

# Raiffeisen Bank International FY 2018 Results

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# Executive Summary FY 2018



- Consolidated profit of EUR 1,270 million (up 14% year-on-year)
- Operating income up 4% year-on-year driven by net interest income and net fee and commission income
- Loans to customers up 4% despite sale of Polish core banking operations
- Disposal of core banking operations in Poland completed on 31 October 2018
- CET1 ratio at 13.4% (fully loaded), 85bps positive effect in Q4/2018 from disposal of Polish core banking operations
- Provisioning ratio down to 0.21%, driven by continued write-backs and low new inflows of NPL
- NPL ratio decreased further to 3.8% while NPL coverage ratio improved 10.6PP to 77.6%
- EUR 0.93 dividend per share will be proposed to the AGM on 13 June 2019

# Financial Highlights FY 2018



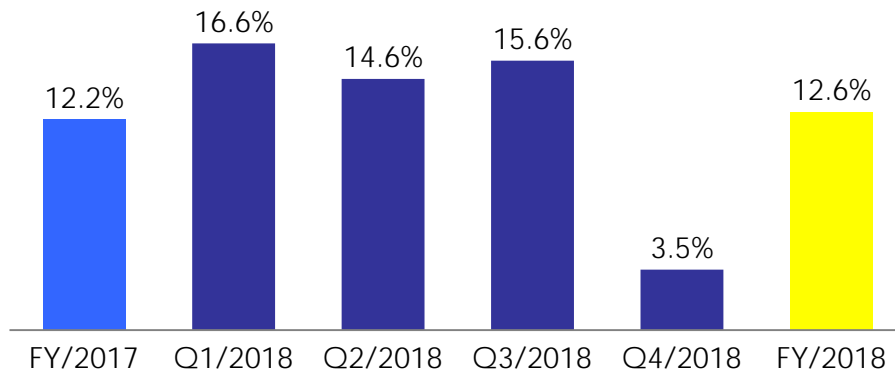
In EUR mn		Q4/2018	Q3/2018	q-o-q	1-12/2018	1-12/2017	y-o-y
<b>Profitability</b>	Net interest income	843	856	(1.6%)	3,362	3,225	4.2%
	Net fee and commission income	467	455	2.6%	1,791	1,719	4.2%
	Net trading income and fair value result	(3)	4	-	17	35	(52.4%)
	Operating income	1,294	1,334	(3.0%)	5,298	5,098	3.9%
	General administrative expenses	(819)	(734)	11.6%	(3,048)	(3,011)	1.2%
	Impairment losses on financial assets	(222)	(28)	>500.0%	(166)	(312)	(46.9%)
	Other result	(74)	7	-	(161)	0	-
	Profit/loss before tax	166	563	(70.4%)	1,753	1,612	8.8%
	Profit/loss after tax	127	452	(72.0%)	1,398	1,246	12.2%
Consolidated profit/loss	97	417	(76.7%)	1,270	1,116	13.8%	
		Q4/2018	Q3/2018	q-o-q	1-12/2018	1-12/2017	y-o-y
<b>NPL/NPE</b>	NPL ratio	3.8%	4.4%	(0.6 PP)	3.8%	5.7%	(1.9 PP)
	NPE ratio	2.6%	3.0%	(0.4 PP)	2.6%	4.0%	(1.3 PP)
	NPL coverage ratio <sup>1</sup>	77.6%	75.0%	2.6 PP	77.6%	67.0%	10.6 PP
	NPE coverage ratio <sup>2</sup>	58.3%	61.4%	(3.1 PP)	58.3%	56.1%	2.1 PP
	Loans to customers	80,866	80,056	1.0%	80,866	77,745	4.0%
		Q4/2018	Q3/2018	q-o-q	1-12/2018	1-12/2017	y-o-y
<b>Capital Ratios (incl. YTD results)</b>	Common equity tier 1 ratio (fully loaded)	13.4%	12.8%	0.6 PP	13.4%	12.7%	0.6 PP
	Tier 1 capital ratio (fully loaded)	14.9%	14.2%	0.7 PP	14.9%	13.6%	1.3 PP
	Total capital ratio (fully loaded)	18.2%	17.4%	0.8 PP	18.2%	17.8%	0.3 PP

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

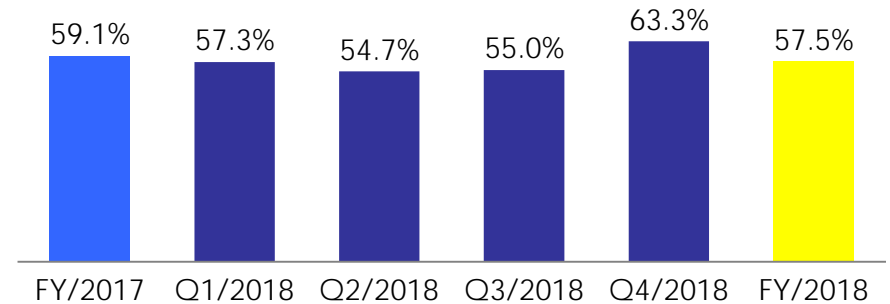
2) Individual (Stage 3) impairment losses on loans to customers and banks and on debt securities in relation to non-defaulted and defaulted non-performing loans to customers and banks and debt securities

# Development of Financial Ratios in FY 2018

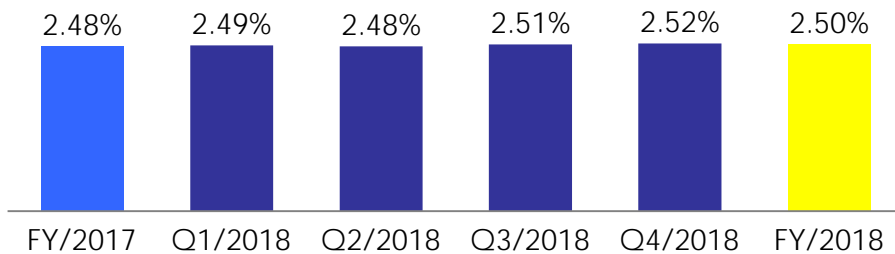
RoE (Consolidated)<sup>1</sup>



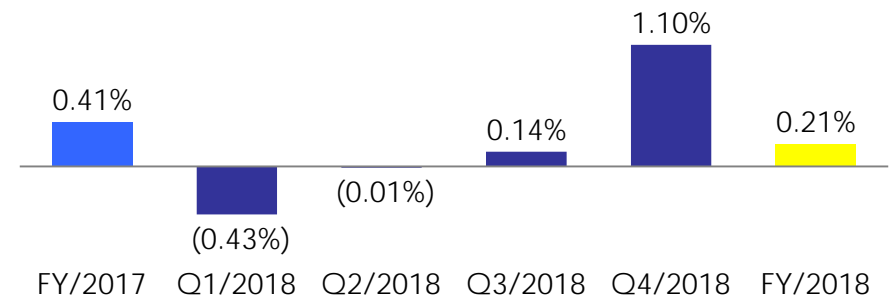
Cost/Income Ratio



Net Interest Margin<sup>1</sup>

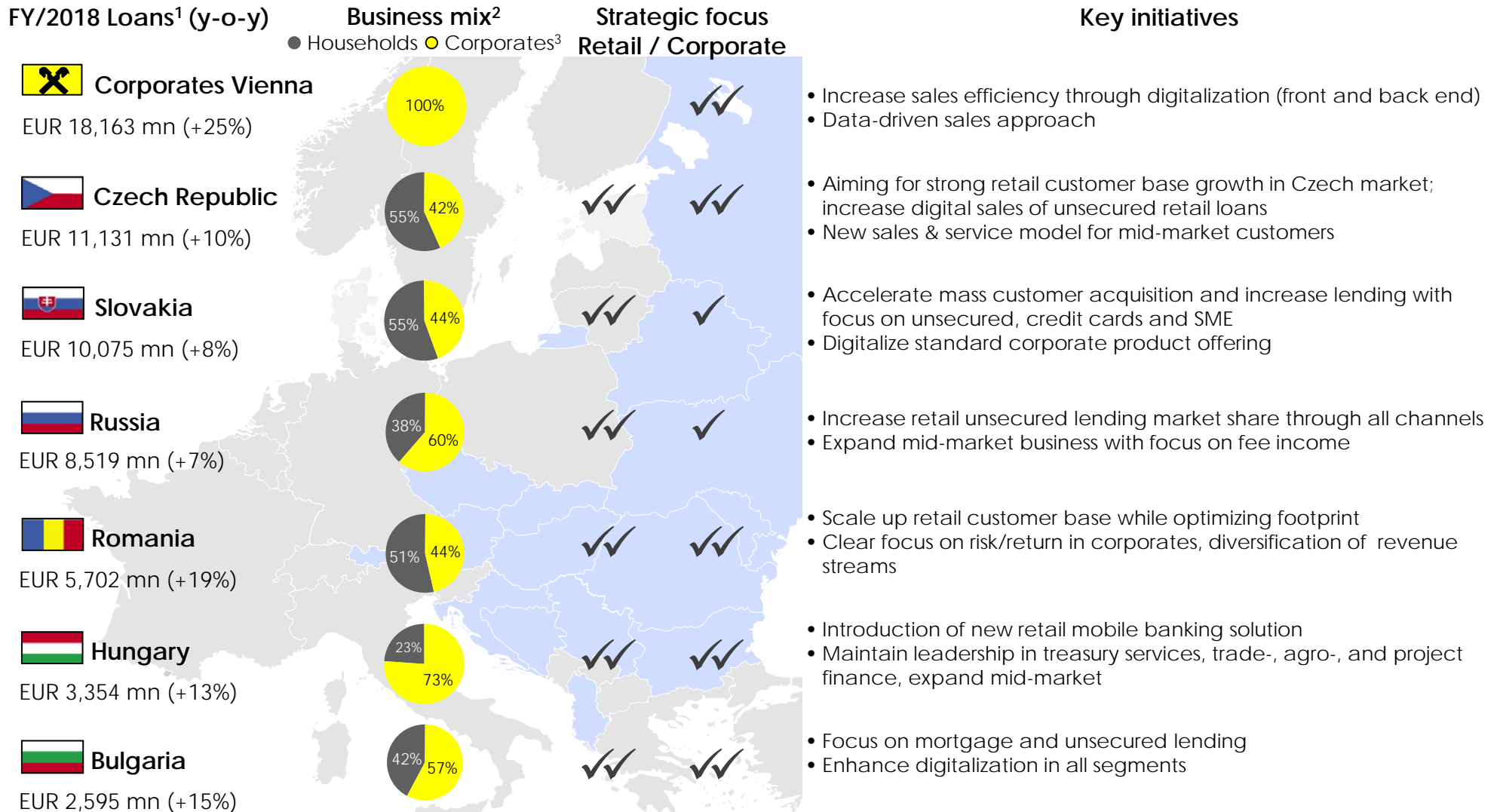


Provisioning Ratio<sup>1</sup>



1) Annualized

# Key Strategic Initiatives (1/2)



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

# Key Strategic Initiatives (2/2)


## FY/2018 Loans<sup>1</sup> (y-o-y)


## Business mix<sup>2</sup>


● Households ● Corporates<sup>3</sup>

## Strategic focus Retail / Corporate


## Key initiatives


 **Ukraine**  
EUR 1,525 mn (+35%)


 **Serbia**  
EUR 1,354 mn (+11%)

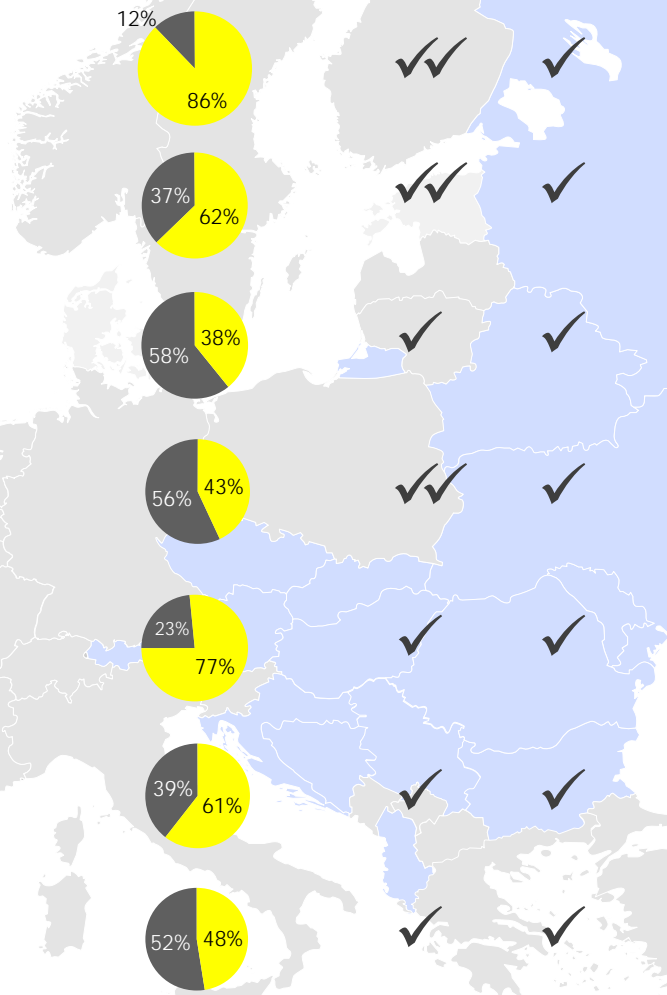
 **Croatia**  
EUR 2,361 mn (+0%)

 **Bosnia & Herzegovina**  
EUR 1,292 mn (+9%)

 **Belarus**  
EUR 1,073 mn (+13%)

 **Albania**  
EUR 705 mn (+4%)

 **Kosovo**  
EUR 624 mn (+12%)



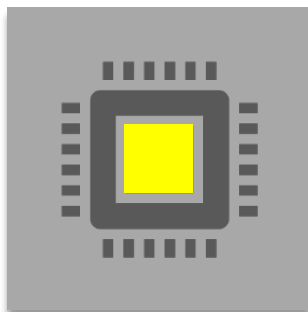
- New PI and SME premium business model; increase credit card and unsecured lending
- New corporate internet banking (e-docs and e-signature) and direct digital dealing platform for international payment processing
- Introduce E2E digital personal loans, online retailer sales and e-commerce financing
- 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



# Five Pillars of Digitalization

We create an exceptional experience for our customers...



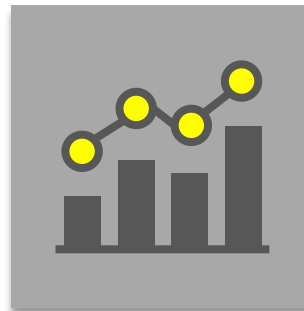
**INTEGRATION  
LAYER  
& OPEN APIS**

Create **synergies** and increase **scalability** by building a Group-wide integration layer, also laying the foundation for our **Open API** business.



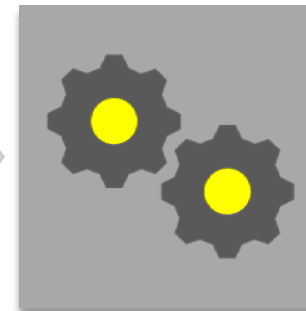
**AGILE &  
X-FUNCTIONAL  
WORKING**

Build a **collaborative** culture to improve our competitive edge while focusing on **delivering customer value**



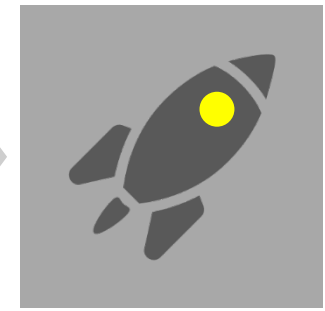
**STRONG DATA &  
ANALYTICS  
CAPABILITIES**

**Artificial Intelligence** and **Advanced Analytics** are key to developing new opportunities in our relationships



**DIGITAL  
OPERATIONAL  
EXCELLENCE**

Upgrade back- and front-end processes for **improved efficiency**



**EFFECTIVE  
GROUP-WIDE  
INNOVATION**

Our **Elevator Lab** creates an environment for **innovative processes** by partnering with **start-ups** and promotes entrepreneurship from within

...foster innovation and develop new business models

# Leveraging our Strong Position in Russia



## Key Developments in 2018

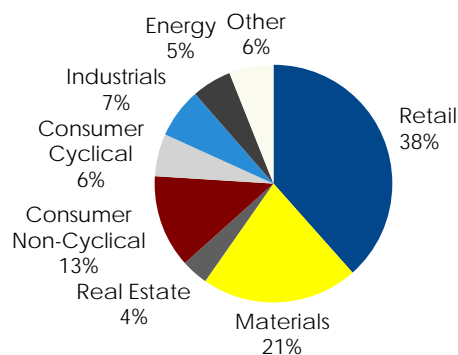
- Profit after tax at EUR 455 mn (up 2.8% y-o-y) despite RUB depreciation
- RUB depreciated 13% YTD, y-o-y average rate down 11%
- Volume driven NII increase of 3%; NIM down 16 bps to 5.77%
- Risk costs up EUR 7 mn to EUR 57 mn including provisions for other effects not captured by the risk models
- Loan growth of 7% YTD in EUR terms, mostly from non-financial corporations and households
- NPL ratio at 3.0% (down 1.1PP YTD); coverage ratio at 76.9% (up 1.4PP)
- Limited impact on Group CET 1 ratio from RUB depreciation

## Strategy

- Resilient and diversified business model: 26% average ROE over the past 5 years, including 2015 recession and sanctions
- Targeting core economic regions: 71% of corporate assets and 65% of retail assets in Moscow and St. Petersburg regions
- Domestically funded in RUB and FX through deposits: 79% loan to deposit ratio at 31/12/2018
- Retail market:
  - ✓ #1 NPS by 2020
  - ✓ 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 financial profile

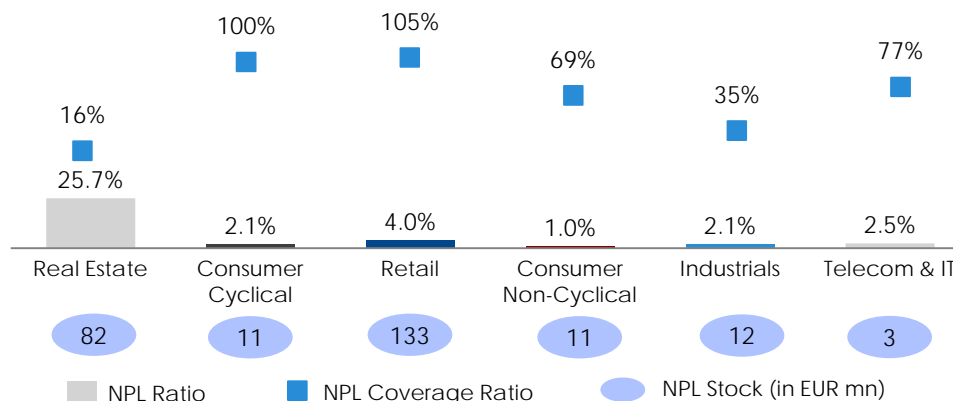
## Russian Exposure<sup>1</sup>

Loan Book Exposure by Category



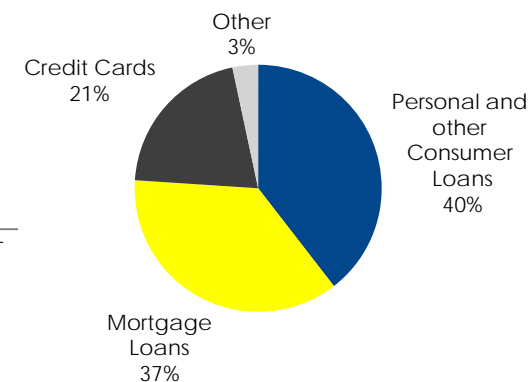
Total: EUR 8,780 mn

NPL Ratio by Category<sup>2</sup>



Total NPL Stock: EUR 261 mn

Retail Lending by Product



Total: EUR 3,512 mn

1) Gross exposure, including stock of provisions

2) Other categories have NPL ratios below 1% (Materials 0.3%, Energy 0.6%; Other 0.1%)

