

Raiffeisen Bank International FY 2017 Results

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Executive Summary FY 2017

- Consolidated profit more than doubled to EUR 1.1 bn (FY/2016: EUR 520 mn)
- CET1 ratio at 12.7% (fully loaded); IFRS 9 estimated impact around 15 bps on 1 January 2018
- NPL ratio actively managed down to 5.7% (FY/2016: 8.7%) through NPL sales and write-offs
- Exceptionally low risk costs driven by positive market environment
- Loans to customers increased 1.8% despite NPL sales and write-offs
- NIM stable at 2.48%
- Proposed dividend of EUR 0.62 per share
- Rating upgrades at Moody's (2 notches to A3) and S&P (1 notch to BBB+, positive outlook)
- AT1 bucket fully covered following issuance of EUR 1,150 mn in June 2017 and January 2018
- Merger with RZB completed and new management board appointed

Note: Unless specified otherwise, 2016 data is pro forma Combined Bank

Financial Highlights FY 2017



In EUR mn

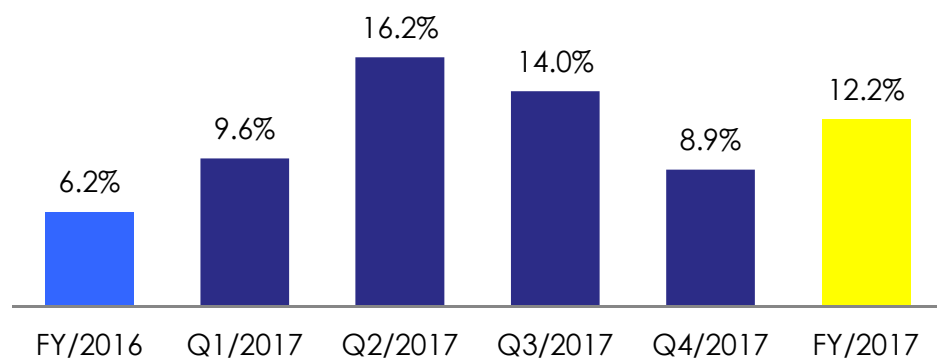
		FY/2017	FY/2016	y-o-y
Profitability	Net interest income	3,208	3,197	0.3%
	Net fee and commission income	1,719	1,599	7.5%
	Net trading income	244	220	11.3%
	Operating income	5,228	5,112	2.3%
	General administrative expenses	(3,104)	(3,141)	(1.2)%
	Net provisioning for impairment losses	(287)	(758)	(62.1)%
	Other results	(224)	(267)	(15.9)%
	Profit/loss before tax	1,612	946	70.4%
	Profit/loss after tax	1,246	636	95.8%
	Consolidated profit/loss	1,116	520	114.6%
		31/12/2017	31/12/2016	YTD
NPL/NPE	NPL ratio	5.7%	8.7%	(3.0)PP
	NPE ratio	5.1%	8.1%	(3.0)PP
	NPL coverage ratio ¹	67.0%	75.2%	(8.1)PP
	NPE coverage ratio ²	56.3%	66.3%	(10.0)PP
	Loans and advances to customers	81,232	79,769	1.8%
		31/12/2017	31/12/2016	YTD
Capital Ratios	Common equity tier 1 ratio (fully loaded)	12.7%	12.4%	0.3PP
	Tier 1 capital ratio (fully loaded)	13.6%	12.4%	1.2PP
	Total capital ratio (fully loaded)	17.8%	17.1%	0.7PP

1) Impairment losses on loans and advances to customers in relation to non-performing loans to customers

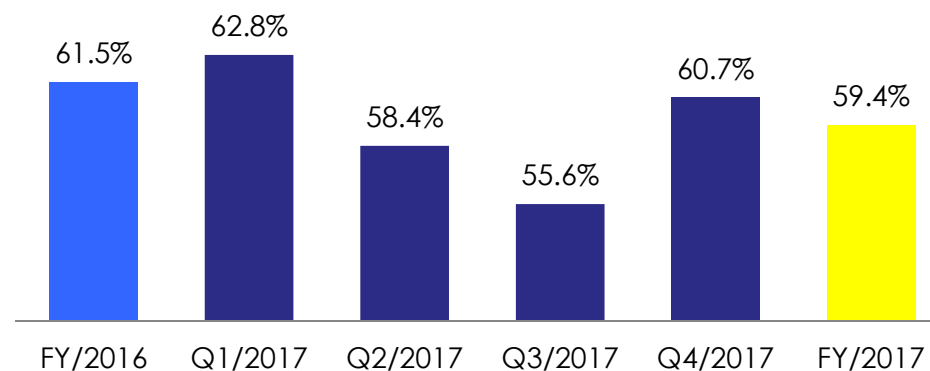
2) Individual impairment losses on loans and advances to customers and banks in relation to non-performing exposure to customers and banks

Development of Financial Ratios in FY 2017

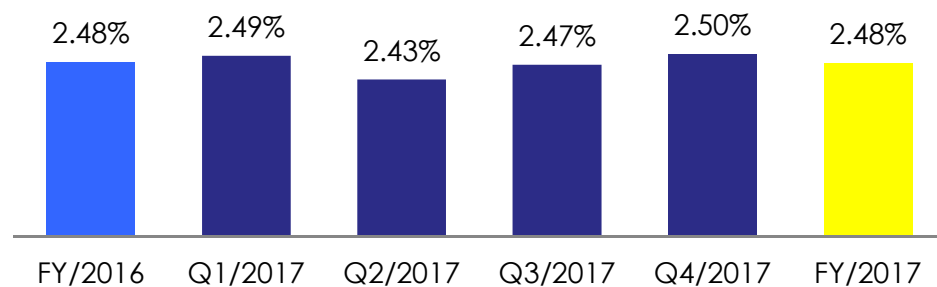
RoE (Consolidated)¹



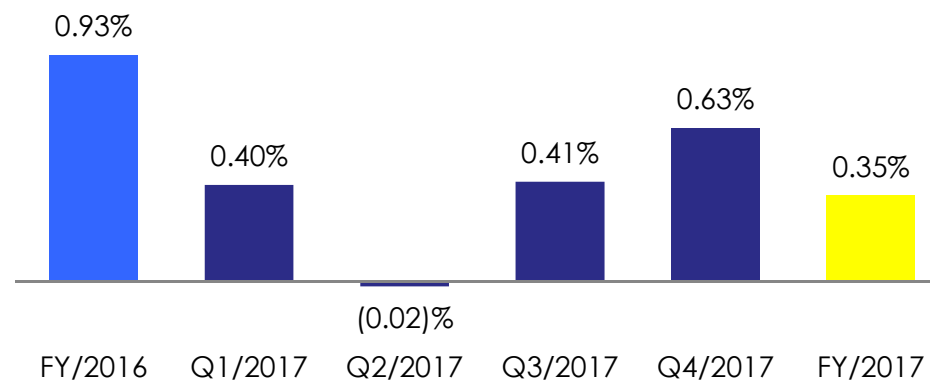
Cost/Income Ratio



Net Interest Margin¹



Provisioning Ratio¹



¹) Annualized

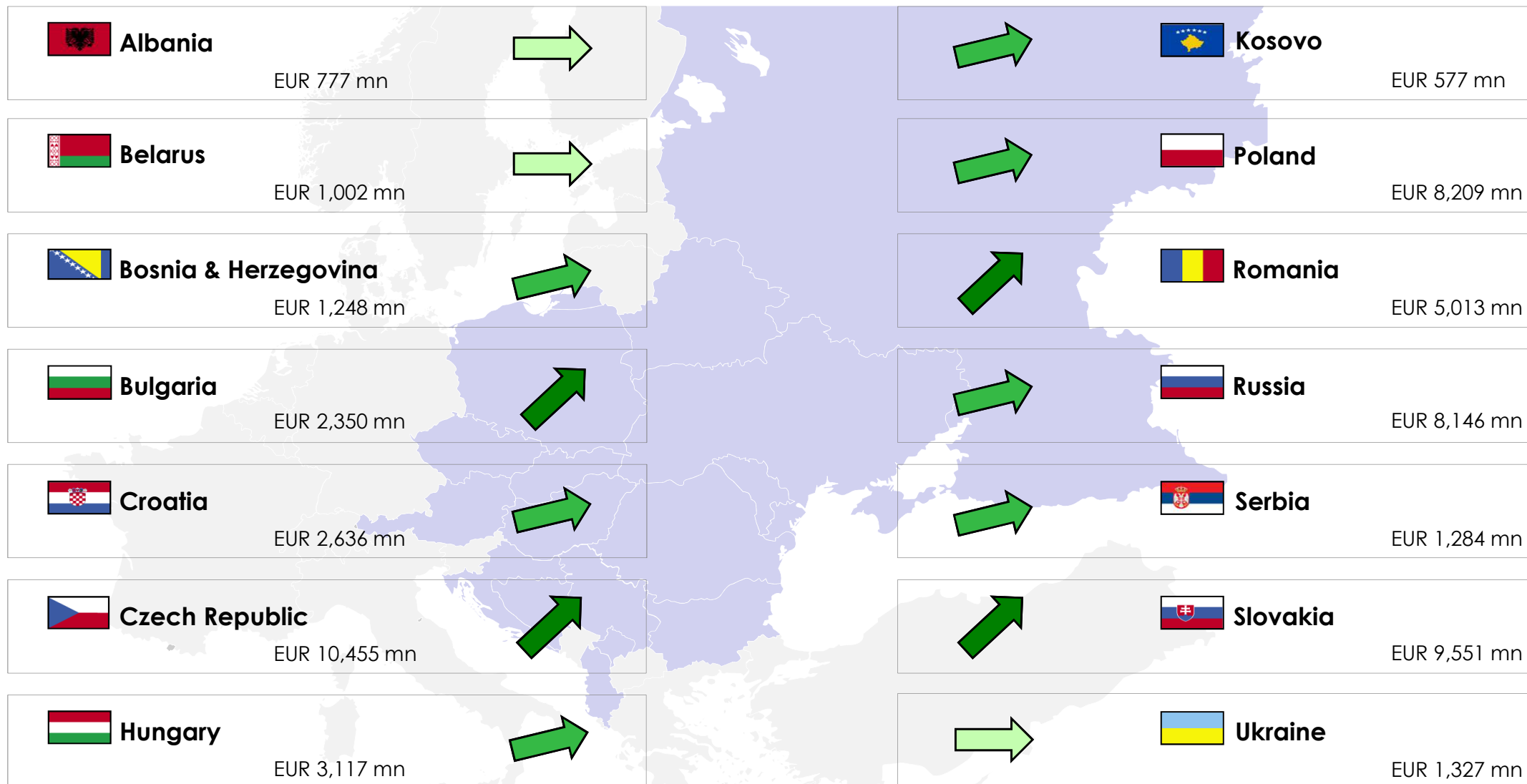
Growth across the Group

FY 2017 Loans¹

Projected Loan Growth²

Projected Loan Growth²

FY 2017 Loans¹



1) Loans and advances to customers

2) Based on budgeted 3 year CAGR

Key Developments

- Ongoing recovery of net interest margin in 1-12/2017 (1-12/2017: 2.31% vs. 1-12/2016: 1.94%) mostly due to repricing of retail deposits and reduction of excess liquidity
- Increased risk weighting of FX mortgages in December 2017 with 54 bps impact on Group CET1 ratio, fully recognized in FY/2017 results
- IPO of minority stake or disposal of core banking business
- Rightsizing program on track:
 - ✓ Cost/income ratio down to 59.8%
 - ✓ FTE reduction of 371 (8.7%) in 2017
 - ✓ 62 branches closed and 23 branches converted to franchise model in 2017
 - ✓ Retail customer base increased 7% y-o-y to 800,000 accounts

Strategy

- From 2019 we strive to operate with a cost/income ratio of below 55%
- Digital transformation investment of around EUR 30 mn between 2017 and 2020 with focus on self-service solutions, remote channels and digital behaviors
- Optimization of branch footprint: over the course of the rightsizing program 60 to 70 branches closed by 2018
- Planned cost saving initiatives of around EUR 50 mn by end 2019 (vs. 2016 general administrative expenses before intangible impairments of EUR 27 mn), FTE reduction over the course of the program between 850 and 950, restructuring costs of around EUR 11 mn booked in Q1/2017

Leveraging our Strong Position in Russia



Key Developments

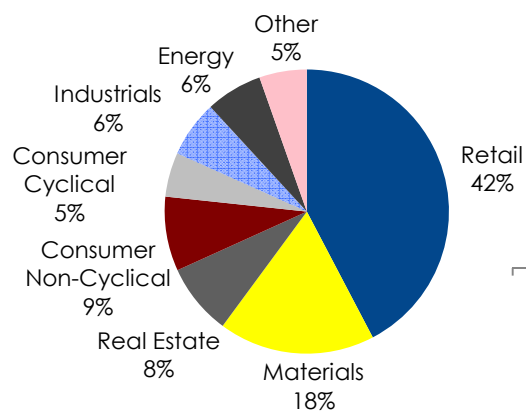
- Net interest margin increased to 5.88% in 1-12/2017 (from 5.64% in 1-12/2016) positively influenced by deposit repricing and increase of share of local currency business; also supported by FX appreciation
- Low provisioning ratio of 0.57% in 1-12/2017 (vs. 1.99% in 1-12/2016) reflecting improving credit environment
- Growth in retail business driven by mortgage loans
- NPL ratio improved to 4.1% (down 2.2PP y-o-y); coverage ratio increased to 75.4% (up 0.7PP y-o-y)
- Central bank key rate cut four times in 2017, GDP growth remains subdued and inflation moderate
- Raiffeisenbank Russia assigned AAA(ru) rating by ACRA

Strategy

- We will look to grow across all business segments while maintaining our prudent risk approach
- Retail market: expanding the private individual customer base and SME business; increase our geographical reach in both segments through a new digital sales and service model
- Corporate market: diversifying the large corporate segment and expanding the coverage of mid-caps with focus on low risk, fee generating and capital-light products
- We remain committed to the Russian market and high quality customer service as well as further development of our physical presence and digital capabilities

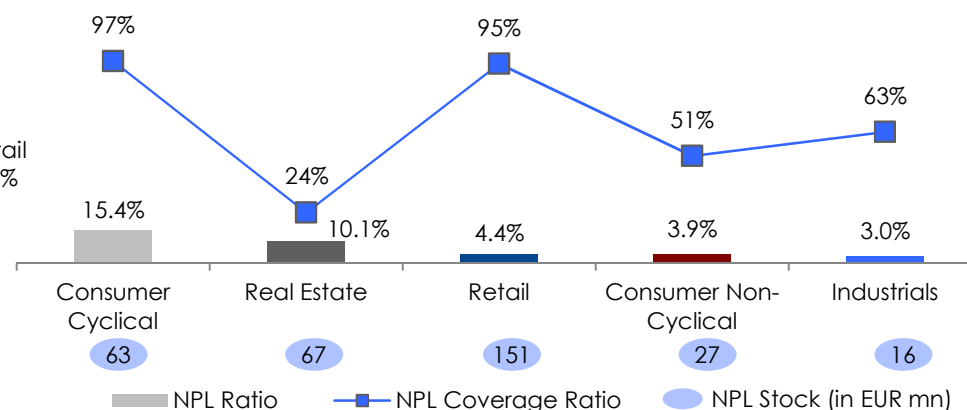
Russian Exposure¹

Loan Book Exposure by Category



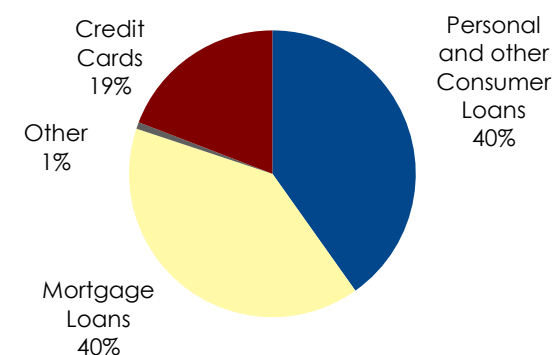
Total EUR 8,146 mn

NPL Ratio by Category²



Total NPL Stock: EUR 333 mn

Retail Lending by Product



Total: EUR 3,448 mn

1) Gross exposure, including NPLs

2) Other categories have NPL ratios below 1% (Others 0.9%, Energy 0.4%, Materials 0.3%)

Development of Real GDP (%)

Country	2016	2017e	2018f	2019f
CE				
Czech Republic	2.5	4.5	3.3	3.2
Hungary	2.2	4.0	3.8	3.2
Poland	2.9	4.5	4.6	3.9
Slovakia	3.3	3.4	4.0	4.0
Slovenia	3.1	4.8	3.8	2.8
CE	2.8	4.4	4.1	3.6
SEE				
Albania	3.4	3.8	4.0	3.8
Bosnia & Herz.	3.1	2.5	2.8	3.0
Bulgaria	3.9	4.0	4.2	4.0
Croatia	3.2	2.9	2.3	2.5
Kosovo	4.1	4.1	4.2	4.0
Romania	4.8	7.0	4.2	3.5
Serbia	2.8	1.8	2.5	2.5
SEE	4.1	5.1	3.7	3.3
EE				
Belarus	(2.5)	2.4	2.5	2.0
Russia	(0.2)	1.5	1.5	1.5
Ukraine	2.3	2.2	2.5	3.0
EE	(0.1)	1.6	1.6	1.6
Austria	1.5	2.9	2.8	1.9
Germany	1.9	2.5	2.2	1.6
Euro area	1.8	2.5	2.5	1.7

Source: RBI/Raiffeisen Research as of 23/02/2018

General Market Trends

- **2017 has seen the strongest growth in Central Europe (CE) and Southeastern Europe (SEE) since before the financial crisis.** Regional economies are benefiting from solid private consumption and a rebound in investments driven by higher EU transfers
- **Growth in CE reached 4.4%** with GDP in all countries rising above 3%. Romanian economy grew 7% bringing **average SEE growth to 5.1%**
- **Healthy and broad-based business cycle dynamics** in CE/SEE this year and next with expected growth rates significantly **above 3%**
- **Negative output gaps have narrowed** or are already slightly positive, overheating fears in some countries, such as Romania. Labor markets show signs of upcoming supply-side constraints in some CE markets
- **Russia's economy expected to grow at a moderate pace of 1 to 2% in 2018.** Inflation to remain contained, opening the door for further measured rate cuts throughout 2018. Russian presidential elections without much market impact. Moderate growth for Ukraine and Belarus
- Sentiment indicators in **Austria and the euro area are near cyclical highs** and favorable business cycle dynamics expected to last well into 2019, while inflation expected to rise only gradually. Monetary policy will remain accommodative for a long time

