

# **Raiffeisen Bank International Investor Presentation**

# Disclaimer



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

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

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

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

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

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

For the United Kingdom: This presentation and related material (these "Materials") are for distribution only to persons who are members of RBI falling within Article 43(2) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order") or who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Promotion Order, (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). These Materials are directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which these Materials relate is available only to relevant persons and will be engaged in only with relevant persons.

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

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

■ <b>Executive Summary</b> . . . . .	<b>3</b>
■ <b>Financials</b> . . . . .	<b>12</b>
■ <b>Risk Management</b> . . . . .	<b>22</b>
■ <b>Appendix</b> . . . . .	<b>26</b>

# Executive Summary Q1/2018

- Consolidated profit of EUR 399 mn (up 81% year-on-year) driven by strong positive contribution from risk costs
- Exceptionally high net releases of loan loss provisions led to positive impairment losses on financial assets (risk costs). Despite the positive result, risk costs for 2018 are expected to be around the level of the previous year
- NPL ratio decreased further to 5.4%
- NIM stable at 2.49%, with improvements in Czech Republic and Romania
- IFRS 9 impact on equity of EUR 130 mn; minus 10 bps on CET 1 ratio (fully loaded)
- CET1 ratio at 12.8% (fully loaded) including YTD results and IFRS 9
- Disposal of core banking assets in Poland, with expected positive impact of 90 bps on Group CET1 ratio (fully loaded) on closing
- AT1 bucket full following AT1 issuance of EUR 500 mn in January 2018
- Presentation follows EBA Financial Reporting Standards from Q1/2018

Note: 2017 numbers have been adjusted to reflect impact from FINREP implementation

# Financial Highlights Q1/2018



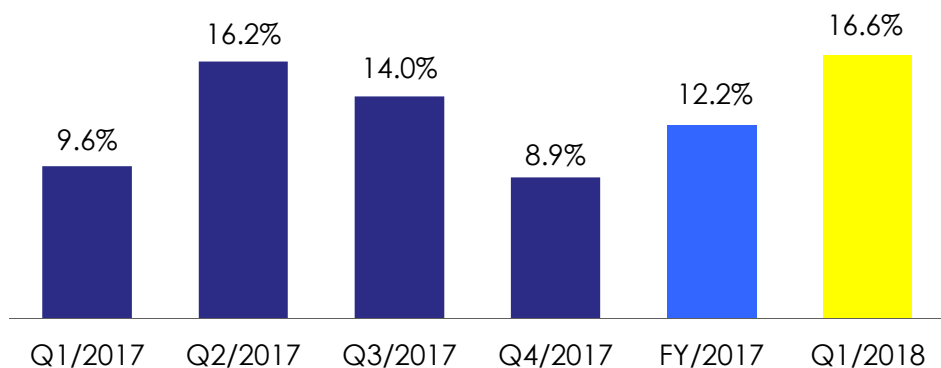
In EUR mn		Q1/2018	Q4/2017	q-o-q	Q1/2017	y-o-y
<b>Profitability</b>	Net interest income	829	818	1.3%	797	4.0%
	Net fee and commission income	410	446	(8.2)%	409	0.1%
	Net trading income and fair value result	(1)	10	–	2	–
	Operating income	1,291	1,278	1.0%	1,253	3.0%
	General administrative expenses	(740)	(798)	(7.3)%	(745)	(0.7)%
	Other results	27	(31)	–	24	16.3%
	Impairment losses on financial assets	83	(121)	–	(82)	–
	Profit/loss before tax	529	311	70.0%	330	60.3%
	Profit/loss after tax	430	234	83.6%	255	68.7%
Consolidated profit/loss	399	206	93.5%	220	81.4%	
		Q1/2018	Q4/2017	q-o-q	Q1/2017	y-o-y
<b>NPL/NPE</b>	NPL ratio	5.4%	5.7%	(0.3)PP	8.3%	(3.0)PP
	NPE ratio	3.6%	4.0%	(0.3)PP	6.6%	(3.0)PP
	NPL coverage ratio <sup>1</sup>	69.7%	67.0%	2.7PP	74.0%	(4.3)PP
	NPE coverage ratio <sup>2</sup>	56.2%	56.1%	0.1PP	65.4%	(9.1)PP
	Loans to customers	80,226	77,745	3.2%	76,676	4.6%
		Q1/2018	Q4/2017	q-o-q	Q1/2017	y-o-y
<b>Capital Ratios (incl. YTD results)</b>	Common equity tier 1 ratio (fully loaded)	12.8%	12.7%	0.1PP	12.6%	0.2PP
	Tier 1 capital ratio (fully loaded)	14.3%	13.6%	0.7PP	12.7%	1.6PP
	Total capital ratio (fully loaded)	17.7%	17.8%	(0.1)PP	17.2%	0.5PP

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

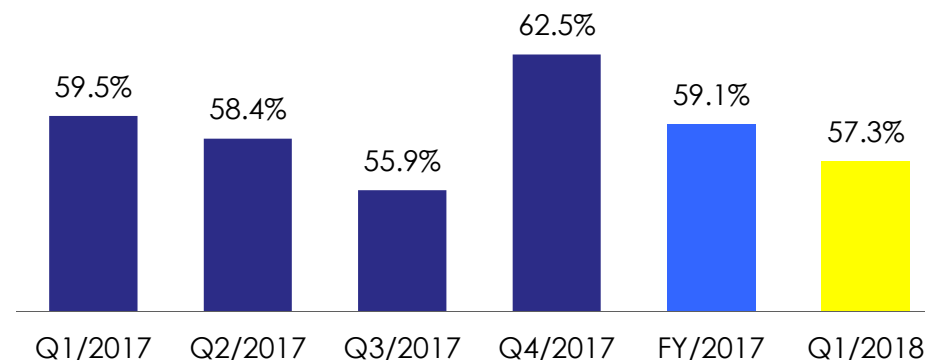
2) Individual impairment losses on loans to customers and banks and on bonds in relation to non-performing exposure to customers and banks and on bonds

# Development of Financial Ratios in Q1/2018

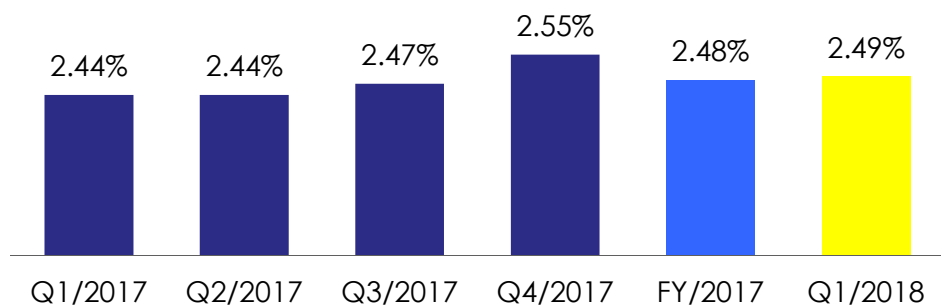
### RoE (Consolidated)<sup>1</sup>



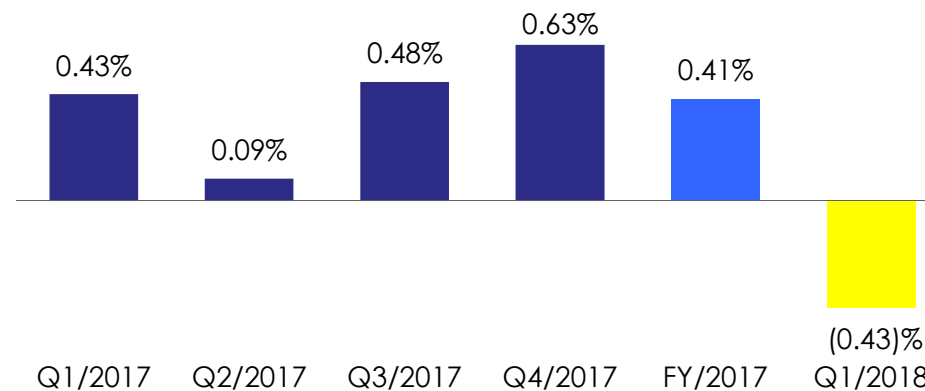
### Cost/Income Ratio



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

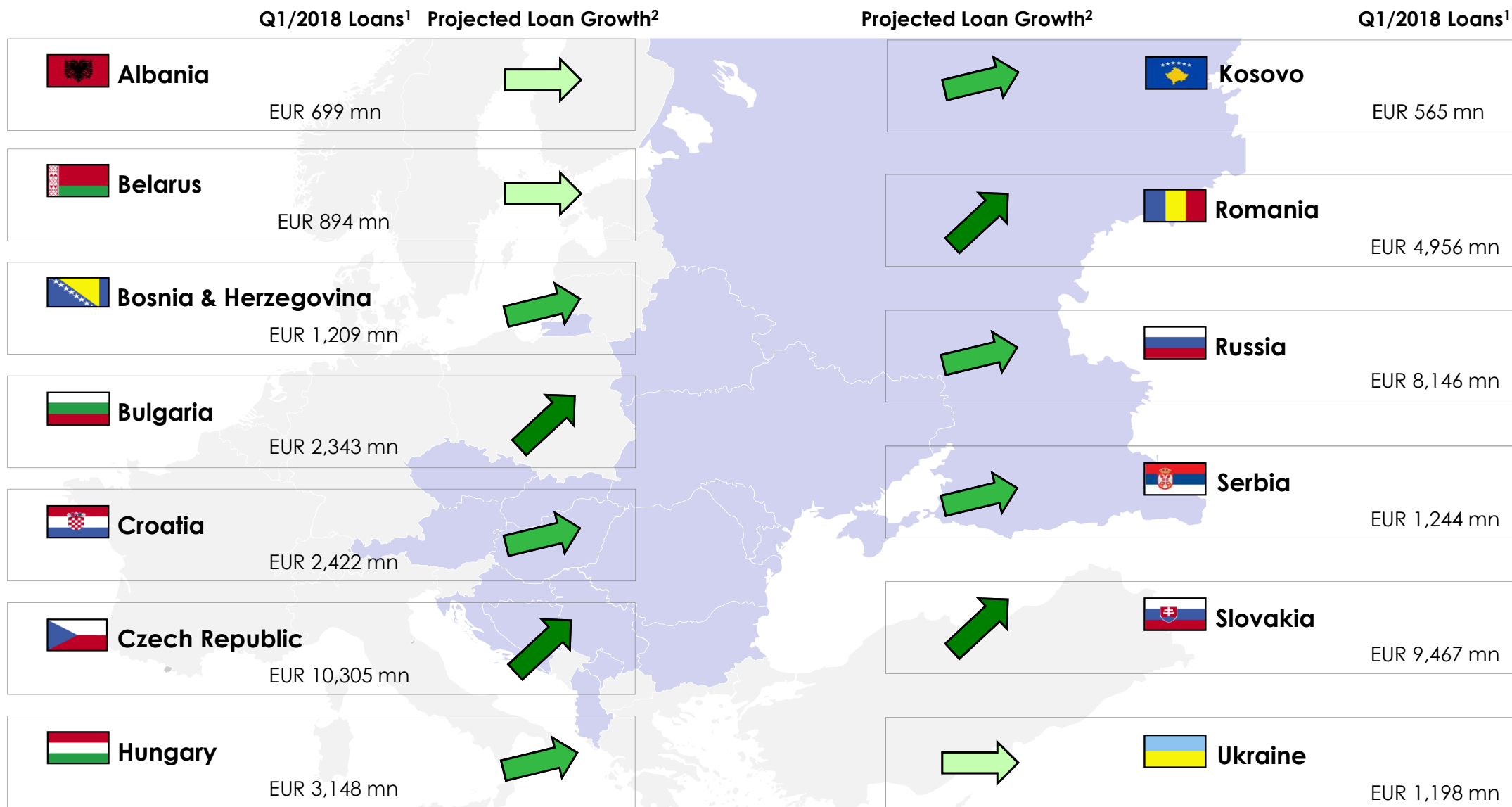


### Provisioning Ratio<sup>1</sup>



1) Annualized

# Growth across the Group



1) Loans to customers  
 2) Based on budgeted 3 year CAGR

## Sale of Core Bank

- Agreement to sell core banking operations of Raiffeisen Bank Polska to Bank BGZ BNP Paribas; expected to close in Q4/2018
- Sales price of approximately EUR 775 mn equal to preliminary multiple of around 0.95 times tangible book value
- Approximately 90 bps positive impact on RBI Group CET1 ratio (fully loaded) based on FY 2017
- Expected direct impact on RBI Group's consolidated profit of around minus EUR 120 mn as a result of the sale, excluding any potential effects from deconsolidation
- Core banking operations sold include approximately EUR 9.5 bn of total assets and RWA of around EUR 5 bn

## Remaining assets

- Remaining Raiffeisen Bank Polska operations, mainly comprising FX retail mortgages, amount to approximately EUR 3.5 bn in total assets and EUR 5 bn in RWA
- RBI intends to transfer these assets to a Polish branch of RBI AG; portfolio to be run down



# Update on Russia

## Key Developments

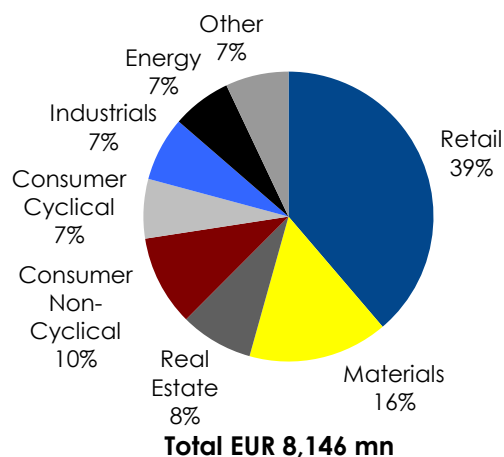
- Loan growth of 2% in Q1/2018 in EUR terms
- Net interest margin increased to 5.95% in Q1/2018 (from 5.43% in Q1/2017) positively influenced by deposit repricing
- Net releases of provisions of EUR 17 mn in Q1/2018 due to NPL sales
- NPL ratio improved to 4.0%; coverage ratio stable at 75.9%
- Total exposure to sanctioned companies amounts to approximately 0.1% of RBI's total assets
- Limited impact on CET 1 ratio from RUB depreciation

## Strategy

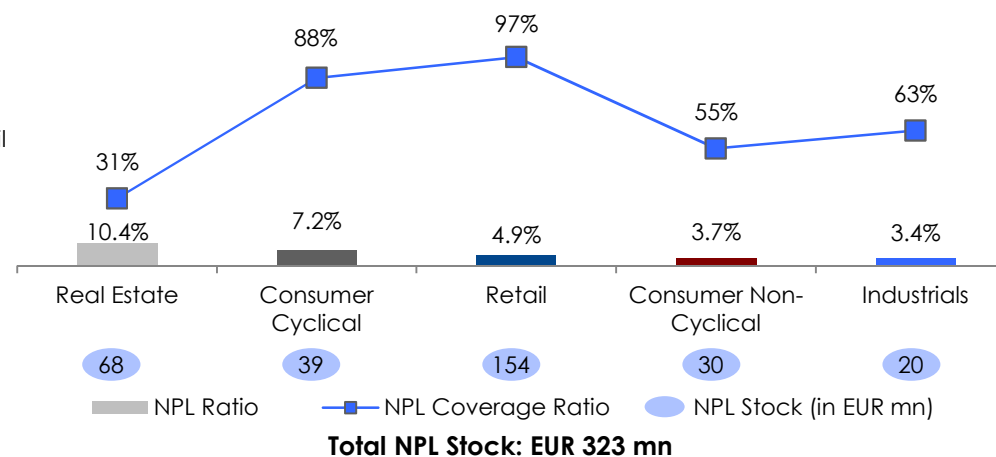
- We will look to grow across all business segments while maintaining our prudent risk approach
- Retail market: expanding the private individual customer base and SME business; increase our geographical reach in both segments through a new digital sales and service model
- Corporate market: diversifying 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, through the combination of our physical presence and digital capabilities

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

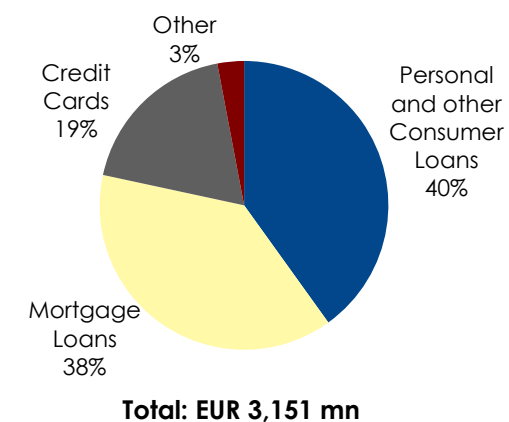
Loan Book Exposure by Category



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



Retail Lending by Product



1) Gross exposure, including NPLs

2) Other categories have NPL ratios below 1% (Other 0.8%; Energy 0.6%)