# Update on Poland



## Impact of Sale

- The sale of core banking operations in Poland was completed on 31 October 2018
- The agreed price of PLN 3,250 mn (EUR 749 mn) is equivalent to a **price/tangible book value multiple of 0.94 times** (based on core banking operations capital of EUR 869 mn at time of demerger)
- The disposal had a positive effect of around **85 bps on RBI Group's CET1 ratio (fully loaded)**
- Under the terms of the agreement, **total assets of EUR 9.5 bn and total RWA of EUR 4.9 bn** were allocated to the core banking operations and transferred to the buyer
- The direct impact of the sale on the RBI Group's consolidated profit (minus EUR 120 mn) was recognized in Q2/2018 (other result)
- Additional capital-neutral effects from deconsolidation (minus EUR 64 mn) mainly from exchange rate differences recycled via income statement are recognized in Q4/2018 (other result)

## Remaining Polish Portfolio

- The remaining Raiffeisen Bank Polska S.A. operations were transferred to a Polish branch of RBI AG by way of merger
- The branch has total assets of **EUR 3.2 bn, including around EUR 3.0 bn foreign currency mortgages** (of which EUR 2.3 bn are denominated in CHF) and EUR 250 mn of corporate loans
- The weighted average maturity of the performing FX mortgages is around 20 years, depending on the currency
- No new business will be originated by the Polish branch and its earnings contribution is expected to be minimal
- The branch, with 196 employees, will focus on running down the portfolio
- The retained assets include **EUR 364 mn of NPL** as at 31 December 2018, equal to an **NPL ratio of 10.8% with a coverage ratio of 60.4%**

## Development of Real GDP (%)

Country	2017	2018	2019f	2020f
<b>CE</b>				
Czech Republic	4.5	3.0	2.7	2.5
Hungary	4.1	4.8	3.4	2.2
Poland	4.8	5.1	3.6	2.9
Slovakia	3.2	4.1	4.0	2.8
Slovenia	4.9	4.6	3.2	2.3
<b>CE</b>	<b>4.5</b>	<b>4.5</b>	<b>3.4</b>	<b>2.7</b>
<b>SEE</b>				
Albania	3.8	4.0	3.8	2.5
Bosnia & Herz.	3.2	2.8	2.7	2.5
Bulgaria	3.8	3.3	3.0	2.5
Croatia	2.9	2.6	2.5	2.0
Kosovo	4.2	4.2	4.0	3.0
Romania	7.0	4.1	2.5	2.5
Serbia	2.0	4.0	3.5	3.5
<b>SEE</b>	<b>5.1</b>	<b>3.7</b>	<b>2.8</b>	<b>2.6</b>
<b>EE</b>				
Belarus	2.5	3.0	2.5	2.0
Russia	1.5	2.3	1.5	1.5
Ukraine	2.5	3.3	2.7	3.1
<b>EE</b>	<b>1.6</b>	<b>2.4</b>	<b>1.6</b>	<b>1.6</b>
<b>Austria</b>	<b>2.6</b>	<b>2.7</b>	<b>1.3</b>	<b>1.2</b>
<b>Germany</b>	<b>2.5</b>	<b>1.5</b>	<b>1.3</b>	<b>1.0</b>
<b>Euro area</b>	<b>2.5</b>	<b>1.8</b>	<b>1.1</b>	<b>1.0</b>

Source: RBI/Raiffeisen Research as of 25 February 2019

## General Market Trends

- **Business cycle in Euro area** slowed in H2/2018 due to fading support from exports and transitory factors, while underlying growth dynamics are modest. In **CE/SEE**, the business cycle is past its peak, but overall conditions remain favorable despite mounting country-specific downside risks in **Romania**. **Russia** should post slightly lower growth in 2019 after stronger-than-expected 2018. In **Ukraine**, macroeconomic resilience has increased in recent years.
- While euro area **wage growth** is expected to accelerate moderately in 2019 on the back of **unemployment** nearing pre-crisis lows, further **wage growth in CE/SEE** is expected amid tight labor markets; CE/SEE unemployment rates to marginally decline further and reach cyclical lows in 2019.
- **Delayed rates normalization** by the ECB in 2019 and cautious Fed stance mean **little pressure on CE/SEE central banks** beyond normalization already underway (CZ, RO, HU); **high interest rate policy in EE** to continue, some rate reduction potential in Ukraine/Russia in late 2019/early 2020 dependent on geopolitical developments.
- **Banking sector: positive trend in credit quality in CE/SEE** should continue in 2019 with limited risk of slowdown in loan growth due to modest expansion in recent years; **introduction of macro-prudential regulations** slowly taking effect. **Recovery in Ukraine** and **Russia** to continue in 2019; stable local banking sector environment in Russia expected despite geopolitical risks.

- We will pursue loan growth with an average yearly percentage increase in the mid-single digit area
- The provisioning ratio for FY 2019 is expected to be around 45 basis points
- We anticipate that the NPL ratio will further reduce
- We aim to achieve a cost/income ratio of around 55 per cent in 2021
- In the coming years we target a consolidated return on equity of approximately 11 per cent
- We seek to maintain a CET1 ratio of around 13 per cent in the medium term
- Based on this target, we intend to distribute between 20 and 50 per cent of the consolidated profit

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# Overview of Key Financials

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q4/2017	y-o-y
Net interest income	843	856	(1.6%)	818	3.1%
Dividend income	(9)	3	-	5	-
Net fee and commission income	467	455	2.6%	447	4.3%
Net trading income and fair value result	(3)	4	-	9	-
Other net operating income	8	14	(40.4%)	21	(59.4%)
<b>Operating income</b>	<b>1,294</b>	<b>1,334</b>	<b>(3.0%)</b>	<b>1,277</b>	<b>1.3%</b>
Staff expenses	(416)	(383)	8.4%	(409)	1.7%
Other administrative expenses	(325)	(280)	16.0%	(315)	3.3%
Depreciation	(79)	(71)	11.3%	(75)	5.4%
<b>General administrative expenses</b>	<b>(819)</b>	<b>(734)</b>	<b>11.6%</b>	<b>(798)</b>	<b>2.7%</b>
<b>Operating result</b>	<b>475</b>	<b>600</b>	<b>(20.8%)</b>	<b>479</b>	<b>(0.9%)</b>
Other result	(74)	7	-	(31)	138.2%
Levies and special governmental measures	(13)	(16)	(21.5%)	(17)	(22.4%)
Impairment losses on financial assets	(222)	(28)	>500.0%	(121)	83.4%
<b>Profit/loss before tax</b>	<b>166</b>	<b>563</b>	<b>(70.4%)</b>	<b>311</b>	<b>(46.4%)</b>
<b>Profit/loss after tax</b>	<b>127</b>	<b>452</b>	<b>(72.0%)</b>	<b>234</b>	<b>(45.9%)</b>
<b>Consolidated profit/loss</b>	<b>97</b>	<b>417</b>	<b>(76.7%)</b>	<b>206</b>	<b>(52.9%)</b>
Net interest margin <sup>1</sup> (%)	2.52%	2.51%	0.01 PP	2.55%	(0.03 PP)
RoE <sup>1</sup> (consolidated) (%)	3.5%	15.6%	(12.1 PP)	8.9%	(5.4 PP)

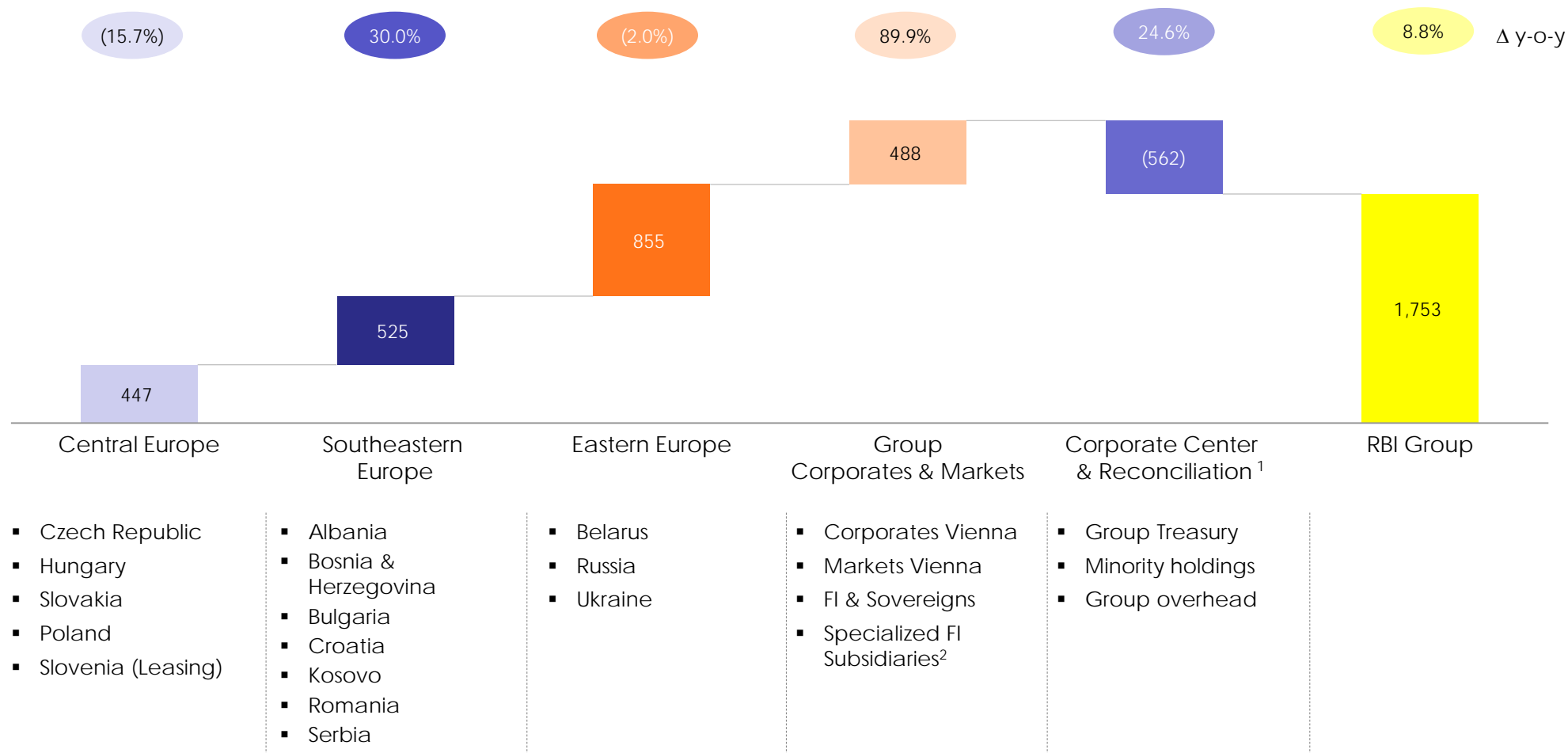
1) Annualized

## Development (q-o-q)

- **Net interest income** down EUR 13 mn: impact of Polish deconsolidation (negative EUR 35 mn) partly offset by volume driven increase in several markets
- **Net fee and commission income** up EUR 12 mn driven by higher loan & guarantee business and payment transfer business
- **Net trading income and fair value result** down EUR 7 mn mainly due to losses on financial assets held for trading and FX valuation result
- **Other net operating income** down EUR 6 mn mainly due to Polish deconsolidation
- **General administrative expenses** up EUR 85 mn: staff expenses up EUR 32 mn driven by increased bonus and staff provisions and higher FTEs; other administrative expenses up EUR 45 mn due to seasonal uptick in advisory and advertising expenses
- **Other result** down primarily from recycling of cumulative FX differences of minus EUR 64 mn related to Polish sale and impairment on associates
- **Impairment losses on financial assets** up due to fine-tuning of IFRS 9 models and other effects not captured by the risk models (up EUR 159 mn)

# Distribution of Profit before Tax – FY 2018

In EUR mn



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

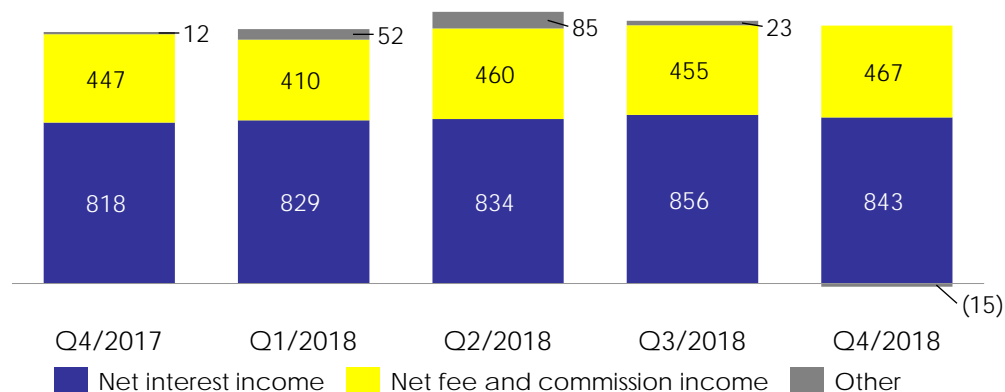
2) Includes: Raiffeisen Leasing, Raiffeisen Centrobank, Raiffeisen Capital Management, Kathrein Privatbank, Raiffeisen Factorbank, Raiffeisen Bausparkasse



# Revenue Composition

## Split of Operating Income

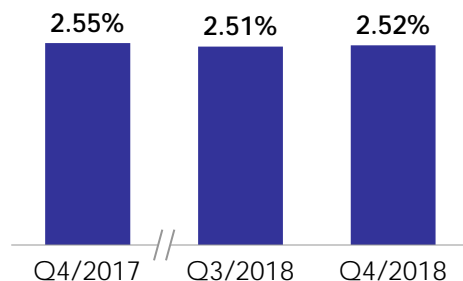
In EUR mn



## Development (q-o-q)

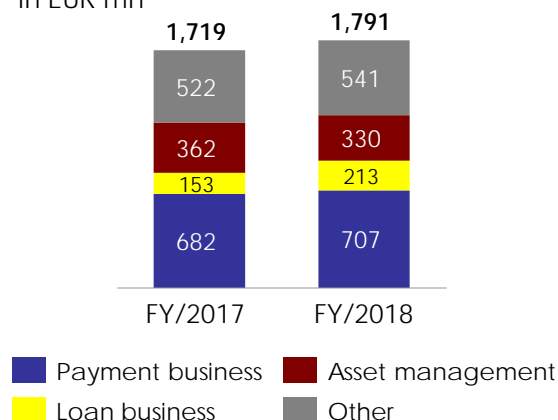
- **Net interest income** down EUR 13 mn mainly from Poland (down EUR 35 mn due to deconsolidation) partly offset by volume driven increase in Czech Republic (up EUR 7 mn), Croatia (up EUR 3 mn) and Russia (up EUR 2 mn)
- **Net fee and commission income** up EUR 12 mn mainly from higher loan & guarantee business in head office as well as payment transfer business in Russia and despite Polish deconsolidation (negative EUR 21 mn impact)
- **Net trading income and fair value result** down EUR 7 mn mainly due to losses on financial assets held for trading and FX valuation result, partly offset by lower valuation losses on loans
- **Other net operating income** down EUR 6 mn mainly due to Polish deconsolidation

## Net Interest Margin



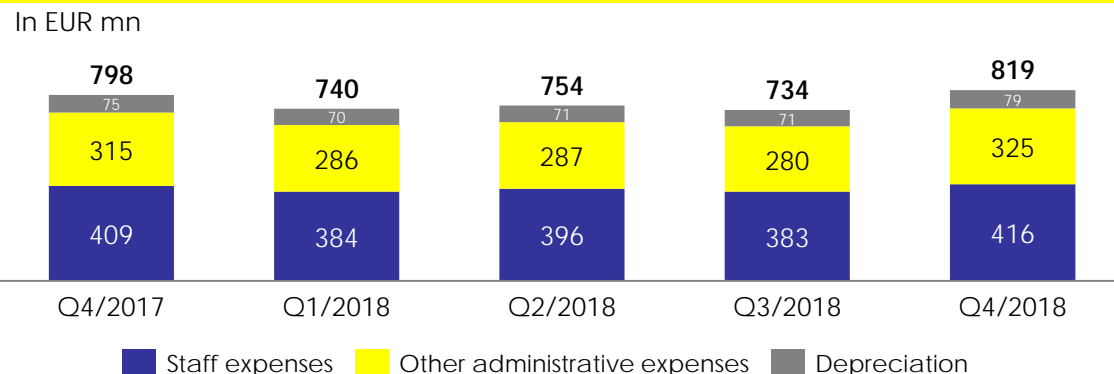
## Net Fee and Commission Income

In EUR mn



# Expense Base Breakdown

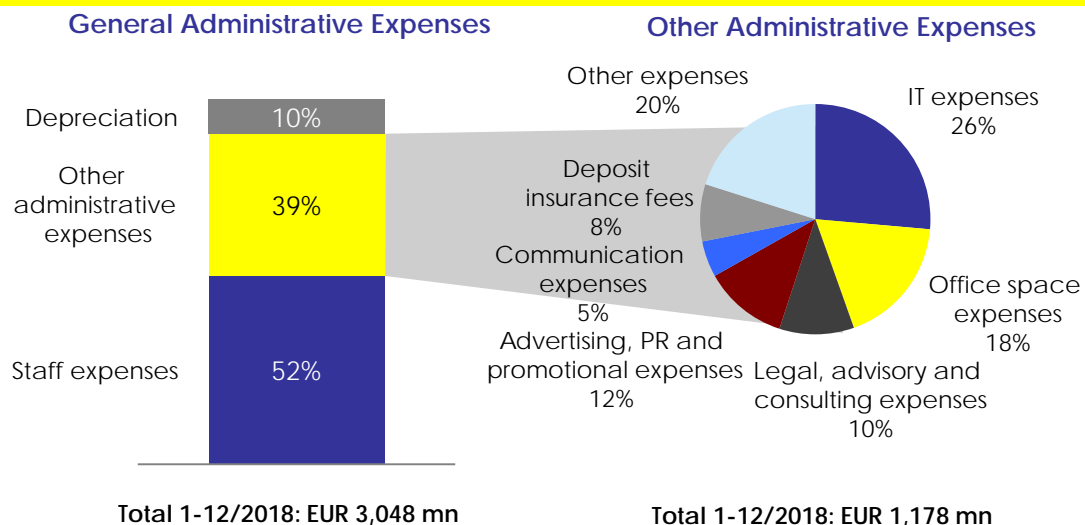
## Development of General Administrative Expenses