- We will pursue **loan growth** with an average **yearly percentage increase in the mid-single digit** area
- Following very low risk costs in 2017 (EUR 287 mn), we expect **impairment losses on financial assets in 2018 to be above the 2017 level**
- We anticipate that the **NPL ratio will further reduce** in the medium term
- We aim to achieve a **cost/income ratio of below 55 percent** in the medium term
- We target a **consolidated return on equity of approximately 11 percent** in the medium term
- We target a **CET1 ratio (fully loaded) of around 13 percent** post dividend in the medium term
- Based on this target, we intend to **distribute between 20 and 50 percent** (dividend payout ratio) of the consolidated profit

Note: The targets in this outlook include the impact from IFRS 9 and FINREP

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Overview of Key Financials

In EUR mn	Q4/2017	Q3/2017	q-o-q	FY/2017	FY/2016	y-o-y
Net interest income	816	803	1.6%	3,208	3,197	0.3%
Net fee & commission income	448	429	4.4%	1,719	1,599	7.5%
Net trading income	62	50	23.6%	244	220	11.3%
Recurring other net operating income	13	9	43.0%	57	96	(40.9)%
Operating income	1,339	1,291	3.7%	5,228	5,112	2.3%
Staff expenses	(409)	(365)	11.9%	(1,554)	(1,552)	0.1%
Other admin expenses	(314)	(272)	15.6%	(1,222)	(1,214)	0.7%
- Hereof regulatory charges	(18)	(17)	5.1%	(148)	(152)	(2.7)%
Depreciation	(90)	(81)	11.1%	(328)	(375)	(12.4)%
General administrative expenses	(813)	(718)	13.2%	(3,104)	(3,141)	(1.2)%
Operating result	526	573	(8.2)%	2,123	1,971	7.8%
Net provisioning for impairment losses	(127)	(84)	52.0%	(287)	(758)	(62.1)%
Other results	(88)	(37)	138.3%	(224)	(267)	(15.9)%
Net income from derivatives	(45)	(22)	100.0%	(41)	(259)	(84.2)%
Net income from financial investments	(29)	5	-	(83)	179	-
Bank levy	(17)	(16)	2.1%	(121)	(174)	(30.8)%
Impairment of goodwill	0	0	-	0	(11)	-
Profit/loss before tax	311	452	(31.3)%	1,612	946	70.4%
Consolidated profit/loss	206	322	(36.0)%	1,116	520	114.6%
Net interest margin ¹ (%)	2.50%	2.47%	0.04PP	2.48%	2.48%	(0.00)PP
RoE ¹ (consolidated) (%)	8.9%	14.0%	(5.2)PP	12.2%	6.2%	6.0PP

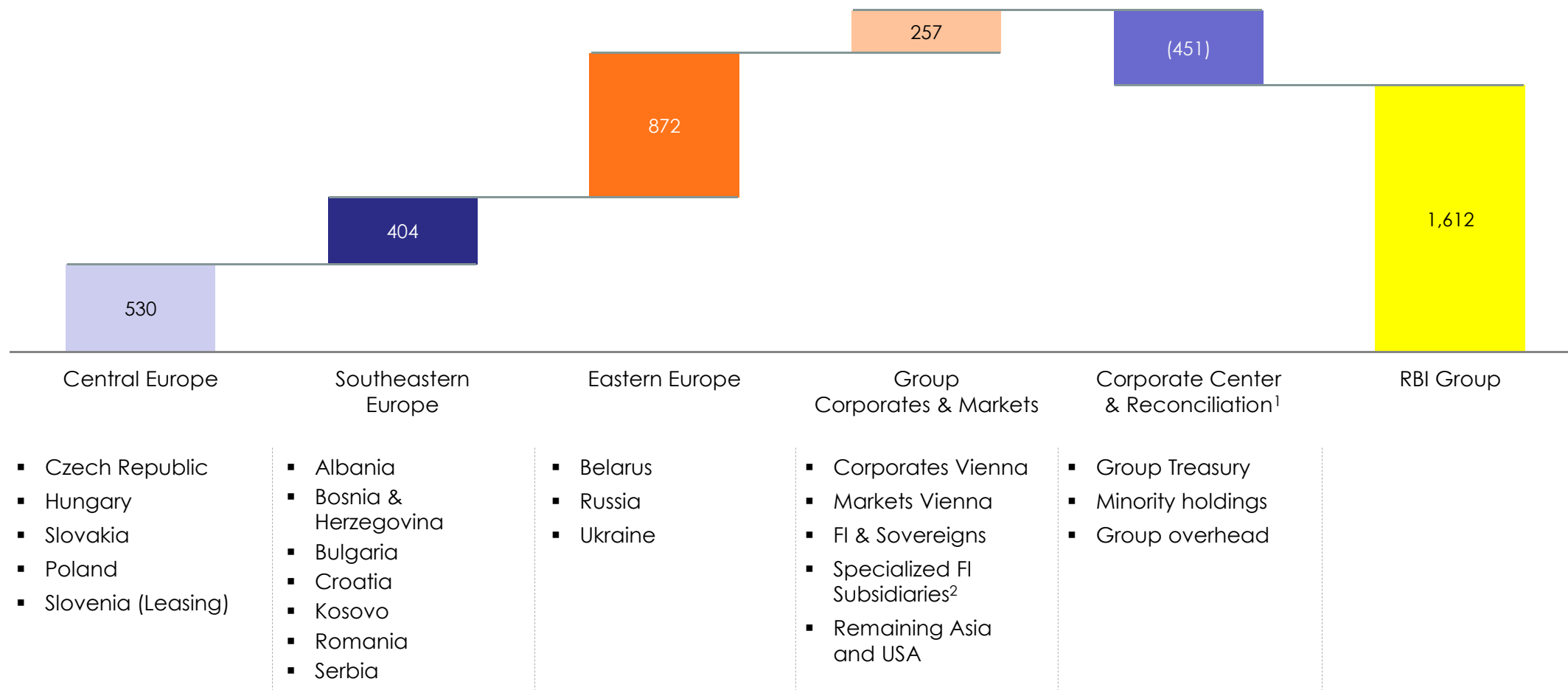
1) Annualized

Development (q-o-q)

- **Net interest income** up EUR 13 mn mostly due to volume-driven interest income from customer loans and current income from associates
- **Net fee and commission income** up EUR 19 mn mainly from payment transfer and securities business
- **Net trading income** up EUR 12 mn due to higher result from currency-based business and higher volumes in equity- and index-based business
- **General administrative expenses** up EUR 95 mn due to seasonality effects: staff expenses up EUR 43 mn, driven by GC&M, Corporate Center and Russia; other administrative expenses up EUR 42 mn driven by GC&M, Corporate Center, Russia and Hungary
- **Loan loss provisioning** up EUR 43 mn mainly due to ILLP allocation for one large corporate case
- **Other results** down EUR 51 mn: net income from financial investments down EUR 34 mn (driven by impairment on equity participations), valuation of banking book derivatives and own liabilities down EUR 22 mn, bank levies stable

Distribution of Profit before Tax – FY 2017

In EUR mn



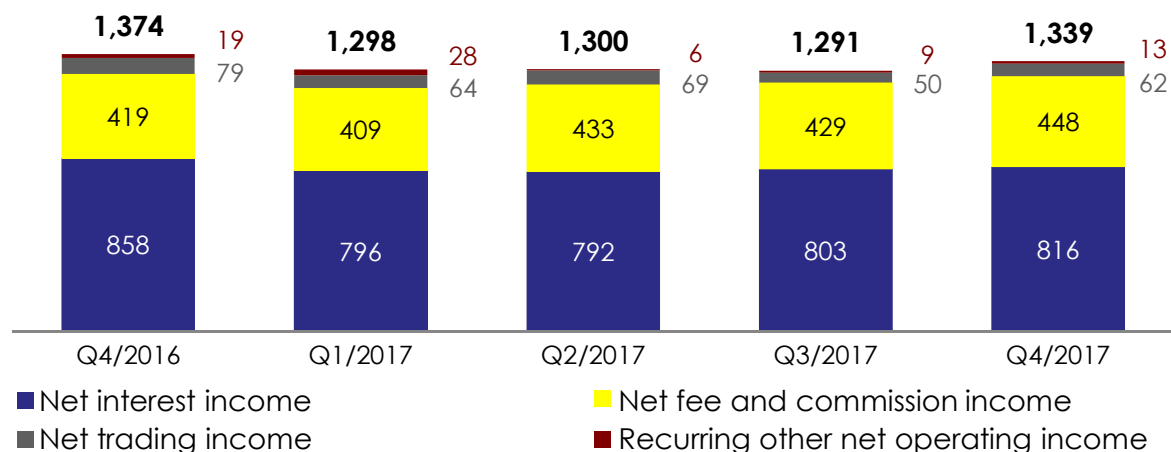
1) Due to the mostly internal nature of Corporate Center, amount netted with Reconciliation for illustrative purposes

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

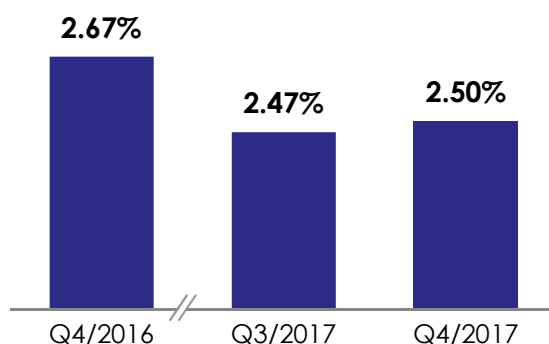
Revenue Composition

Split of Operating Income

In EUR mn

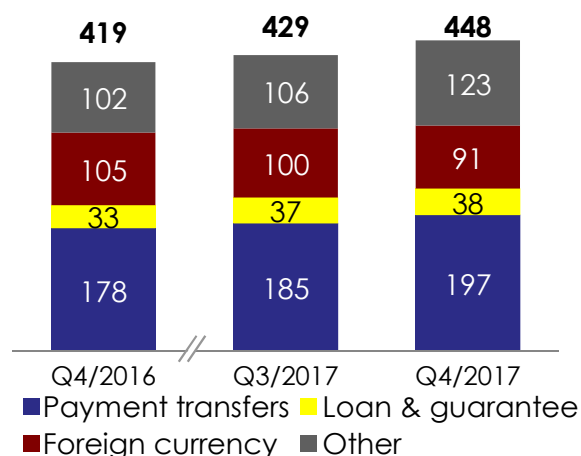


Net Interest Margin



Net Fee and Commission Income

In EUR mn

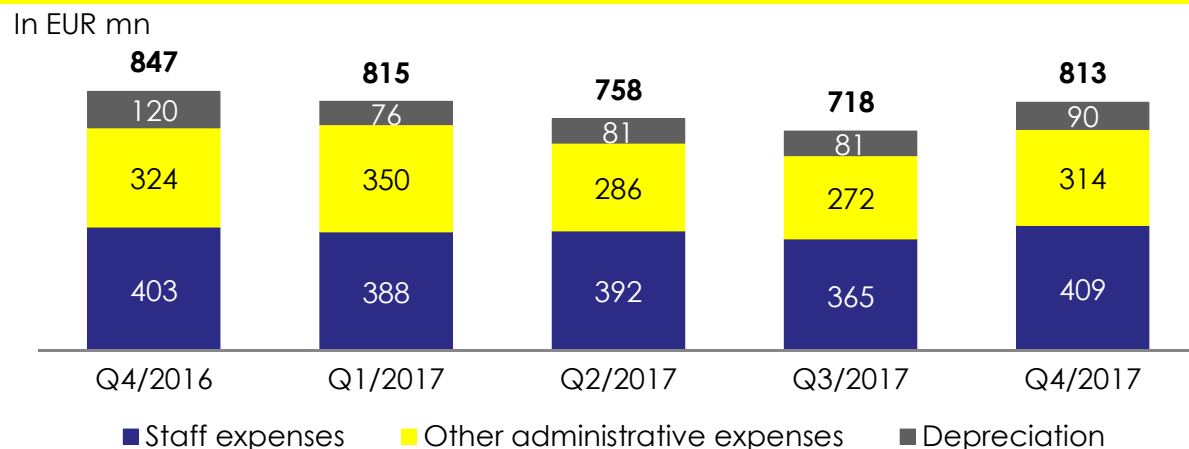


Development (q-o-q)

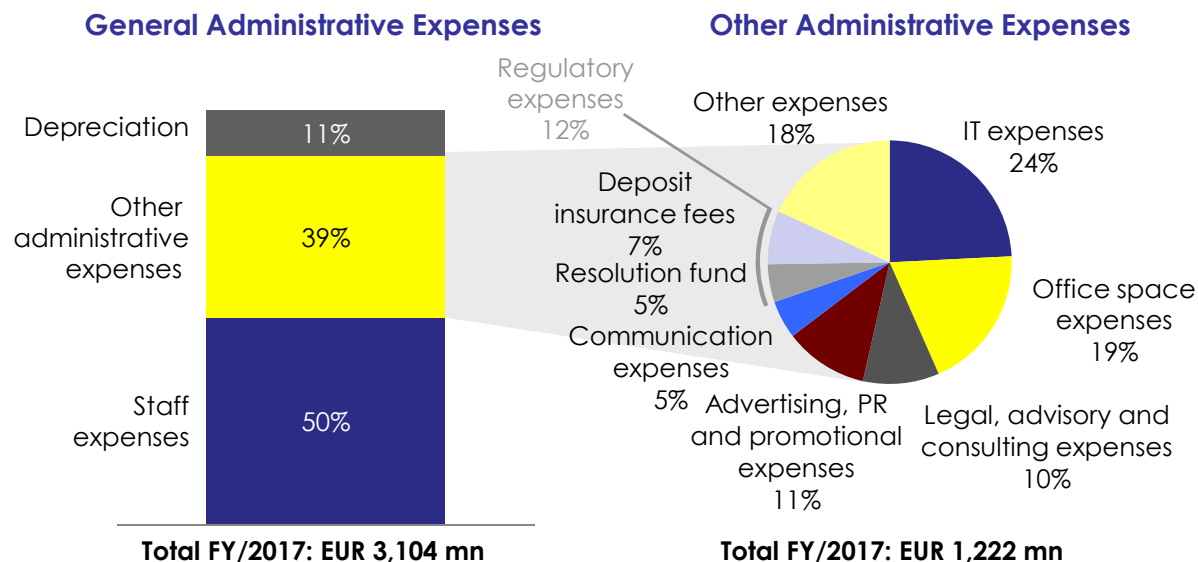
- **Net interest income** up EUR 13 mn mostly due to volume-driven interest income from customer loans (up EUR 9 mn) and EUR 4 mn higher current income from associates; positive effects from Czech Republic and Romania (higher interest rates) and Russia (increased volume); in Q4 NIM increased 4BP to 2.50%
- **Net fee and commission income** up EUR 19 mn primarily due to higher volumes in payment transfer business in Russia and Romania; securities business increased mainly in GC&M, Hungary and Slovakia
- **Net trading income** up EUR 12 mn mainly from higher income from currency-based business due to valuation gains on FX derivatives and open FX positions in Russia; equity and index-based business rose due to higher volumes from issuance activities
- **Recurring other net operating income** up EUR 4 mn due to EUR 6 mn higher net income arising from non-banking activities

Expense Base Breakdown

Development of General Administrative Expenses



Split of General Administrative Expenses



Development (q-o-q)

- **General administrative expenses** up EUR 95 mn driven by higher staff expenses and higher other administrative expenses
- **Staff expenses** up EUR 43 mn largely due to higher bonus accruals, higher provisions for post-employment benefits in GC&M and Corporate Center and higher headcount in Russia
- **Other administrative expenses** up EUR 42 mn driven by higher advertising expenses (GC&M, Russia and Romania), higher expenses for digital and regulatory projects, and higher office space expenses (EUR 8 mn one-off from termination of rental contracts in Hungary) while IT expenses declined
- **Depreciation** of tangible and intangible assets up EUR 9 mn driven by impairment of investment properties (up EUR 5 mn)

Balance Sheet Overview

Balance Sheet (31/12/2017)

EUR 135 bn



Assets

Liabilities

- Loans and advances to banks (net)
- Deposits from banks
- Loans and advances to customers (net)
- Deposits from customers
- Securities (including trading assets and investments in associates)
- Debt securities issued
- Other assets
- Other liabilities
- Equity and subordinated liabilities

In EUR mn

	31/12/2017	30/09/2017	q-o-q	31/12/2017	31/12/2016	y-o-y
Total assets	135,146	139,963	(3.4)%	135,146	134,804	0.3%
Loans and advances to banks	14,358	16,711	(14.1)%	14,358	10,981	30.8%
Loans and advances to customers	81,232	81,102	0.2%	81,232	79,769	1.8%
Deposits from banks	22,291	27,123	(17.8)%	22,291	24,060	(7.3)%
Deposits from customers	84,831	83,766	1.3%	84,831	80,325	5.6%
Equity	11,241	11,055	1.7%	11,241	9,752	15.3%

Assets

- Increase in **loans to banks** driven by repo and securities lending business (up EUR 4.7 bn YTD) mainly in Czech Republic and Russia
- **Loans and advances to customers** up EUR 1.5 bn YTD driven by loan growth in several markets (mainly in Czech Republic, Slovakia and Russia), predominantly mortgage loans (up EUR 1.9 bn YTD), partly offset by write-offs and NPL sales (together approx. EUR 2.6 bn); retail loans up EUR 1.5 bn YTD and corporate loans remained stable
- Decrease in **derivatives, trading assets** and **financial investments** mainly in Corporate Center

