

# **Raiffeisen Bank International Q3/2018 Results**

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# Executive Summary 1-9/2018

- Consolidated profit of EUR 1,173 mn (up 29% year-on-year), including EUR 121 mn loss from sale of Polish core banking operations booked in Q2/2018
- Operating income up 5% year-on-year supported by net interest income
- Very positive development of risk costs driven by high releases of loan loss provisions
- Loans to customers up 3% YTD despite sale of Polish core banking operations (IFRS 5 reclassification)
- 85bps CET1 ratio uplift from disposal of Polish core banking operations to be recognized in Q4/2018
- NPL ratio decreased further to 4.4% (of which 109bps organic reduction YTD and 16bps due to sale of Polish core banking operations)
- CET1 ratio at 12.8% (fully loaded) including YTD results

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

# Financial Highlights



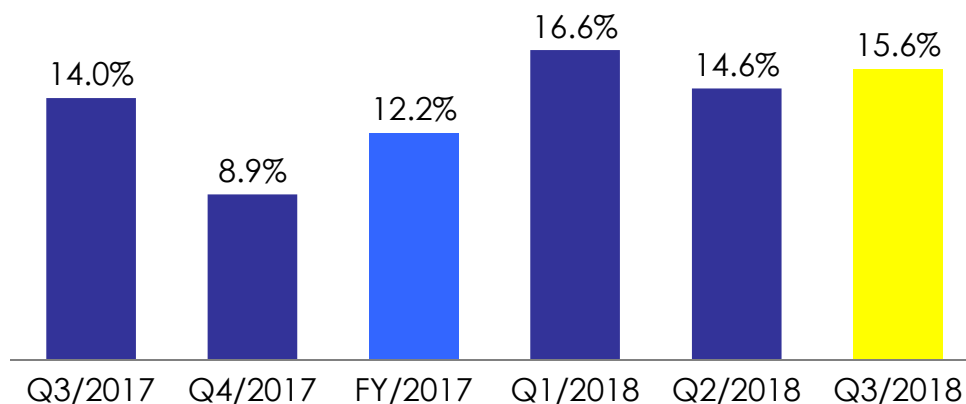
In EUR mn		Q3/2018	Q2/2018	q-o-q	1-9/2018	1-9/2017	y-o-y
<b>Profitability</b>	Net interest income	856	834	2.6%	2,519	2,407	4.6%
	Net fee and commission income	455	460	(1.0%)	1,325	1,271	4.2%
	Net trading income and fair value result	4	18	(78.7%)	20	27	(24.8%)
	Operating income	1,334	1,379	(3.2%)	4,003	3,821	4.8%
	General administrative expenses	(734)	(754)	(2.6%)	(2,228)	(2,213)	0.7%
	Impairment losses on financial assets	(28)	0	–	56	(191)	–
	Other result	7	(121)	–	(87)	31	–
	Profit/loss before tax	563	496	13.5%	1,587	1,301	22.0%
	Profit/loss after tax	452	389	16.0%	1,271	1,012	25.7%
Consolidated profit/loss	417	357	16.8%	1,173	910	28.9%	
		Q3/2018	Q2/2018	q-o-q	1-9/2018	1-9/2017	y-o-y
<b>NPL/NPE</b>	NPL ratio	4.4%	4.8%	(0.3 PP)	4.4%	6.7%	(2.3 PP)
	NPE ratio	3.0%	3.2%	(0.2 PP)	3.0%	5.2%	(2.2 PP)
	NPL coverage ratio <sup>1</sup>	75.0%	73.5%	1.5 PP	75.0%	69.4%	5.6 PP
	NPE coverage ratio <sup>2</sup>	61.4%	59.5%	1.9 PP	61.4%	59.3%	2.1 PP
	Loans to customers	80,056	77,895	2.8%	80,056	76,648	4.4%
		Q3/2018	Q2/2018	q-o-q	1-9/2018	1-9/2017	y-o-y
<b>Capital Ratios (incl. YTD results)</b>	Common equity tier 1 ratio (fully loaded)	12.8%	12.8%	0.0 PP	12.8%	13.0%	(0.2 PP)
	Tier 1 capital ratio (fully loaded)	14.2%	14.3%	(0.1 PP)	14.2%	13.9%	0.4 PP
	Total capital ratio (fully loaded)	17.4%	17.6%	(0.2 PP)	17.4%	18.3%	(0.9 PP)

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

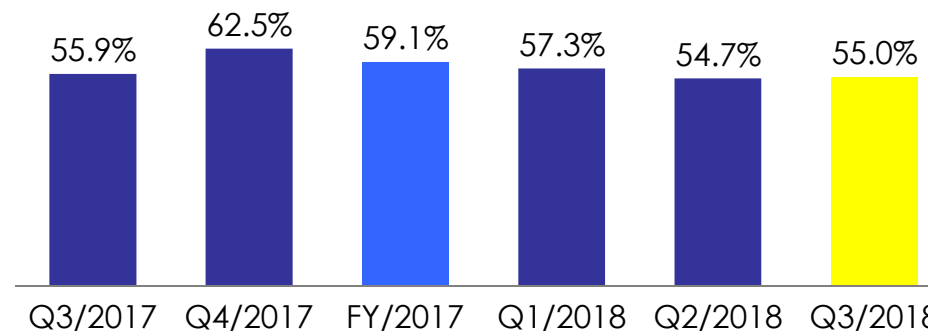
2) Individual impairment losses on loans to customers and banks and on bonds in relation to non-performing exposure to customers and banks and on bonds

# Development of Financial Ratios

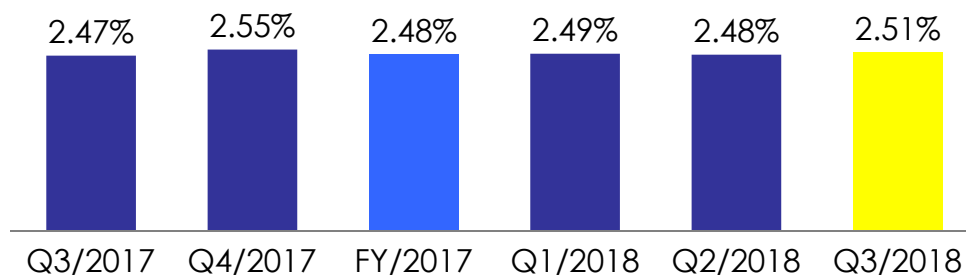
**RoE (Consolidated)<sup>1</sup>**



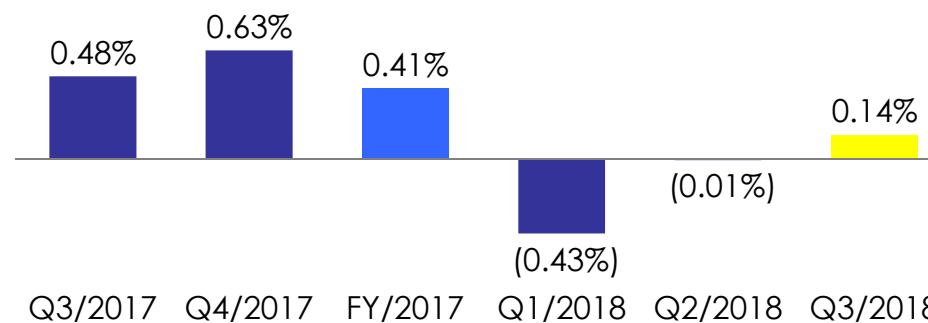
**Cost/Income Ratio**



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



**Provisioning Ratio<sup>1</sup>**



1) Annualized

# Update on Russia

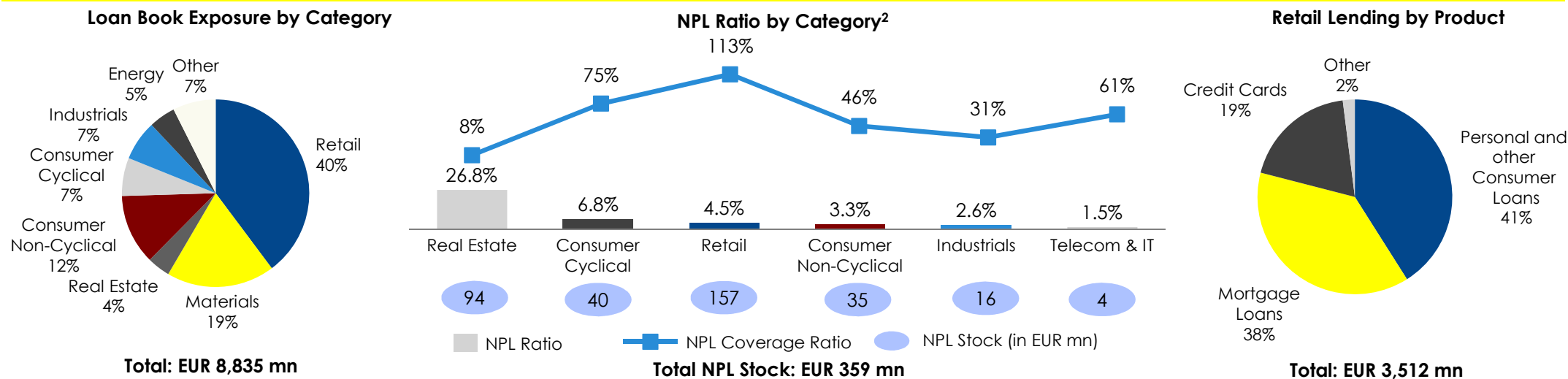
## Key Developments

- 1-9/2018 profit after tax at EUR 368 mn (up 3.1% y-o-y) despite RUB depreciation
- RUB depreciated 9% YTD, y-o-y average rate down 11%
- Net interest margin stable at 5.82% in 1-9/2018 (5.78% in 1-9/2017) despite negative FX effects due to optimization of liquidity surplus
- Risk costs of EUR 2 mn in 1-9/2018 vs. EUR 20 mn in 1-9/2017
- Loan growth of 8% YTD in EUR terms, mostly from households and non-financial corporations
- NPL ratio stable at 4.1%; coverage ratio at 69.0%
- Limited impact on Group 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>



1) Gross exposure, including stock of provisions

2) Other categories have NPL ratios below 1% (Materials 0.5%, Energy 0.4%; Other 0.2%)

# Update on Poland



## Impact of Sale

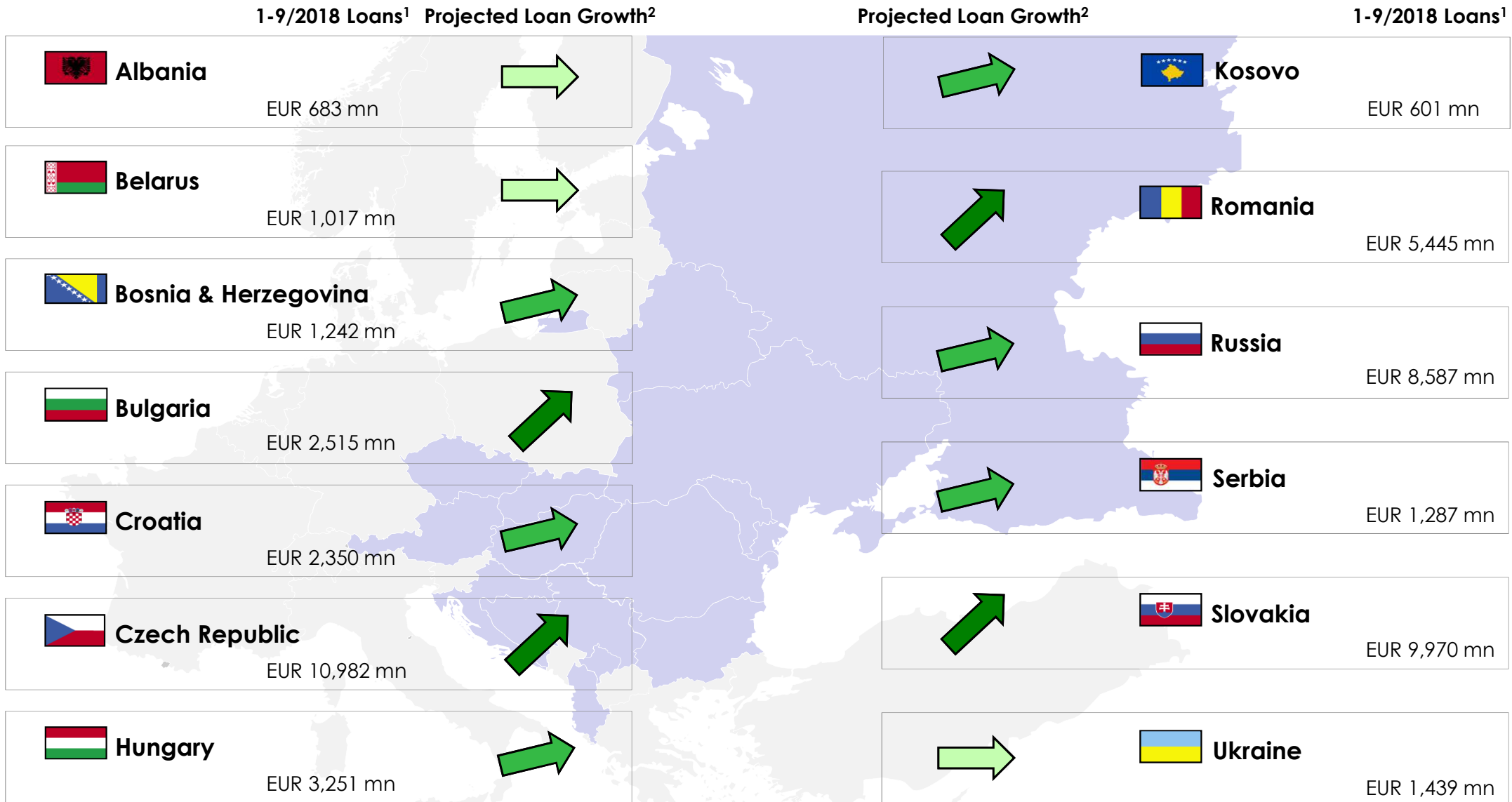
- The sale of core banking operations in Poland was successfully completed on October 31 2018. **For Q3/2018, assets of EUR 7.9 bn and liabilities of EUR 8.3 bn** from core banking operations are disclosed as **held-for-sale under other assets/liabilities** (under IFRS 5)
- The agreed price of PLN 3,250 mn (approx. EUR 760 mn) is equivalent to a **price/tangible book value multiple of 0.95 times** (based on core banking operations capital of EUR 877 mn on closing date)
- The disposal has a positive effect of around **85 bps on RBI Group's CET1 ratio (fully loaded)**
- Under the terms of the agreement, **total assets of approximately EUR 9.3 bn and total RWA of approximately EUR 4.9 bn** have been 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 121 mn) was recognized in Q2/2018 (other results), subject to changes after the closing statement
- Additional capital-neutral effects from deconsolidation (minus EUR 38 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 are transferred to a Polish branch of RBI AG by way of merger
- The branch has total assets of **approximately EUR 3.3 bn, including around EUR 3.0 bn foreign currency mortgages** (of which EUR 2.3 bn are denominated in CHF) and approx. EUR 300 mn of corporate loans
- The weighted average maturity of the foreign currency mortgages is between 10 to 15 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 approx. 150 employees, will focus on running down the portfolio
- The retained assets include **EUR 373 mn of NPL** as at 30 September, equal to an **NPL ratio of 10.9% with a coverage ratio of 59.2%**



# Growth across the Group



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

## Development of Real GDP (%)

Country	2017	2018e	2019f	2020f
<b>CE</b>				
Czech Republic	4.5	3.1	3.0	2.5
Hungary	4.1	4.2	3.4	2.2
Poland	4.6	4.8	3.9	3.1
Slovakia	3.4	4.0	4.0	2.8
Slovenia	4.9	4.0	2.6	2.0
<b>CE</b>	<b>4.4</b>	<b>4.2</b>	<b>3.6</b>	<b>2.8</b>
<b>SEE</b>				
Albania	3.8	4.0	3.8	2.2
Bosnia & Herz.	3.2	3.0	3.0	2.5
Bulgaria	3.8	3.5	3.2	2.5
Croatia	2.9	2.6	2.5	2.0
Kosovo	4.5	4.2	4.0	3.0
Romania	7.0	3.5	3.5	3.0
Serbia	1.9	4.0	3.5	3.5
<b>SEE</b>	<b>5.1</b>	<b>3.4</b>	<b>3.3</b>	<b>2.8</b>
<b>EE</b>				
Belarus	2.4	3.5	2.5	2.0
Russia	1.5	1.5	1.5	1.5
Ukraine	2.5	3.5	2.5	3.0
<b>EE</b>	<b>1.6</b>	<b>1.7</b>	<b>1.6</b>	<b>1.6</b>
<b>Austria</b>	<b>2.6</b>	<b>2.6</b>	<b>1.7</b>	<b>1.4</b>
<b>Germany</b>	<b>2.5</b>	<b>1.7</b>	<b>1.6</b>	<b>1.0</b>
<b>Euro area</b>	<b>2.5</b>	<b>2.0</b>	<b>1.7</b>	<b>1.3</b>

Source: RBI/Raiffeisen Research as of November 2018

## General Market Trends

- **Growth dynamics in Central Europe (CE) have peaked but remain strong** with GDP growth above 4% expected in 2018. Labor scarcity in the region increasingly becoming a bottleneck for growth, rising wages and full production capacity expected to result in moderately rising inflation
- **Southeastern Europe (SEE) GDP growth of 3.4% expected in 2018** following 5.1% expansion in 2017. After exceptionally strong growth in 2017 the business cycle in Romania is expected to slow down to 3.5% due to lower private consumption and gross fixed capital formation growth rates. In 2019, economic output in the region should further moderate to 3.3%
- **Russia's economy continues to grow at a moderate pace of 1.5-2% per year.** Higher oil prices improve external resilience and increase fiscal buffers. Substantial risk of additional, albeit measured, US sanctions. Ukraine restored cooperation with IMF, decreasing macro-financial risks in 2019
- Sentiment indicators in **Austria** and the **euro area have** retreated from cyclical peaks since end 2017 but still remain in growth territory. Euro area inflationary pressure seen to rise gradually, while the ECB intends to keep key rates unchanged at least through summer 2019

- 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 **below 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
- In the coming years we target a **consolidated return on equity of approximately 11 percent**
- We target a **CET1 ratio 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

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# Overview of Key Financials