## Development of Real GDP (%)

Country	2016	2017	2018e	2019f
<b>CE</b>				
Czech Republic	2.5	4.6	3.5	3.2
Hungary	2.2	4.0	3.8	3.2
Poland	2.9	4.6	4.6	3.9
Slovakia	3.3	3.4	4.0	4.0
Slovenia	3.1	5.0	4.9	3.2
<b>CE</b>	<b>2.8</b>	<b>4.4</b>	<b>4.2</b>	<b>3.6</b>
<b>SEE</b>				
Albania	3.4	3.8	4.0	3.8
Bosnia & Herz.	3.1	3.0	2.8	3.0
Bulgaria	3.9	3.6	4.0	3.8
Croatia	3.2	2.8	2.3	2.5
Kosovo	4.1	4.1	4.2	4.0
Romania	4.8	7.0	5.0	3.5
Serbia	2.8	1.9	2.5	2.5
<b>SEE</b>	<b>4.1</b>	<b>5.0</b>	<b>4.1</b>	<b>3.3</b>
<b>EE</b>				
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
<b>EE</b>	<b>(0.1)</b>	<b>1.6</b>	<b>1.6</b>	<b>1.6</b>
<b>Austria</b>	<b>1.5</b>	<b>2.9</b>	<b>2.8</b>	<b>1.9</b>
<b>Germany</b>	<b>1.9</b>	<b>2.5</b>	<b>2.2</b>	<b>1.6</b>
<b>Euro area</b>	<b>1.8</b>	<b>2.5</b>	<b>2.5</b>	<b>1.7</b>

Source: RBI/Raiffeisen Research as of 08/05/2018

## General Market Trends

- **Business cycle dynamics in Central Europe (CE) likely to remain healthy in 2018**, despite a softening in business sentiment from multi-year highs at the start of the year. More moderate inflation rates relieve some pressure to tighten monetary policy in the region
- **Growth in Southeastern Europe (SEE) in 2018 around 4% with Romania still buoyant at 5%**. There are risks that the Romanian public budget deficit overshoots 3% of GDP this year. Growth in Serbia to recover; strong performance also in Bulgaria and Albania
- **New US sanctions increase uncertainties for Russia, while benign oil price dynamics are supportive for growth**. Base scenario remains a continuation of moderate growth of 1-2 percent per year. Russian economic policies to be watched after new government in place and key rate to be reduced only slowly. Belarus in cyclical recovery, Ukraine facing macro-financial risks in case of further delays of IMF payouts
- Sentiment indicators in **Austria and the euro area declined from cyclical highs reached at the end of 2017**, indicating a moderation of business cycle dynamics to growth rates still well-above potential. Euro area inflation is expected to rise only gradually, which allows monetary policy to remain accommodative for a long time

- We will pursue **loan growth** with an average **yearly percentage increase in the mid-single digit** area
- Impairment losses on financial assets (risk costs) in 2018 are expected to be around **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; the sale of the core banking operations in Poland is not reflected

■ Executive Summary . . . . .	3
■ Financials . . . . .	12
■ Risk Management . . . . .	22
■ Appendix . . . . .	26

# Overview of Key Financials

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q1/2018	Q1/2017	y-o-y
Net interest income	829	818	1.3%	829	797	4.0%
Net fee & commission income	410	446	(8.2)%	410	409	0.1%
Net trading income and fair value result	(1)	10	–	(1)	2	–
Other net operating income	45	21	118.0%	45	38	19.0%
<b>Operating income</b>	<b>1,291</b>	<b>1,278</b>	<b>1.0%</b>	<b>1,291</b>	<b>1,253</b>	<b>3.0%</b>
Staff expenses	(384)	(409)	(6.0)%	(384)	(388)	(1.0)%
Other admin expenses	(286)	(315)	(9.1)%	(286)	(280)	2.0%
Depreciation	(70)	(75)	(7.0)%	(70)	(76)	(8.9)%
<b>General administrative expenses</b>	<b>(740)</b>	<b>(798)</b>	<b>(7.3)%</b>	<b>(740)</b>	<b>(745)</b>	<b>(0.7)%</b>
<b>Operating result</b>	<b>551</b>	<b>479</b>	<b>14.9%</b>	<b>551</b>	<b>508</b>	<b>8.4%</b>
Other results	27	(31)	–	27	24	16.3%
Levies and special governmental measures	(132)	(17)	>500.0%	(132)	(120)	10.8%
Impairment losses on financial assets	83	(121)	–	83	(82)	–
<b>Profit/loss before tax</b>	<b>529</b>	<b>311</b>	<b>70.0%</b>	<b>529</b>	<b>330</b>	<b>60.3%</b>
<b>Profit/loss after tax</b>	<b>430</b>	<b>234</b>	<b>83.6%</b>	<b>430</b>	<b>255</b>	<b>68.7%</b>
<b>Consolidated profit/loss</b>	<b>399</b>	<b>206</b>	<b>93.5%</b>	<b>399</b>	<b>220</b>	<b>81.4%</b>
Net interest margin <sup>1</sup> (%)	2.49%	2.55%	(0.06)PP	2.49%	2.44%	0.06PP
RoE <sup>1</sup> (consolidated) (%)	16.6%	8.9%	7.7PP	16.6%	9.6%	7.0PP

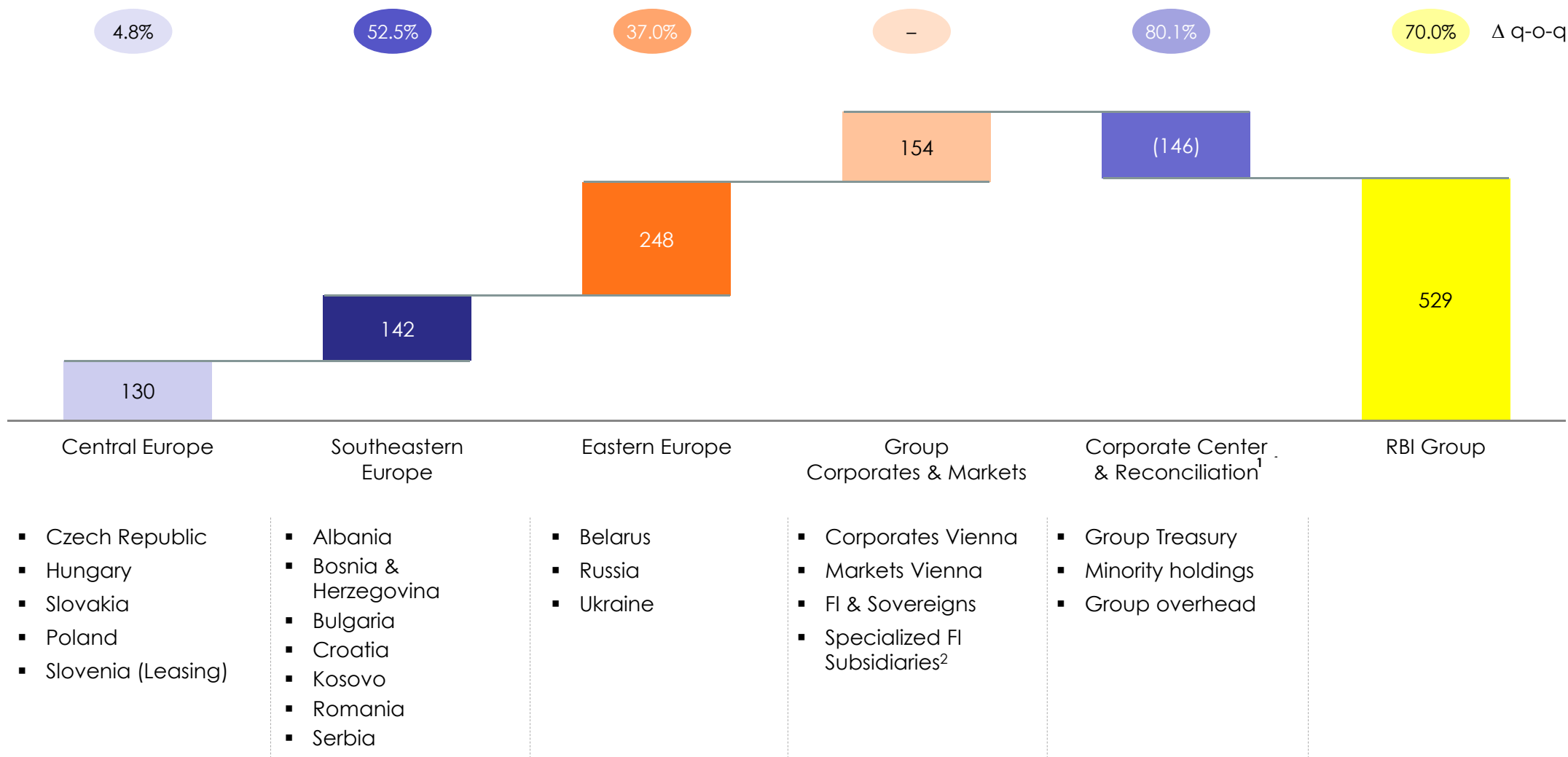
1) Annualized

## Development (q-o-q)

- **Net interest income** up EUR 11 mn mostly due to increases in Czech Republic (up EUR 6 mn) and Romania (up EUR 4 mn)
- **Net fee and commission income** down EUR 37 mn due to seasonality effect and FX movements in Eastern Europe
- **Other net operating income** up EUR 25 mn due to gain on bond sale in GC&M and release of provisions mainly in Russia and GC&M
- **General administrative expenses** down EUR 58 mn: other administrative expenses down EUR 29 mn driven by seasonality; staff expenses down EUR 24 mn due to lower expenses for severance payments and deferred bonus payments
- **Other results** improved EUR 58 mn mostly caused by impairment losses on associates in Q4/2017
- **Levies** up EUR 116 mn due to upfront booking of bank levies and resolution fund fees in Q1/2018
- **Impairment losses on financial assets** improved EUR 204 mn driven by GC&M (down EUR 109 mn) and Russia (down EUR 47 mn)

# Distribution of Profit before Tax – Q1/2018

In EUR mn



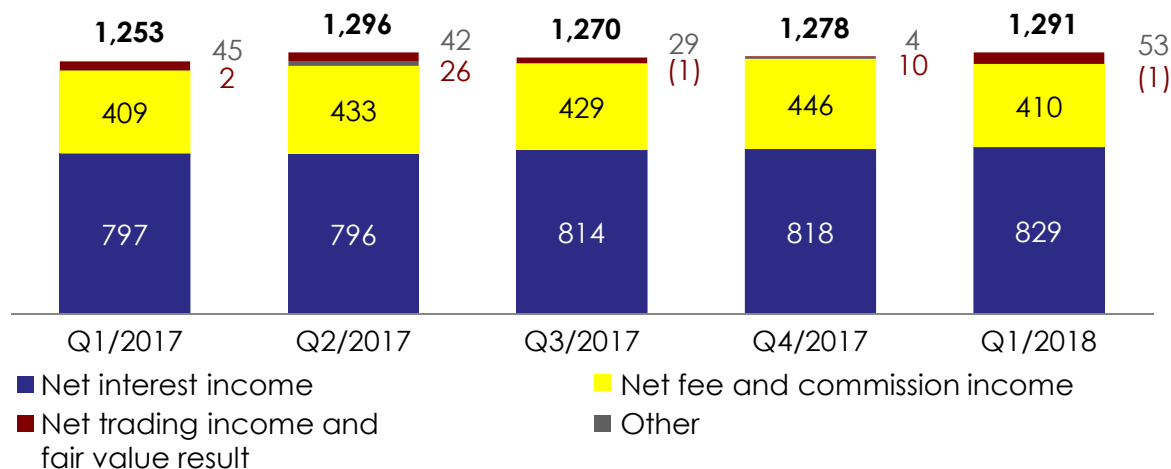
1) Due to the mostly internal nature of Corporate Center, amount netted with Reconciliation for illustrative purposes

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

# Revenue Composition

## Split of Operating Income

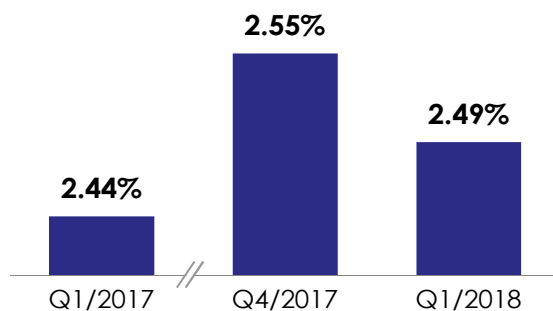
In EUR mn



## Development (q-o-q)

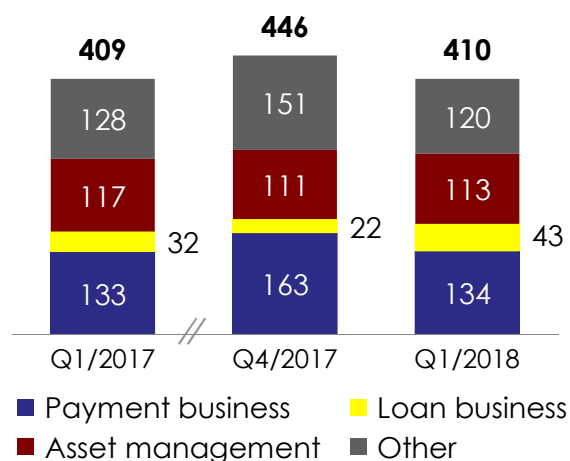
- **Net interest income** up EUR 11 mn mostly due to increases in Czech Republic (up EUR 6 mn) and Romania (up EUR 4 mn); in Q1 NIM decreased 6BP to 2.49%
- **Net fee and commission income** down EUR 37 mn primarily due to lower volumes in payment transfer business (seasonality effect) in almost all countries and GC&M as well as FX movements in Eastern Europe
- **Net trading income and fair value result** down EUR 11 mn mainly triggered by valuation of derivatives in Russia
- **Other net operating income** up EUR 25 mn due to gain on bond sale in GC&M and release of provisions mainly in Russia and GC&M

## Net Interest Margin



## Net Fee and Commission Income

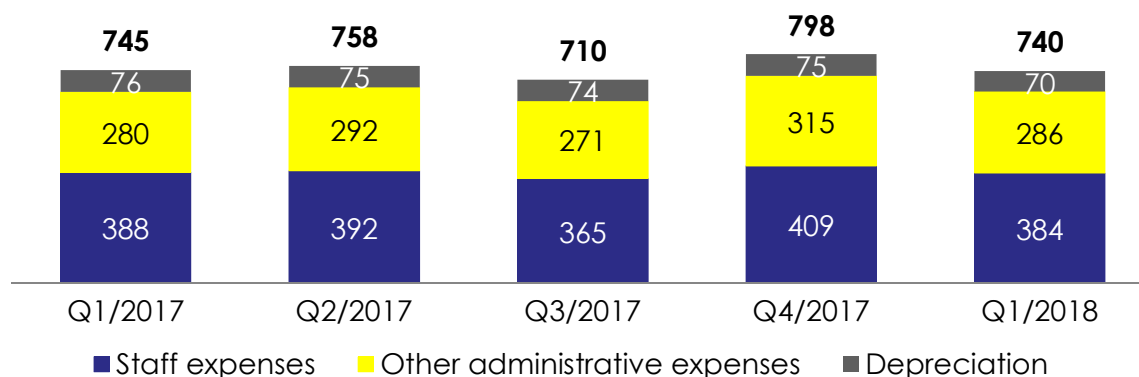
In EUR mn



# Expense Base Breakdown

## Development of General Administrative Expenses

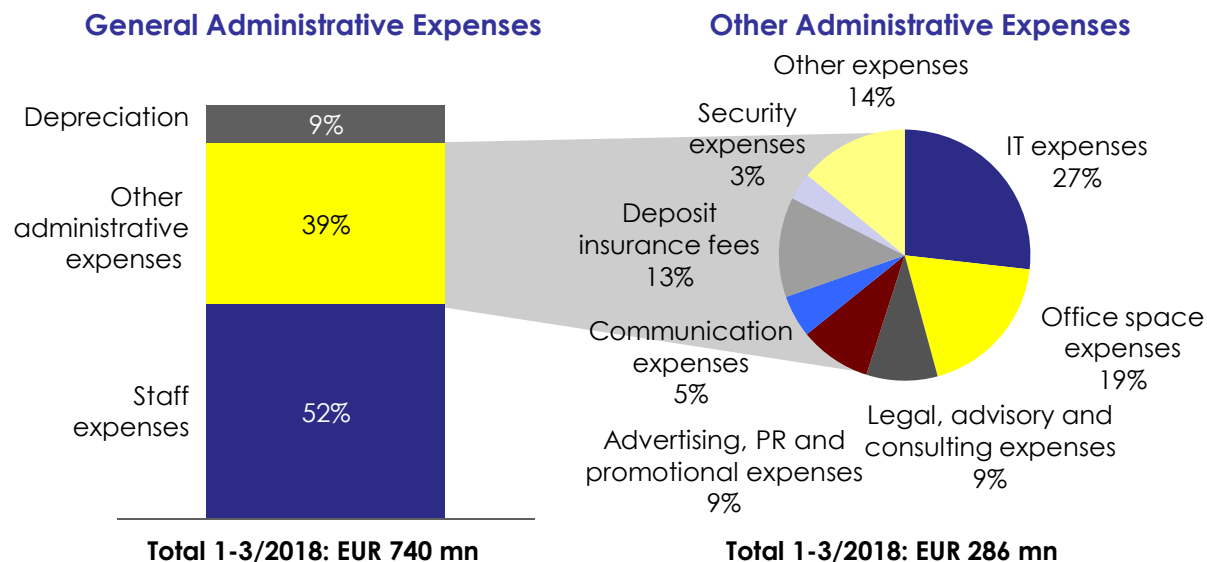
In EUR mn



## Development (q-o-q)

- **General administrative expenses** down EUR 58 mn driven by lower other administrative expenses and lower staff expenses
- **Staff expenses** down EUR 24 mn largely due to higher Q4/2017 expenses for severance payments and deferred bonus payments
- **Other administrative expenses** down EUR 29 mn driven by lower advertising and legal expenses (in total down EUR 37 mn) and lower office space expenses (down EUR 12 mn mainly in Hungary and Russia); partly offset by higher deposit insurance fees (up EUR 19 mn due to upfront booking in Q1) and higher IT expenses (up EUR 10 mn) mainly in head office