Liabilities

- Decrease in **deposits from banks** driven by short-term interbank business
- **Deposits from customers:** retail deposits up EUR 2.7 bn YTD mostly in Czech Republic, Slovakia, Romania and Russia; corporate deposits up EUR 1.3 bn YTD mostly in Slovakia, Czech Republic and Russia; sovereign deposits up EUR 0.6 bn YTD
- **Debt securities issued** down EUR 2.6 bn mainly from scheduled (in some cases early) repayments in Corporate Center

Equity Overview

In EUR mn	Subscribed capital	Capital reserves	Retained earnings	Consolidated profit/loss	Consolidated equity (incl. TCI ¹)	Non-controlling interests	AT1 capital	Total Equity
Equity as at 31/12/2016	892	4,994	2,301	463	8,651	581	0	9,232
RZB/RBI merger	110	0	336	0	445	74	0	519
Equity as at 1/1/2017	1,002	4,994	2,637	463	9,096	655	0	9,752
Capital increases/decreases	0	0	0	0	0	0	645	645
Transferred to retained earnings	0	0	463	(463)	0	0	0	0
Dividend payments	0	0	0	0	0	(90)	0	(90)
Total comprehensive income	0	0	(199)	1,116	918	131	0	1,049
AT1 capital dividend allotment	0	0	(18)	0	(18)	0	18	0
Dividend payments on AT1 capital	0	0	0	0	0	0	(18)	(18)
Own share/share incentive program	0	(2)	2	0	0	0	0	0
Other changes	0	0	(59)	0	(59)	(37)	0	(96)
Equity as at 31/12/2017	1,002	4,992	2,827	1,116	9,937	660	645	11,241

- **Earnings per share** up EUR 1.75 (1-12/2017: EUR 3.34 vs. 1-12/2016: EUR 1.58)
- **Proposed dividend** for financial year 2017 of EUR 0.62 per share (18% payout ratio) totalling EUR 204 mn
- Issuance of **Additional Tier1** capital (AT1) of EUR 645 mn (after deduction of issuance costs)
- **Total comprehensive income** amounted to EUR 1,049 mn; other comprehensive income of minus EUR 197 mn mostly deriving from **change in own liabilities** (credit spread; minus EUR 140 mn) and from **currency differences** (minus EUR 70 mn mainly from Russia)

1) Including total comprehensive income

Regulatory Capital Overview

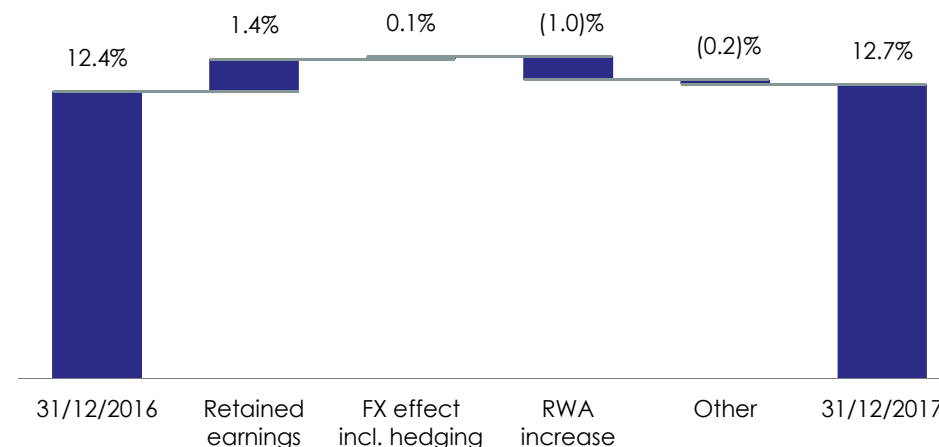
Regulatory Capital Structure

In EUR mn	31/12/2017	31/12/2016
Common equity tier 1 (before deductions)	9,955	9,293
Deduction items	688	689
Common equity tier 1 (after deductions)	9,266	8,604
Additional tier 1 (after deductions)	573	0
Tier 1 (after deductions)	9,839	8,604
Tier 2 (after deductions)	3,053	3,200
Total capital	12,892	11,804
Risk-weighted assets (total RWA)	71,902	67,911
Common equity tier 1 ratio (fully loaded)	12.7%	12.4%
Common equity tier 1 ratio (transitional)	12.9%	12.7%
Tier 1 ratio (fully loaded)	13.6%	12.4%
Tier 1 ratio (transitional)	13.7%	12.7%
Total capital ratio (fully loaded)	17.8%	17.1%
Total capital ratio (transitional)	17.9%	17.4%
Leverage ratio (fully loaded)	6.1%	5.5%
Leverage exposure (total)	160,828	151,817

Changes in Regulatory Capital (YTD)

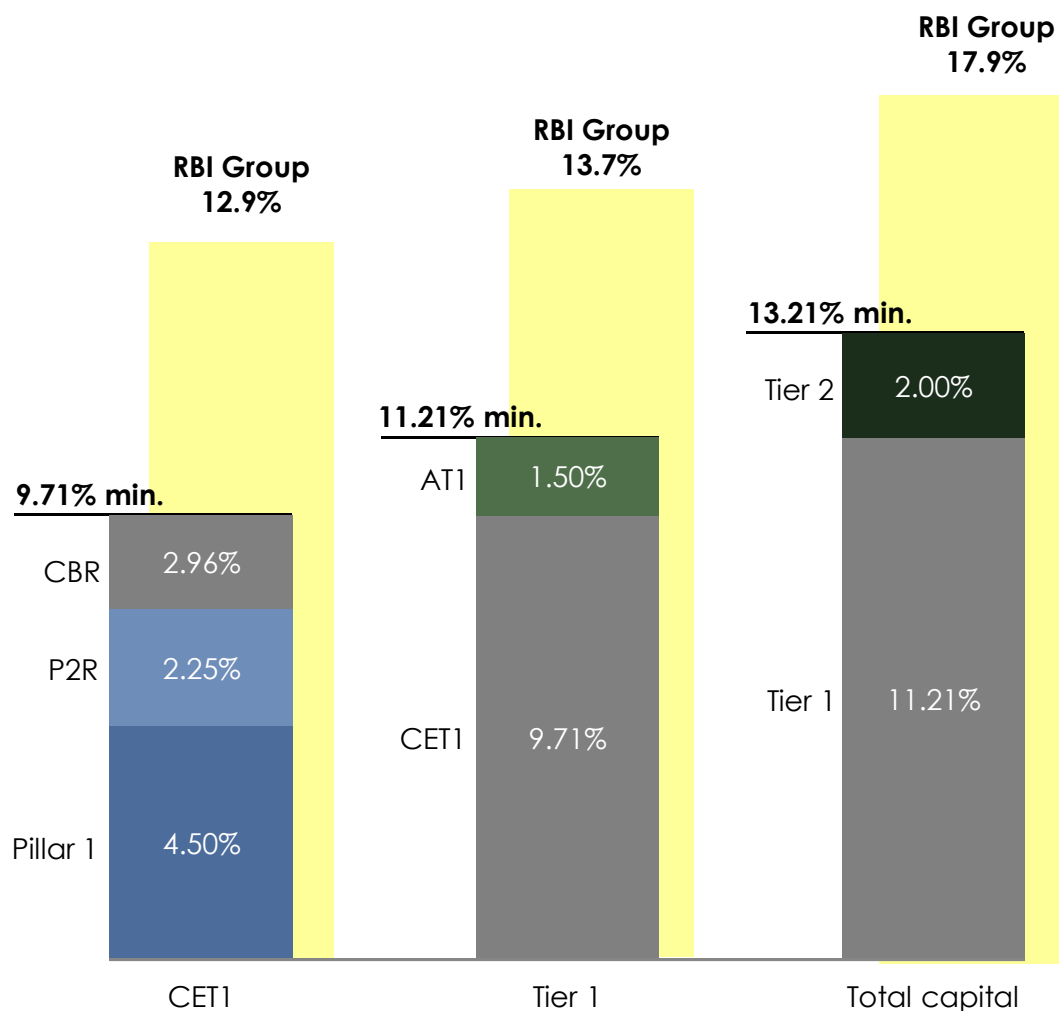
- **Common equity tier 1 ratio** (fully loaded) of 12.7% (up 0.3PP) and transitional of 12.9% (up 0.2PP); **common equity tier 1 capital** up EUR 662 mn to EUR 9,266 mn due to inclusion of FY 2017 retained earnings
- **RWA** increased by EUR 4.0 bn
 - Credit Risk: up by EUR 4.0 bn mainly driven by higher risk weights for FX mortgage loans in Poland
 - Market Risk: up by EUR 0.8 bn driven by internal model and higher bond exposure in Russia
 - Operational Risk: down by EUR 0.8 bn mainly due to full application of Advanced Measurement Approach (AMA)
- **Leverage ratio** (fully loaded) of 6.1% (transitional: 6.1%)

Development of CET1 ratio (fully loaded)



Capital Ratios well above Requirements

Regulatory Capital Requirements



Note: ratios on transitional basis at 31/12/2017; Minimum requirements at 1/1/2018

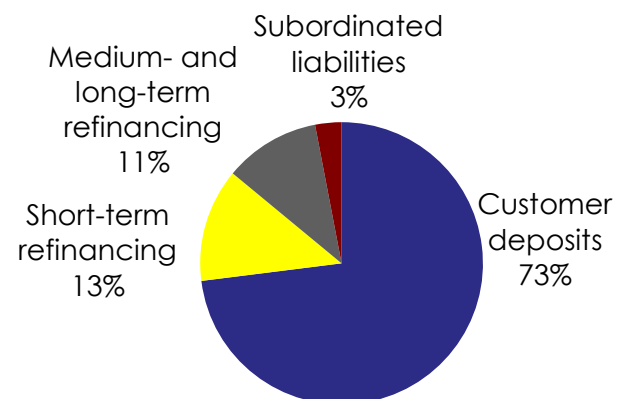
Further Details (RBI Group)

- 2018 SREP **P2R of 2.25%**, and **P2G of 1.0%** (unchanged from 2017)
- Combined buffer requirement in 2018 of 2.96%:**
 - 1.875% capital conservation buffer
 - 1.0% systemic risk buffer / O-SII buffer
 - Variable countercyclical capital buffer of ~0.09%
- Capital conservation buffer to increase to 2.50% and systemic risk buffer / O-SII buffer to 2.00% beginning of 2019
- Maximum distributable amount (MDA) restrictions at 10.42% at 1/1/2018 as AT1 requirement of 1.5% partly covered by CET1
- Buffer to MDA trigger is 2.47%
- Available distributable items (ADI) of EUR 1,400 mn as of 31/12/2017 after 2017 dividend, IPS contribution and AT1 coupon
- Fully loaded ratios are 12.7% CET1, 13.6% Tier 1 and 17.8% Total Capital
- Further EUR 500 mn AT1 notes issued in January 2018 will be reflected in Q1/2018 Tier 1 and Total Capital ratios

Note: P2R = Pillar 2 requirement, P2G = Pillar 2 guidance, CBR = Combined buffer requirement, O-SII = Other systemically important institutions

Funding Overview

Funding Structure (31/12/2017)



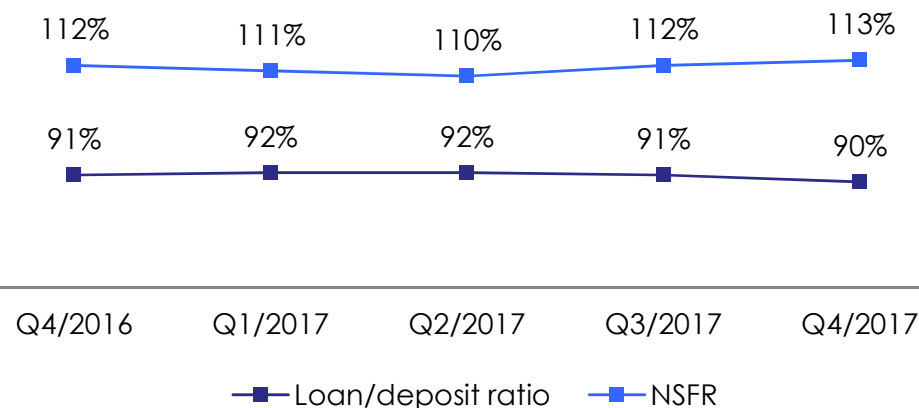
Total: EUR 117 bn

Overview of Funding Plan

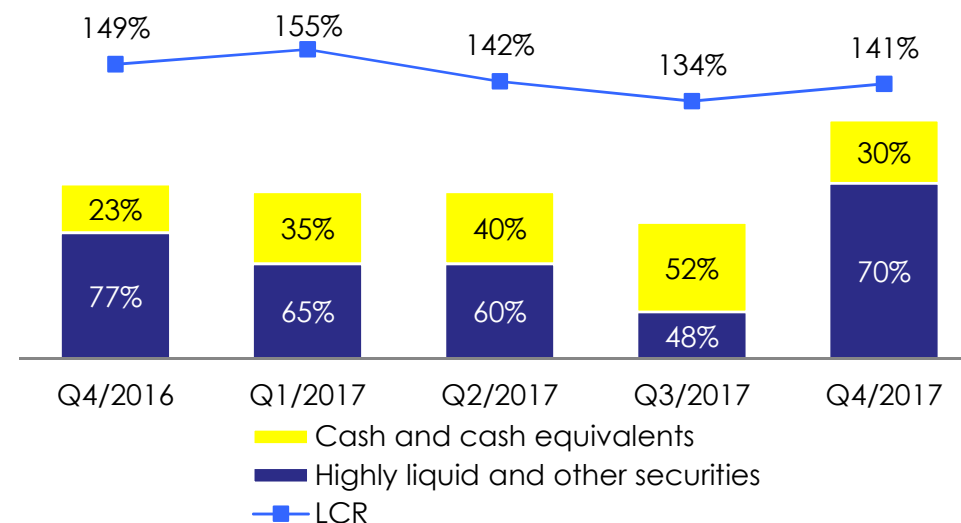
- Customer deposits account for 73% of funding (up 3.8PP q-o-q)
- Loan/deposit ratio at 90.3% (down 0.9PP q-o-q)
- Customer deposit inflow is expected to remain strong in 2018, high stickiness in retail despite low interest rates
- Wholesale funding demand for 2018 approximately EUR 4 bn
- Diversification of funding continues through issuance of unsecured bonds in international and local markets and covered bonds by some network units

1) LCR and NSFR (based on current regulatory definition) data is for RZB Group until end-2016
 2) Loan to deposit ratio is pro forma combined bank until end of 2016

NSFR¹ and Loan/Deposit Ratio²



LCR Development¹



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RWA and Credit Portfolio Development

RWA and Credit Portfolio Development

In EUR mn	RWA 31/12/2017	q-o-q	YTD	Total Exposure 31/12/2017	q-o-q	YTD
Czech Republic	6,521	1.3%	11.2%	19,789	(1.0%)	10.9%
Hungary	3,243	(4.6%)	(9.9%)	7,505	2.5%	4.6%
Poland	9,333	42.7%	47.8%	13,791	3.8%	(1.5%)
Slovakia	5,621	0.0%	11.9%	15,380	5.2%	7.7%
Central Europe¹	24,807	12.3%	18.7%	56,505	2.2%	5.9%
Albania	1,453	4.2%	(8.2%)	1,916	10.8%	(4.6%)
Bosnia & Herzegovina	1,728	4.1%	10.8%	2,374	3.8%	5.5%
Bulgaria	1,789	(0.3%)	3.5%	4,303	5.5%	7.7%
Croatia	2,678	(4.0%)	(6.7%)	5,423	0.8%	(3.4%)
Kosovo	580	(1.8%)	8.8%	941	(0.7%)	1.8%
Romania	4,523	(2.0%)	3.8%	9,953	2.2%	5.9%
Serbia	1,734	4.3%	8.9%	2,972	4.2%	10.6%
Southeastern Europe	14,485	(0.2%)	1.8%	27,882	3.2%	3.7%
Belarus	1,465	9.7%	4.7%	1,612	5.1%	(3.0%)
Russia	7,901	(3.7%)	(4.7%)	14,925	5.6%	8.5%
Ukraine	1,881	4.9%	0.7%	2,524	(12.3%)	(20.7%)
Eastern Europe	11,247	(0.8%)	(2.8%)	19,062	2.8%	2.4%
GC&M	20,154	(0.3%)	3.7%	66,441	(9.5%)	(4.0%)
Corporate Center & Reconciliation	1,209	(20.5%)	(32.7%)	27	78.1%	27.8%
Total RBI Group	71,902	3.2%	5.9%	169,917	(2.5%)	1.1%

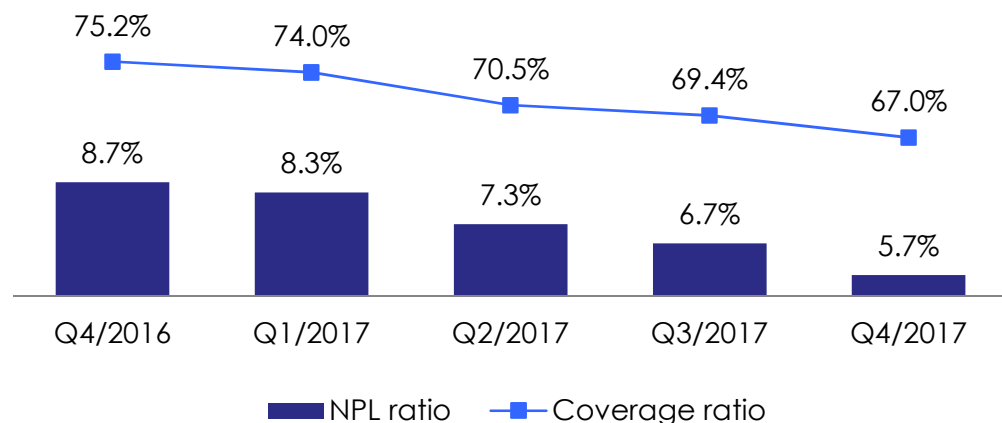
1) Including Slovenia

Comments (q-o-q)

