP	92.1%
- Hereof FCY %	94.1%	93.1%	1.0 PP	93.2%	100.0%	92.2%	94.1%	92.2%	1.8 PP	100.0%
Deposits from customers	18	24	(24.6%)	22	19	0	18	0	–	19
Business outlets	1	1	0.0%	1	1	233	1	233	(99.6%)	1
Number of employees	214	218	(1.8%)	203	196	3,684	214	3,684	(94.2%)	196
Number of customers (in mn)	0.0	0.0	(0.9%)	0.0	0.0	0.8	0.0	0.8	(94.7%)	0.0

Note: All data, except P/L, are dated to the end of the period. Core banking operations were deconsolidated on 31/10/2018 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (CE) – Slovakia



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	74	73	1.5%	72	74	75	219	214	2.4%	289
Net fee and commission income	40	39	2.6%	39	42	41	119	122	(2.5%)	163
Net trading income and fair value result	(0)	1	–	1	2	1	2	6	(71.9%)	8
Other net operating income	2	1	21.0%	(1)	(1)	0	2	(3)	–	(3)
Operating income	116	115	0.8%	111	118	118	342	339	0.9%	457
General administrative expenses	(64)	(65)	(0.6%)	(61)	(67)	(61)	(191)	(182)	5.0%	(248)
Operating result	51	50	2.5%	50	51	57	151	157	(3.9%)	209
Other result	1	1	(24.9%)	1	2	1	3	4	(16.5%)	5
Levies and special governmental measures	(6)	(6)	(4.5%)	(10)	(6)	(6)	(22)	(21)	6.3%	(26)
Impairment losses on financial assets	(6)	(1)	>500.0%	0	(21)	(1)	(6)	(5)	37.9%	(26)
Profit/loss before tax	40	44	(8.7%)	42	26	51	126	136	(7.1%)	162
Profit/loss after tax	33	35	(6.0%)	33	19	41	102	108	(5.9%)	127
Return on equity before tax ¹	12.8%	14.2%	(1.4 PP)	13.5%	8.7%	18.5%	13.9%	16.9%	(3.0 PP)	14.9%
Return on equity after tax ¹	10.5%	11.4%	(0.8 PP)	10.7%	6.4%	14.9%	11.2%	13.4%	(2.3 PP)	11.7%
Net interest margin ¹	2.21%	2.25%	(0.04 PP)	2.25%	2.37%	2.41%	2.24%	2.32%	(0.08 PP)	2.33%
Cost/income ratio	55.6%	56.4%	(0.8 PP)	55.3%	56.5%	51.9%	55.8%	53.6%	2.2 PP	54.3%
Loan/deposit ratio	101.6%	102.1%	(0.5 PP)	101.0%	98.9%	101.1%	101.6%	101.1%	0.5 PP	98.9%
Provisioning ratio ¹	0.23%	0.03%	0.20 PP	(0.01%)	0.85%	0.04%	0.08%	0.06%	0.02 PP	0.26%
NPE ratio	1.6%	1.7%	(0.1 PP)	1.8%	1.9%	2.0%	1.6%	2.0%	(0.3 PP)	1.9%
NPE coverage ratio	70.1%	68.9%	1.2 PP	66.8%	67.5%	66.7%	70.1%	66.7%	3.3 PP	67.5%
Total assets	14,154	13,930	1.6%	13,300	13,301	12,827	14,154	12,827	10.3%	13,301
RWA	6,229	6,158	1.1%	6,104	6,171	6,079	6,229	6,079	2.5%	6,171
Equity	1,311	1,277	2.7%	1,274	1,236	1,218	1,311	1,218	7.6%	1,236
Loans to customers	10,807	10,589	2.1%	10,434	10,075	9,970	10,807	9,970	8.4%	10,075
- Hereof non-financial corporations % ²	43.7%	44.0%	(0.3 PP)	43.8%	44.2%	45.5%	43.7%	45.5%	(1.8 PP)	44.2%
- Hereof households % ²	55.4%	55.1%	0.3 PP	54.4%	55.0%	53.8%	55.4%	53.8%	1.6 PP	55.0%
- Hereof FCY %	0.4%	0.4%	(0.0 PP)	0.4%	0.4%	0.4%	0.4%	0.4%	(0.0 PP)	0.4%
Deposits from customers	11,381	11,485	(0.9%)	10,912	10,927	10,402	11,381	10,402	9.4%	10,927
Business outlets	184	181	1.7%	186	187	190	184	190	(3.2%)	187
Number of employees	4,035	4,034	0.0%	4,014	3,995	3,963	4,035	3,963	1.8%	3,995
Number of customers (in mn)	0.9	0.9	1.2%	0.9	0.9	0.9	0.9	0.9	1.9%	0.9