## Split of General Administrative Expenses

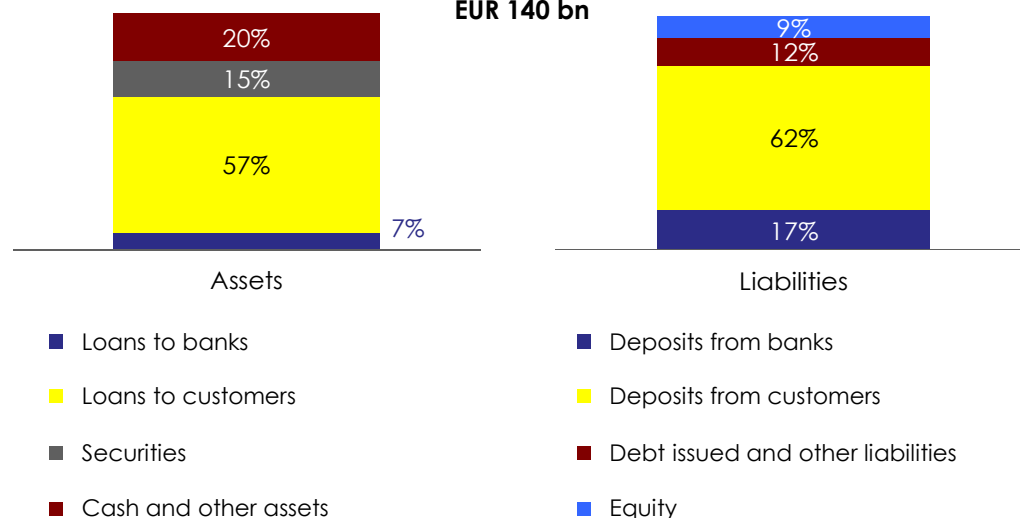




# Balance Sheet Overview

## Balance Sheet (31/03/2018)

EUR 140 bn



In EUR mn	31/03/2018	31/12/2017	q-o-q	31/03/2018	31/03/2017	y-o-y
<b>Total assets</b>	<b>140,033</b>	<b>135,146</b>	<b>3.6%</b>	<b>140,033</b>	<b>138,489</b>	<b>1.1%</b>
Loans to banks	10,386	10,741	(3.3)%	10,386	7,442	39.5%
Loans to customers	80,226	77,745	3.2%	80,226	76,676	4.6%
Securities	21,695	21,967	(1.2)%	21,695	23,014	(5.7)%
Cash and other assets	27,727	24,694	12.3%	27,727	31,357	(11.6)%
<b>Total liabilities</b>	<b>140,033</b>	<b>135,146</b>	<b>3.6%</b>	<b>140,033</b>	<b>138,489</b>	<b>1.1%</b>
Deposits from banks	24,177	22,378	8.0%	24,177	27,386	(11.7)%
Deposits from customers	87,229	84,974	2.7%	87,229	81,511	7.0%
Debt issued and other liabilities	16,627	16,553	0.4%	16,627	19,525	(14.8)%
Equity	12,000	11,241	6.8%	12,000	10,067	19.2%

### Assets

- Total assets: YTD **FX impact** of minus EUR 1.8 bn; devaluation of RUB, USD
- Loans to customers** up EUR 2.5 bn YTD: increases mainly in GC&M (up EUR 1.6 bn mostly driven by repo business with insurance and securities companies), Russia (up EUR 0.2 bn despite depreciation of RUB), Hungary, Czech Republic and Romania (each up EUR 0.2 bn); overall growth in retail business of EUR 0.5 bn
- Cash balances** up EUR 3.5 bn and **other assets** down EUR 0.5 bn, both driven by head office

### Liabilities

- Increase in **deposits from banks** driven by head office
- Deposits from customers** up EUR 2.3 bn: increases predominantly at head office (up EUR 2.0 bn mostly in demand deposits), Hungary (up EUR 0.3 bn), Russia and Romania (each up EUR 0.2 bn); in contrast decreases in Poland (down EUR 0.4 bn)

# RBI Group IFRS 9 Impact on Equity

Financial assets in EUR mn	IAS 39 Carrying Amount 31.12.2017	Reclassifications	Remeasurements	IFRS 9 Carrying Amount 1.1.2018
At amortized cost	96,307	19	(216)	96,111
Fair value through OCI	6,589	368	3	6,961
Non-trading - mandatorily at fair value through profit/loss	0	489	9	499
Designated at fair value through profit/loss	5,370	(854)	0	4,516
Held for trading	4,622	(24)	0	4,598
<b>Total</b>	<b>112,889</b>	<b>0</b>	<b>(203)</b>	<b>112,686</b>

Equity and financial liabilities in EUR mn	IAS 39 Carrying Amount 31.12.2017	Reclassifications	Remeasurements	IFRS 9 Carrying Amount 1.1.2018
At amortized cost	114,794	448	0	115,242
Designated fair value through profit/loss	2,509	(448)	(70)	1,991
Held for trading	4,414	0	0	4,414
Provisions for commitments	119	0	29	148
<b>Liabilities</b>	<b>121,836</b>	<b>0</b>	<b>(41)</b>	<b>121,795</b>
Deferred taxes	114	0	32	147
<b>Equity</b>	<b>11,241</b>	<b>0</b>	<b>(130)</b>	<b>11,112</b>

- RBI applied IFRS 9 for the first time on 1 January 2018
- The total pre-tax impact on the opening balance of RBI Group's equity was EUR 162 mn:
  - A reduction of EUR 244 mn due to the change from incurred loss to expected loss impairment models
  - An increase of EUR 82 mn related to classification and measurement requirements other than impairment
- The total impact on the opening balance of RBI Group's equity after deferred taxes was EUR 130 mn
- Financial assets mandatorily measured at fair value includes loans in the amount of EUR 227 mn
- Impact recognized in full in capital ratios; impact on CET 1 ratio (fully loaded) of minus 10 bps: Provisioning impact minus 31 bps, classification and measurement plus 8 bps, deferred taxes plus 5 bps and IRB shortfall plus 8 bps

Note: Final IFRS 9 impact may deviate slightly. IRB shortfall benefit can only be recognized in regulatory capital ratios following audit

# Regulatory Capital Overview

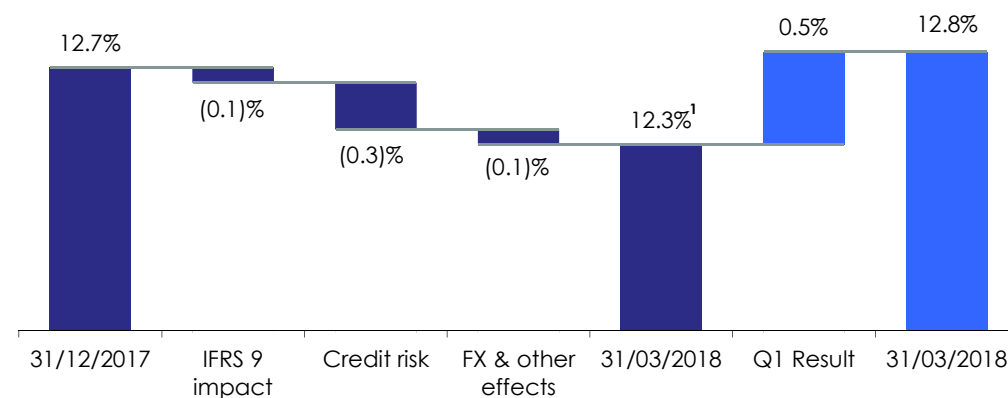
## Regulatory Capital Structure

In EUR mn	31/03/2018	31/12/2017
Common equity tier 1 (before deductions)	9,806	9,955
Deduction items	870	688
Common equity tier 1 (after deductions)	8,936	9,266
Additional tier 1 (after deductions)	1,223	573
Tier 1 (after deductions)	10,159	9,839
Tier 2 (after deductions)	2,514	3,053
Total capital	12,674	12,892
Risk-weighted assets (total RWA)	73,102	71,902
Common equity tier 1 ratio (fully loaded)	12.2%	12.7%
Common equity tier 1 ratio (transitional)	12.2%	12.9%
Tier 1 ratio (fully loaded)	13.8%	13.6%
Tier 1 ratio (transitional)	13.9%	13.7%
Total capital ratio (fully loaded)	17.2%	17.8%
Total capital ratio (transitional)	17.3%	17.9%
Leverage ratio (fully loaded)	6.0%	6.1%
Leverage exposure (total)	166,970	160,828

## Changes in Regulatory Capital (YTD)

- **Common equity tier 1 capital** down by EUR 330 mn to EUR 8,936 mn mainly due to IFRS 9 effects and full application of CRR transitional rules
- IFRS 9 impact expected at minus 10 bps subject to recognition of IRB shortfall change following audit
- Total **RWAs** increased by EUR 1.2 bn:
  - **Credit risk non-retail:** EUR 0.9 bn increase primarily due to growth in corporate business and sovereign exposure in Russia and Romania
  - **Credit risk retail:** EUR 0.4 bn increase primarily driven by PI business (mortgages and personal loans) in Slovakia, Russia and Ukraine (supported by UAH appreciation)
  - **Market & Operational Risk** stable: marked risk increased by EUR 50 mn and operational risk decreased by EUR 60 mn
- **Leverage ratio** (fully loaded) of 6.0% (transitional: 6.1%)

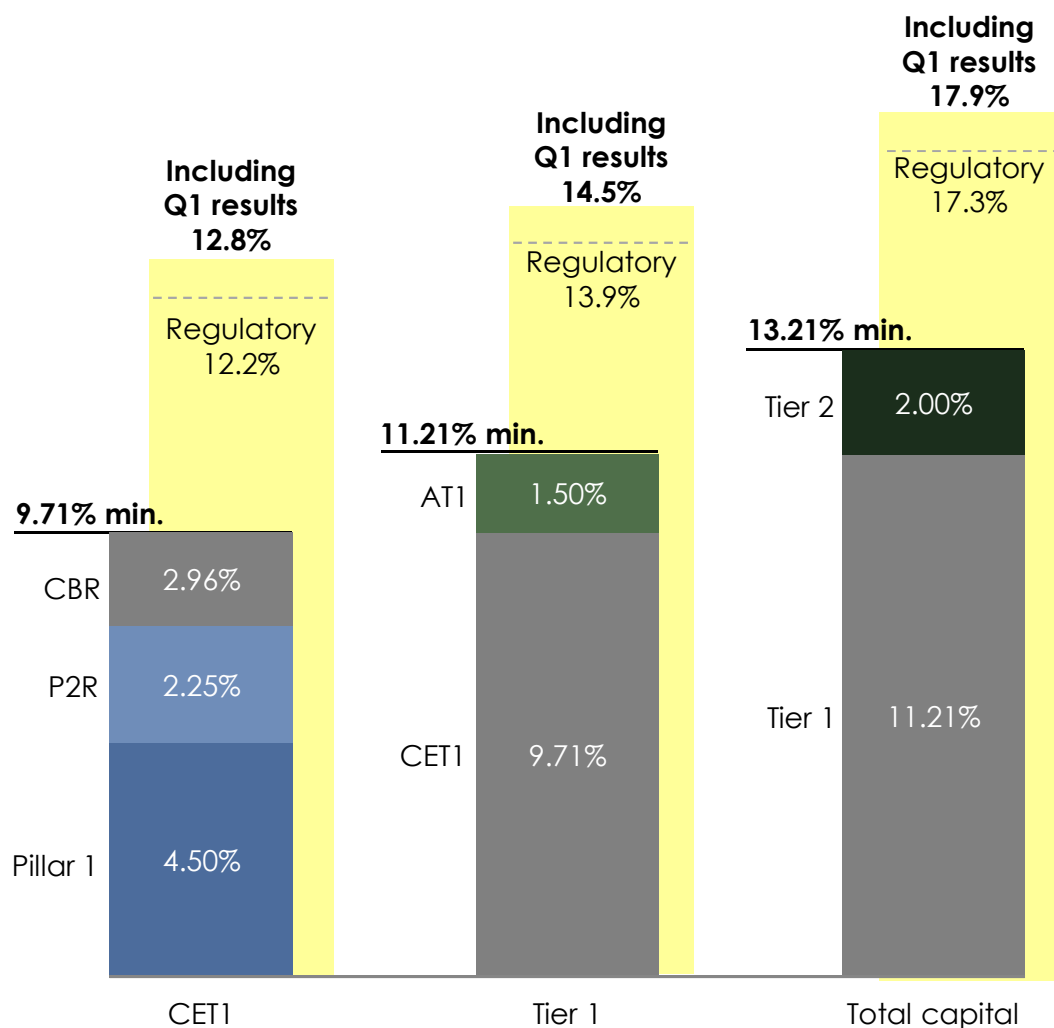
## Development of CET1 ratio (fully loaded)



1) Including 8bps for the IRB shortfall benefit pending audit

# Capital Ratios well above Requirements

## Group Capital Requirements



Note: Ratios on applicable rules as at 31/03/2018; regulatory ratios shown exclude Q1 2018 results

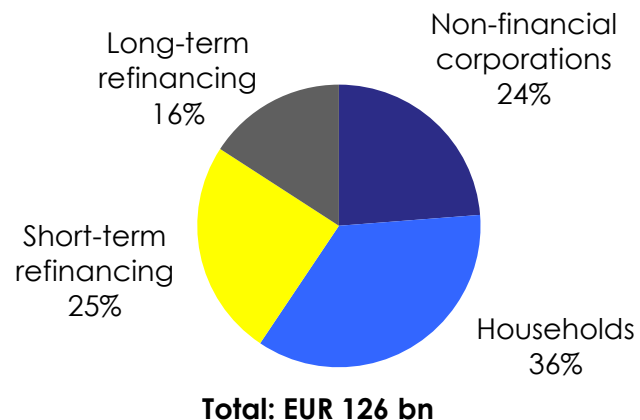
## Further Details (RBI Group)

- 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
- AT1 requirement now fully covered with AT1 capital after January issuance
- Maximum distributable amount (MDA) restrictions at 9.71% at 31/3/2018
- Buffer to MDA trigger is 2.51%
- Including Q1/2018 results, the buffer to MDA trigger is 3.08%
- Available distributable items (ADI) of EUR 1,602 mn as of 31/03/2018
- Fully loaded ratios 12.8% CET1; 14.3% Tier 1; 17.8% Total capital
- IFRS 9 impact currently at minus 18bps; after finalization of the opening balance pre-audit the effect will reduce to minus 10bps

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

# Funding Overview

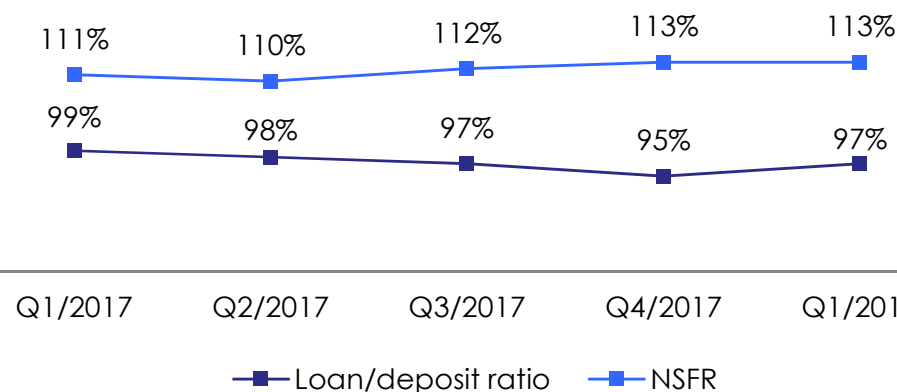
## Funding Structure (31/03/2018)