- **Credit risk RWA** increased by EUR 3,266 mn
 - Non-retail: RWA increased by EUR 568 mn primarily due to growth in corporate business in GC&M
 - Retail: RWA increased by EUR 2,698 mn primarily driven by inorganic effect of EUR 2,784 mn in Poland (higher risk weighting for FX mortgage loans)
- **Market risk RWA** down by EUR 306 mn, mainly due to lower FX risk in GC&M and Russia
- **Operational risk RWA** down by EUR 729 mn mainly based on full application of Advanced Measurement Approach
- **Exposure:** Increase in Russia mainly due to corporate loan business; GC&M development is driven by lower central bank and repo business
- **RWA growth in Czech Republic** driven by increase in retail loan exposure and operational risk (annual update of gross income figures)
- **RWA decrease in Russia** mainly based on reduced operational risk RWA (full application of Advanced Measurement Approach) and lower market risk RWA (FX risk), supported by weaker RUB

NPL and Provisioning Ratio Development

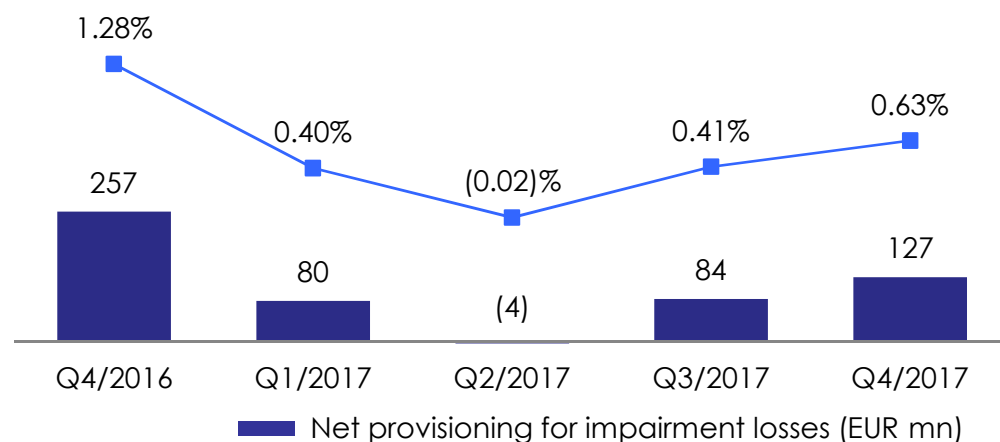
NPL as % of Customer Loans and NPL Coverage Ratio



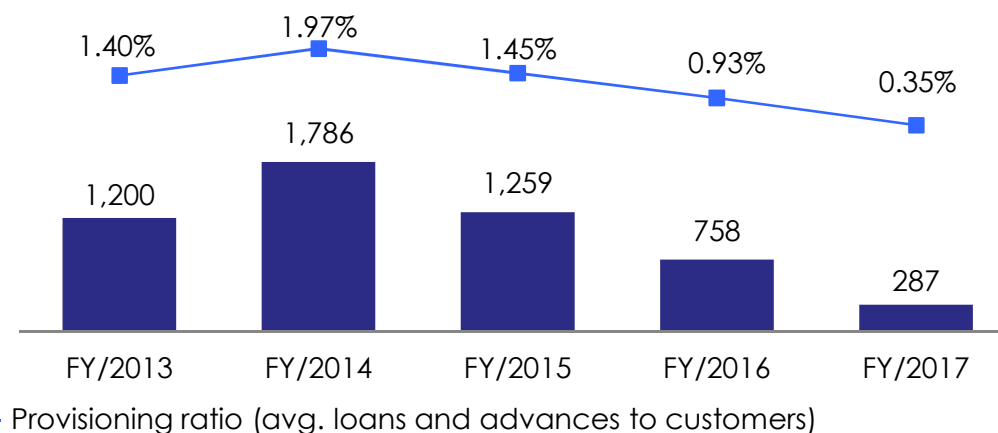
Comments

- Strong improvement in **risk costs and NPL ratio** due to NPL sales, recoveries and write-offs
- NPL ratio** down by 3.0PP to 5.7% YTD; largest decrease in Eastern Europe by 8.3PP and Southeastern Europe by 3.0PP
- NPL coverage ratio** down by 8.1PP YTD to 67.0% due to NPL sales of EUR 1,010 mn and write-offs of EUR 1,635 mn
- Loan loss provisioning** decreased y-o-y 62% or EUR 471 mn to EUR 287 mn due to improved risk environment across most markets (allocations of ILLP down 35%) supported by gains from sales of NPL
- Main developments:** lower individual loan loss provisioning (down EUR 449 mn y-o-y to EUR 322 mn); releases in portfolio-based loan loss provisions of EUR 24 mn (2016: EUR 4 mn)

Development of Provisioning Ratio (q-o-q)



Development of Provisioning Ratio (y-o-y)



NPL Distribution by Country

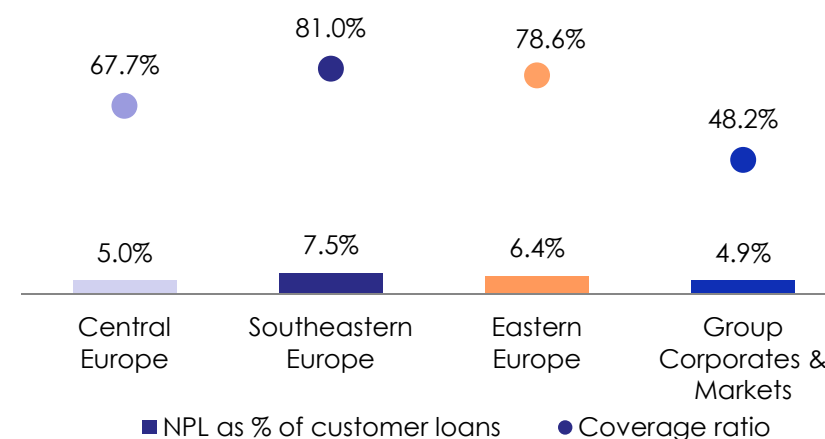
NPL Ratio and Coverage Ratio

In EUR mn	NPL Stock 31/12/2017	NPL Ratio 31/12/2017	NPL Ratio 31/12/2016	NPL Coverage Ratio 31/12/2017
Czech Republic	276	2.6%	4.0%	86.6%
Hungary	253	8.1%	14.1%	68.2%
Poland	727	8.9%	8.3%	61.7%
Slovakia	276	2.9%	3.5%	69.9%
Central Europe¹	1,559	5.0%	6.2%	67.7%
Albania	127	16.3%	22.9%	78.7%
Bosnia & Herzegovina	86	6.9%	8.6%	89.9%
Bulgaria	102	4.3%	7.1%	88.8%
Croatia	345	13.1%	15.7%	79.4%
Kosovo	28	4.8%	5.8%	79.1%
Romania	299	6.0%	8.1%	78.3%
Serbia	61	4.7%	9.7%	83.8%
Southeastern Europe	1,048	7.5%	10.5%	81.0%
Belarus	60	6.0%	9.7%	87.9%
Russia	333	4.1%	6.3%	75.4%
Ukraine	273	20.6%	52.1%	80.5%
Eastern Europe	666	6.4%	14.7%	78.6%
GC&M	1,302	4.9%	8.3%	48.2%
Total RBI Group	4,611	5.7%	8.7%	67.0%

Comments (YTD)

- **NPL** of EUR 4,611 mn down EUR 2,299 mn; NPL sales of EUR 1,010 mn and write-offs of EUR 1,635 mn
- **NPL increased** (net of FX effects) in Poland (EUR 31 mn) and Slovenia (EUR 14 mn)
- **NPL decreased** (net of FX effects) in most markets and notably in Group Corporates & Markets (EUR 723 mn), Ukraine (EUR 635 mn) and Hungary (EUR 183 mn)
- **NPL ratio** down by 3.0PP to 5.7%; 31.6PP decrease in Ukraine
- **NPL coverage ratio** down by 8.1PP to 67.0% as a consequence of write-offs mainly in Group Corporates & Markets, Ukraine and Hungary

NPL Breakdown by Segment (31/12/2017)

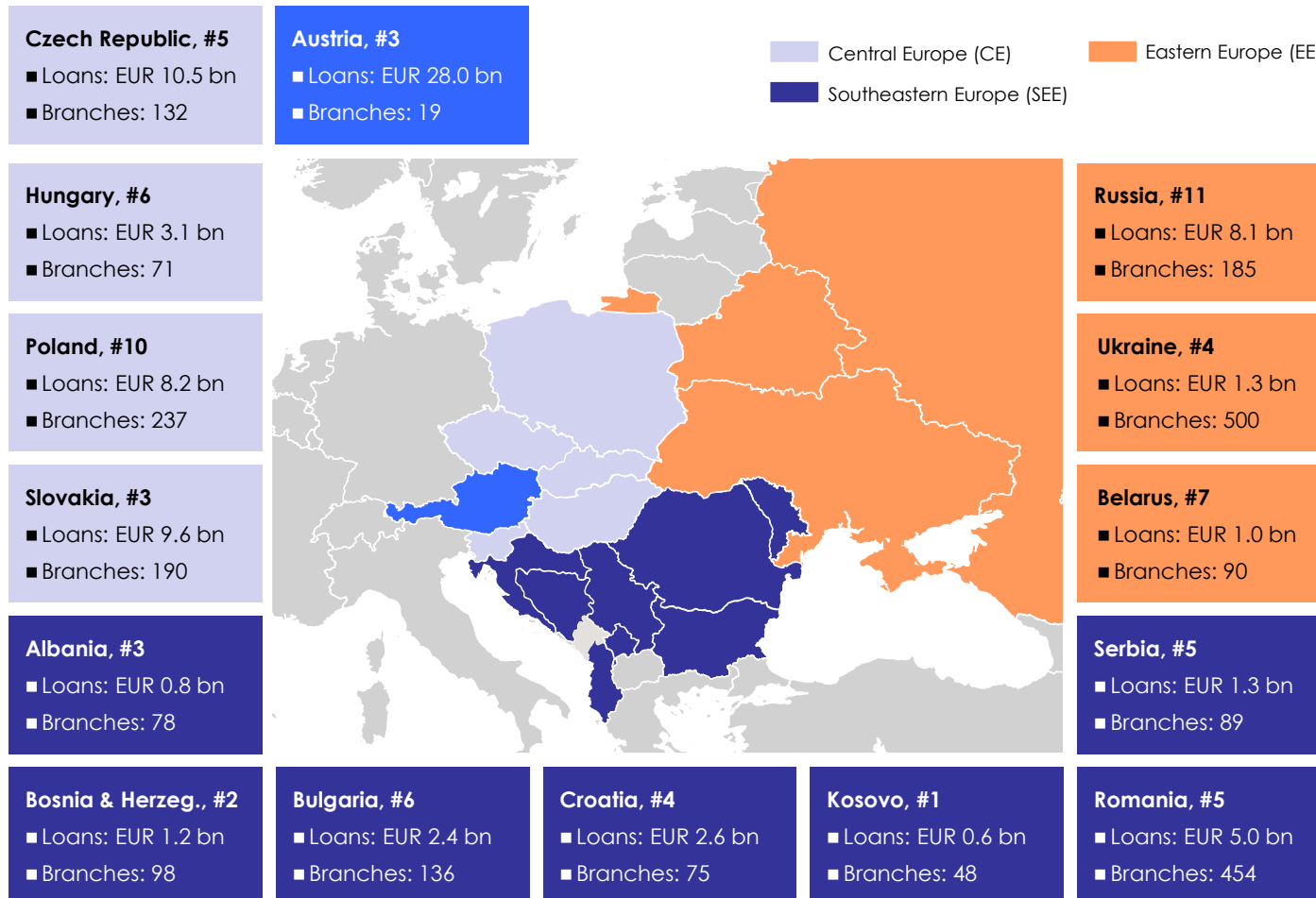


Note: Non-Core is allocated to respective new segments for 2016 data for comparison purposes

1) Including Slovenia

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Geographic Footprint



- Leading regional player with CEE presence of over 30 years servicing approx. 16.5 million customers
- Covering 15 markets (incl. Austria), of which 8 are EU members; Serbia and Albania have candidate status
- Top 5 market position in 10 countries
- Strong market position with Austrian corporates focusing on CEE

Note: Ranking based on loans and advances to customers as of 30/09/2017
 Additionally, RBI operates leasing units in Slovenia, Moldova and Kazakhstan

Country and Segment Overview



FY/2017	Total Assets (EUR mn)	Share of Total Assets ²	Loan/deposit Ratio	Net Interest Margin	Provisioning Ratio	NPL Ratio	NPL Coverage Ratio
Czech Republic	16,125	11.9%	83.3%	1.83%	0.14%	2.6%	86.6%
Hungary	7,040	5.2%	58.2%	2.01%	(1.71)%	8.1%	68.2%
Poland	11,724	8.7%	94.0%	2.31%	0.93%	8.9%	61.7%
Slovakia	12,606	9.3%	93.2%	2.38%	0.07%	2.9%	69.9%
Central Europe¹	46,814	34.6%	85.1%	2.20%	0.15%	5.0%	67.7%
Albania	1,883	1.4%	43.9%	2.97%	(0.42)%	16.3%	78.7%
Bosnia and Herzegovina	2,156	1.6%	69.2%	3.34%	0.74%	6.9%	89.9%
Bulgaria	3,723	2.8%	82.1%	3.06%	(0.39)%	4.3%	88.8%
Croatia	4,606	3.4%	70.3%	2.88%	1.73%	13.1%	79.4%
Kosovo	922	0.7%	75.6%	4.26%	0.75%	4.8%	79.1%
Romania	8,144	6.0%	73.6%	3.55%	1.56%	6.0%	78.3%
Serbia	2,277	1.7%	71.9%	3.83%	(0.88)%	4.7%	83.8%
Southeastern Europe	23,709	17.5%	71.3%	3.34%	0.83%	7.5%	81.0%
Belarus	1,518	1.1%	97.3%	7.70%	(0.05)%	6.0%	87.9%
Russia	12,060	8.9%	85.6%	5.88%	0.57%	4.1%	75.4%
Ukraine	2,004	1.5%	71.2%	9.91%	(3.49)%	20.6%	80.5%
Eastern Europe³	15,579	11.5%	84.6%	6.58%	(0.11)%	6.4%	78.6%
Group Corporates & Markets	41,435	30.7%	113.1%	1.34%	0.50%	4.9%	48.2%
Corporate Center	37,204	27.5%	-	-	-	-	-
Total RBI Group	135,146	100.0%	90.3%	2.48%	0.35%	5.7%	67.0%

1) Including Slovenia 2) Excludes reconciliation of EUR 29.6 bn 3) Includes Kazakhstan

In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	816	803	1.6%	792	796	858	3,208	3,197	0.3%
Net fee and commission income	448	429	4.4%	433	409	419	1,719	1,599	7.5%
Net trading income	62	50	23.6%	69	64	79	244	220	11.3%
Recurring other net operating income	13	9	43.0%	6	28	19	57	96	(40.9)%
Operating income	1,339	1,291	3.7%	1,300	1,298	1,374	5,228	5,112	2.3%
General administrative expenses	(813)	(718)	13.2%	(758)	(815)	(847)	(3,104)	(3,141)	(1.2)%
Operating result	526	573	(8.2)%	541	483	527	2,123	1,971	7.8%
Net provisioning for impairment losses	(127)	(84)	52.0%	4	(80)	(257)	(287)	(758)	(62.1)%
Other results	(88)	(37)	138.3%	(26)	(73)	(105)	(224)	(267)	(15.9)%
Profit/loss before tax	311	452	(31.3)%	519	330	165	1,612	946	70.4%
Profit/loss after tax	234	356	(34.1)%	401	255	113	1,246	636	95.8%
Return on equity before tax ¹	12.2%	21.0%	(8.7)PP	21.3%	13.4%	7.1%	16.2%	10.4%	5.8PP
Return on equity after tax ¹	9.2%	16.2%	(7.0)PP	16.5%	10.4%	4.9%	12.5%	7.0%	5.5PP
Net interest margin ¹	2.50%	2.47%	0.04PP	2.43%	2.49%	2.67%	2.48%	2.48%	(0.00)PP
Cost/income ratio	60.7%	55.6%	5.1PP	58.4%	62.8%	61.7%	59.4%	61.5%	(2.1)PP
Loan/deposit ratio	90.3%	91.3%	(0.9)PP	91.7%	91.7%	91.3%	90.3%	91.3%	(0.9)PP
Provisioning ratio ¹	0.63%	0.41%	0.21PP	(0.02)%	0.40%	1.28%	0.35%	0.93%	(0.58)PP
NPL ratio	5.7%	6.7%	(1.0)PP	7.3%	8.3%	8.7%	5.7%	8.7%	(3.0)PP
NPL coverage ratio	67.0%	69.4%	(2.4)PP	70.5%	74.0%	75.2%	67.0%	75.2%	(8.1)PP
Total assets	135,146	139,963	(3.4)%	138,603	138,489	134,804	135,146	134,804	0.3%
RWA	71,902	69,670	3.2%	69,021	69,864	67,911	71,902	67,911	5.9%
Equity	11,241	11,055	1.7%	10,234	10,067	9,752	11,241	9,752	15.3%
Loans and advances to customers	81,232	81,102	0.2%	81,101	81,655	79,769	81,232	79,769	1.8%
- Hereof corporate % ²	53.9%	54.2%	(0.4)PP	54.5%	55.3%	55.1%	53.9%	55.1%	(1.3)PP
- Hereof retail % ²	45.1%	44.7%	0.3PP	44.6%	43.8%	43.9%	45.1%	43.9%	1.2PP
- Hereof FCY % ³	26.5%	27.1%	(0.6)PP	29.2%	30.1%	31.2%	26.5%	31.2%	(4.7)PP
Deposits from customers	84,831	83,766	1.3%	81,595	81,381	80,325	84,831	80,325	5.6%
Business outlets	2,409	2,410	(0.0)%	2,425	2,500	2,522	2,409	2,522	(4.5)%
Number of employees	49,700	49,445	0.5%	49,688	50,094	50,203	49,700	50,203	(1.0)%
Number of customers (in mn)	16.5	16.5	0.0%	16.5	16.6	17.0	16.5	17.0	(2.8)%

Note: Periods prior to Q1/2017 are adjusted to reflect the merger of RBI and RZB;

All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share 3) Aggregate non-local currency loans in respective countries