## Development (q-o-q)

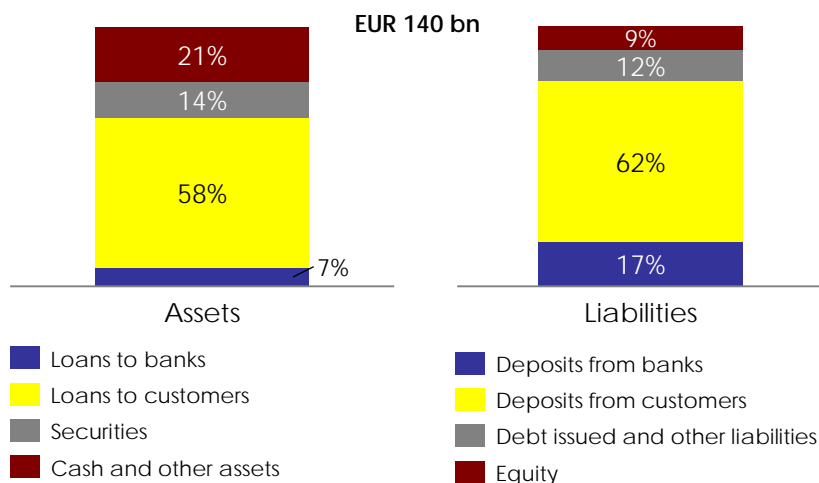
- **General administrative expenses** up EUR 85 mn mainly driven by higher staff expenses and seasonal uptick in other administrative expenses
- **Staff expenses** up EUR 32 mn mainly from increased bonus and staff provisions; increase in FTEs and wages; Q3 expenses lowered by release of vacation accruals; EUR 19 mn positive Polish deconsolidation effect
- **Other administrative expenses** up EUR 45 mn due to seasonally higher advisory (up EUR 22 mn) and advertising expenses (up EUR 23 mn)
- **Depreciation** up EUR 8 mn due to higher capitalization of various IT projects

## Split of General Administrative Expenses



# Balance Sheet Overview

## Balance Sheet (31/12/2018)



In EUR mn	31/12/2018	30/09/2018	q-o-q	31/12/2018	31/12/2017	YTD
<b>Total assets</b>	<b>140,115</b>	<b>146,177</b>	<b>(4.1%)</b>	<b>140,115</b>	<b>135,146</b>	<b>3.7%</b>
Loans to banks	9,998	9,655	3.6%	9,998	10,741	(6.9%)
Loans to customers	80,866	80,056	1.0%	80,866	77,745	4.0%
Securities	19,778	19,769	0.0%	19,778	21,967	(10.0%)
Cash and other assets	29,473	36,697	(19.7%)	29,473	24,694	19.4%
<b>Total liabilities</b>	<b>140,115</b>	<b>146,177</b>	<b>(4.1%)</b>	<b>140,115</b>	<b>135,146</b>	<b>3.7%</b>
Deposits from banks	23,980	25,948	(7.6%)	23,980	22,378	7.2%
Deposits from customers	87,038	82,356	5.7%	87,038	84,974	2.4%
Debt issued and other liabilities	16,684	25,540	(34.7%)	16,684	16,553	0.8%
Equity	12,413	12,331	0.7%	12,413	11,241	10.4%

### Assets

- **Loans to customers** up 4% YTD despite Polish deconsolidation, excluding this effect up 10%: increases mainly at head office (up EUR 3.1 bn or 19%, driven by investment and project finance), Czech Republic (up EUR 1.0 bn or 10%), Romania (up EUR 0.9bn or 19%), Slovakia (up EUR 0.7 bn or 8%), Russia (up EUR 0.6 bn or 7% despite strong FX devaluation)
- **Cash balances** up EUR 5.7 bn, mainly driven by head office (deposits at Austrian National Bank)
- YTD **FX impact** minus EUR 0.7 bn on **total assets**: depreciation of RUB (13%), BYN (5%), HUF (3%), PLN (3%), appreciation of USD (5%), UAH (6%)

### Liabilities

- **Deposits from customers** up 2% despite Polish deconsolidation, excluding this effect up 12%: increases mainly at head office (up EUR 5.0 bn, mostly in short-term deposits), Russia (up EUR 1.7 bn or 18%, mostly in short-term deposits), Slovakia (up EUR 0.9 bn or 9%), Czech Republic (up EUR 0.7 bn or 6%), Romania (up EUR 0.7 bn or 10%), Hungary (up EUR 0.6 bn or 12%)
- Increase in **deposits from banks** driven by head office (short-term refinancing)

# Regulatory Capital Overview

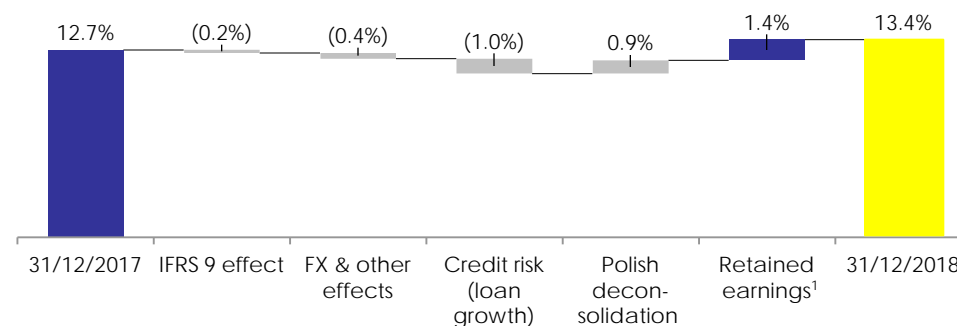
## Regulatory Capital Structure

In EUR mn	31/12/2018	31/12/2017
Common equity tier 1 (before deductions)	10,436	9,955
Deduction items	(734)	(688)
Common equity tier 1 (after deductions)	9,702	9,266
Additional tier 1 (after deductions)	1,226	573
Tier 1 (after deductions)	10,928	9,839
Tier 2 (after deductions)	2,363	3,053
Total capital	13,291	12,892
Risk-weighted assets (total RWA)	72,672	71,902
Common equity tier 1 ratio (fully loaded)	13.4%	12.7%
Tier 1 ratio (fully loaded)	14.9%	13.6%
Total capital ratio (fully loaded)	18.2%	17.8%
Leverage ratio (fully loaded)	6.6%	6.1%
Leverage exposure (total)	163,077	160,828

## Changes in Regulatory Capital (YTD)

- **CET1** capital up by EUR 0.44 bn due to full year profit and lower provision shortfall due to IFRS 9
- **Initial IFRS 9 impact** of minus 19 bps including IRB shortfall effect
- **Total RWAs** increased by EUR 0.73 bn:
  - Non-retail RWA: up by EUR 1.4 bn due to increased corporate loan exposure in GC&M, Russia and Romania; increase in Czech Republic due to termination of securitization
  - Retail RWA: down by EUR 0.4 bn mainly due to Polish deconsolidation, partly offset by higher mortgage loan exposure in Bulgaria, Czech Republic, Hungary and Slovakia
  - Market risk RWA: up EUR 0.3 bn primarily from temporary increase in FX positions and additional capital hedging programs
  - Operational risk RWA: decreased by EUR 0.6 bn due to Polish deconsolidation, partly offset by updated gross income figures

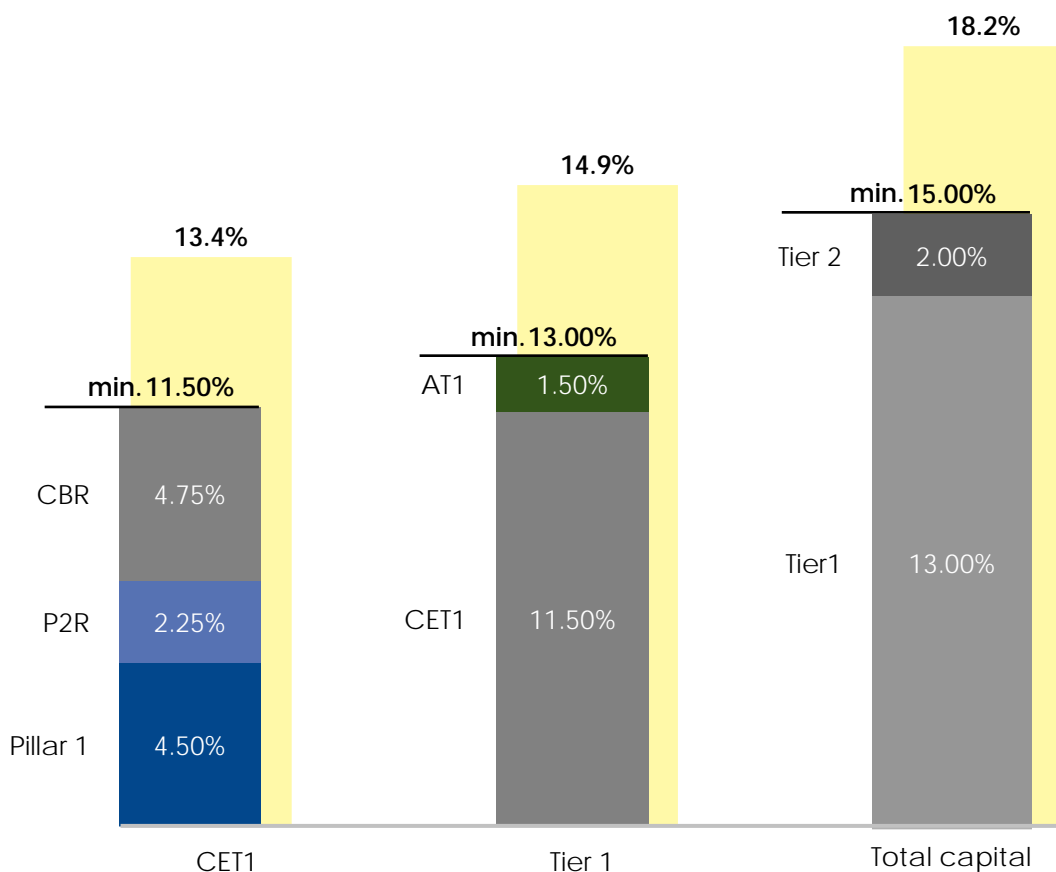
## Development of CET1 ratio (fully loaded)



1) After 2018 proposed dividend

# Capital Ratios well above Requirements

## 2019 Regulatory Capital Requirements



Note: ratios on transitional basis at 31/12/2018; Minimum requirements at 1/1/2019

## Further Details (RBI Group)

- 2019 SREP P2R of 2.25%, and P2G of 1.0% (unchanged from 2018)
- **Combined buffer requirement in 2019 of 4.75%:**
  - 2.5% capital conservation buffer
  - 2.0% systemic risk buffer / O-SII buffer
  - Variable countercyclical capital buffer of -0.25%
- AT1 requirement fully covered with AT1 capital
- Maximum distributable amount (MDA) restrictions at 11.50% as of 31/12/2018
- Buffer to MDA trigger is 1.85%
- Available distributable items (ADI) of EUR 2,072 mn as of 31/12/2018
- Fully loaded ratios 13.4% CET1; 14.9% Tier 1; 18.2% Total capital

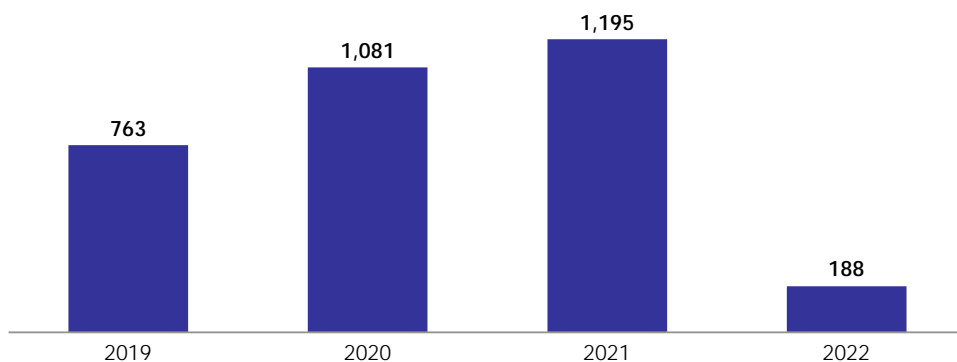
Note: P2R = Pillar 2 requirement, P2G = Pillar 2 guidance, CBR = Combined buffer requirement, O-SII = Other systemically important institutions

# Funding and Liquidity

## Funding Structure (31/12/2018)

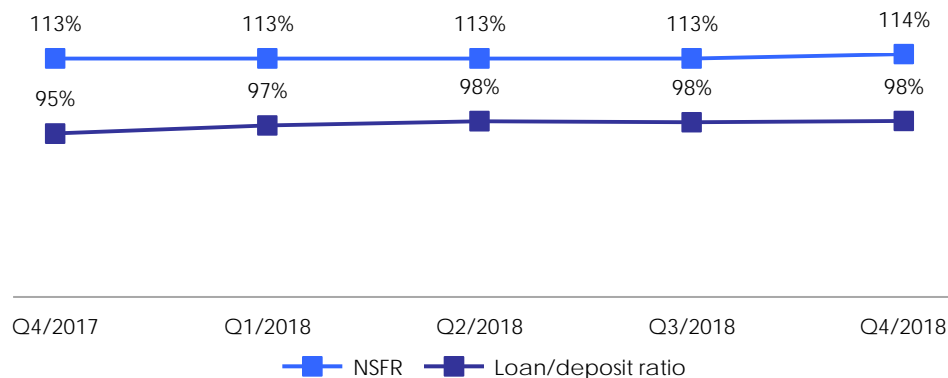
- 59% of Group funding from customer deposits (households and non-financial corporations). Customer deposit inflow remains strong in 2018 and into 2019, with high stickiness despite low interest rates
- 17% of Group funding is long-term wholesale funding
- Funding structure is diversified in order to limit the dependency on single funding sources. Funds are raised by RBI AG and directly by subsidiaries across the network
- Additional bond issuance, including in Green format, to support business growth

## Upcoming Senior Maturities<sup>1</sup> (in EUR mn)

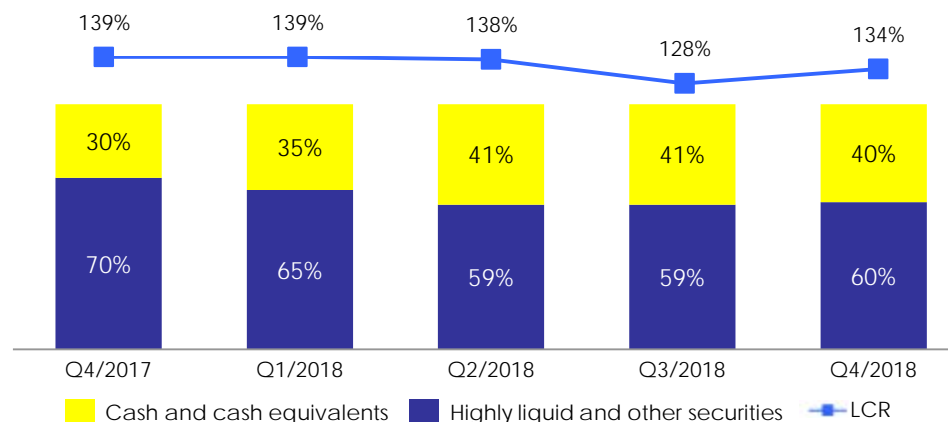


1) Excluding covered bonds

## NSFR and Loan/Deposit Ratio



## LCR Development

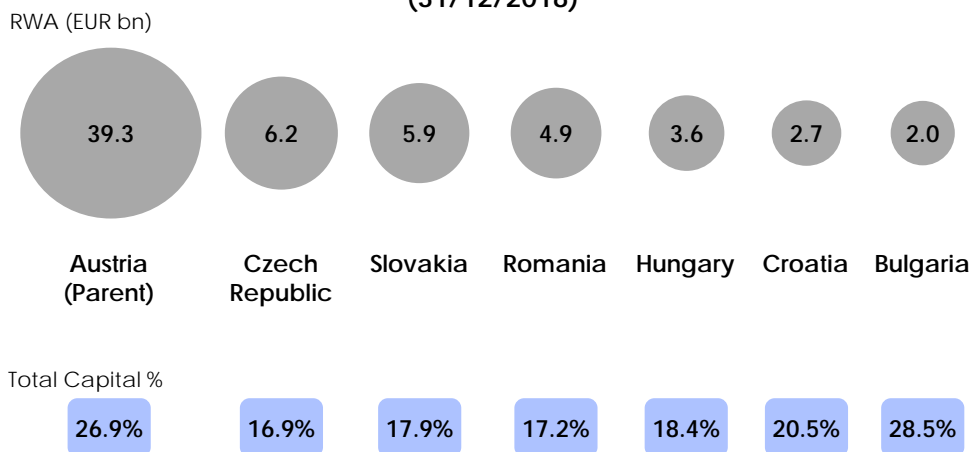


# MREL Resolution Strategy

## RBI Resolution Strategy

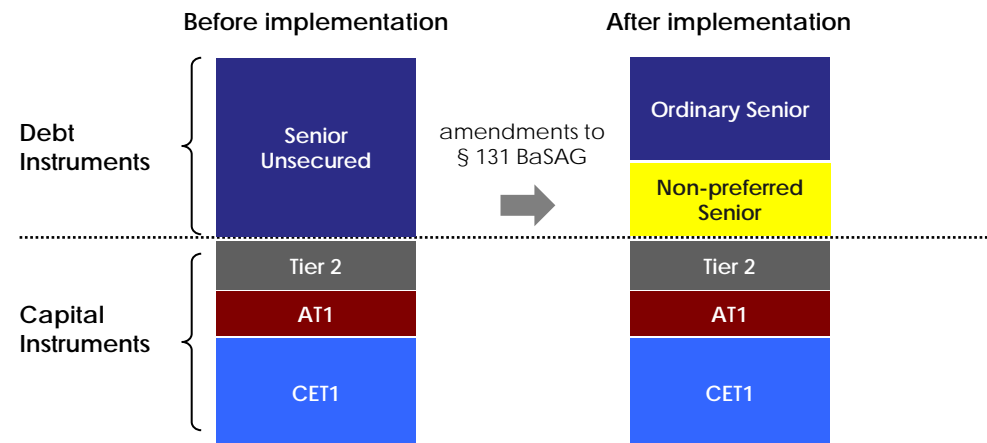
- RBI aims for a Multiple Point of Entry (MPE) resolution strategy, with each network unit forming a separate resolution group, in line with RBI's group structure
- Each resolution group is expected to meet its own binding MREL targets set by the relevant resolution authorities
- Any potential MREL shortfall 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 Entry<sup>1</sup> (31/12/2018)



1) Relevant legal entity for resolution purposes

Implementation of amended version of Article 108 BRRD in Austria by amendments to § 131 BaSAG applicable as of 30 June 2018



<b>New type of debt instrument</b>	NPS class that meets the conditions laid down in § 131(3)(1) to (3) BaSAG
<b>Ranking in insolvency</b>	Unsecured claims resulting from NPS debt rank junior to ordinary senior debt but have a higher priority ranking in normal insolvency proceedings than "Capital Instruments" (§ 131(4) BaSAG)
<b>Maturity</b>	Original contractual maturity of at least 1 year (§ 131(3)(1) BaSAG)
<b>Structure</b>	Instruments contain no embedded derivatives and are not derivatives themselves (§ 131(3)(2) BaSAG)
<b>Documentation</b>	Relevant contractual documentation and, where applicable, the prospectus related to the issuance shall explicitly refer to the lower ranking of the NPS debt instruments pursuant to § 131 BaSAG-§ 131(3)(3) BaSAG