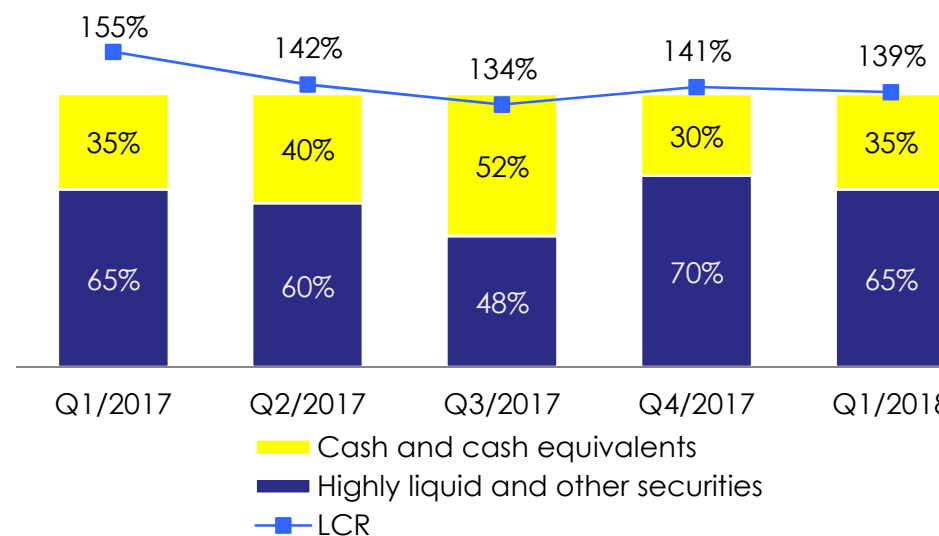
## Overview of Funding Plan

- Diversified funding profile
- Loan/deposit ratio at 97.3% (up 1.9PP 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

## NSFR and Loan/Deposit Ratio



## LCR Development



■ Executive Summary . . . . .	3
■ Financials . . . . .	12
■ Risk Management . . . . .	22
■ Appendix . . . . .	26

# RWA and Credit Portfolio Development

## RWA and Credit Portfolio Development

In EUR mn	Total Exposure 31/03/2018	Retail 31/03/2018	Non Retail 31/03/2018	Total Exposure Change (YTD)	RWA 31/03/2018	Change RWA (YTD)
Czech Republic	20,097	7,332	12,765	1.6%	6,645	1.9%
Hungary	7,658	875	6,783	2.0%	3,478	7.2%
Poland	13,219	5,314	7,905	(4.1%)	9,362	0.3%
Slovakia	15,265	6,162	9,103	(0.7%)	5,785	3.0%
<b>Central Europe<sup>1</sup></b>	<b>56,275</b>	<b>19,684</b>	<b>36,591</b>	<b>(0.4%)</b>	<b>24,556</b>	<b>2.2%</b>
Albania	1,830	308	1,522	(4.5%)	1,417	(2.5%)
Bosnia & Herzegovina	2,390	872	1,518	0.7%	1,733	0.3%
Bulgaria	4,223	1,325	2,899	(1.9%)	1,936	8.2%
Croatia	5,260	1,735	3,525	(3.0%)	2,799	4.5%
Kosovo	912	319	594	(3.0%)	595	2.7%
Romania	10,381	3,616	6,764	4.3%	4,687	3.6%
Serbia	3,003	593	2,410	1.0%	1,772	2.2%
<b>Southeastern Europe</b>	<b>27,999</b>	<b>8,767</b>	<b>19,232</b>	<b>0.4%</b>	<b>14,938</b>	<b>3.1%</b>
Belarus	1,642	294	1,348	1.9%	1,373	(6.2%)
Russia	15,797	3,941	11,856	5.8%	8,524	7.9%
Ukraine	2,584	460	2,124	2.4%	2,056	9.3%
<b>Eastern Europe</b>	<b>20,023</b>	<b>4,696</b>	<b>15,328</b>	<b>5.0%</b>	<b>11,954</b>	<b>6.3%</b>
<b>GC&amp;M</b>	<b>70,277</b>	<b>5,364</b>	<b>64,913</b>	<b>5.8%</b>	<b>19,848</b>	<b>(1.5%)</b>
<b>Corporate Center &amp; Reconciliation</b>	<b>25</b>	<b>0</b>	<b>25</b>	<b>(6.6%)</b>	<b>1,002</b>	<b>(17.0%)</b>
<b>Total RBI Group</b>	<b>174,600</b>	<b>38,511</b>	<b>136,089</b>	<b>2.8%</b>	<b>73,102</b>	<b>1.7%</b>

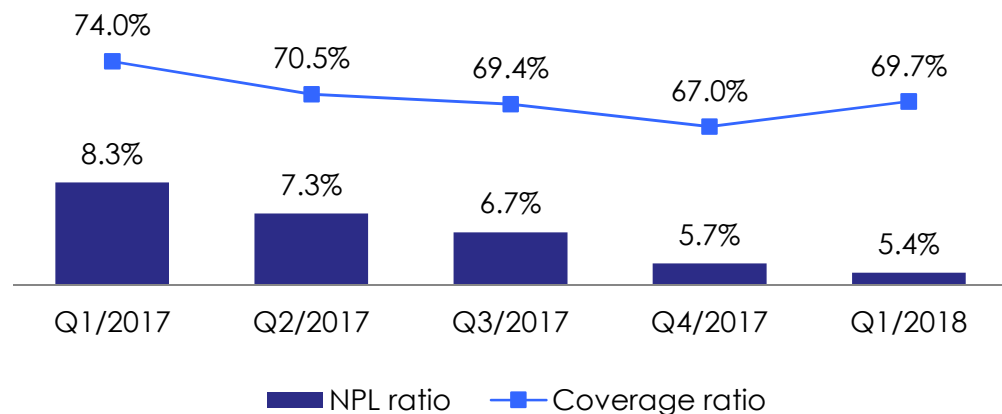
1) Including Slovenia

## Comments (q-o-q)

- **Credit risk RWA** increased by EUR 1,206 mn
  - **Non-retail:** RWA increased by EUR 863 mn primarily due to growth in corporate business and sovereign exposure in Russia and Romania
  - **Retail:** RWA increased by EUR 363 mn primarily driven by increased PI business (mortgages and personal loans) in Slovakia, Russia and Ukraine (supported by UAH appreciation)
- **Market risk RWA** (up EUR 49 mn) and **operational risk RWA** (down by EUR 56 mn) stable
- **Exposure:** Increase in Russia based on sovereign, and loan business; GC&M development is driven by higher sovereign and central bank exposures; reduction in Poland due to decreased sovereign bond and PI business
- **RWA increase in Slovakia** driven by higher FI and corporate exposure
- **RWA increase in Bulgaria** due to loan growth offset by lower sovereign exposure
- **RWA increase in Romania** based on higher loans (corporate and retail) and higher national bank exposure

# NPL and Provisioning Ratio Development

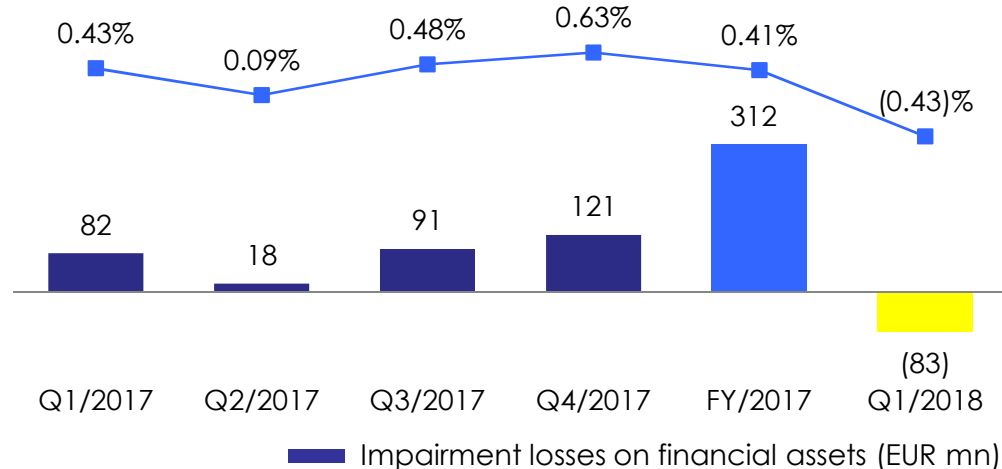
## NPL as % of Customer Loans and NPL Coverage Ratio



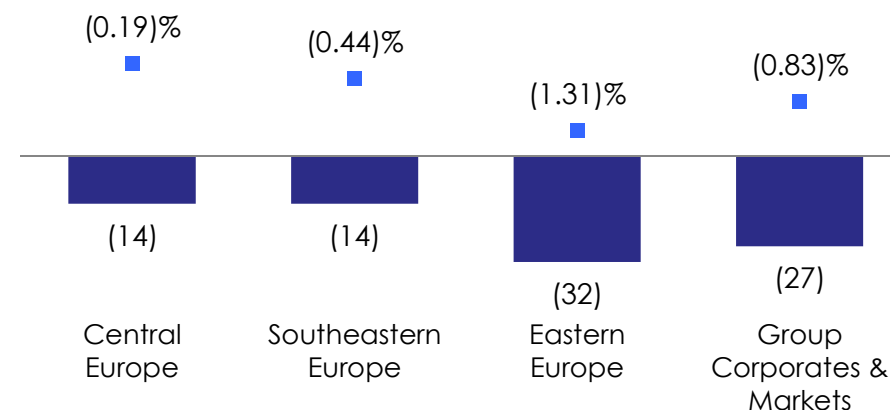
## Comments

- Strong improvement in **risk costs and NPL ratio** due to NPL sales of EUR 135 mn and recoveries (incl. writebacks) of EUR 200 mn
- NPL ratio** down by 0.3PP to 5.4%; largest decrease in Southeastern Europe by 0.7PP and Central Europe by 0.2PP
- NPL coverage ratio** up by 2.7PP YTD to 69.7% driven by Czech Republic, Croatia and Bulgaria, mainly due to IFRS 9
- Impairment losses on financial assets** improved EUR 166 mn y-o-y to a net release of EUR 83 mn supported by positive risk environment across most markets and by recoveries and gains from NPL sales
- Main developments:** Largest changes in provisions y-o-y in GC&M (down EUR 82 mn), Romania (down EUR 34 mn), Poland (down EUR 24 mn) and Russia (down EUR 21 mn)

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



## Provisioning Ratio in Q1/2018 by segment





# NPL Distribution by Country

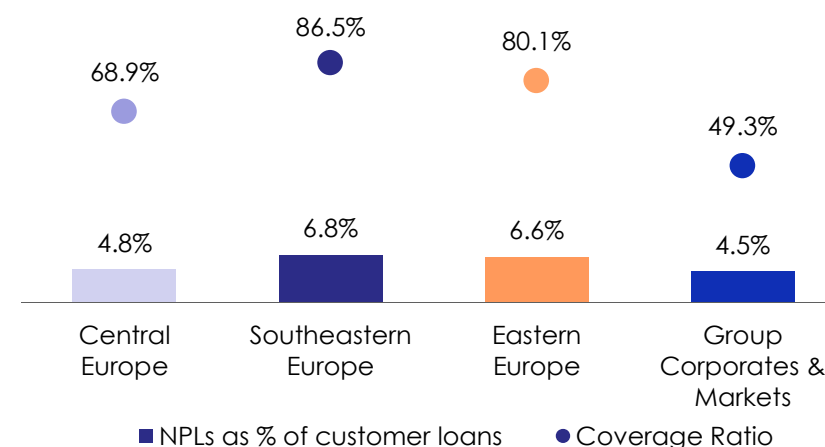
## NPL Ratio and Coverage Ratio

In EUR mn	NPL Stock 31/03/2018	NPL Ratio 31/03/2018	NPL Ratio 31/12/2017	NPL Coverage Ratio 31/03/2018	NPL Coverage Ratio 31/12/2017
Czech Republic	243	2.3%	2.6%	99.4%	86.6%
Hungary	268	8.0%	8.1%	72.4%	68.2%
Poland	706	8.7%	8.9%	57.2%	61.7%
Slovakia	279	2.9%	2.9%	74.2%	69.9%
<b>Central Europe<sup>1</sup></b>	<b>1,522</b>	<b>4.8%</b>	<b>5.0%</b>	<b>68.9%</b>	<b>67.7%</b>
Albania	125	15.7%	16.3%	80.2%	78.7%
Bosnia & Herzegovina	88	6.8%	6.9%	94.5%	89.9%
Bulgaria	98	4.0%	4.3%	96.9%	88.8%
Croatia	312	11.6%	13.1%	88.6%	79.4%
Kosovo	26	4.4%	4.8%	80.7%	79.1%
Romania	272	5.3%	6.0%	81.6%	78.3%
Serbia	52	4.0%	4.7%	85.2%	83.8%
<b>Southeastern Europe</b>	<b>973</b>	<b>6.8%</b>	<b>7.5%</b>	<b>86.5%</b>	<b>81.0%</b>
Belarus	56	5.9%	6.0%	88.7%	87.9%
Russia	333	4.0%	4.1%	75.9%	75.4%
Ukraine	325	22.1%	20.6%	82.9%	80.5%
<b>Eastern Europe</b>	<b>714</b>	<b>6.6%</b>	<b>6.4%</b>	<b>80.1%</b>	<b>78.6%</b>
<b>GC&amp;M</b>	<b>1,234</b>	<b>4.5%</b>	<b>4.9%</b>	<b>49.3%</b>	<b>48.2%</b>
<b>Total RBI Group</b>	<b>4,482</b>	<b>5.4%</b>	<b>5.7%</b>	<b>69.7%</b>	<b>67.0%</b>

## Comments (YTD)

- **NPL** down by EUR 130 mn due to NPL sales of EUR 135 mn and recoveries (incl. writebacks) of EUR 200 mn
- **NPL increased** (net of FX effects) in Ukraine (EUR 57 mn due to IFRS 9 effects) and Hungary (EUR 16 mn)
- **NPL decreased** (net of FX effects) in most markets and notably in Group Corporates & Markets (EUR 70 mn), Croatia and Czech Republic (EUR 33 mn each) and Romania (EUR 27 mn)
- **NPL ratio** down by 0.3PP to 5.4%; 1.5PP decrease in Croatia
- **NPL coverage ratio** up by 2.7PP to 69.7% driven by Czech Republic, Croatia and Bulgaria, mainly due to IFRS 9

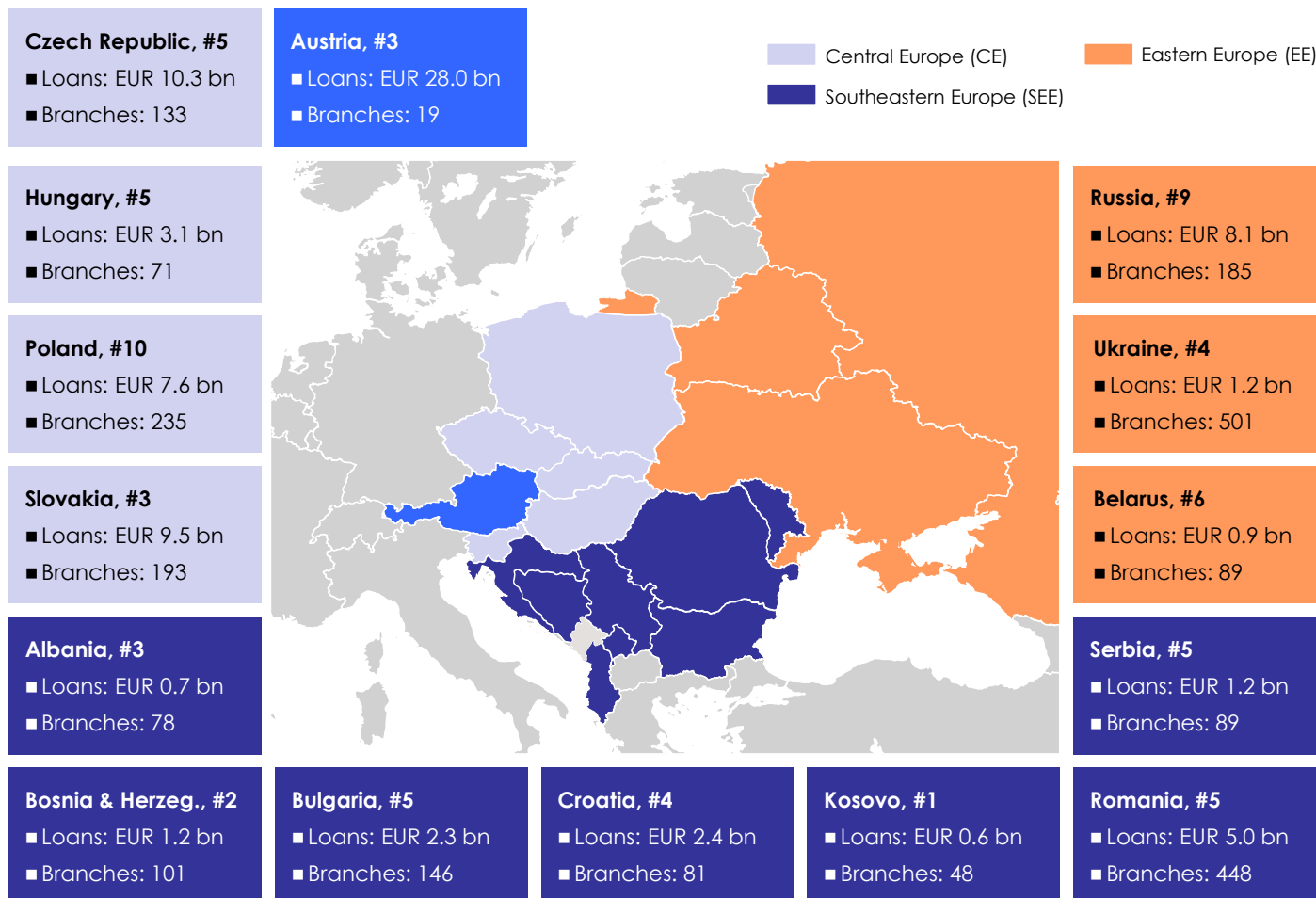
## NPL Breakdown by Segment (31/03/2018)