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q3/2017	y-o-y
Net interest income	856	834	2.6%	814	5.2%
Dividend income	3	48	(92.9%)	6	(46.8%)
Net fee and commission income	455	460	(1.0%)	429	6.2%
Net trading income and fair value result	4	18	(78.7%)	(1)	–
Other net operating income	14	20	(29.5%)	19	(27.0%)
<b>Operating income</b>	<b>1,334</b>	<b>1,379</b>	<b>(3.2%)</b>	<b>1,270</b>	<b>5.0%</b>
Staff expenses	(383)	(396)	(3.2%)	(365)	5.0%
Other administrative expenses	(280)	(287)	(2.2%)	(271)	3.6%
Depreciation	(71)	(71)	(1.1%)	(74)	(4.7%)
<b>General administrative expenses</b>	<b>(734)</b>	<b>(754)</b>	<b>(2.6%)</b>	<b>(710)</b>	<b>3.4%</b>
<b>Operating result</b>	<b>600</b>	<b>625</b>	<b>(4.0%)</b>	<b>560</b>	<b>7.0%</b>
Other result	7	(121)	–	(1)	–
Levies and special governmental measures	(16)	(8)	97.9%	(16)	4.4%
Impairment losses on financial assets	(28)	0	–	(91)	(69.6%)
<b>Profit/loss before tax</b>	<b>563</b>	<b>496</b>	<b>13.5%</b>	<b>453</b>	<b>24.3%</b>
<b>Profit/loss after tax</b>	<b>452</b>	<b>389</b>	<b>16.0%</b>	<b>356</b>	<b>26.9%</b>
<b>Consolidated profit/loss</b>	<b>417</b>	<b>357</b>	<b>16.8%</b>	<b>322</b>	<b>29.2%</b>
Net interest margin <sup>1</sup> (%)	2.51%	2.48%	0.03 PP	2.47%	0.04 PP
RoE <sup>1</sup> (consolidated) (%)	15.6%	14.6%	1.1 PP	14.0%	1.6 PP

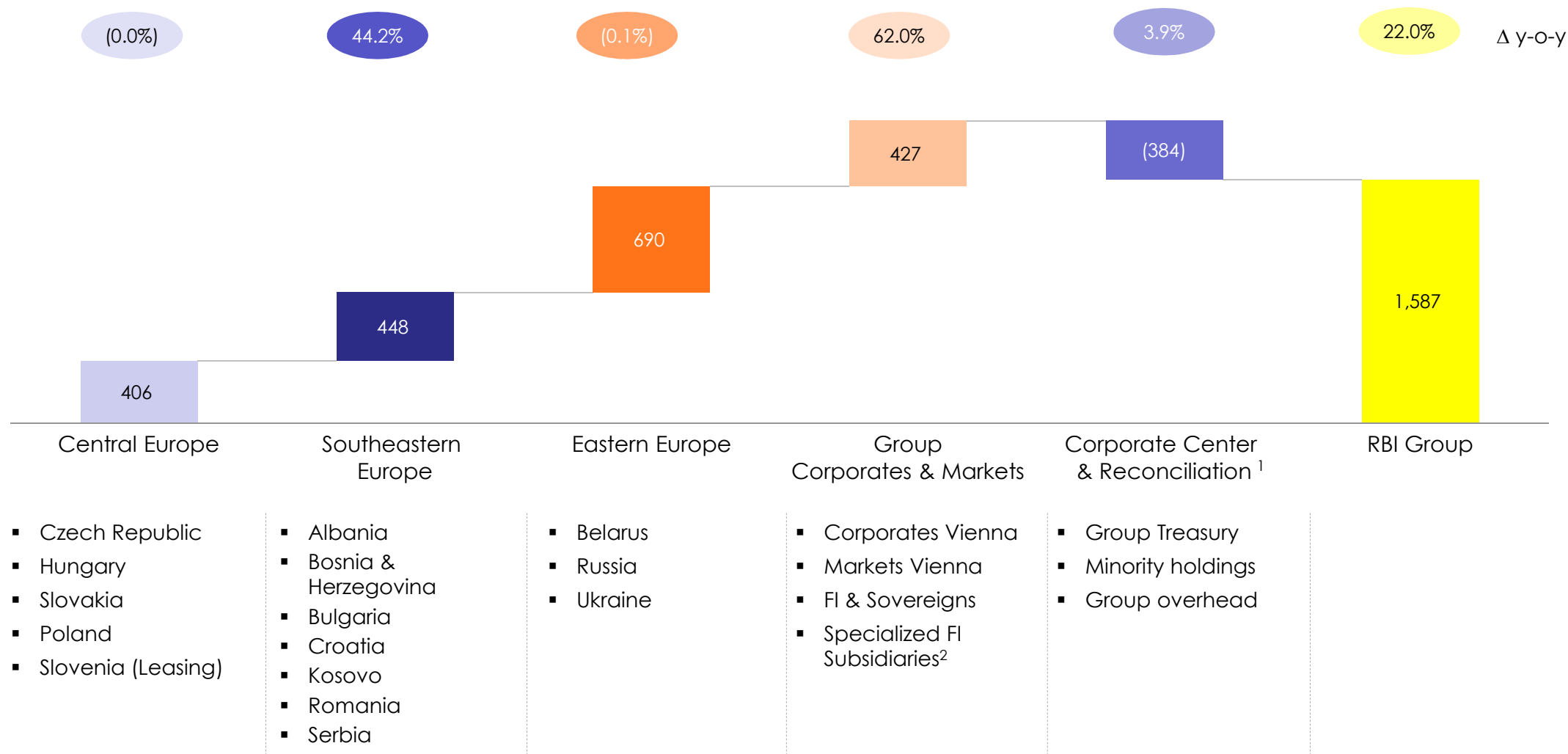
1) Annualized

## Development (q-o-q)

- **Net interest income** up EUR 22 mn mainly from Russia (higher volume of central bank bonds and loans to customers), Romania (volume and margin driven) and Czech Republic (higher volumes)
- **Dividend income** down EUR 45 mn as most of the payment dates fall in Q2
- **Net trading income and fair value result** down EUR 14 mn mainly due to valuation losses from loans measured at fair value
- **Other net operating income** down EUR 6 mn mainly due to release of provisions in GC&M in Q2
- **General administrative expenses** down EUR 20 mn: staff expenses down EUR 13 mn due to retroactive salary increases and vacation allowance in Q2
- **Other result** up due to recognition of EUR 121 mn expected loss from sale of Polish core banking operations in Q2
- **Levies** up EUR 8 mn triggered by resolution fund fees following Q2/2018 releases of EUR 8 mn due to lower requirements from the regulatory authorities
- **Impairment losses on financial assets** up after provision releases related to non-financial corporations in Q2; highest allocation of EUR 30 mn in Poland in Q3

# Distribution of Profit before Tax – 1-9/2018

In EUR mn



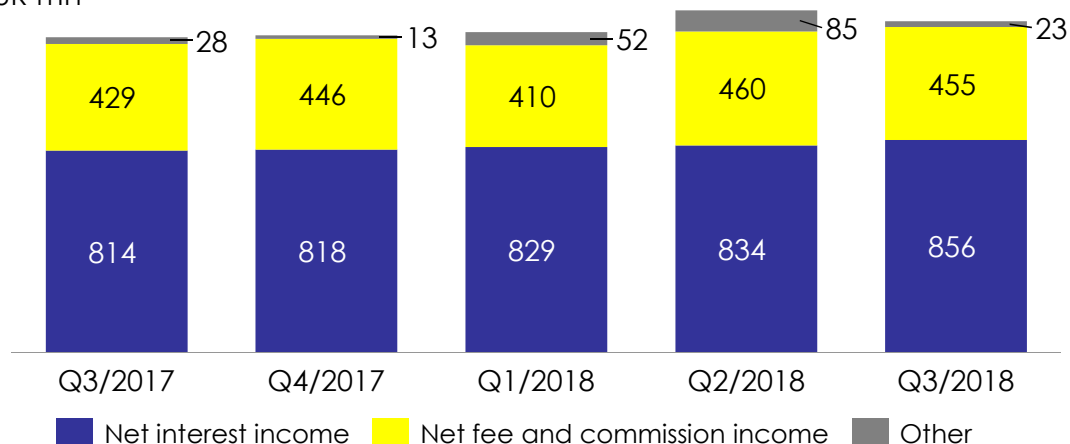
1) Due to the mostly internal nature of Corporate Center, amount netted with Reconciliation for illustrative purposes

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

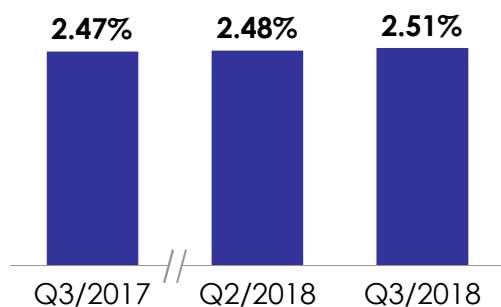
# Revenue Composition

## Split of Operating Income

In EUR mn

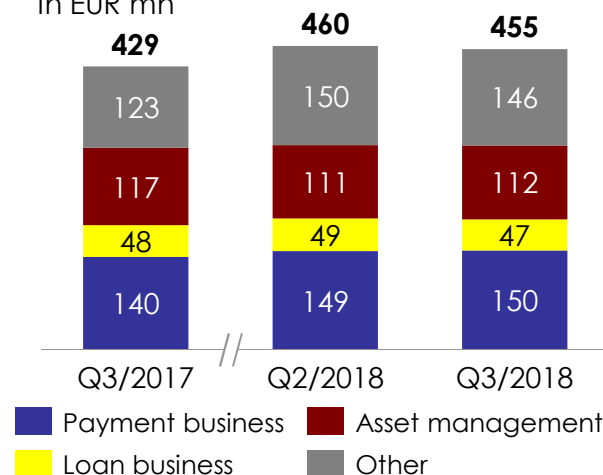


## Net Interest Margin



## Net Fee and Commission Income

In EUR mn

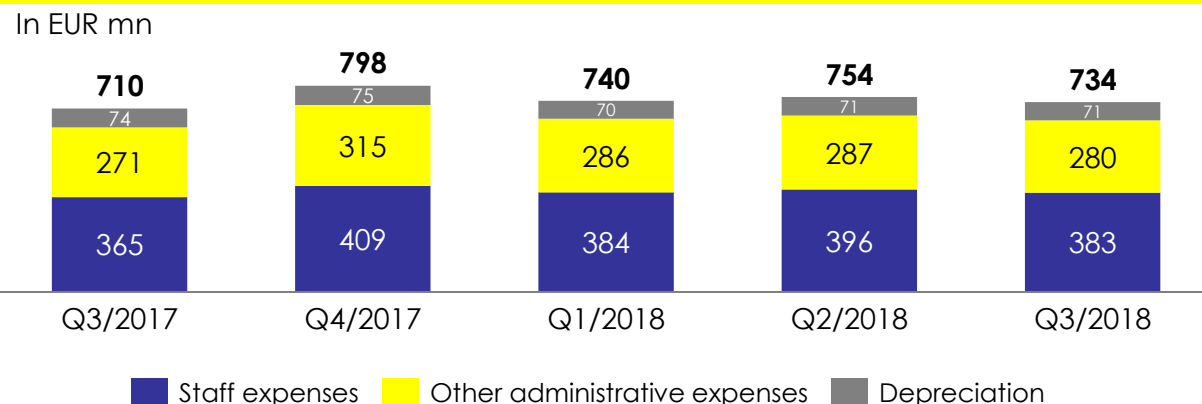


## Development (q-o-q)

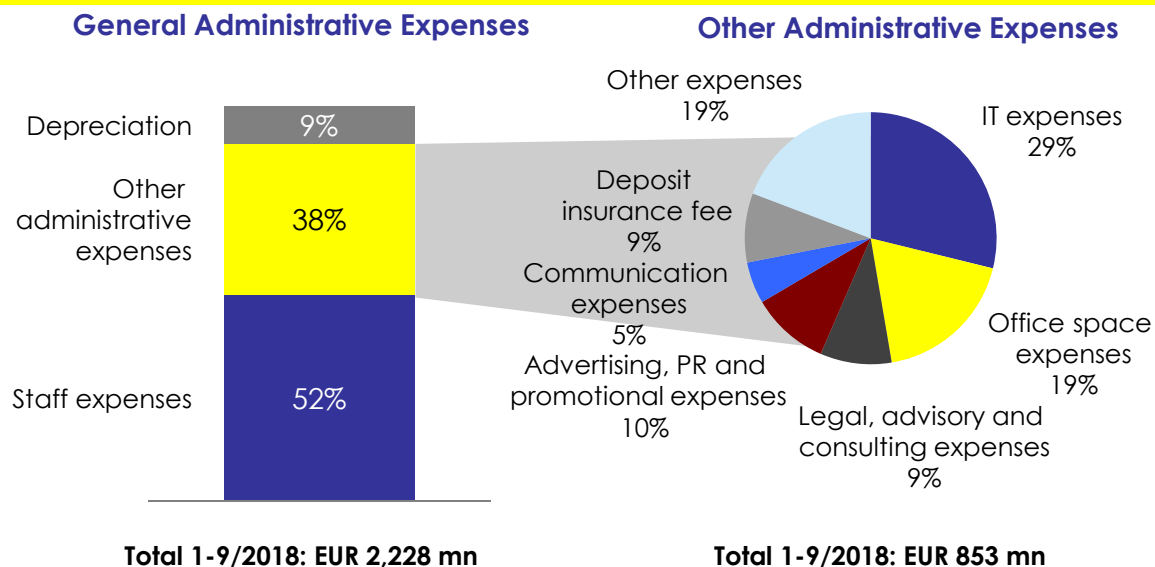
- **Net interest income** up EUR 22 mn mainly from Russia (higher volume of central bank bonds and loans to customers), Romania (volume and margin driven) and Czech Republic (higher customer volumes); NIM increased 3bps to 2.51% in Q3
- **Dividend income** down EUR 45 mn as most of the payment dates fall in Q2
- **Net fee and commission income** down EUR 4 mn following an exceptionally high Q2; higher income in Q2 at head office mainly from a debt capital market transaction
- **Net trading income and fair value result** down EUR 14 mn mainly triggered by valuation losses from loans measured at fair value partly offset by higher valuation gains on derivatives
- **Other net operating income** down EUR 6 mn mainly due to release of provisions in GC&M in Q2

# Expense Base Breakdown

## Development of General Administrative Expenses



## Split of General Administrative Expenses



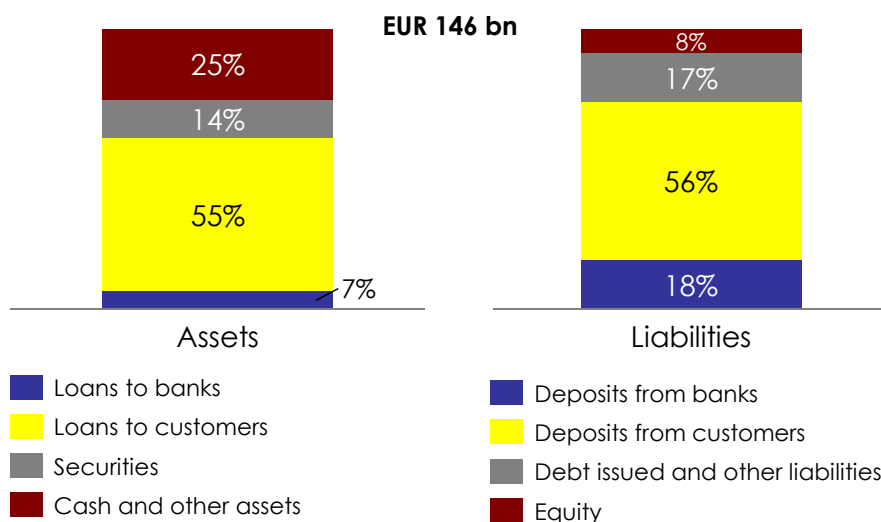
## Development (q-o-q)

- **General administrative expenses** down EUR 20 mn mainly driven by lower staff expenses and a positive impact from FX movements of EUR 4 mn
- **Staff expenses** down EUR 13 mn due to retroactive salary increases in Q2 based on the collective agreement and release of provisions for vacation allowance in Q3
- **Other administrative expenses** down EUR 6 mn mainly triggered by legal and consulting fee related to sale of Polish core banking operations in Q2
- **Depreciation** stable (down EUR 1 mn)
- **Regulatory investments** expected to peak in 2018. These should decrease going forwards due to completion of IFRS 9 and MiFID II



# Balance Sheet Overview

## Balance Sheet (30/09/2018)



In EUR mn	30/09/2018	30/06/2018	q-o-q	30/09/2018	31/12/2017	YTD
<b>Total assets</b>	<b>146,177</b>	<b>143,556</b>	<b>1.8%</b>	<b>146,177</b>	<b>135,146</b>	<b>8.2%</b>
Loans to banks	9,655	9,774	(1.2%)	9,655	10,741	(10.1%)
Loans to customers	80,056	77,895	2.8%	80,056	77,745	3.0%
Securities	19,769	19,360	2.1%	19,769	21,967	(10.0%)
Cash and other assets	36,697	36,527	0.5%	36,697	24,694	48.6%
<b>Total liabilities</b>	<b>146,177</b>	<b>143,556</b>	<b>1.8%</b>	<b>146,177</b>	<b>135,146</b>	<b>8.2%</b>
Deposits from banks	25,948	26,474	(2.0%)	25,948	22,378	16.0%
Deposits from customers	82,356	79,908	3.1%	82,356	84,974	(3.1%)
Debt issued and other liabilities	25,540	25,206	1.3%	25,540	16,553	54.3%
Equity	12,331	11,968	3.0%	12,331	11,241	9.7%

### Assets

- **Loans to customers** up 3% YTD despite sale of Polish core banking operations (IFRS 5 reclassification): increases mainly at head office (up EUR 3.6 bn, mostly driven by higher drawn loan commitments and repo business), Czech Republic (up EUR 0.8 bn or 8%), Romania, Russia and Slovakia (each up EUR 0.6 bn, 13%, 8% and 7% respectively)
- **Cash balances** up EUR 5.0 bn, mainly driven by head office; **other assets** up EUR 7.0 bn due to IFRS 5 reclassification of Polish core banking operations (EUR 7.9 bn)
- YTD **FX impact** minus EUR 0.7 bn on **total assets**; depreciation of RUB (9%), HUF (4%), PLN (2%), appreciation of USD (4%), UAH (3%)

### Liabilities

- **Deposits from customers** decreased due to IFRS 5 reclassification of EUR 8.1 bn from Polish core banking operations, excluding this effect up 6%: increases mainly at head office (up EUR 3.0 bn, mostly in short-term deposits), Russia (up EUR 1.1 bn or 12%, mostly in short-term deposits)
- Increase in **deposits from banks** driven by head office (short-term refinancing)

