



# Raiffeisen Bank International

H1 2019 Results – 08 August 2019

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# 01

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**Executive  
Summary**

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STROBL**

# 02

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Financials

# 03

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Risk Management

# 04

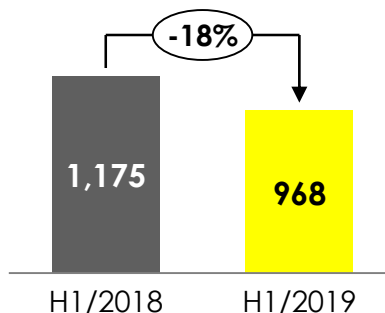
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Appendix



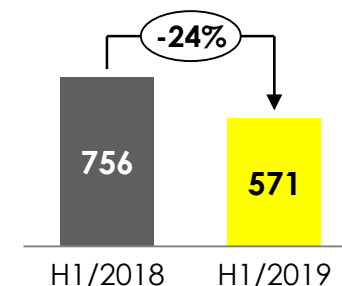
## Operating Result (EUR mn)

- NII up ~8 % y-o-y excluding Poland; improved in most countries
- Net fee and commission income up ~5 % y-o-y excluding Poland
- Negative impact from valuation losses with no economic effect over portfolio lifetime



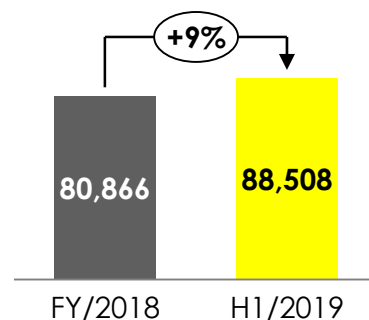
## Consolidated Profit (EUR mn)

- Risk costs remain low; significant releases and writebacks in H1/2018
- Other result improved following negative Poland deconsolidation effect in Q2/2018



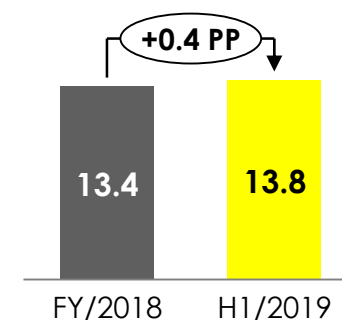
## Loans to Customers (EUR mn)

- Strong loan growth across the Group driven by GC&M, Russia, Slovakia and Czech Republic
- Positive momentum continued in Q2/2019 (loans up 3.5% q-o-q)



## CET1 Ratio (%)

- Capitalization, including H1 profit, well above target level
- CET1 ratio supported by FX movements

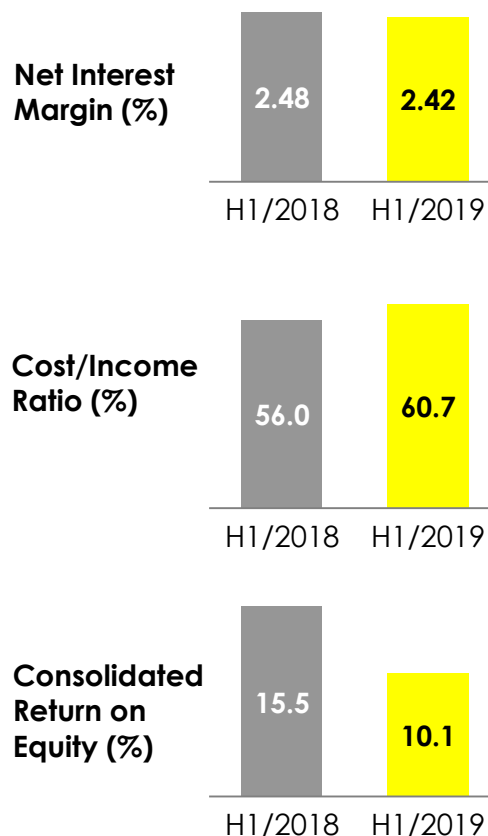


### AML Update:

- ✓ No action to be taken by authorities following March 2019 complaint
- ✓ Internal review confirmed no transgressions by RBI or its customers, full adherence to all AML regulations and strength of AML policies and systems

# Financial Performance H1/2019

y-o-y		q-o-q
(7.7%)	<b>Operating income</b> EUR 2,465 mn	7.3%
0.2%	<b>General admin. expenses</b> EUR (1,497) mn	6.7%
+24 bps	<b>Provisioning ratio</b> 2 bps	(3) bps
(24.4%)	<b>Consolidated profit</b> EUR 571 mn	+52.9%



- **Operating income** down y-o-y while core revenues<sup>1</sup> up 7% adjusted for Polish disposal; valuation losses on hedges and on fair value liabilities neutralize over lifetime of portfolio
- **NIM** reflecting higher volumes of short-term business (repo and money markets) in GC&M; lower in Eastern Europe segment
- **General admin. expenses** stable y-o-y; Polish disposal offset by wage inflation in most markets and higher FTEs, mainly in Russia and head office
- **Cost/income ratio** affected by negative valuation results

**EUR 1.64**  
Earnings per share

**EUR 33.60**  
Book value per share

<sup>1</sup>Core revenues: NII and net fee & commission income

# GAMS Corporate Clients: Tapping RBI's Cross-Border Potential

## Key Initiatives for Execution 2019-2021



Drive digital transformation



Broaden customer base



Unlock revenue potential

Business with international corporate clients today

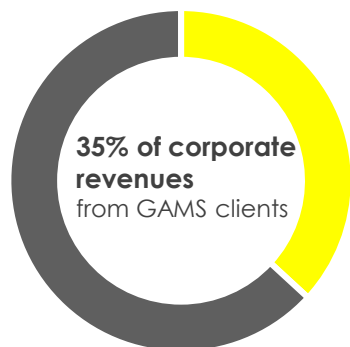


**Dedicated coverage model in place**  
... with parent account manager as main point of contact ensuring Group-wide coordination as well as local account managers in markets



**Consistent Group-wide risk steering**  
... for each client ensures transparency on exposure and optimal resource allocation

**Strong revenue contribution from 'GAMS clients':**



**750 GAMS clients**  
... which are active in more than one market. GAMS clients are active in 4 countries on average

**Above average gross revenue generation**  
... in GAMS segment (~300 clients with gross revenue > EUR 0.5 mn p.a.)

Expanding our cross-border coverage

2019 - 2021

**Continue to grow 'GAMS' customer segment** by increasing wallet share with clients

**Leverage RBI footprint** to grow **cross-border business beyond GAMS clients:**

- Fully capture cross-border potential of mid-size clients
- Further develop Group-wide client acquisition strategy
- Explore potential of regional clusters
- Identify cross-border potential through Group-wide data sharing

**Further develop coverage model** (incl. cost to serve optimization, digital offerings) to reinforce positioning as 'most recommended bank'

# Retail Business: Expanding Mobile Banking

## Retail Targets for 2021



Reach **55%** mobile banking penetration & increase digital sales



+15% active retail customer base



Outgrow market in selected segments

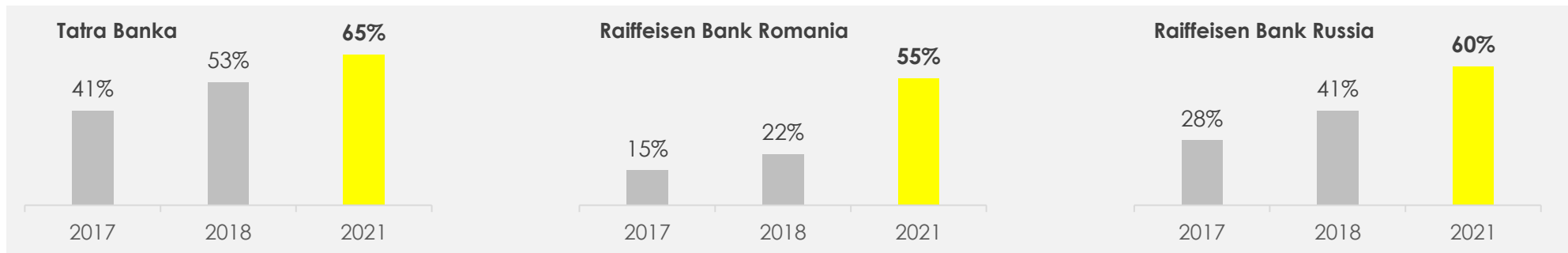
### Current State of Mobile Banking

- **Active mobile banking penetration** steadily rising, reaching **27% in Q1 2019**
- **Enhancement of user experience** across markets (e.g. easy payments, biometrics log in, focus on simplicity)
- Group-wide mobile banking capabilities built

### Mobile Banking Upgrades

2019

- Launch **new mobile banking apps** across the Group
- **Fully utilize internal and external innovation** potential
- **Leverage digital cloud-based platform** to develop new products and services



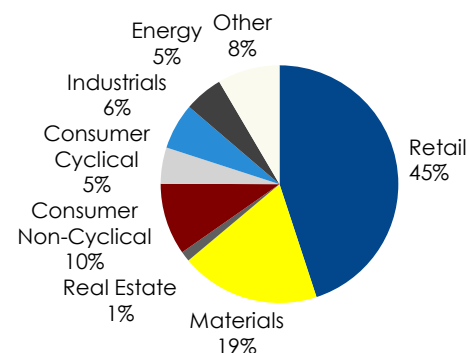
% = Mobile banking users / total active customers

# Leveraging our Strong Position in Russia

## Q2/2019 developments

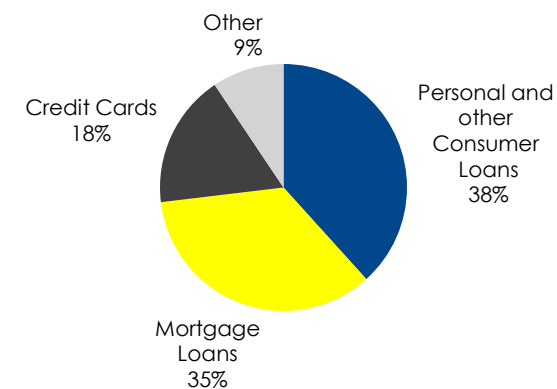
- EUR 128 mn profit after tax, stable q-o-q
- Loans to customers up 5.5%
- Risk costs remain low (38 bps provisioning ratio)
- 1.9% NPE ratio and 51.9% coverage ratio
- NIM stabilized

## Loans to customers by sector

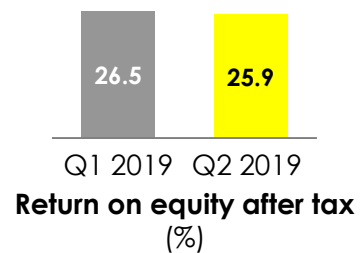
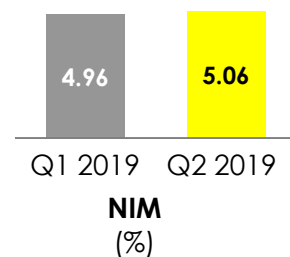
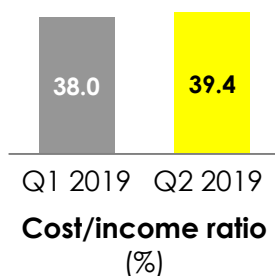
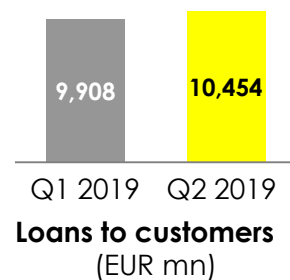