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Albania



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	14	15	(1.4%)	14	14	14	43	41	5.5%	55
Net fee and commission income	4	4	3.4%	4	4	5	12	13	(3.0%)	17
Net trading income and fair value result	1	(1)	–	2	(1)	2	2	(1)	–	(2)
Other net operating income	(0)	1	–	(0)	(1)	0	1	(0)	–	(1)
Operating income	20	19	4.3%	20	16	21	59	53	10.2%	70
General administrative expenses	(11)	(11)	(0.6%)	(10)	(11)	(11)	(33)	(32)	1.5%	(43)
Operating result	9	8	11.4%	10	5	10	26	21	23.3%	27
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	(0)	(0)	(23.7%)	(1)	(0)	(0)	(1)	(1)	26.0%	(1)
Impairment losses on financial assets	(4)	4	–	0	(5)	(2)	1	10	(90.0%)	5
Profit/loss before tax	5	12	(59.2%)	9	(0)	8	26	31	(14.6%)	31
Profit/loss after tax	4	12	(61.8%)	7	1	7	23	27	(14.4%)	27
Return on equity before tax ¹	8.6%	21.6%	(13.0 PP)	17.0%	–	15.2%	16.1%	19.5%	(3.4 PP)	14.5%
Return on equity after tax ¹	7.7%	20.6%	(12.9 PP)	12.4%	1.1%	12.7%	13.9%	16.8%	(2.9 PP)	12.9%
Net interest margin ¹	3.30%	3.38%	(0.08 PP)	3.28%	3.36%	3.23%	3.32%	3.08%	0.24 PP	3.15%
Cost/income ratio	56.4%	59.2%	(2.8 PP)	51.0%	67.3%	51.0%	55.4%	60.2%	(4.7 PP)	61.8%
Loan/deposit ratio	52.9%	51.6%	1.3 PP	49.5%	47.8%	46.6%	52.9%	46.6%	6.3 PP	47.8%
Provisioning ratio ¹	1.86%	(2.49%)	4.34 PP	(0.07%)	3.08%	0.89%	(0.21%)	(2.02%)	1.81 PP	(0.73%)
NPE ratio	5.6%	6.1%	(0.4 PP)	6.1%	6.2%	6.5%	5.6%	6.5%	(0.8 PP)	6.2%
NPE coverage ratio	73.0%	74.1%	(1.1 PP)	74.3%	74.6%	71.5%	73.0%	71.5%	1.5 PP	74.6%
Total assets	1,818	1,815	0.2%	1,808	1,809	1,775	1,818	1,775	2.4%	1,809
RWA	1,318	1,320	(0.1%)	1,328	1,319	1,330	1,318	1,330	(0.9%)	1,319
Equity	231	241	(4.4%)	225	221	226	231	226	1.9%	221
Loans to customers	773	753	2.6%	718	705	683	773	683	13.1%	705
- Hereof non-financial corporations % ²	59.7%	59.8%	(0.2 PP)	60.4%	60.6%	60.2%	59.7%	60.2%	(0.6 PP)	60.6%
- Hereof households % ²	40.3%	40.2%	0.2 PP	39.6%	39.4%	39.8%	40.3%	39.8%	0.6 PP	39.4%
- Hereof FCY %	47.7%	49.5%	(1.8 PP)	50.9%	50.4%	50.4%	47.7%	50.4%	(2.7 PP)	50.4%
Deposits from customers	1,521	1,517	0.3%	1,519	1,522	1,495	1,521	1,495	1.7%	1,522
Business outlets	78	78	0.0%	78	78	78	78	78	0.0%	78
Number of employees	1,233	1,248	(1.2%)	1,246	1,226	1,237	1,233	1,237	(0.3%)	1,226
Number of customers (in mn)	0.4	0.4	(1.1%)	0.4	0.4	0.5	0.4	0.5	(3.2%)	0.4

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Bosnia & Herzegovina



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	17	17	0.9%	18	17	17	51	50	1.7%	68
Net fee and commission income	11	10	5.8%	10	10	11	31	30	3.6%	40
Net trading income and fair value result	1	0	49.1%	0	0	0	1	0	>500.0%	0
Other net operating income	0	1	(76.9%)	(1)	(0)	0	0	1	(72.5%)	1
Operating income	28	29	(2.3%)	27	28	29	85	82	2.7%	110
General administrative expenses	(15)	(14)	9.4%	(13)	(18)	(15)	(42)	(40)	6.1%	(58)
Operating result	13	15	(13.1%)	14	10	14	42	43	(0.4%)	52
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(12)	(2)	>500.0%	1	(3)	(2)	(13)	(2)	>500.0%	(5)
Profit/loss before tax	1	14	(92.9%)	15	7	12	30	41	(27.2%)	48
Profit/loss after tax	(0)	12	–	14	6	11	26	36	(28.1%)	43
Return on equity before tax ¹	1.4%	19.2%	(17.8 PP)	20.4%	10.0%	17.9%	14.0%	20.2%	(6.1 PP)	17.8%
Return on equity after tax ¹	–	17.5%	–	18.8%	8.8%	16.0%	12.5%	18.1%	(5.6 PP)	16.0%
Net interest margin ¹	3.14%	3.16%	(0.02 PP)	3.47%	3.56%	3.60%	3.26%	3.46%	(0.21 PP)	3.48%
Cost/income ratio	53.6%	47.9%	5.7 PP	48.1%	64.3%	50.3%	49.9%	48.3%	1.6 PP	52.3%
Loan/deposit ratio	74.6%	77.4%	(2.8 PP)	75.6%	76.1%	75.5%	74.6%	75.5%	(0.9 PP)	76.1%
Provisioning ratio ¹	3.65%	0.46%	3.19 PP	(0.30%)	0.88%	0.74%	1.29%	0.21%	1.08 PP	0.38%
NPE ratio	3.6%	3.5%	0.2 PP	3.6%	3.8%	4.3%	3.6%	4.3%	(0.7 PP)	3.8%
NPE coverage ratio	89.3%	81.7%	7.6 PP	79.6%	79.9%	80.9%	89.3%	80.9%	8.4 PP	79.9%
Total assets	2,440	2,437	0.1%	2,368	2,296	2,208	2,440	2,208	10.5%	2,296
RWA	1,937	1,908	1.5%	1,823	1,811	1,716	1,937	1,716	12.9%	1,811
Equity	287	287	(0.0%)	308	294	288	287	288	(0.2%)	294
Loans to customers	1,329	1,351	(1.6%)	1,309	1,292	1,242	1,329	1,242	7.0%	1,292
- Hereof non-financial corporations % ²	40.9%	42.3%	(1.4 PP)	42.4%	42.6%	41.7%	40.9%	41.7%	(0.8 PP)	42.6%
- Hereof households % ²	57.4%	56.1%	1.3 PP	56.7%	56.4%	57.4%	57.4%	57.4%	(0.0 PP)	56.4%
- Hereof FCY %	47.7%	47.3%	0.4 PP	48.4%	49.0%	50.7%	47.7%	50.7%	(3.0 PP)	49.0%
Deposits from customers	1,897	1,856	2.2%	1,843	1,811	1,764	1,897	1,764	7.5%	1,811
Business outlets	103	103	0.0%	102	102	102	103	102	1.0%	102
Number of employees	1,349	1,376	(2.0%)	1,341	1,358	1,328	1,349	1,328	1.6%	1,358
Number of customers (in mn)	0.4	0.4	(1.5%)	0.4	0.4	0.4	0.4	0.4	2.0%	0.4