## Austrian Resolution Group

- The first resolution group to issue non-preferred senior (NPS) instruments is expected to be the Austria resolution group
- At this stage, **no binding MREL target has been communicated to RBI**
- RBI AG's total capital ratio of **26.9% (EUR 10.6 bn total capital)** offers a significant capital buffer to protect RBI AG's senior funding base and future NPS holders

## Capital buffer in Austria

- RBI has filled its Pillar 1 AT1 and Tier 2 requirements (1.5% and 2.0% respectively of RWA, or EUR 1.1bn AT1 and EUR 1.5bn Tier 2)
- RBI expects to maintain its AT1 and Tier 2 regulatory buckets

## Non-Preferred Senior

- RBI intends to proactively issue NPS debt instruments in order to meet the binding MREL target(s)
- Upcoming senior unsecured redemptions (~ EUR 3 bn by 2022) allow for gradual refinance into NPS to address MREL needs
- RBI expects NPS issuance of 1-2 benchmark transactions per annum, subject to regulatory developments

## Remaining themes to be defined

- Binding MREL targets for each resolution group
- Timing and length of transition period for binding MREL targets in case of a shortfall
- Treatment of outstanding senior liabilities for MREL eligibility
- Final legal framework (in particular amendments to CRR, BRRD/BaSAG) for eligible liabilities instruments and amended MREL requirements



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# RWA and Credit Portfolio Development



## RWA and Credit Portfolio Development

In EUR mn	Total Exposure 31/12/2018	Retail 31/12/2018	Non-Retail 31/12/2018	Total Exposure Change (YTD)	RWA 31/12/2018	Change RWA (YTD)
Czech Republic	20,683	7,705	12,978	4.5%	7,706	18.2%
Hungary	7,755	962	6,793	3.3%	3,692	13.9%
Poland	3,379	3,232	147	(75.5%)	3,970	(57.5%)
Slovakia	16,191	6,848	9,342	5.3%	6,171	9.8%
<b>Central Europe<sup>1</sup></b>	<b>48,035</b>	<b>18,748</b>	<b>29,287</b>	<b>(15.0%)</b>	<b>21,615</b>	<b>(12.9%)</b>
Albania	1,825	340	1,485	(4.7%)	1,319	(9.2%)
Bosnia & Herzegovina	2,548	916	1,632	7.4%	1,811	4.8%
Bulgaria	4,826	1,495	3,331	12.2%	2,019	12.9%
Croatia	5,480	1,757	3,724	1.1%	2,551	(4.8%)
Kosovo	921	360	561	(2.1%)	628	8.4%
Romania	11,035	3,900	7,135	10.9%	4,912	8.6%
Serbia	3,308	639	2,669	11.3%	1,896	9.4%
<b>Southeastern Europe</b>	<b>29,944</b>	<b>9,408</b>	<b>20,537</b>	<b>7.4%</b>	<b>15,136</b>	<b>4.5%</b>
Belarus	2,101	373	1,728	30.3%	1,534	4.7%
Russia	17,542	3,968	13,573	17.5%	8,365	5.9%
Ukraine	2,778	427	2,351	10.1%	2,361	25.5%
<b>Eastern Europe</b>	<b>22,421</b>	<b>4,769</b>	<b>17,652</b>	<b>17.6%</b>	<b>12,260</b>	<b>9.0%</b>
<b>GC&amp;M</b>	<b>73,849</b>	<b>5,125</b>	<b>68,723</b>	<b>11.1%</b>	<b>22,683</b>	<b>12.5%</b>
<b>Corporate Center &amp; Reconciliation</b>	<b>50</b>	<b>0</b>	<b>50</b>	<b>86.8%</b>	<b>978</b>	<b>(19.2%)</b>
<b>Total RBI Group</b>	<b>174,299</b>	<b>38,050</b>	<b>136,249</b>	<b>2.6%</b>	<b>72,672</b>	<b>1.1%</b>

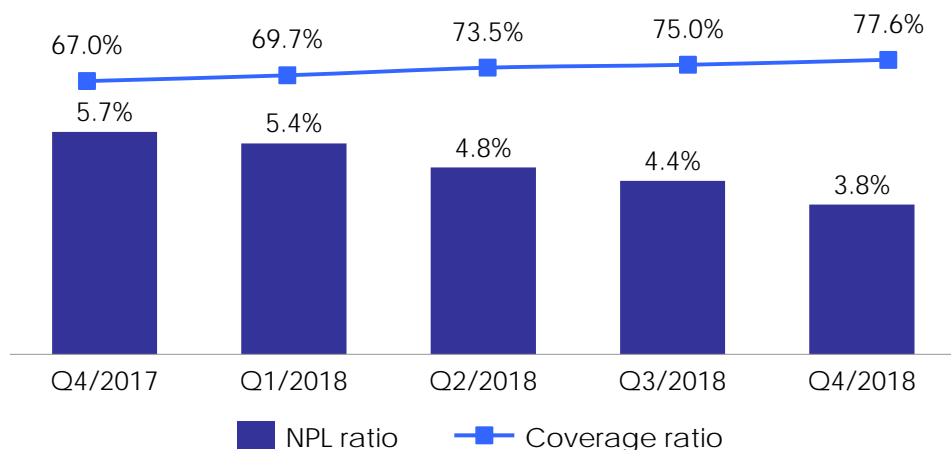
1) Including Slovenia

## Comments (YTD)

- **Credit risk RWA** increased by EUR 1,034 mn:
  - **Non-retail RWA** up by EUR 1,423 mn due to increased corporate loan exposure in **GC&M, Russia** and **Romania**; increase in **Czech Republic** due to termination of securitization
  - **Retail RWA** down by EUR 389 mn mainly due to Polish deconsolidation, partly offset by higher mortgage loan exposure in **Bulgaria, Czech Republic, Hungary** and **Slovakia**
- **Market risk RWA:** up EUR 299 mn from temporary increase in FX positions (dividend payments) and additional capital hedging programs
- **Operational risk RWA:** decreased by EUR 604 mn due to Polish deconsolidation, partly offset by updated gross income figures
- **Russia:** higher exposure in several areas (corporate and retail loans, sovereign bonds) partly offset by RUB depreciation of 13% against EUR
- **Ukraine:** exposure and RWA increase mainly driven by corporate loan business, supported by UAH appreciation (6% vs. EUR); increase of operational risk RWA due to updated gross income figures in Q4/2018

# NPL and Provisioning Ratio Development

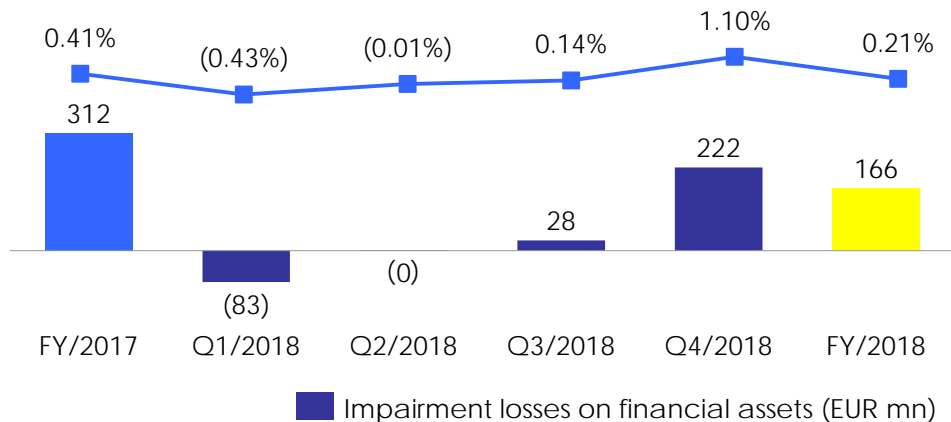
## NPL as % of Customer Loans and NPL Coverage Ratio



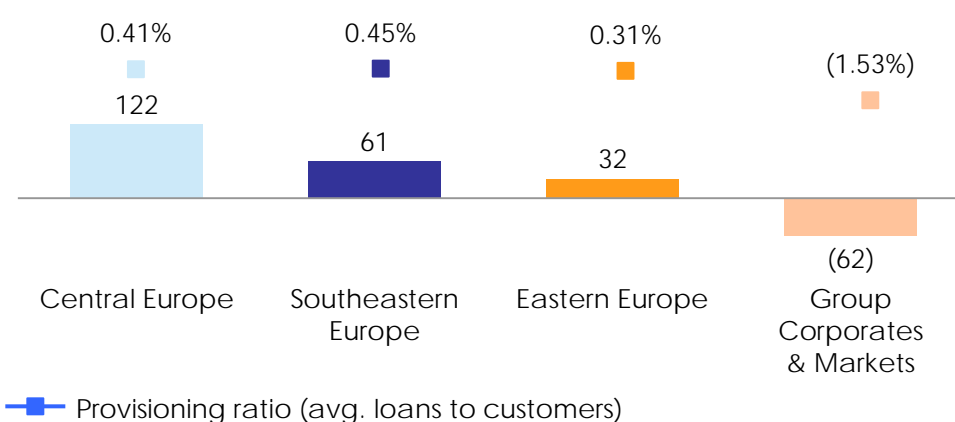
## Comments (YTD)

- Strong improvement y-o-y in **risk costs and NPL ratio** driven by NPL sales, recoveries (incl. write-backs) and lower NPL inflow
- NPL ratio** down by 1.9PP to 3.8%; largest decrease in SEE (down 2.4PP) and EE (down 2.1PP); reduction of 19 bps from Polish deconsolidation
- NPL coverage ratio** up 10.6PP YTD to 77.6% due to sales of highly collateralized NPL and additional provisions from IFRS 9 implementation
- Largest changes in impairment losses** y-o-y in GC&M (down EUR 199 mn), Romania (down EUR 35 mn), Croatia (down EUR 29 mn); higher in Ukraine (releases down EUR 35 mn) and Hungary (releases down EUR 28 mn)

## Development of Provisioning Ratio (q-o-q)



## Provisioning Ratio in 1-12/2018 by segment



# NPL Distribution by Country

## NPL Ratio and Coverage Ratio

In EUR mn	NPL Stock	NPL Ratio			NPL Coverage Ratio		
	31/12/2018	31/12/2018	30/09/2018	31/12/2017	31/12/2018	30/09/2018	31/12/2017
Czech Republic	218	1.9%	2.1%	2.6%	99.0%	95.2%	86.6%
Hungary	197	5.6%	6.3%	8.1%	82.9%	82.6%	68.2%
Poland	364	10.8%	10.9%	8.9%	60.4%	59.2%	61.7%
Slovakia	240	2.3%	2.4%	2.9%	88.9%	84.2%	69.9%
<b>Central Europe<sup>1</sup></b>	<b>1,038</b>	<b>3.6%</b>	<b>3.9%</b>	<b>5.0%</b>	<b>78.6%</b>	<b>76.2%</b>	<b>67.7%</b>
Albania	113	14.1%	14.8%	16.3%	84.7%	79.8%	78.7%
Bosnia & Herzegovina	78	5.7%	6.4%	6.9%	99.6%	96.8%	89.9%
Bulgaria	71	2.7%	3.1%	4.3%	111.7%	106.5%	88.8%
Croatia	205	8.1%	12.5%	13.1%	78.5%	81.6%	79.4%
Kosovo	20	3.1%	4.1%	4.8%	111.2%	79.4%	79.1%
Romania	253	4.3%	4.5%	6.0%	85.1%	80.2%	78.3%
Serbia	45	3.2%	3.6%	4.7%	98.8%	94.3%	83.8%
<b>Southeastern Europe</b>	<b>784</b>	<b>5.1%</b>	<b>6.3%</b>	<b>7.5%</b>	<b>88.6%</b>	<b>85.1%</b>	<b>81.0%</b>
Belarus	41	3.7%	4.7%	6.0%	99.2%	94.7%	87.9%
Russia	261	3.0%	4.1%	4.1%	76.9%	69.0%	75.4%
Ukraine	184	11.1%	14.5%	20.6%	77.6%	78.8%	80.5%
<b>Eastern Europe</b>	<b>487</b>	<b>4.2%</b>	<b>5.6%</b>	<b>6.4%</b>	<b>79.1%</b>	<b>74.6%</b>	<b>78.6%</b>
<b>GC&amp;M</b>	<b>838</b>	<b>3.0%</b>	<b>3.6%</b>	<b>4.9%</b>	<b>66.0%</b>	<b>64.4%</b>	<b>48.2%</b>
<b>Total RBI Group</b>	<b>3,184</b>	<b>3.8%</b>	<b>4.4%</b>	<b>5.7%</b>	<b>77.6%</b>	<b>75.0%</b>	<b>67.0%</b>

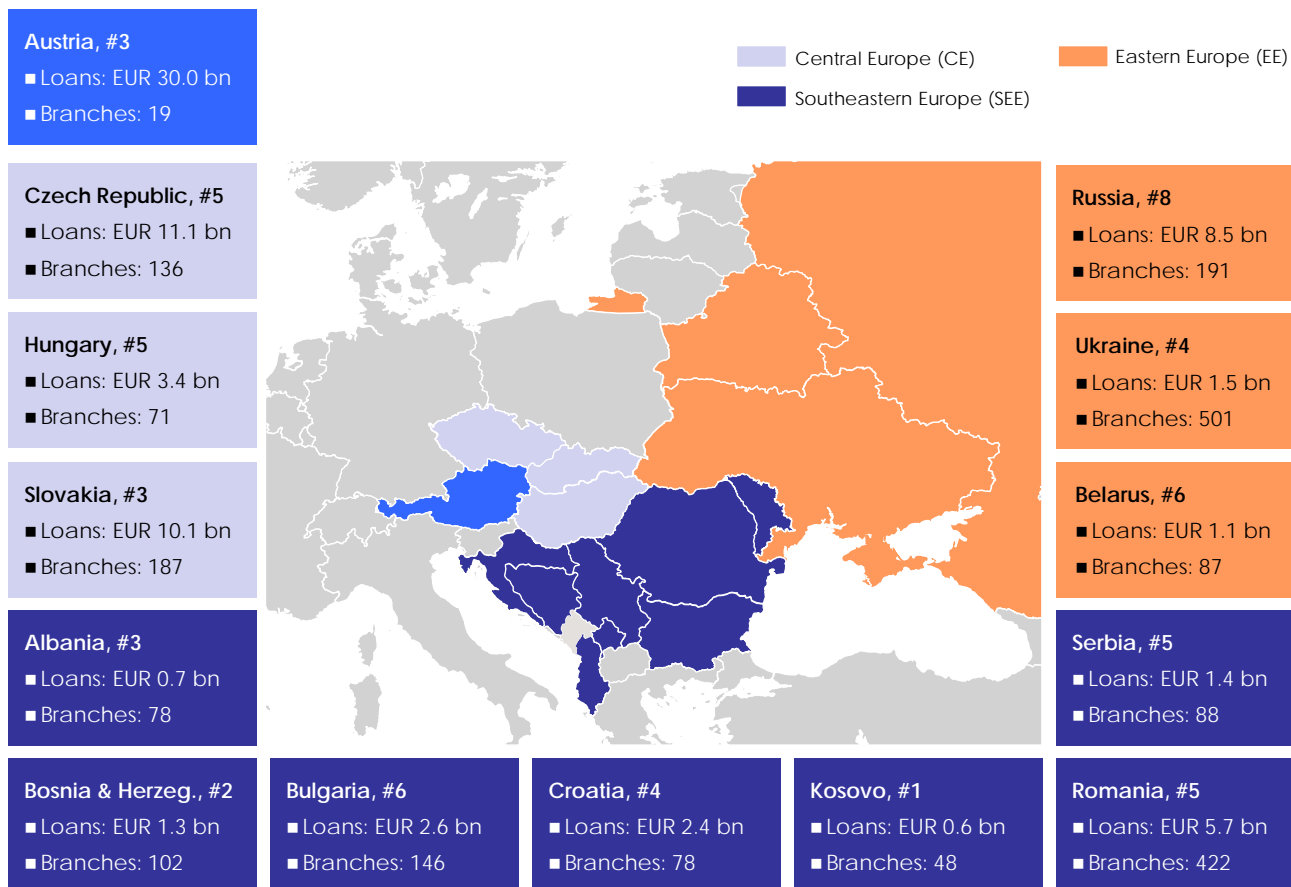
1) Including Slovenia

## Comments (YTD)

- **NPL** stock down EUR 1,427 mn driven by recoveries and writebacks (EUR 925 mn), NPL sales (EUR 587 mn) and Polish deconsolidation (EUR 348 mn)
- **GC&M:** recoveries/writebacks and NPL sales of highly collateralized NPL led to a EUR 482 mn decline in NPL stock; coverage ratio supported by sales and IFRS 9 introduction
- **Croatia:** NPL ratio declined from 13.1% to 8.1% (EUR 140 mn NPL decrease) due to write-offs and recoveries/writebacks, mainly in non-retail
- Decrease of EUR 89 mn in **Ukraine** mainly from NPL sales and write-offs
- **Russia:** NPL ratio improved to 3.0% (EUR 79 mn NPL decrease) from NPL sales (~ EUR 95 mn) and recoveries/writebacks (~ EUR 70 mn)
- **Hungary:** decline of EUR 52 mn mainly due to write-offs and recoveries/writebacks
- Higher NPL ratio in **Poland** resulting from deconsolidation of core banking operations
- **Albania:** decrease from 16.3% to 14.1% driven by write-offs in non-retail
- **NPL coverage ratio increase** of 10.6% YTD mainly driven by IFRS 9 implementation and fine-tuning (5PP) and recovery, sales and write-offs of highly collateralized NPLs incl. Polish deconsolidation(4PP)

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# Geographic Footprint



- Leading regional player with CEE presence of over 30 years servicing approx. 16 million customers
- Covering 14 markets (incl. Austria), thereof seven are EU members and Serbia and Albania have candidate status
- Top 5 market position in 11 countries
- Strong market position with Austrian corporates focusing on CEE

Note: Ranking based on loans to customers as of 30/06/2018  
 Additionally, RBI operates rundown portfolios in Slovenia and Poland