Total: EUR 10,454 mn

## Retail lending by product



Total: EUR 4,337 mn



## Strategy

- Targeting core economic regions: 71% of corporate assets and 67% of retail assets in Moscow and St. Petersburg regions
- Domestically funded in RUB and FX through deposits: 85.2% loan to deposit ratio at 30/6/2019
- Active hedging of Group CET 1 ratio against RUB depreciation
- Retail market:
  - ✓ #1 NPS by 2021
  - ✓ Scalable digital client acquisition for major products; remote sales & service model across whole of Russia
- Corporate market:
  - ✓ Balanced risk approach and focus on loan portfolio quality
  - ✓ Selective growth targeting companies with strong financials



## Development of Real GDP (%)

Country	2017	2018	2019e	2020f
<b>CE</b>				
Czech Republic	4.5	2.9	2.4	2.2
Hungary	4.1	4.9	4.2	3.1
Poland	4.8	5.2	4.4	3.3
Slovakia	3.2	4.1	3.5	2.8
Slovenia	4.9	4.5	3.3	2.3
<b>CE</b>	<b>4.5</b>	<b>4.5</b>	<b>3.8</b>	<b>2.9</b>
<b>SEE</b>				
Albania	3.8	4.1	3.6	2.5
Bosnia & Herz.	3.2	3.1	2.7	2.5
Bulgaria	3.8	3.1	3.0	2.5
Croatia	2.9	2.6	2.8	2.5
Kosovo	4.2	4.1	4.0	3.0
Romania	7.0	4.1	3.5	3.0
Serbia	2.0	4.3	3.0	2.5
<b>SEE</b>	<b>5.1</b>	<b>3.7</b>	<b>3.3</b>	<b>2.8</b>
<b>EE</b>				
Belarus	2.5	3.1	2.5	2.0
Russia	1.6	2.3	1.2	1.6
Ukraine	2.5	3.3	2.7	3.1
<b>EE</b>	<b>1.7</b>	<b>2.4</b>	<b>1.3</b>	<b>1.7</b>
<b>Austria</b>	<b>2.6</b>	<b>2.7</b>	<b>1.3</b>	<b>1.2</b>
<b>Germany</b>	<b>2.5</b>	<b>1.5</b>	<b>1.0</b>	<b>1.0</b>
<b>Euro area</b>	<b>2.5</b>	<b>1.9</b>	<b>1.1</b>	<b>1.0</b>

Source: RBI/Raiffeisen Research as of 01/08/2019

## General Market Trends

- In the **CE region**, several industry PMIs remained weak, while “hard” economic data is holding up fairly well. Estimated 2019 growth in **Hungary** and **Romania** has improved following a strong start to the year and robust domestic demand, while the **Russian** economy has lagged after decent growth in 2018
- In **Ukraine**, presidential and parliamentary elections have given Zelensky a strong mandate to fight corruption. Markets welcomed lower political risks and new IMF program is expected to be negotiated in autumn
- **The increasingly dovish stance of the Fed and the ECB** will support low interest rates in CEE this year and next. In Russia and Ukraine, an absence of new political or inflationary shocks may lead to additional key rate cuts.
- **The positive banking sector earnings dynamics** of 2018 in Central Europe, Romania and Ukraine continued in H1/2019. First signs of cooling in retail lending in Czech Republic following regulatory tightening. Increasing regulatory pressure to cap retail growth across CEE markets

# Outlook and Targets

## Loan Growth

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

## Risk Costs

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

## Asset Quality

We anticipate that the NPE ratio will further reduce

## Cost / Income Ratio

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

## Profitability

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

## CET 1 Ratio

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

## Payout Ratio

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



# 01

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Executive  
Summary

# 02

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**Financials**

**MARTIN  
GRÜLL**

# 03

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Risk Management

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Appendix

# Key Financials

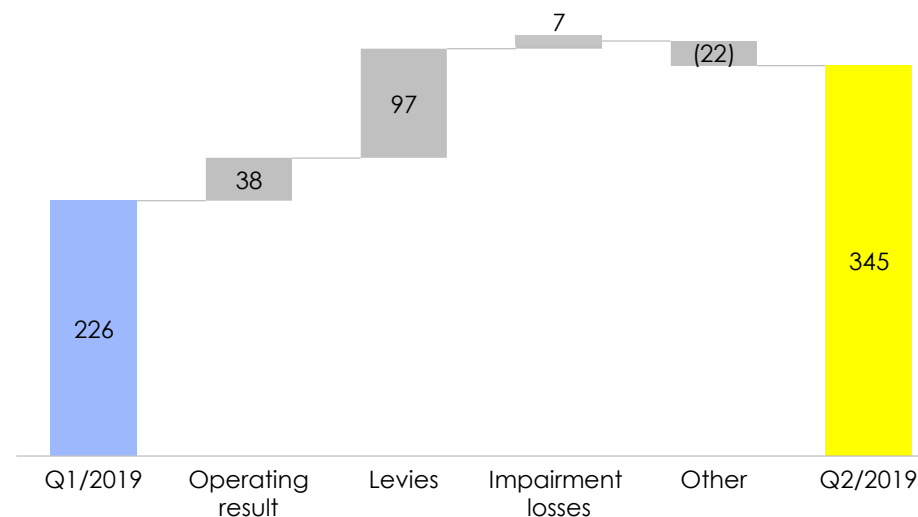
Profitability (in EUR mn)	Q2/2019	Q1/2019	q-o-q	Q2/2018
Net interest income	840	825	1.8%	834
Net fee and commission income	437	402	8.8%	460
Operating income	1,276	1,189	7.3%	1,379
General administrative expenses	(773)	(724)	6.7%	(754)
Operating result	503	465	8.2%	625
Impairment losses on financial assets	(2)	(9)	(73.3%)	0
Other result	10	(2)	-	(121)
Profit/loss before tax	494	340	45.2%	496
Profit/loss after tax	384	259	48.3%	389
Consolidated profit/loss	345	226	52.9%	357

Financial position	30/6/2019	31/3/2019	q-o-q	31/12/2018
Total assets	148,630	146,413	1.5%	140,115
RWA (total)	75,620	74,218	1.9%	72,672
Loans to customers	88,508	85,528	3.5%	80,866
Deposits from customers	90,161	88,741	1.6%	87,038
Equity	12,920	12,837	0.6%	12,413

Capital Ratios (incl. YTD results)	30/6/2019	31/3/2019	q-o-q	31/12/2018
Common equity tier 1 ratio	13.8%	13.6%	0.2 PP	13.4%
Tier 1 capital ratio <sup>1</sup>	15.4%	15.2%	0.1 PP	15.0%
Total capital ratio <sup>1</sup>	18.0%	18.3%	(0.4 PP)	18.3%

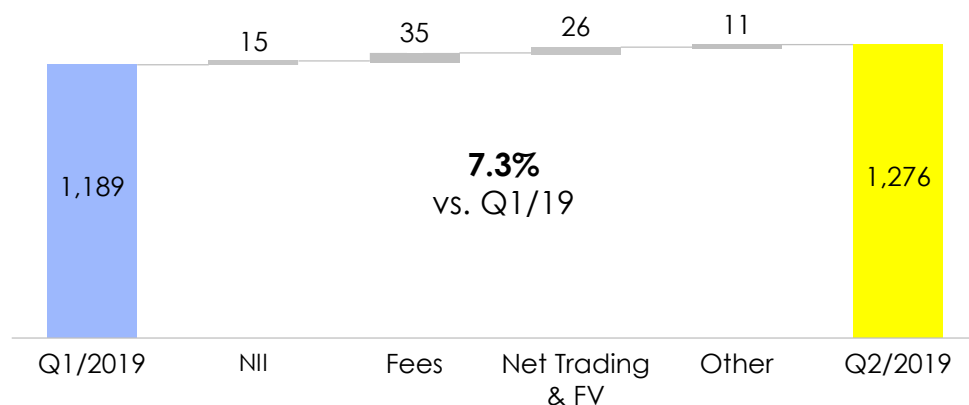
1) Transitional

Change in consolidated profit  
(q-o-q)

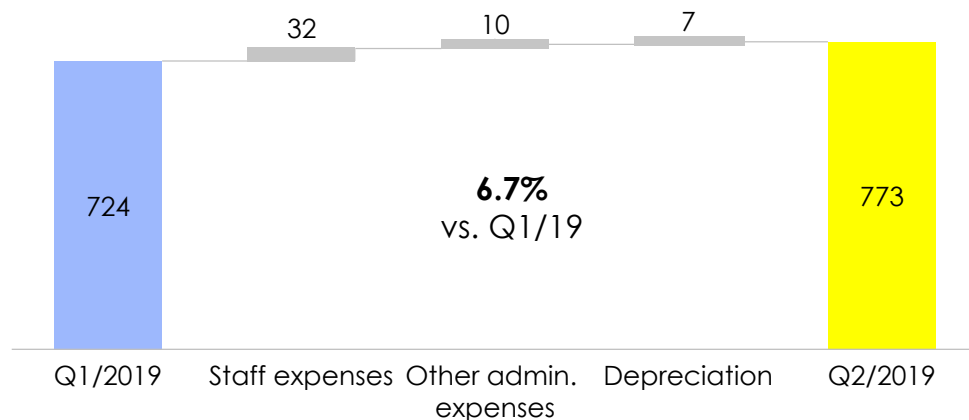


- Operating result improvement driven by higher net fee and commission income
- Further growth in loans to customers in Q2/2019, supported by GC&M and Russia
- Levies down due to upfront booking of bank levies and resolution fund fees in Q1/2019