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Bulgaria



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	29	29	1.9%	26	27	26	84	76	10.4%	103
Net fee and commission income	15	14	4.9%	13	14	12	42	35	18.5%	49
Net trading income and fair value result	1	0	38.6%	1	1	1	2	3	(31.2%)	4
Other net operating income	2	1	38.5%	1	1	1	3	3	17.1%	4
Operating income	46	45	2.7%	44	43	40	135	121	11.4%	164
General administrative expenses	(22)	(22)	2.9%	(25)	(22)	(20)	(69)	(66)	4.3%	(88)
Operating result	24	23	2.6%	19	21	20	66	55	19.9%	76
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	(1)	–	(4)	0	0	(5)	(4)	35.1%	(4)
Impairment losses on financial assets	1	6	(87.2%)	(2)	(5)	0	5	5	(5.6%)	0
Profit/loss before tax	25	28	(12.4%)	13	16	20	65	56	16.4%	72
Profit/loss after tax	22	25	(11.5%)	12	14	18	59	51	16.6%	65
Return on equity before tax ¹	23.1%	25.5%	(2.4 PP)	10.9%	14.2%	19.3%	20.1%	17.2%	2.9 PP	16.7%
Return on equity after tax ¹	21.1%	23.0%	(2.0 PP)	9.9%	12.8%	17.6%	18.2%	15.6%	2.6 PP	15.1%
Net interest margin ¹	2.84%	2.86%	(0.02 PP)	2.67%	2.78%	2.82%	2.79%	2.79%	(0.01 PP)	2.79%
Cost/income ratio	48.2%	48.1%	0.1 PP	57.7%	51.2%	50.7%	51.2%	54.7%	(3.5 PP)	53.8%
Loan/deposit ratio	83.9%	84.4%	(0.5 PP)	85.6%	82.8%	85.0%	83.9%	85.0%	(1.1 PP)	82.8%
Provisioning ratio ¹	(0.11%)	(0.86%)	0.75 PP	0.23%	0.85%	(0.07%)	(0.25%)	(0.31%)	0.06 PP	(0.00%)
NPE ratio	1.8%	1.9%	(0.1 PP)	2.0%	2.1%	2.4%	1.8%	2.4%	(0.6 PP)	2.1%
NPE coverage ratio	68.6%	69.3%	(0.7 PP)	69.3%	68.5%	68.0%	68.6%	68.0%	0.6 PP	68.5%
Total assets	4,475	4,235	5.7%	4,172	4,119	3,974	4,475	3,974	12.6%	4,119
RWA	2,380	2,322	2.5%	2,336	2,019	2,020	2,380	2,020	17.8%	2,019
Equity	461	438	5.3%	479	466	452	461	452	2.1%	466
Loans to customers	2,935	2,781	5.5%	2,717	2,595	2,515	2,935	2,515	16.7%	2,595
- Hereof non-financial corporations % ²	55.9%	55.8%	0.1 PP	57.3%	57.1%	57.7%	55.9%	57.7%	(1.8 PP)	57.1%
- Hereof households % ²	43.4%	43.4%	(0.0 PP)	41.8%	41.9%	41.4%	43.4%	41.4%	1.9 PP	41.9%
- Hereof FCY %	37.5%	37.6%	(0.2 PP)	37.6%	38.1%	39.5%	37.5%	39.5%	(2.1 PP)	38.1%
Deposits from customers	3,535	3,337	5.9%	3,221	3,177	3,003	3,535	3,003	17.7%	3,177
Business outlets	148	147	0.7%	146	146	147	148	147	0.7%	146
Number of employees	2,641	2,622	0.7%	2,606	2,589	2,568	2,641	2,568	2.8%	2,589
Number of customers (in mn)	0.6	0.6	0.8%	0.6	0.6	0.6	0.6	0.6	3.0%	0.6

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Croatia



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	31	30	1.8%	30	33	30	91	91	(0.4%)	125
Net fee and commission income	22	17	28.4%	16	17	21	56	54	2.5%	71
Net trading income and fair value result	1	1	(49.3%)	2	(3)	1	4	2	71.9%	(1)
Other net operating income	(5)	(1)	>500.0%	(0)	(1)	(0)	(6)	8	–	7
Operating income	49	49	(0.6%)	47	47	51	145	156	(6.8%)	202
General administrative expenses	(29)	(30)	(4.8%)	(30)	(33)	(31)	(89)	(91)	(2.1%)	(124)
Operating result	20	19	6.1%	17	14	21	56	65	(13.4%)	79
Other result	1	(1)	–	(1)	(2)	0	(1)	0	–	(2)
Levies and special governmental measures	0	(0)	–	(2)	(0)	0	(2)	(3)	(23.2%)	(3)
Impairment losses on financial assets	(7)	0	–	3	(16)	(5)	(4)	(2)	105.8%	(19)
Profit/loss before tax	14	19	(25.5%)	16	(5)	16	49	60	(19.0%)	55
Profit/loss after tax	11	14	(22.6%)	13	(4)	13	38	50	(23.4%)	46
Return on equity before tax ¹	8.6%	11.5%	(3.0 PP)	10.4%	–	10.5%	10.3%	13.2%	(2.8 PP)	9.1%
Return on equity after tax ¹	6.7%	8.7%	(2.0 PP)	8.3%	–	8.5%	8.0%	10.8%	(2.8 PP)	7.5%
Net interest margin ¹	2.84%	2.75%	0.09 PP	2.70%	3.04%	2.80%	2.76%	2.89%	(0.13 PP)	2.93%
Cost/income ratio	58.9%	61.5%	(2.6 PP)	63.2%	70.6%	59.6%	61.2%	58.2%	2.9 PP	61.1%
Loan/deposit ratio	69.8%	67.9%	1.9 PP	68.6%	66.8%	68.3%	69.8%	68.3%	1.5 PP	66.8%
Provisioning ratio ¹	1.21%	(0.06%)	1.27 PP	(0.44%)	2.81%	0.85%	0.25%	0.12%	0.13 PP	0.79%
NPE ratio	3.6%	4.0%	(0.4 PP)	4.5%	4.6%	7.4%	3.6%	7.4%	(3.7 PP)	4.6%
NPE coverage ratio	73.2%	71.3%	1.9 PP	65.0%	64.7%	73.8%	73.2%	73.8%	(0.6 PP)	64.7%
Total assets	4,811	4,820	(0.2%)	4,815	4,755	4,885	4,811	4,885	(1.5%)	4,755
RWA	2,677	2,556	4.7%	2,577	2,551	2,772	2,677	2,772	(3.4%)	2,551
Equity	665	655	1.6%	664	628	631	665	631	5.4%	628
Loans to customers	2,509	2,442	2.8%	2,397	2,361	2,350	2,509	2,350	6.8%	2,361
- Hereof non-financial corporations % ²	35.3%	33.9%	1.3 PP	36.5%	37.7%	39.7%	35.3%	39.7%	(4.4 PP)	37.7%
- Hereof households % ²	60.4%	60.2%	0.2 PP	58.9%	58.5%	58.4%	60.4%	58.4%	2.0 PP	58.5%
- Hereof FCY %	50.6%	52.1%	(1.5 PP)	49.3%	54.3%	53.2%	50.6%	53.2%	(2.6 PP)	54.3%
Deposits from customers	3,754	3,654	2.7%	3,602	3,698	3,711	3,754	3,711	1.2%	3,698
Business outlets	77	78	(1.3%)	79	78	78	77	78	(1.3%)	78
Number of employees	1,852	1,861	(0.5%)	1,926	1,982	2,014	1,852	2,014	(8.0%)	1,982
Number of customers (in mn)	0.5	0.5	0.8%	0.5	0.5	0.5	0.5	0.5	(0.5%)	0.5