1) Including Slovenia

■ Executive Summary . . . . .	3
■ Financials . . . . .	12
■ Risk Management . . . . .	22
■ Appendix . . . . .	26

# Geographic Footprint



- Leading regional player with CEE presence of over 30 years servicing approx. 16.6 million customers
- Covering 15 markets (incl. Austria), thereof eight are EU members and Serbia and Albania have candidate status
- Top 5 market position in 12 countries
- Strong market position with Austrian corporates focusing on CEE

Note: Ranking based on loans to customers as of 31/12/2017  
 Additionally, RBI operates leasing units in Slovenia, Moldova and Kazakhstan

# Country and Segment Overview



1-3/2018	Total Assets (EUR mn)	Share of Total Assets <sup>2</sup>	Loan/deposit Ratio	Net Interest Margin	Provisioning Ratio	NPL Ratio	NPL Coverage Ratio
Czech Republic	16,343	11.7%	86.7%	2.06%	0.19%	2.3%	99.4%
Hungary	7,258	5.2%	65.9%	1.96%	(1.31)%	8.0%	72.4%
Poland	11,191	8.0%	104.2%	2.33%	(0.49)%	8.7%	57.2%
Slovakia	12,546	9.0%	99.3%	2.25%	0.01%	2.9%	74.2%
<b>Central Europe<sup>1</sup></b>	<b>46,576</b>	<b>33.3%</b>	<b>91.5%</b>	<b>2.20%</b>	<b>(0.19)%</b>	<b>4.8%</b>	<b>68.9%</b>
Albania	1,851	1.3%	47.3%	3.00%	(4.36)%	15.7%	80.2%
Bosnia and Herzegovina	2,227	1.6%	75.1%	3.38%	(0.04)%	6.8%	94.5%
Bulgaria	3,764	2.7%	85.7%	2.80%	(0.03)%	4.0%	96.9%
Croatia	4,453	3.2%	73.2%	2.90%	(0.32)%	11.6%	88.6%
Kosovo	879	0.6%	81.3%	4.68%	0.42%	4.4%	80.7%
Romania	8,391	6.0%	74.4%	3.87%	(0.13)%	5.3%	81.6%
Serbia	2,320	1.7%	74.2%	4.08%	(1.20)%	4.0%	85.2%
<b>Southeastern Europe</b>	<b>23,883</b>	<b>17.1%</b>	<b>73.9%</b>	<b>3.45%</b>	<b>(0.44)%</b>	<b>6.8%</b>	<b>86.5%</b>
Belarus	1,532	1.1%	87.9%	6.45%	(0.64)%	5.9%	88.7%
Russia	12,577	9.0%	88.5%	5.95%	(0.84)%	4.0%	75.9%
Ukraine	2,083	1.5%	76.1%	11.00%	(5.14)%	22.1%	82.9%
<b>Eastern Europe<sup>3</sup></b>	<b>16,189</b>	<b>11.6%</b>	<b>86.8%</b>	<b>6.60%</b>	<b>(1.31)%</b>	<b>6.6%</b>	<b>80.1%</b>
<b>Group Corporates &amp; Markets</b>	<b>48,734</b>	<b>34.8%</b>	<b>153.6%</b>	<b>1.05%</b>	<b>(0.83)%</b>	<b>4.5%</b>	<b>49.3%</b>
<b>Corporate Center</b>	<b>26,215</b>	<b>18.7%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total RBI Group</b>	<b>140,033</b>	<b>100.0%</b>	<b>97.3%</b>	<b>2.49%</b>	<b>(0.43)%</b>	<b>5.4%</b>	<b>69.7%</b>

1) Including Slovenia 2) Excludes reconciliation of EUR 21.6 bn 3) Includes Kazakhstan

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	829	818	1.3%	814	796	797	3,225
Net fee and commission income	410	446	(8.2)%	429	433	409	1,718
Net trading income and fair value result	(1)	10	–	(1)	26	2	37
Other net operating income	45	21	118.0%	19	22	38	100
Operating income	1,291	1,278	1.0%	1,270	1,297	1,253	5,098
General administrative expenses	(740)	(798)	(7.3)%	(710)	(758)	(745)	(3,011)
Operating result	551	479	14.9%	560	540	508	2,087
Other results	27	(31)	–	(1)	9	24	0
Levies and special governmental measures	(132)	(17)	>500.0%	(16)	(12)	(120)	(163)
Impairment losses on financial assets	83	(121)	–	(91)	(18)	(82)	(312)
Profit/loss before tax	529	311	70.0%	452	519	330	1,612
Profit/loss after tax	430	234	83.6%	356	401	255	1,246
Return on equity before tax <sup>1</sup>	19.4%	12.2%	7.1PP	21.0%	21.3%	13.4%	16.2%
Return on equity after tax <sup>1</sup>	15.8%	9.2%	6.5PP	16.2%	16.5%	10.4%	12.5%
Net interest margin <sup>1</sup>	2.49%	2.55%	(0.06)PP	2.47%	2.44%	2.44%	2.48%
Cost/income ratio	57.3%	62.5%	(5.2)PP	55.9%	58.4%	59.5%	59.1%
Loan/deposit ratio	97.3%	95.4%	1.9PP	97.1%	97.8%	99.1%	95.4%
Provisioning ratio <sup>1</sup>	(0.43)%	0.63%	(1.06)PP	0.48%	0.09%	0.43%	0.41%
NPL ratio	5.4%	5.7%	(0.3)PP	6.7%	7.3%	8.3%	5.7%
NPL coverage ratio	69.7%	67.0%	2.7PP	69.4%	70.5%	74.0%	67.0%
Total assets	140,033	135,146	3.6%	139,963	138,603	138,489	135,146
RWA	73,102	71,902	1.7%	69,670	69,021	69,864	71,902
Equity	12,000	11,241	6.8%	11,055	10,234	10,067	11,241
Loans to customers	80,226	77,745	3.2%	76,648	76,384	76,676	77,745
- Hereof non-financial corporations % <sup>2</sup>	52.4%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	38.2%	–	–	–	–	–	–
- Hereof FCY %	–	–	–	–	–	–	–
Deposits from customers	87,229	84,974	2.7%	83,892	81,725	81,511	84,974
Business outlets	2,423	2,409	0.6%	2,410	2,425	2,500	2,409
Number of employees	50,036	49,700	0.7%	49,445	49,688	50,094	49,700
Number of customers (in mn)	16.6	16.5	0.3%	16.5	16.5	16.6	16.5

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) – Czech Republic Raiffeisen Bank International

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	82	76	8.0%	70	66	68	280
Net fee and commission income	33	36	(9.2)%	30	32	33	132
Net trading income and fair value result	0	6	(95.0)%	8	11	6	31
Other net operating income	3	5	(27.9)%	10	6	7	27
Operating income	119	123	(3.1)%	118	117	114	472
General administrative expenses	(64)	(65)	(1.1)%	(61)	(59)	(62)	(247)
Operating result	55	58	(5.3)%	56	59	52	225
Other results	0	(0)	–	0	(0)	0	(0)
Levies and special governmental measures	(11)	(0)	>500.0%	(0)	(0)	(8)	(9)
Impairment losses on financial assets	(5)	(2)	116.9%	(15)	2	(6)	(21)
Profit/loss before tax	39	55	(30.0)%	41	61	38	195
Profit/loss after tax	32	28	15.7%	33	49	30	139
Return on equity before tax <sup>1</sup>	12.4%	18.9%	(6.5)PP	14.3%	21.2%	13.7%	17.1%
Return on equity after tax <sup>1</sup>	10.2%	9.4%	0.8PP	11.3%	17.1%	10.9%	12.2%
Net interest margin <sup>1</sup>	2.06%	1.92%	0.14PP	1.73%	1.65%	1.78%	1.77%
Cost/income ratio	54.1%	53.0%	1.1PP	52.1%	49.9%	54.3%	52.3%
Loan/deposit ratio	86.7%	84.3%	2.3PP	87.2%	85.9%	87.0%	84.3%
Provisioning ratio <sup>1</sup>	0.19%	0.09%	0.10PP	0.61%	(0.09)%	0.25%	0.22%
NPL ratio	2.3%	2.6%	(0.3)PP	3.0%	3.6%	3.9%	2.6%
NPL coverage ratio	99.4%	86.6%	12.8PP	80.7%	72.0%	74.5%	86.6%
Total assets	16,343	16,125	1.4%	16,411	16,592	15,728	16,125
RWA	6,645	6,521	1.9%	6,437	6,339	6,017	6,521
Equity	1,274	1,255	1.5%	1,251	1,207	1,162	1,255
Loans to customers	10,305	10,140	1.6%	9,995	9,808	9,343	10,140
- Hereof non-financial corporations % <sup>2</sup>	41.9%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	54.8%	–	–	–	–	–	–
- Hereof FCY %	11.9%	14.1%	(2.2)PP	15.0%	15.3%	15.3%	14.1%
Deposits from customers	12,184	12,266	(0.7)%	11,981	11,887	11,237	12,266
Business outlets	133	132	0.8%	131	131	132	132
Number of employees	3,366	3,325	1.2%	3,307	3,309	3,362	3,325
Number of customers (in mn)	1.1	1.1	(0.3)%	1.2	1.2	1.2	1.1

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

# Country Financials (CE) – Hungary



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	34	33	3.0%	35	34	35	137
Net fee and commission income	31	34	(8.5)%	32	33	31	130
Net trading income and fair value result	5	0	>500.0%	1	0	1	3
Other net operating income	(12)	(14)	(17.1)%	(9)	(7)	(8)	(38)
Operating income	58	53	10.0%	59	60	62	234
General administrative expenses	(36)	(48)	(24.5)%	(42)	(38)	(36)	(163)
Operating result	22	5	361.6%	18	22	26	70
Other results	(0)	14	–	2	(1)	(4)	10
Levies and special governmental measures	(15)	(0)	>500.0%	1	0	(15)	(14)
Impairment losses on financial assets	10	4	122.5%	8	26	14	52
Profit/loss before tax	16	23	(28.4)%	28	47	21	119
Profit/loss after tax	14	20	(30.1)%	26	49	18	113
Return on equity before tax <sup>1</sup>	9.9%	15.8%	(5.9)PP	18.5%	30.2%	13.8%	19.5%
Return on equity after tax <sup>1</sup>	8.5%	14.0%	(5.4)PP	17.1%	31.1%	12.3%	18.6%
Net interest margin <sup>1</sup>	1.96%	1.92%	0.04PP	2.08%	2.06%	2.17%	2.05%
Cost/income ratio	62.4%	91.0%	(28.6)PP	70.3%	63.6%	57.6%	69.9%
Loan/deposit ratio	65.9%	65.2%	0.8PP	68.1%	67.6%	68.4%	65.2%
Provisioning ratio <sup>1</sup>	(1.31)%	(0.61)%	(0.71)PP	(1.06)%	(3.81)%	(2.12)%	(1.87)%
NPL ratio	8.0%	8.1%	(0.1)PP	9.3%	10.9%	13.9%	8.1%
NPL coverage ratio	72.4%	68.2%	4.2PP	67.3%	64.3%	73.4%	68.2%
Total assets	7,258	7,040	3.1%	7,098	6,922	6,795	7,040
RWA	3,478	3,243	7.2%	3,400	3,536	3,625	3,243
Equity	676	670	0.8%	663	700	630	670
Loans to customers	3,148	2,964	6.2%	2,890	2,808	2,719	2,964
- Hereof non-financial corporations % <sup>2</sup>	73.3%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	21.3%	–	–	–	–	–	–
- Hereof FCY %	46.0%	43.2%	2.8PP	42.5%	46.8%	44.7%	43.2%
Deposits from customers	5,320	5,049	5.4%	4,911	4,667	4,603	5,049
Business outlets	71	71	0.0%	71	71	72	71
Number of employees	2,012	1,993	1.0%	1,968	1,991	2,006	1,993
Number of customers (in mn)	0.5	0.5	(0.0)%	0.5	0.5	0.5	0.5

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

# Country Financials (CE) – Poland



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	64	66	(2.5)%	67	65	61	260
Net fee and commission income	32	35	(8.4)%	35	35	33	138
Net trading income and fair value result	5	2	119.9%	3	0	4	9
Other net operating income	1	8	(84.8)%	(0)	12	(2)	17
Operating income	102	111	(7.9)%	104	115	96	426
General administrative expenses	(59)	(56)	4.1%	(54)	(57)	(63)	(230)
Operating result	44	55	(20.2)%	50	58	33	196
Other results	(1)	0	–	0	0	0	0
Levies and special governmental measures	(19)	(8)	143.9%	(7)	(8)	(20)	(43)
Impairment losses on financial assets	10	(19)	–	(33)	(21)	(15)	(87)
Profit/loss before tax	34	28	19.4%	10	30	(2)	67
Profit/loss after tax	21	21	(2.2)%	3	21	4	49
Return on equity before tax <sup>1</sup>	9.2%	7.6%	1.6PP	2.8%	8.0%	–	4.5%
Return on equity after tax <sup>1</sup>	5.7%	5.7%	(0.1)PP	0.8%	5.7%	1.0%	3.3%
Net interest margin <sup>1</sup>	2.33%	2.32%	0.01PP	2.41%	2.27%	2.11%	2.28%
Cost/income ratio	57.4%	50.8%	6.6PP	51.7%	49.5%	65.7%	54.0%
Loan/deposit ratio	104.2%	101.9%	2.4PP	107.4%	106.7%	105.2%	101.9%
Provisioning ratio <sup>1</sup>	(0.49)%	0.96%	(1.45)PP	1.65%	1.04%	0.75%	1.10%
NPL ratio	8.7%	8.9%	(0.1)PP	8.4%	8.3%	8.6%	8.9%
NPL coverage ratio	57.2%	61.7%	(4.5)PP	60.9%	58.0%	56.9%	61.7%
Total assets	11,191	11,724	(4.5)%	11,359	11,791	11,959	11,724
RWA	9,362	9,333	0.3%	6,542	6,526	6,421	9,333
Equity	1,462	1,554	(5.9)%	1,490	1,508	1,485	1,554
Loans to customers	7,634	7,786	(2.0)%	7,800	7,948	7,925	7,786
- Hereof non-financial corporations % <sup>2</sup>	45.4%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	53.6%	–	–	–	–	–	–
- Hereof FCY %	54.7%	51.8%	2.9PP	53.5%	54.0%	55.8%	51.8%
Deposits from customers	7,838	8,256	(5.1)%	7,727	8,022	8,146	8,256
Business outlets	235	237	(0.8)%	237	237	299	237
Number of employees	3,864	3,871	(0.2)%	3,935	4,054	4,157	3,871
Number of customers (in mn)	0.8	0.8	0.6%	0.8	0.8	0.8	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 (CE) – Slovakia



In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	68	68	(0.3)%	73	64	69	274
Net fee and commission income	40	40	(0.2)%	40	38	39	157
Net trading income and fair value result	2	4	(38.7)%	(3)	5	1	7
Other net operating income	0	(12)	–	7	(1)	4	(2)
Operating income	111	100	10.7%	118	107	112	437
General administrative expenses	(61)	(65)	(6.6)%	(58)	(57)	(64)	(244)
Operating result	50	35	42.6%	59	50	48	192
Other results	1	(6)	–	2	2	2	(2)
Levies and special governmental measures	(11)	(5)	100.6%	(5)	(4)	(11)	(25)
Impairment losses on financial assets	(0)	6	–	(4)	(1)	(5)	(4)
Profit/loss before tax	41	30	36.4%	52	46	33	161
Profit/loss after tax	31	25	25.2%	42	36	26	129
Return on equity before tax <sup>1</sup>	15.0%	12.0%	3.0PP	21.1%	17.9%	11.3%	15.2%
Return on equity after tax <sup>1</sup>	11.5%	9.9%	1.5PP	17.3%	14.1%	8.8%	12.2%
Net interest margin <sup>1</sup>	2.25%	2.27%	(0.02)PP	2.52%	2.25%	2.45%	2.36%
Cost/income ratio	54.8%	64.9%	(10.1)PP	49.7%	53.3%	57.1%	56.0%
Loan/deposit ratio	99.3%	97.9%	1.4PP	103.0%	99.8%	100.9%	97.9%
Provisioning ratio <sup>1</sup>	0.01%	(0.26)%	0.27PP	0.17%	0.06%	0.23%	0.05%
NPL ratio	2.9%	2.9%	(0.0)PP	3.1%	3.2%	3.4%	2.9%
NPL coverage ratio	74.2%	69.9%	4.3PP	74.4%	72.2%	70.8%	69.9%
Total assets	12,546	12,606	(0.5)%	12,038	11,864	11,597	12,606
RWA	5,789	5,621	3.0%	5,622	5,547	5,100	5,621
Equity	1,103	1,090	1.2%	1,066	1,024	1,095	1,090
Loans to customers	9,467	9,358	1.2%	9,197	8,967	8,687	9,358
- Hereof non-financial corporations % <sup>2</sup>	46.5%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	52.6%	–	–	–	–	–	–
- Hereof FCY %	0.7%	0.9%	(0.1)PP	1.5%	1.5%	1.0%	0.9%
Deposits from customers	10,095	10,036	0.6%	9,535	9,414	9,137	10,036
Business outlets	193	190	1.6%	188	194	194	190
Number of employees	3,883	3,867	0.4%	3,882	3,896	4,049	3,867
Number of customers (in mn)	0.9	0.9	(1.1)%	0.9	0.9	0.9	0.9