## Operating income



## General administrative expenses

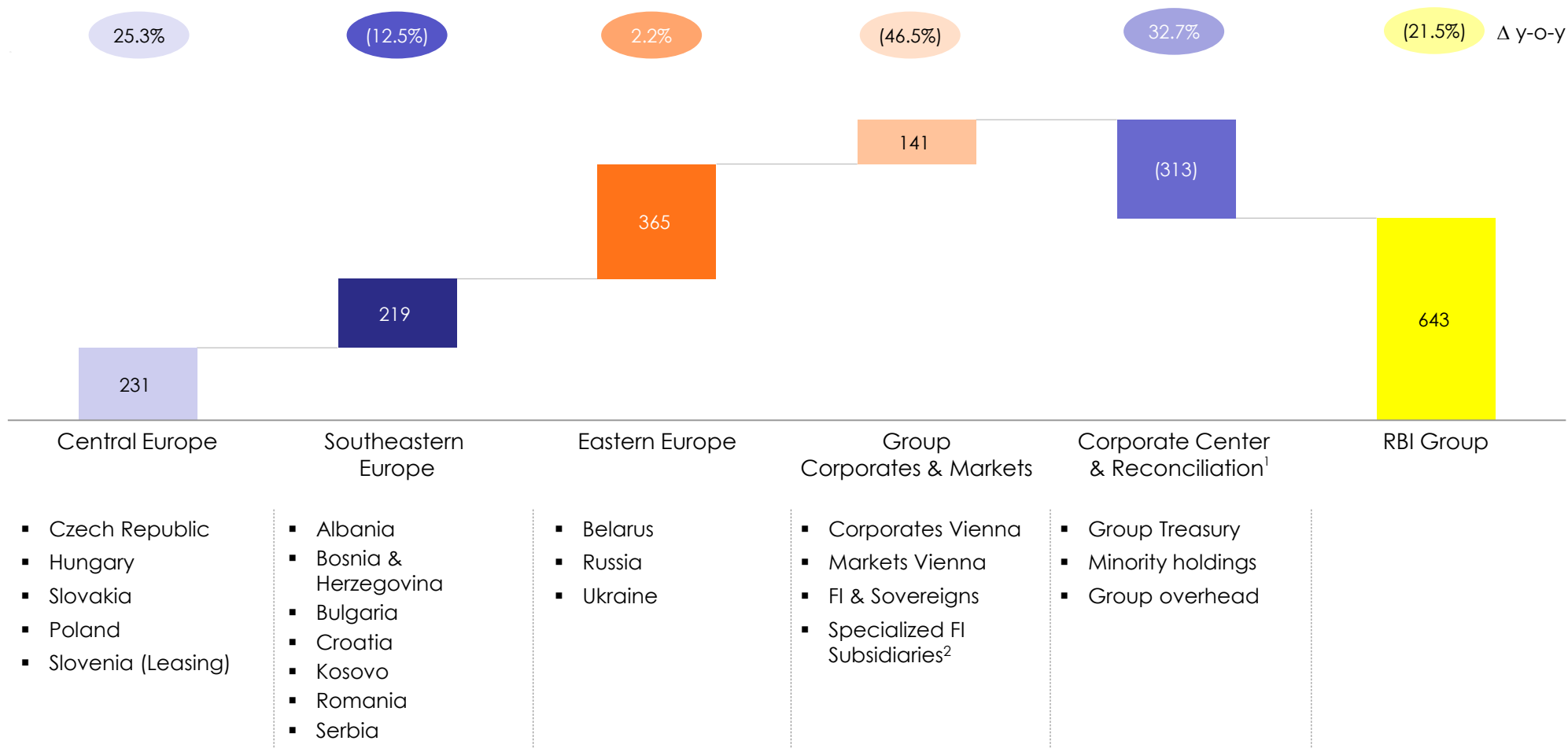


- **Net interest income** up EUR 15 mn mainly due to higher volumes and RUB appreciation
- **NIM** down 2 bps q-o-q to 2.40%, driven by GC&M (down 10 bps), partially offset by Romania (up 11 bps) and Russia (up 11 bps)
- **Net fee and commission income** up EUR 35 mn from seasonally low Q1, primarily in Russia and Romania
- **Net trading income and fair value result** reflecting further implementation of hedge accounting, while lower long-term rates led to valuation losses on fair value liabilities (EUR 28 mn)
- **Staff expenses** up EUR 32 mn driven by salary increases (collective agreement adjustments) and restructuring provision in head office (EUR 10 mn)
- **Other admin. expenses** up EUR 10 mn due to higher advertising expenses mainly in Russia and Czech Republic and higher advisory expenses in head office



# Distribution of Profit after Tax – H1/2019

In EUR mn

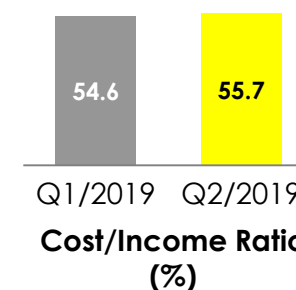
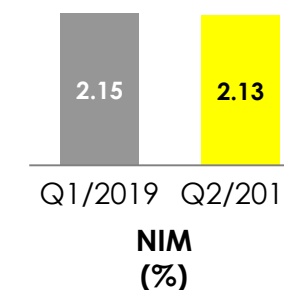
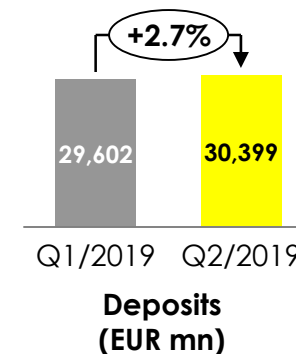
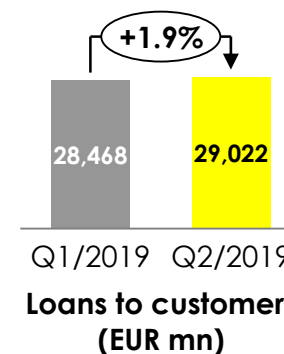


1) Due to the mostly internal nature of Corporate Center, amount netted with Reconciliation for illustrative purposes

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

# Central Europe Q2/2019

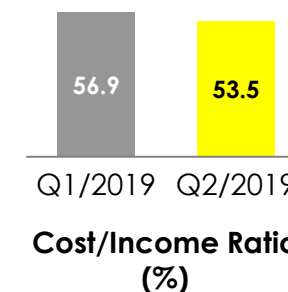
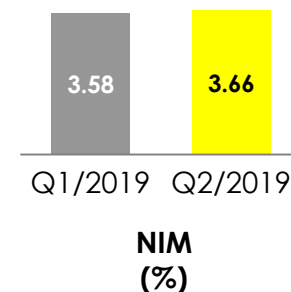
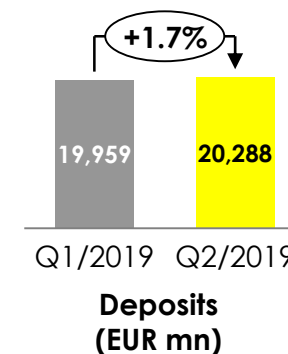
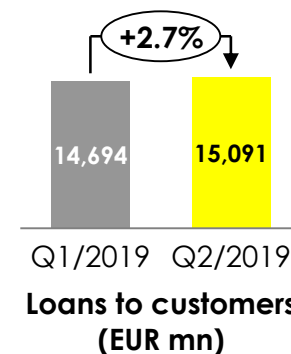
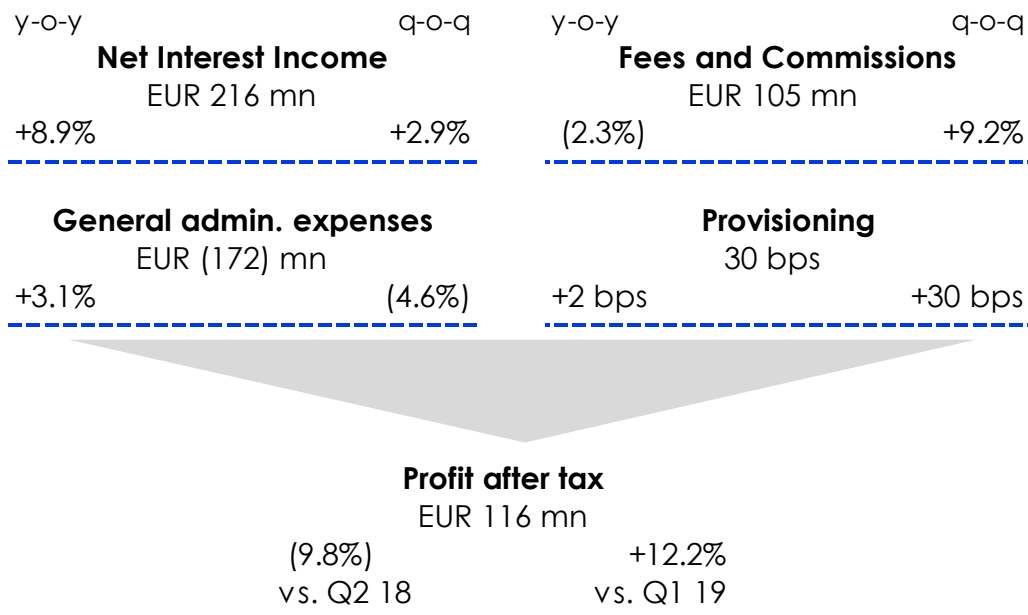
y-o-y	q-o-q	y-o-y	q-o-q
<b>Net Interest Income</b> EUR 210 mn		<b>Fees and Commissions</b> EUR 110 mn	
(14.6%)	+0.2%	(24.6%)	+2.8%
<b>General admin. expenses</b> EUR (180) mn		<b>Provisioning</b> (54) bps	
(16.6%)	+5.6%	(88) bps	(63) bps
<b>Profit after tax</b> EUR 154 mn			
+79.4% vs. Q2 18		+100.0% vs. Q1 19	



