Annual General Meeting
Raiffeisen Bank International

13 June 2019
Wiener Stadthalle
Welcome

Erwin Hameseder
Chairman of the Supervisory Board
First Agenda Item

Presentation of the approved annual financial statements, including the management report, the consolidated financial statements and consolidated management report, each as at 31 December 2018, and the proposal for the utilization of profit, the independent consolidated non-financial report, the report of the Supervisory Board for the 2018 financial year, as well as the Management Board's Corporate Governance Report.
Supervisory Board Report

Erwin Hameseder
Chairman of the Supervisory Board
Management Board Report

Johann Strobl
CEO
Positive Development 2018

Consolidated Profit
- One of the best results in RBI’s history
- Low risk costs

<table>
<thead>
<tr>
<th>Year</th>
<th>Consolidated Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1,116</td>
</tr>
<tr>
<td>2018</td>
<td>1,270</td>
</tr>
</tbody>
</table>

Operating Result
- Improved net interest income driven by loan growth
- Increased fee and commission income

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>2,087</td>
</tr>
<tr>
<td>2018</td>
<td>2,250</td>
</tr>
</tbody>
</table>

CET1 Ratio
- Increase of CET1 driven by consolidated profit and sale of core banking operations in Poland

<table>
<thead>
<tr>
<th>Year</th>
<th>CET1 Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>12.7%</td>
</tr>
<tr>
<td>2018</td>
<td>13.4%</td>
</tr>
</tbody>
</table>

Loans to customers
- Loans to customers increased in almost all markets

<table>
<thead>
<tr>
<th>Year</th>
<th>Loans to customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>77,745</td>
</tr>
<tr>
<td>2018</td>
<td>80,866</td>
</tr>
</tbody>
</table>

Dividend proposal to the AGM of EUR 0.93 per share

NB: 2017 figures have been adjusted to reflect impact from FINREP implementation

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Positive Development 2018

**Cost/Income Ratio**
- Stronger growth in operating income than in OPEX led to an improved cost/income ratio
- **59.1%** in 2017, **57.5%** in 2018 (160bps)

**Provisioning Ratio**
- Provisioning ratio substantially reduced
- **0.41%** in 2017, **0.21%** in 2018 (20bps)

**NPL Ratio**
- **130 bps** NPL reduction
- **37 bps** from loan growth
- **19 bps** from Polish disposal
- **5.7%** in 2017, **3.8%** in 2018 (186bps)

**Net Interest Margin**
- Net interest margin stable at 2.5%
- **2.5%** in 2017, **2.5%** in 2018

NB: 2017 figures have been adjusted to reflect impact from FINREP implementation
Distribution of Profit before Tax - FY 2018

Change y-o-y

(15.7%)  30.0%  (2.0%)  89.9%  (24.6%)  8.8%

Central Europe: 447
Southeastern Europe: 525
Eastern Europe: 855
Group Corporates & Markets: 488
Corporate Center & Reconciliation: (562)
RBI Group: 1,753

1) Due to the mostly internal nature of Corporate Center, amount netted with Reconciliation for illustrative purposes
Most important developments 2018

- Profit after tax EUR 455 mn
- Net interest income increased by 3%, Net interest margin 5.77%
- Loan growth in EUR 7%
- NPL ratio 3.0%; NPL coverage ratio 76.9%

Loan book exposure by category

- Retail 38%
- Materials 21%
- Real Estate 4%
- Energy 5%
- Industrials 7%
- Consumer Cyclicals 13%
- Consumer Non-Cyclicals 6%
RBI in Russia: a robust business model

26% RoE
(after tax, average 2014-2018)

2014 18%
2018 29%

~ EUR 1.6 bn cumulative profit after tax since 2015

2015 387 (2.8%)
2016 316 (0.2%)
2017 443 1.5%
2018 455 2.3%

RBRU profit after tax (€ mn.)
real GDP growth in % - Russia

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## Balance Sheet Overview 2018

### in EUR millions

<table>
<thead>
<tr>
<th></th>
<th>31/12/2018</th>
<th>31/12/2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total assets</strong></td>
<td>140,115</td>
<td>135,146</td>
<td>3.7%</td>
</tr>
<tr>
<td><strong>Loans to banks</strong></td>
<td>9,998</td>
<td>10,741</td>
<td>(6.9%)</td>
</tr>
<tr>
<td><strong>Loans to customers</strong></td>
<td>80,866</td>
<td>77,745</td>
<td>4.0%</td>
</tr>
<tr>
<td><strong>Deposits from banks</strong></td>
<td>23,980</td>
<td>22,378</td>
<td>7.2%</td>
</tr>
<tr>
<td><strong>Deposits from customers</strong></td>
<td>87,038</td>
<td>84,974</td>
<td>2.4%</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>12,413</td>
<td>11,241</td>
<td>10.4%</td>
</tr>
</tbody>
</table>