# Regulatory Capital Overview

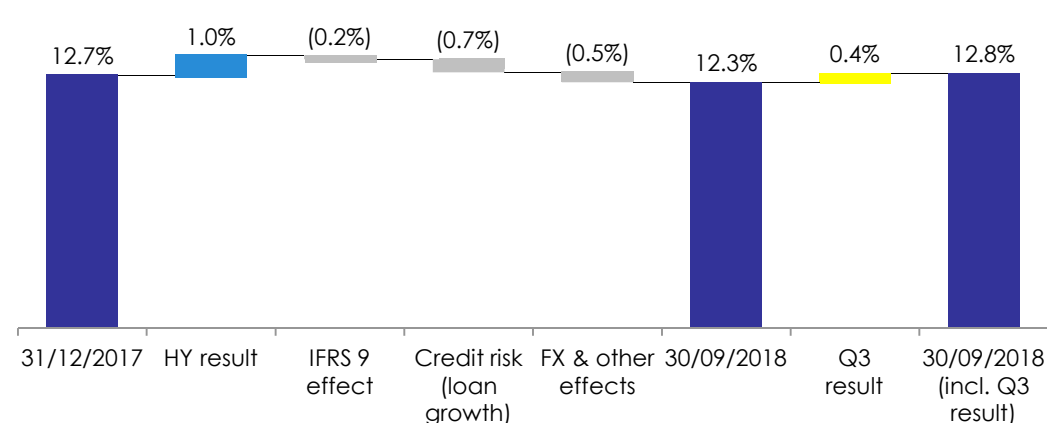
## Regulatory Capital Structure

In EUR mn	30/09/2018	31/12/2017
Common equity tier 1 (before deductions)	10,206	9,955
Deduction items	(777)	(688)
Common equity tier 1 (after deductions)	9,404	9,266
Additional tier 1 (after deductions)	1,195	573
Tier 1 (after deductions)	10,599	9,839
Tier 2 (after deductions)	2,424	3,053
Total capital	13,022	12,892
Risk-weighted assets (total RWA)	76,227	71,902
Common equity tier 1 ratio (fully loaded)	12.3%	12.7%
Common equity tier 1 ratio (transitional)	12.3%	12.9%
Tier 1 ratio (fully loaded)	13.8%	13.6%
Tier 1 ratio (transitional)	13.9%	13.7%
Total capital ratio (fully loaded)	17.0%	17.8%
Total capital ratio (transitional)	17.1%	17.9%
Leverage ratio (fully loaded)	6.1%	6.1%
Leverage exposure (total)	172,880	160,828

## Changes in Regulatory Capital (YTD)

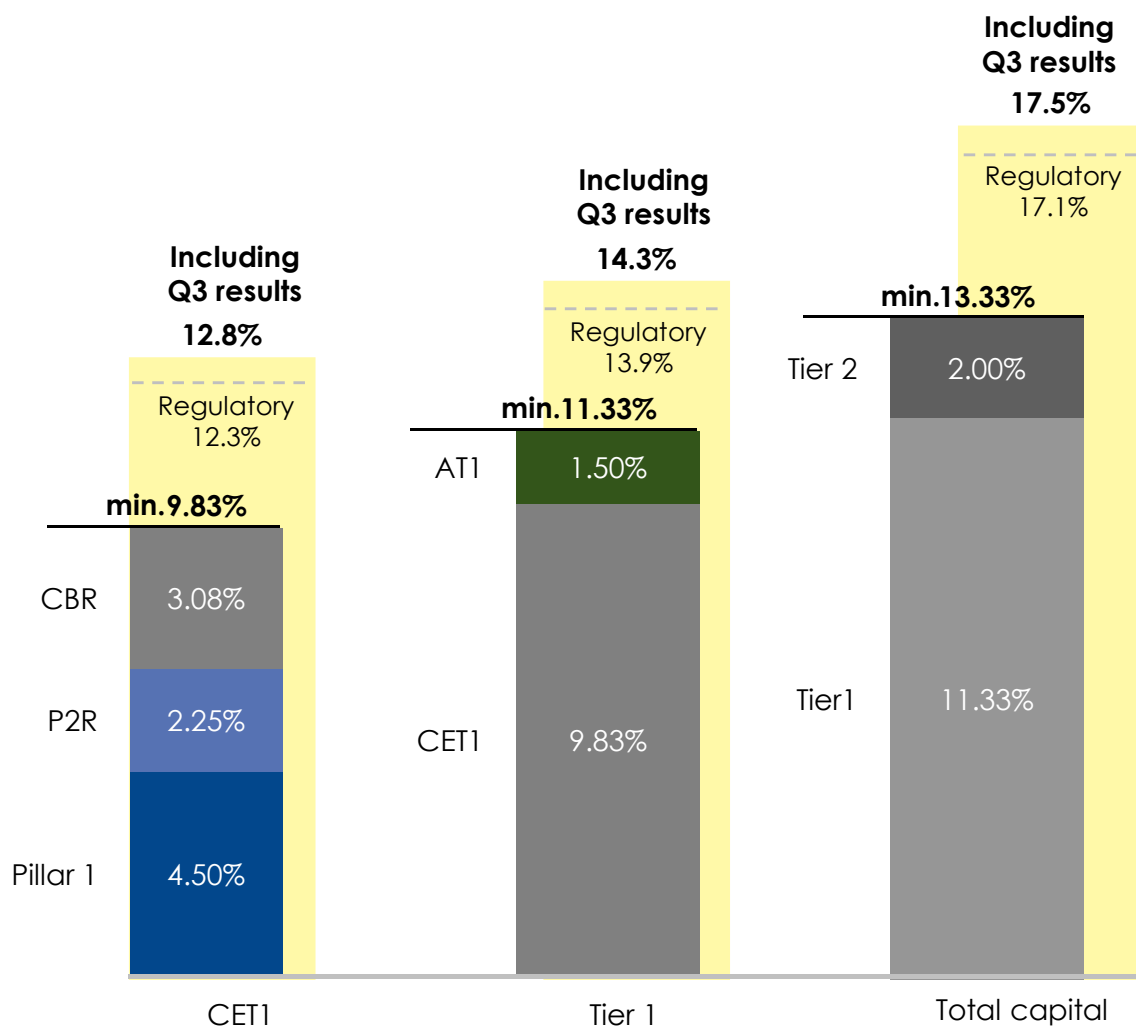
- CET1 capital **up by EUR 0.16 bn** driven by half year results
- IFRS 9 impact of **minus 19bps** including IRB shortfall effect
- Total **RWAs** increased by **EUR 4.3 bn**:
  - **Credit risk non-retail**: up by EUR 2,603 mn due to increased corporate exposure in Russia, Czech Republic and GC&M (loans and bonds)
  - **Credit risk retail**: up EUR 529 mn mainly due to increased business in Russia (partly offset by depreciation of RUB), Czech Republic and Slovakia – mainly in personal and mortgage loans
  - **Market risk**: up EUR 939 mn primarily from temporary increase in FX positions (dividend payments) and higher FX and rate volatility (USD, UAH)
  - **Operational risk**: decreased by EUR 203 mn due to quarterly update of loss data (external loss data/conduct risk)
- **Leverage ratio** (fully loaded) of 6.1% (transitional: 6.1%)

## Development of CET1 ratio (fully loaded)



# Capital Ratios well above Requirements

## Regulatory Capital Requirements



Note: ratios are based on applicable rules as at 30/09/2018

## Further Details (RBI Group)

- 2018 SREP **P2R of 2.25%**, and **P2G of 1.0%** (unchanged from 2017)
- Combined buffer requirement in 2018 of 3.08%:**
  - 1.875% capital conservation buffer
  - 1.0% systemic risk buffer / O-SII buffer
  - Variable countercyclical capital buffer of ~0.20%
- Capital conservation buffer increases 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 9.83% as of 30/09/2018
- Buffer to MDA trigger is 2.50%
- Available distributable items (ADI) of EUR 1,944 mn as of 30/09/2018 before 2018 IPS contribution (deducted in Q4/2018)
- Fully loaded ratios 12.3% CET1; 13.8% Tier 1; 17.0% Total capital

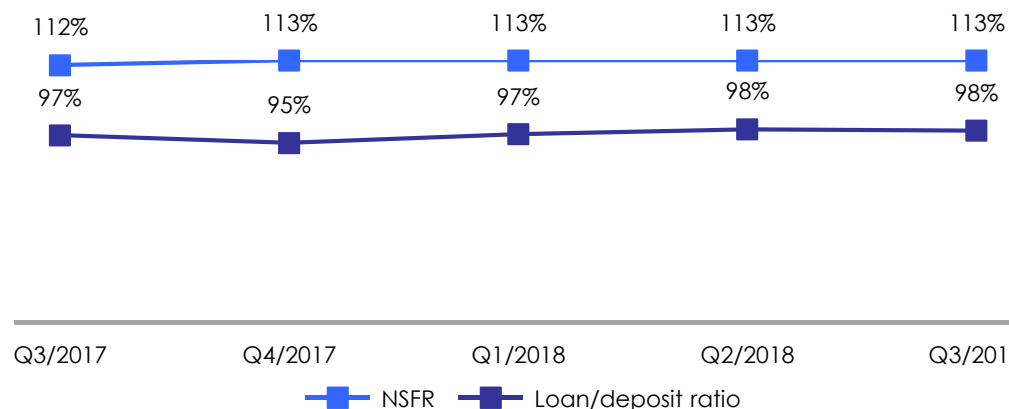
Note: P2R = Pillar 2 requirement, P2G = Pillar 2 guidance, CBR = Combined buffer requirement, O-SII = Other systemically important institutions

# Funding and Liquidity

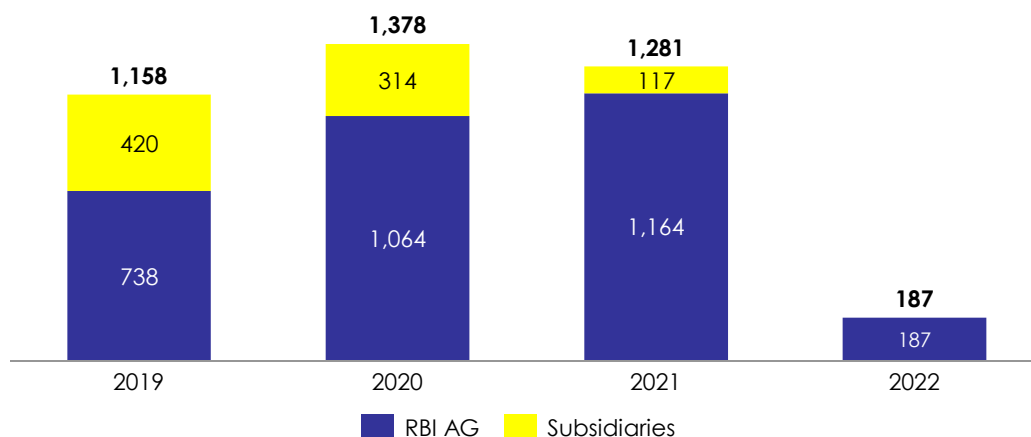
## Funding Structure (30/09/2018)

- 59% of Group funding from customer deposits (households and non-financial corporations). Customer deposit inflow remains strong in 2018 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 expected to support business growth

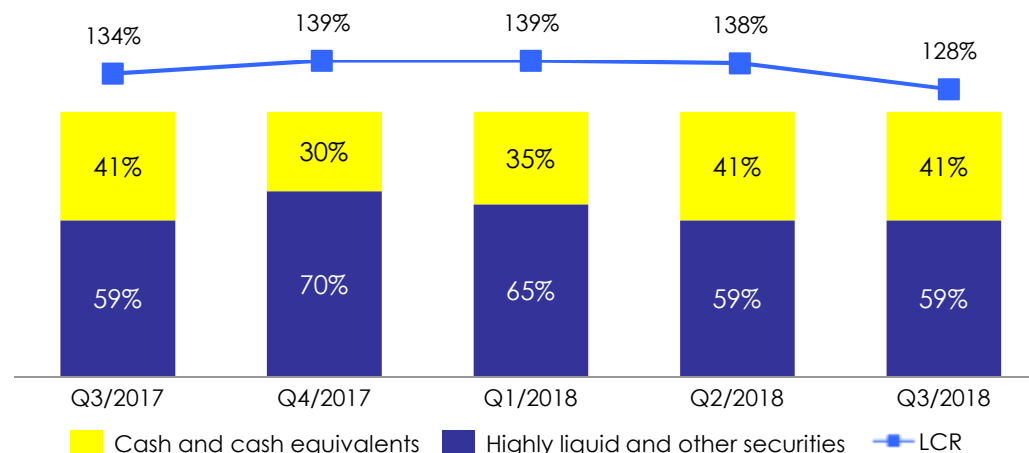
## NSFR and Loan/Deposit Ratio



## Upcoming Senior Maturities<sup>1</sup>



## LCR Development



1) Including covered bonds

# MREL Update and Resolution Strategy

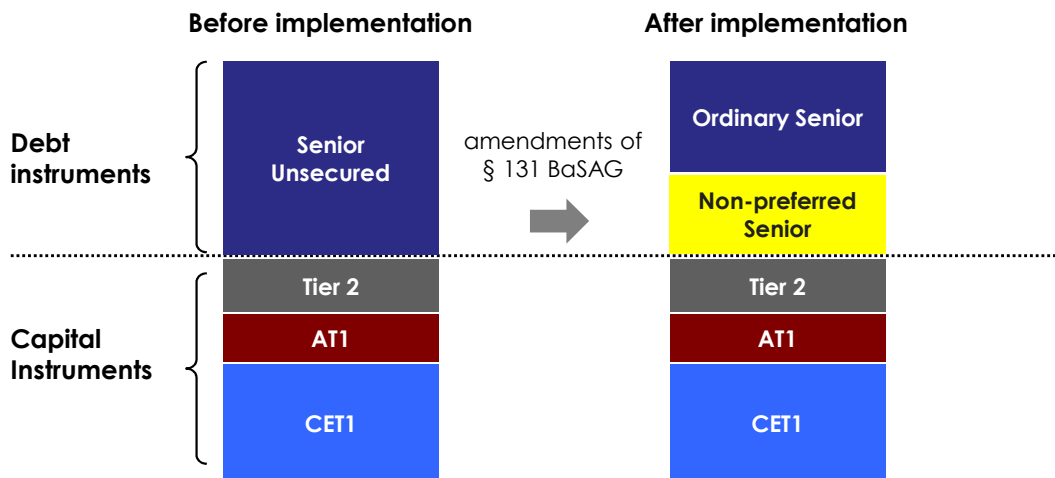
## RBI Resolution Strategy

- 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 their own MREL targets
- Binding MREL targets not yet final. Any potential shortfall to be filled with Non-Preferred Senior issuance by head office and by EU network units
- The first resolution group to issue will be the Austrian Resolution Group (e.g. RBI AG, Austrian subsidiaries), where MREL needs are expected to be easily covered given incremental requirements
- RBI will issue Non-Preferred Senior to proactively manage expected MREL requirements, while also continuing to issue Senior Preferred

## Remaining themes still under discussion

- MREL targets for each resolution group
- Perimeter and calibration of MREL targets
- Timing and length of transition period
- Treatment of outstanding senior liabilities for MREL eligibility

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



<b>New type of debt instrument</b>	new type of debt instruments with a non-preferred senior class that meet the conditions laid down in § 131(3)(1) to (3) BaSAG
<b>Ranking in insolvency</b>	Unsecured claims resulting from non-preferred senior 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>	the original contractual maturity is of at least 1 year (§ 131(3)(1) BaSAG)
<b>Structure</b>	the debt instruments contain no embedded derivatives and are not derivatives themselves (§ 131(3)(2) BaSAG)
<b>Documentation</b>	the relevant contractual documentation and, where applicable, the prospectus related to the issuance shall explicitly refer to the lower ranking of the non-preferred senior debt instruments pursuant to § 131 BaSAG-(§ 131(3)(3) BaSAG)

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# RWA and Credit Portfolio Development

## RWA and Credit Portfolio Development

In EUR mn	Total Exposure 30/09/2018	Retail 30/09/2018	Non-Retail 30/09/2018	Total Exposure Change (YTD)	RWA 30/09/2018	Change RWA (YTD)
Czech Republic	20,279	7,569	12,710	2.5%	7,064	8.3%
Hungary	7,722	869	6,854	2.9%	3,361	3.7%
Poland	13,359	5,330	8,029	(3.1%)	9,078	(2.7%)
Slovakia	15,491	6,647	8,844	0.7%	6,079	8.2%
<b>Central Europe<sup>1</sup></b>	<b>56,884</b>	<b>20,416</b>	<b>36,468</b>	<b>0.7%</b>	<b>25,666</b>	<b>3.5%</b>
Albania	1,772	332	1,440	(7.5%)	1,330	(8.5%)
Bosnia & Herzegovina	2,432	900	1,532	2.5%	1,716	(0.7%)
Bulgaria	4,503	1,448	3,055	4.7%	2,020	12.9%
Croatia	5,669	1,755	3,914	4.5%	2,772	3.5%
Kosovo	942	333	609	0.1%	618	6.6%
Romania	10,977	3,844	7,133	10.3%	4,977	10.0%
Serbia	3,194	627	2,567	7.5%	1,788	3.1%
<b>Southeastern Europe</b>	<b>29,489</b>	<b>9,238</b>	<b>20,251</b>	<b>5.8%</b>	<b>15,221</b>	<b>5.1%</b>
Belarus	1,920	348	1,572	19.1%	1,537	4.9%
Russia	16,776	4,160	12,616	12.4%	8,326	5.4%
Ukraine	2,693	419	2,274	6.7%	2,076	10.4%
<b>Eastern Europe</b>	<b>21,389</b>	<b>4,926</b>	<b>16,462</b>	<b>12.2%</b>	<b>11,939</b>	<b>6.2%</b>
<b>GC&amp;M</b>	<b>74,680</b>	<b>5,354</b>	<b>69,325</b>	<b>12.4%</b>	<b>22,606</b>	<b>12.2%</b>
<b>Corporate Center &amp; Reconciliation</b>	<b>40</b>	<b>0</b>	<b>40</b>	<b>49.9%</b>	<b>796</b>	<b>(34.2%)</b>
<b>Total RBI Group</b>	<b>182,482</b>	<b>39,935</b>	<b>142,547</b>	<b>7.4%</b>	<b>76,227</b>	<b>6.0%</b>