# Country and Segment Overview



1-12/2018	Total Assets <sup>2</sup> (EUR mn)	Share of Total Assets <sup>2</sup>	Loan/deposit Ratio	Net Interest Margin	Provisioning Ratio	NPL Ratio	NPL Coverage Ratio
Czech Republic	16,883	12.0%	87.0%	2.11%	0.31%	1.9%	99.0%
Hungary	7,528	5.4%	64.9%	1.92%	(0.77%)	5.6%	82.9%
Poland	3,267	2.3%	–	2.23%	1.34%	10.8%	60.4%
Slovakia	13,301	9.5%	98.9%	2.33%	0.26%	2.3%	88.9%
<b>Central Europe<sup>1</sup></b>	<b>40,353</b>	<b>28.8%</b>	<b>98.9%</b>	<b>2.27%</b>	<b>0.41%</b>	<b>3.6%</b>	<b>78.6%</b>
Albania	1,809	1.3%	47.8%	3.15%	(0.73%)	14.1%	84.7%
Bosnia & Herzegovina	2,296	1.6%	76.1%	3.48%	0.38%	5.7%	99.6%
Bulgaria	4,119	2.9%	82.8%	2.79%	(0.00%)	2.7%	111.7%
Croatia	4,755	3.4%	66.8%	2.93%	0.79%	8.1%	78.5%
Kosovo	919	0.7%	85.9%	5.07%	0.54%	3.1%	111.2%
Romania	8,966	6.4%	77.1%	4.21%	0.74%	4.3%	85.1%
Serbia	2,498	1.8%	72.4%	3.99%	0.17%	3.2%	98.8%
<b>Southeastern Europe</b>	<b>25,360</b>	<b>18.1%</b>	<b>73.7%</b>	<b>3.60%</b>	<b>0.45%</b>	<b>5.1%</b>	<b>88.6%</b>
Belarus	1,755	1.3%	88.7%	6.11%	(0.72%)	3.7%	99.2%
Russia	14,092	10.1%	79.4%	5.77%	0.72%	3.0%	76.9%
Ukraine	2,347	1.7%	85.2%	11.49%	(1.47%)	11.1%	77.6%
<b>Eastern Europe</b>	<b>18,192</b>	<b>13.0%</b>	<b>81.0%</b>	<b>6.50%</b>	<b>0.31%</b>	<b>4.2%</b>	<b>79.1%</b>
<b>Group Corporates &amp; Markets</b>	<b>44,488</b>	<b>31.8%</b>	<b>147.1%</b>	<b>1.28%</b>	<b>(1.53%)</b>	<b>3.0%</b>	<b>66.0%</b>
Corporate Center	35,331	25.2%	–	–	–	–	–
<b>Total RBI Group</b>	<b>140,115</b>	<b>100.0%</b>	<b>98.4%</b>	<b>2.50%</b>	<b>0.21%</b>	<b>3.8%</b>	<b>77.6%</b>

1) Including Slovenia 2) Excludes reconciliation of EUR 23.6 bn

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	843	856	(1.6%)	834	829	818	3,362	3,225	4.2%
Net fee and commission income	467	455	2.6%	460	410	447	1,791	1,719	4.2%
Net trading income and fair value result	(3)	4	-	18	(1)	9	17	35	(52.4%)
Other net operating income	8	14	(40.4%)	20	45	21	88	100	(12.0%)
Operating income	1,294	1,334	(3.0%)	1,379	1,291	1,277	5,298	5,098	3.9%
General administrative expenses	(819)	(734)	11.6%	(754)	(740)	(798)	(3,048)	(3,011)	1.2%
Operating result	475	600	(20.8%)	625	551	479	2,250	2,087	7.8%
Other result	(74)	7	-	(121)	27	(31)	(161)	0	-
Levies and special governmental measures	(13)	(16)	(21.5%)	(8)	(132)	(17)	(170)	(163)	4.0%
Impairment losses on financial assets	(222)	(28)	>500.0%	0	83	(121)	(166)	(312)	(46.9%)
Profit/loss before tax	166	563	(70.4%)	496	529	311	1,753	1,612	8.8%
Profit/loss after tax	127	452	(72.0%)	389	430	234	1,398	1,246	12.2%
Return on equity before tax <sup>1</sup>	6.2%	20.8%	(14.6 PP)	17.9%	19.4%	12.2%	16.3%	16.2%	0.1 PP
Return on equity after tax <sup>1</sup>	4.6%	16.3%	(11.7 PP)	14.1%	15.8%	9.2%	12.7%	12.5%	0.2 PP
Net interest margin <sup>1</sup>	2.52%	2.51%	0.01 PP	2.48%	2.49%	2.55%	2.50%	2.48%	0.03 PP
Cost/income ratio	63.3%	55.0%	8.2 PP	54.7%	57.3%	62.5%	57.5%	59.1%	(1.5 PP)
Loan/deposit ratio	98.4%	98.1%	0.3 PP	98.3%	97.3%	95.4%	98.4%	95.4%	2.9 PP
Provisioning ratio <sup>1</sup>	1.10%	0.14%	0.97 PP	(0.01%)	(0.43%)	0.63%	0.21%	0.41%	(0.20 PP)
NPL ratio	3.8%	4.4%	(0.6 PP)	4.8%	5.4%	5.7%	3.8%	5.7%	(1.9 PP)
NPL coverage ratio	77.6%	75.0%	2.6 PP	73.5%	69.7%	67.0%	77.6%	67.0%	10.6 PP
Total assets	140,115	146,177	(4.1%)	143,556	140,033	135,146	140,115	135,146	3.7%
RWA	72,672	76,227	(4.7%)	74,346	73,102	71,902	72,672	71,902	1.1%
Equity	12,413	12,331	0.7%	11,968	12,000	11,241	12,413	11,241	10.4%
Loans to customers	80,866	80,056	1.0%	77,895	80,226	77,745	80,866	77,745	4.0%
- Hereof non-financial corporations % <sup>2</sup>	52.1%	50.7%	1.4 PP	50.9%	52.4%	-	52.1%	-	-
- Hereof households % <sup>2</sup>	38.5%	38.5%	0.1 PP	38.7%	38.2%	-	38.5%	-	-
- Hereof FCY %	-	-	-	-	-	-	-	-	-
Deposits from customers	87,038	82,356	5.7%	79,908	87,229	84,974	87,038	84,974	2.4%
Business outlets	2,159	2,405	(10.2%)	2,411	2,423	2,409	2,159	2,409	(10.4%)
Number of employees	47,079	50,416	(6.6%)	50,025	50,036	49,700	47,079	49,700	(5.3%)
Number of customers (in mn)	16.1	16.7	(3.6%)	16.7	16.6	16.5	16.1	16.5	(2.7%)

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 Raiffeisen Bank International

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	92	84	8.5%	80	82	76	338	280	20.6%
Net fee and commission income	34	34	0.9%	36	33	36	136	132	2.9%
Net trading income and fair value result	(3)	3	-	1	0	6	2	31	(94.4%)
Other net operating income	4	6	(26.5%)	4	3	5	18	27	(35.2%)
Operating income	130	127	2.3%	122	119	123	497	472	5.3%
General administrative expenses	(67)	(62)	7.7%	(61)	(64)	(65)	(255)	(247)	3.1%
Operating result	63	65	(2.9%)	61	55	58	242	225	7.7%
Other result	(0)	(0)	(67.9%)	0	0	(0)	(0)	(0)	273.6%
Levies and special governmental measures	0	0	73.1%	1	(11)	(0)	(10)	(9)	17.3%
Impairment losses on financial assets	(20)	(4)	386.2%	(3)	(5)	(2)	(33)	(21)	55.1%
Profit/loss before tax	42	60	(29.3%)	58	39	55	199	195	2.0%
Profit/loss after tax	35	48	(27.4%)	46	32	28	161	139	15.7%
Return on equity before tax <sup>1</sup>	13.3%	20.0%	(6.7 PP)	19.2%	12.4%	18.9%	16.7%	17.1%	(0.4 PP)
Return on equity after tax <sup>1</sup>	10.9%	16.0%	(5.0 PP)	15.3%	10.2%	9.4%	13.5%	12.2%	1.3 PP
Net interest margin <sup>1</sup>	2.26%	2.11%	0.15 PP	2.02%	2.06%	1.92%	2.11%	1.77%	0.34 PP
Cost/income ratio	51.7%	49.1%	2.6 PP	50.3%	54.1%	53.0%	51.2%	52.3%	(1.1 PP)
Loan/deposit ratio	87.0%	91.0%	(4.1 PP)	89.9%	86.7%	84.3%	87.0%	84.3%	2.6 PP
Provisioning ratio <sup>1</sup>	0.73%	0.15%	0.58 PP	0.13%	0.19%	0.09%	0.31%	0.22%	0.09 PP
NPL ratio	1.9%	2.1%	(0.2 PP)	2.1%	2.3%	2.6%	1.9%	2.6%	(0.7 PP)
NPL coverage ratio	99.0%	95.2%	3.8 PP	102.2%	99.4%	86.6%	99.0%	86.6%	12.4 PP
Total assets	16,883	16,459	2.6%	15,986	16,343	16,125	16,883	16,125	4.7%
RWA	7,706	7,064	9.1%	6,949	6,645	6,521	7,706	6,521	18.2%
Equity	1,316	1,280	2.9%	1,217	1,274	1,255	1,316	1,255	4.8%
Loans to customers	11,131	10,982	1.4%	10,540	10,305	10,140	11,131	10,140	9.8%
- Hereof non-financial corporations % <sup>2</sup>	41.7%	42.4%	(0.7 PP)	42.3%	41.9%	-	41.7%	-	-
- Hereof households % <sup>2</sup>	54.7%	53.9%	0.8 PP	54.0%	54.8%	-	54.7%	-	-
- Hereof FCY %	15.0%	14.6%	0.3 PP	14.4%	14.4%	14.1%	15.0%	14.1%	0.9 PP
Deposits from customers	13,004	12,255	6.1%	11,947	12,184	12,266	13,004	12,266	6.0%
Business outlets	136	133	2.3%	133	133	132	136	132	3.0%
Number of employees	3,402	3,394	0.2%	3,358	3,366	3,325	3,402	3,325	2.3%
Number of customers (in mn)	1.1	1.1	0.9%	1.1	1.1	1.1	1.1	1.1	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 (CE) – Hungary



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	34	33	3.0%	33	34	33	133	137	(3.0%)
Net fee and commission income	36	33	7.2%	34	31	34	134	130	3.0%
Net trading income and fair value result	1	7	(78.2%)	(3)	5	0	11	3	264.0%
Other net operating income	(13)	(12)	9.2%	(10)	(12)	(14)	(48)	(38)	24.2%
Operating income	58	60	(3.7%)	57	58	53	232	234	(0.6%)
General administrative expenses	(43)	(34)	25.3%	(35)	(36)	(48)	(149)	(163)	(9.1%)
Operating result	15	25	(42.8%)	22	22	5	84	70	19.0%
Other result	(1)	(0)	>500.0%	(8)	(0)	14	(9)	10	–
Levies and special governmental measures	0	0	(52.3%)	(0)	(15)	(0)	(15)	(14)	9.0%
Impairment losses on financial assets	6	8	(26.8%)	1	10	4	24	52	(53.7%)
Profit/loss before tax	19	33	(42.4%)	14	16	23	83	119	(29.9%)
Profit/loss after tax	16	31	(48.1%)	12	14	20	73	113	(35.1%)
Return on equity before tax <sup>1</sup>	12.2%	22.6%	(10.4 PP)	9.4%	9.9%	15.8%	13.7%	19.5%	(5.9 PP)
Return on equity after tax <sup>1</sup>	10.2%	21.1%	(10.8 PP)	7.9%	8.5%	14.0%	12.0%	18.6%	(6.6 PP)
Net interest margin <sup>1</sup>	1.91%	1.92%	(0.00 PP)	1.92%	1.96%	1.92%	1.92%	2.05%	(0.13 PP)
Cost/income ratio	74.7%	57.4%	17.3 PP	61.6%	62.4%	91.0%	64.0%	69.9%	(5.9 PP)
Loan/deposit ratio	64.9%	66.7%	(1.8 PP)	64.1%	65.9%	65.2%	64.9%	65.2%	(0.3 PP)
Provisioning ratio <sup>1</sup>	(0.66%)	(0.97%)	0.31 PP	(0.17%)	(1.31%)	(0.61%)	(0.77%)	(1.87%)	1.10 PP
NPL ratio	5.6%	6.3%	(0.7 PP)	6.8%	8.0%	8.1%	5.6%	8.1%	(2.5 PP)
NPL coverage ratio	82.9%	82.6%	0.3 PP	84.6%	72.4%	68.2%	82.9%	68.2%	14.7 PP
Total assets	7,528	7,150	5.3%	7,162	7,258	7,040	7,528	7,040	6.9%
RWA	3,692	3,361	9.8%	3,479	3,478	3,243	3,692	3,243	13.9%
Equity	652	630	3.4%	584	676	670	652	670	(2.8%)
Loans to customers	3,354	3,251	3.2%	3,091	3,148	2,964	3,354	2,964	13.2%
- Hereof non-financial corporations % <sup>2</sup>	73.3%	73.7%	(0.3 PP)	73.6%	73.3%	–	73.3%	–	–
- Hereof households % <sup>2</sup>	23.0%	20.6%	2.4 PP	20.7%	21.3%	–	23.0%	–	–
- Hereof FCY %	43.7%	44.1%	(0.4 PP)	46.2%	46.2%	43.2%	43.7%	43.2%	0.5 PP
Deposits from customers	5,670	5,281	7.4%	5,238	5,320	5,049	5,670	5,049	12.3%
Business outlets	71	71	0.0%	71	71	71	71	71	0.0%
Number of employees	2,089	2,083	0.3%	2,035	2,012	1,993	2,089	1,993	4.8%
Number of customers (in mn)	0.5	0.5	0.1%	0.5	0.5	0.5	0.5	0.5	(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

# Country Financials (CE) – Poland



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	22	57	(61.7%)	62	64	66	205	260	(20.9%)
Net fee and commission income	13	34	(60.6%)	36	32	35	115	138	(16.1%)
Net trading income and fair value result	3	13	(75.7%)	(0)	5	2	21	9	122.0%
Other net operating income	(10)	5	–	(1)	1	8	(5)	17	–
Operating income	28	109	(74.0%)	87	102	111	326	426	(23.4%)
General administrative expenses	(27)	(55)	(50.4%)	(60)	(59)	(56)	(201)	(230)	(12.9%)
Operating result	1	55	(97.6%)	26	44	55	126	196	(35.8%)
Other result	0	0	(3.5%)	(3)	(1)	0	(4)	0	–
Levies and special governmental measures	(3)	(7)	(54.8%)	(4)	(19)	(8)	(33)	(43)	(22.4%)
Impairment losses on financial assets	(46)	(30)	53.7%	(22)	10	(19)	(89)	(87)	2.3%
Profit/loss before tax	(48)	18	–	(3)	34	28	(0)	67	–
Profit/loss after tax	(38)	9	–	(9)	21	21	(17)	49	–
Return on equity before tax <sup>1</sup>	–	5.0%	–	–	9.2%	7.6%	–	4.5%	–
Return on equity after tax <sup>1</sup>	–	2.5%	–	–	5.7%	5.7%	–	3.3%	–
Net interest margin <sup>1</sup>	1.66%	2.53%	(0.88 PP)	2.29%	2.33%	2.32%	2.23%	2.28%	(0.05 PP)
Cost/income ratio	95.4%	50.0%	45.4 PP	69.6%	57.4%	50.8%	61.5%	54.0%	7.5 PP
Loan/deposit ratio	–	–	–	–	104.2%	101.9%	–	101.9%	–
Provisioning ratio <sup>1</sup>	3.48%	1.61%	1.86 PP	1.13%	(0.49%)	0.96%	1.34%	1.10%	0.24 PP
NPL ratio	10.8%	10.9%	(0.1 PP)	10.6%	8.7%	8.9%	10.8%	8.9%	1.9 PP
NPL coverage ratio	60.4%	59.2%	1.2 PP	52.9%	57.2%	61.7%	60.4%	61.7%	(1.3 PP)
Total assets	3,267	11,304	(71.1%)	11,119	11,191	11,724	3,267	11,724	(72.1%)
RWA	3,970	9,078	(56.3%)	9,138	9,362	9,333	3,970	9,333	(57.5%)
Equity	(34)	1,416	–	1,376	1,462	1,554	(34)	1,554	–
Loans to customers <sup>3</sup>	3,153	3,215	(1.9%)	3,247	7,634	7,786	3,153	7,786	(59.5%)
- Hereof non-financial corporations % <sup>2</sup>	7.9%	8.6%	(0.7 PP)	9.0%	45.4%	–	7.9%	–	–
- Hereof households % <sup>2</sup>	92.1%	91.4%	0.7 PP	91.0%	53.6%	–	92.1%	–	–
- Hereof FCY %	100.0%	92.2%	7.8 PP	92.4%	92.4%	51.8%	100.0%	51.8%	48.2 PP
Deposits from customers <sup>3</sup>	19	0	>500.0%	0	7,838	8,256	19	8,256	–
Business outlets	1	233	(99.6%)	235	235	237	1	237	(99.6%)
Number of employees	196	3,684	(94.7%)	3,722	3,864	3,871	196	3,871	(94.9%)
Number of customers (in mn)	0.0	0.8	(94.8%)	0.8	0.8	0.8	0.0	0.8	(94.7%)

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 3) Deviation due to deconsolidation

# Country Financials (CE) – Slovakia



In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	74	75	(1.3%)	71	68	68	289	274	5.4%
Net fee and commission income	42	41	2.6%	41	40	40	163	157	4.1%
Net trading income and fair value result	2	1	69.5%	2	2	4	8	7	21.8%
Other net operating income	(1)	0	–	(3)	0	(12)	(3)	(2)	53.9%
Operating income	118	118	0.3%	110	111	100	457	437	4.7%
General administrative expenses	(67)	(61)	9.2%	(60)	(61)	(65)	(248)	(244)	1.7%
Operating result	51	57	(9.3%)	50	50	35	209	192	8.5%
Other result	2	1	55.2%	1	1	(6)	5	(2)	–
Levies and special governmental measures	(6)	(6)	(0.4%)	(5)	(11)	(5)	(26)	(25)	3.7%
Impairment losses on financial assets	(21)	(1)	>500.0%	(3)	(0)	6	(26)	(4)	484.9%
Profit/loss before tax	26	51	(48.4%)	44	41	30	162	161	0.7%
Profit/loss after tax	19	41	(53.5%)	36	31	25	127	129	(1.7%)
Return on equity before tax <sup>1</sup>	8.7%	18.5%	(9.7 PP)	16.7%	15.0%	12.0%	14.9%	15.2%	(0.3 PP)
Return on equity after tax <sup>1</sup>	6.4%	14.9%	(8.6 PP)	13.6%	11.5%	9.9%	11.7%	12.2%	(0.5 PP)
Net interest margin <sup>1</sup>	2.37%	2.41%	(0.05 PP)	2.29%	2.25%	2.27%	2.33%	2.36%	(0.03 PP)
Cost/income ratio	56.5%	51.9%	4.6 PP	54.2%	54.8%	64.9%	54.3%	56.0%	(1.6 PP)
Loan/deposit ratio	98.9%	101.1%	(2.2 PP)	100.8%	99.3%	97.9%	98.9%	97.9%	1.0 PP
Provisioning ratio <sup>1</sup>	0.85%	0.04%	0.81 PP	0.13%	0.01%	(0.26%)	0.26%	0.05%	0.21 PP
NPL ratio	2.3%	2.4%	(0.1 PP)	2.7%	2.9%	2.9%	2.3%	2.9%	(0.6 PP)
NPL coverage ratio	88.9%	84.2%	4.7 PP	77.0%	74.2%	69.9%	88.9%	69.9%	19.0 PP
Total assets	13,301	12,827	3.7%	13,187	12,546	12,606	13,301	12,606	5.5%
RWA	6,171	6,079	1.5%	6,087	5,789	5,621	6,171	5,621	9.8%
Equity	1,236	1,218	1.4%	1,071	1,103	1,090	1,236	1,090	13.4%
Loans to customers	10,075	9,970	1.1%	9,899	9,467	9,358	10,075	9,358	7.7%
- Hereof non-financial corporations % <sup>2</sup>	44.2%	45.5%	(1.3 PP)	46.5%	46.5%	–	44.2%	–	–
- Hereof households % <sup>2</sup>	55.0%	53.8%	1.2 PP	52.5%	52.6%	–	55.0%	–	–
- Hereof FCY %	0.4%	0.4%	(0.0 PP)	0.5%	0.5%	0.9%	0.4%	0.9%	(0.5 PP)
Deposits from customers	10,927	10,402	5.0%	10,754	10,095	10,036	10,927	10,036	8.9%
Business outlets	187	190	(1.6%)	191	193	190	187	190	(1.6%)
Number of employees	3,995	3,963	0.8%	3,925	3,883	3,867	3,995	3,867	3.3%
Number of customers (in mn)	0.9	0.9	(0.0%)	0.9	0.9	0.9	0.9	0.9	(2.4%)