### Assets

- **Loans to customers** up 4%: mainly in Austria, Czech Republic, Romania, Slovakia and Russia
- **Cash balances** up, mainly driven by head office deposits at Austrian National Bank

### Liabilities

- **Deposits from customers** up 2%: increases mainly in Austria, Russia, Slovakia, Czech Republic and Romania
- **Deposits from banks** up 7%, mostly driven by short-term refinancing at head office
Capital ratios well above requirements

2019 Regulatory Capital Requirements

- CET1: 14.9%
- Tier 1: 15.00%
- Total capital: 18.2%

Minimum requirements:
- CET1: 13.00%
- Tier 1: 13.00%
- Tier 2: 2.0%

CBR: 4.75%
P2R: 2.25%
Pillar 1: 4.50%
CET1: 11.50%

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

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13 June 2019
**Substantially improved risk costs and NPL ratio**

- **NPL ratio** decreased by 1.9 PP to 3.8%; largest reduction in SEE (by 2.4PP) and EE (2.1PP)
- **NPL coverage ratio** increased in 2018 by 10.6 PP to 77.6%
- Workout is very much focused on value preserving approach (e.g. selective sale of NPLs)
Summary of Q1/2019

- NII up ~7.5% y-o-y excluding Poland, fee and commission income up ~6% excluding Poland
- Also impacted by Poland and hedge valuations

- Risk costs remain very low
- Booking of contributions to resolution fund and bank levy payments predominantly in Q1

- Strong loan growth despite sale in Poland
- Loans up 6% YTD

- Capital ratio remains well above target level
- CET1 ratio proforma, incl. Q1 results

Resilient and well-diversified core revenue streams
Sound risk position
Macroeconomic environment remains supportive
Well positioned to capitalize on growth opportunities
Financial Performance Q1/2019

Operating income
(7.9%) EUR 1,189 mn

General admin. expenses
(2.1%) EUR (724) mn

Provisioning ratio
+47 bps 4 bps

Consolidated profit
(43.4%) EUR 226 mn

Net Interest Margin (%)
Q1/2018 2.49 Q1/2019 2.43

Cost/Income Ratio (%)
Q1/2018 57.3 Q1/2019 60.9

Consolidated Return on Equity (%)
Q1/2018 16.6 Q1/2019 7.9

EUR 0.64 Earnings per share

EUR 33.36 Book value per share

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Advanced Anti-Money Laundering System

Modern transaction monitoring system Norkom (BAE Systems)

- One standard system across the Group
- Internal and external verification and optimization
- Full compliance with legal requirements

Fully automated transaction screening using a common-standard monitoring system

All alerts are manually reviewed

Full compliance with internal regulations and local legal requirements

Regular reviews by the regulator

Internal and External verification

- Ongoing assessment of transaction monitoring indicators to further optimize the system
- Regular meetings with large US banks to demonstrate framework, methodology, resources, calibration and critical countries

AML staffing (incl. support functions)

- ~80 FTEs in head office
- Over 300 FTEs in the network units

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Share price development

Index base: EUR 30.20

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### Strategic Initiative in retail and corporate business