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

# Country Financials (SEE) – Albania



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	13	14	(3.7)%	14	14	14	56
Net fee and commission income	4	4	(3.8)%	4	4	4	15
Net trading income and fair value result	(1)	(1)	39.0%	0	(4)	3	(2)
Other net operating income	(0)	3	–	0	(0)	1	4
Operating income	17	20	(14.2)%	18	14	21	73
General administrative expenses	(11)	(11)	(7.9)%	(10)	(11)	(10)	(43)
Operating result	7	9	(22.4)%	8	3	11	31
Other results	0	0	–	0	0	0	0
Levies and special governmental measures	(0)	0	–	0	0	0	0
Impairment losses on financial assets	7	(1)	–	(6)	11	(1)	3
Profit/loss before tax	14	8	76.8%	2	14	10	34
Profit/loss after tax	12	8	58.2%	2	14	10	34
Return on equity before tax <sup>1</sup>	25.8%	16.1%	9.6PP	4.3%	29.1%	21.1%	17.5%
Return on equity after tax <sup>1</sup>	22.8%	16.0%	6.9PP	4.1%	29.0%	20.9%	17.4%
Net interest margin <sup>1</sup>	3.00%	3.09%	(0.09)PP	3.10%	3.00%	3.02%	3.06%
Cost/income ratio	60.9%	56.7%	4.1PP	55.1%	79.7%	48.3%	58.2%
Loan/deposit ratio	47.3%	44.7%	2.6PP	44.2%	42.7%	41.6%	44.7%
Provisioning ratio <sup>1</sup>	(4.36)%	0.56%	(4.92)PP	3.69%	(6.80)%	0.54%	(0.50)%
NPL ratio	15.7%	16.3%	(0.7)PP	17.9%	18.5%	22.7%	16.3%
NPL coverage ratio	80.2%	78.7%	1.5PP	79.4%	76.2%	79.3%	78.7%
Total assets	1,851	1,883	(1.7)%	1,838	1,928	1,952	1,883
RWA	1,417	1,453	(2.5)%	1,395	1,450	1,527	1,453
Equity	226	224	0.7%	216	220	200	224
Loans to customers	699	677	3.2%	661	671	657	677
- Hereof non-financial corporations % <sup>2</sup>	64.2%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	35.8%	–	–	–	–	–	–
- Hereof FCY %	54.1%	50.8%	3.2PP	51.8%	52.3%	57.2%	50.8%
Deposits from customers	1,507	1,542	(2.2)%	1,519	1,593	1,608	1,542
Business outlets	78	78	0.0%	78	79	81	78
Number of employees	1,232	1,229	0.2%	1,222	1,257	1,252	1,229
Number of customers (in mn)	0.5	0.5	(4.7)%	0.5	0.5	0.5	0.5

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

# Country Financials (SEE) – Bosnia & Herzegovina



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	16	17	(0.9)%	16	16	17	66
Net fee and commission income	10	10	0.3%	10	11	9	39
Net trading income and fair value result	(1)	0	–	0	(0)	(0)	0
Other net operating income	1	1	7.3%	0	0	0	1
Operating income	27	27	(1.2)%	27	28	25	107
General administrative expenses	(12)	(17)	(28.4)%	(14)	(13)	(12)	(56)
Operating result	15	10	45.0%	13	15	13	52
Other results	0	0	–	0	0	0	0
Levies and special governmental measures	0	0	–	0	0	0	0
Impairment losses on financial assets	0	(4)	–	(4)	1	(2)	(9)
Profit/loss before tax	15	6	130.1%	9	15	12	43
Profit/loss after tax	13	6	114.2%	8	14	10	38
Return on equity before tax <sup>1</sup>	21.0%	10.5%	10.6PP	15.3%	24.5%	17.6%	16.8%
Return on equity after tax <sup>1</sup>	19.2%	10.3%	8.9PP	13.1%	21.5%	15.6%	14.9%
Net interest margin <sup>1</sup>	3.38%	3.54%	(0.16)PP	3.59%	3.57%	3.63%	3.58%
Cost/income ratio	45.6%	63.0%	(17.3)PP	50.4%	46.6%	47.5%	51.9%
Loan/deposit ratio	75.1%	74.7%	0.3PP	72.8%	71.9%	72.1%	74.7%
Provisioning ratio <sup>1</sup>	(0.04)%	1.26%	(1.30)PP	1.48%	(0.24)%	0.61%	0.78%
NPL ratio	6.8%	6.9%	(0.1)PP	7.3%	8.1%	8.7%	6.9%
NPL coverage ratio	94.5%	89.9%	4.6PP	85.0%	81.3%	76.7%	89.9%
Total assets	2,227	2,156	3.3%	2,090	2,111	2,091	2,156
RWA	1,733	1,728	0.3%	1,659	1,560	1,572	1,728
Equity	294	279	5.1%	273	265	275	279
Loans to customers	1,209	1,181	2.4%	1,156	1,132	1,128	1,181
- Hereof non-financial corporations % <sup>2</sup>	43.0%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	56.3%	–	–	–	–	–	–
- Hereof FCY %	54.9%	53.7%	1.1PP	47.9%	56.3%	59.1%	53.7%
Deposits from customers	1,782	1,699	4.9%	1,681	1,687	1,663	1,699
Business outlets	101	98	3.1%	98	98	98	98
Number of employees	1,292	1,277	1.2%	1,278	1,288	1,271	1,277
Number of customers (in mn)	0.4	0.4	(0.3)%	0.4	0.4	0.4	0.4

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

# Country Financials (SEE) – Bulgaria



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	25	24	3.0%	25	26	26	101
Net fee and commission income	11	11	(4.2)%	12	11	10	45
Net trading income and fair value result	0	1	(47.4)%	1	0	1	3
Other net operating income	1	1	9.2%	1	1	1	3
Operating income	38	37	0.7%	38	42	38	156
General administrative expenses	(24)	(22)	12.4%	(20)	(19)	(23)	(84)
Operating result	13	16	(15.6)%	18	23	15	71
Other results	0	0	–	0	0	0	0
Levies and special governmental measures	(4)	0	–	0	(0)	(3)	(4)
Impairment losses on financial assets	0	(5)	–	3	4	7	9
Profit/loss before tax	9	10	(9.3)%	22	26	18	77
Profit/loss after tax	9	9	(8.3)%	20	24	17	69
Return on equity before tax <sup>1</sup>	8.0%	10.2%	(2.1)PP	21.5%	24.1%	15.2%	17.5%
Return on equity after tax <sup>1</sup>	7.3%	9.1%	(1.8)PP	19.5%	21.7%	13.7%	15.8%
Net interest margin <sup>1</sup>	2.80%	2.78%	0.02PP	2.94%	3.20%	3.14%	3.00%
Cost/income ratio	64.9%	58.1%	6.8PP	52.5%	45.6%	61.4%	54.2%
Loan/deposit ratio	85.7%	82.8%	2.8PP	85.0%	86.2%	85.0%	82.8%
Provisioning ratio <sup>1</sup>	(0.03)%	0.92%	(0.95)PP	(0.63)%	(0.68)%	(1.36)%	(0.41)%
NPL ratio	4.0%	4.3%	(0.3)PP	5.2%	5.7%	5.6%	4.3%
NPL coverage ratio	96.9%	88.8%	8.1PP	81.9%	83.3%	96.7%	88.8%
Total assets	3,764	3,723	1.1%	3,606	3,422	3,440	3,723
RWA	1,936	1,789	8.2%	1,794	1,726	1,765	1,789
Equity	477	475	0.3%	463	442	485	475
Loans to customers	2,343	2,265	3.4%	2,227	2,130	2,080	2,265
- Hereof non-financial corporations % <sup>2</sup>	58.3%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	40.6%	–	–	–	–	–	–
- Hereof FCY %	36.0%	42.8%	(6.8)PP	44.5%	45.2%	46.3%	42.8%
Deposits from customers	2,768	2,753	0.6%	2,647	2,490	2,458	2,753
Business outlets	146	136	7.4%	137	136	136	136
Number of employees	2,601	2,576	1.0%	2,580	2,590	2,584	2,576
Number of customers (in mn)	0.6	0.6	(4.1)%	0.6	0.6	0.6	0.6

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

# Country Financials (SEE) – Croatia



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	30	30	2.1%	31	33	33	126
Net fee and commission income	15	16	(4.8)%	21	18	16	71
Net trading income and fair value result	2	(0)	–	(0)	2	2	4
Other net operating income	7	6	3.7%	2	3	7	19
Operating income	54	52	4.9%	54	56	58	220
General administrative expenses	(30)	(33)	(8.2)%	(32)	(32)	(32)	(129)
Operating result	24	19	27.9%	22	24	26	90
Other results	0	0	–	0	0	0	0
Levies and special governmental measures	(3)	1	–	(0)	(0)	(3)	(3)
Impairment losses on financial assets	2	(2)	–	(6)	(32)	(7)	(48)
Profit/loss before tax	23	17	37.7%	16	(9)	16	40
Profit/loss after tax	18	14	26.5%	15	(16)	13	26
Return on equity before tax <sup>1</sup>	14.5%	10.6%	3.9PP	9.9%	–	9.6%	6.1%
Return on equity after tax <sup>1</sup>	11.2%	8.9%	2.3PP	9.4%	–	7.8%	4.0%
Net interest margin <sup>1</sup>	2.90%	2.84%	0.05PP	3.06%	3.22%	3.08%	3.05%
Cost/income ratio	55.8%	63.7%	(8.0)PP	59.9%	57.4%	55.0%	58.9%
Loan/deposit ratio	73.2%	72.6%	0.6PP	73.9%	77.6%	76.7%	72.6%
Provisioning ratio <sup>1</sup>	(0.32)%	0.41%	(0.73)PP	1.01%	5.26%	1.10%	1.96%
NPL ratio	11.6%	13.1%	(1.5)PP	17.6%	18.1%	16.8%	13.1%
NPL coverage ratio	88.6%	79.4%	9.2PP	78.1%	75.0%	79.3%	79.4%
Total assets	4,453	4,606	(3.3)%	4,482	4,436	4,637	4,606
RWA	2,799	2,678	4.5%	2,791	2,750	2,797	2,678
Equity	651	655	(0.6)%	637	628	693	655
Loans to customers	2,422	2,362	2.5%	2,343	2,426	2,483	2,362
- Hereof non-financial corporations % <sup>2</sup>	40.2%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	55.5%	–	–	–	–	–	–
- Hereof FCY %	58.0%	54.6%	3.3PP	52.8%	53.1%	51.0%	54.6%
Deposits from customers	3,325	3,352	(0.8)%	3,335	3,297	3,306	3,352
Business outlets	81	75	8.0%	75	78	78	75
Number of employees	2,091	2,106	(0.7)%	2,110	2,110	2,119	2,106
Number of customers (in mn)	0.5	0.5	(1.0)%	0.5	0.5	0.5	0.5

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

# Country Financials (SEE) – Kosovo



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	10	10	2.0%	10	9	9	38
Net fee and commission income	2	3	(29.3)%	4	3	2	13
Net trading income and fair value result	0	(0)	–	(0)	0	0	0
Other net operating income	0	0	12.1%	0	0	0	1
Operating income	13	13	(4.1)%	14	13	12	52
General administrative expenses	(7)	(8)	(20.3)%	(6)	(7)	(6)	(28)
Operating result	6	5	22.9%	8	6	6	25
Other results	0	0	–	0	0	0	0
Levies and special governmental measures	0	0	–	0	0	0	0
Impairment losses on financial assets	(1)	(2)	(63.5)%	(0)	(2)	(0)	(4)
Profit/loss before tax	5	3	65.0%	7	4	6	20
Profit/loss after tax	5	3	65.5%	6	4	5	18
Return on equity before tax <sup>1</sup>	17.1%	12.0%	5.2PP	26.6%	16.6%	18.4%	18.1%
Return on equity after tax <sup>1</sup>	15.2%	10.5%	4.6PP	23.5%	14.7%	16.3%	16.0%
Net interest margin <sup>1</sup>	4.68%	4.44%	0.23PP	4.52%	4.47%	4.28%	4.43%
Cost/income ratio	52.0%	62.5%	(10.6)PP	45.8%	50.8%	52.7%	52.8%
Loan/deposit ratio	81.3%	76.2%	5.1PP	74.6%	77.3%	71.1%	76.2%
Provisioning ratio <sup>1</sup>	0.42%	1.17%	(0.75)PP	0.31%	1.47%	0.15%	0.78%
NPL ratio	4.4%	4.8%	(0.4)PP	5.0%	5.2%	5.8%	4.8%
NPL coverage ratio	80.7%	79.1%	1.7PP	74.1%	72.3%	62.2%	79.1%
Total assets	879	922	(4.7)%	913	883	907	922
RWA	595	580	2.7%	590	565	556	580
Equity	131	127	3.4%	124	117	113	127
Loans to customers	565	555	1.8%	541	539	518	555
- Hereof non-financial corporations % <sup>2</sup>	60.3%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	39.7%	–	–	–	–	–	–
- Hereof FCY %	0.0%	0.0%	0.0PP	0.0%	0.0%	0.0%	0.0%
Deposits from customers	697	734	(5.1)%	733	702	736	734
Business outlets	48	48	0.0%	48	48	48	48
Number of employees	736	730	0.8%	727	732	732	730
Number of customers (in mn)	0.3	0.3	(1.4)%	0.3	0.3	0.3	0.3

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

# Country Financials (SEE) – Romania



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	75	71	5.4%	65	64	63	263
Net fee and commission income	44	49	(9.8)%	43	44	41	176
Net trading income and fair value result	3	0	>500.0%	3	5	4	12
Other net operating income	2	(4)	–	(0)	4	(0)	(1)
Operating income	123	116	6.5%	111	118	107	452
General administrative expenses	(68)	(71)	(4.3)%	(66)	(64)	(63)	(264)
Operating result	55	45	23.5%	45	54	44	188
Other results	0	(1)	–	0	(0)	0	(1)
Levies and special governmental measures	(3)	(0)	>500.0%	(0)	(0)	13	13
Impairment losses on financial assets	2	(5)	–	(21)	(14)	(33)	(73)
Profit/loss before tax	54	38	40.3%	24	40	24	127
Profit/loss after tax	46	32	43.0%	19	35	21	107
Return on equity before tax <sup>1</sup>	27.3%	21.5%	5.8PP	13.8%	22.1%	13.0%	17.5%
Return on equity after tax <sup>1</sup>	23.4%	18.1%	5.3PP	10.7%	18.9%	11.0%	14.6%
Net interest margin <sup>1</sup>	3.87%	3.82%	0.05PP	3.59%	3.60%	3.52%	3.62%
Cost/income ratio	55.0%	61.2%	(6.2)PP	59.3%	53.9%	59.1%	58.3%
Loan/deposit ratio	74.4%	74.4%	(0.0)PP	74.5%	74.8%	75.9%	74.4%
Provisioning ratio <sup>1</sup>	(0.13)%	0.44%	(0.57)PP	1.83%	1.22%	2.94%	1.59%
NPL ratio	5.3%	6.0%	(0.7)PP	7.6%	8.0%	8.1%	6.0%
NPL coverage ratio	81.6%	78.3%	3.4PP	73.7%	72.4%	74.9%	78.3%
Total assets	8,391	8,144	3.0%	7,795	7,747	7,670	8,144
RWA	4,687	4,523	3.6%	4,616	4,368	4,311	4,523
Equity	833	796	4.6%	777	766	771	796
Loans to customers	4,956	4,804	3.2%	4,656	4,521	4,455	4,804
- Hereof non-financial corporations % <sup>2</sup>	43.5%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	54.1%	–	–	–	–	–	–
- Hereof FCY %	41.1%	34.9%	6.2PP	35.6%	37.0%	38.9%	34.9%
Deposits from customers	6,637	6,487	2.3%	6,172	6,018	5,838	6,487
Business outlets	448	454	(1.3)%	460	469	480	454
Number of employees	5,332	5,333	(0.0)%	5,372	5,330	5,368	5,333
Number of customers (in mn)	2.3	2.3	(2.5)%	2.3	2.3	2.3	2.3