## Q2/2019 profit after tax by country (change q-o-q)



# Southeastern Europe Q2/2019



## Q2/2019 profit after tax by country (change q-o-q)



**Albania**  
EUR 12 mn  
+69.5%



**Bosnia & Herzegovina**  
EUR 12 mn  
(9.8%)



**Bulgaria**  
EUR 25 mn  
+119.2%



**Croatia**  
EUR 14 mn  
+8.8%



**Kosovo**  
EUR 5 mn  
+2.4%

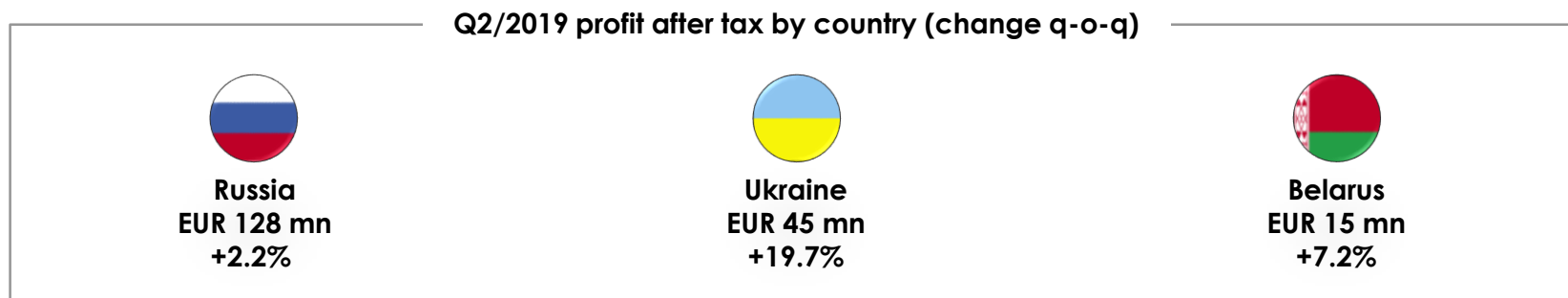
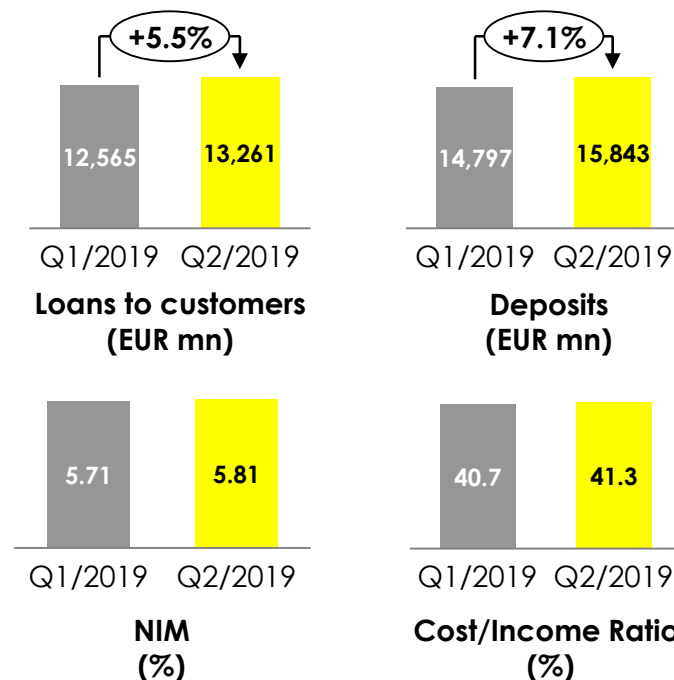
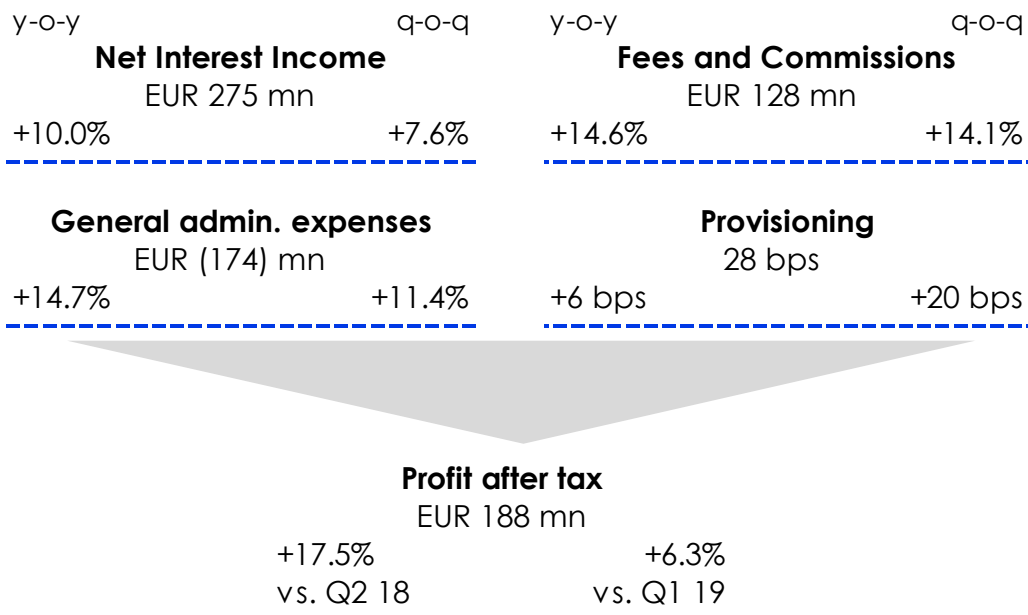


**Romania**  
EUR 34 mn  
(6.4%)



**Serbia**  
EUR 13 mn  
(21.2%)

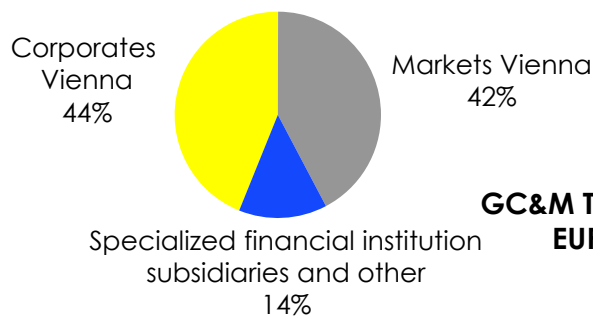
# Eastern Europe Q2/2019



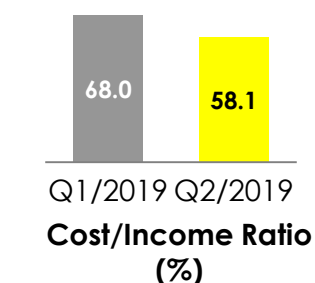
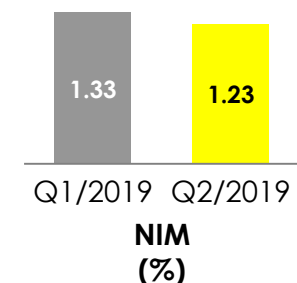
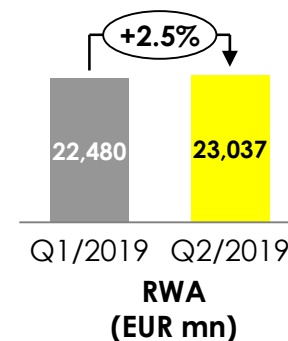
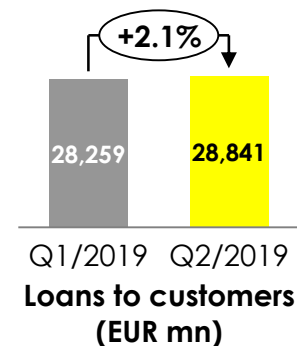
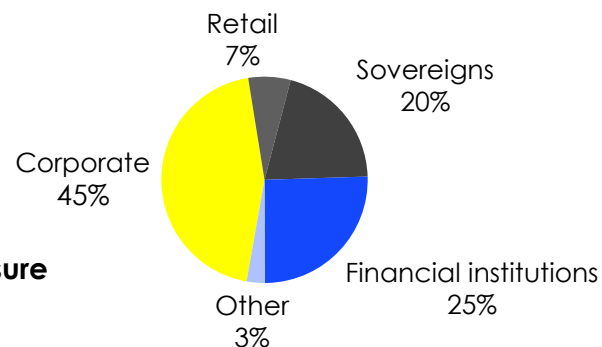
# Group Corporates & Markets Q2/2019

y-o-y	q-o-q	y-o-y	q-o-q
<b>Net Interest Income</b>		<b>Fees and Commissions</b>	
EUR 149 mn		EUR 92 mn	
+2.6%	+1.4%	(5.2%)	+3.7%
<b>General admin. expenses</b>		<b>Provisioning</b>	
EUR (177) mn		29 bps	
+10.5%	+6.6%	+113 bps	+28 bps

**Profit after tax**  
 EUR 85 mn  
 (39.8%) vs. Q2 18      +54.2% vs. Q1 19

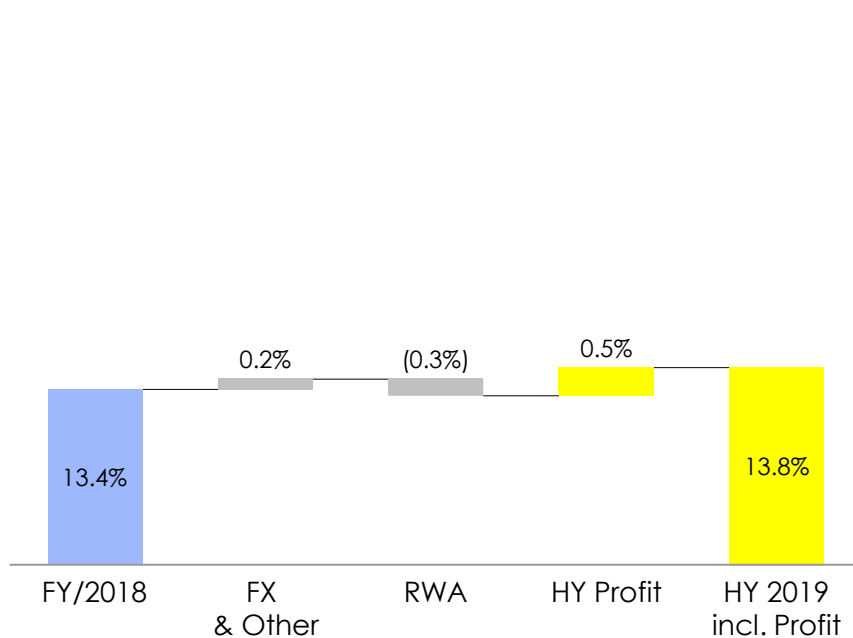


**GC&M Total Exposure**  
 EUR 80.0 bn



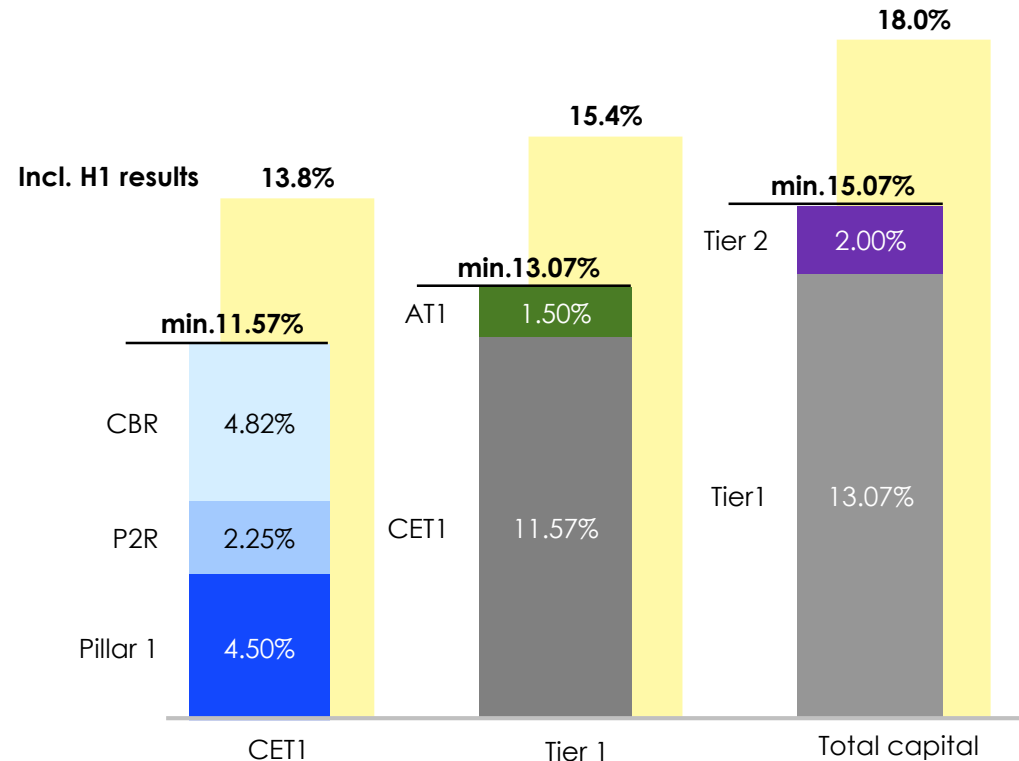


# Capital Ratios well above Requirements



## CET1 development in Q2/2019

- Positive 12 bps impact from FX movements
- Increased eligible minority capital on Group level due to higher local capital requirements
- 30 bps impact YTD from RWA increase mainly due to credit risk, while market and operational risk decreased