<table>
<thead>
<tr>
<th>31/12/2018 Customer loans (y-o-y)</th>
<th>Strategic Focus Retail</th>
<th>Corporate</th>
<th>31/12/2018 Customer loans (y-o-y)</th>
<th>Strategic Focus Retail</th>
<th>Corporate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Corporates Vienna</strong></td>
<td></td>
<td>✓</td>
<td><strong>Croatia</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 18,163 mn (+25%)</td>
<td></td>
<td></td>
<td>EUR 2,361 mn (0%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Czech Republic</strong></td>
<td>✓</td>
<td>✓</td>
<td><strong>Ukraine</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 11,131 mn (+10%)</td>
<td></td>
<td></td>
<td>EUR 1,525 mn (+35%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Slovakia</strong></td>
<td>✓</td>
<td>✓</td>
<td><strong>Serbia</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 10,075 mn (+8%)</td>
<td></td>
<td></td>
<td>EUR 1,354 mn (+11%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Russia</strong></td>
<td>✓</td>
<td>✓</td>
<td><strong>Bosnia &amp; Herzegovina</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 8,519 mn (+7%)</td>
<td></td>
<td></td>
<td>EUR 1,292 mn (+9%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Romania</strong></td>
<td>✓</td>
<td>✓</td>
<td><strong>Belarus</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 5,702 mn (+19%)</td>
<td></td>
<td></td>
<td>EUR 1,073 mn (+13%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Hungary</strong></td>
<td>✓</td>
<td>✓</td>
<td><strong>Albania</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 3,354 mn (+13%)</td>
<td></td>
<td></td>
<td>EUR 705 mn (+4%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Bulgaria</strong></td>
<td>✓</td>
<td>✓</td>
<td><strong>Kosovo</strong></td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>EUR 2,595 mn (+15%)</td>
<td></td>
<td></td>
<td>EUR 624 mn (+12%)</td>
<td></td>
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</tr>
</tbody>
</table>

**Annual General Meeting**

13 June 2019
Five Pillars of Digitalization

We create an exceptional experience for our customers...

INTEGRATION LAYER & OPEN APIs
AGILE & X-FUNCTIONAL WORKING
STRONG DATA & ANALYTICS CAPABILITIES
DIGITAL OPERATIONAL EXCELLENCE
EFFECTIVE GROUP-WIDE INNOVATION

...foster innovation and develop new business models
Merlin platform: integrating RBI Group

Cloudbased Platform
Connecting Units Groupwide | Enabling Usage of Joint Products | Development of New Services

Local Systems:
- Albania
- Bulgaria
- Croatia
- Kosovo
- Russia
- Slovakia
- Bosnia

- Belarus
- Czech
- Hungary
- Romania
- Serbia
- Ukraine

Merlin Platform:
- AWS
- Common Data Format
- Frontend Analytics
- Company Register Data
- Customer Feedback
- Video Identification
- API Management

2019
RBI developing towards an adaptive organization in the course of the digital transformation

- Establish a collaborative workforce culture
- Improve our competitive edge
- Focus on delivering customer value
- Re-vitalize entrepreneurship

- ~30% of staff at RBI head office operating in agile teams, also high portion of employees working agile in Russia
  - Innovation activities transferred to agile product teams
Innovation vehicles facilitate new solutions and partnerships

**INNOVATION GARDEN**

**EMPLOYEE INITIATIVES**
Developed in a start-up process

- **7,428** Members on Ideas Platform
- **1,300** Client Interviews
- **1,328** Fresh Ideas
- **2** Internal Start-Ups

**ELEVATOR LAB**

**FINTECH PARTNERSHIP PROGRAM**
Global hunt for innovative start-ups which prove viable for RBI

- **10** Elevator Lab Challenges
- **12** Continued Co-operations

Annual General Meeting

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

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

We anticipate that the NPE ratio will further reduce.

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

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

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

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

Resolution on the utilization of net profit, as shown in the annual financial statements as at 31 December 2018.
Third Agenda Item

Resolution on the release of the members of the Management Board from liability for the 2018 financial year.
Fourth Agenda Item

Resolution on the release of the members of the Supervisory Board from liability for the 2018 financial year.
Fifth Agenda Item

Appointment of an auditor (bank auditor) for the audit of the annual financial statements and consolidated financial statements for the 2020 financial year.
Sixth Agenda Item

Election of one person to the Supervisory Board.
Seventh Agenda Item

Resolution on the revocation of the authorization granted to the Management Board pursuant to §169 of the Austrian Stock Corporation Act (authorized capital), and the creation of new authorized capital in return for contributions in cash and/or in kind with the possibility to exclude subscription rights, and on the corresponding amendment to § 4 (5) of the Articles of Association.
Eighth Agenda Item

Resolution on the amendments to § 4 and § 15 of the Articles of Association.
Q & A
Contact and Financial Calendar

Contact Details

Group Investor Relations

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www.rbinternational.com

Financial Calendar

19 June 2019    Ex-Dividend Date
21 June 2019    Record Date Dividends
24 June 2019    Dividend Payment Date
25 July 2019    Start of Quiet Period
8 August 2019   Semi-Annual Report, Conference Call
31 October 2019 Start of Quiet Period
14 November 2019 Third Quarter Report, Conference Call

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

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