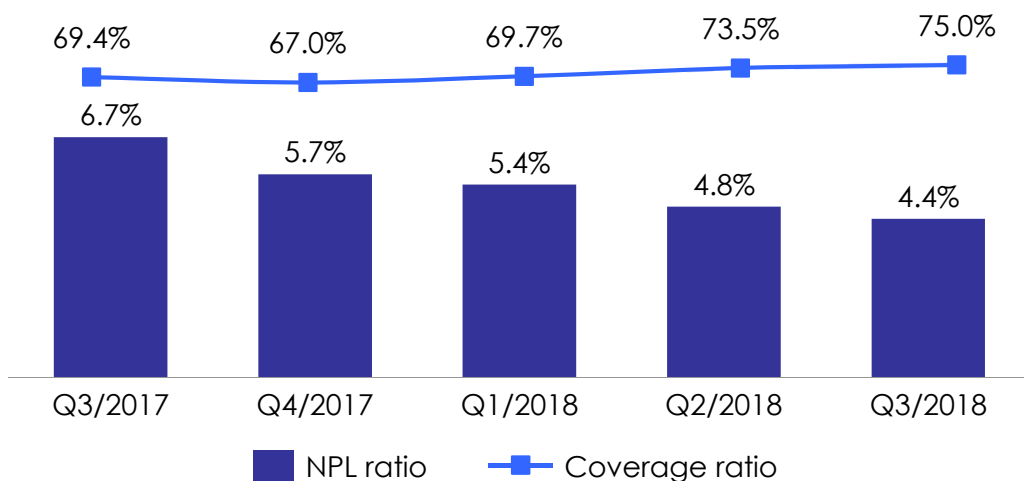
1) Including Slovenia

## Comments (YTD)

- **Credit risk RWA:** increased by EUR 3,589 mn
  - **Non-retail RWA** up by EUR 2,911 mn due to **increased corporate loan exposure** in **Czech Republic, Romania** and **Slovakia** as well as higher corporate loan and guarantee exposure in **GC&M**
  - **Retail RWA** up EUR 678 mn mainly due to increase of mortgage loans in **Bulgaria, Czech Republic** and **Slovakia**; higher personal and mortgage loans in **Russia**
- **Market risk RWA:** up EUR 939 mn primarily from temporary increase in FX positions (dividend payments) and hedging items in relation to sale of Polish core banking operations
- **Operational risk RWA:** decreased slightly by EUR 148 mn due to regular updates of loss data (external loss data/conduct risk)
- **Russia:** exposure increase in several areas (corporate and retail loans, sovereign bonds) partly offset by RUB depreciation by 9% vs. EUR
- **Ukraine:** exposure and RWA increase driven by increased corporate and retail loan business supported by UAH appreciation (3% vs. EUR)

# NPL and Provisioning Ratio Development

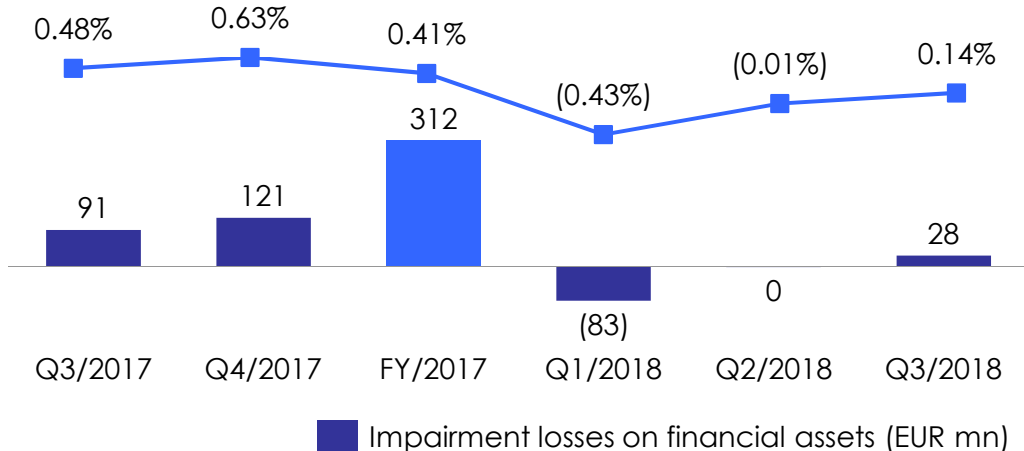
## NPL as % of Customer Loans and NPL Coverage Ratio



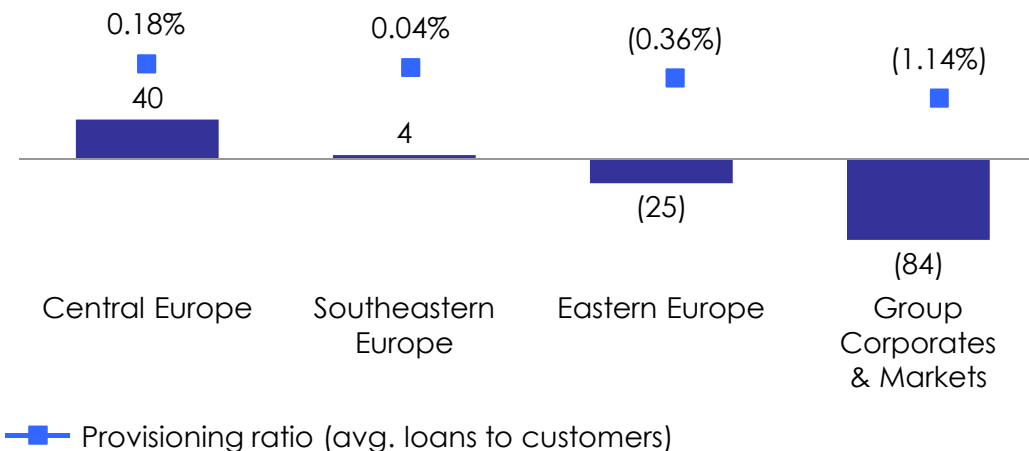
## Comments (YTD)

- Strong improvement YTD in **risk costs and NPL ratio** driven by NPL sales of EUR 416 mn (Q3: EUR 54 mn) and recoveries (incl. writebacks) of EUR 760 mn (Q3: EUR 241 mn)
- NPL stock** (EUR 342 mn) and **provisions** (EUR 270 mn) of Polish core banking operations excluded from NPL and coverage ratio due to held-for-sale classification in Q2
- NPL ratio** down by 1.2PP to 4.4%; largest decrease in GC&M and SEE (1.3PP each) and CE (down 1.1PP)
- NPL coverage ratio** up 7.9PP YTD to 75.0% due to recoveries, sales of low provisioned NPLs and IFRS 9 implementation effects (mainly Bulgaria up 17.8PP, GC&M up 16.2PP and Hungary up 14.4PP)
- Impairment losses on financial assets** improved EUR 247 mn y-o-y to a net release of EUR 56 mn supported by positive risk environment across most markets, recoveries and gains from NPL sales
- Largest changes in impairment losses** y-o-y in GC&M (down EUR 137 mn), Romania (down EUR 54 mn), Croatia (down EUR 43 mn)

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



## Provisioning Ratio in 1-9/2018 by segment





# NPL Distribution by Country

## NPL Ratio and Coverage Ratio

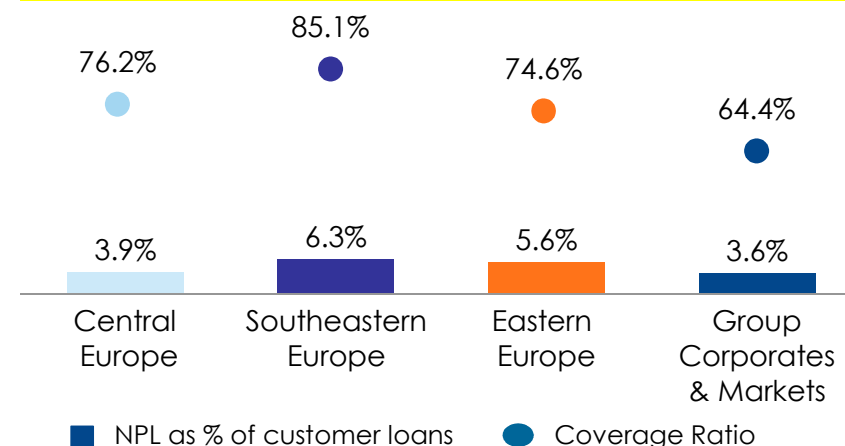
In EUR mn	NPL Stock 30/09/2018	NPL Ratio			NPL Coverage Ratio		
		30/09/2018	30/06/2018	31/12/2017	30/09/2018	30/06/2018	31/12/2017
Czech Republic	240	2.1%	2.1%	2.6%	95.2%	102.2%	86.6%
Hungary	217	6.3%	6.8%	8.1%	82.6%	84.6%	68.2%
Poland	373	10.9%	10.6%	8.9%	59.2%	52.9%	61.7%
Slovakia	244	2.4%	2.7%	2.9%	84.2%	77.0%	69.9%
<b>Central Europe<sup>1</sup></b>	<b>1,097</b>	<b>3.9%</b>	<b>4.0%</b>	<b>5.0%</b>	<b>76.2%</b>	<b>74.2%</b>	<b>67.7%</b>
Albania	115	14.8%	15.7%	16.3%	79.8%	78.3%	78.7%
Bosnia & Herzegovina	85	6.4%	6.4%	6.9%	96.8%	95.7%	89.9%
Bulgaria	80	3.1%	3.5%	4.3%	106.5%	102.2%	88.8%
Croatia	328	12.5%	12.5%	13.1%	81.6%	83.0%	79.4%
Kosovo	26	4.1%	4.0%	4.8%	79.4%	84.2%	79.1%
Romania	255	4.5%	5.0%	6.0%	80.2%	82.0%	78.3%
Serbia	48	3.6%	3.7%	4.7%	94.3%	94.1%	83.8%
<b>Southeastern Europe</b>	<b>936</b>	<b>6.3%</b>	<b>6.6%</b>	<b>7.5%</b>	<b>85.1%</b>	<b>85.5%</b>	<b>81.0%</b>
Belarus	50	4.7%	5.4%	6.0%	94.7%	89.7%	87.9%
Russia	359	4.1%	4.2%	4.1%	69.0%	75.0%	75.4%
Ukraine	235	14.5%	19.2%	20.6%	78.8%	81.8%	80.5%
<b>Eastern Europe</b>	<b>643</b>	<b>5.6%</b>	<b>6.6%</b>	<b>6.4%</b>	<b>74.6%</b>	<b>79.1%</b>	<b>78.6%</b>
<b>GC&amp;M</b>	<b>957</b>	<b>3.6%</b>	<b>3.9%</b>	<b>4.9%</b>	<b>64.4%</b>	<b>57.0%</b>	<b>48.2%</b>
<b>Total RBI Group</b>	<b>3,670</b>	<b>4.4%</b>	<b>4.8%</b>	<b>5.7%</b>	<b>75.0%</b>	<b>73.5%</b>	<b>67.0%</b>

1) Including Slovenia

## Comments (YTD)

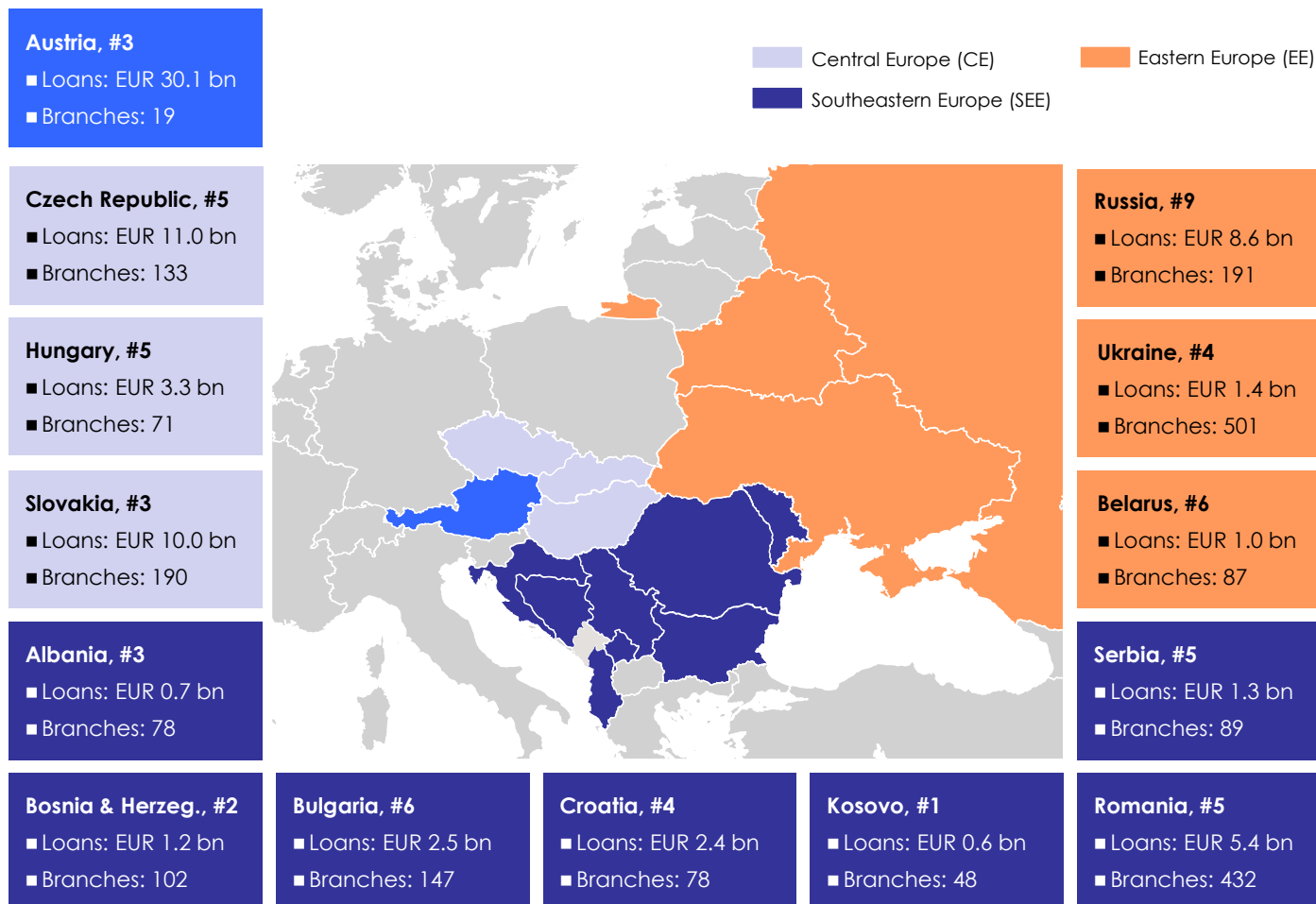
- **NPL** down EUR 941 mn driven by recoveries (EUR 760 mn), NPL sales (EUR 416 mn) and Polish core banking operations IFRS 5 classification (EUR 342 mn)
- **NPL increased** EUR 37 mn in Russia (before FX effect)
- **NPL decreased** in GC&M (down EUR 389 mn), Romania (down EUR 44 mn), Ukraine (down EUR 41 mn), Slovakia (down EUR 40 mn) before FX effects
- **NPL ratio** down by 1.2PP to 4.4% (16bps due to Poland IFRS 5 reclassification); Ukraine decreased 6.1PP and Hungary down 1.8PP
- **NPL coverage ratio** up 7.9PP to 75.0% due to recoveries and sales of low provisioned NPLs in GC&M and IFRS 9 implementation effects (mainly in Bulgaria and Hungary)

## NPL Breakdown by Segment (30/09/2018)



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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



1-9/2018	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	16,459	11.3%	91.0%	2.06%	0.16%	2.1%	95.2%
Hungary	7,150	4.9%	66.7%	1.93%	(0.81%)	6.3%	82.6%
Poland	11,304	7.7%	–	2.24%	0.73%	10.9%	59.2%
Slovakia	12,827	8.8%	101.1%	2.32%	0.06%	2.4%	84.2%
<b>Central Europe<sup>1</sup></b>	<b>46,951</b>	<b>32.1%</b>	<b>103.0%</b>	<b>2.27%</b>	<b>0.18%</b>	<b>3.9%</b>	<b>76.2%</b>
Albania	1,775	1.2%	46.6%	3.08%	(2.02%)	14.8%	79.8%
Bosnia & Herzegovina	2,208	1.5%	75.5%	3.46%	0.21%	6.4%	96.8%
Bulgaria	3,974	2.7%	85.0%	2.79%	(0.31%)	3.1%	106.5%
Croatia	4,885	3.3%	68.3%	2.89%	0.12%	12.5%	81.6%
Kosovo	893	0.6%	88.4%	4.83%	0.22%	4.1%	79.4%
Romania	8,789	6.0%	77.1%	4.15%	0.37%	4.5%	80.2%
Serbia	2,433	1.7%	73.0%	4.01%	0.08%	3.6%	94.3%
<b>Southeastern Europe</b>	<b>24,956</b>	<b>17.1%</b>	<b>74.2%</b>	<b>3.56%</b>	<b>0.04%</b>	<b>6.3%</b>	<b>85.1%</b>
Belarus	1,712	1.2%	86.6%	6.31%	(1.29%)	4.7%	94.7%
Russia	13,209	9.0%	84.3%	5.82%	0.03%	4.1%	69.0%
Ukraine	2,219	1.5%	86.4%	11.47%	(2.13%)	14.5%	78.8%
<b>Eastern Europe</b>	<b>17,137</b>	<b>11.7%</b>	<b>84.8%</b>	<b>6.56%</b>	<b>(0.36%)</b>	<b>5.6%</b>	<b>74.6%</b>
<b>Group Corporates &amp; Markets</b>	<b>46,021</b>	<b>31.5%</b>	<b>163.4%</b>	<b>1.29%</b>	<b>(1.14%)</b>	<b>3.6%</b>	<b>64.4%</b>
<b>Corporate Center</b>	<b>34,186</b>	<b>23.4%</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>
<b>Total RBI Group</b>	<b>146,177</b>	<b>100.0%</b>	<b>98.1%</b>	<b>2.49%</b>	<b>(0.10%)</b>	<b>4.4%</b>	<b>75.0%</b>