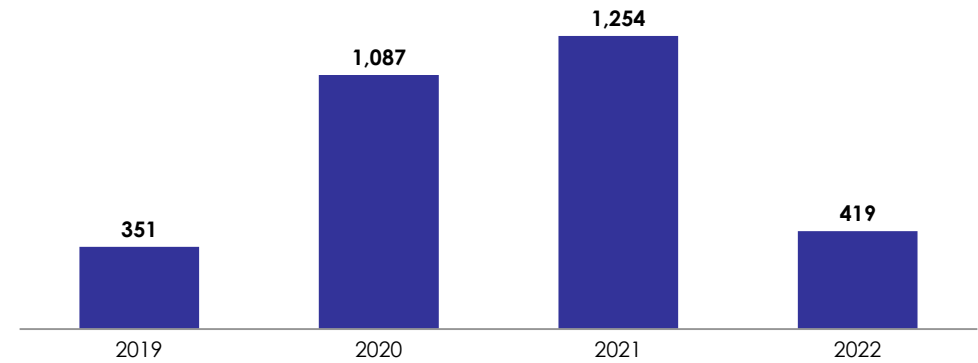
## 2019 regulatory requirements

- 2019 SREP **P2R of 2.25%**, and **P2G of 1.0%** (unchanged from 2018)
- Buffer to MDA trigger is 2.15%
- Available distributable items (ADI) of EUR 2,305 mn as of 30/6/2019

## Funding Structure (30/6/2019)

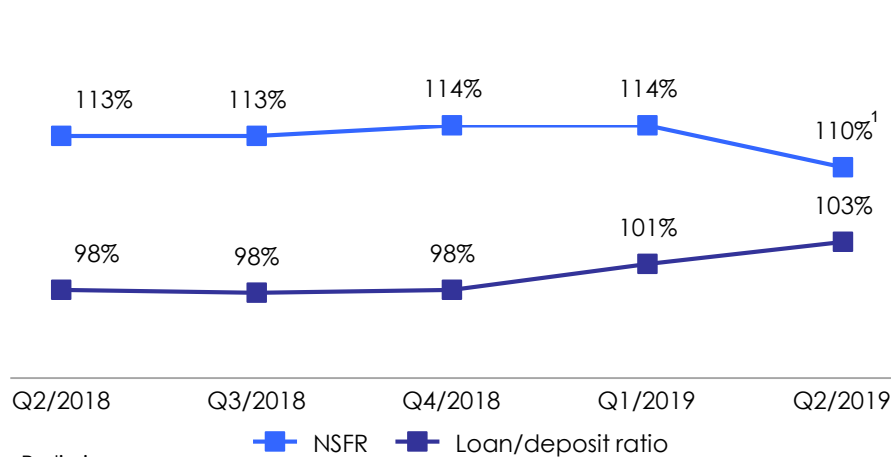
- 57% of Group funding from customer deposits (households and non-financial corporations). Customer deposit inflow remained strong in Q2/2019, with high stickiness despite low interest rates
- 17% of Group funding is long-term wholesale funding
- Funding structure is diversified in order to limit the dependency on single funding sources. Funds are raised by RBI AG and directly by subsidiaries across the network

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



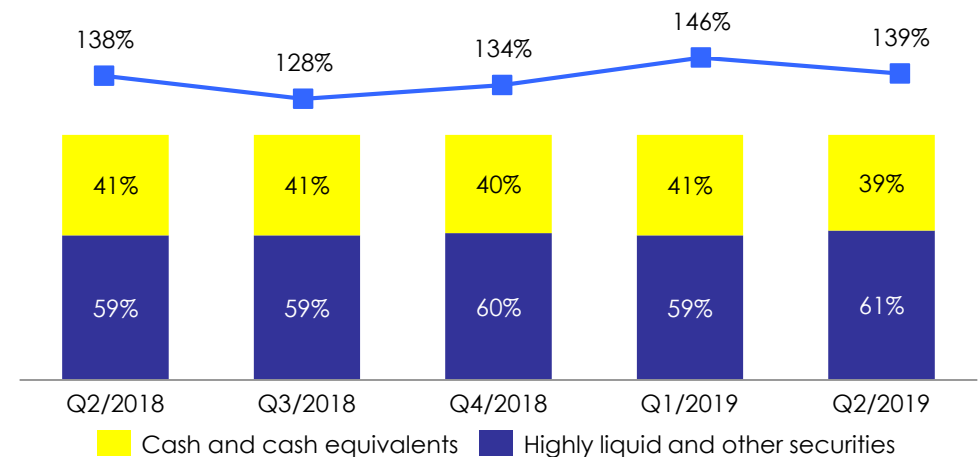
1) Excluding covered bonds

## NSFR and Loan/Deposit Ratio



1) Preliminary

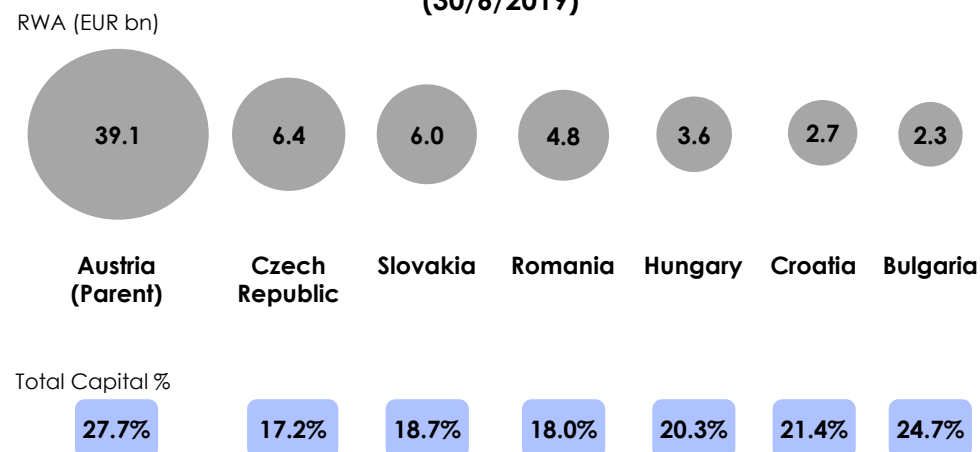
## LCR Development



# MREL Resolution Strategy

- RBI aims for a Multiple Point of Entry (MPE) resolution strategy, with each network unit forming a separate resolution group, in line with RBI's group structure
- Each resolution group is expected to meet its own binding MREL targets set by the relevant resolution authorities
- Any potential MREL shortfall to be filled with Non-Preferred Senior (NPS) issuance or other eligible liabilities by RBI AG and network banks in EU countries (respective Point of Entry)

## RWA and Total Capital Ratio at Resolution Point of Entry<sup>1</sup> (30/6/2019)



### Austrian Resolution Group

- At this stage, no binding MREL target has been communicated to RBI (expected Q1/20)
- RBI AG's total capital ratio of 27.7% (EUR 10.8 bn total capital) offers a significant capital buffer to protect RBI AG's senior funding base and future NPS holders
- RBI expects to maintain its AT1 and Tier 2 regulatory buckets

### Remaining items to be defined

- Binding MREL targets for each resolution group
- Timing and length of transition period (expected up to 4 years) for binding MREL targets in case of a shortfall
- Treatment of outstanding senior liabilities for MREL eligibility
- Final legal framework (in particular CRR, BRRD/BaSAG developments) for eligible liabilities instruments and amended MREL requirements

1) Relevant legal entity for resolution purposes

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**Risk Management**

**HANNES  
MÖSENBACHER**

04

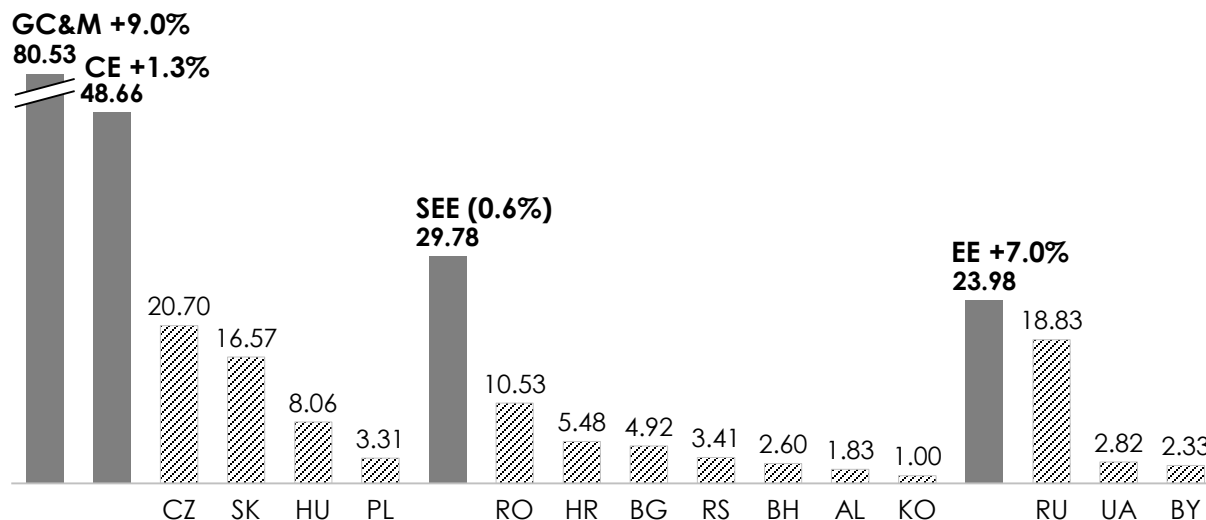
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Appendix

# Total Exposure and Credit Portfolio Development

## Total exposure by segments, in EUR bn, Δ YTD

Total RBI Group: EUR 183.0 bn, +5.0%

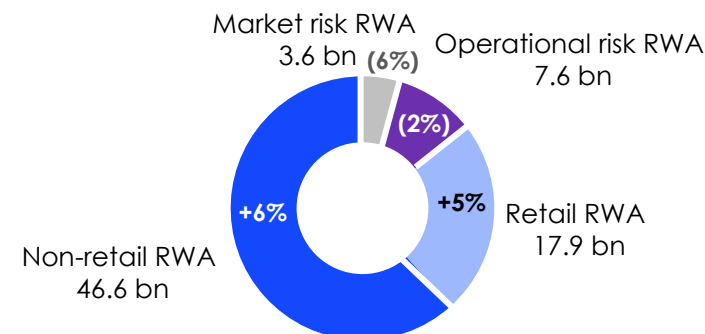


## RWA Development YTD

- **Non-retail credit risk RWA** increased by 5.8 PP mainly from Russia, GC&M, and Bulgaria
- **Retail credit risk RWA** increased by 4.5 PP mainly from Russia, Czech Republic and Bulgaria
- **Operational risk RWA** decreased by 1.7 PP due to update of external loss data
- **Market risk RWA** decreased by 6.1 PP due to smaller FX positions following Polish sale
- **Russia** exposure and RWA increase driven by RUB appreciation (+11 PP) partly offset by rating upgrade at Moody's