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

# Country Financials (SEE) – Serbia



In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	21	21	0.5%	21	20	20	81
Net fee and commission income	8	11	(25.0)%	11	10	9	41
Net trading income and fair value result	5	(0)	–	2	1	1	4
Other net operating income	2	(2)	–	1	1	1	2
Operating income	36	30	19.7%	35	33	31	129
General administrative expenses	(18)	(21)	(13.7)%	(19)	(18)	(18)	(75)
Operating result	18	9	93.6%	16	16	14	54
Other results	0	0	–	0	0	0	0
Levies and special governmental measures	0	0	–	0	0	0	0
Impairment losses on financial assets	4	1	368.7%	9	(1)	0	9
Profit/loss before tax	22	10	115.4%	24	14	14	63
Profit/loss after tax	19	9	112.7%	21	12	12	55
Return on equity before tax <sup>1</sup>	17.3%	9.0%	8.3PP	21.0%	11.9%	12.0%	13.3%
Return on equity after tax <sup>1</sup>	15.0%	7.9%	7.1PP	18.3%	10.2%	10.6%	11.6%
Net interest margin <sup>1</sup>	4.08%	4.20%	(0.12)PP	4.22%	4.16%	4.30%	4.20%
Cost/income ratio	49.7%	68.9%	(19.2)PP	54.5%	52.9%	56.2%	57.9%
Loan/deposit ratio	74.2%	76.4%	(2.2)PP	80.0%	72.2%	74.3%	76.4%
Provisioning ratio <sup>1</sup>	(1.20)%	(0.26)%	(0.94)PP	(2.96)%	0.51%	(0.17)%	(0.74)%
NPL ratio	4.0%	4.7%	(0.7)PP	5.2%	8.0%	10.1%	4.7%
NPL coverage ratio	85.2%	83.8%	1.4PP	79.7%	90.3%	80.0%	83.8%
Total assets	2,320	2,277	1.9%	2,239	2,245	2,137	2,277
RWA	1,772	1,734	2.2%	1,663	1,651	1,681	1,734
Equity	522	501	4.2%	490	508	482	501
Loans to customers	1,244	1,219	2.1%	1,213	1,129	1,097	1,219
- Hereof non-financial corporations % <sup>2</sup>	62.0%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	37.0%	–	–	–	–	–	–
- Hereof FCY %	65.0%	62.5%	2.5PP	62.4%	62.3%	62.4%	62.5%
Deposits from customers	1,750	1,709	2.4%	1,636	1,681	1,602	1,709
Business outlets	89	89	0.0%	88	87	87	89
Number of employees	1,526	1,541	(1.0)%	1,520	1,523	1,528	1,541
Number of customers (in mn)	0.8	0.7	0.9%	0.7	0.7	0.7	0.7

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 (EE) – Belarus



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	22	22	2.5%	24	29	31	107
Net fee and commission income	11	13	(10.9)%	13	13	13	52
Net trading income and fair value result	1	1	(17.1)%	1	2	(1)	4
Other net operating income	(0)	1	–	(0)	(1)	(0)	(1)
Operating income	34	37	(6.5)%	39	44	43	163
General administrative expenses	(17)	(18)	(5.6)%	(18)	(19)	(20)	(75)
Operating result	17	18	(7.4)%	21	25	23	88
Other results	(0)	0	–	0	0	0	0
Levies and special governmental measures	0	0	–	0	0	0	0
Impairment losses on financial assets	1	4	(76.3)%	(4)	0	0	0
Profit/loss before tax	18	22	(19.3)%	17	25	24	88
Profit/loss after tax	13	16	(17.7)%	12	18	19	65
Return on equity before tax <sup>1</sup>	22.7%	33.0%	(10.2)PP	23.9%	29.8%	25.7%	27.5%
Return on equity after tax <sup>1</sup>	17.2%	24.4%	(7.2)PP	16.5%	21.6%	20.3%	20.3%
Net interest margin <sup>1</sup>	6.45%	6.44%	0.01PP	7.57%	8.99%	9.29%	8.06%
Cost/income ratio	50.5%	50.0%	0.5PP	45.3%	43.1%	45.5%	45.8%
Loan/deposit ratio	87.9%	98.6%	(10.7)PP	99.3%	99.2%	103.2%	98.6%
Provisioning ratio <sup>1</sup>	(0.64)%	(1.62)%	0.98PP	1.67%	(0.05)%	(0.04)%	(0.03)%
NPL ratio	5.9%	6.0%	(0.1)PP	7.7%	8.2%	8.8%	6.0%
NPL coverage ratio	88.7%	87.9%	0.8PP	81.8%	76.0%	72.0%	87.9%
Total assets	1,532	1,518	0.9%	1,441	1,472	1,533	1,518
RWA	1,373	1,465	(6.2)%	1,335	1,402	1,479	1,465
Equity	324	316	2.5%	306	357	375	316
Loans to customers	894	949	(5.8)%	882	880	935	949
- Hereof non-financial corporations % <sup>2</sup>	78.6%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	21.4%	–	–	–	–	–	–
- Hereof FCY %	52.7%	56.7%	(4.0)PP	58.6%	63.7%	65.1%	56.7%
Deposits from customers	1,034	975	6.1%	902	903	922	975
Business outlets	89	90	(1.1)%	90	90	90	90
Number of employees	1,877	1,906	(1.5)%	1,919	1,951	2,000	1,906
Number of customers (in mn)	0.8	0.8	0.0%	0.8	0.8	0.8	0.8

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

# Country Financials (EE) – Russia



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	176	182	(3.2)%	166	173	168	688
Net fee and commission income	73	82	(11.6)%	77	82	75	317
Net trading income and fair value result	2	12	(82.6)%	1	17	16	46
Other net operating income	8	(10)	–	(4)	(2)	(2)	(17)
Operating income	258	246	5.0%	248	269	255	1,017
General administrative expenses	(102)	(108)	(5.8)%	(94)	(101)	(100)	(404)
Operating result	156	138	13.5%	154	167	154	613
Other results	0	(1)	–	(0)	0	0	(1)
Levies and special governmental measures	0	0	–	0	0	0	0
Impairment losses on financial assets	17	(30)	–	(7)	(10)	(4)	(50)
Profit/loss before tax	174	107	62.3%	147	158	151	563
Profit/loss after tax	136	86	58.3%	115	123	118	443
Return on equity before tax <sup>1</sup>	41.7%	31.0%	10.7PP	39.2%	35.8%	32.0%	34.5%
Return on equity after tax <sup>1</sup>	32.8%	25.0%	7.8PP	30.7%	27.9%	25.2%	27.1%
Net interest margin <sup>1</sup>	5.95%	6.39%	(0.44)PP	5.86%	5.96%	5.43%	5.93%
Cost/income ratio	39.5%	44.0%	(4.5)PP	37.8%	37.7%	39.4%	39.7%
Loan/deposit ratio	88.5%	87.6%	0.9PP	85.6%	85.1%	93.0%	87.6%
Provisioning ratio <sup>1</sup>	(0.84)%	1.54%	(2.38)PP	0.35%	0.51%	0.18%	0.63%
NPL ratio	4.0%	4.1%	(0.1)PP	4.7%	6.1%	5.6%	4.1%
NPL coverage ratio	75.9%	75.4%	0.4PP	69.9%	73.1%	76.1%	75.4%
Total assets	12,577	12,060	4.3%	11,904	11,978	13,073	12,060
RWA	8,524	7,901	7.9%	8,208	8,049	9,338	7,901
Equity	1,762	1,670	5.6%	1,799	1,809	2,069	1,670
Loans to customers	8,146	7,951	2.5%	7,430	7,461	8,316	7,951
- Hereof non-financial corporations % <sup>2</sup>	60.2%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	38.7%	–	–	–	–	–	–
- Hereof FCY %	24.8%	29.9%	(5.1)PP	29.9%	31.5%	31.7%	29.9%
Deposits from customers	9,361	9,200	1.7%	8,787	8,811	9,115	9,200
Business outlets	185	185	0.0%	184	183	182	185
Number of employees	8,470	8,229	2.9%	7,966	7,912	7,895	8,229
Number of customers (in mn)	2.5	2.5	2.1%	2.4	2.4	2.4	2.5

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

# Country Financials (EE) – Ukraine



**Raiffeisen Bank  
International**

In EUR mn	Q1/2018	Q4/2017	q-o-q	Q3/2017	Q2/2017	Q1/2017	FY/2017
Net interest income	49	48	3.1%	48	47	46	188
Net fee and commission income	20	24	(15.1)%	25	23	21	93
Net trading income and fair value result	3	(3)	–	(1)	3	4	3
Other net operating income	1	1	(40.0)%	1	1	1	5
Operating income	74	70	4.8%	74	73	71	288
General administrative expenses	(30)	(30)	(1.4)%	(30)	(29)	(32)	(122)
Operating result	44	40	9.4%	43	44	39	166
Other results	(1)	(0)	90.7%	0	0	0	0
Levies and special governmental measures	0	0	–	0	0	0	0
Impairment losses on financial assets	14	13	9.7%	8	12	22	55
Profit/loss before tax	57	52	8.9%	52	56	61	221
Profit/loss after tax	47	42	12.8%	42	46	50	181
Return on equity before tax <sup>1</sup>	74.3%	147.4%	(73.1)PP	152.6%	106.7%	81.2%	105.5%
Return on equity after tax <sup>1</sup>	61.7%	118.1%	(56.4)PP	124.3%	87.7%	66.8%	86.0%
Net interest margin <sup>1</sup>	11.00%	11.05%	(0.05)PP	10.67%	10.22%	10.10%	10.53%
Cost/income ratio	40.4%	42.9%	(2.5)PP	41.2%	40.1%	45.0%	42.3%
Loan/deposit ratio	76.1%	72.7%	3.5PP	72.4%	61.8%	62.4%	72.7%
Provisioning ratio <sup>1</sup>	(5.14)%	(4.39)%	(0.75)PP	(3.03)%	(4.80)%	(8.55)%	(5.12)%
NPL ratio	22.1%	20.6%	1.6PP	33.3%	40.5%	47.4%	20.6%
NPL coverage ratio	82.9%	80.5%	2.4PP	89.3%	90.8%	92.0%	80.5%
Total assets	2,083	2,004	3.9%	2,039	2,111	2,074	2,004
RWA	2,056	1,881	9.3%	1,793	1,917	1,893	1,881
Equity	360	294	22.7%	268	239	329	294
Loans to customers	1,198	1,131	5.9%	1,162	1,047	1,013	1,131
- Hereof non-financial corporations % <sup>2</sup>	87.1%	–	–	–	–	–	–
- Hereof households % <sup>2</sup>	10.1%	–	–	–	–	–	–
- Hereof FCY %	34.9%	27.7%	7.3PP	35.1%	39.8%	45.8%	27.7%
Deposits from customers	1,563	1,556	0.5%	1,617	1,700	1,644	1,556
Business outlets	501	500	0.2%	499	498	498	500
Number of employees	7,947	7,997	(0.6)%	7,939	7,904	8,039	7,997
Number of customers (in mn)	2.5	2.5	0.3%	2.6	2.5	2.6	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

# Bank Levies and Resolution Fund

Impact in EUR mn		FY 2017	Q1 2018	FY 2018e
<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	45 <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	7	~31
<b>Slovakia</b>	Bank levy of 0.2% on total liabilities less own funds and subordinated debt	20	5	~22
<b>Total</b>	<b>Bank levies</b>	<b>121</b>	<b>70</b>	<b>~122</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	22	~22
<b>Croatia</b>		3	3	~3
<b>Czech Republic</b>		9	11	~11
<b>Bulgaria</b>		4	4	~4
<b>Hungary</b>		3	2	~2
<b>Poland</b>		11	12	~12
<b>Romania</b>		8	3	~3
<b>Slovakia</b>		5	5	~5
<b>Total</b>	<b>Resolution fund</b>	<b>65</b>	<b>62</b>	<b>~62</b>

1) EUR 41 mn related to the one-off payment and EUR 4 mn current instalment of the bank levy; EUR 42 mn booked in Corporate Center, EUR 3 mn in Group Corporates & Markets

# Equity Overview

In EUR mn	Subscribed capital	Capital reserves	Retained earnings	Consolidated equity	Non-controlling interests	AT1 capital	Total Equity
<b>Equity as at 31/12/2017</b>	<b>1,002</b>	<b>4,992</b>	<b>3,943</b>	<b>9,937</b>	<b>660</b>	<b>645</b>	<b>11,241</b>
Impact of adopting IFRS 9	0	0	(122)	(122)	(7)	0	(130)
<b>Equity as at 01/01/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>3,821</b>	<b>9,815</b>	<b>653</b>	<b>645</b>	<b>11,112</b>
Capital increases/decreases	0	0	0	0	0	497	497
Dividend payments	0	0	0	0	0	0	0
Own share/share incentive program	0	0	0	0	0	(14)	(14)
Other changes	0	0	11	11	(10)	0	1
Total comprehensive income	0	0	370	370	35	0	405
<b>Equity as at 31/03/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>4,202</b>	<b>10,196</b>	<b>677</b>	<b>1,127</b>	<b>12,000</b>

- **Earnings per share** up EUR 0.50 (Q1/2018: EUR 1.17 vs. Q1/2017: EUR 0.67)
- **IFRS 9 impact** of EUR 130 mn mainly from impairment losses on financial assets
- **Additional Tier1** capital (AT1) issuance of EUR 497 mn in January 2018 (after deduction of issuance costs)
- **Total comprehensive income** amounted to EUR 405 mn; **currency differences** (minus EUR 37 mn mainly from Russia)

# NPL and NPE Distribution by Country

	NPE Ratio 31/03/2018	NPE Ratio 31/12/2017	NPE Coverage Ratio 31/03/2018	NPE Coverage Ratio 31/12/2017	NPL Ratio 31/03/2018	NPL Ratio 31/12/2017	NPL Coverage Ratio 31/03/2018	NPL Coverage Ratio 31/12/2017
Czech Republic	1.7%	2.0%	67.3%	60.6%	2.3%	2.6%	99.4%	86.6%
Hungary	4.5%	4.3%	53.1%	47.1%	8.0%	8.1%	72.4%	68.2%
Poland	6.5%	7.0%	43.3%	52.3%	8.7%	8.9%	57.2%	61.7%
Slovakia	2.3%	2.4%	60.5%	58.7%	2.9%	2.9%	74.2%	69.9%
<b>Central Europe<sup>1</sup></b>	<b>3.5%</b>	<b>3.7%</b>	<b>51.7%</b>	<b>53.4%</b>	<b>4.8%</b>	<b>5.0%</b>	<b>68.9%</b>	<b>67.7%</b>
Albania	6.7%	6.9%	73.4%	73.6%	15.7%	16.3%	80.2%	78.7%
Bosnia & Herzegovina	4.4%	4.5%	77.5%	77.1%	6.8%	6.9%	94.5%	89.9%
Bulgaria	3.0%	3.5%	67.3%	61.7%	4.0%	4.3%	96.9%	88.8%
Croatia	7.5%	8.1%	74.2%	73.6%	11.6%	13.1%	88.6%	79.4%
Kosovo	3.3%	3.4%	58.2%	57.0%	4.4%	4.8%	80.7%	79.1%
Romania	4.3%	4.9%	42.1%	46.2%	5.3%	6.0%	81.6%	78.3%
Serbia	2.6%	3.2%	65.9%	67.2%	4.0%	4.7%	85.2%	83.8%
<b>Southeastern Europe</b>	<b>4.7%</b>	<b>5.2%</b>	<b>62.6%</b>	<b>63.0%</b>	<b>6.8%</b>	<b>7.5%</b>	<b>86.5%</b>	<b>81.0%</b>
Belarus	3.9%	4.3%	77.6%	75.1%	5.9%	6.0%	88.7%	87.9%
Russia	3.0%	3.1%	63.4%	63.0%	4.0%	4.1%	75.9%	75.4%
Ukraine	16.1%	14.2%	79.2%	75.8%	22.1%	20.6%	82.9%	80.5%
<b>Eastern Europe</b>	<b>5.0%</b>	<b>4.8%</b>	<b>71.7%</b>	<b>69.4%</b>	<b>6.6%</b>	<b>6.4%</b>	<b>80.1%</b>	<b>78.6%</b>
<b>GC&amp;M</b>	<b>3.1%</b>	<b>3.9%</b>	<b>45.5%</b>	<b>44.6%</b>	<b>4.5%</b>	<b>4.9%</b>	<b>49.3%</b>	<b>48.2%</b>
<b>Total RBI Group</b>	<b>3.6%</b>	<b>4.0%</b>	<b>56.2%</b>	<b>56.1%</b>	<b>5.4%</b>	<b>5.7%</b>	<b>69.7%</b>	<b>67.0%</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