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) – Albania



In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	14	14	3.0%	13	13	14	55	56	(1.1%)
Net fee and commission income	4	5	(21.5%)	4	4	4	17	15	7.8%
Net trading income and fair value result	(1)	2	–	(2)	(1)	(1)	(2)	(2)	30.1%
Other net operating income	(1)	0	–	(1)	(0)	3	(1)	4	–
Operating income	16	21	(21.7%)	15	17	20	70	73	(5.1%)
General administrative expenses	(11)	(11)	3.2%	(11)	(11)	(11)	(43)	(43)	0.8%
Operating result	5	10	(47.6%)	4	7	9	27	31	(13.4%)
Other result	0	0	–	0	0	0	0	0	–
Levies and special governmental measures	(0)	(0)	(6.0%)	(0)	(0)	0	(1)	0	–
Impairment losses on financial assets	(5)	(2)	244.9%	5	7	(1)	5	3	50.3%
Profit/loss before tax	(0)	8	–	9	14	8	31	34	(10.0%)
Profit/loss after tax	1	7	(91.2%)	7	12	8	27	34	(19.6%)
Return on equity before tax <sup>1</sup>	–	15.2%	–	15.7%	25.8%	16.1%	14.5%	17.5%	(2.9 PP)
Return on equity after tax <sup>1</sup>	1.1%	12.7%	(11.6 PP)	13.2%	22.8%	16.0%	12.9%	17.4%	(4.5 PP)
Net interest margin <sup>1</sup>	3.36%	3.23%	0.14 PP	3.00%	3.00%	3.09%	3.15%	3.06%	0.09 PP
Cost/income ratio	67.3%	51.0%	16.2 PP	71.8%	60.9%	56.7%	61.8%	58.2%	3.6 PP
Loan/deposit ratio	47.8%	46.6%	1.2 PP	44.4%	47.3%	44.7%	47.8%	44.7%	3.1 PP
Provisioning ratio <sup>1</sup>	3.08%	0.89%	2.19 PP	(2.60%)	(4.36%)	0.56%	(0.73%)	(0.50%)	(0.23 PP)
NPL ratio	14.1%	14.8%	(0.8 PP)	15.7%	15.7%	16.3%	14.1%	16.3%	(2.3 PP)
NPL coverage ratio	84.7%	79.8%	4.9 PP	78.3%	80.2%	78.7%	84.7%	78.7%	6.1 PP
Total assets	1,809	1,775	1.9%	1,872	1,851	1,883	1,809	1,883	(3.9%)
RWA	1,319	1,330	(0.8%)	1,394	1,417	1,453	1,319	1,453	(9.2%)
Equity	221	226	(2.3%)	231	226	224	221	224	(1.5%)
Loans to customers	705	683	3.2%	667	699	677	705	677	4.1%
- Hereof non-financial corporations % <sup>2</sup>	60.6%	60.2%	0.4 PP	59.9%	64.2%	–	60.6%	–	–
- Hereof households % <sup>2</sup>	39.4%	39.8%	(0.4 PP)	40.1%	35.8%	–	39.4%	–	–
- Hereof FCY %	50.4%	50.4%	(0.1 PP)	50.4%	50.4%	50.8%	50.4%	50.8%	(0.5 PP)
Deposits from customers	1,522	1,495	1.8%	1,531	1,507	1,542	1,522	1,542	(1.3%)
Business outlets	78	78	0.0%	78	78	78	78	78	0.0%
Number of employees	1,226	1,237	(0.9%)	1,236	1,232	1,229	1,226	1,229	(0.2%)
Number of customers (in mn)	0.4	0.5	(1.5%)	0.5	0.5	0.5	0.4	0.5	(6.3%)

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) – Bosnia & Herzegovina



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	17	17	0.3%	16	16	17	68	66	2.1%
Net fee and commission income	10	11	(5.2%)	9	10	10	40	39	1.5%
Net trading income and fair value result	0	0	233.8%	1	(1)	0	0	0	10.9%
Other net operating income	(0)	0	–	0	1	1	1	1	(10.9%)
Operating income	28	29	(3.9%)	26	27	27	110	107	2.4%
General administrative expenses	(18)	(15)	22.8%	(13)	(12)	(17)	(58)	(56)	3.3%
Operating result	10	14	(31.0%)	14	15	10	52	52	1.5%
Other result	0	0	–	0	0	0	0	0	–
Levies and special governmental measures	0	0	–	0	0	0	0	0	–
Impairment losses on financial assets	(3)	(2)	21.9%	0	0	(4)	(5)	(9)	(47.5%)
Profit/loss before tax	7	12	(41.0%)	14	15	6	48	43	11.8%
Profit/loss after tax	6	11	(41.8%)	12	13	6	43	38	12.3%
Return on equity before tax <sup>1</sup>	10.0%	17.9%	(7.9 PP)	20.3%	21.0%	10.5%	17.8%	16.8%	1.1 PP
Return on equity after tax <sup>1</sup>	8.8%	16.0%	(7.1 PP)	17.9%	19.2%	10.3%	16.0%	14.9%	1.0 PP
Net interest margin <sup>1</sup>	3.56%	3.60%	(0.04 PP)	3.40%	3.38%	3.54%	3.48%	3.58%	(0.09 PP)
Cost/income ratio	64.3%	50.3%	14.0 PP	48.8%	45.6%	63.0%	52.3%	51.9%	0.4 PP
Loan/deposit ratio	76.1%	75.5%	0.5 PP	75.8%	75.1%	74.7%	76.1%	74.7%	1.3 PP
Provisioning ratio <sup>1</sup>	0.88%	0.74%	0.14 PP	(0.08%)	(0.04%)	1.26%	0.38%	0.78%	(0.40 PP)
NPL ratio	5.7%	6.4%	(0.7 PP)	6.4%	6.8%	6.9%	5.7%	6.9%	(1.2 PP)
NPL coverage ratio	99.6%	96.8%	2.8 PP	95.7%	94.5%	89.9%	99.6%	89.9%	9.7 PP
Total assets	2,296	2,208	4.0%	2,208	2,227	2,156	2,296	2,156	6.5%
RWA	1,811	1,716	5.5%	1,722	1,733	1,728	1,811	1,728	4.8%
Equity	294	288	2.2%	277	294	279	294	279	5.2%
Loans to customers	1,292	1,242	4.0%	1,222	1,209	1,181	1,292	1,181	9.4%
- Hereof non-financial corporations % <sup>2</sup>	42.6%	41.7%	0.9 PP	42.2%	43.0%	–	42.6%	–	–
- Hereof households % <sup>2</sup>	56.4%	57.4%	(1.0 PP)	56.9%	56.3%	–	56.4%	–	–
- Hereof FCY %	49.0%	50.7%	(1.7 PP)	51.2%	51.2%	53.7%	49.0%	53.7%	(4.7 PP)
Deposits from customers	1,811	1,764	2.7%	1,725	1,782	1,699	1,811	1,699	6.6%
Business outlets	102	102	0.0%	102	101	98	102	98	4.1%
Number of employees	1,358	1,328	2.3%	1,311	1,292	1,277	1,358	1,277	6.3%
Number of customers (in mn)	0.4	0.4	(0.2%)	0.4	0.4	0.4	0.4	0.4	(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) – Bulgaria



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	27	26	3.1%	25	25	24	103	101	2.0%
Net fee and commission income	14	12	10.2%	12	11	11	49	45	8.1%
Net trading income and fair value result	1	1	11.2%	1	0	1	4	3	47.1%
Other net operating income	1	1	76.7%	1	1	1	4	3	19.0%
Operating income	43	40	6.6%	43	38	37	164	156	5.2%
General administrative expenses	(22)	(20)	7.6%	(21)	(24)	(22)	(88)	(84)	4.5%
Operating result	21	20	5.6%	22	13	16	76	71	6.1%
Other result	0	0	–	0	0	0	0	0	–
Levies and special governmental measures	0	0	–	(0)	(4)	0	(4)	(4)	6.6%
Impairment losses on financial assets	(5)	0	–	5	0	(5)	0	9	(99.1%)
Profit/loss before tax	16	20	(21.4%)	27	9	10	72	77	(5.7%)
Profit/loss after tax	14	18	(22.4%)	24	9	9	65	69	(5.6%)
Return on equity before tax <sup>1</sup>	14.2%	19.3%	(5.1 PP)	24.2%	8.0%	10.2%	16.7%	17.5%	(0.8 PP)
Return on equity after tax <sup>1</sup>	12.8%	17.6%	(4.8 PP)	21.7%	7.3%	9.1%	15.1%	15.8%	(0.7 PP)
Net interest margin <sup>1</sup>	2.78%	2.82%	(0.04 PP)	2.78%	2.80%	2.78%	2.79%	3.00%	(0.21 PP)
Cost/income ratio	51.2%	50.7%	0.5 PP	49.6%	64.9%	58.1%	53.8%	54.2%	(0.4 PP)
Loan/deposit ratio	82.8%	85.0%	(2.2 PP)	83.7%	85.7%	82.8%	82.8%	82.8%	(0.0 PP)
Provisioning ratio <sup>1</sup>	0.85%	(0.07%)	0.91 PP	(0.82%)	(0.03%)	0.92%	(0.00%)	(0.41%)	0.41 PP
NPL ratio	2.7%	3.1%	(0.4 PP)	3.5%	4.0%	4.3%	2.7%	4.3%	(1.7 PP)
NPL coverage ratio	111.7%	106.5%	5.2 PP	102.2%	96.9%	88.8%	111.7%	88.8%	23.0 PP
Total assets	4,119	3,974	3.7%	3,804	3,764	3,723	4,119	3,723	10.7%
RWA	2,019	2,020	(0.0%)	1,901	1,936	1,789	2,019	1,789	12.9%
Equity	466	452	3.2%	433	477	475	466	475	(1.9%)
Loans to customers	2,595	2,515	3.2%	2,400	2,343	2,265	2,595	2,265	14.6%
- Hereof non-financial corporations % <sup>2</sup>	57.1%	57.7%	(0.6 PP)	57.5%	58.3%	–	57.1%	–	–
- Hereof households % <sup>2</sup>	41.9%	41.4%	0.4 PP	41.5%	40.6%	–	41.9%	–	–
- Hereof FCY %	38.1%	39.5%	(1.4 PP)	40.8%	40.8%	42.8%	38.1%	42.8%	(4.7 PP)
Deposits from customers	3,177	3,003	5.8%	2,898	2,768	2,753	3,177	2,753	15.4%
Business outlets	146	147	(0.7%)	147	146	136	146	136	7.4%
Number of employees	2,589	2,568	0.8%	2,570	2,601	2,576	2,589	2,576	0.5%
Number of customers (in mn)	0.6	0.6	0.0%	0.6	0.6	0.6	0.6	0.6	(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 (SEE) – Croatia



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	33	30	10.9%	31	30	30	125	126	(1.2%)
Net fee and commission income	17	21	(19.8%)	18	15	16	71	71	0.6%
Net trading income and fair value result	(3)	1	–	(1)	2	(0)	(1)	4	–
Other net operating income	(1)	(0)	154.0%	2	7	6	7	19	(62.8%)
Operating income	47	51	(9.4%)	50	54	52	202	220	(7.9%)
General administrative expenses	(33)	(31)	7.4%	(30)	(30)	(33)	(124)	(129)	(4.4%)
Operating result	14	21	(34.2%)	20	24	19	79	90	(12.9%)
Other result	(2)	0	–	0	0	0	(2)	0	–
Levies and special governmental measures	(0)	0	–	(0)	(3)	1	(3)	(3)	(11.2%)
Impairment losses on financial assets	(16)	(5)	230.7%	1	2	(2)	(19)	(48)	(60.8%)
Profit/loss before tax	(5)	16	–	21	23	17	55	40	38.9%
Profit/loss after tax	(4)	13	–	19	18	14	46	26	76.5%
Return on equity before tax <sup>1</sup>	–	10.5%	–	13.7%	14.5%	10.6%	9.1%	6.1%	3.0 PP
Return on equity after tax <sup>1</sup>	–	8.5%	–	12.2%	11.2%	8.9%	7.5%	4.0%	3.5 PP
Net interest margin <sup>1</sup>	3.04%	2.80%	0.24 PP	2.99%	2.90%	2.84%	2.93%	3.05%	(0.12 PP)
Cost/income ratio	70.6%	59.6%	11.1 PP	59.5%	55.8%	63.7%	61.1%	58.9%	2.2 PP
Loan/deposit ratio	66.8%	68.3%	(1.5 PP)	73.4%	73.2%	72.6%	66.8%	72.6%	(5.7 PP)
Provisioning ratio <sup>1</sup>	2.81%	0.85%	1.96 PP	(0.16%)	(0.32%)	0.41%	0.79%	1.96%	(1.17 PP)
NPL ratio	8.1%	12.5%	(4.4 PP)	12.5%	11.6%	13.1%	8.1%	13.1%	(5.0 PP)
NPL coverage ratio	78.5%	81.6%	(3.2 PP)	83.0%	88.6%	79.4%	78.5%	79.4%	(0.9 PP)
Total assets	4,755	4,885	(2.7%)	4,568	4,453	4,606	4,755	4,606	3.2%
RWA	2,551	2,772	(8.0%)	2,795	2,799	2,678	2,551	2,678	(4.8%)
Equity	628	631	(0.6%)	622	651	655	628	655	(4.1%)
Loans to customers	2,361	2,350	0.5%	2,361	2,422	2,362	2,361	2,362	(0.0%)
- Hereof non-financial corporations % <sup>2</sup>	37.7%	39.7%	(1.9 PP)	39.0%	40.2%	–	37.7%	–	–
- Hereof households % <sup>2</sup>	58.5%	58.4%	0.0 PP	58.3%	55.5%	–	58.5%	–	–
- Hereof FCY %	54.3%	53.2%	1.1 PP	53.0%	53.0%	54.6%	54.3%	54.6%	(0.3 PP)
Deposits from customers	3,698	3,711	(0.4%)	3,415	3,325	3,352	3,698	3,352	10.3%
Business outlets	78	78	0.0%	79	81	75	78	75	4.0%
Number of employees	1,982	2,014	(1.6%)	2,049	2,091	2,106	1,982	2,106	(5.9%)
Number of customers (in mn)	0.5	0.5	(0.2%)	0.6	0.5	0.5	0.5	0.5	(1.7%)

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	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	12	11	14.0%	10	10	10	42	38	12.0%
Net fee and commission income	2	3	(32.0%)	3	2	3	11	13	(21.2%)
Net trading income and fair value result	0	(0)	–	(0)	0	(0)	(0)	0	–
Other net operating income	0	0	(17.7%)	(0)	0	0	1	1	11.6%
Operating income	15	15	1.3%	12	13	13	54	52	3.9%
General administrative expenses	(8)	(7)	28.8%	(6)	(7)	(8)	(28)	(28)	1.2%
Operating result	6	8	(20.9%)	6	6	5	26	25	6.8%
Other result	0	0	–	0	0	0	0	0	–
Levies and special governmental measures	0	0	–	0	0	0	0	0	–
Impairment losses on financial assets	(2)	(0)	>500.0%	(0)	(1)	(2)	(3)	(4)	(24.3%)
Profit/loss before tax	4	8	(47.0%)	6	5	3	23	20	13.2%
Profit/loss after tax	4	7	(44.6%)	5	5	3	21	18	13.6%
Return on equity before tax <sup>1</sup>	13.6%	27.4%	(13.8 PP)	18.7%	17.1%	12.0%	20.0%	18.1%	1.9 PP
Return on equity after tax <sup>1</sup>	12.5%	24.0%	(11.6 PP)	16.5%	15.2%	10.5%	17.8%	16.0%	1.8 PP
Net interest margin <sup>1</sup>	5.79%	5.06%	0.73 PP	4.77%	4.68%	4.44%	5.07%	4.43%	0.65 PP
Cost/income ratio	56.8%	44.7%	12.1 PP	52.7%	52.0%	62.5%	51.5%	52.8%	(1.3 PP)
Loan/deposit ratio	85.9%	88.4%	(2.6 PP)	87.2%	81.3%	76.2%	85.9%	76.2%	9.6 PP
Provisioning ratio <sup>1</sup>	1.45%	0.09%	1.36 PP	0.16%	0.42%	1.17%	0.54%	0.78%	(0.24 PP)
NPL ratio	3.1%	4.1%	(1.0 PP)	4.0%	4.4%	4.8%	3.1%	4.8%	(1.7 PP)
NPL coverage ratio	111.2%	79.4%	31.8 PP	84.2%	80.7%	79.1%	111.2%	79.1%	32.2 PP
Total assets	919	893	2.8%	890	879	922	919	922	(0.4%)
RWA	628	618	1.7%	611	595	580	628	580	8.4%
Equity	129	126	2.8%	118	131	127	129	127	1.9%
Loans to customers	624	601	3.8%	603	565	555	624	555	12.4%
- Hereof non-financial corporations % <sup>2</sup>	47.5%	57.8%	(10.3 PP)	58.6%	60.3%	–	47.5%	–	–
- Hereof households % <sup>2</sup>	52.5%	42.2%	10.3 PP	41.4%	39.7%	–	52.5%	–	–
- Hereof FCY %	0.0%	0.0%	0.0 PP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0 PP
Deposits from customers	729	682	6.9%	694	697	734	729	734	(0.7%)
Business outlets	48	48	0.0%	48	48	48	48	48	0.0%
Number of employees	839	817	2.7%	748	736	730	839	730	14.9%
Number of customers (in mn)	0.3	0.3	1.7%	0.3	0.3	0.3	0.3	0.3	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 (SEE) – Romania