## RWA by category & segment, in EUR bn, Δ YTD

Total RBI Group: EUR 75.6 bn, +4.1%



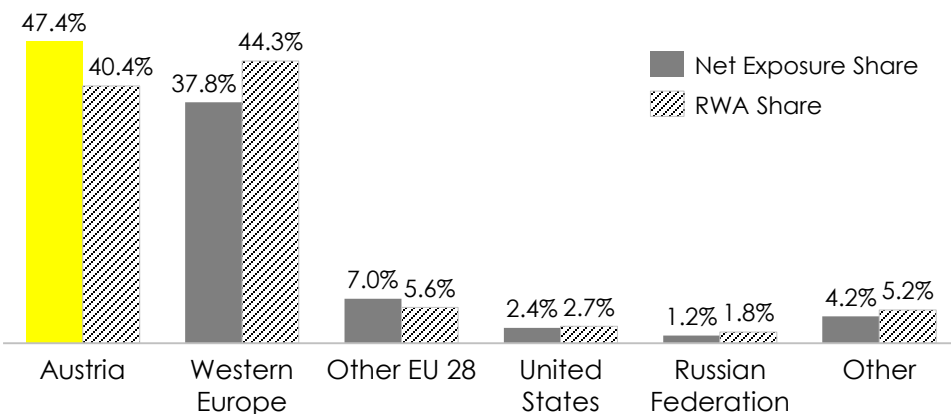
	RWA	Δ		RWA	Δ
Czech Republic	8.00	3.8%	<b>GC&amp;M</b>	<b>23.04</b>	<b>1.6%</b>
Hungary	3.66	(0.8%)	Albania	1.32	0.1%
Poland	3.87	(2.5%)	Bosnia & Herzegovina	1.91	5.4%
Slovakia	6.16	(0.2%)	Bulgaria	2.32	15.0%
<b>Central Europe</b>	<b>21.76</b>	<b>0.7%</b>	Croatia	2.56	0.2%
Belarus	1.73	13.1%	Kosovo	0.70	11.2%
Russia	9.80	17.2%	Romania	4.74	(3.4%)
Ukraine	2.47	4.4%	Serbia	1.71	(9.6%)
<b>Eastern Europe</b>	<b>14.00</b>	<b>14.2%</b>	<b>Southeastern Europe</b>	<b>15.26</b>	<b>0.8%</b>



# GC&M Net Exposure

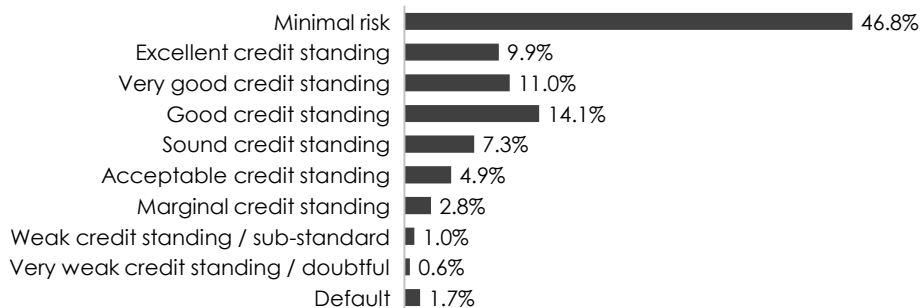
## Net exposure by country

Around **85% of net exposure** in GC&M from Austria and Western Europe<sup>1</sup>



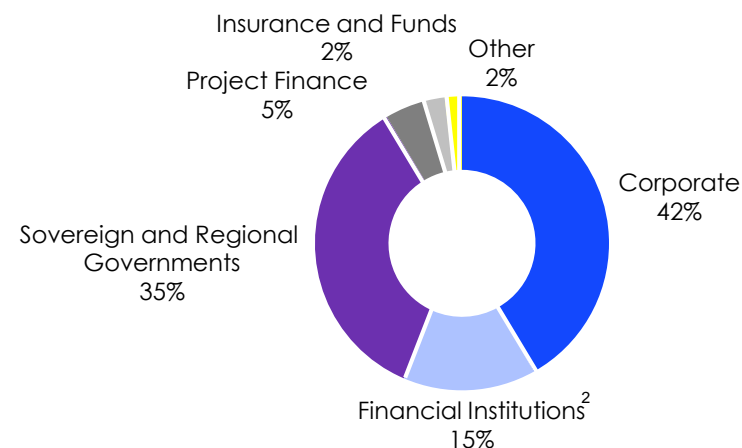
## Rating distribution

Over **88% of net exposure** has **sound credit standing** or better



## Net exposure by customer type

Around **50% of net exposure** from financial institutions, sovereigns and regional governments



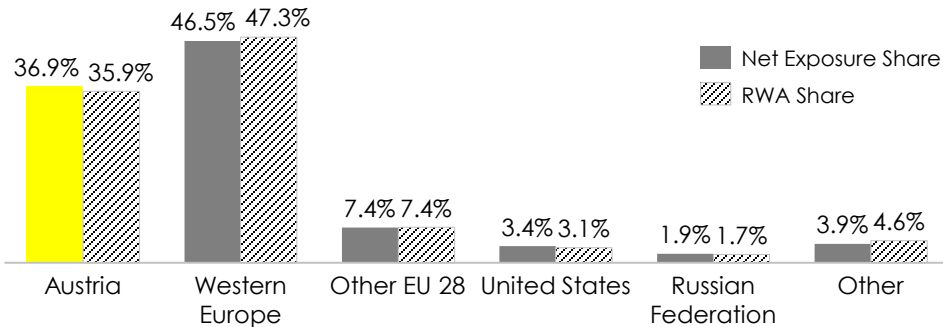
## Definitions and insights

- **Net Exposure:** gross exposure after applying credit conversion factors and net of collateral values
- GC&M total net exposure: EUR 47.8bn
- GC&M total credit risk RWA: EUR 19.0bn
- **Western Europe** exposure mainly composed of Germany, Benelux and France

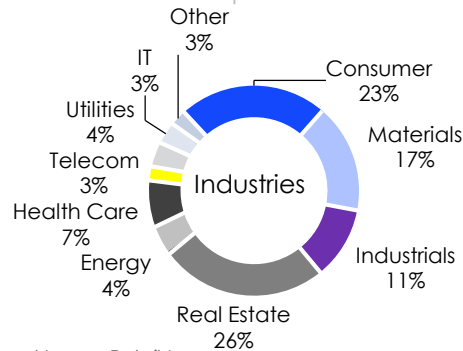
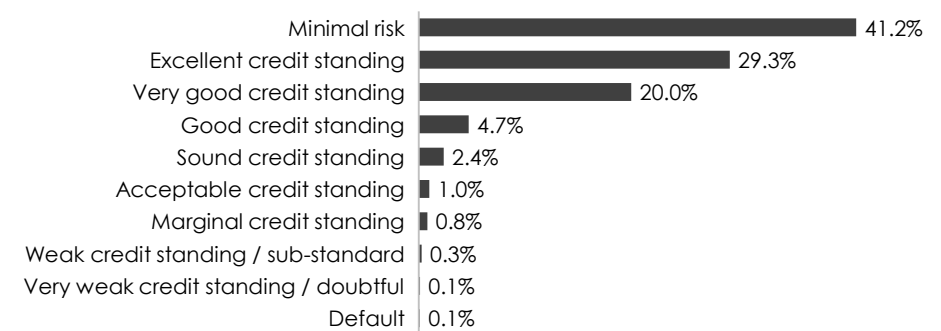
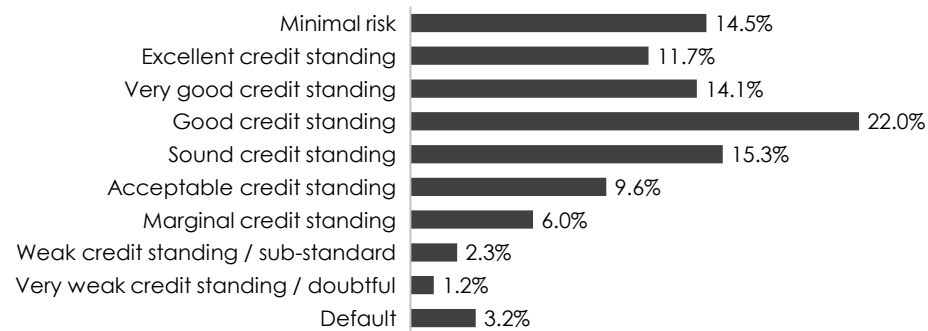
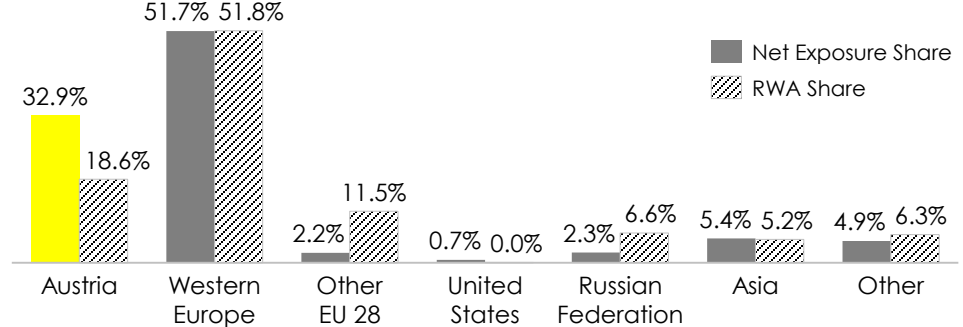
1) Western Europe incl. Germany, France, Benelux, Spain, etc. 2) Financial institutions includes clearing house business

# GC&M: Net Exposure in Corporates and FI

## Corporates net exposure: EUR 20 bn



## Financial institutions net exposure: EUR 7 bn



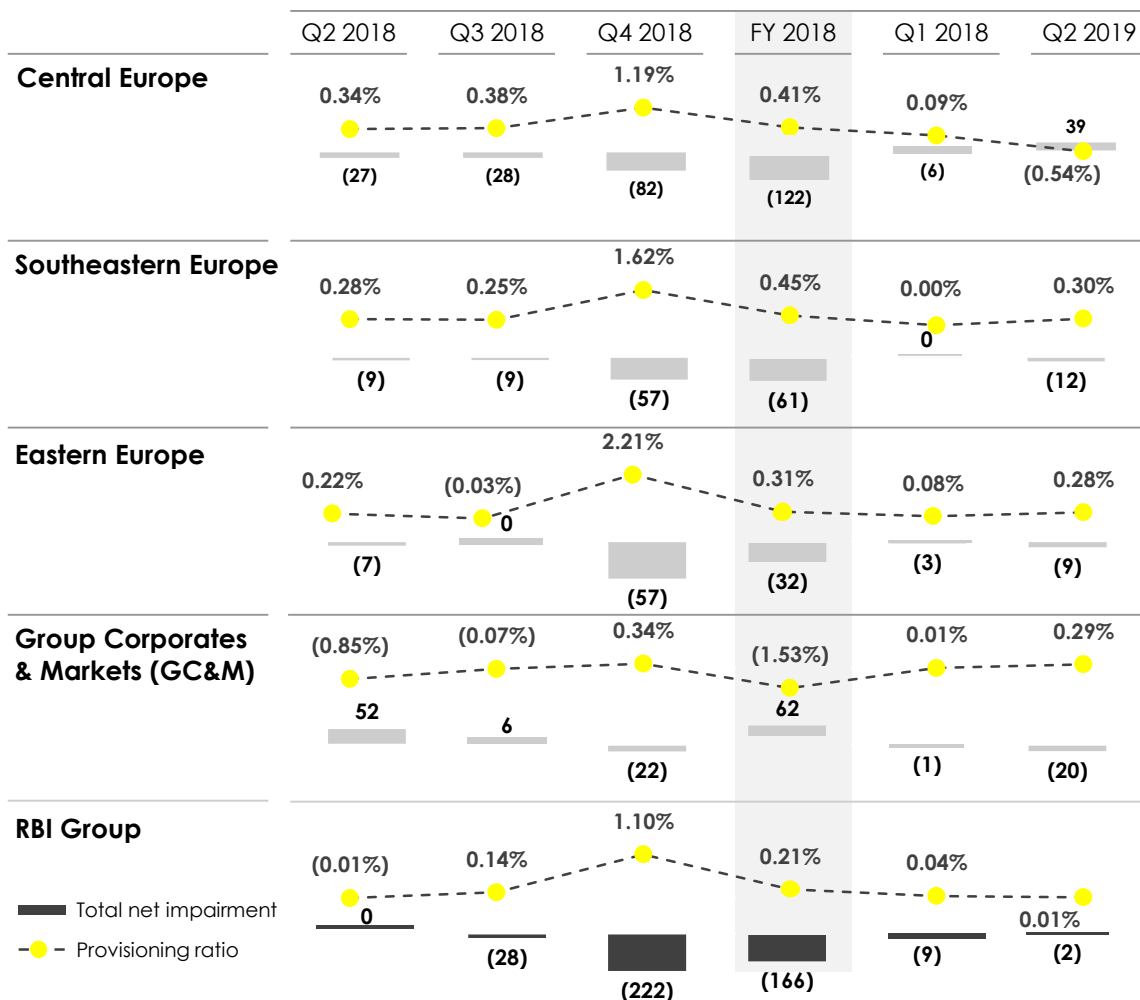
Others: Personal Loans, Retail Loans

## Sovereigns & Regional Governments

- **Net Exposure:** 90% of net exposure from Austria and Western Europe
- **RWA:** 68% of RWA from Austria and EU countries