1) Including Slovenia 2) Excludes reconciliation of EUR 23.1 bn

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	856	834	2.6%	829	818	814	2,519	2,407	4.6%	3,225
Net fee and commission income	455	460	(1.0%)	410	446	429	1,325	1,271	4.2%	1,718
Net trading income and fair value result	4	18	(78.7%)	(1)	10	(1)	20	27	(24.8%)	37
Other net operating income	14	20	(29.5%)	45	21	19	79	79	0.3%	100
Operating income	1,334	1,379	(3.2%)	1,291	1,278	1,270	4,003	3,821	4.8%	5,098
General administrative expenses	(734)	(754)	(2.6%)	(740)	(798)	(710)	(2,228)	(2,213)	0.7%	(3,011)
Operating result	600	625	(4.0%)	551	479	560	1,775	1,608	10.4%	2,087
Other result	7	(121)	-	27	(31)	(1)	(87)	31	-	0
Levies and special governmental measures	(16)	(8)	97.9%	(132)	(17)	(16)	(157)	(147)	7.0%	(163)
Impairment losses on financial assets	(28)	0	-	83	(121)	(91)	56	(191)	-	(312)
Profit/loss before tax	563	496	13.5%	529	311	453	1,587	1,301	22.0%	1,612
Profit/loss after tax	452	389	16.0%	430	234	356	1,271	1,012	25.7%	1,246
Return on equity before tax <sup>1</sup>	20.8%	17.9%	2.8 PP	19.4%	12.2%	21.0%	19.6%	17.5%	2.1 PP	16.2%
Return on equity after tax <sup>1</sup>	16.3%	14.1%	2.2 PP	15.8%	9.2%	16.2%	15.4%	13.6%	1.8 PP	12.5%
Net interest margin <sup>1</sup>	2.51%	2.48%	0.03 PP	2.49%	2.55%	2.47%	2.49%	2.45%	0.05 PP	2.48%
Cost/income ratio	55.0%	54.7%	0.3 PP	57.3%	62.5%	55.9%	55.7%	57.9%	(2.2 PP)	59.1%
Loan/deposit ratio	98.1%	98.3%	(0.3 PP)	97.3%	95.4%	97.1%	98.1%	97.1%	1.0 PP	95.4%
Provisioning ratio <sup>1</sup>	0.14%	(0.01%)	0.15 PP	(0.43%)	0.63%	0.48%	(0.10%)	0.33%	(0.43 PP)	0.41%
NPL ratio	4.4%	4.8%	(0.3 PP)	5.4%	5.7%	6.7%	4.4%	6.7%	(2.3 PP)	5.7%
NPL coverage ratio	75.0%	73.5%	1.5 PP	69.7%	67.0%	69.4%	75.0%	69.4%	5.6 PP	67.0%
Total assets	146,177	143,556	1.8%	140,033	135,146	139,963	146,177	139,963	4.4%	135,146
RWA	76,227	74,346	2.5%	73,102	71,902	69,670	76,227	69,670	9.4%	71,902
Equity	12,331	11,968	3.0%	12,000	11,241	11,055	12,331	11,055	11.5%	11,241
Loans to customers	80,056	77,895	2.8%	80,226	77,745	76,648	80,056	76,648	4.4%	77,745
- Hereof non-financial corporations % <sup>2</sup>	50.7%	50.9%	(0.2 PP)	52.4%	-	-	50.7%	-	-	-
- Hereof households % <sup>2</sup>	38.5%	38.7%	(0.2 PP)	38.2%	-	-	38.5%	-	-	-
- Hereof FCY %	-	-	-	-	-	-	-	-	-	-
Deposits from customers	82,356	79,908	3.1%	87,229	84,974	83,892	82,356	83,892	(1.8%)	84,974
Business outlets	2,405	2,411	(0.2%)	2,423	2,409	2,410	2,405	2,410	(0.2%)	2,409
Number of employees	50,416	50,025	0.8%	50,036	49,700	49,445	50,416	49,445	2.0%	49,700
Number of customers (in mn)	16.7	16.7	(0.3%)	16.6	16.5	16.5	16.7	16.5	0.9%	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	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	84	80	6.0%	82	76	70	246	204	20.4%	280
Net fee and commission income	34	36	(5.8%)	33	36	30	102	96	6.6%	132
Net trading income and fair value result	3	1	130.4%	0	6	8	4	25	(83.2%)	31
Other net operating income	6	4	38.6%	3	5	10	13	22	(40.2%)	27
Operating income	127	122	4.1%	119	123	118	367	349	5.2%	472
General administrative expenses	(62)	(61)	1.6%	(64)	(65)	(61)	(188)	(182)	3.1%	(247)
Operating result	65	61	6.7%	55	58	56	180	167	7.4%	225
Other result	(0)	0	-	0	(0)	0	(0)	(0)	389.2%	(0)
Levies and special governmental measures	0	1	(98.3%)	(11)	(0)	(0)	(10)	(9)	18.6%	(9)
Impairment losses on financial assets	(4)	(3)	19.5%	(5)	(2)	(15)	(13)	(19)	(33.4%)	(21)
Profit/loss before tax	60	58	3.5%	39	55	41	157	140	12.0%	195
Profit/loss after tax	48	46	3.7%	32	28	33	126	112	13.0%	139
Return on equity before tax <sup>1</sup>	20.0%	19.2%	0.8 PP	12.4%	18.9%	14.3%	17.5%	16.5%	1.0 PP	17.1%
Return on equity after tax <sup>1</sup>	16.0%	15.3%	0.6 PP	10.2%	9.4%	11.3%	14.1%	13.2%	0.9 PP	12.2%
Net interest margin <sup>1</sup>	2.11%	2.02%	0.09 PP	2.06%	1.92%	1.73%	2.06%	1.72%	0.35 PP	1.77%
Cost/income ratio	49.1%	50.3%	(1.2 PP)	54.1%	53.0%	52.1%	51.1%	52.1%	(1.0 PP)	52.3%
Loan/deposit ratio	91.0%	89.9%	1.1 PP	86.7%	84.3%	87.2%	91.0%	87.2%	3.8 PP	84.3%
Provisioning ratio <sup>1</sup>	0.15%	0.13%	0.02 PP	0.19%	0.09%	0.61%	0.16%	0.26%	(0.10 PP)	0.22%
NPL ratio	2.1%	2.1%	0.0 PP	2.3%	2.6%	3.0%	2.1%	3.0%	(0.9 PP)	2.6%
NPL coverage ratio	95.2%	102.2%	(7.0 PP)	99.4%	86.6%	80.7%	95.2%	80.7%	14.5 PP	86.6%
Total assets	16,459	15,986	3.0%	16,343	16,125	16,411	16,459	16,411	0.3%	16,125
RWA	7,064	6,949	1.7%	6,645	6,521	6,437	7,064	6,437	9.7%	6,521
Equity	1,280	1,217	5.1%	1,274	1,255	1,251	1,280	1,251	2.3%	1,255
Loans to customers	10,982	10,540	4.2%	10,305	10,140	9,995	10,982	9,995	9.9%	10,140
- Hereof non-financial corporations % <sup>2</sup>	42.4%	42.3%	0.1 PP	41.9%	-	-	42.4%	-	-	-
- Hereof households % <sup>2</sup>	53.9%	54.0%	(0.1 PP)	54.8%	-	-	53.9%	-	-	-
- Hereof FCY %	14.6%	14.4%	0.3 PP	14.4%	14.1%	15.0%	14.6%	15.0%	(0.4 PP)	14.1%
Deposits from customers	12,255	11,947	2.6%	12,184	12,266	11,981	12,255	11,981	2.3%	12,266
Business outlets	133	133	0.0%	133	132	131	133	131	1.5%	132
Number of employees	3,394	3,358	1.1%	3,366	3,325	3,307	3,394	3,307	2.6%	3,325
Number of customers (in mn)	1.1	1.1	(0.3%)	1.1	1.1	1.2	1.1	1.2	(2.4%)	1.1

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

# Country Financials (CE) – Hungary



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	33	33	(0.5%)	34	33	35	99	104	(4.9%)	137
Net fee and commission income	33	34	(2.8%)	31	34	32	98	96	2.3%	130
Net trading income and fair value result	7	(3)	–	5	0	1	10	3	247.5%	3
Other net operating income	(12)	(10)	18.5%	(12)	(14)	(9)	(34)	(24)	40.3%	(38)
Operating income	60	57	5.2%	58	53	59	175	181	(3.4%)	234
General administrative expenses	(34)	(35)	(2.0%)	(36)	(48)	(42)	(106)	(115)	(8.4%)	(163)
Operating result	25	22	16.7%	22	5	18	69	66	5.4%	70
Other result	(0)	(8)	(99.5%)	(0)	14	2	(8)	(4)	116.7%	10
Levies and special governmental measures	0	(0)	–	(15)	(0)	1	(16)	(14)	9.7%	(14)
Impairment losses on financial assets	8	1	488.4%	10	4	8	19	48	(61.0%)	52
Profit/loss before tax	33	14	128.6%	16	23	28	64	96	(33.1%)	119
Profit/loss after tax	31	12	152.2%	14	20	26	57	93	(38.2%)	113
Return on equity before tax <sup>1</sup>	22.6%	9.4%	13.2 PP	9.9%	15.8%	18.5%	14.0%	21.0%	(7.0 PP)	19.5%
Return on equity after tax <sup>1</sup>	21.1%	7.9%	13.1 PP	8.5%	14.0%	17.1%	12.5%	20.4%	(7.9 PP)	18.6%
Net interest margin <sup>1</sup>	1.92%	1.92%	(0.00 PP)	1.96%	1.92%	2.08%	1.93%	2.09%	(0.16 PP)	2.05%
Cost/income ratio	57.4%	61.6%	(4.2 PP)	62.4%	91.0%	70.3%	60.4%	63.8%	(3.3 PP)	69.9%
Loan/deposit ratio	66.7%	64.1%	2.6 PP	65.9%	65.2%	68.1%	66.7%	68.1%	(1.4 PP)	65.2%
Provisioning ratio <sup>1</sup>	(0.97%)	(0.17%)	(0.80 PP)	(1.31%)	(0.61%)	(1.06%)	(0.81%)	(2.31%)	1.50 PP	(1.87%)
NPL ratio	6.3%	6.8%	(0.4 PP)	8.0%	8.1%	9.3%	6.3%	9.3%	(3.0 PP)	8.1%
NPL coverage ratio	82.6%	84.6%	(2.0 PP)	72.4%	68.2%	67.3%	82.6%	67.3%	15.4 PP	68.2%
Total assets	7,150	7,162	(0.2%)	7,258	7,040	7,098	7,150	7,098	0.7%	7,040
RWA	3,361	3,479	(3.4%)	3,478	3,243	3,400	3,361	3,400	(1.1%)	3,243
Equity	630	584	7.8%	676	670	663	630	663	(4.9%)	670
Loans to customers	3,251	3,091	5.2%	3,148	2,964	2,890	3,251	2,890	12.5%	2,964
- Hereof non-financial corporations % <sup>2</sup>	73.7%	73.6%	0.0 PP	73.3%	–	–	73.7%	–	–	–
- Hereof households % <sup>2</sup>	20.6%	20.7%	(0.1 PP)	21.3%	–	–	20.6%	–	–	–
- Hereof FCY %	44.1%	46.2%	(2.0 PP)	46.2%	43.2%	42.5%	44.1%	42.5%	1.6 PP	43.2%
Deposits from customers	5,281	5,238	0.8%	5,320	5,049	4,911	5,281	4,911	7.5%	5,049
Business outlets	71	71	0.0%	71	71	71	71	71	0.0%	71
Number of employees	2,083	2,035	2.4%	2,012	1,993	1,968	2,083	1,968	5.8%	1,993
Number of customers (in mn)	0.5	0.5	(0.4%)	0.5	0.5	0.5	0.5	0.5	(3.4%)	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 (CE) – Poland



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	57	62	(8.6%)	64	66	67	183	194	(5.4%)	260
Net fee and commission income	34	36	(6.2%)	32	35	35	102	103	(0.6%)	138
Net trading income and fair value result	13	(0)	–	5	2	3	17	7	151.0%	9
Other net operating income	5	(1)	–	1	8	(0)	5	9	(42.3%)	17
Operating income	109	87	26.1%	102	111	104	298	315	(5.5%)	426
General administrative expenses	(55)	(60)	(9.5%)	(59)	(56)	(54)	(174)	(174)	(0.2%)	(230)
Operating result	55	26	107.5%	44	55	50	124	141	(12.0%)	196
Other result	0	(3)	–	(1)	0	0	(4)	0	–	0
Levies and special governmental measures	(7)	(4)	52.0%	(19)	(8)	(7)	(30)	(35)	(14.3%)	(43)
Impairment losses on financial assets	(30)	(22)	38.1%	10	(19)	(33)	(42)	(68)	(37.7%)	(87)
Profit/loss before tax	18	(3)	–	34	28	10	48	38	24.8%	67
Profit/loss after tax	9	(9)	–	21	21	3	21	28	(24.5%)	49
Return on equity before tax <sup>1</sup>	5.0%	–	–	9.2%	7.6%	2.8%	4.5%	3.5%	1.0 PP	4.5%
Return on equity after tax <sup>1</sup>	2.5%	–	–	5.7%	5.7%	0.8%	2.0%	2.5%	(0.6 PP)	3.3%
Net interest margin <sup>1</sup>	2.53%	2.29%	0.24 PP	2.33%	2.32%	2.41%	2.24%	2.27%	(0.04 PP)	2.28%
Cost/income ratio	50.0%	69.6%	(19.6 PP)	57.4%	50.8%	51.7%	58.2%	55.2%	3.1 PP	54.0%
Loan/deposit ratio	–	–	–	104.2%	101.9%	107.4%	–	107.4%	–	101.9%
Provisioning ratio <sup>1</sup>	1.61%	1.13%	0.48 PP	(0.49%)	0.96%	1.65%	0.73%	1.15%	(0.42 PP)	1.10%
NPL ratio	10.9%	10.6%	0.2 PP	8.7%	8.9%	8.4%	10.9%	8.4%	2.4 PP	8.9%
NPL coverage ratio	59.2%	52.9%	6.3 PP	57.2%	61.7%	60.9%	59.2%	60.9%	(1.7 PP)	61.7%
Total assets	11,304	11,119	1.7%	11,191	11,724	11,359	11,304	11,359	(0.5%)	11,724
RWA	9,078	9,138	(0.7%)	9,362	9,333	6,542	9,078	6,542	38.8%	9,333
Equity	1,416	1,376	2.9%	1,462	1,554	1,490	1,416	1,490	(5.0%)	1,554
Loans to customers <sup>3</sup>	3,215	3,247	(1.0%)	7,634	7,786	7,800	3,215	7,800	(58.8%)	7,786
- Hereof non-financial corporations % <sup>2</sup>	8.6%	9.0%	(0.4 PP)	45.4%	–	–	8.6%	–	–	–
- Hereof households % <sup>2</sup>	91.4%	91.0%	0.4 PP	53.6%	–	–	91.4%	–	–	–
- Hereof FCY %	92.2%	92.4%	(0.1 PP)	92.4%	51.8%	53.5%	92.2%	53.5%	38.8 PP	51.8%
Deposits from customers <sup>3</sup>	0	0	–	7,838	8,256	7,727	0	7,727	–	8,256
Business outlets	233	235	(0.9%)	235	237	237	233	237	(1.7%)	237
Number of employees	3,684	3,722	(1.0%)	3,864	3,871	3,935	3,684	3,935	(6.4%)	3,871
Number of customers (in mn)	0.8	0.8	0.4%	0.8	0.8	0.8	0.8	0.8	3.7%	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 3) Decline due to IFRS 5 reclassification of Polish core banking operations