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	90	89	1.1%	82	75	71	336	263	27.8%
Net fee and commission income	49	49	0.1%	48	44	49	189	176	7.3%
Net trading income and fair value result	6	4	33.2%	9	3	0	22	12	84.7%
Other net operating income	(3)	0	–	1	2	(4)	1	(1)	–
Operating income	143	143	(0.7%)	141	123	116	550	452	21.6%
General administrative expenses	(77)	(68)	14.0%	(66)	(68)	(71)	(279)	(264)	5.8%
Operating result	65	76	(13.7%)	74	55	45	271	188	43.8%
Other result	1	1	9.3%	(1)	0	(1)	1	(1)	–
Levies and special governmental measures	0	(0)	–	0	(3)	(0)	(3)	13	–
Impairment losses on financial assets	(24)	1	–	(17)	2	(5)	(38)	(73)	(47.9%)
Profit/loss before tax	42	78	(45.7%)	57	54	38	231	127	80.9%
Profit/loss after tax	35	65	(46.3%)	47	46	32	193	107	81.5%
Return on equity before tax <sup>1</sup>	19.4%	39.1%	(19.7 PP)	29.0%	27.3%	21.5%	30.1%	17.5%	12.6 PP
Return on equity after tax <sup>1</sup>	16.1%	32.7%	(16.7 PP)	24.1%	23.4%	18.1%	25.2%	14.6%	10.6 PP
Net interest margin <sup>1</sup>	4.38%	4.42%	(0.04 PP)	4.15%	3.87%	3.82%	4.21%	3.62%	0.59 PP
Cost/income ratio	54.1%	47.2%	6.9 PP	47.2%	55.0%	61.2%	50.7%	58.3%	(7.6 PP)
Loan/deposit ratio	77.1%	77.1%	(0.0 PP)	77.7%	74.4%	74.4%	77.1%	74.4%	2.7 PP
Provisioning ratio <sup>1</sup>	1.76%	(0.10%)	1.86 PP	1.33%	(0.13%)	0.44%	0.74%	1.59%	(0.85 PP)
NPL ratio	4.3%	4.5%	(0.2 PP)	5.0%	5.3%	6.0%	4.3%	6.0%	(1.7 PP)
NPL coverage ratio	85.1%	80.2%	4.9 PP	82.0%	81.6%	78.3%	85.1%	78.3%	6.8 PP
Total assets	8,966	8,789	2.0%	8,576	8,391	8,144	8,966	8,144	10.1%
RWA	4,912	4,977	(1.3%)	4,985	4,687	4,523	4,912	4,523	8.6%
Equity	924	887	4.2%	819	833	796	924	796	16.1%
Loans to customers	5,702	5,445	4.7%	5,247	4,956	4,804	5,702	4,804	18.7%
- Hereof non-financial corporations % <sup>2</sup>	43.7%	44.0%	(0.3 PP)	44.0%	43.5%	–	43.7%	–	–
- Hereof households % <sup>2</sup>	50.7%	52.3%	(1.6 PP)	53.1%	54.1%	–	50.7%	–	–
- Hereof FCY %	34.6%	33.4%	1.2 PP	33.9%	33.9%	34.9%	34.6%	34.9%	(0.3 PP)
Deposits from customers	7,166	7,003	2.3%	6,761	6,637	6,487	7,166	6,487	10.5%
Business outlets	422	432	(2.3%)	436	448	454	422	454	(7.0%)
Number of employees	5,115	5,183	(1.3%)	5,248	5,332	5,333	5,115	5,333	(4.1%)
Number of customers (in mn)	2.3	2.2	0.6%	2.3	2.3	2.3	2.3	2.3	(2.9%)

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) – Serbia



In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	22	21	1.9%	21	21	21	85	81	4.7%
Net fee and commission income	12	12	2.2%	14	8	11	45	41	10.1%
Net trading income and fair value result	2	2	(5.3%)	(1)	5	(0)	8	4	82.0%
Other net operating income	2	1	30.8%	5	2	(2)	10	2	335.9%
Operating income	37	36	2.4%	39	36	30	147	129	14.5%
General administrative expenses	(23)	(20)	13.2%	(19)	(18)	(21)	(80)	(75)	6.8%
Operating result	14	16	(11.0%)	19	18	9	68	54	25.0%
Other result	(0)	(0)	235.9%	(0)	0	0	(0)	0	–
Levies and special governmental measures	0	0	–	0	0	0	0	0	–
Impairment losses on financial assets	(1)	(1)	(14.5%)	(3)	4	1	(2)	9	–
Profit/loss before tax	13	15	(11.9%)	16	22	10	65	63	4.3%
Profit/loss after tax	11	13	(11.9%)	14	19	9	57	55	3.7%
Return on equity before tax <sup>1</sup>	10.4%	12.3%	(1.9 PP)	13.5%	17.3%	9.0%	13.8%	13.3%	0.5 PP
Return on equity after tax <sup>1</sup>	9.0%	10.6%	(1.6 PP)	11.8%	15.0%	7.9%	12.0%	11.6%	0.4 PP
Net interest margin <sup>1</sup>	3.95%	3.97%	(0.02 PP)	3.99%	4.08%	4.20%	3.99%	4.20%	(0.21 PP)
Cost/income ratio	61.1%	55.3%	5.8 PP	49.9%	49.7%	68.9%	54.0%	57.9%	(3.9 PP)
Loan/deposit ratio	72.4%	73.0%	(0.6 PP)	73.5%	74.2%	76.4%	72.4%	76.4%	(4.1 PP)
Provisioning ratio <sup>1</sup>	0.41%	0.46%	(0.05 PP)	0.96%	(1.20%)	(0.26%)	0.17%	(0.74%)	0.91 PP
NPL ratio	3.2%	3.6%	(0.4 PP)	3.7%	4.0%	4.7%	3.2%	4.7%	(1.5 PP)
NPL coverage ratio	98.8%	94.3%	4.6 PP	94.1%	85.2%	83.8%	98.8%	83.8%	15.0 PP
Total assets	2,498	2,433	2.7%	2,382	2,320	2,277	2,498	2,277	9.7%
RWA	1,896	1,788	6.1%	1,783	1,772	1,734	1,896	1,734	9.4%
Equity	503	493	2.0%	481	522	501	503	501	0.4%
Loans to customers	1,354	1,287	5.2%	1,261	1,244	1,219	1,354	1,219	11.0%
- Hereof non-financial corporations % <sup>2</sup>	62.4%	60.5%	2.0 PP	61.8%	62.0%	–	62.4%	–	–
- Hereof households % <sup>2</sup>	36.8%	37.8%	(0.9 PP)	37.5%	37.0%	–	36.8%	–	–
- Hereof FCY %	71.1%	70.2%	1.0 PP	63.0%	63.0%	62.5%	71.1%	62.5%	8.7 PP
Deposits from customers	1,935	1,814	6.7%	1,789	1,750	1,709	1,935	1,709	13.3%
Business outlets	88	89	(1.1%)	89	89	89	88	89	(1.1%)
Number of employees	1,537	1,540	(0.2%)	1,541	1,526	1,541	1,537	1,541	(0.3%)
Number of customers (in mn)	0.8	0.8	2.3%	0.8	0.8	0.7	0.8	0.7	5.3%

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 (EE) – Belarus



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	22	23	(3.4%)	23	22	22	90	107	(15.2%)
Net fee and commission income	13	12	5.4%	13	11	13	49	52	(5.7%)
Net trading income and fair value result	2	2	(21.3%)	1	1	1	6	4	33.8%
Other net operating income	1	(0)	–	(1)	(0)	1	0	(1)	–
Operating income	38	37	2.8%	36	34	37	146	163	(10.5%)
General administrative expenses	(17)	(17)	(2.8%)	(18)	(17)	(18)	(69)	(75)	(7.2%)
Operating result	21	20	7.6%	18	17	18	76	88	(13.2%)
Other result	(0)	(0)	42.7%	(0)	(0)	0	(0)	0	–
Levies and special governmental measures	0	0	–	0	0	0	0	0	–
Impairment losses on financial assets	(2)	4	–	3	1	4	5	0	>500.0%
Profit/loss before tax	19	24	(20.8%)	21	18	22	82	88	(7.7%)
Profit/loss after tax	19	18	8.3%	14	13	16	65	65	(1.0%)
Return on equity before tax <sup>1</sup>	23.2%	29.6%	(6.4 PP)	25.7%	22.7%	33.0%	26.3%	27.5%	(1.2 PP)
Return on equity after tax <sup>1</sup>	23.4%	21.8%	1.6 PP	17.8%	17.2%	24.4%	20.8%	20.3%	0.5 PP
Net interest margin <sup>1</sup>	5.56%	6.17%	(0.60 PP)	6.32%	6.45%	6.44%	6.11%	8.06%	(1.95 PP)
Cost/income ratio	43.7%	46.2%	(2.5 PP)	49.8%	50.5%	50.0%	47.5%	45.8%	1.7 PP
Loan/deposit ratio	88.7%	86.6%	2.1 PP	91.1%	87.9%	98.6%	88.7%	98.6%	(9.9 PP)
Provisioning ratio <sup>1</sup>	0.83%	(1.80%)	2.64 PP	(1.43%)	(0.64%)	(1.62%)	(0.72%)	(0.03%)	(0.69 PP)
NPL ratio	3.7%	4.7%	(1.0 PP)	5.4%	5.9%	6.0%	3.7%	6.0%	(2.3 PP)
NPL coverage ratio	99.2%	94.7%	4.4 PP	89.7%	88.7%	87.9%	99.2%	87.9%	11.2 PP
Total assets	1,755	1,712	2.5%	1,665	1,532	1,518	1,755	1,518	15.6%
RWA	1,534	1,537	(0.2%)	1,539	1,373	1,465	1,534	1,465	4.7%
Equity	343	329	4.4%	351	324	316	343	316	8.7%
Loans to customers	1,073	1,017	5.6%	997	894	949	1,073	949	13.1%
- Hereof non-financial corporations % <sup>2</sup>	76.6%	77.1%	(0.5 PP)	77.7%	78.6%	–	76.6%	–	–
- Hereof households % <sup>2</sup>	23.4%	22.9%	0.5 PP	22.3%	21.4%	–	23.4%	–	–
- Hereof FCY %	50.1%	50.9%	(0.7 PP)	50.8%	50.8%	56.7%	50.1%	56.7%	(6.6 PP)
Deposits from customers	1,227	1,191	3.0%	1,118	1,034	975	1,227	975	25.9%
Business outlets	87	87	0.0%	88	89	90	87	90	(3.3%)
Number of employees	1,829	1,856	(1.5%)	1,876	1,877	1,906	1,829	1,906	(4.0%)
Number of customers (in mn)	0.8	0.8	0.2%	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) General governments and other financial corporations as remaining share

# Country Financials (EE) – Russia



**Raiffeisen Bank  
International**

In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	184	181	1.2%	171	176	182	712	688	3.4%
Net fee and commission income	94	82	14.9%	76	73	82	324	317	2.4%
Net trading income and fair value result	14	6	138.9%	(0)	2	12	21	46	(54.5%)
Other net operating income	(6)	0	–	(1)	8	(10)	2	(17)	–
Operating income	285	269	6.1%	247	258	246	1,060	1,017	4.2%
General administrative expenses	(124)	(99)	25.7%	(102)	(102)	(108)	(427)	(404)	5.7%
Operating result	161	170	(5.3%)	145	156	138	633	613	3.1%
Other result	(2)	(0)	>500.0%	(0)	0	(1)	(2)	(1)	193.2%
Levies and special governmental measures	0	0	–	0	0	0	0	0	–
Impairment losses on financial assets	(55)	(4)	>500.0%	(15)	17	(30)	(57)	(50)	14.3%
Profit/loss before tax	103	166	(37.8%)	130	174	107	573	563	1.9%
Profit/loss after tax	88	130	(32.9%)	101	136	86	455	443	2.8%
Return on equity before tax <sup>1</sup>	23.6%	39.9%	(16.3 PP)	31.7%	41.7%	31.0%	36.8%	34.5%	2.3 PP
Return on equity after tax <sup>1</sup>	20.0%	31.3%	(11.3 PP)	24.7%	32.8%	25.0%	29.2%	27.1%	2.1 PP
Net interest margin <sup>1</sup>	5.64%	5.85%	(0.21 PP)	5.68%	5.95%	6.39%	5.77%	5.93%	(0.16 PP)
Cost/income ratio	43.5%	36.7%	6.8 PP	41.4%	39.5%	44.0%	40.3%	39.7%	0.6 PP
Loan/deposit ratio	79.4%	84.3%	(4.9 PP)	85.5%	88.5%	87.6%	79.4%	87.6%	(8.2 PP)
Provisioning ratio <sup>1</sup>	2.71%	0.17%	2.54 PP	0.73%	(0.84%)	1.54%	0.72%	0.63%	0.09 PP
NPL ratio	3.0%	4.1%	(1.1 PP)	4.2%	4.0%	4.1%	3.0%	4.1%	(1.1 PP)
NPL coverage ratio	76.9%	69.0%	7.9 PP	75.0%	75.9%	75.4%	76.9%	75.4%	1.4 PP
Total assets	14,092	13,209	6.7%	12,738	12,577	12,060	14,092	12,060	16.8%
RWA	8,365	8,326	0.5%	8,142	8,524	7,901	8,365	7,901	5.9%
Equity	1,818	1,814	0.3%	1,753	1,762	1,670	1,818	1,670	8.9%
Loans to customers	8,519	8,587	(0.8%)	8,133	8,146	7,951	8,519	7,951	7.1%
- Hereof non-financial corporations % <sup>2</sup>	60.1%	59.0%	1.1 PP	55.6%	60.2%	–	60.1%	–	–
- Hereof households % <sup>2</sup>	37.9%	39.1%	(1.2 PP)	40.9%	38.7%	–	37.9%	–	–
- Hereof FCY %	23.0%	22.5%	0.6 PP	21.9%	21.9%	29.9%	23.0%	29.9%	(6.9 PP)
Deposits from customers	10,880	10,307	5.6%	9,550	9,361	9,200	10,880	9,200	18.3%
Business outlets	191	191	0.0%	188	185	185	191	185	3.2%
Number of employees	8,998	8,890	1.2%	8,694	8,470	8,229	8,998	8,229	9.3%
Number of customers (in mn)	2.8	2.7	5.0%	2.6	2.5	2.5	2.8	2.5	13.6%

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 (EE) – Ukraine



In EUR mn	Q4/2018	Q3/2018	q-o-q	Q2/2018	Q1/2018	Q4/2017	1-12/2018	1-12/2017	y-o-y
Net interest income	57	57	(0.6%)	56	49	48	220	188	17.0%
Net fee and commission income	25	24	2.2%	22	20	24	92	93	(0.9%)
Net trading income and fair value result	3	(2)	–	3	3	(3)	7	3	149.6%
Other net operating income	4	2	98.7%	(2)	1	1	5	5	4.2%
Operating income	88	82	8.0%	80	74	70	324	288	12.2%
General administrative expenses	(40)	(34)	16.8%	(31)	(30)	(30)	(135)	(122)	10.4%
Operating result	48	48	1.8%	49	44	40	189	166	13.6%
Other result	(6)	(1)	>500.0%	(0)	(1)	(0)	(8)	0	–
Levies and special governmental measures	0	0	–	0	0	0	0	0	–
Impairment losses on financial assets	1	(0)	–	6	14	13	20	55	(63.9%)
Profit/loss before tax	43	47	(9.1%)	54	57	52	201	221	(9.4%)
Profit/loss after tax	35	38	(8.4%)	45	47	42	164	181	(9.1%)
Return on equity before tax <sup>1</sup>	51.9%	74.0%	(22.0 PP)	78.2%	74.3%	147.4%	81.0%	105.5%	(24.5 PP)
Return on equity after tax <sup>1</sup>	42.2%	59.6%	(17.5 PP)	64.2%	61.7%	118.1%	66.3%	86.0%	(19.7 PP)
Net interest margin <sup>1</sup>	11.54%	11.65%	(0.11 PP)	11.66%	11.00%	11.05%	11.49%	10.53%	0.96 PP
Cost/income ratio	45.1%	41.7%	3.4 PP	38.8%	40.4%	42.9%	41.6%	42.3%	(0.7 PP)
Loan/deposit ratio	85.2%	86.4%	(1.2 PP)	82.3%	76.1%	72.7%	85.2%	72.7%	12.5 PP
Provisioning ratio <sup>1</sup>	0.24%	0.05%	0.19 PP	(1.81%)	(5.14%)	(4.39%)	(1.47%)	(5.12%)	3.65 PP
NPL ratio	11.1%	14.5%	(3.4 PP)	19.2%	22.1%	20.6%	11.1%	20.6%	(9.5 PP)
NPL coverage ratio	77.6%	78.8%	(1.1 PP)	81.8%	82.9%	80.5%	77.6%	80.5%	(2.8 PP)
Total assets	2,347	2,219	5.8%	2,284	2,083	2,004	2,347	2,004	17.1%
RWA	2,361	2,076	13.8%	2,177	2,056	1,881	2,361	1,881	25.5%
Equity	392	301	30.3%	287	360	294	392	294	33.5%
Loans to customers	1,525	1,439	6.0%	1,398	1,198	1,131	1,525	1,131	34.8%
- Hereof non-financial corporations % <sup>2</sup>	86.0%	89.0%	(3.0 PP)	88.5%	87.1%	–	86.0%	–	–
- Hereof households % <sup>2</sup>	11.9%	9.6%	2.3 PP	9.6%	10.1%	–	11.9%	–	–
- Hereof FCY %	28.2%	27.0%	1.2 PP	28.1%	28.1%	27.7%	28.2%	27.7%	0.5 PP
Deposits from customers	1,794	1,687	6.4%	1,702	1,563	1,556	1,794	1,556	15.3%
Business outlets	501	501	0.0%	501	501	500	501	500	0.2%
Number of employees	7,923	7,920	0.0%	7,846	7,947	7,997	7,923	7,997	(0.9%)
Number of customers (in mn)	2.5	2.5	0.6%	2.5	2.5	2.5	2.5	2.5	(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

# Bank Levies and Resolution Fund

Impact in EUR mn		FY 2017	FY 2018	FY 2019e
<b>Austria</b>	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	57 <sup>1</sup>	~56
<b>Hungary</b>	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
<b>Poland</b>	Bank levy of 0.44%, based on total assets less PLN 4 bn flat amount, own funds and treasury securities	31	24	~6
<b>Romania</b>	Introduction of "greed" tax linked to interest rate level; details still under discussion	-	-	tbd
<b>Slovakia</b>	Bank levy of 0.2% on total liabilities less own funds and subordinated debt	20	22	~24
<b>Total</b>	<b>Bank levies</b>	<b>121</b>	<b>116</b>	<b>~99</b>
<b>Austria</b>	Based on total assets less equity and secured deposits Full amounts always booked in the first quarter according to IFRIC 21	22	18	~23
<b>Albania</b>		0	1	~1
<b>Croatia</b>		3	2	~2
<b>Czech Republic</b>		9	10	~12
<b>Bulgaria</b>		4	4	~4
<b>Hungary</b>		3	3	~3
<b>Poland</b>		11	9	~0
<b>Romania</b>		8	3	~4
<b>Slovakia</b>		5	4	~4
<b>Total</b>		<b>Resolution fund</b>	<b>65</b>	<b>54</b>

1) EUR 41 mn related to the one-off payment and EUR 16 mn current instalment of the bank levy; EUR 47 mn booked in Corporate Center, EUR 9 mn in Group Corporates & Markets

# 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
<b>Equity as at 31/12/2017</b>	<b>1,002</b>	<b>4,992</b>	<b>6,812</b>	<b>(2,869)</b>	<b>9,937</b>	<b>660</b>	<b>645</b>	<b>11,241</b>
<b>Impact of adopting IFRS 9</b>	<b>0</b>	<b>0</b>	<b>(224)</b>	<b>61</b>	<b>(162)</b>	<b>(7)</b>	<b>0</b>	<b>(169)</b>
<b>Equity as at 01/01/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>6,589</b>	<b>(2,808)</b>	<b>9,775</b>	<b>653</b>	<b>645</b>	<b>11,072</b>
Capital increases/decreases	0	0	0	0	0	0	496	496
AT1 capital dividend allotment	0	0	(60)	0	(60)	0	60	0
Dividend payments	0	0	(204)	0	(204)	(79)	(60)	(343)
Own shares	0	0	(0)	0	(0)	0	(15)	(16)
Other changes	0	0	(7)	0	(7)	(7)	0	(14)
Total comprehensive income	0	0	1,270	(186)	1,083	134	0	1,217
<b>Equity as at 31/12/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>7,587</b>	<b>(2,994)</b>	<b>10,587</b>	<b>701</b>	<b>1,125</b>	<b>12,413</b>