# Provisioning and Impairment

## Provisioning & Impairment



## Country Developments



- **Low risk costs in Q2 (EUR 2 mn; EUR 12 mn YTD)** driven by recoveries and NPE sales in Central Europe
- **Hungary:** net releases in Q2 (EUR 22 mn) from both retail (recoveries and write offs) and corporate (NPE sales)
- **Czech Republic:** net releases in Q2 (EUR 16 mn) mainly due to regular retail IFRS9 parameter updates (Stage 1 and Stage 2) and retail NPE sales
- **Romania:** EUR 21 mn of provisions in Q2/2019, including EUR 10 mn relating to default definition updates
- Net releases in Q2/2019 in **Bulgaria** (EUR 6 mn) and **Albania** (EUR 4 mn) due to recoveries
- **Russia:** provisions of EUR 14 mn in Q2, mainly in retail
- **Ukraine:** net releases in Q2 (EUR 5 mn) from NPE sales
- Q2 risk provisions in **GC&M** (EUR 20 mn) stemming mainly from a single corporate exposure

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

# NPE Ratio and NPE Coverage

## NPE Ratio and NPE Coverage Ratio

	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	NPE Stock in EUR mn Q2/2019 Δ QoQ
<b>Central Europe</b>	54.9%	58.9%	56.0%	57.2%	57.2%	1,011 (10.6)%
	3.0%	3.0%	2.8%	2.7%	2.5%	
<b>Southeastern Europe</b>	63.3%	64.5%	63.5%	64.0%	64.5%	799 (5.9)%
	4.6%	4.3%	3.6%	3.5%	3.3%	
<b>Eastern Europe</b>	70.0%	65.3%	61.8%	60.9%	58.7%	481 (2.1)%
	4.8%	4.1%	2.9%	2.8%	2.5%	
<b>Group Corporates &amp; Markets (GC&amp;M)</b>	52.8%	58.5%	54.1%	53.3%	55.9%	879 (2.2)%
	2.6%	2.5%	2.4%	2.3%	1.9%	
<b>RBI Group</b>	59.5%	61.4%	58.3%	58.4%	59.0%	3,208 (5.9)%
	3.2%	3.0%	2.6%	2.5%	2.3%	

 NPE ratio  
 - NPE coverage ratio

## Asset Quality Developments YTD

- **NPE ratio** down 30 bps to 2.3% for Group driven by writebacks and recoveries (EUR 348 mn), write offs (EUR 175 mn) and NPE sales (EUR 150 mn)
  - **NPE coverage ratio** up 70 bps to 59.0% on recoveries and sales of NPEs with low provisioning
  - **Czech Republic:** NPE ratio down 20 bps and coverage ratio down by 3.6 PP due to NPE sale and recoveries
  - **Hungary:** NPE ratio significantly down (80 bps) due to corporate NPE sales of EUR 30mn; NPE coverage ratio down by 2.8 PP
  - **Poland:** NPE ratio down 50 bps on recoveries and writebacks of corporate customers; coverage ratio up by around 6 PP to 50.6%
  - **Croatia:** NPE ratio down by 60 bps due to repayment by one large customer; NPE coverage improved 6.6 PP to 71.3%
  - **GC&M:** NPE ratio down by 50 bps to 1.9% (NPE sales and recoveries); NPE coverage ratio up by 1.8 PP to 55.9%
- **NPE ratio:** Non-defaulted and defaulted non-performing exposure (loans and debt securities) in relation to entire loan portfolio of customers and banks (gross carrying amount) and debt securities
- **NPE coverage ratio:** Impairment losses (Stage 3) on loans to customers and banks and on debt securities in relation to non-defaulted and defaulted non-performing loans to customers and banks and debt securities

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Risk Management

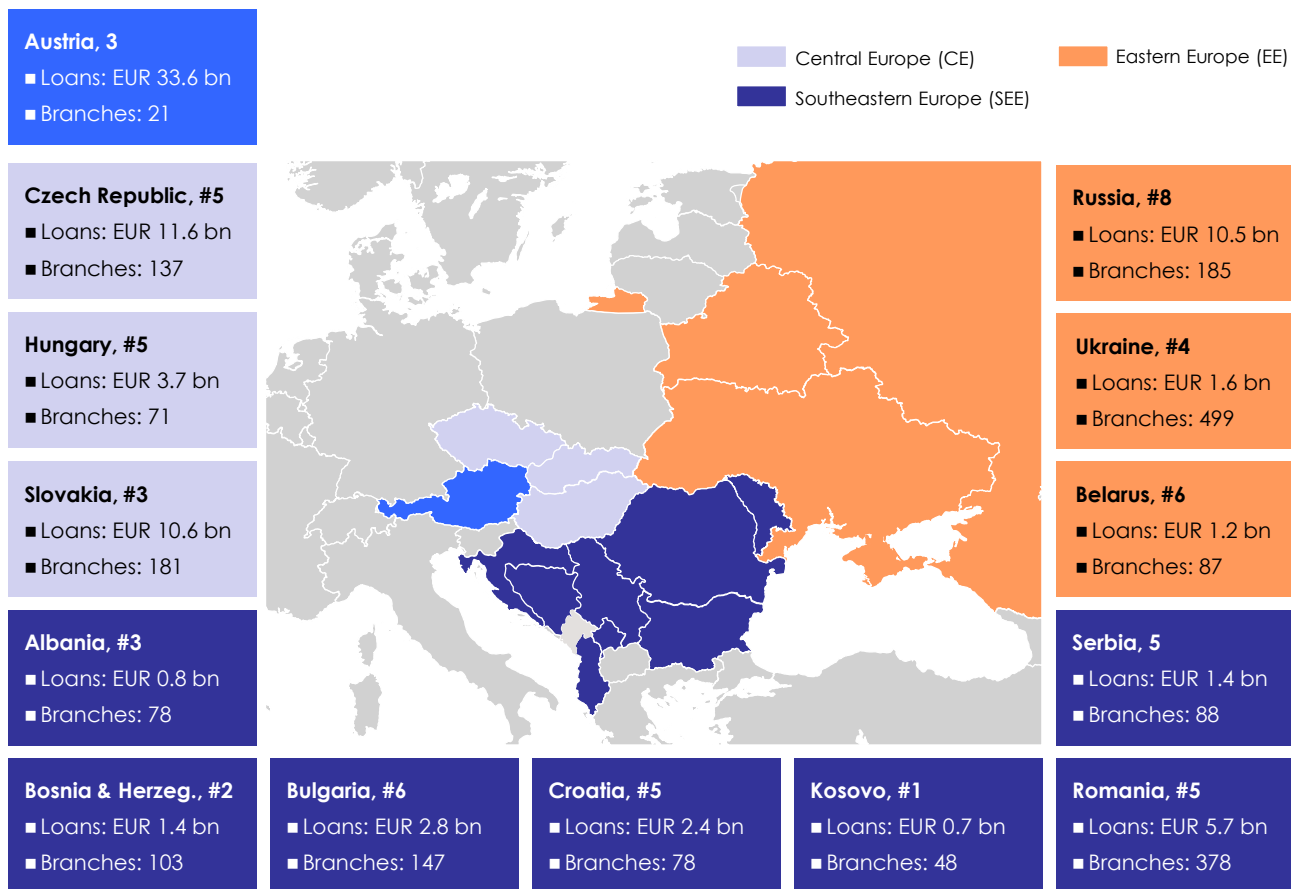
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**Appendix**



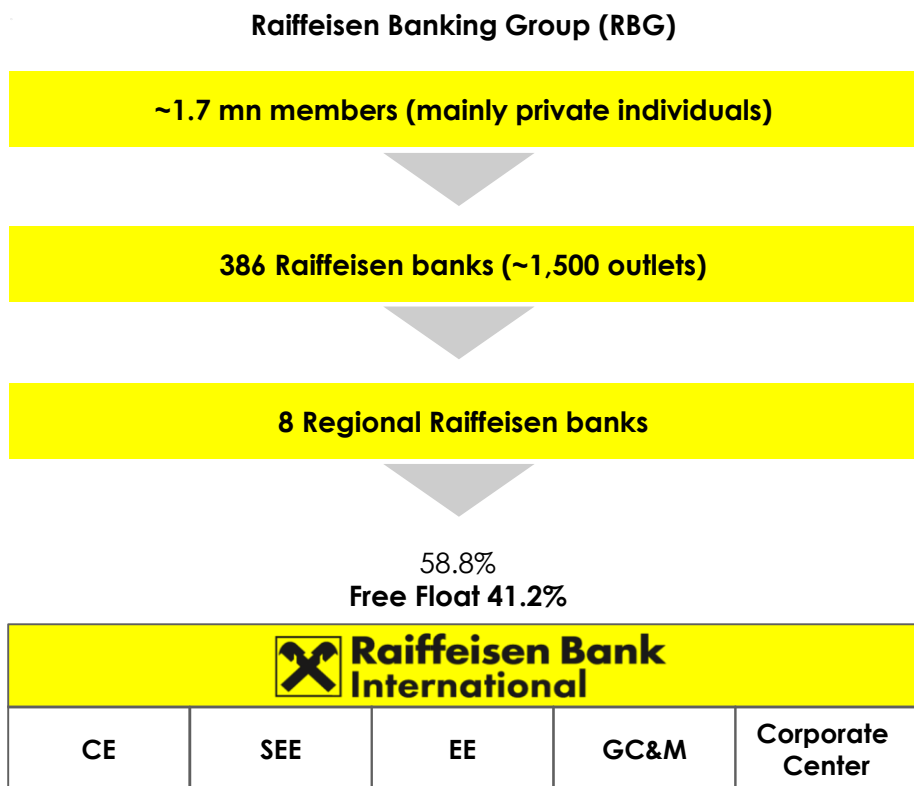
# Geographic Footprint



- 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 31/03/2019  
 Additionally, RBI operates rundown portfolios in Slovenia and Poland

# Raiffeisen Banking Group Structure



- **Raiffeisen Banking Group (RBG)** – largest banking group in Austria with total assets of EUR 300.0 bn as of 31/12/2018
- Solid funding profile of RBG based on a domestic market share of around 30% of total customer deposits, not least due to superior brand recognition