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Kosovo



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	11	11	1.7%	10	12	11	33	30	7.4%	42
Net fee and commission income	4	2	67.0%	2	2	3	8	8	(7.0%)	11
Net trading income and fair value result	(0)	(0)	(65.5%)	0	0	(0)	0	(0)	–	(0)
Other net operating income	0	0	153.5%	0	0	0	1	1	59.1%	1
Operating income	15	13	14.7%	13	15	15	41	39	4.3%	54
General administrative expenses	(7)	(7)	(0.8%)	(7)	(8)	(7)	(22)	(20)	13.0%	(28)
Operating result	8	6	34.5%	5	6	8	19	20	(4.3%)	26
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(2)	(0)	315.3%	(0)	(2)	(0)	(2)	(1)	126.0%	(3)
Profit/loss before tax	6	5	14.1%	5	4	8	17	19	(10.8%)	23
Profit/loss after tax	5	5	12.6%	5	4	7	15	17	(9.6%)	21
Return on equity before tax ¹	21.0%	17.7%	3.3 PP	16.5%	13.6%	27.4%	18.8%	21.8%	(3.0 PP)	20.0%
Return on equity after tax ¹	18.7%	15.9%	2.7 PP	14.7%	12.5%	24.0%	16.8%	19.3%	(2.4 PP)	17.8%
Net interest margin ¹	4.83%	4.92%	(0.09 PP)	4.90%	5.79%	5.06%	4.89%	4.83%	0.06 PP	5.07%
Cost/income ratio	48.5%	56.1%	(7.6 PP)	57.0%	56.8%	44.7%	53.6%	49.5%	4.1 PP	51.5%
Loan/deposit ratio	82.1%	88.2%	(6.2 PP)	86.9%	85.9%	88.4%	82.1%	88.4%	(6.4 PP)	85.9%
Provisioning ratio ¹	1.04%	0.20%	0.84 PP	0.11%	1.45%	0.09%	0.46%	0.22%	0.24 PP	0.54%
NPE ratio	1.6%	2.3%	(0.7 PP)	2.3%	2.5%	3.1%	1.6%	3.1%	(1.6 PP)	2.5%
NPE coverage ratio	67.9%	79.3%	(11.4 PP)	81.8%	81.2%	58.7%	67.9%	58.7%	9.2 PP	81.2%
Total assets	1,024	988	3.6%	956	919	893	1,024	893	14.6%	919
RWA	713	699	2.0%	667	628	618	713	618	15.4%	628
Equity	126	120	4.7%	134	129	126	126	126	0.0%	129
Loans to customers	672	676	(0.6%)	648	624	601	672	601	11.8%	624
- Hereof non-financial corporations % ²	45.0%	46.3%	(1.3 PP)	47.3%	47.5%	57.8%	45.0%	57.8%	(12.8 PP)	47.5%
- Hereof households % ²	55.0%	53.7%	1.3 PP	52.7%	52.5%	42.2%	55.0%	42.2%	12.8 PP	52.5%
- Hereof FCY %	0.0%	0.0%	0.0 PP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0 PP	0.0%
Deposits from customers	825	767	7.6%	749	729	682	825	682	21.0%	729
Business outlets	48	48	0.0%	48	48	48	48	48	0.0%	48
Number of employees	855	856	(0.1%)	830	839	817	855	817	4.7%	839
Number of customers (in mn)	0.3	0.2	8.9%	0.3	0.3	0.3	0.3	0.3	6.9%	0.3

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Romania



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	96	92	3.5%	90	90	89	278	246	13.2%	336
Net fee and commission income	44	44	1.1%	40	49	49	128	140	(8.5%)	189
Net trading income and fair value result	4	4	10.3%	0	6	4	9	16	(47.3%)	22
Other net operating income	(22)	(13)	65.3%	0	(3)	0	(35)	3	–	1
Operating income	123	129	(4.7%)	131	143	143	382	407	(6.3%)	550
General administrative expenses	(70)	(68)	2.8%	(76)	(77)	(68)	(214)	(202)	5.9%	(279)
Operating result	53	61	(13.1%)	55	65	76	168	205	(18.2%)	271
Other result	(2)	1	–	(3)	1	1	(4)	0	–	1
Levies and special governmental measures	(0)	(0)	111.9%	(4)	0	(0)	(4)	(3)	14.3%	(3)
Impairment losses on financial assets	(5)	(21)	(75.4%)	(4)	(24)	1	(29)	(14)	112.3%	(38)
Profit/loss before tax	45	41	11.5%	45	42	78	131	188	(30.5%)	231
Profit/loss after tax	33	34	(3.6%)	37	35	65	105	158	(34.0%)	193
Return on equity before tax ¹	20.9%	18.5%	2.4 PP	19.6%	19.4%	39.1%	20.4%	33.1%	(12.7 PP)	30.1%
Return on equity after tax ¹	15.3%	15.7%	(0.4 PP)	16.1%	16.1%	32.7%	16.3%	27.8%	(11.5 PP)	25.2%
Net interest margin ¹	4.63%	4.47%	0.16 PP	4.36%	4.38%	4.42%	4.48%	4.15%	0.33 PP	4.21%
Cost/income ratio	57.0%	52.8%	4.1 PP	58.1%	54.1%	47.2%	56.0%	49.6%	6.4 PP	50.7%
Loan/deposit ratio	77.4%	77.7%	(0.3 PP)	77.4%	77.1%	77.1%	77.4%	77.1%	0.3 PP	77.1%
Provisioning ratio ¹	0.35%	1.47%	(1.12 PP)	0.27%	1.76%	(0.10%)	0.69%	0.37%	0.32 PP	0.74%
NPE ratio	3.4%	3.5%	(0.1 PP)	3.5%	3.5%	3.7%	3.4%	3.7%	(0.3 PP)	3.5%
NPE coverage ratio	55.4%	48.2%	7.3 PP	50.9%	50.2%	45.2%	55.4%	45.2%	10.2 PP	50.2%
Total assets	9,218	8,762	5.2%	8,904	8,966	8,789	9,218	8,789	4.9%	8,966
RWA	4,918	4,743	3.7%	4,977	4,912	4,977	4,918	4,977	(1.2%)	4,912
Equity	920	889	3.5%	943	924	887	920	887	3.8%	924
Loans to customers	5,957	5,691	4.7%	5,541	5,702	5,445	5,957	5,445	9.4%	5,702
- Hereof non-financial corporations % ²	43.6%	43.6%	0.0 PP	44.5%	43.7%	44.0%	43.6%	44.0%	(0.4 PP)	43.7%
- Hereof households % ²	51.0%	51.7%	(0.7 PP)	51.8%	50.7%	52.3%	51.0%	52.3%	(1.3 PP)	50.7%
- Hereof FCY %	34.5%	32.8%	1.7 PP	34.1%	34.6%	33.4%	34.5%	33.4%	1.1 PP	34.6%
Deposits from customers	7,466	7,179	4.0%	7,105	7,166	7,003	7,466	7,003	6.6%	7,166
Business outlets	369	378	(2.4%)	422	422	432	369	432	(14.6%)	422
Number of employees	4,971	5,008	(0.7%)	5,097	5,115	5,183	4,971	5,183	(4.1%)	5,115
Number of customers (in mn)	2.3	2.2	0.3%	2.3	2.3	2.2	2.3	2.2	0.5%	2.3