# FINREP: Changes to the Income Statement

## Summary of changes

Income statement (in EUR mn)	2017 new	Notes
Net interest income	3,225	See table 1
Dividend income	35	
Net fee and commission income	1,718	
Net trading income and fair value result	37	Incl. macro hedging; excl. trading NII
Net gains/losses from hedge accounting	(16)	Previously in other results
Other net operating income	100	
<b>Operating income</b>	<b>5,098</b>	
Staff expenses	(1,554)	
Other administrative expenses	(1,157)	Without resolution fund
Depreciation	(300)	Without impairments
<b>General administrative expenses</b>	<b>(3,011)</b>	
<b>Operating result</b>	<b>2,087</b>	
Other results	0	See table 2
Levies and expenses from special governmental measures	(163)	See table 3
Impairment losses on financial assets	(312)	
<b>Profit/loss before tax</b>	<b>1,612</b>	
Income taxes	(366)	
<b>Profit/loss after tax</b>	<b>1,246</b>	
Profit attributable to non-controlling interests	(130)	
<b>Consolidated profit/loss</b>	<b>1,116</b>	

## 1 Net interest income reconciliation

in EUR million	2017	Notes
Net interest income (old)	3,208	
Dividends	(35)	New line in operating income
Current income from associates	(60)	Now reported in other results
Interest from trading book assets and liabilities (incl. derivatives)	112	Previously reported in other results or trading income
<b>Net interest income (new)</b>	<b>3,225</b>	

## 2 Other results detail

in EUR million	2017 new	2017 old
Impairment on investments in subsidiaries, joint ventures and associates	(52)	Net income from financial investments
Impairment on non-financial assets	(29)	Depreciation
Negative goodwill recognized in profit or loss	0	Other results
Current income from investments in subsidiaries, joint ventures and associates	77	Net interest income
Result from non-current assets, disposal groups classified as held for sale and deconsolidation	4	Other results
<b>Other results (new)</b>	<b>0</b>	

## 3 Levies and expenses from special governmental measures detail

in EUR million	2017 new	2017 old
Bank levies	(121)	Other results
Resolution fund	(65)	General admin. expenses
Profit/loss from banking business due to governmental measures	22	Other results
<b>Levies and expenses from special governmental measures</b>	<b>(163)</b>	

# FINREP: Changes to the Balance Sheet

in EUR million	2017 new	EUR million	2017 old	Change
Loans to banks	10,741	Loans and advances to banks (less impairment losses)	14,347	(3,606)
Loans to customers	77,745	Loans and advances to customers (less impairment losses)	78,141	(396)
Securities	21,967	Financial investments	22,575	(609)
Cash and other assets	24,694	Other assets	20,083	4,611
<b>Total assets</b>	<b>135,146</b>	<b>Total assets</b>	<b>135,146</b>	<b>0</b>

in EUR million	2017 new	EUR million	2017 old	Change
Deposits from banks	22,378	Deposits from banks	22,291	87
Deposits from customers	84,974	Deposits from customers	84,831	143
Debt issued and other liabilities	16,553	Other liabilities	16,782	(229)
Equity	11,241	Equity	11,241	0
<b>Total liabilities and equity</b>	<b>135,146</b>	<b>Total liabilities and equity</b>	<b>135,146</b>	<b>0</b>

**Above data as will appear in the investor presentation is a summary of the balance sheet**

**The full balance sheet as published in the report and the results file follows IFRS classification**

- **Loans to banks and loans to customers** are now reported net of impairments
- Loans and advances to banks/customers were previously reported on a gross basis, with impairment losses reported separately. The above table (2017 old) shows loans net of impairment losses
- **Customer split** according to FINREP framework:
  - General governments
  - Other financial corporations
  - Non-financial corporations
  - Households
- Overnight bank deposits moved from loans to banks to cash and other assets



# FINREP: Changes to Financial Ratios

## Summary of Changes

**Net interest margin:** Net interest income in relation to average interest bearing assets

Change:

- Included: NII from trading book assets/liabilities (including derivatives)
- Excluded: equity investments (i.e. dividend income and other current income)

**Cost/Income ratio:** General administrative expenses in relation to operating income

Change:

- New structure for operating income
- General administrative expenses exclude resolution fund and impairment on non-financial assets

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

Change: New definition of average loans to customers

- Loans to customers new definition according to EBA (general governments, other financial corporations, non-financial corporations, households)
- Impairment losses on financial assets - new definition according to EBA

**NPL ratio:** change in composition of balance sheet positions used in calculation of NPL ratio

**NPE ratio:** 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

**Loan/deposit ratio:** Loans to non-financial corporations and households in relation to deposits from non-financial corporations and households

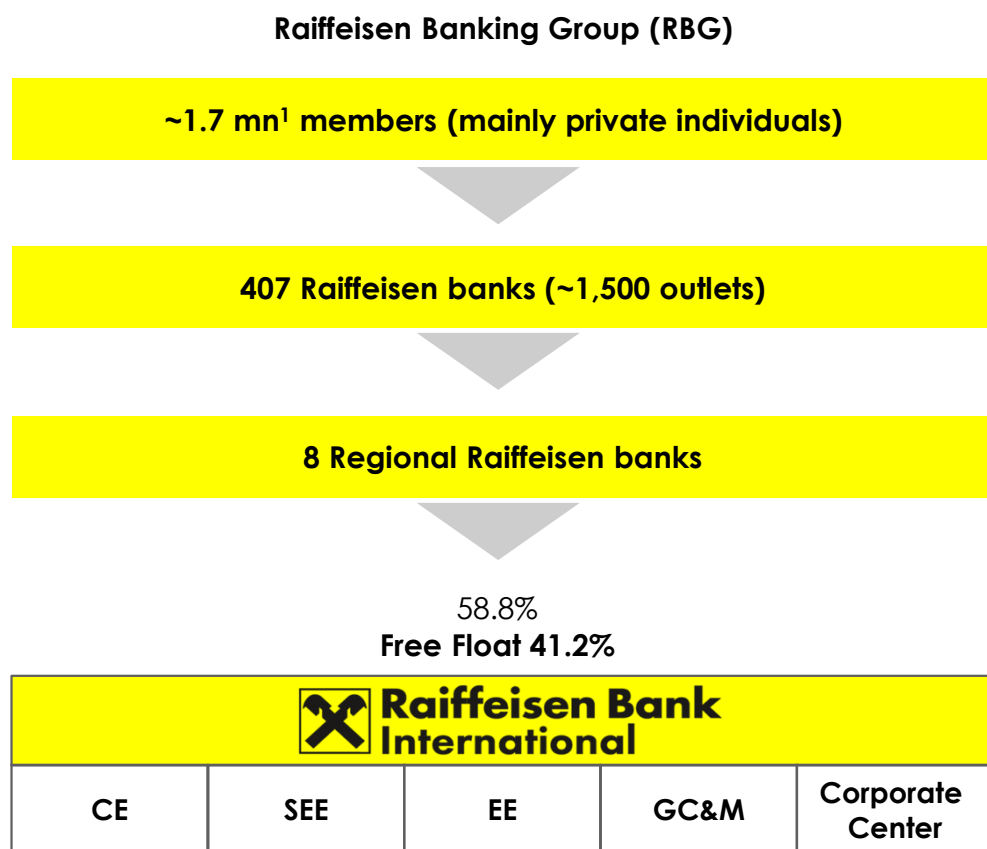
Change: Only loans and deposits from non-financial corporations and households are included

- Previously, all customer loans and deposits were included (governments, etc.)

## Ratios

	FY2017 new	FY2017 old
NIM	2.48%	2.48%
CIR	59.1%	59.4%
Provisioning	0.41%	0.35%
NPL	5.7%	5.7%
NPE	4.0%	5.1%
Loan/deposit	95.4%	90.3%

# 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:

- 1<sup>st</sup> tier: 407 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

#### **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 01/2017

# 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

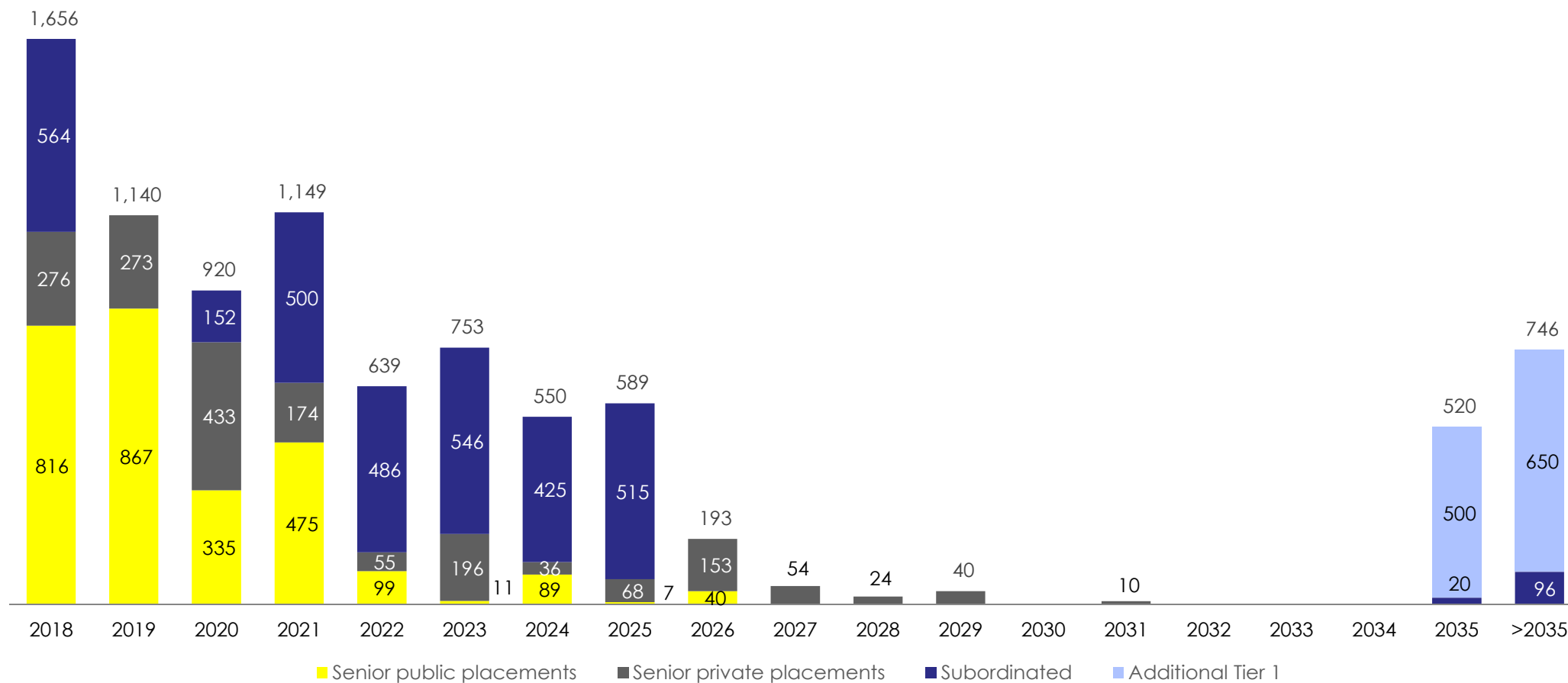
- There are regional IPS in place. Members are the Raiffeisen banks and the regional Raiffeisen banks (Landesbanken). There is also a federal IPS with RBI and the regional Raiffeisen banks as members
- IPS is governed by a Risk Council, which decides on measures if an institution triggers early warning 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 31/03/2018 (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	99.4%	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%	10Y CMS + 0.1%	EUR 90 mn	15 Jun 2004	15 Jun 2009	Semi-annual	Perpetual
<i>Raiffeisen Bank International AG<sup>3</sup></i>	<i>Tier 2</i>	<i>0%</i>	<i>CH0212937210</i>	<i>4.00%</i>	<i>5Y CHF MidSwap + 3.6175%</i>	<i>CHF 250 mn</i>	<i>24 May 2013</i>	<i>24 May 2018</i>	<i>NA</i>	<i>24 May 2023</i>
Raiffeisen Bank International AG	Tier 2	100%	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	99.9%	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	62.0%	XS0619437147	6.625%	NA	EUR 500 mn	18 May 2011	NA	NA	18 May 2021
Raiffeisen Bank International AG	Tier 2	91.3%	CH0194405343	4.75%	NA	CHF 250 mn	24 Oct 2012	NA	NA	24 Oct 2022
Raiffeisen Bank International AG	Tier 2	99.2%	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 0.7bn Tier 2 instruments in smaller issuances are not included)

1) Transitional and post-transitional CRR rules ; 2) Transitional CRR rules as of Q1 2018, calculated as reported regulatory amount divided by nominal amount before deduction for market making activities

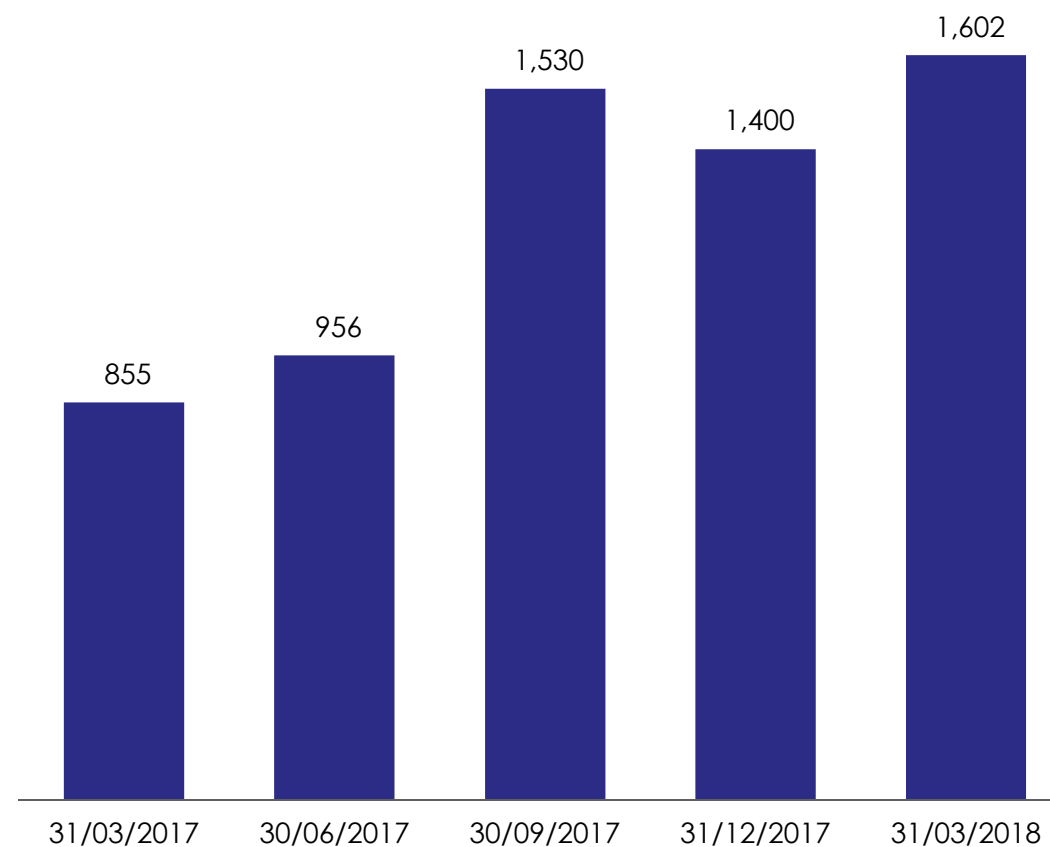
3) Will be redeemed at par on call redemption date 24 May 2018

# 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
- IPS contribution for 2018 will be recognized in Q4/2018 (contribution for 2017 was EUR 45.6 mn)
- ADI of EUR 1,602 mn at 31/3/2018 including Q1 profit

## Available Distributable Items (EUR mn)



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

# Shareholder Information Overview



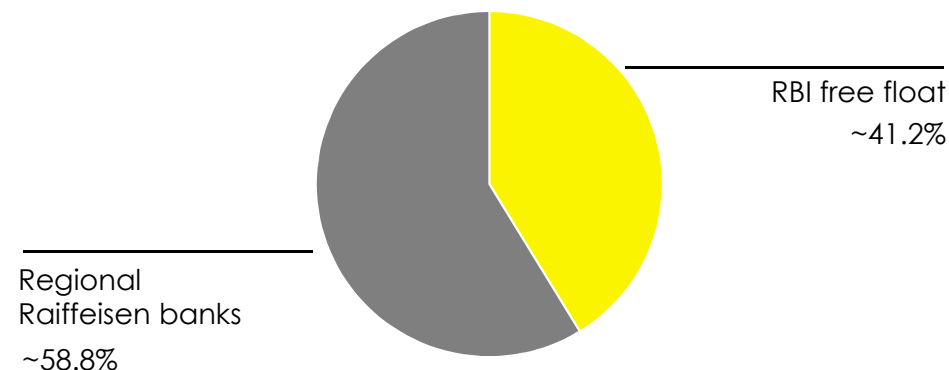
## General Information

- 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
<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)

# Contact and Financial Calendar



## Contact Details

### Susanne E. Langer

Head of Group Investor Relations  
Spokesperson

Raiffeisen Bank International AG

Am Stadtpark 9  
1030 Vienna  
Austria

Tel.: +43 1 71 707 2089  
Fax: +43 1 71 707 2138

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

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

## Financial Calendar

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 <sup>1</sup>
9 August 2018	Semi-Annual Report, Conference Call
31 October 2018	Start of Quiet Period <sup>1</sup>
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