Country Financials (CE) – Czech Republic



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	79	71	11.7%	67	69	63	287	247	16.1%
Net fee and commission income	36	30	20.4%	32	33	28	132	111	19.3%
Net trading income	5	6	(8.9)%	12	5	5	28	8	257.7%
Recurring other net operating income	(0)	3	–	6	0	1	9	14	(38.4)%
Operating income	121	110	9.4%	118	108	97	457	380	20.0%
General administrative expenses	(65)	(62)	5.7%	(59)	(70)	(65)	(256)	(236)	8.2%
Operating result	56	49	14.2%	59	38	32	201	144	39.5%
Net provisioning for impairment losses	(2)	(8)	(73.8)%	2	(6)	(1)	(14)	(32)	(55.2)%
Other results	2	1	69.0%	(0)	6	(1)	9	24	(64.1)%
Profit/loss before tax	55	41	33.5%	61	38	30	195	136	43.4%
Profit/loss after tax	28	33	(15.8)%	49	30	24	139	109	27.3%
Return on equity before tax ¹	18.9%	14.3%	4.6PP	21.2%	13.7%	13.1%	17.1%	14.8%	2.2PP
Return on equity after tax ¹	9.4%	11.3%	(1.9)PP	17.1%	10.9%	10.4%	12.2%	11.9%	0.3PP
Net interest margin ¹	1.96%	1.76%	0.21PP	1.70%	1.89%	2.19%	1.83%	2.36%	(0.53)PP
Cost/income ratio	53.9%	55.8%	(1.9)PP	50.1%	64.9%	67.3%	56.0%	62.1%	(6.1)PP
Loan/deposit ratio	83.3%	83.9%	(0.6)PP	83.0%	83.5%	93.1%	83.3%	93.1%	(9.8)PP
Provisioning ratio ¹	0.08%	0.33%	(0.24)PP	(0.09)%	0.25%	0.07%	0.14%	0.42%	(0.27)PP
NPL ratio	2.6%	3.0%	(0.4)PP	3.6%	3.9%	4.2%	2.6%	4.2%	(1.6)PP
NPL coverage ratio	86.6%	80.7%	5.9PP	72.0%	74.5%	69.1%	86.6%	69.1%	17.5PP
Total assets	16,125	16,417	(1.8)%	16,598	15,734	11,966	16,125	11,966	34.8%
RWA	6,521	6,437	1.3%	6,339	6,017	4,942	6,521	4,942	31.9%
Equity	1,255	1,251	0.4%	1,207	1,162	979	1,255	979	28.2%
Loans and advances to customers	10,455	10,303	1.5%	10,125	9,677	8,075	10,455	8,075	29.5%
- Hereof corporate % ²	36.8%	38.4%	(1.6)PP	36.8%	36.9%	43.7%	36.8%	43.7%	(6.9)PP
- Hereof retail % ²	62.9%	61.2%	1.7PP	62.8%	62.6%	55.8%	62.9%	55.8%	7.1PP
- Hereof FCY %	14.1%	15.0%	(0.9)PP	15.3%	15.3%	17.1%	14.1%	17.1%	(3.0)PP
Deposits from customers	12,266	11,981	2.4%	11,887	11,237	8,415	12,266	8,415	45.8%
Business outlets	132	131	0.8%	131	132	142	132	142	(7.0)%
Number of employees	3,325	3,307	0.5%	3,309	3,362	3,158	3,325	3,158	5.3%
Number of customers (in mn)	1.1	1.2	(1.9)%	1.2	1.2	0.6	1.1	0.6	85.8%

Note: Periods prior to Q1/2017 are not adjusted to reflect the merger of RBI and RZB;

All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (CE) – Hungary



**Raiffeisen Bank
International**

In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	31	33	(7.2)%	33	34	29	131	107	22.9%
Net fee and commission income	34	32	5.0%	33	31	33	130	122	6.9%
Net trading income	1	5	(88.0)%	4	6	3	15	14	5.8%
Recurring other net operating income	(13)	(9)	45.0%	(7)	(8)	(11)	(38)	(33)	16.2%
Operating income	52	61	(15.0)%	62	63	54	238	210	13.5%
General administrative expenses	(48)	(42)	15.1%	(38)	(38)	(43)	(166)	(151)	9.7%
Operating result	4	19	(79.8)%	24	25	11	73	59	23.5%
Net provisioning for impairment losses	4	8	(41.1)%	26	14	(1)	52	7	>500.0%
Other results	15	1	>500.0%	(3)	(19)	(7)	(7)	(13)	(51.3)%
Profit/loss before tax	23	28	(18.1)%	47	21	4	119	52	126.0%
Profit/loss after tax	20	26	(21.6)%	49	18	4	113	53	114.7%
Return on equity before tax ¹	15.8%	18.5%	(2.7)PP	30.2%	13.8%	3.1%	19.5%	10.3%	9.3PP
Return on equity after tax ¹	14.0%	17.1%	(3.1)PP	31.1%	12.3%	3.3%	18.6%	10.3%	8.3PP
Net interest margin ¹	1.83%	2.00%	(0.17)PP	2.01%	2.22%	1.94%	2.01%	1.78%	0.23PP
Cost/income ratio	92.6%	67.3%	25.2PP	60.9%	60.3%	79.1%	69.5%	72.0%	(2.5)PP
Loan/deposit ratio	58.2%	58.9%	(0.7)PP	60.2%	59.3%	61.6%	58.2%	61.6%	(3.4)PP
Provisioning ratio ¹	(0.57)%	(0.98)%	0.41PP	(3.44)%	(1.88)%	0.07%	(1.71)%	(0.21)%	(1.50)PP
NPL ratio	8.1%	9.3%	(1.2)PP	10.9%	13.9%	14.1%	8.1%	14.1%	(5.9)PP
NPL coverage ratio	68.2%	67.3%	1.0PP	64.3%	73.4%	73.8%	68.2%	73.8%	(5.6)PP
Total assets	7,040	7,098	(0.8)%	6,922	6,795	6,606	7,040	6,606	6.6%
RWA	3,243	3,400	(4.6)%	3,536	3,625	3,597	3,243	3,597	(9.9)%
Equity	670	663	1.2%	700	630	587	670	587	14.3%
Loans and advances to customers	3,117	3,102	0.5%	3,039	3,052	3,107	3,117	3,107	0.3%
- Hereof corporate % ²	69.3%	67.8%	1.5PP	67.0%	66.9%	67.3%	69.3%	67.3%	2.0PP
- Hereof retail % ²	29.0%	30.1%	(1.1)PP	30.9%	31.3%	30.9%	29.0%	30.9%	(1.9)PP
- Hereof FCY %	43.2%	42.5%	0.7PP	46.8%	44.7%	43.1%	43.2%	43.1%	0.1PP
Deposits from customers	5,049	4,911	2.8%	4,669	4,604	4,474	5,049	4,474	12.8%
Business outlets	71	71	0.0%	71	72	72	71	72	(1.4)%
Number of employees	1,993	1,968	1.3%	1,991	2,006	1,983	1,993	1,983	0.5%
Number of customers (in mn)	0.5	0.5	(0.8)%	0.5	0.5	0.5	0.5	0.5	(1.4)%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (CE) – Poland



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	67	68	(1.6)%	68	62	60	266	233	14.1%
Net fee and commission income	35	35	1.0%	35	33	34	138	135	2.1%
Net trading income	1	3	(63.7)%	(1)	1	(1)	3	7	(57.7)%
Recurring other net operating income	3	(1)	–	(1)	(3)	(9)	(2)	(17)	(90.6)%
Operating income	106	104	1.7%	101	93	84	404	357	13.1%
General administrative expenses	(56)	(54)	4.6%	(57)	(74)	(57)	(242)	(281)	(14.1)%
Operating result	50	50	(1.4)%	44	19	27	163	76	113.5%
Net provisioning for impairment losses	(23)	(32)	(28.9)%	(9)	(13)	(10)	(77)	(34)	126.5%
Other results	2	(7)	–	(5)	(8)	(9)	(19)	25	–
Profit/loss before tax	28	10	170.9%	30	(2)	7	67	67	0.1%
Profit/loss after tax	21	3	>500.0%	21	4	1	49	35	42.6%
Return on equity before tax ¹	7.6%	2.8%	4.7PP	8.0%	–	1.9%	4.5%	4.7%	(0.2)PP
Return on equity after tax ¹	5.7%	0.8%	5.0PP	5.7%	1.0%	0.2%	3.3%	2.4%	0.9PP
Net interest margin ¹	2.37%	2.41%	(0.04)PP	2.35%	2.12%	2.02%	2.31%	1.94%	0.37PP
Cost/income ratio	53.2%	51.8%	1.5PP	56.4%	79.7%	68.3%	59.8%	78.7%	(18.9)PP
Loan/deposit ratio	94.0%	100.8%	(6.8)PP	98.8%	97.0%	92.7%	94.0%	92.7%	1.3PP
Provisioning ratio ¹	1.12%	1.56%	(0.44)PP	0.44%	0.62%	0.51%	0.93%	0.41%	0.52PP
NPL ratio	8.9%	8.4%	0.4PP	8.3%	8.6%	8.3%	8.9%	8.3%	0.5PP
NPL coverage ratio	61.7%	60.9%	0.8PP	58.0%	56.9%	58.1%	61.7%	58.1%	3.6PP
Total assets	11,724	11,359	3.2%	11,791	11,959	12,055	11,724	12,055	(2.7)%
RWA	9,333	6,542	42.7%	6,526	6,421	6,332	9,333	6,332	47.4%
Equity	1,554	1,490	4.3%	1,508	1,485	1,423	1,554	1,423	9.3%
Loans and advances to customers	8,209	8,211	(0.0)%	8,325	8,310	8,070	8,209	8,070	1.7%
- Hereof corporate % ²	33.9%	33.6%	0.3PP	32.7%	32.1%	30.8%	33.9%	30.8%	3.0PP
- Hereof retail % ²	65.8%	66.1%	(0.3)PP	67.0%	67.6%	68.9%	65.8%	68.9%	(3.1)PP
- Hereof FCY %	51.8%	53.5%	(1.6)PP	54.0%	55.8%	58.4%	51.8%	58.4%	(6.6)PP
Deposits from customers	8,256	7,727	6.8%	8,022	8,146	8,284	8,256	8,284	(0.3)%
Business outlets	237	237	0.0%	237	299	299	237	299	(20.7)%
Number of employees	3,871	3,935	(1.6)%	4,054	4,157	4,242	3,871	4,242	(8.7)%
Number of customers (in mn)	0.8	0.8	1.9%	0.8	0.8	0.8	0.8	0.8	6.9%

Note: All previous periods have been adjusted to exclude the contribution of Raiffeisen Leasing Poland making them directly comparable to current reporting period;
All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (CE) – Slovakia



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	70	71	(0.7)%	67	69	67	277	275	0.7%
Net fee and commission income	40	40	2.1%	38	39	39	157	151	4.0%
Net trading income	4	3	6.3%	3	2	2	12	6	101.2%
Recurring other net operating income	(11)	6	–	(1)	4	(9)	(1)	(5)	(85.5)%
Operating income	104	120	(13.7)%	108	113	99	445	427	4.4%
General administrative expenses	(66)	(59)	11.2%	(56)	(70)	(71)	(250)	(256)	(2.4)%
Operating result	38	61	(38.0)%	53	44	28	195	170	14.6%
Net provisioning for impairment losses	4	(4)	–	(2)	(5)	(5)	(7)	(13)	(50.0)%
Other results	(12)	(5)	149.2%	(5)	(5)	(7)	(28)	9	–
Profit/loss before tax	30	52	(42.2)%	46	33	15	161	166	(2.9)%
Profit/loss after tax	25	42	(41.3)%	36	26	13	129	129	0.3%
Return on equity before tax ¹	12.0%	21.1%	(9.2)PP	17.9%	11.3%	6.7%	15.2%	17.5%	(2.3)PP
Return on equity after tax ¹	9.9%	17.3%	(7.3)PP	14.1%	8.8%	5.7%	12.2%	13.6%	(1.4)PP
Net interest margin ¹	2.33%	2.42%	(0.09)PP	2.35%	2.45%	2.46%	2.38%	2.52%	(0.14)PP
Cost/income ratio	63.6%	49.3%	14.3PP	51.3%	61.4%	72.0%	56.2%	60.1%	(3.9)PP
Loan/deposit ratio	93.2%	96.4%	(3.2)PP	95.3%	94.9%	93.2%	93.2%	93.2%	0.0PP
Provisioning ratio ¹	(0.18)%	0.18%	(0.37)PP	0.07%	0.24%	0.26%	0.07%	0.16%	(0.09)PP
NPL ratio	2.9%	3.1%	(0.2)PP	3.2%	3.4%	3.5%	2.9%	3.5%	(0.6)PP
NPL coverage ratio	69.9%	74.4%	(4.5)PP	72.2%	70.8%	69.2%	69.9%	69.2%	0.8PP
Total assets	12,606	12,038	4.7%	11,864	11,597	11,388	12,606	11,388	10.7%
RWA	5,621	5,622	(0.0)%	5,547	5,100	5,024	5,621	5,024	11.9%
Equity	1,090	1,066	2.2%	1,024	1,095	996	1,090	996	9.4%
Loans and advances to customers	9,551	9,411	1.5%	9,178	8,883	8,577	9,551	8,577	11.4%
- Hereof corporate % ²	41.8%	42.8%	(1.0)PP	43.5%	43.7%	44.0%	41.8%	44.0%	(2.2)PP
- Hereof retail % ²	58.1%	57.1%	1.0PP	56.4%	56.2%	55.9%	58.1%	55.9%	2.3PP
- Hereof FCY %	0.9%	1.5%	(0.7)PP	1.5%	1.0%	0.8%	0.9%	0.8%	0.0PP
Deposits from customers	10,036	9,535	5.3%	9,414	9,137	8,981	10,036	8,981	11.8%
Business outlets	190	188	1.1%	194	194	196	190	196	(3.1)%
Number of employees	3,867	3,882	(0.4)%	3,896	4,049	3,910	3,867	3,910	(1.1)%
Number of customers (in mn)	0.9	0.9	1.0%	0.9	0.9	0.9	0.9	0.9	5.9%

Note: Periods prior to Q1/2017 are not adjusted to reflect the merger of RBI and RZB;

All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Albania



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	13	13	0.4%	13	13	12	53	56	(4.4)%
Net fee and commission income	4	4	(9.6)%	4	4	4	15	13	19.3%
Net trading income	(0)	1	–	(3)	3	0	1	12	(90.6)%
Recurring other net operating income	3	0	>500.0%	(0)	1	(2)	4	(3)	–
Operating income	20	19	9.3%	14	20	15	74	78	(5.6)%
General administrative expenses	(11)	(10)	13.7%	(11)	(10)	(13)	(43)	(47)	(8.9)%
Operating result	9	9	4.2%	3	10	2	31	31	(0.7)%
Net provisioning for impairment losses	(1)	(6)	(84.9)%	11	(1)	(18)	3	(65)	–
Other results	(0)	(0)	(45.3)%	(0)	1	(0)	(0)	2	–
Profit/loss before tax	8	2	278.0%	14	10	(17)	34	(32)	–
Profit/loss after tax	8	2	288.2%	14	10	(17)	34	(33)	–
Return on equity before tax ¹	16.1%	4.3%	11.8PP	29.1%	21.1%	–	17.5%	–	–
Return on equity after tax ¹	16.0%	4.1%	11.8PP	29.0%	20.9%	–	17.4%	–	–
Net interest margin ¹	3.04%	2.99%	0.05PP	2.92%	2.96%	2.71%	2.97%	3.03%	(0.05)PP
Cost/income ratio	56.1%	54.0%	2.1PP	78.0%	50.0%	88.9%	58.0%	60.1%	(2.1)PP
Loan/deposit ratio	43.9%	43.5%	0.4PP	42.2%	40.9%	39.5%	43.9%	39.5%	4.4PP
Provisioning ratio ¹	0.48%	3.16%	(2.68)PP	(5.70)%	0.44%	8.87%	(0.42)%	7.88%	(8.30)PP
NPL ratio	16.3%	17.9%	(1.6)PP	18.5%	22.7%	22.9%	16.3%	22.9%	(6.6)PP
NPL coverage ratio	78.7%	79.4%	(0.7)PP	76.2%	79.3%	78.1%	78.7%	78.1%	0.5PP
Total assets	1,883	1,838	2.4%	1,928	1,952	2,002	1,883	2,002	(5.9)%
RWA	1,453	1,395	4.2%	1,450	1,527	1,584	1,453	1,584	(8.2)%
Equity	224	216	4.1%	220	200	191	224	191	17.3%
Loans and advances to customers	777	771	0.9%	782	801	815	777	815	(4.6)%
- Hereof corporate % ²	55.8%	57.1%	(1.3)PP	57.9%	60.4%	61.1%	55.8%	61.1%	(5.3)PP
- Hereof retail % ²	44.2%	42.9%	1.3PP	42.1%	39.6%	38.9%	44.2%	38.9%	5.3PP
- Hereof FCY %	50.8%	51.8%	(1.0)PP	52.3%	57.2%	56.4%	50.8%	56.4%	(5.6)PP
Deposits from customers	1,542	1,519	1.5%	1,593	1,608	1,694	1,542	1,694	(9.0)%
Business outlets	78	78	0.0%	79	81	81	78	81	(3.7)%
Number of employees	1,229	1,222	0.6%	1,257	1,252	1,291	1,229	1,291	(4.8)%
Number of customers (in mn)	0.5	0.5	(7.6)%	0.5	0.5	0.8	0.5	0.8	(36.7)%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Bosnia & Herzegovina