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (SEE) – Serbia



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	22	22	2.4%	22	22	21	66	63	4.7%	85
Net fee and commission income	13	13	(2.1%)	11	12	12	38	34	12.6%	45
Net trading income and fair value result	2	3	(39.1%)	1	2	2	6	6	0.2%	8
Other net operating income	2	0	>500.0%	2	2	1	4	8	(53.7%)	10
Operating income	39	38	2.8%	36	37	36	113	111	2.5%	147
General administrative expenses	(21)	(20)	3.4%	(19)	(23)	(20)	(60)	(57)	4.7%	(80)
Operating result	19	18	2.2%	17	14	16	54	53	0.1%	68
Other result	0	0	(57.1%)	0	(0)	(0)	0	(0)	–	(0)
Levies and special governmental measures	0	(3)	–	0	0	0	(3)	0	–	0
Impairment losses on financial assets	(4)	0	–	2	(1)	(1)	(2)	(1)	197.2%	(2)
Profit/loss before tax	14	15	(3.8%)	19	13	15	48	53	(8.5%)	65
Profit/loss after tax	13	13	(0.7%)	16	11	13	42	46	(7.7%)	57
Return on equity before tax ¹	11.8%	12.0%	(0.2 PP)	14.4%	10.4%	12.3%	12.9%	14.8%	(1.9 PP)	13.8%
Return on equity after tax ¹	10.5%	10.3%	0.2 PP	12.7%	9.0%	10.6%	11.3%	12.8%	(1.5 PP)	12.0%
Net interest margin ¹	3.71%	3.88%	(0.17 PP)	3.88%	3.95%	3.97%	3.81%	4.01%	(0.21 PP)	3.99%
Cost/income ratio	52.8%	52.5%	0.3 PP	53.0%	61.1%	55.3%	52.8%	51.6%	1.1 PP	54.0%
Loan/deposit ratio	73.8%	72.6%	1.2 PP	73.6%	72.4%	73.0%	73.8%	73.0%	0.8 PP	72.4%
Provisioning ratio ¹	1.21%	(0.11%)	1.32 PP	(0.52%)	0.41%	0.46%	0.22%	0.08%	0.13 PP	0.17%
NPE ratio	1.9%	2.1%	(0.1 PP)	2.2%	2.1%	2.4%	1.9%	2.4%	(0.4 PP)	2.1%
NPE coverage ratio	75.3%	75.5%	(0.2 PP)	73.1%	71.2%	72.5%	75.3%	72.5%	2.8 PP	71.2%
Total assets	2,758	2,609	5.7%	2,522	2,498	2,433	2,758	2,433	13.4%	2,498
RWA	1,787	1,715	4.2%	1,905	1,896	1,788	1,787	1,788	(0.1%)	1,896
Equity	511	496	3.0%	538	503	493	511	493	3.7%	503
Loans to customers	1,513	1,398	8.2%	1,364	1,354	1,287	1,513	1,287	17.6%	1,354
- Hereof non-financial corporations % ²	64.4%	62.3%	2.1 PP	62.0%	62.4%	60.5%	64.4%	60.5%	3.9 PP	62.4%
- Hereof households % ²	34.5%	36.6%	(2.1 PP)	37.2%	36.8%	37.8%	34.5%	37.8%	(3.2 PP)	36.8%
- Hereof FCY %	71.9%	70.3%	1.6 PP	55.4%	71.1%	70.2%	71.9%	70.2%	1.7 PP	71.1%
Deposits from customers	2,102	1,979	6.2%	1,920	1,935	1,814	2,102	1,814	15.9%	1,935
Business outlets	88	88	0.0%	88	88	89	88	89	(1.1%)	88
Number of employees	1,582	1,571	0.7%	1,547	1,537	1,540	1,582	1,540	2.7%	1,537
Number of customers (in mn)	0.8	0.8	1.0%	0.8	0.8	0.8	0.8	0.8	4.6%	0.8