- **Earnings per share** up EUR 0.34 (1-12/2018: EUR 3.68 vs. 1-12/2017: EUR 3.34)
- **Dividend proposal by board:** EUR 0.93 per share or maximum payout of EUR 306 mn; 24% payout ratio
- **Book value per share** EUR 32.19 (31/12/2017: EUR 30.21)
- **Dividend payments** to RBI shareholders for FY/2017 (EUR 204 mn), to minority interests in network banks (EUR 79 mn) of which Ukraine (EUR 45 mn), Czech Republic (EUR 16 mn) and Slovakia (EUR 14 mn) and to AT1 bond holders (EUR 60 mn)
- **Net IFRS 9 impact** of EUR 169 mn mainly from impairment losses on financial assets
- **Additional Tier1** capital (AT1) issuance of EUR 496 mn in January 2018 (after deduction of issuance costs)
- **Total comprehensive income** mostly impacted by **currency differences** (negative EUR 230 mn) mainly from Russia and Poland



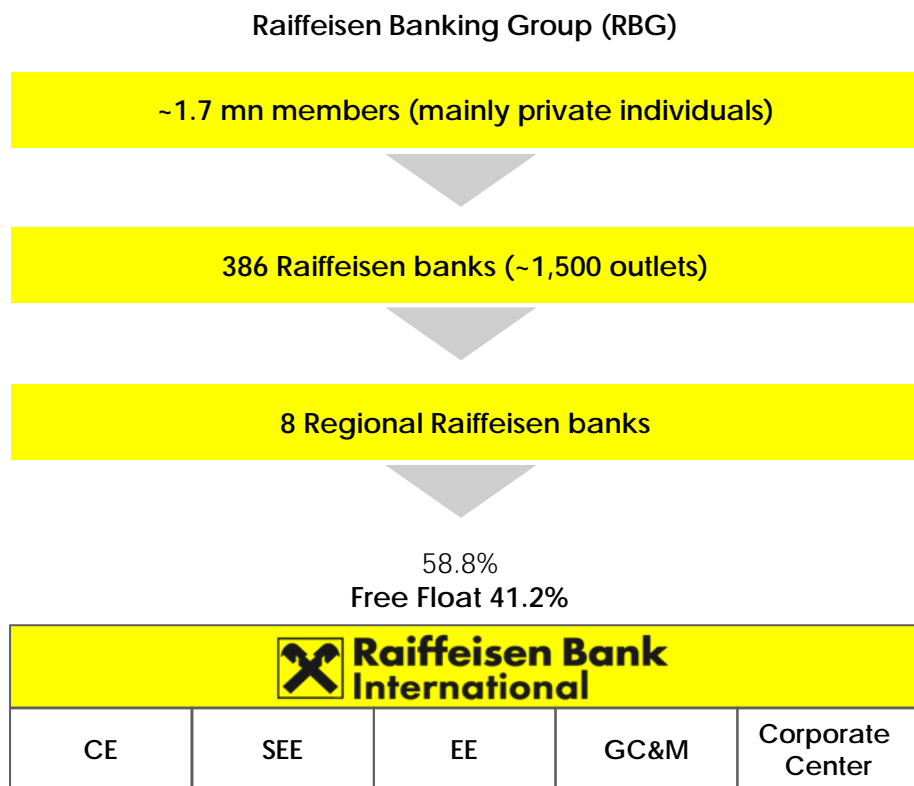
# NPL and NPE Distribution by Country

In EUR mn	NPE Ratio 31/12/2018	NPE Ratio 30/09/2018	NPE Coverage Ratio 31/12/2018	NPE Coverage Ratio 30/09/2018	NPL Ratio 31/12/2018	NPL Ratio 30/09/2018	NPL Coverage Ratio 31/12/2018	NPL Coverage Ratio 30/09/2018
Czech Republic	1.4%	1.6%	64.7%	67.2%	1.9%	2.1%	99.0%	95.2%
Hungary	3.3%	3.7%	58.3%	63.6%	5.6%	6.3%	82.9%	82.6%
Poland	11.6%	10.9%	44.2%	47.7%	10.8%	10.9%	60.4%	59.2%
Slovakia	1.9%	2.0%	67.5%	66.7%	2.3%	2.4%	88.9%	84.2%
<b>Central Europe<sup>1</sup></b>	<b>2.8%</b>	<b>3.0%</b>	<b>56.0%</b>	<b>58.9%</b>	<b>3.6%</b>	<b>3.9%</b>	<b>78.6%</b>	<b>76.2%</b>
Albania	6.2%	6.5%	74.6%	71.5%	14.1%	14.8%	84.7%	79.8%
Bosnia & Herzegovina	3.8%	4.3%	79.9%	80.9%	5.7%	6.4%	99.6%	96.8%
Bulgaria	2.1%	2.4%	68.5%	68.0%	2.7%	3.1%	111.7%	106.5%
Croatia	4.6%	7.4%	64.7%	73.8%	8.1%	12.5%	78.5%	81.6%
Kosovo	2.5%	3.1%	81.2%	58.7%	3.1%	4.1%	111.2%	79.4%
Romania	3.5%	3.7%	50.2%	45.2%	4.3%	4.5%	85.1%	80.2%
Serbia	2.1%	2.4%	71.2%	72.5%	3.2%	3.6%	98.8%	94.3%
<b>Southeastern Europe</b>	<b>3.6%</b>	<b>4.3%</b>	<b>63.5%</b>	<b>64.5%</b>	<b>5.1%</b>	<b>6.3%</b>	<b>88.6%</b>	<b>85.1%</b>
Belarus	2.5%	3.1%	82.4%	83.0%	3.7%	4.7%	99.2%	94.7%
Russia	2.0%	2.9%	53.7%	57.4%	3.0%	4.1%	76.9%	69.0%
Ukraine	8.6%	11.4%	68.7%	73.6%	11.1%	14.5%	77.6%	78.8%
<b>Eastern Europe</b>	<b>2.9%</b>	<b>4.1%</b>	<b>61.8%</b>	<b>65.3%</b>	<b>4.2%</b>	<b>5.6%</b>	<b>79.1%</b>	<b>74.6%</b>
<b>GC&amp;M</b>	<b>2.4%</b>	<b>2.5%</b>	<b>54.1%</b>	<b>58.5%</b>	<b>3.0%</b>	<b>3.6%</b>	<b>66.0%</b>	<b>64.4%</b>
<b>Total RBI Group</b>	<b>2.6%</b>	<b>3.0%</b>	<b>58.3%</b>	<b>61.4%</b>	<b>3.8%</b>	<b>4.4%</b>	<b>77.6%</b>	<b>75.0%</b>

Note: Change in definition: with the adoption of new EBA financial reporting standards cash balances at central banks and other demand deposits are included in the total exposure for the calculation of the NPE ratio, which led to a significant decrease

1) Including Slovenia

# Raiffeisen Banking Group Structure



- **Raiffeisen Banking Group (RBG)** – largest banking group in Austria with total assets of around 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:

- 1<sup>st</sup> tier: 386 independent cooperative Raiffeisen banks focusing on retail banking. They hold shares in:
- 2<sup>nd</sup> tier: 8 independent regional Raiffeisen banks focusing on corporate and retail banking. They hold approx. 58.8% of the share capital of:
- 3<sup>rd</sup> 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 51

#### **Statutory deposit guarantee scheme:**

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

Note: as of 12/2018

# 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. 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

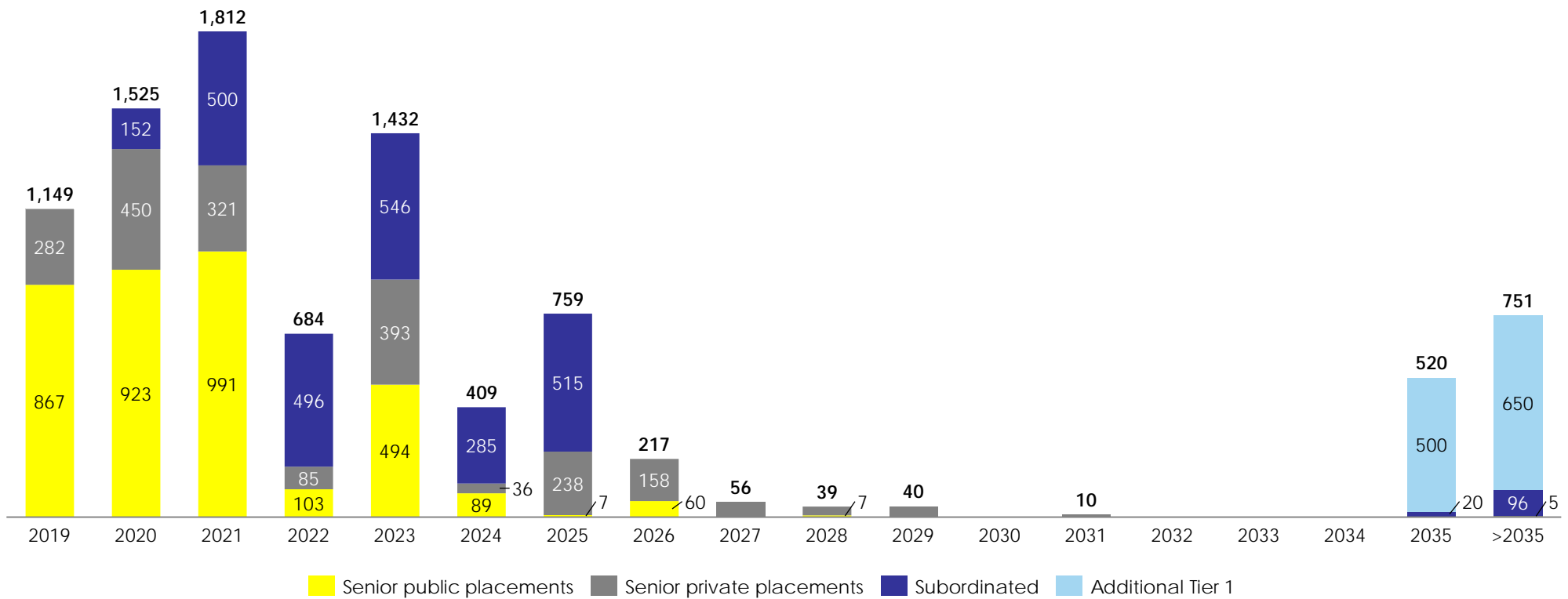
- There are regional IPS in place. Members are the Raiffeisen banks and the regional Raiffeisen banks (Landesbanken). There is also a federal IPS with RBI and the regional Raiffeisen banks as members
- IPS is governed by a Risk Council, which decides on measures if an institution triggers early warning indicators
- As of 31 December 2018 the regional ex ante IPS fund's aggregate target volume was EUR 231 mn and EUR 182 mn had been paid in. The federal IPS fund's current target volume is EUR 615 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 326 mn as of 31 December 2018
- 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

- RBI is a member of the federal IPS
- RBI's 2018 contribution to the IPS was EUR 49 mn; regional Raiffeisen banks also contribute to the federal 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's cumulative contribution to the federal IPS fund amounts to EUR 212 mn

# Maturity Profile

Maturity Profile at 31/12/2018 (in EUR mn)



# AT1 and Subordinated Instruments



Issuer	Regulatory Treatment <sup>1</sup>	Capital Recognition <sup>2</sup>	ISIN	Initial Coupon	Reset Coupon	Nominal outstanding	Issuance date	First Call Date	Call period	Maturity
Raiffeisen Bank International AG	Additional Tier 1	99.2%	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	98.2%	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	97.0%	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	47.2%	XS0619437147	6.625%	NA	EUR 500 mn	18 May 2011	NA	NA	18 May 2021
Raiffeisen Bank International AG	Tier 2	76.3%	CH0194405343	4.75%	NA	CHF 250 mn	24 Oct 2012	NA	NA	24 Oct 2022
Raiffeisen Bank International AG	Tier 2	95.0%	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 0.7 bn Tier 2 instruments in smaller issuances are not included)

1) Transitional and post-transitional CRR rules

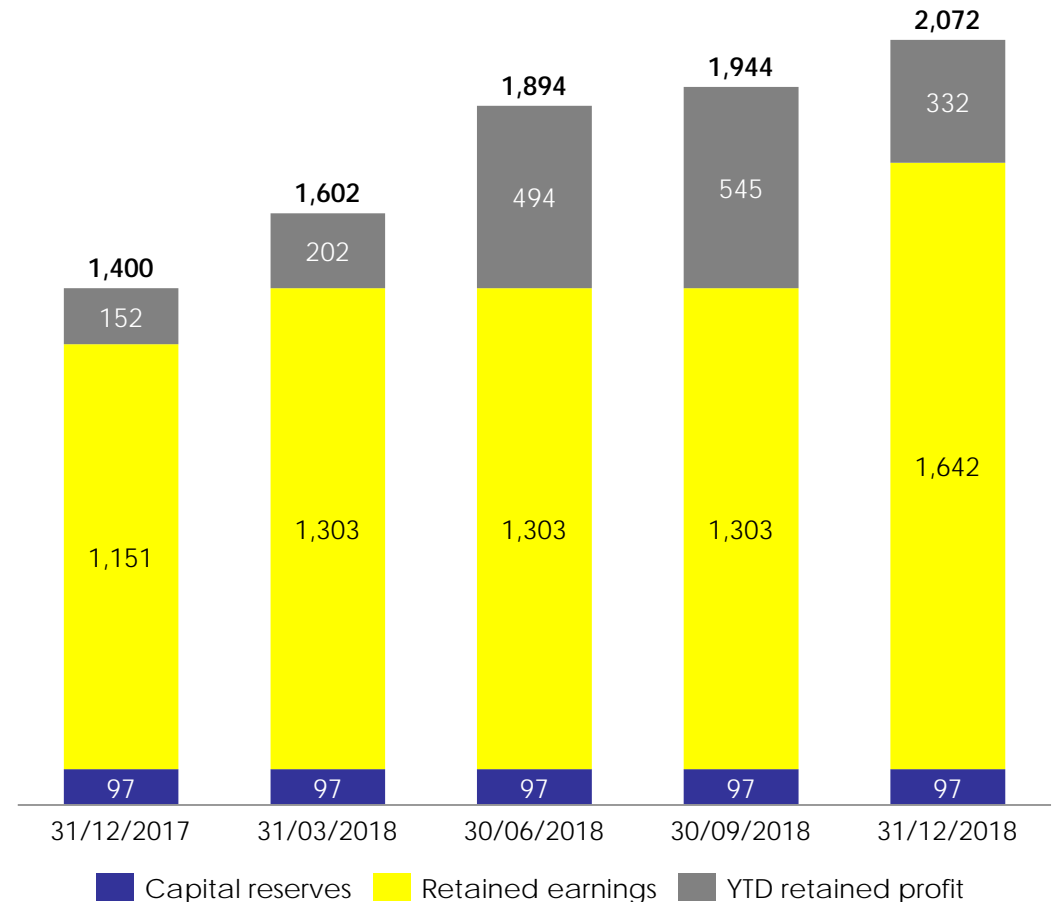
2) Transitional CRR rules as of Q4 2018, calculated as reported regulatory amount divided by nominal amount before deduction for market making activities

# Available Distributable Items (ADI) to Cover Discretionary Distributions

## Distributable Items

- Discretionary coupon payments on AT1 capital are subject to sufficient distributable items<sup>1</sup>
- Distributable items based on RBI AG's unconsolidated accounts under UGB/BWG (local Austrian GAAP) at year end
- Proposed dividend of EUR 0.93 per share (EUR 306 mn total) and IPS contribution for 2018 (EUR 49 mn) were deducted from ADI in Q4/2018
- ADI of EUR 2,072 mn at 31/12/2018 based on audited year end figures

## Available Distributable Items (EUR mn)



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

# Shareholder Information Overview



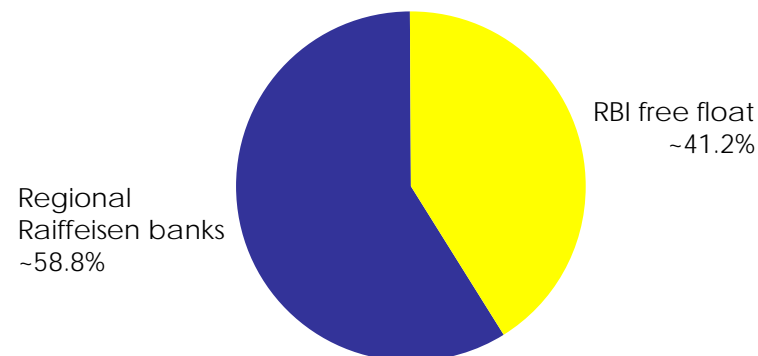
## General Information

- 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

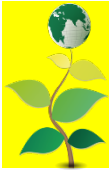
	Moody's	Standard & Poor's
<b>Long term</b>	A3	BBB+
<b>Outlook</b>	Stable	Positive
<b>Short term</b>	P-2	A-2
<b>Subordinated (Tier 2)</b>	Baa3	BBB-
<b>Additional Tier 1</b>	Ba3(hyb)	BB
<b>Junior Subordinated (Legacy T1)</b>	Ba3	BB+

## Shareholder Structure<sup>1</sup>



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%
<b>TOTAL regional Raiffeisen banks</b>	<b>58.8%</b>

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



# Sustainable Ratings, Indices and Awards



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



Overall ESG score 72 – Outperformer 51<sup>st</sup> out of 344 (April 2018)



Included in STOXX Global ESG Leaders, inclusion in which is determined by means of transparent and structured procedures

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



Austrian Sustainability Reporting Award (ASRA 2018) for the best report (2017) by a large corporation; The report was also awarded the overall ASRA winner;



One of four Austrian companies included in the leadership list for 2018, and best Austrian financial sector company for the fourth time in a row



Inclusion of RBI AG in the Vienna Stock Exchange VÖNIX sustainability index for 13 consecutive years



# Contact and Financial Calendar



## Contact Details

Group Investor Relations

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

## Financial Calendar

13 March 2019	Annual Report 2018, Conference Call
14 March 2019	RBI Investor Presentation, London
01 May 2019	Start of Quiet Period <sup>1</sup>
15 May 2019	First Quarter Report, Conference Call
03 June 2019	Record Date Annual General Meeting
13 June 2019	Annual General Meeting
19 June 2019	Ex-Dividend Date
21 June 2019	Record Date Dividends
24 June 2019	Dividend Payment Date
25 July 2019	(NEW) Start of Quiet Period <sup>1</sup>
08 August 2019	(NEW) Semi-Annual Report, Conference Call
31 October 2019	Start of Quiet Period <sup>1</sup>
14 November 2019	Third Quarter Report, Conference Call

1) Quiet Period: One-week period before the publication of preliminary numbers, two-week period before the publication of the quarterly financial statements. During these periods we do not hold investor or analyst meetings