**Raiffeisen Bank
International**

In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	17	17	(1.2)%	17	17	17	67	67	(0.4)%
Net fee and commission income	10	10	(0.6)%	11	9	9	39	38	4.3%
Net trading income	0	1	(21.9)%	0	0	0	2	2	2.3%
Recurring other net operating income	1	0	>500.0%	0	0	(1)	1	0	>500.0%
Operating income	28	27	0.9%	28	26	25	109	106	2.2%
General administrative expenses	(17)	(14)	25.1%	(13)	(12)	(18)	(56)	(58)	(3.3)%
Operating result	10	14	(23.3)%	15	14	8	53	49	8.7%
Net provisioning for impairment losses	(4)	(4)	(13.0)%	1	(2)	(10)	(9)	(13)	(33.1)%
Other results	(0)	(0)	110.3%	(0)	(0)	1	(1)	(1)	124.3%
Profit/loss before tax	6	9	(30.6)%	15	12	(1)	43	35	22.9%
Profit/loss after tax	6	8	(20.6)%	14	10	(2)	38	29	30.7%
Return on equity before tax ¹	10.5%	15.3%	(4.8)PP	24.5%	17.6%	–	16.8%	13.8%	3.0PP
Return on equity after tax ¹	10.3%	13.1%	(2.8)PP	21.5%	15.6%	–	14.9%	11.5%	3.4PP
Net interest margin ¹	3.29%	3.35%	(0.06)PP	3.35%	3.37%	3.46%	3.34%	3.55%	(0.21)PP
Cost/income ratio	62.1%	50.1%	12.0PP	46.0%	46.9%	70.0%	51.3%	54.2%	(2.9)PP
Loan/deposit ratio	69.2%	68.4%	0.9PP	66.8%	67.3%	67.5%	69.2%	67.5%	1.8PP
Provisioning ratio ¹	1.19%	1.39%	(0.20)PP	(0.22)%	0.57%	3.33%	0.74%	1.14%	(0.40)PP
NPL ratio	6.9%	7.3%	(0.5)PP	8.1%	8.7%	8.6%	6.9%	8.6%	(1.7)PP
NPL coverage ratio	89.9%	85.0%	4.9PP	81.3%	76.7%	75.9%	89.9%	75.9%	14.0PP
Total assets	2,156	2,090	3.1%	2,111	2,091	2,057	2,156	2,057	4.8%
RWA	1,728	1,659	4.1%	1,560	1,572	1,559	1,728	1,559	10.8%
Equity	279	273	2.3%	265	275	264	279	264	5.7%
Loans and advances to customers	1,248	1,228	1.7%	1,208	1,205	1,188	1,248	1,188	5.1%
- Hereof corporate % ²	31.7%	31.3%	0.4PP	31.6%	31.7%	31.2%	31.7%	31.2%	0.5PP
- Hereof retail % ²	67.8%	67.8%	(0.1)PP	67.8%	67.6%	68.0%	67.8%	68.0%	(0.3)PP
- Hereof FCY %	53.7%	47.9%	5.8PP	56.3%	59.1%	63.8%	53.7%	63.8%	(10.0)PP
Deposits from customers	1,691	1,684	0.4%	1,690	1,670	1,646	1,691	1,646	2.7%
Business outlets	98	98	0.0%	98	98	98	98	98	0.0%
Number of employees	1,277	1,278	(0.1)%	1,288	1,271	1,268	1,277	1,268	0.7%
Number of customers (in mn)	0.4	0.4	1.4%	0.4	0.4	0.5	0.4	0.5	(4.2)%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Bulgaria



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	24	25	(4.8)%	29	26	27	104	112	(7.0)%
Net fee and commission income	11	12	(3.0)%	11	10	11	45	42	7.2%
Net trading income	1	1	21.9%	1	1	0	3	2	25.4%
Recurring other net operating income	1	1	55.6%	1	1	(1)	3	(0)	–
Operating income	37	38	(2.8)%	42	38	38	156	156	(0.4)%
General administrative expenses	(22)	(20)	7.5%	(20)	(27)	(23)	(88)	(86)	2.6%
Operating result	16	18	(14.2)%	23	11	15	68	71	(4.1)%
Net provisioning for impairment losses	(5)	3	–	4	7	(8)	9	1	>500.0%
Other results	0	0	(13.2)%	0	0	(1)	0	7	(99.3)%
Profit/loss before tax	10	22	(51.8)%	26	18	7	77	78	(1.7)%
Profit/loss after tax	9	20	(52.4)%	24	17	6	69	71	(2.0)%
Return on equity before tax ¹	10.2%	21.5%	(11.3)PP	24.1%	15.2%	6.2%	17.5%	17.0%	0.5PP
Return on equity after tax ¹	9.1%	19.5%	(10.4)PP	21.7%	13.7%	5.7%	15.8%	15.4%	0.4PP
Net interest margin ¹	2.70%	2.93%	(0.23)PP	3.53%	3.13%	3.36%	3.06%	3.41%	(0.34)PP
Cost/income ratio	58.1%	52.6%	5.6PP	46.3%	70.4%	59.4%	56.5%	54.9%	1.7PP
Loan/deposit ratio	82.1%	84.1%	(2.0)PP	85.5%	84.6%	83.9%	82.1%	83.9%	(1.8)PP
Provisioning ratio ¹	0.89%	(0.60)%	1.49PP	(0.64)%	(1.30)%	1.53%	(0.39)%	(0.03)%	(0.37)PP
NPL ratio	4.3%	5.2%	(0.8)PP	5.7%	5.6%	7.1%	4.3%	7.1%	(2.8)PP
NPL coverage ratio	88.8%	81.9%	6.8PP	83.3%	96.7%	85.0%	88.8%	85.0%	3.7PP
Total assets	3,723	3,606	3.2%	3,422	3,440	3,350	3,723	3,350	11.1%
RWA	1,789	1,794	(0.3)%	1,726	1,765	1,728	1,789	1,728	3.5%
Equity	475	463	2.6%	442	485	487	475	487	(2.4)%
Loans and advances to customers	2,350	2,326	1.1%	2,236	2,199	2,166	2,350	2,166	8.5%
- Hereof corporate % ²	41.8%	41.6%	0.2PP	40.5%	41.1%	42.1%	41.8%	42.1%	(0.2)PP
- Hereof retail % ²	57.8%	58.0%	(0.2)PP	59.0%	58.4%	57.5%	57.8%	57.5%	0.4PP
- Hereof FCY %	42.8%	44.5%	(1.7)PP	45.2%	46.3%	48.9%	42.8%	48.9%	(6.1)PP
Deposits from customers	2,753	2,647	4.0%	2,490	2,458	2,426	2,753	2,426	13.5%
Business outlets	136	137	(0.7)%	136	136	138	136	138	(1.4)%
Number of employees	2,576	2,580	(0.2)%	2,590	2,584	2,569	2,576	2,569	0.3%
Number of customers (in mn)	0.6	0.6	0.7%	0.6	0.6	0.6	0.6	0.6	(3.7)%

Note: Periods prior to Q1/2017 are not adjusted to reflect the merger of RBI and RZB;

All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Croatia



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	28	29	(4.7)%	31	31	31	119	126	(6.1)%
Net fee and commission income	16	21	(25.8)%	18	16	16	71	66	7.5%
Net trading income	1	1	9.3%	3	3	4	8	18	(52.6)%
Recurring other net operating income	5	2	178.0%	3	5	1	15	15	5.2%
Operating income	50	53	(6.5)%	54	56	52	213	224	(5.0)%
General administrative expenses	(33)	(32)	1.5%	(32)	(34)	(34)	(132)	(131)	1.2%
Operating result	17	21	(19.0)%	22	21	17	81	94	(13.7)%
Net provisioning for impairment losses	(2)	(6)	(59.7)%	(32)	(7)	(21)	(48)	(22)	111.7%
Other results	2	1	194.3%	1	2	3	6	6	(1.7)%
Profit/loss before tax	17	16	8.3%	(9)	16	(1)	40	78	(48.8)%
Profit/loss after tax	14	15	(4.5)%	(16)	13	(3)	26	59	(56.2)%
Return on equity before tax ¹	10.6%	9.9%	0.7PP	–	9.6%	–	6.1%	12.5%	(6.3)PP
Return on equity after tax ¹	8.9%	9.4%	(0.5)PP	–	7.8%	–	4.0%	9.5%	(5.5)PP
Net interest margin ¹	2.68%	2.86%	(0.18)PP	3.02%	2.96%	3.04%	2.88%	3.14%	(0.27)PP
Cost/income ratio	66.2%	61.0%	5.2PP	59.3%	61.7%	66.5%	62.0%	58.2%	3.8PP
Loan/deposit ratio	70.3%	70.2%	0.1PP	73.8%	73.4%	74.9%	70.3%	74.9%	(4.6)PP
Provisioning ratio ¹	0.36%	0.88%	(0.51)PP	4.57%	0.97%	3.02%	1.73%	0.77%	0.96PP
NPL ratio	13.1%	17.6%	(4.5)PP	18.1%	16.8%	15.7%	13.1%	15.7%	(2.6)PP
NPL coverage ratio	79.4%	78.1%	1.2PP	75.0%	79.3%	83.9%	79.4%	83.9%	(4.5)PP
Total assets	4,606	4,482	2.8%	4,436	4,637	4,689	4,606	4,689	(1.8)%
RWA	2,678	2,791	(4.0)%	2,750	2,797	2,872	2,678	2,872	(6.7)%
Equity	655	637	2.8%	628	693	671	655	671	(2.4)%
Loans and advances to customers	2,636	2,715	(2.9)%	2,806	2,830	2,807	2,636	2,807	(6.1)%
- Hereof corporate % ²	36.2%	38.7%	(2.5)PP	39.4%	40.5%	41.4%	36.2%	41.4%	(5.2)PP
- Hereof retail % ²	61.1%	59.5%	1.6PP	58.2%	57.4%	56.8%	61.1%	56.8%	4.3PP
- Hereof FCY %	54.6%	52.8%	1.8PP	53.1%	51.0%	55.3%	54.6%	55.3%	(0.7)PP
Deposits from customers	3,354	3,335	0.6%	3,297	3,306	3,283	3,354	3,283	2.2%
Business outlets	75	75	0.0%	78	78	78	75	78	(3.8)%
Number of employees	2,106	2,110	(0.2)%	2,110	2,119	2,128	2,106	2,128	(1.0)%
Number of customers (in mn)	0.5	0.5	(1.4)%	0.5	0.5	0.4	0.5	0.4	15.8%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Kosovo



**Raiffeisen Bank
International**

In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	10	10	(0.6)%	9	9	9	38	38	0.8%
Net fee and commission income	3	4	(25.2)%	3	2	3	13	10	40.6%
Net trading income	(0)	(0)	(61.2)%	0	0	(0)	(0)	1	-
Recurring other net operating income	0	0	182.9%	0	0	1	1	1	(33.0)%
Operating income	13	14	(6.9)%	13	12	13	52	49	6.6%
General administrative expenses	(8)	(6)	26.6%	(7)	(6)	(7)	(28)	(26)	6.5%
Operating result	5	8	(35.3)%	6	6	6	24	23	6.7%
Net provisioning for impairment losses	(2)	(0)	281.3%	(2)	(0)	(1)	(4)	(3)	19.6%
Other results	(0)	0	-	0	0	0	0	0	(45.2)%
Profit/loss before tax	3	7	(54.4)%	4	6	5	20	20	3.3%
Profit/loss after tax	3	6	(54.5)%	4	5	5	18	17	3.9%
Return on equity before tax ¹	12.0%	26.6%	(14.6)PP	16.6%	18.4%	19.8%	18.1%	17.7%	0.4PP
Return on equity after tax ¹	10.5%	23.5%	(13.0)PP	14.7%	16.3%	17.5%	16.0%	15.6%	0.4PP
Net interest margin ¹	4.29%	4.36%	(0.07)PP	4.22%	4.16%	4.29%	4.26%	4.38%	(0.12)PP
Cost/income ratio	62.5%	45.9%	16.5PP	51.1%	53.3%	52.3%	53.1%	53.1%	(0.1)PP
Loan/deposit ratio	75.6%	73.8%	1.8PP	76.8%	70.4%	70.9%	75.6%	70.9%	4.7PP
Provisioning ratio ¹	1.12%	0.30%	0.82PP	1.41%	0.15%	0.70%	0.75%	0.67%	0.08PP
NPL ratio	4.8%	5.0%	(0.2)PP	5.2%	5.8%	5.8%	4.8%	5.8%	(1.1)PP
NPL coverage ratio	79.1%	74.1%	4.9PP	72.3%	62.2%	61.0%	79.1%	61.0%	18.0PP
Total assets	922	913	1.0%	883	907	896	922	896	2.9%
RWA	580	590	(1.8)%	565	556	533	580	533	8.8%
Equity	127	124	2.4%	117	113	124	127	124	2.5%
Loans and advances to customers	577	562	2.6%	560	538	533	577	533	8.3%
- Hereof corporate % ²	36.1%	36.2%	(0.1)PP	36.9%	37.9%	37.1%	36.1%	37.1%	(0.9)PP
- Hereof retail % ²	63.9%	63.8%	0.1PP	63.1%	62.1%	62.9%	63.9%	62.9%	0.9PP
- Hereof FCY %	0.0%	0.0%	0.0PP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0PP
Deposits from customers	734	733	0.1%	702	736	725	734	725	1.3%
Business outlets	48	48	0.0%	48	48	52	48	52	(7.7)%
Number of employees	730	727	0.4%	732	732	731	730	731	(0.1)%
Number of customers (in mn)	0.3	0.3	(0.9)%	0.3	0.3	0.3	0.3	0.3	(18.5)%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Romania



**Raiffeisen Bank
International**

In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	71	65	9.0%	66	63	67	266	259	2.5%
Net fee and commission income	49	43	11.7%	44	41	48	176	185	(4.6)%
Net trading income	(0)	2	–	4	4	4	10	17	(42.6)%
Recurring other net operating income	(1)	(0)	>500.0%	3	(1)	7	2	2	(13.2)%
Operating income	118	111	6.8%	117	107	126	453	463	(2.0)%
General administrative expenses	(72)	(65)	10.2%	(64)	(72)	(64)	(273)	(254)	7.7%
Operating result	46	45	1.9%	54	35	62	180	209	(13.8)%
Net provisioning for impairment losses	(8)	(21)	(61.4)%	(14)	(32)	(20)	(75)	(77)	(2.4)%
Other results	0	0	(1.4)%	0	22	8	23	(6)	–
Profit/loss before tax	38	24	57.8%	40	24	50	127	125	1.6%
Profit/loss after tax	32	19	70.8%	35	21	40	107	104	2.0%
Return on equity before tax ¹	21.5%	13.8%	7.8PP	22.1%	13.0%	28.8%	17.5%	17.1%	0.4PP
Return on equity after tax ¹	18.1%	10.7%	7.4PP	18.9%	11.0%	23.2%	14.6%	14.3%	0.4PP
Net interest margin ¹	3.74%	3.52%	0.22PP	3.58%	3.40%	3.76%	3.55%	3.71%	(0.16)PP
Cost/income ratio	60.9%	59.0%	1.9PP	54.4%	67.4%	50.7%	60.3%	54.9%	5.4PP
Loan/deposit ratio	73.6%	74.9%	(1.4)PP	74.9%	76.0%	76.9%	73.6%	76.9%	(3.3)PP
Provisioning ratio ¹	0.67%	1.77%	(1.10)PP	1.14%	2.69%	1.67%	1.56%	1.66%	(0.10)PP
NPL ratio	6.0%	7.6%	(1.7)PP	8.0%	8.1%	8.2%	6.0%	8.2%	(2.2)PP
NPL coverage ratio	78.3%	73.7%	4.6PP	72.4%	74.9%	74.1%	78.3%	74.1%	4.1PP
Total assets	8,144	7,795	4.5%	7,747	7,670	7,605	8,144	7,605	7.1%
RWA	4,523	4,616	(2.0)%	4,368	4,311	4,335	4,523	4,335	4.3%
Equity	796	777	2.5%	766	771	771	796	771	3.3%
Loans and advances to customers	5,013	4,921	1.9%	4,784	4,733	4,825	5,013	4,825	3.9%
- Hereof corporate % ²	33.7%	32.0%	1.7PP	31.9%	32.6%	34.3%	33.7%	34.3%	(0.6)PP
- Hereof retail % ²	65.4%	66.3%	(1.0)PP	66.8%	65.9%	63.6%	65.4%	63.6%	1.7PP
- Hereof FCY %	34.9%	35.6%	(0.7)PP	37.0%	38.9%	39.3%	34.9%	39.3%	(4.4)PP
Deposits from customers	6,487	6,172	5.1%	6,018	5,838	5,797	6,487	5,797	11.9%
Business outlets	454	460	(1.3)%	469	480	480	454	480	(5.4)%
Number of employees	5,333	5,372	(0.7)%	5,330	5,368	5,322	5,333	5,322	0.2%
Number of customers (in mn)	2.3	2.3	1.0%	2.3	2.3	2.1	2.3	2.1	10.0%

Note: Periods prior to Q1/2017 are not adjusted to reflect the merger of RBI and RZB;

All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (SEE) – Serbia



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	21	21	0.9%	20	20	20	81	80	0.8%
Net fee and commission income	11	11	3.9%	10	9	10	41	38	9.2%
Net trading income	0	2	(75.9)%	1	1	1	5	3	70.4%
Recurring other net operating income	(1)	1	–	(0)	1	1	0	6	(95.1)%
Operating income	31	34	(9.1)%	32	31	31	127	126	0.6%
General administrative expenses	(21)	(19)	9.8%	(18)	(18)	(21)	(75)	(73)	1.6%
Operating result	10	15	(32.9)%	14	14	10	53	53	(0.8)%
Net provisioning for impairment losses	1	9	(91.3)%	0	0	1	11	6	74.2%
Other results	(1)	0	–	(0)	0	(0)	(1)	(0)	163.6%
Profit/loss before tax	10	24	(58.5)%	14	14	11	63	59	6.4%
Profit/loss after tax	9	21	(58.3)%	12	12	10	55	52	4.4%
Return on equity before tax ¹	9.0%	21.0%	(12.0)PP	11.9%	12.0%	9.9%	13.3%	12.9%	0.4PP
Return on equity after tax ¹	7.9%	18.3%	(10.5)PP	10.2%	10.6%	8.8%	11.6%	11.5%	0.1PP
Net interest margin ¹	3.78%	3.82%	(0.05)PP	3.78%	3.93%	3.98%	3.83%	4.17%	(0.35)PP
Cost/income ratio	67.3%	55.7%	11.6PP	55.5%	56.4%	66.7%	58.6%	58.0%	0.6PP
Loan/deposit ratio	71.9%	73.7%	(1.8)PP	66.9%	68.3%	66.8%	71.9%	66.8%	5.1PP
Provisioning ratio ¹	(0.25)%	(2.99)%	2.74PP	(0.05)%	(0.16)%	(0.24)%	(0.88)%	(0.56)%	(0.33)PP
NPL ratio	4.7%	5.2%	(0.5)PP	8.0%	10.1%	9.7%	4.7%	9.7%	(5.0)PP
NPL coverage ratio	83.8%	79.7%	4.1PP	90.3%	80.0%	86.6%	83.8%	86.6%	(2.8)PP
Total assets	2,277	2,239	1.7%	2,245	2,137	2,097	2,277	2,097	8.6%
RWA	1,734	1,663	4.3%	1,651	1,681	1,593	1,734	1,593	8.9%
Equity	501	490	2.2%	508	482	471	501	471	6.4%
Loans and advances to customers	1,284	1,266	1.4%	1,218	1,194	1,151	1,284	1,151	11.6%
- Hereof corporate % ²	53.7%	54.1%	(0.4)PP	52.2%	52.5%	51.0%	53.7%	51.0%	2.6PP
- Hereof retail % ²	46.3%	45.8%	0.4PP	47.7%	47.4%	48.8%	46.3%	48.8%	(2.6)PP
- Hereof FCY %	62.5%	62.4%	0.1PP	62.3%	62.4%	61.0%	62.5%	61.0%	1.5PP
Deposits from customers	1,715	1,646	4.2%	1,689	1,607	1,578	1,715	1,578	8.7%
Business outlets	89	88	1.1%	87	87	87	89	87	2.3%
Number of employees	1,541	1,520	1.4%	1,523	1,528	1,522	1,541	1,522	1.2%
Number of customers (in mn)	0.7	0.7	2.1%	0.7	0.7	0.7	0.7	0.7	5.5%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (EE) – Belarus