# Country Financials (CE) – Slovakia



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	75	71	6.7%	68	68	73	214	206	4.2%	274
Net fee and commission income	41	41	0.1%	40	40	40	122	117	4.3%	157
Net trading income and fair value result	1	2	(39.4%)	2	4	(3)	6	3	94.7%	7
Other net operating income	0	(3)	–	0	(12)	7	(3)	10	–	(2)
Operating income	118	110	6.9%	111	100	118	339	336	0.8%	437
General administrative expenses	(61)	(60)	2.5%	(61)	(65)	(58)	(182)	(179)	1.3%	(244)
Operating result	57	50	12.1%	50	35	59	157	157	0.2%	192
Other result	1	1	25.6%	1	(6)	2	4	5	(21.4%)	(2)
Levies and special governmental measures	(6)	(5)	26.2%	(11)	(5)	(5)	(21)	(20)	2.6%	(25)
Impairment losses on financial assets	(1)	(3)	(64.5%)	(0)	6	(4)	(5)	(10)	(56.4%)	(4)
Profit/loss before tax	51	44	16.3%	41	30	52	136	131	3.5%	161
Profit/loss after tax	41	36	15.5%	31	25	42	108	105	3.3%	129
Return on equity before tax <sup>1</sup>	18.5%	16.7%	1.8 PP	15.0%	12.0%	21.1%	16.9%	16.4%	0.5 PP	15.2%
Return on equity after tax <sup>1</sup>	14.9%	13.6%	1.4 PP	11.5%	9.9%	17.3%	13.4%	13.1%	0.4 PP	12.2%
Net interest margin <sup>1</sup>	2.41%	2.29%	0.13 PP	2.25%	2.27%	2.52%	2.32%	2.40%	(0.08 PP)	2.36%
Cost/income ratio	51.9%	54.2%	(2.2 PP)	54.8%	64.9%	49.7%	53.6%	53.3%	0.3 PP	56.0%
Loan/deposit ratio	101.1%	100.8%	0.3 PP	99.3%	97.9%	103.0%	101.1%	103.0%	(1.9 PP)	97.9%
Provisioning ratio <sup>1</sup>	0.04%	0.13%	(0.08 PP)	0.01%	(0.26%)	0.17%	0.06%	0.16%	(0.09 PP)	0.05%
NPL ratio	2.4%	2.7%	(0.3 PP)	2.9%	2.9%	3.1%	2.4%	3.1%	(0.7 PP)	2.9%
NPL coverage ratio	84.2%	77.0%	7.3 PP	74.2%	69.9%	74.4%	84.2%	74.4%	9.8 PP	69.9%
Total assets	12,827	13,187	(2.7%)	12,546	12,606	12,038	12,827	12,038	6.6%	12,606
RWA	6,079	6,087	(0.1%)	5,789	5,621	5,622	6,079	5,622	8.1%	5,621
Equity	1,218	1,071	13.7%	1,103	1,090	1,066	1,218	1,066	14.3%	1,090
Loans to customers	9,970	9,899	0.7%	9,467	9,358	9,197	9,970	9,197	8.4%	9,358
- Hereof non-financial corporations % <sup>2</sup>	45.5%	46.5%	(1.0 PP)	46.5%	–	–	45.5%	–	–	–
- Hereof households % <sup>2</sup>	53.8%	52.5%	1.3 PP	52.6%	–	–	53.8%	–	–	–
- Hereof FCY %	0.4%	0.5%	(0.1 PP)	0.5%	0.9%	1.5%	0.4%	1.5%	(1.1 PP)	0.9%
Deposits from customers	10,402	10,754	(3.3%)	10,095	10,036	9,535	10,402	9,535	9.1%	10,036
Business outlets	190	191	(0.5%)	193	190	188	190	188	1.1%	190
Number of employees	3,963	3,925	1.0%	3,883	3,867	3,882	3,963	3,882	2.1%	3,867
Number of customers (in mn)	0.9	0.9	0.4%	0.9	0.9	0.9	0.9	0.9	(1.4%)	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	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	14	13	4.7%	13	14	14	41	42	(2.8%)	56
Net fee and commission income	5	4	12.0%	4	4	4	13	11	11.6%	15
Net trading income and fair value result	2	(2)	–	(1)	(1)	0	(1)	(1)	92.3%	(2)
Other net operating income	0	(1)	–	(0)	3	0	(0)	1	–	4
Operating income	21	15	36.7%	17	20	18	53	53	0.3%	73
General administrative expenses	(11)	(11)	(2.8%)	(11)	(11)	(10)	(32)	(31)	2.8%	(43)
Operating result	10	4	137.6%	7	9	8	21	22	(3.1%)	31
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	(0)	(0)	1.9%	(0)	0	0	(1)	0	–	0
Impairment losses on financial assets	(2)	5	–	7	(1)	(6)	10	4	141.1%	3
Profit/loss before tax	8	9	(2.1%)	14	8	2	31	26	17.6%	34
Profit/loss after tax	7	7	(1.9%)	12	8	2	27	26	1.9%	34
Return on equity before tax <sup>1</sup>	15.2%	15.7%	(0.5 PP)	25.8%	16.1%	4.3%	19.5%	18.1%	1.3 PP	17.5%
Return on equity after tax <sup>1</sup>	12.7%	13.2%	(0.4 PP)	22.8%	16.0%	4.1%	16.8%	18.0%	(1.3 PP)	17.4%
Net interest margin <sup>1</sup>	3.23%	3.00%	0.22 PP	3.00%	3.09%	3.10%	3.08%	3.05%	0.03 PP	3.06%
Cost/income ratio	51.0%	71.8%	(20.8 PP)	60.9%	56.7%	55.1%	60.2%	58.7%	1.4 PP	58.2%
Loan/deposit ratio	46.6%	44.4%	2.2 PP	47.3%	44.7%	44.2%	46.6%	44.2%	2.4 PP	44.7%
Provisioning ratio <sup>1</sup>	0.89%	(2.60%)	3.49 PP	(4.36%)	0.56%	3.69%	(2.02%)	(0.86%)	(1.16 PP)	(0.50%)
NPL ratio	14.8%	15.7%	(0.8 PP)	15.7%	16.3%	17.9%	14.8%	17.9%	(3.1 PP)	16.3%
NPL coverage ratio	79.8%	78.3%	1.5 PP	80.2%	78.7%	79.4%	79.8%	79.4%	0.4 PP	78.7%
Total assets	1,775	1,872	(5.2%)	1,851	1,883	1,838	1,775	1,838	(3.4%)	1,883
RWA	1,330	1,394	(4.6%)	1,417	1,453	1,395	1,330	1,395	(4.6%)	1,453
Equity	226	231	(1.9%)	226	224	216	226	216	5.0%	224
Loans to customers	683	667	2.4%	699	677	661	683	661	3.3%	677
- Hereof non-financial corporations % <sup>2</sup>	60.2%	59.9%	0.3 PP	64.2%	–	–	60.2%	–	–	–
- Hereof households % <sup>2</sup>	39.8%	40.1%	(0.3 PP)	35.8%	–	–	39.8%	–	–	–
- Hereof FCY %	50.4%	50.4%	0.0 PP	50.4%	50.8%	51.8%	50.4%	51.8%	(1.4 PP)	50.8%
Deposits from customers	1,495	1,531	(2.3%)	1,507	1,542	1,519	1,495	1,519	(1.6%)	1,542
Business outlets	78	78	0.0%	78	78	78	78	78	0.0%	78
Number of employees	1,237	1,236	0.1%	1,232	1,229	1,222	1,237	1,222	1.2%	1,229
Number of customers (in mn)	0.5	0.5	0.1%	0.5	0.5	0.5	0.5	0.5	(12.1%)	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	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	17	16	6.0%	16	17	16	50	50	1.1%	66
Net fee and commission income	11	9	18.8%	10	10	10	30	29	0.8%	39
Net trading income and fair value result	0	1	(88.3%)	(1)	0	0	0	0	(64.9%)	0
Other net operating income	0	0	35.2%	1	1	0	1	0	291.3%	1
Operating income	29	26	9.5%	27	27	27	82	80	2.5%	107
General administrative expenses	(15)	(13)	13.1%	(12)	(17)	(14)	(40)	(39)	2.7%	(56)
Operating result	14	14	6.1%	15	10	13	43	42	2.3%	52
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(2)	0	–	0	(4)	(4)	(2)	(5)	(63.8%)	(9)
Profit/loss before tax	12	14	(12.4%)	15	6	9	41	36	11.8%	43
Profit/loss after tax	11	12	(11.6%)	13	6	8	36	32	14.6%	38
Return on equity before tax <sup>1</sup>	17.9%	20.3%	(2.4 PP)	21.0%	10.5%	15.3%	20.2%	19.0%	1.2 PP	16.8%
Return on equity after tax <sup>1</sup>	16.0%	17.9%	(2.0 PP)	19.2%	10.3%	13.1%	18.1%	16.6%	1.5 PP	14.9%
Net interest margin <sup>1</sup>	3.60%	3.40%	0.20 PP	3.38%	3.54%	3.59%	3.46%	3.60%	(0.14 PP)	3.58%
Cost/income ratio	50.3%	48.8%	1.6 PP	45.6%	63.0%	50.4%	48.3%	48.2%	0.1 PP	51.9%
Loan/deposit ratio	75.5%	75.8%	(0.3 PP)	75.1%	74.7%	72.8%	75.5%	72.8%	2.8 PP	74.7%
Provisioning ratio <sup>1</sup>	0.74%	(0.08%)	0.83 PP	(0.04%)	1.26%	1.48%	0.21%	0.62%	(0.41 PP)	0.78%
NPL ratio	6.4%	6.4%	(0.0 PP)	6.8%	6.9%	7.3%	6.4%	7.3%	(0.9 PP)	6.9%
NPL coverage ratio	96.8%	95.7%	1.2 PP	94.5%	89.9%	85.0%	96.8%	85.0%	11.9 PP	89.9%
Total assets	2,208	2,208	0.0%	2,227	2,156	2,090	2,208	2,090	5.7%	2,156
RWA	1,716	1,722	(0.4%)	1,733	1,728	1,659	1,716	1,659	3.4%	1,728
Equity	288	277	3.9%	294	279	273	288	273	5.3%	279
Loans to customers	1,242	1,222	1.6%	1,209	1,181	1,156	1,242	1,156	7.4%	1,181
- Hereof non-financial corporations % <sup>2</sup>	41.7%	42.2%	(0.5 PP)	43.0%	–	–	41.7%	–	–	–
- Hereof households % <sup>2</sup>	57.4%	56.9%	0.5 PP	56.3%	–	–	57.4%	–	–	–
- Hereof FCY %	50.7%	51.2%	(0.5 PP)	51.2%	53.7%	47.9%	50.7%	47.9%	2.8 PP	53.7%
Deposits from customers	1,764	1,725	2.2%	1,782	1,699	1,681	1,764	1,681	4.9%	1,699
Business outlets	102	102	0.0%	101	98	98	102	98	4.1%	98
Number of employees	1,328	1,311	1.3%	1,292	1,277	1,278	1,328	1,278	3.9%	1,277
Number of customers (in mn)	0.4	0.4	(1.8%)	0.4	0.4	0.4	0.4	0.4	1.0%	0.4

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

# Country Financials (SEE) – Bulgaria



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	26	25	4.6%	25	24	25	76	77	(0.8%)	101
Net fee and commission income	12	12	3.3%	11	11	12	35	34	4.5%	45
Net trading income and fair value result	1	1	(7.9%)	0	1	1	3	2	50.0%	3
Other net operating income	1	1	(44.1%)	1	1	1	3	2	18.6%	3
Operating income	40	43	(6.5%)	38	37	38	121	118	2.0%	156
General administrative expenses	(20)	(21)	(4.4%)	(24)	(22)	(20)	(66)	(63)	5.5%	(84)
Operating result	20	22	(8.6%)	13	16	18	55	56	(1.8%)	71
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	(0)	–	(4)	0	0	(4)	(4)	6.6%	(4)
Impairment losses on financial assets	0	5	(91.4%)	0	(5)	3	5	14	(61.4%)	9
Profit/loss before tax	20	27	(23.6%)	9	10	22	56	66	(15.0%)	77
Profit/loss after tax	18	24	(22.5%)	9	9	20	51	60	(14.8%)	69
Return on equity before tax <sup>1</sup>	19.3%	24.2%	(4.9 PP)	8.0%	10.2%	21.5%	17.2%	20.0%	(2.8 PP)	17.5%
Return on equity after tax <sup>1</sup>	17.6%	21.7%	(4.2 PP)	7.3%	9.1%	19.5%	15.6%	18.1%	(2.5 PP)	15.8%
Net interest margin <sup>1</sup>	2.82%	2.78%	0.04 PP	2.80%	2.78%	2.94%	2.79%	3.08%	(0.29 PP)	3.00%
Cost/income ratio	50.7%	49.6%	1.1 PP	64.9%	58.1%	52.5%	54.7%	52.9%	1.8 PP	54.2%
Loan/deposit ratio	85.0%	83.7%	1.3 PP	85.7%	82.8%	85.0%	85.0%	85.0%	(0.0 PP)	82.8%
Provisioning ratio <sup>1</sup>	(0.07%)	(0.82%)	0.75 PP	(0.03%)	0.92%	(0.63%)	(0.31%)	(0.88%)	0.57 PP	(0.41%)
NPL ratio	3.1%	3.5%	(0.4 PP)	4.0%	4.3%	5.2%	3.1%	5.2%	(2.1 PP)	4.3%
NPL coverage ratio	106.5%	102.2%	4.3 PP	96.9%	88.8%	81.9%	106.5%	81.9%	24.6 PP	88.8%
Total assets	3,974	3,804	4.5%	3,764	3,723	3,606	3,974	3,606	10.2%	3,723
RWA	2,020	1,901	6.3%	1,936	1,789	1,794	2,020	1,794	12.6%	1,789
Equity	452	433	4.3%	477	475	463	452	463	(2.5%)	475
Loans to customers	2,515	2,400	4.8%	2,343	2,265	2,227	2,515	2,227	12.9%	2,265
- Hereof non-financial corporations % <sup>2</sup>	57.7%	57.5%	0.2 PP	58.3%	–	–	57.7%	–	–	–
- Hereof households % <sup>2</sup>	41.4%	41.5%	(0.1 PP)	40.6%	–	–	41.4%	–	–	–
- Hereof FCY %	39.5%	40.8%	(1.3 PP)	40.8%	42.8%	44.5%	39.5%	44.5%	(5.0 PP)	42.8%
Deposits from customers	3,003	2,898	3.6%	2,768	2,753	2,647	3,003	2,647	13.5%	2,753
Business outlets	147	147	0.0%	146	136	137	147	137	7.3%	136
Number of employees	2,568	2,570	(0.1%)	2,601	2,576	2,580	2,568	2,580	(0.5%)	2,576
Number of customers (in mn)	0.6	0.6	1.9%	0.6	0.6	0.6	0.6	0.6	(0.5%)	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	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	30	31	(2.4%)	30	30	31	91	96	(5.3%)	126
Net fee and commission income	21	18	16.9%	15	16	21	54	55	(1.6%)	71
Net trading income and fair value result	1	(1)	–	2	(0)	(0)	2	4	(41.3%)	4
Other net operating income	(0)	2	–	7	6	2	8	13	(36.8%)	19
Operating income	51	50	3.1%	54	52	54	156	168	(7.3%)	220
General administrative expenses	(31)	(30)	3.1%	(30)	(33)	(32)	(91)	(96)	(5.9%)	(129)
Operating result	21	20	3.0%	24	19	22	65	72	(9.2%)	90
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	(0)	–	(3)	1	(0)	(3)	(3)	(25.4%)	(3)
Impairment losses on financial assets	(5)	1	–	2	(2)	(6)	(2)	(45)	(95.2%)	(48)
Profit/loss before tax	16	21	(24.4%)	23	17	16	60	23	161.6%	40
Profit/loss after tax	13	19	(31.4%)	18	14	15	50	12	319.7%	26
Return on equity before tax <sup>1</sup>	10.5%	13.7%	(3.2 PP)	14.5%	10.6%	9.9%	13.2%	4.7%	8.5 PP	6.1%
Return on equity after tax <sup>1</sup>	8.5%	12.2%	(3.7 PP)	11.2%	8.9%	9.4%	10.8%	2.4%	8.4 PP	4.0%
Net interest margin <sup>1</sup>	2.80%	2.99%	(0.19 PP)	2.90%	2.84%	3.06%	2.89%	3.13%	(0.24 PP)	3.05%
Cost/income ratio	59.6%	59.5%	0.0 PP	55.8%	63.7%	59.9%	58.2%	57.4%	0.9 PP	58.9%
Loan/deposit ratio	68.3%	73.4%	(5.1 PP)	73.2%	72.6%	73.9%	68.3%	73.9%	(5.6 PP)	72.6%
Provisioning ratio <sup>1</sup>	0.85%	(0.16%)	1.01 PP	(0.32%)	0.41%	1.01%	0.12%	2.47%	(2.35 PP)	1.96%
NPL ratio	12.5%	12.5%	0.1 PP	11.6%	13.1%	17.6%	12.5%	17.6%	(5.1 PP)	13.1%
NPL coverage ratio	81.6%	83.0%	(1.4 PP)	88.6%	79.4%	78.1%	81.6%	78.1%	3.5 PP	79.4%
Total assets	4,885	4,568	7.0%	4,453	4,606	4,482	4,885	4,482	9.0%	4,606
RWA	2,772	2,795	(0.8%)	2,799	2,678	2,791	2,772	2,791	(0.7%)	2,678
Equity	631	622	1.5%	651	655	637	631	637	(0.9%)	655
Loans to customers	2,350	2,361	(0.5%)	2,422	2,362	2,343	2,350	2,343	0.3%	2,362
- Hereof non-financial corporations % <sup>2</sup>	39.7%	39.0%	0.7 PP	40.2%	–	–	39.7%	–	–	–
- Hereof households % <sup>2</sup>	58.4%	58.3%	0.1 PP	55.5%	–	–	58.4%	–	–	–
- Hereof FCY %	53.2%	53.0%	0.2 PP	53.0%	54.6%	52.8%	53.2%	52.8%	0.4 PP	54.6%
Deposits from customers	3,711	3,415	8.7%	3,325	3,352	3,335	3,711	3,335	11.3%	3,352
Business outlets	78	79	(1.3%)	81	75	75	78	75	4.0%	75
Number of employees	2,014	2,049	(1.7%)	2,091	2,106	2,110	2,014	2,110	(4.5%)	2,106
Number of customers (in mn)	0.5	0.6	(12.4%)	0.5	0.5	0.5	0.5	0.5	(2.8%)	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 (SEE) – Kosovo