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (EE) – Belarus



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	28	25	10.7%	23	22	23	76	68	12.3%	90
Net fee and commission income	16	14	8.7%	12	13	12	42	36	16.2%	49
Net trading income and fair value result	1	0	223.8%	1	2	2	2	4	(64.4%)	6
Other net operating income	(1)	(1)	(0.1%)	(1)	1	(0)	(3)	(1)	122.4%	0
Operating income	43	39	11.4%	35	38	37	117	107	9.0%	146
General administrative expenses	(19)	(18)	4.5%	(17)	(17)	(17)	(54)	(52)	2.7%	(69)
Operating result	24	21	17.4%	18	21	20	63	55	15.1%	76
Other result	(0)	(0)	(32.1%)	(0)	(0)	(0)	(0)	(0)	25.3%	(0)
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	1	(1)	–	0	(2)	4	1	8	(91.2%)	5
Profit/loss before tax	25	20	26.2%	19	19	24	64	63	2.0%	82
Profit/loss after tax	19	15	30.4%	14	19	18	48	45	4.5%	65
Return on equity before tax ¹	26.8%	22.0%	4.8 PP	21.3%	23.2%	29.6%	23.9%	26.8%	(2.9 PP)	26.3%
Return on equity after tax ¹	20.3%	16.1%	4.2 PP	15.8%	23.4%	21.8%	17.8%	19.5%	(1.6 PP)	20.8%
Net interest margin ¹	5.93%	5.68%	0.25 PP	5.57%	5.56%	6.17%	5.75%	6.31%	(0.56 PP)	6.11%
Cost/income ratio	43.7%	46.5%	(2.9 PP)	48.2%	43.7%	46.2%	46.0%	48.8%	(2.8 PP)	47.5%
Loan/deposit ratio	83.4%	91.7%	(8.3 PP)	88.4%	88.7%	86.6%	83.4%	86.6%	(3.2 PP)	88.7%
Provisioning ratio ¹	(0.36%)	0.18%	(0.54 PP)	(0.49%)	0.83%	(1.80%)	(0.22%)	(1.29%)	1.07 PP	(0.72%)
NPE ratio	1.9%	2.0%	(0.1 PP)	2.3%	2.5%	3.1%	1.9%	3.1%	(1.2 PP)	2.5%
NPE coverage ratio	80.2%	81.2%	(1.0 PP)	84.0%	82.4%	83.0%	80.2%	83.0%	(2.8 PP)	82.4%
Total assets	2,133	1,986	7.4%	1,933	1,755	1,712	2,133	1,712	24.5%	1,755
RWA	1,774	1,734	2.3%	1,635	1,534	1,537	1,774	1,537	15.4%	1,534
Equity	398	390	1.9%	365	343	329	398	329	21.0%	343
Loans to customers	1,251	1,218	2.7%	1,142	1,073	1,017	1,251	1,017	23.0%	1,073
- Hereof non-financial corporations % ²	70.0%	74.0%	(4.0 PP)	75.2%	76.6%	77.1%	70.0%	77.1%	(7.1 PP)	76.6%
- Hereof households % ²	30.0%	26.0%	4.0 PP	24.8%	23.4%	22.9%	30.0%	22.9%	7.1 PP	23.4%
- Hereof FCY %	46.0%	49.4%	(3.5 PP)	50.2%	50.1%	50.9%	46.0%	50.9%	(4.9 PP)	50.1%
Deposits from customers	1,523	1,415	7.6%	1,354	1,227	1,191	1,523	1,191	27.9%	1,227
Business outlets	87	87	0.0%	87	87	87	87	87	0.0%	87
Number of employees	1,764	1,768	(0.2%)	1,792	1,829	1,856	1,764	1,856	(5.0%)	1,829
Number of customers (in mn)	0.8	0.8	1.6%	0.8	0.8	0.8	0.8	0.8	4.5%	0.8

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (EE) – Russia



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	205	190	8.3%	176	184	181	571	528	8.0%	712
Net fee and commission income	106	89	19.6%	78	94	82	273	231	18.4%	324
Net trading income and fair value result	4	12	(69.9%)	10	14	6	25	8	236.5%	21
Other net operating income	(9)	1	–	2	(6)	0	(7)	7	–	2
Operating income	306	293	4.4%	265	285	269	864	774	11.5%	1,060
General administrative expenses	(118)	(115)	2.3%	(101)	(124)	(99)	(334)	(303)	10.2%	(427)
Operating result	188	178	5.8%	164	161	170	530	471	12.4%	633
Other result	(3)	(0)	>500.0%	(0)	(2)	(0)	(4)	(0)	>500.0%	(2)
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(18)	(14)	32.3%	(4)	(55)	(4)	(36)	(2)	>500.0%	(57)
Profit/loss before tax	166	163	1.8%	160	103	166	490	470	4.3%	573
Profit/loss after tax	130	128	1.4%	126	88	130	384	368	4.4%	455
Return on equity before tax ¹	31.1%	33.0%	(1.9 PP)	33.7%	23.6%	39.9%	34.1%	40.4%	(6.3 PP)	36.8%
Return on equity after tax ¹	24.3%	25.9%	(1.6 PP)	26.5%	20.0%	31.3%	26.7%	31.6%	(4.9 PP)	29.2%
Net interest margin ¹	5.10%	5.06%	0.03 PP	4.96%	5.64%	5.85%	5.04%	5.82%	(0.79 PP)	5.77%
Cost/income ratio	38.6%	39.4%	(0.8 PP)	38.0%	43.5%	36.7%	38.7%	39.1%	(0.5 PP)	40.3%
Loan/deposit ratio	90.7%	85.2%	5.6 PP	86.4%	79.4%	84.3%	90.7%	84.3%	6.5 PP	79.4%
Provisioning ratio ¹	0.69%	0.55%	0.14 PP	0.19%	2.71%	0.17%	0.49%	0.03%	0.46 PP	0.72%
NPE ratio	1.7%	1.9%	(0.2 PP)	1.9%	2.0%	2.9%	1.7%	2.9%	(1.2 PP)	2.0%
NPE coverage ratio	50.5%	51.9%	(1.4 PP)	51.2%	53.7%	57.4%	50.5%	57.4%	(6.9 PP)	53.7%
Total assets	16,502	16,434	0.4%	15,058	14,092	13,209	16,502	13,209	24.9%	14,092
RWA	10,164	9,804	3.7%	9,048	8,365	8,326	10,164	8,326	22.1%	8,365
Equity	2,350	2,193	7.2%	2,027	1,818	1,814	2,350	1,814	29.6%	1,818
Loans to customers	10,926	10,454	4.5%	9,908	8,519	8,587	10,926	8,587	27.2%	8,519
- Hereof non-financial corporations % ²	60.0%	60.2%	(0.3 PP)	60.8%	60.1%	59.0%	60.0%	59.0%	1.0 PP	60.1%
- Hereof households % ²	37.5%	37.4%	0.1 PP	36.3%	37.9%	39.1%	37.5%	39.1%	(1.6 PP)	37.9%
- Hereof FCY %	19.9%	20.4%	(0.5 PP)	22.3%	23.0%	22.5%	19.9%	22.5%	(2.6 PP)	23.0%
Deposits from customers	12,184	12,405	(1.8%)	11,656	10,880	10,307	12,184	10,307	18.2%	10,880
Business outlets	188	185	1.6%	184	191	191	188	191	(1.6%)	191
Number of employees	9,178	9,083	1.0%	9,131	8,998	8,890	9,178	8,890	3.2%	8,998
Number of customers (in mn)	3.3	3.2	2.7%	3.2	2.8	2.7	3.3	2.7	24.8%	2.8