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	22	24	(11.4)%	29	31	32	106	128	(16.8)%
Net fee and commission income	13	13	(2.8)%	13	13	13	52	51	1.5%
Net trading income	1	1	(15.0)%	2	(1)	1	4	7	(39.3)%
Recurring other net operating income	1	(0)	–	(1)	(0)	(1)	(1)	(2)	(65.2)%
Operating income	37	39	(5.1)%	44	43	45	162	185	(12.2)%
General administrative expenses	(18)	(18)	4.7%	(19)	(20)	(19)	(75)	(70)	6.7%
Operating result	18	21	(13.3)%	25	23	26	88	115	(23.6)%
Net provisioning for impairment losses	4	(4)	–	0	0	(3)	0	(20)	–
Other results	0	0	–	0	0	(0)	0	(0)	–
Profit/loss before tax	22	17	26.1%	25	24	23	88	95	(7.2)%
Profit/loss after tax	16	12	35.4%	18	19	17	65	72	(9.8)%
Return on equity before tax ¹	33.0%	23.9%	9.0PP	29.8%	25.7%	30.5%	27.5%	34.1%	(6.5)PP
Return on equity after tax ¹	24.4%	16.5%	7.9PP	21.6%	20.3%	22.9%	20.3%	25.9%	(5.6)PP
Net interest margin ¹	6.26%	7.21%	(0.95)PP	8.54%	8.80%	9.09%	7.70%	9.57%	(1.87)PP
Cost/income ratio	50.0%	45.3%	4.7PP	43.2%	45.6%	41.6%	45.9%	37.8%	8.1PP
Loan/deposit ratio	97.3%	97.8%	(0.5)PP	97.4%	101.4%	103.4%	97.3%	103.4%	(6.1)PP
Provisioning ratio ¹	(1.53)%	1.56%	(3.09)PP	(0.10)%	(0.06)%	1.29%	(0.05)%	2.16%	(2.20)PP
NPL ratio	6.0%	7.7%	(1.7)PP	8.2%	8.8%	9.7%	6.0%	9.7%	(3.7)PP
NPL coverage ratio	87.9%	81.8%	6.1PP	76.0%	72.0%	65.3%	87.9%	65.3%	22.7PP
Total assets	1,518	1,441	5.3%	1,472	1,533	1,524	1,518	1,524	(0.4)%
RWA	1,465	1,335	9.7%	1,402	1,479	1,399	1,465	1,399	4.7%
Equity	316	306	3.2%	357	375	369	316	369	(14.3)%
Loans and advances to customers	1,002	942	6.4%	939	998	999	1,002	999	0.3%
- Hereof corporate % ²	67.6%	68.6%	(1.0)PP	69.8%	71.2%	73.6%	67.6%	73.6%	(6.0)PP
- Hereof retail % ²	32.4%	31.4%	1.0PP	30.2%	28.8%	26.4%	32.4%	26.4%	6.0PP
- Hereof FCY %	56.7%	58.6%	(1.9)PP	63.7%	65.1%	68.7%	56.7%	68.7%	(12.0)PP
Deposits from customers	975	902	8.1%	903	922	904	975	904	7.9%
Business outlets	90	90	0.0%	90	90	91	90	91	(1.1)%
Number of employees	1,906	1,919	(0.7)%	1,951	2,000	2,005	1,906	2,005	(4.9)%
Number of customers (in mn)	0.8	0.8	0.0%	0.8	0.8	0.8	0.8	0.8	(0.5)%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (EE) – Russia



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	173	155	11.4%	162	161	151	651	567	14.9%
Net fee and commission income	82	77	7.1%	82	75	77	317	259	22.4%
Net trading income	20	12	64.9%	23	18	15	73	47	57.7%
Recurring other net operating income	(12)	(3)	293.5%	(3)	(2)	(0)	(20)	(3)	>500.0%
Operating income	263	241	9.2%	265	252	243	1,021	869	17.5%
General administrative expenses	(109)	(94)	16.5%	(101)	(100)	(107)	(405)	(326)	24.3%
Operating result	154	147	4.6%	163	152	136	616	543	13.5%
Net provisioning for impairment losses	(29)	(7)	341.9%	(7)	(4)	(71)	(47)	(145)	(67.8)%
Other results	(18)	7	-	1	2	1	(7)	6	-
Profit/loss before tax	107	147	(27.5)%	158	151	66	563	404	39.2%
Profit/loss after tax	86	115	(25.4)%	123	118	50	443	316	39.9%
Return on equity before tax ¹	31.0%	39.2%	(8.1)PP	35.8%	32.0%	17.9%	34.5%	30.9%	3.5PP
Return on equity after tax ¹	25.0%	30.7%	(5.7)PP	27.9%	25.2%	13.7%	27.1%	24.2%	2.9PP
Net interest margin ¹	6.40%	5.79%	0.61PP	5.65%	5.66%	5.64%	5.88%	5.64%	0.24PP
Cost/income ratio	41.6%	39.0%	2.6PP	38.3%	39.8%	43.9%	39.7%	37.5%	2.1PP
Loan/deposit ratio	85.6%	83.8%	1.8PP	83.3%	89.8%	86.9%	85.6%	86.9%	(1.3)PP
Provisioning ratio ¹	1.47%	0.34%	1.13PP	0.35%	0.19%	3.72%	0.57%	1.99%	(1.42)PP
NPL ratio	4.1%	4.7%	(0.6)PP	6.1%	5.6%	6.3%	4.1%	6.3%	(2.2)PP
NPL coverage ratio	75.4%	69.9%	5.5PP	73.1%	76.1%	74.8%	75.4%	74.8%	0.7PP
Total assets	12,060	11,904	1.3%	11,978	13,073	11,768	12,060	11,768	2.5%
RWA	7,901	8,208	(3.7)%	8,049	9,338	8,294	7,901	8,294	(4.7)%
Equity	1,670	1,799	(7.2)%	1,809	2,069	1,834	1,670	1,834	(9.0)%
Loans and advances to customers	8,146	7,639	6.6%	7,765	8,655	7,821	8,146	7,821	4.2%
- Hereof corporate % ²	57.7%	55.8%	1.9PP	56.9%	59.6%	60.1%	57.7%	60.1%	(2.4)PP
- Hereof retail % ²	42.3%	44.2%	(1.9)PP	43.1%	40.4%	39.9%	42.3%	39.9%	2.4PP
- Hereof FCY %	29.9%	29.9%	0.1PP	31.5%	31.7%	37.8%	29.9%	37.8%	(7.9)PP
Deposits from customers	9,200	8,787	4.7%	8,811	9,115	8,509	9,200	8,509	8.1%
Business outlets	185	184	0.5%	183	182	181	185	181	2.2%
Number of employees	8,229	7,966	3.3%	7,912	7,895	7,742	8,229	7,742	6.3%
Number of customers (in mn)	2.5	2.4	2.1%	2.4	2.4	2.4	2.5	2.4	4.5%

Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Country Financials (EE) – Ukraine



In EUR mn	Q4/2017	Q3/2017	q-o-q	Q2/2017	Q1/2017	Q4/2016	FY/2017	FY/2016	y-o-y
Net interest income	47	47	0.0%	45	45	47	183	171	7.2%
Net fee and commission income	24	25	(5.2)%	22	21	23	91	81	12.6%
Net trading income	(1)	1	–	6	5	1	11	11	1.1%
Recurring other net operating income	0	1	(33.6)%	0	0	(1)	2	(2)	–
Operating income	70	73	(5.0)%	74	70	70	287	261	10.3%
General administrative expenses	(30)	(30)	0.0%	(30)	(32)	(37)	(123)	(123)	0.3%
Operating result	39	43	(8.5)%	44	38	33	164	138	19.1%
Net provisioning for impairment losses	13	9	48.5%	14	22	3	58	2	>500.0%
Other results	0	0	(43.1)%	(2)	1	2	(1)	10	–
Profit/loss before tax	52	52	0.8%	56	61	38	221	150	47.9%
Profit/loss after tax	42	42	(0.8)%	46	50	44	181	135	34.0%
Return on equity before tax ¹	147.4%	152.6%	(5.2)PP	106.7%	81.2%	76.6%	105.5%	74.8%	30.7PP
Return on equity after tax ¹	118.1%	124.3%	(6.1)PP	87.7%	66.8%	86.9%	86.0%	67.3%	18.7PP
Net interest margin ¹	10.23%	9.88%	0.34PP	9.58%	9.88%	10.72%	9.91%	9.87%	0.04PP
Cost/income ratio	43.7%	41.5%	2.2PP	40.0%	46.1%	52.7%	42.8%	47.1%	(4.3)PP
Loan/deposit ratio	71.2%	73.8%	(2.6)PP	63.7%	64.3%	63.5%	71.2%	63.5%	7.6PP
Provisioning ratio ¹	(3.51)%	(2.15)%	(1.37)PP	(3.21)%	(4.99)%	(0.66)%	(3.49)%	(0.09)%	(3.40)PP
NPL ratio	20.6%	33.3%	(12.7)PP	40.5%	47.4%	52.1%	20.6%	52.1%	(31.6)PP
NPL coverage ratio	80.5%	89.3%	(8.8)PP	90.8%	92.0%	93.0%	80.5%	93.0%	(12.5)PP
Total assets	2,004	2,038	(1.7)%	2,111	2,073	1,999	2,004	1,999	0.2%
RWA	1,881	1,793	4.9%	1,917	1,893	1,836	1,881	1,836	2.5%
Equity	294	268	9.6%	239	329	311	294	311	(5.4)%
Loans and advances to customers	1,327	1,631	(18.6)%	1,627	1,770	1,894	1,327	1,894	(29.9)%
- Hereof corporate % ²	72.8%	63.3%	9.5PP	58.7%	58.7%	59.4%	72.8%	59.4%	13.4PP
- Hereof retail % ²	27.2%	36.7%	(9.5)PP	41.3%	41.3%	40.6%	27.2%	40.6%	(13.4)PP
- Hereof FCY %	27.7%	35.1%	(7.4)PP	39.8%	45.8%	49.2%	27.7%	49.2%	(21.5)PP
Deposits from customers	1,556	1,552	0.2%	1,615	1,553	1,535	1,556	1,535	1.3%
Business outlets	500	499	0.2%	498	498	498	500	498	0.4%
Number of employees	7,997	7,939	0.7%	7,904	8,039	8,073	7,997	8,073	(0.9)%
Number of customers (in mn)	2.5	2.6	(1.9)%	2.5	2.6	2.5	2.5	2.5	(1.3)%

Note: Periods prior to Q1/2017 are not adjusted to reflect the merger of RBI and RZB;

All data, except P/L, are dated to the end of the period 1) Annualized 2) Sovereign as remaining share

Bank levies and resolution fund

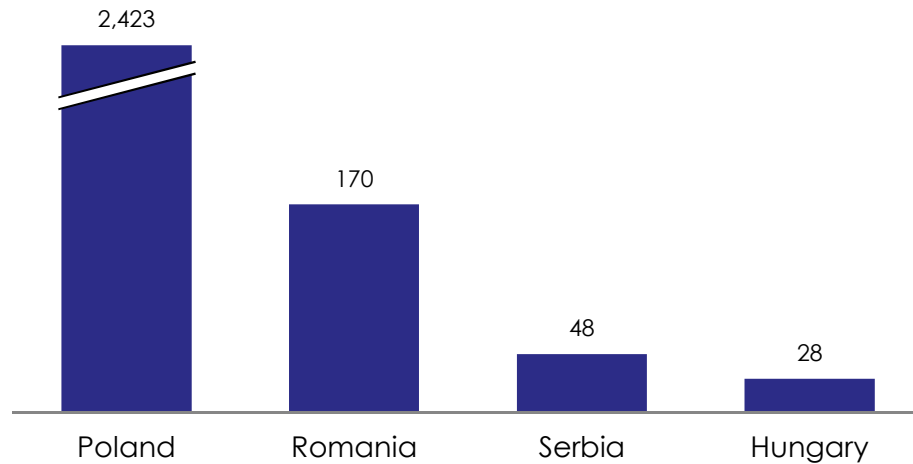
Impact in EUR mn		FY 2016 ¹	FY 2017	FY 2018e
Austria	Bank levy based on total assets (excluding derivatives) and including a one-off payment (spread over 4 years) of EUR 163 mn from 2017 on	85	57 ²	~56
Hungary	Bank levy of 0.15% (for up to HUF 50 bn of total assets) and 0.21% (for tax base above HUF 50 bn) fully reflected in the first quarter	19	13	~13
Poland	Bank levy of 0.44%, based on total assets less PLN 4 bn flat amount, own funds and treasury securities	34	31	~31
Slovakia	Bank levy of 0.2% on total liabilities less own funds and subordinated debt	19	20	~22
Total	Bank levies	158	121	~122
Austria	Based on total assets less equity and secured deposits Full amounts always booked in the first quarter according to IFRIC 21	28	22	~24
Croatia		3	3	~3
Czech Republic		7	9	~11
Bulgaria		3	4	~4
Hungary		3	3	~6
Poland		-	11	~9
Romania		2	8	~8
Slovakia		6	5	~5
Total	Resolution fund	52	65	~70

1) RBI (pre-merger) published figures

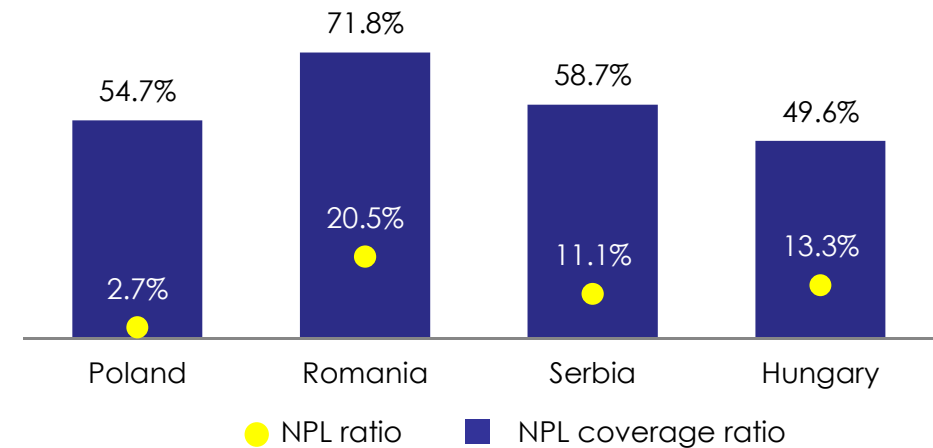
2) EUR 41 mn related to the one-off payment and EUR 16 mn current instalment of the bank levy; EUR 46 mn booked in Corporate Center, EUR 10 mn in Group Corporates & Markets

Breakdown CHF Loan Exposures

CHF Loan Exposures (31/12/2017, in EUR mn)



CHF NPL Ratio & NPL Coverage Ratio (31/12/2017)



- Poland, Romania, Serbia: CHF exposure predominantly in retail
- Further q-o-q reduction of CHF loan portfolio in Poland (EUR 103 mn), Romania (EUR 14 mn) and Serbia (EUR 3 mn)
- Reduction in Poland partly from CHF depreciation vs. EUR (CHF down 2.1% q-o-q) and due to conversions and scheduled amortization
- Reduction in Romania driven by active conversion strategy, CHF depreciation and scheduled amortization
- Most of the remaining exposure in Hungary is to corporate customers