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	11	10	7.2%	10	10	10	30	28	7.1%	38
Net fee and commission income	3	3	36.7%	2	3	4	8	10	(18.6%)	13
Net trading income and fair value result	(0)	(0)	169.2%	0	(0)	(0)	(0)	0	–	0
Other net operating income	0	(0)	–	0	0	0	1	1	7.2%	1
Operating income	15	12	18.8%	13	13	14	39	39	0.6%	52
General administrative expenses	(7)	(6)	0.7%	(7)	(8)	(6)	(20)	(19)	0.4%	(28)
Operating result	8	6	38.9%	6	5	8	20	20	0.8%	25
Other result	0	0	–	0	0	0	0	0	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(0)	(0)	(40.5%)	(1)	(2)	(0)	(1)	(3)	(62.6%)	(4)
Profit/loss before tax	8	6	42.2%	5	3	7	19	17	10.3%	20
Profit/loss after tax	7	5	40.9%	5	3	6	17	15	9.8%	18
Return on equity before tax <sup>1</sup>	27.4%	18.7%	8.7 PP	17.1%	12.0%	26.6%	21.8%	20.3%	1.5 PP	18.1%
Return on equity after tax <sup>1</sup>	24.0%	16.5%	7.5 PP	15.2%	10.5%	23.5%	19.3%	18.0%	1.3 PP	16.0%
Net interest margin <sup>1</sup>	5.06%	4.77%	0.30 PP	4.68%	4.44%	4.52%	4.83%	4.42%	0.41 PP	4.43%
Cost/income ratio	44.7%	52.7%	(8.0 PP)	52.0%	62.5%	45.8%	49.5%	49.6%	(0.1 PP)	52.8%
Loan/deposit ratio	88.4%	87.2%	1.2 PP	81.3%	76.2%	74.6%	88.4%	74.6%	13.9 PP	76.2%
Provisioning ratio <sup>1</sup>	0.09%	0.16%	(0.07 PP)	0.42%	1.17%	0.31%	0.22%	0.64%	(0.42 PP)	0.78%
NPL ratio	4.1%	4.0%	0.1 PP	4.4%	4.8%	5.0%	4.1%	5.0%	(0.9 PP)	4.8%
NPL coverage ratio	79.4%	84.2%	(4.8 PP)	80.7%	79.1%	74.1%	79.4%	74.1%	5.3 PP	79.1%
Total assets	893	890	0.3%	879	922	913	893	913	(2.1%)	922
RWA	618	611	1.2%	595	580	590	618	590	4.7%	580
Equity	126	118	6.0%	131	127	124	126	124	1.5%	127
Loans to customers	601	603	(0.5%)	565	555	541	601	541	11.0%	555
- Hereof non-financial corporations % <sup>2</sup>	57.8%	58.6%	(0.7 PP)	60.3%	–	–	57.8%	–	–	–
- Hereof households % <sup>2</sup>	42.2%	41.4%	0.7 PP	39.7%	–	–	42.2%	–	–	–
- Hereof FCY %	0.0%	0.0%	0.0 PP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0 PP	0.0%
Deposits from customers	682	694	(1.6%)	697	734	733	682	733	(7.0%)	734
Business outlets	48	48	0.0%	48	48	48	48	48	0.0%	48
Number of employees	817	748	9.2%	736	730	727	817	727	12.4%	730
Number of customers (in mn)	0.3	0.3	1.0%	0.3	0.3	0.3	0.3	0.3	(1.7%)	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	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	89	82	9.7%	75	71	65	246	192	27.9%	263
Net fee and commission income	49	48	1.8%	44	49	43	140	128	9.9%	176
Net trading income and fair value result	4	9	(51.0%)	3	0	3	16	12	38.3%	12
Other net operating income	0	1	(74.1%)	2	(4)	(0)	3	3	1.0%	(1)
Operating income	143	141	2.0%	123	116	111	407	336	21.1%	452
General administrative expenses	(68)	(66)	1.8%	(68)	(71)	(66)	(202)	(193)	4.6%	(264)
Operating result	76	74	2.1%	55	45	45	205	143	43.3%	188
Other result	1	(1)	–	0	(1)	0	0	0	(17.6%)	(1)
Levies and special governmental measures	(0)	0	–	(3)	(0)	(0)	(3)	13	–	13
Impairment losses on financial assets	1	(17)	–	2	(5)	(21)	(14)	(67)	(79.5%)	(73)
Profit/loss before tax	78	57	37.7%	54	38	24	188	89	111.3%	127
Profit/loss after tax	65	47	39.0%	46	32	19	158	74	113.2%	107
Return on equity before tax <sup>1</sup>	39.1%	29.0%	10.1 PP	27.3%	21.5%	13.8%	33.1%	16.3%	16.8 PP	17.5%
Return on equity after tax <sup>1</sup>	32.7%	24.1%	8.7 PP	23.4%	18.1%	10.7%	27.8%	13.6%	14.2 PP	14.6%
Net interest margin <sup>1</sup>	4.42%	4.15%	0.27 PP	3.87%	3.82%	3.59%	4.15%	3.56%	0.59 PP	3.62%
Cost/income ratio	47.2%	47.2%	(0.1 PP)	55.0%	61.2%	59.3%	49.6%	57.4%	(7.8 PP)	58.3%
Loan/deposit ratio	77.1%	77.7%	(0.6 PP)	74.4%	74.4%	74.5%	77.1%	74.5%	2.6 PP	74.4%
Provisioning ratio <sup>1</sup>	(0.10%)	1.33%	(1.43 PP)	(0.13%)	0.44%	1.83%	0.37%	1.99%	(1.62 PP)	1.59%
NPL ratio	4.5%	5.0%	(0.5 PP)	5.3%	6.0%	7.6%	4.5%	7.6%	(3.1 PP)	6.0%
NPL coverage ratio	80.2%	82.0%	(1.8 PP)	81.6%	78.3%	73.7%	80.2%	73.7%	6.5 PP	78.3%
Total assets	8,789	8,576	2.5%	8,391	8,144	7,795	8,789	7,795	12.7%	8,144
RWA	4,977	4,985	(0.2%)	4,687	4,523	4,616	4,977	4,616	7.8%	4,523
Equity	887	819	8.2%	833	796	777	887	777	14.1%	796
Loans to customers	5,445	5,247	3.8%	4,956	4,804	4,656	5,445	4,656	16.9%	4,804
- Hereof non-financial corporations % <sup>2</sup>	44.0%	44.0%	(0.1 PP)	43.5%	–	–	44.0%	–	–	–
- Hereof households % <sup>2</sup>	52.3%	53.1%	(0.8 PP)	54.1%	–	–	52.3%	–	–	–
- Hereof FCY %	33.4%	33.9%	(0.5 PP)	33.9%	34.9%	35.6%	33.4%	35.6%	(2.2 PP)	34.9%
Deposits from customers	7,003	6,761	3.6%	6,637	6,487	6,172	7,003	6,172	13.5%	6,487
Business outlets	432	436	(0.9%)	448	454	460	432	460	(6.1%)	454
Number of employees	5,183	5,248	(1.2%)	5,332	5,333	5,372	5,183	5,372	(3.5%)	5,333
Number of customers (in mn)	2.2	2.3	(1.0%)	2.3	2.3	2.3	2.2	2.3	(2.5%)	2.3

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

# Country Financials (SEE) – Serbia



In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	21	21	2.8%	21	21	21	63	60	4.5%	81
Net fee and commission income	12	14	(16.6%)	8	11	11	34	30	11.2%	41
Net trading income and fair value result	2	(1)	–	5	(0)	2	6	4	35.5%	4
Other net operating income	1	5	(75.9%)	2	(2)	1	8	4	109.3%	2
Operating income	36	39	(6.6%)	36	30	35	111	99	11.8%	129
General administrative expenses	(20)	(19)	3.5%	(18)	(21)	(19)	(57)	(54)	5.9%	(75)
Operating result	16	19	(16.7%)	18	9	16	53	45	19.0%	54
Other result	(0)	(0)	>500,0%	0	0	0	(0)	0	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(1)	(3)	(50.5%)	4	1	9	(1)	8	–	9
Profit/loss before tax	15	16	(11.0%)	22	10	24	53	53	(0.1%)	63
Profit/loss after tax	13	14	(12.0%)	19	9	21	46	46	(0.4%)	55
Return on equity before tax <sup>1</sup>	12.3%	13.5%	(1.2 PP)	17.3%	9.0%	21.0%	14.8%	14.8%	(0.1 PP)	13.3%
Return on equity after tax <sup>1</sup>	10.6%	11.8%	(1.2 PP)	15.0%	7.9%	18.3%	12.8%	12.9%	(0.1 PP)	11.6%
Net interest margin <sup>1</sup>	3.97%	3.99%	(0.02 PP)	4.08%	4.20%	4.22%	4.01%	4.21%	(0.20 PP)	4.20%
Cost/income ratio	55.3%	49.9%	5.4 PP	49.7%	68.9%	54.5%	51.6%	54.5%	(2.9 PP)	57.9%
Loan/deposit ratio	73.0%	73.5%	(0.5 PP)	74.2%	76.4%	80.0%	73.0%	80.0%	(7.1 PP)	76.4%
Provisioning ratio <sup>1</sup>	0.46%	0.96%	(0.49 PP)	(1.20%)	(0.26%)	(2.96%)	0.08%	(0.91%)	0.99 PP	(0.74%)
NPL ratio	3.6%	3.7%	(0.1 PP)	4.0%	4.7%	5.2%	3.6%	5.2%	(1.6 PP)	4.7%
NPL coverage ratio	94.3%	94.1%	0.2 PP	85.2%	83.8%	79.7%	94.3%	79.7%	14.6 PP	83.8%
Total assets	2,433	2,382	2.1%	2,320	2,277	2,239	2,433	2,239	8.7%	2,277
RWA	1,788	1,783	0.3%	1,772	1,734	1,663	1,788	1,663	7.5%	1,734
Equity	493	481	2.5%	522	501	490	493	490	0.6%	501
Loans to customers	1,287	1,261	2.0%	1,244	1,219	1,213	1,287	1,213	6.1%	1,219
- Hereof non-financial corporations % <sup>2</sup>	60.5%	61.8%	(1.4 PP)	62.0%	–	–	60.5%	–	–	–
- Hereof households % <sup>2</sup>	37.8%	37.5%	0.3 PP	37.0%	–	–	37.8%	–	–	–
- Hereof FCY %	70.2%	63.0%	7.2 PP	63.0%	62.5%	62.4%	70.2%	62.4%	7.8 PP	62.5%
Deposits from customers	1,814	1,789	1.4%	1,750	1,709	1,636	1,814	1,636	10.9%	1,709
Business outlets	89	89	0.0%	89	89	88	89	88	1.1%	89
Number of employees	1,540	1,541	(0.1%)	1,526	1,541	1,520	1,540	1,520	1.3%	1,541
Number of customers (in mn)	0.8	0.8	1.0%	0.8	0.7	0.7	0.8	0.7	5.1%	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	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	23	23	2.0%	22	22	24	68	85	(19.9%)	107
Net fee and commission income	12	13	(5.5%)	11	13	13	36	39	(7.2%)	52
Net trading income and fair value result	2	1	70.7%	1	1	1	4	3	33.6%	4
Other net operating income	(0)	(1)	(67.1%)	(0)	1	(0)	(1)	(2)	(13.4%)	(1)
Operating income	37	36	2.9%	34	37	39	107	126	(14.6%)	163
General administrative expenses	(17)	(18)	(4.5%)	(17)	(18)	(18)	(52)	(56)	(6.6%)	(75)
Operating result	20	18	10.3%	17	18	21	55	70	(21.1%)	88
Other result	(0)	(0)	20.9%	(0)	0	0	(0)	0	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	4	3	50.7%	1	4	(4)	8	(3)	–	0
Profit/loss before tax	24	21	15.6%	18	22	17	63	66	(5.7%)	88
Profit/loss after tax	18	14	22.8%	13	16	12	45	49	(7.1%)	65
Return on equity before tax <sup>1</sup>	29.6%	25.7%	4.0 PP	22.7%	33.0%	23.9%	26.8%	26.4%	0.4 PP	27.5%
Return on equity after tax <sup>1</sup>	21.8%	17.8%	4.0 PP	17.2%	24.4%	16.5%	19.5%	19.5%	0.0 PP	20.3%
Net interest margin <sup>1</sup>	6.17%	6.32%	(0.15 PP)	6.45%	6.44%	7.57%	6.31%	8.65%	(2.34 PP)	8.06%
Cost/income ratio	46.2%	49.8%	(3.6 PP)	50.5%	50.0%	45.3%	48.8%	44.6%	4.2 PP	45.8%
Loan/deposit ratio	86.6%	91.1%	(4.4 PP)	87.9%	98.6%	99.3%	86.6%	99.3%	(12.6 PP)	98.6%
Provisioning ratio <sup>1</sup>	(1.80%)	(1.43%)	(0.37 PP)	(0.64%)	(1.62%)	1.67%	(1.29%)	0.51%	(1.79 PP)	(0.03%)
NPL ratio	4.7%	5.4%	(0.7 PP)	5.9%	6.0%	7.7%	4.7%	7.7%	(3.1 PP)	6.0%
NPL coverage ratio	94.7%	89.7%	5.0 PP	88.7%	87.9%	81.8%	94.7%	81.8%	12.9 PP	87.9%
Total assets	1,712	1,665	2.8%	1,532	1,518	1,441	1,712	1,441	18.8%	1,518
RWA	1,537	1,539	(0.1%)	1,373	1,465	1,335	1,537	1,335	15.1%	1,465
Equity	329	351	(6.3%)	324	316	306	329	306	7.4%	316
Loans to customers	1,017	997	2.0%	894	949	882	1,017	882	15.3%	949
- Hereof non-financial corporations % <sup>2</sup>	77.1%	77.7%	(0.6 PP)	78.6%	–	–	77.1%	–	–	–
- Hereof households % <sup>2</sup>	22.9%	22.3%	0.6 PP	21.4%	–	–	22.9%	–	–	–
- Hereof FCY %	50.9%	50.8%	0.1 PP	50.8%	56.7%	58.6%	50.9%	58.6%	(7.8 PP)	56.7%
Deposits from customers	1,191	1,118	6.5%	1,034	975	902	1,191	902	32.1%	975
Business outlets	87	88	(1.1%)	89	90	90	87	90	(3.3%)	90
Number of employees	1,856	1,876	(1.1%)	1,877	1,906	1,919	1,856	1,919	(3.3%)	1,906
Number of customers (in mn)	0.8	0.8	0.2%	0.8	0.8	0.8	0.8	0.8	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 (EE) – Russia



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	181	171	6.0%	176	182	166	528	506	4.3%	688
Net fee and commission income	82	76	7.1%	73	82	77	231	234	(1.6%)	317
Net trading income and fair value result	6	(0)	–	2	12	1	8	34	(77.8%)	46
Other net operating income	0	(1)	–	8	(10)	(4)	7	(7)	–	(17)
Operating income	269	247	8.7%	258	246	248	774	771	0.4%	1,017
General administrative expenses	(99)	(102)	(3.6%)	(102)	(108)	(94)	(303)	(296)	2.5%	(404)
Operating result	170	145	17.5%	156	138	154	471	476	(0.9%)	613
Other result	(0)	(0)	7.7%	0	(1)	(0)	(0)	0	–	(1)
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(4)	(15)	(75.1%)	17	(30)	(7)	(2)	(20)	(92.1%)	(50)
Profit/loss before tax	166	130	28.1%	174	107	147	470	456	3.1%	563
Profit/loss after tax	130	101	28.9%	136	86	115	368	357	3.1%	443
Return on equity before tax <sup>1</sup>	39.9%	31.7%	8.2 PP	41.7%	31.0%	39.2%	40.4%	35.9%	4.5 PP	34.5%
Return on equity after tax <sup>1</sup>	31.3%	24.7%	6.6 PP	32.8%	25.0%	30.7%	31.6%	28.1%	3.5 PP	27.1%
Net interest margin <sup>1</sup>	5.85%	5.68%	0.17 PP	5.95%	6.39%	5.86%	5.82%	5.78%	0.04 PP	5.93%
Cost/income ratio	36.7%	41.4%	(4.7 PP)	39.5%	44.0%	37.8%	39.1%	38.3%	0.8 PP	39.7%
Loan/deposit ratio	84.3%	85.5%	(1.2 PP)	88.5%	87.6%	85.6%	84.3%	85.6%	(1.3 PP)	87.6%
Provisioning ratio <sup>1</sup>	0.17%	0.73%	(0.56 PP)	(0.84%)	1.54%	0.35%	0.03%	0.34%	(0.32 PP)	0.63%
NPL ratio	4.1%	4.2%	(0.2 PP)	4.0%	4.1%	4.7%	4.1%	4.7%	(0.6 PP)	4.1%
NPL coverage ratio	69.0%	75.0%	(6.0 PP)	75.9%	75.4%	69.9%	69.0%	69.9%	(0.9 PP)	75.4%
Total assets	13,209	12,738	3.7%	12,577	12,060	11,904	13,209	11,904	11.0%	12,060
RWA	8,326	8,142	2.3%	8,524	7,901	8,208	8,326	8,208	1.4%	7,901
Equity	1,814	1,753	3.4%	1,762	1,670	1,799	1,814	1,799	0.8%	1,670
Loans to customers	8,587	8,133	5.6%	8,146	7,951	7,430	8,587	7,430	15.6%	7,951
- Hereof non-financial corporations % <sup>2</sup>	59.0%	55.6%	3.4 PP	60.2%	–	–	59.0%	–	–	–
- Hereof households % <sup>2</sup>	39.1%	40.9%	(1.8 PP)	38.7%	–	–	39.1%	–	–	–
- Hereof FCY %	22.5%	21.9%	0.6 PP	21.9%	29.9%	29.9%	22.5%	29.9%	(7.4 PP)	29.9%
Deposits from customers	10,307	9,550	7.9%	9,361	9,200	8,787	10,307	8,787	17.3%	9,200
Business outlets	191	188	1.6%	185	185	184	191	184	3.8%	185
Number of employees	8,890	8,694	2.3%	8,470	8,229	7,966	8,890	7,966	11.6%	8,229
Number of customers (in mn)	2.7	2.6	3.7%	2.5	2.5	2.4	2.7	2.4	10.5%	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 (EE) – Ukraine



**Raiffeisen Bank  
International**

In EUR mn	Q3/2018	Q2/2018	q-o-q	Q1/2018	Q4/2017	Q3/2017	1-9/2018	1-9/2017	y-o-y	1-12/2017
Net interest income	57	56	1.0%	49	48	48	163	140	16.5%	188
Net fee and commission income	24	22	9.3%	20	24	25	67	69	(2.8%)	93
Net trading income and fair value result	(2)	3	–	3	(3)	(1)	4	6	(27.3%)	3
Other net operating income	2	(2)	–	1	1	1	1	3	(64.6%)	5
Operating income	82	80	2.0%	74	70	74	235	218	8.0%	288
General administrative expenses	(34)	(31)	9.7%	(30)	(30)	(30)	(95)	(92)	3.4%	(122)
Operating result	48	49	(2.9%)	44	40	43	141	126	11.4%	166
Other result	(1)	(0)	226.7%	(1)	(0)	0	(2)	1	–	0
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(0)	6	–	14	13	8	19	42	(54.5%)	55
Profit/loss before tax	47	54	(13.9%)	57	52	52	158	169	(6.5%)	221
Profit/loss after tax	38	45	(15.5%)	47	42	42	130	139	(6.5%)	181
Return on equity before tax <sup>1</sup>	74.0%	78.2%	(4.2 PP)	74.3%	147.4%	152.6%	85.3%	103.7%	(18.4 PP)	105.5%
Return on equity after tax <sup>1</sup>	59.6%	64.2%	(4.6 PP)	61.7%	118.1%	124.3%	70.0%	85.0%	(15.1 PP)	86.0%
Net interest margin <sup>1</sup>	11.65%	11.66%	(0.01 PP)	11.00%	11.05%	10.67%	11.47%	10.34%	1.13 PP	10.53%
Cost/income ratio	41.7%	38.8%	2.9 PP	40.4%	42.9%	41.2%	40.3%	42.1%	(1.8 PP)	42.3%
Loan/deposit ratio	86.4%	82.3%	4.2 PP	76.1%	72.7%	72.4%	86.4%	72.4%	14.1 PP	72.7%
Provisioning ratio <sup>1</sup>	0.05%	(1.81%)	1.85 PP	(5.14%)	(4.39%)	(3.03%)	(2.13%)	(5.34%)	3.21 PP	(5.12%)
NPL ratio	14.5%	19.2%	(4.7 PP)	22.1%	20.6%	33.3%	14.5%	33.3%	(18.8 PP)	20.6%
NPL coverage ratio	78.8%	81.8%	(3.0 PP)	82.9%	80.5%	89.3%	78.8%	89.3%	(10.6 PP)	80.5%
Total assets	2,219	2,284	(2.8%)	2,083	2,004	2,039	2,219	2,039	8.9%	2,004
RWA	2,076	2,177	(4.7%)	2,056	1,881	1,793	2,076	1,793	15.8%	1,881
Equity	301	287	4.7%	360	294	268	301	268	12.2%	294
Loans to customers	1,439	1,398	2.9%	1,198	1,131	1,162	1,439	1,162	23.8%	1,131
- Hereof non-financial corporations % <sup>2</sup>	89.0%	88.5%	0.5 PP	87.1%	–	–	89.0%	–	–	–
- Hereof households % <sup>2</sup>	9.6%	9.6%	(0.1 PP)	10.1%	–	–	9.6%	–	–	–
- Hereof FCY %	27.0%	28.1%	(1.1 PP)	28.1%	27.7%	35.1%	27.0%	35.1%	(8.2 PP)	27.7%
Deposits from customers	1,687	1,702	(0.9%)	1,563	1,556	1,617	1,687	1,617	4.3%	1,556
Business outlets	501	501	0.0%	501	500	499	501	499	0.4%	500
Number of employees	7,920	7,846	0.9%	7,947	7,997	7,939	7,920	7,939	(0.2%)	7,997
Number of customers (in mn)	2.5	2.5	(0.4%)	2.5	2.5	2.6	2.5	2.6	(3.3%)	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	1-9/2018	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	53 <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	21	~25
<b>Slovakia</b>	Bank levy of 0.2% on total liabilities less own funds and subordinated debt	20	17	~22
<b>Total</b>	<b>Bank levies</b>	<b>121</b>	<b>103</b>	<b>~116</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	~18
<b>Albania</b>		0	1	~1
<b>Croatia</b>		3	2	~2
<b>Czech Republic</b>		9	10	~10
<b>Bulgaria</b>		4	4	~4
<b>Hungary</b>		3	3	~3
<b>Poland</b>		11	9	~9
<b>Romania</b>		8	3	~3
<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 12 mn current instalment of the bank levy; EUR 46 mn booked in Corporate Center, EUR 7 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>6,496</b>	<b>(2,553)</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>(223)</b>	<b>60</b>	<b>(163)</b>	<b>(7)</b>	<b>0</b>	<b>(170)</b>
<b>Equity as at 01/01/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>6,273</b>	<b>(2,492)</b>	<b>9,774</b>	<b>653</b>	<b>645</b>	<b>11,071</b>
Capital increases/decreases	0	0	0	0	0	0	497	497
AT1 capital dividend allotment	0	0	(29)	0	(29)	0	29	0
Dividend payments	0	0	(204)	0	(204)	(78)	(29)	(310)
Own shares	0	0	3	0	3	0	(9)	(6)
Other changes	0	0	1	0	1	(10)	(0)	(9)
Total comprehensive income	0	0	1,173	(186)	987	101	0	1,088
<b>Equity as at 30/09/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>7,216</b>	<b>(2,678)</b>	<b>10,532</b>	<b>666</b>	<b>1,133</b>	<b>12,331</b>