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Country Financials (EE) – Ukraine



In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	65	61	7.6%	57	57	57	182	163	11.8%	220
Net fee and commission income	31	24	26.7%	22	25	24	77	67	14.8%	92
Net trading income and fair value result	4	3	23.7%	2	3	(2)	9	4	121.0%	7
Other net operating income	1	1	(34.7%)	1	4	2	3	1	161.6%	5
Operating income	100	89	12.8%	82	88	82	272	235	15.3%	324
General administrative expenses	(44)	(40)	9.7%	(38)	(40)	(34)	(123)	(95)	29.2%	(135)
Operating result	56	49	15.4%	44	48	48	149	141	6.0%	189
Other result	(0)	1	–	1	(6)	(1)	2	(2)	–	(8)
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(3)	5	–	1	1	(0)	3	19	(84.2%)	20
Profit/loss before tax	53	55	(3.2%)	46	43	47	154	158	(2.8%)	201
Profit/loss after tax	44	45	(3.5%)	38	35	38	126	130	(2.5%)	164
Return on equity before tax ¹	54.9%	58.8%	(3.9 PP)	45.7%	51.9%	74.0%	56.5%	85.3%	(28.8 PP)	81.0%
Return on equity after tax ¹	45.0%	48.3%	(3.4 PP)	37.8%	42.2%	59.6%	46.5%	70.0%	(23.5 PP)	66.3%
Net interest margin ¹	10.81%	11.25%	(0.44 PP)	11.04%	11.54%	11.65%	10.97%	11.47%	(0.50 PP)	11.49%
Cost/income ratio	44.1%	45.3%	(1.2 PP)	46.2%	45.1%	41.7%	45.1%	40.3%	4.8 PP	41.6%
Loan/deposit ratio	73.5%	78.8%	(5.2 PP)	85.7%	85.2%	86.4%	73.5%	86.4%	(12.9 PP)	85.2%
Provisioning ratio ¹	1.15%	(1.43%)	2.58 PP	(0.15%)	0.24%	0.05%	(0.12%)	(2.13%)	2.01 PP	(1.47%)
NPE ratio	6.4%	6.6%	(0.2 PP)	8.7%	8.6%	11.4%	6.4%	11.4%	(4.9 PP)	8.6%
NPE coverage ratio	66.2%	65.8%	0.4 PP	69.7%	68.7%	73.6%	66.2%	73.6%	(7.4 PP)	68.7%
Total assets	2,928	2,579	13.5%	2,340	2,347	2,219	2,928	2,219	32.0%	2,347
RWA	2,964	2,466	20.2%	2,395	2,361	2,076	2,964	2,076	42.8%	2,361
Equity	479	384	24.5%	445	392	301	479	301	59.1%	392
Loans to customers	1,706	1,590	7.3%	1,516	1,525	1,439	1,706	1,439	18.6%	1,525
- Hereof non-financial corporations % ²	83.1%	83.8%	(0.7 PP)	84.8%	86.0%	89.0%	83.1%	89.0%	(5.8 PP)	86.0%
- Hereof households % ²	16.3%	14.2%	2.1 PP	13.6%	11.9%	9.6%	16.3%	9.6%	6.8 PP	11.9%
- Hereof FCY %	23.8%	23.4%	0.4 PP	25.8%	28.2%	27.0%	23.8%	27.0%	(3.1 PP)	28.2%
Deposits from customers	2,359	2,024	16.6%	1,787	1,794	1,687	2,359	1,687	39.9%	1,794
Business outlets	493	499	(1.2%)	499	501	501	493	501	(1.6%)	501
Number of employees	7,795	7,810	(0.2%)	7,895	7,923	7,920	7,795	7,920	(1.6%)	7,923
Number of customers (in mn)	2.5	2.5	0.3%	2.5	2.5	2.5	2.5	2.5	0.4%	2.5