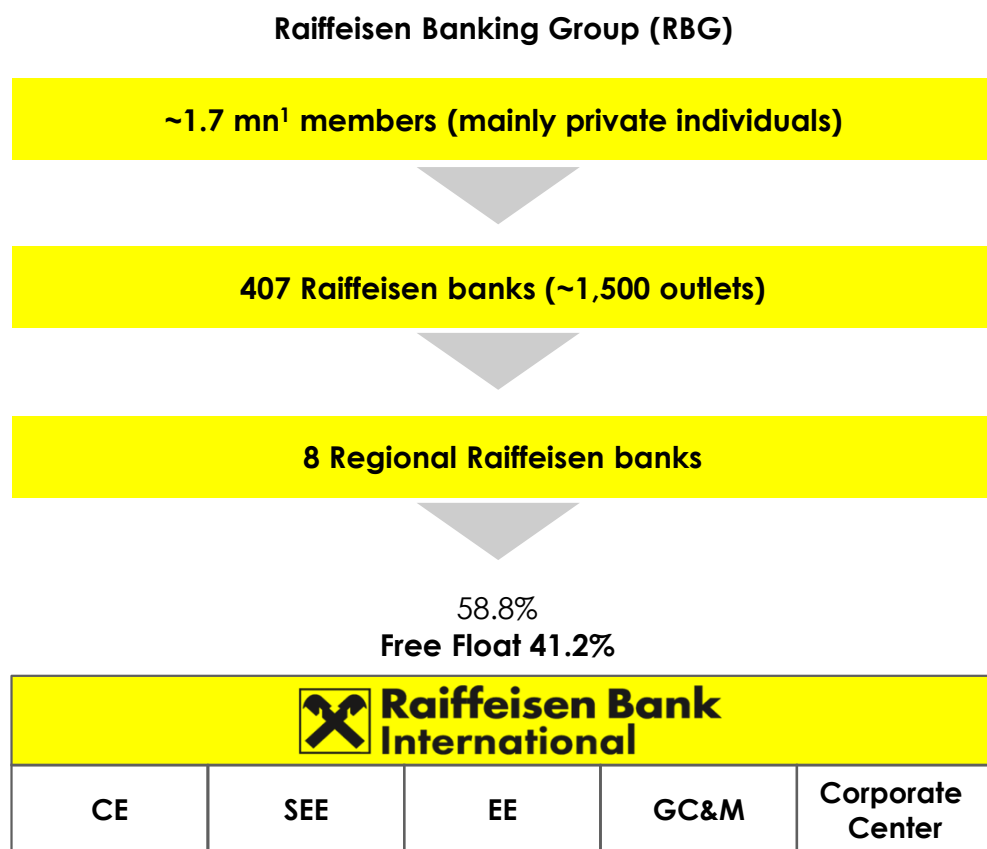
NPL and NPE Distribution by Country

	NPE Ratio 31/12/2017	NPE Ratio 31/12/2016	NPE Coverage Ratio 31/12/2017	NPE Coverage Ratio 31/12/2016	NPL Ratio 31/12/2017	NPL Ratio 31/12/2016	NPL Coverage Ratio 31/12/2017	NPL Coverage Ratio 31/12/2016
Czech Republic	2.2%	5.0%	60.6%	45.1%	2.6%	4.0%	86.6%	70.1%
Hungary	6.2%	9.4%	47.1%	62.9%	8.1%	14.1%	68.2%	73.8%
Poland	9.6%	9.1%	52.3%	48.7%	8.9%	8.3%	61.7%	58.1%
Slovakia	3.0%	4.1%	58.7%	51.7%	2.9%	3.5%	69.9%	69.2%
Central Europe¹	4.6%	6.6%	53.4%	51.6%	5.0%	6.2%	67.7%	66.2%
Albania	12.2%	18.5%	73.6%	69.6%	16.3%	22.9%	78.7%	78.1%
Bosnia & Herzegovina	6.1%	7.9%	77.1%	63.7%	6.9%	8.6%	89.9%	75.9%
Bulgaria	4.9%	7.8%	61.7%	62.5%	4.3%	7.1%	88.8%	85.0%
Croatia	12.8%	15.0%	73.6%	79.0%	13.1%	15.7%	79.4%	83.9%
Kosovo	4.8%	5.8%	57.0%	43.3%	4.8%	5.8%	79.1%	61.0%
Romania	7.4%	9.3%	50.8%	52.6%	6.0%	8.1%	78.3%	74.2%
Serbia	4.7%	9.2%	67.2%	75.9%	4.7%	9.7%	83.8%	86.6%
Southeastern Europe	7.8%	10.6%	64.5%	66.0%	7.5%	10.5%	81.0%	79.7%
Belarus	5.0%	7.9%	75.1%	55.6%	6.0%	9.7%	87.9%	65.3%
Russia	3.4%	5.2%	63.0%	64.8%	4.1%	6.3%	75.4%	74.8%
Ukraine	17.1%	41.5%	75.8%	90.3%	20.6%	52.1%	80.5%	93.0%
Eastern Europe	5.3%	12.1%	69.4%	80.4%	6.4%	14.7%	78.6%	85.7%
GC&M	3.5%	8.1%	45.0%	68.5%	4.9%	8.3%	48.2%	69.5%
Total RBI Group	5.1%	8.1%	56.3%	66.3%	5.7%	8.7%	67.0%	75.2%

Note: Non-Core is allocated to respective new segments for 2016 data for comparison purposes; NPE based on loans and advances to customers and banks (excl. bonds); NPL based on loans and advances to customers

1) Including Slovenia

Raiffeisen Banking Group Structure



- **Raiffeisen Banking Group (RBG)** – largest banking group in Austria with total assets of EUR 286.0 bn as of 31/12/2017
- 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: 407 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 48

Österreichische Raiffeisen Einlagensicherung eGen (ÖRE):

Statutory deposit protection scheme of RBG pursuant to the applicable EU legislation implemented in Austria. From 2019, funds will be transferred to ESA (Einlagensicherung Austria) as ÖRE will no longer perform this function

Raiffeisen Kundengarantiegemeinschaft Österreich (RKÖ):

Voluntary supplementary scheme protecting customers' deposits up to the economic reserves of the participating banks. RKÖ is implemented in seven Austrian provinces and includes RBI

Note: Data as of 12/2017, except where otherwise stated
1) As of 1/2017

The Institutional Protection Scheme (IPS)



Legal Background

- IPS regulations are defined in the CRR Art. 113 (7); the IPS is subject to regulatory supervision incl. regular reporting requirements
- IPS is required to ensure solvency and liquidity of members and must therefore implement a comprehensive risk oversight system
- Business between IPS members is treated similarly to business between members of the same credit institution group e.g. benefits from zero risk-weighting
- IPS is in addition to statutory deposit insurance protection
- Each individual member institution, and the IPS as a whole, must have a recovery plan; the plan for the IPS as a whole is subject to regulatory approval

Support Mechanism

- In case of need, IPS must support members to ensure solvency and liquidity
- In the first instance, the regional IPS is required to provide support; if there is insufficient capacity on regional level, the federal IPS steps in. Legal deposit insurance only applies in the event that IPS coverage is insufficient. In this event, the Raiffeisen cross-guarantee scheme would also step in
- All IPS members are obliged to contribute to an ex ante fund and to make ex post contributions if necessary
- Financial support may take various forms, incl. loans, liquidity support, guarantees and capital injections
- All financial support is subject to conditions determined by the Risk Council on a case by case basis

IPS in Raiffeisen Austria

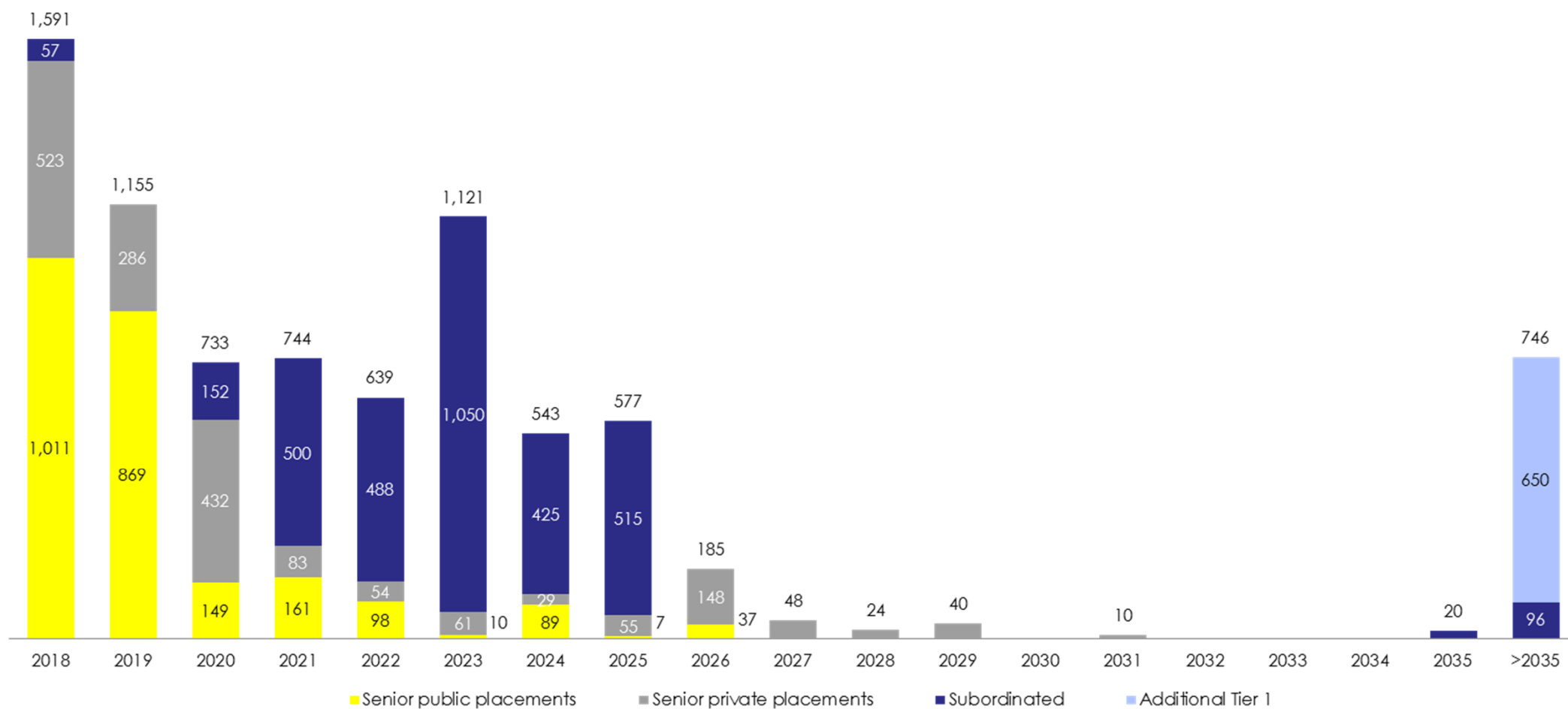
- There are regional IPS in place. Members are the Raiffeisen banks and the regional Raiffeisen banks (Landesbanken). There is also a federal IPS with RBI and the regional Raiffeisen banks as members
- IPS is governed by a Risk Council, which decides on measures if an institution triggers early warning indicators
- At end-2017 the regional ex ante IPS fund aggregate target volume was EUR 224 mn and EUR 160 mn had been paid in. The federal IPS fund current target volume is EUR 592 mn, to be reached by end-2022; it is based on the results of an annual stress test and confirmed by the regulator. The fund size was EUR 262 mn as of 31 Dec 2017
- The maximum liability for an individual IPS member for provision of support to other IPS members is limited to 25% of the member's total capital in excess of the currently applicable minimum regulatory requirement (including any regulatory buffers) plus a cushion of 10%

Impact on RBI

- RZB was a member of the federal IPS. RBI is now a member of the federal IPS
- RBI's 2017 contribution to the IPS was EUR 45.6 mn; regional Raiffeisen banks additionally contribute to the regional IPS
- The contribution is booked as an asset, reflecting the participation in the IPS fund. CRR requires the asset to be deducted from regulatory capital
- RBI is a member of the Raiffeisen cross-guarantee scheme and subject to statutory legal deposit insurance requirements

Maturity Profile

Maturity Profile at 31/12/2017 (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	99.3%	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	99.4%	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% ³	10Y CMS + 0.1%	EUR 90 mn	15 Jun 2004	15 Jun 2009	Semi-annual	Perpetual
Raiffeisen Bank International AG ³	Tier 2	99.9%	XS0843322750	5.875%	5Y EUR MidSwap + 4.84%	EUR 290 mn	29 Oct 2012	27 Apr 2018	NA	27 Apr 2023
Raiffeisen Bank International AG ⁴	Tier 2	99.7%	CH0212937210	4.00%	5Y CHF MidSwap + 3.6175%	CHF 250 mn	24 May 2013	24 May 2018	NA	24 May 2023
Raiffeisen Bank International AG	Tier 2	99.9%	XS1001668950	5.16%	5Y EUR MidSwap + 3.9%	EUR 233 mn	18 Dec 2013	18 Jun 2019	NA	18 Jun 2024
Raiffeisen Bank International AG	Tier 2	99.7%	XS1034950672	4.50%	5Y EUR MidSwap + 3.30%	EUR 500 mn	21 Feb 2014	21 Feb 2020	NA	21 Feb 2025
Raiffeisen Bank International AG	Tier 2	67.4%	XS0619437147	6.625%	NA	EUR 500 mn	18 May 2011	NA	NA	18 May 2021
Raiffeisen Bank International AG	Tier 2	96.0%	CH0194405343	4.75%	NA	CHF 250 mn	24 Oct 2012	NA	NA	24 Oct 2022
Raiffeisen Bank International AG	Tier 2	99.8%	XS0981632804	6.00%	NA	EUR 500 mn	16 Oct 2013	NA	NA	16 Oct 2023

- 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 0.8bn Tier 2 instruments in smaller issuances are not included)

1) Transitional and post-transitional CRR rules ; 2) Transitional CRR rules as of Q4 2017, calculated as reported regulatory amount divided by nominal amount before deduction for market making activities

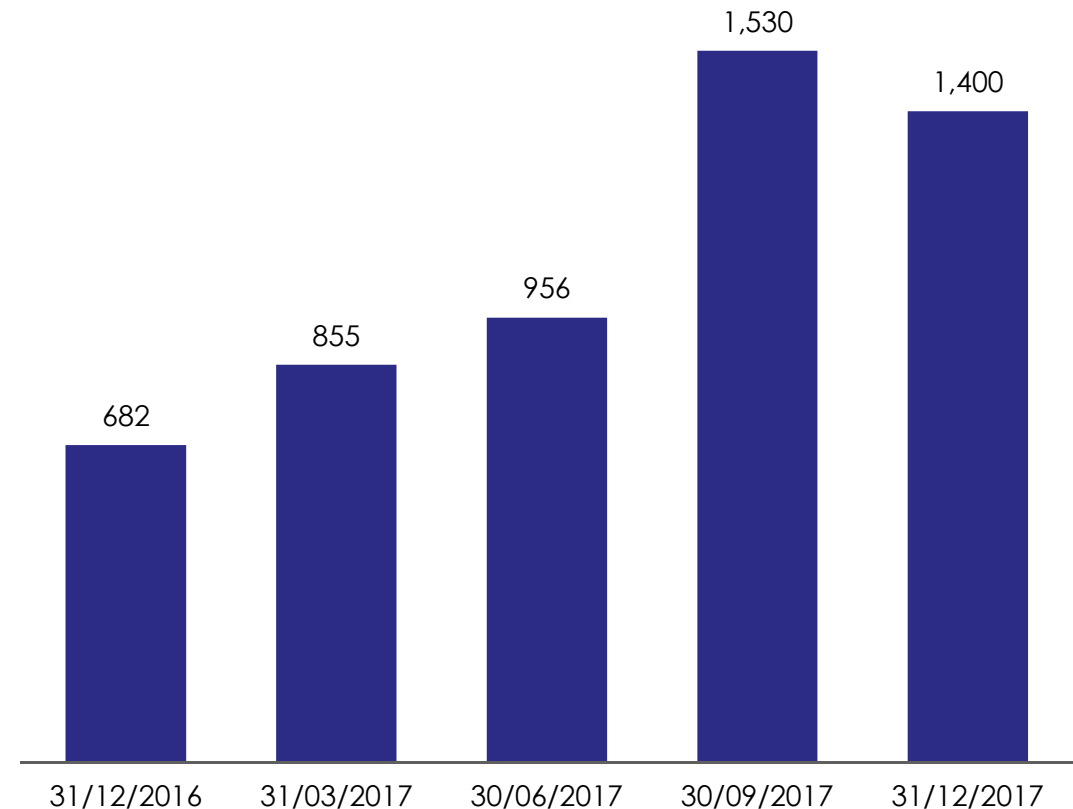
3) Will be redeemed at par on call redemption date 27 April 2018; 4) Will be redeemed at par on call redemption date 24 May 2018

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
- In December a coupon of EUR 18 mn was paid to AT1 investors
- Proposed dividend of EUR 0.62 per share (EUR 204 mn total) and IPS contribution for 2017 (EUR 45.6 mn) deducted from ADI in Q4/2017
- ADI of EUR 1,400 mn at 31/12/2017 based on audited year end figures
- ADI of EUR 682 mn at 31/12/2016 based on RBI AG's pro forma stand alone accounts (adjusted for the impact of the merger)

Available Distributable Items (EUR mn)



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

Shareholder Information Overview



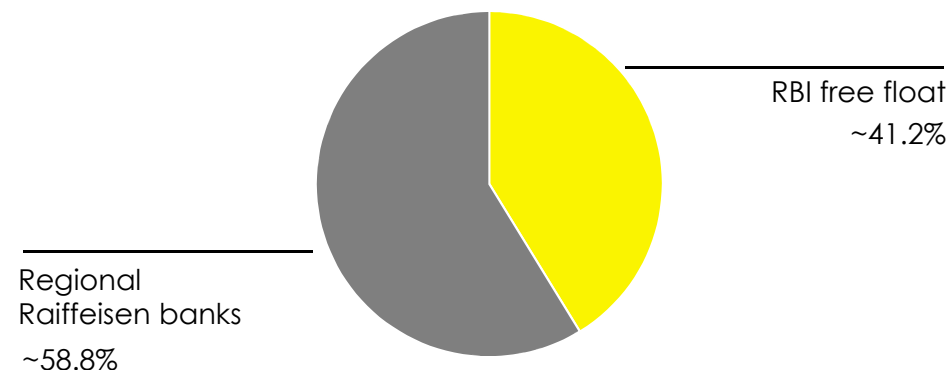
General Information

- Listed since 25-04-05 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	BB+

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

Contact and Financial Calendar



Contact Details

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Spokesperson

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Financial Calendar

15 March 2018	RBI Investor Presentation, London
1 May 2018	Start of Quiet Period ¹
15 May 2018	First Quarter Report, Conference Call
11 June 2018	Record Date Annual General Meeting
21 June 2018	Annual General Meeting
28 June 2018	Ex-Dividend Date
29 June 2018	Record Date Dividends
2 July 2018	Dividend Payment Date
26 July 2018	Start of Quiet Period ¹
9 August 2018	Semi-Annual Report, Conference Call
31 October 2018	Start of Quiet Period ¹
14 November 2018	Third Quarter Report, Conference Call

1) Quiet Period: Two-week period before the publication of the quarterly financial statements and a four-week period before the publication of the annual report. During this period we do not hold investor or analyst meetings