- **Earnings per share** up EUR 0.69 (1-9/2018: EUR 3.43 vs. 1-9/2017: EUR 2.74)
- **Book value per share** EUR 32.02 (31/12/2017: EUR 30.21)
- **Dividend payments** to RBI shareholders for FY/2017 (EUR 204 mn), to minority interests in network banks (EUR 78 mn) of which Ukraine (EUR 45 mn), Czech Republic (EUR 16 mn) and Slovakia (EUR 14 mn) and to AT1 bond holders (EUR 29 mn)
- **Net IFRS 9 impact** of EUR 170 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 1,088 mn; **currency differences** (negative EUR 220 mn) mainly from Russia and Poland

# NPL and NPE Distribution by Country

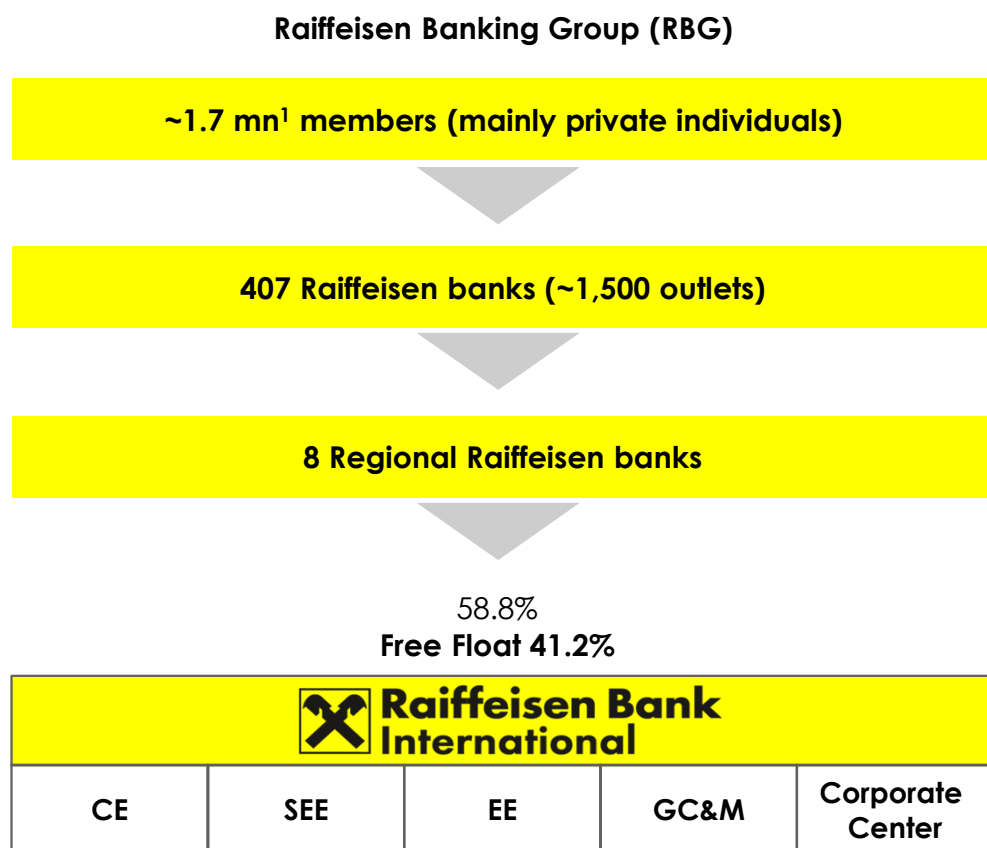


In EUR mn	NPE Ratio 30/09/2018	NPE Ratio 30/06/2018	NPE Coverage Ratio 30/09/2018	NPE Coverage Ratio 30/06/2018	NPL Ratio 30/09/2018	NPL Ratio 30/06/2018	NPL Coverage Ratio 30/09/2018	NPL Coverage Ratio 30/06/2018
Czech Republic	1.6%	1.6%	67.2%	67.4%	2.1%	2.1%	95.2%	102.2%
Hungary	3.7%	3.8%	63.6%	61.0%	6.3%	6.8%	82.6%	84.6%
Poland	10.9%	10.6%	47.7%	40.4%	10.9%	10.6%	59.2%	52.9%
Slovakia	2.0%	2.2%	66.7%	61.4%	2.4%	2.7%	84.2%	77.0%
<b>Central Europe<sup>1</sup></b>	<b>3.0%</b>	<b>3.0%</b>	<b>58.9%</b>	<b>54.9%</b>	<b>3.9%</b>	<b>4.0%</b>	<b>76.2%</b>	<b>74.2%</b>
Albania	6.5%	6.4%	71.5%	70.9%	14.8%	15.7%	79.8%	78.3%
Bosnia & Herzegovina	4.3%	4.2%	80.9%	80.0%	6.4%	6.4%	96.8%	95.7%
Bulgaria	2.4%	2.7%	68.0%	67.6%	3.1%	3.5%	106.5%	102.2%
Croatia	7.4%	7.9%	73.8%	73.7%	12.5%	12.5%	81.6%	83.0%
Kosovo	3.1%	3.3%	58.7%	59.1%	4.1%	4.0%	79.4%	84.2%
Romania	3.7%	4.0%	45.2%	43.1%	4.5%	5.0%	80.2%	82.0%
Serbia	2.4%	2.4%	72.5%	72.2%	3.6%	3.7%	94.3%	94.1%
<b>Southeastern Europe</b>	<b>4.3%</b>	<b>4.6%</b>	<b>64.5%</b>	<b>63.3%</b>	<b>6.3%</b>	<b>6.6%</b>	<b>85.1%</b>	<b>85.5%</b>
Belarus	3.1%	3.7%	83.0%	78.2%	4.7%	5.4%	94.7%	89.7%
Russia	2.9%	3.1%	57.4%	62.0%	4.1%	4.2%	69.0%	75.0%
Ukraine	11.4%	14.5%	73.6%	77.5%	14.5%	19.2%	78.8%	81.8%
<b>Eastern Europe</b>	<b>4.1%</b>	<b>4.8%</b>	<b>65.3%</b>	<b>70.0%</b>	<b>5.6%</b>	<b>6.6%</b>	<b>74.6%</b>	<b>79.1%</b>
<b>GC&amp;M</b>	<b>2.5%</b>	<b>2.6%</b>	<b>58.5%</b>	<b>52.8%</b>	<b>3.6%</b>	<b>3.9%</b>	<b>64.4%</b>	<b>57.0%</b>
<b>Total RBI Group</b>	<b>3.0%</b>	<b>3.2%</b>	<b>61.4%</b>	<b>59.5%</b>	<b>4.4%</b>	<b>4.8%</b>	<b>75.0%</b>	<b>73.5%</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 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 48

#### **Österreichische Raiffeisen Einlagensicherung eGen (ÖRE):**

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

#### **Raiffeisen Kundengarantiegemeinschaft Österreich (RKÖ):**

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

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

1) As of 01/2018

# 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. 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
- As of 30 Sep 2018 the regional ex ante IPS fund's aggregate target volume was EUR 224 mn and EUR 160 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 30 Sep 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%

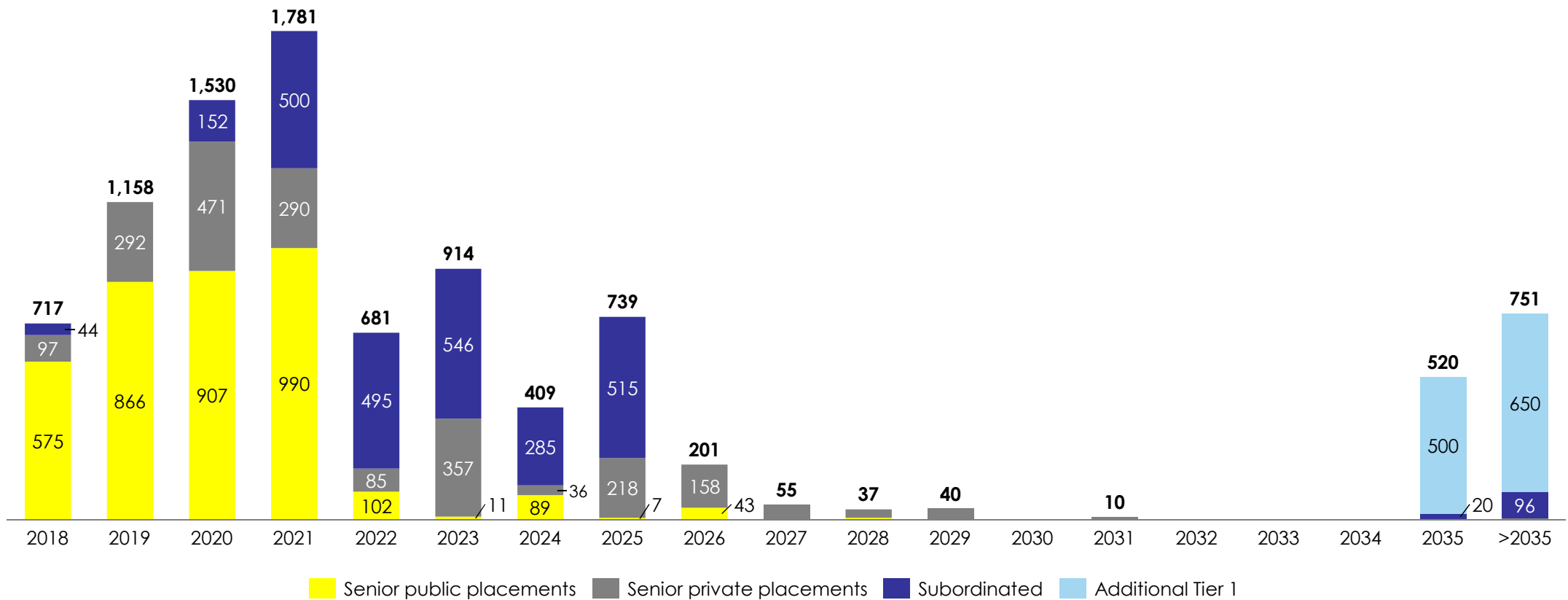
## Impact on RBI

- RZB was a member of the federal IPS. RBI is now a member of the federal IPS
- RBI's 2018 contribution to the IPS was EUR 49 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 30/09/2018 (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	98.6%	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	99.5%	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	52.3%	XS0619437147	6.625%	NA	EUR 500 mn	18 May 2011	NA	NA	18 May 2021
Raiffeisen Bank International AG	Tier 2	81.4%	CH0194405343	4.75%	NA	CHF 250 mn	24 Oct 2012	NA	NA	24 Oct 2022
Raiffeisen Bank International AG	Tier 2	99.1%	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

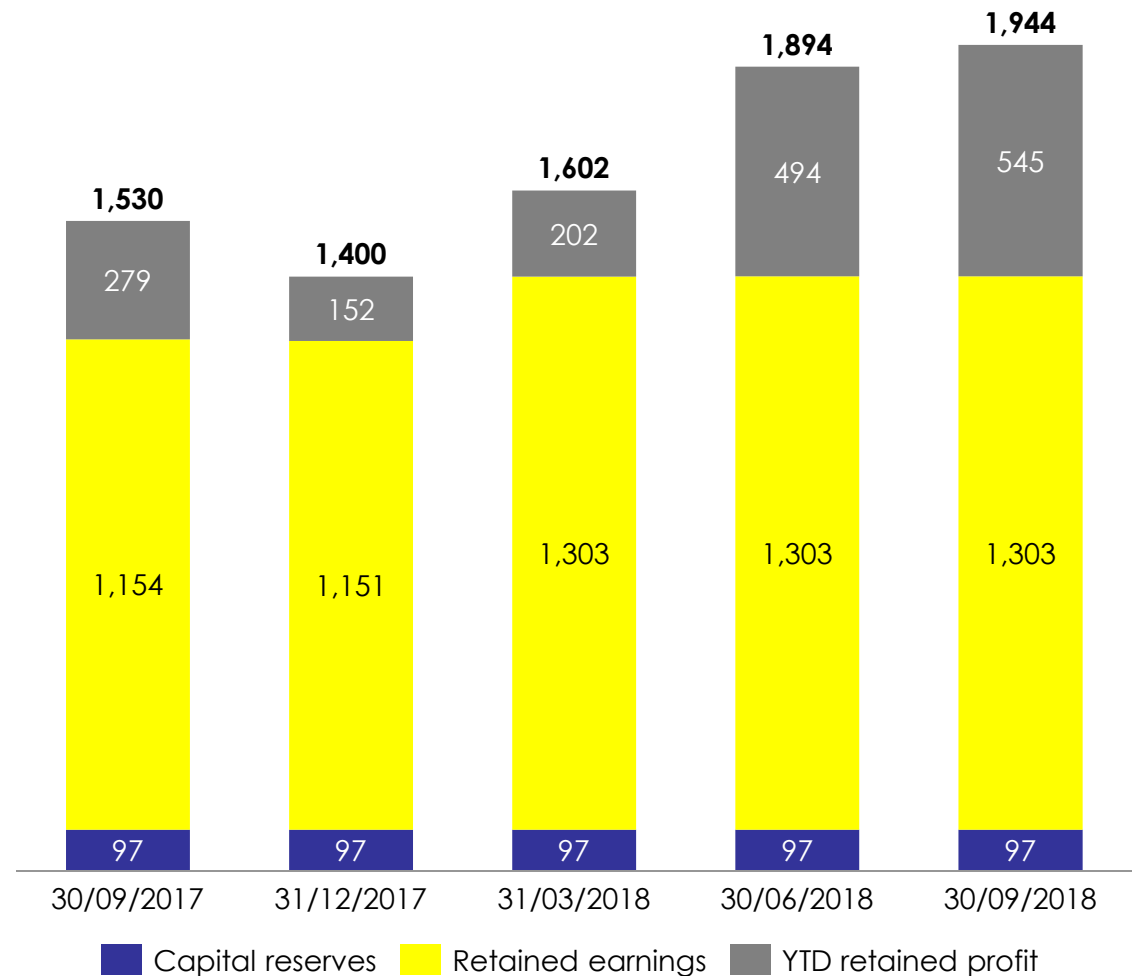
2) Transitional CRR rules as of Q3 2018, calculated as reported regulatory amount divided by nominal amount before deduction for market making activities

# 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
- Dividend and IPS contribution for 2018 will be deducted in Q4/2018 (contribution for 2017 was EUR 45.6 mn)
- ADI of EUR 1,944 mn at 30/9/2018 including YTD profit

## Available Distributable Items (EUR mn)



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

# Shareholder Information Overview



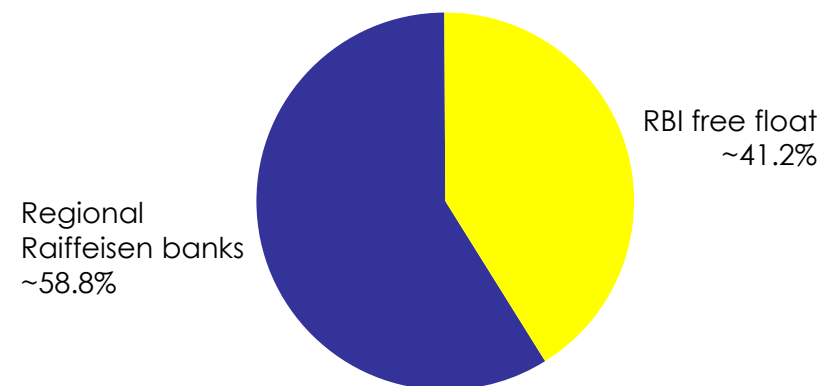
## General Information

- Listed since 25 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



## Ratings, Indices and Certification



“C+” Prime status in sustainability rating by oekom research (June 18 2018)



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



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



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

## Awards



Austrian Sustainability Reporting Award (ASRA 2018) for the third best report (2017) by a large corporation



One of three Austrian companies included in the leadership list for 2017, and best Austrian financial sector company 2014-2017



Raiffeisen Bank S.A in Romania received the Green Frog Award for the “Best Non-Financial Report 2016” for their Corporate Social Responsibility Report 2016

# Contact and Financial Calendar



## Contact Details

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## Financial Calendar

30 January 2019	Start of Quiet Period <sup>1</sup>
06 February 2019	Preliminary Results 2018
13 February 2019	Start of Quiet Period <sup>1</sup>
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 and a four-week period before the publication of the annual report. During these periods we do not hold investor or analyst meetings