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

Group Corporates & Markets

In EUR mn	Q3/2019	Q2/2019	q-o-q	Q1/2019	Q4/2018	Q3/2018	1-9/2019	1-9/2018	y-o-y	1-12/2018
Net interest income	160	149	7.9%	146	129	128	455	405	12.4%	534
Net fee and commission income	97	92	5.6%	88	105	90	277	266	4.2%	371
Net trading income and fair value result	15	16	(9.5%)	(16)	(20)	18	14	42	(66.1%)	22
Other net operating income	26	34	(23.4%)	25	36	19	85	106	(20.0%)	142
Operating income	298	305	(2.1%)	244	252	256	847	842	0.6%	1,094
General administrative expenses	(162)	(177)	(8.7%)	(166)	(169)	(158)	(505)	(478)	5.6%	(647)
Operating result	136	128	6.9%	78	83	98	342	364	(6.0%)	447
Other result	(1)	6	–	(3)	5	0	3	(4)	–	1
Levies and special governmental measures	(5)	(5)	1.4%	(6)	(5)	(5)	(15)	(16)	(6.6%)	(22)
Impairment losses on financial assets	(5)	(20)	(75.9%)	(1)	(22)	6	(26)	84	–	62
Profit/loss before tax	126	109	15.7%	69	61	98	303	427	(29.0%)	488
Profit/loss after tax	96	85	11.8%	55	55	74	236	338	(30.1%)	393
Return on equity before tax ¹	13.5%	11.2%	2.3 PP	7.1%	7.2%	12.2%	11.0%	16.9%	(5.9 PP)	14.1%
Return on equity after tax ¹	10.1%	8.8%	1.3 PP	5.7%	6.5%	9.2%	8.4%	13.4%	(5.0 PP)	11.4%
Net interest margin ¹	1.24%	1.23%	0.02 PP	1.33%	1.22%	1.18%	1.27%	1.29%	(0.03 PP)	1.28%
Cost/income ratio	54.2%	58.1%	(3.9 PP)	68.0%	67.0%	61.9%	59.6%	56.8%	2.8 PP	59.1%
Loan/deposit ratio	163.6%	164.0%	(0.3 PP)	145.8%	147.1%	163.4%	163.6%	163.4%	0.3 PP	147.1%
Provisioning ratio ¹	0.09%	0.29%	(0.19 PP)	0.01%	0.34%	(0.07%)	0.32%	(1.14%)	1.46 PP	(1.53%)
NPE ratio	1.9%	1.9%	(0.0 PP)	2.3%	2.4%	2.5%	1.9%	2.5%	(0.6 PP)	2.4%
NPE coverage ratio	55.4%	55.9%	(0.5 PP)	53.3%	54.1%	58.5%	55.4%	58.5%	(3.1 PP)	54.1%
Total assets	55,974	53,454	4.7%	49,391	44,488	46,002	55,974	46,002	21.7%	44,488
RWA	24,267	23,037	5.3%	22,480	22,683	22,606	24,267	22,606	7.3%	22,683
Average Equity	3,976	3,919	1.4%	3,881	3,457	3,367	3,976	3,367	18.1%	3,457
Loans to customers	30,829	28,841	6.9%	28,259	26,953	25,970	30,829	25,970	18.7%	26,953
- Hereof non-financial corporations % ²	56.6%	61.4%	(4.7 PP)	60.3%	60.9%	58.1%	56.6%	58.1%	(1.5 PP)	60.9%
- Hereof households % ²	16.9%	17.9%	(1.0 PP)	18.0%	18.6%	20.0%	16.9%	20.0%	(3.2 PP)	18.6%
- Hereof FCY %	26.3%	22.5%	3.7 PP	21.1%	18.0%	18.9%	26.3%	18.9%	7.3 PP	18.0%
Deposits from customers	26,472	23,466	12.8%	26,955	23,020	22,097	26,472	22,097	19.8%	23,020
Business outlets	23	23	0.0%	24	22	24	23	24	(4.2%)	22
Number of employees	2,894	2,877	0.6%	2,843	2,879	2,838	2,894	2,838	2.0%	2,879
Number of customers (in mn)	2.0	2.0	(0.4%)	2.0	2.1	2.1	2.0	2.1	(6.9%)	2.1

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share



Sustainable Ratings and Industry Awards



"C+" level and prime status
in sustainability rating by ISS
oekom research
(June 18 2018)



Overall ESG score 77 – Outperformer
37th out of 336
(June 2019)



Included in STOXX Global ESG
Leaders



2018 Leadership list, and best
Austrian financial sector company
for the fourth time in a row



Global Finance

Tatra banka (Slovakia): Most Innovative
Consumer Digital Bank in the World and
Most Innovative Digital Bank in CEE



EMEA Finance

- Best bank in CEE & CIS
- Most Innovative Bank in CEE & CIS
- Best Bank in Austria, Bosnia and Herzegovina, Bulgaria, Kosovo, Romania, Serbia, Slovakia and Ukraine

Euromoney Awards for Excellence 2019

- Best bank in Central and Eastern Europe
- Best Bank in Bosnia and Herzegovina, Bulgaria, Kosovo and Ukraine

Included since 2015 in the FTSE4Good Index Series, which is designed to measure the performance of companies that have effective ESG practices

Shareholder Information Overview

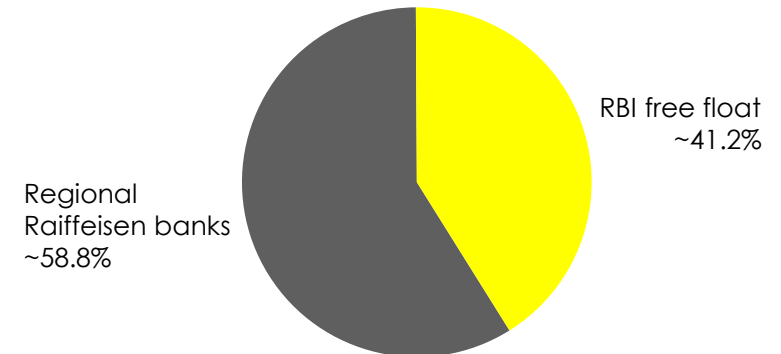
General Information

- Listed since 25 April 2005 on the Vienna Stock Exchange Prime Market
- Indices: ATX, ATX Prime, ATX five, MSCI Standard Index Europe, EURO STOXX Banks
- 328,939,621 ordinary shares issued
- ISIN: AT0000606306
- Trading Symbols:
 Vienna Stock Exchange: RBI
 Bloomberg: RBI AV
 Reuters: RBIV.VI

RBI Ratings

	Moody's	Standard & Poor's
Long term	A3	BBB+
Outlook	Stable	Positive
Short term	P-2	A-2
Subordinated (Tier 2)	Baa3	BBB-
Additional Tier 1	Ba3(hyb)	BB
Junior Subordinated (Legacy T1)	Ba3(hyb)	

Shareholder Structure¹



Raiffeisenlandesbank NÖ-Wien	22.6%
Raiffeisen Landesbank Steiermark	10.0%
Raiffeisenlandesbank Oberösterreich	9.5%
Raiffeisen-Landesbank Tirol	3.7%
Raiffeisenverband Salzburg	3.6%
Raiffeisenlandesbank Kärnten	3.5%
Raiffeisenlandesbank Burgenland	3.0%
Raiffeisenlandesbank Vorarlberg	2.9%
TOTAL regional Raiffeisen banks	58.8%

1) Based on shares issued (please note that displayed values are rounded)

Contact and Financial Calendar

Contact Details

Group Investor Relations

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Financial Calendar

30 January 2020	Start of Quiet Period ¹
06 February 2020	Preliminary Results 2019
18 March 2020	Annual Report 2019, Conference Call
30 April 2020	Start of Quiet Period ¹
14 May 2020	First Quarter Report, Conference Call
08 June 2020	Record Date Annual General Meeting
18 June 2020	Annual General Meeting
25 June 2020	Ex-Dividend Date
26 June 2020	Record Date Dividends
29 June 2020	Dividend Payment Date
28 July 2020	Start of Quiet Period ¹
11 August 2020	Semi-Annual Report, Conference Call
29 October 2020	Start of Quiet Period ¹
12 November 2020	Third Quarter Report, Conference Call

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