### Three-tier structure of RBG:

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

### Protection schemes within RBG

#### **RBG's Institutional Protection Schemes (IPS):**

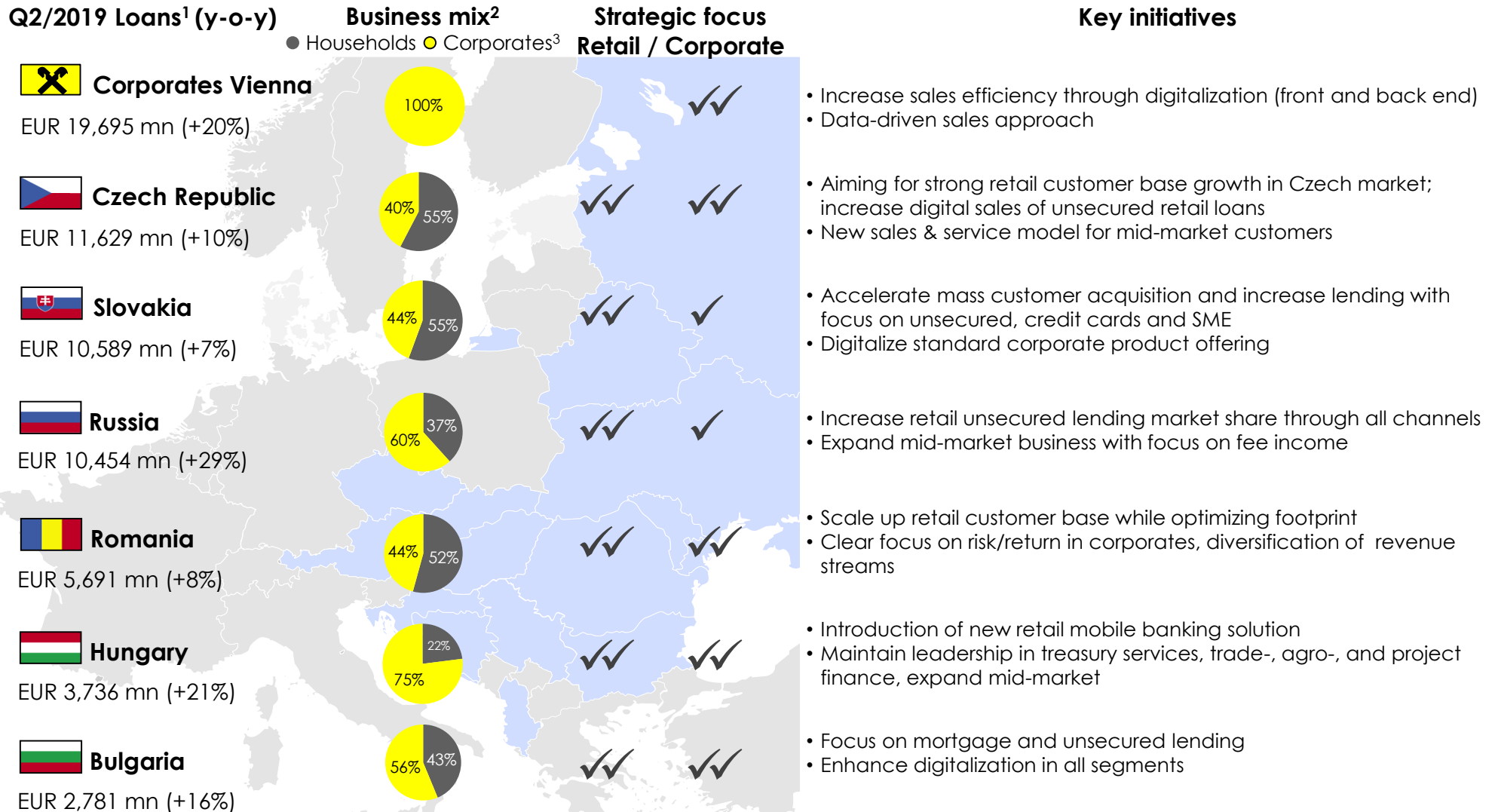
Protection schemes designed pursuant to CRR to ensure the liquidity and solvency of participating members. There are IPS at the regional level as well as one at the federal level. For details see page 40

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

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

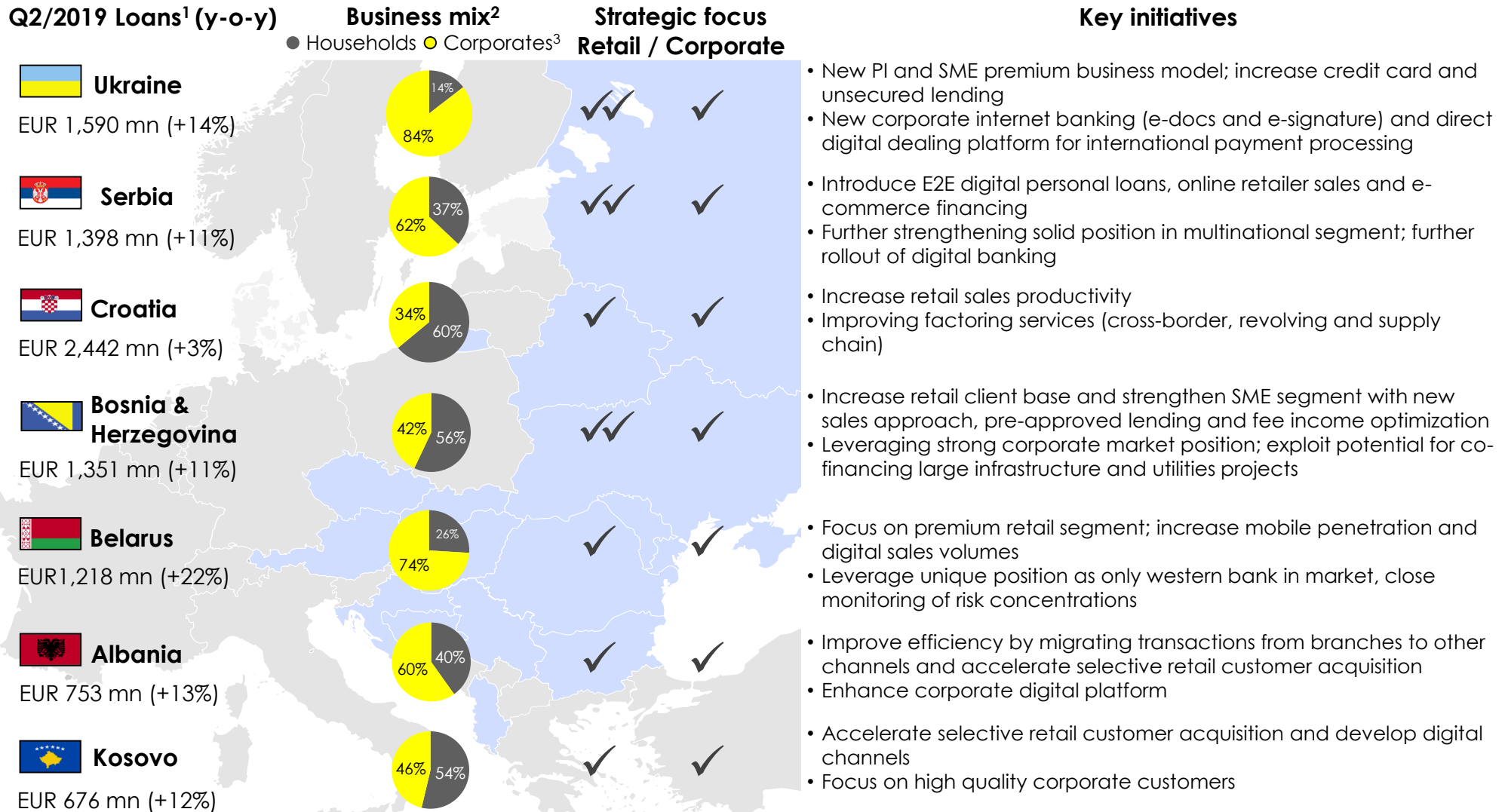
Note: as of 12/2018

# Strategic Initiatives (1/2)



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

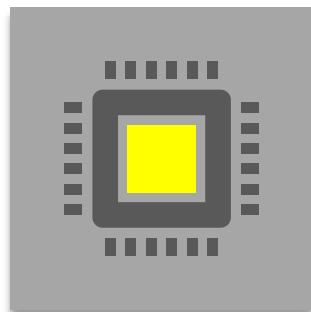
# Strategic Initiatives (2/2)



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

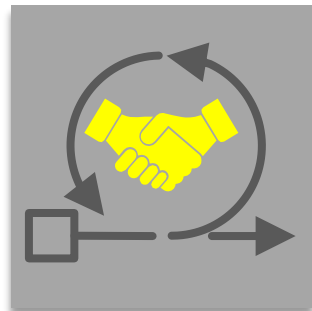
# Five Pillars of Digitalization

We create an exceptional experience for our customers...



**INTEGRATION  
LAYER  
& OPEN APIS**

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



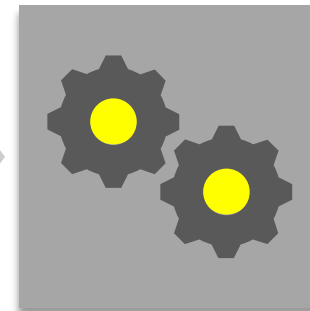
**AGILE &  
X-FUNCTIONAL  
WORKING**

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



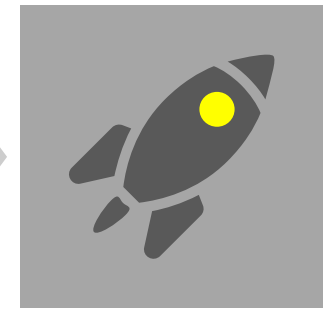
**STRONG DATA &  
ANALYTICS  
CAPABILITIES**

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



**DIGITAL  
OPERATIONAL  
EXCELLENCE**

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



**EFFECTIVE  
GROUP-WIDE  
INNOVATION**

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

...foster innovation and develop new business models

# Corporate Center/Reconciliation

In EUR mn	1-6/2019	1-6/2018	y-o-y
Operating income	641	678	(5.5%)
General admin. expenses	(184)	(159)	15.8%
Operating result	457	520	(12.0%)
Other result	37	(72)	-
Levies and special governmental measures	(59)	(55)	8.0%
Impairment losses on financial assets	(3)	(5)	(32.1%)
<b>Profit/loss before tax</b>	<b>432</b>	<b>388</b>	<b>11.2%</b>
<b>Profit/loss after tax</b>	<b>458</b>	<b>445</b>	<b>3.0%</b>

In EUR mn	Q2/2019	Q1/2019	q-o-q
Operating income	533	108	392.0%
General admin. expenses	(107)	(76)	40.6%
Operating result	425	32	>500.0%
Other result	42	(5)	-
Levies and special governmental measures	(2)	(57)	(95.8%)
Impairment losses on financial assets	(4)	1	-
<b>Profit/loss before tax</b>	<b>461</b>	<b>(29)</b>	<b>-</b>
<b>Profit/loss after tax</b>	<b>466</b>	<b>(8)</b>	<b>-</b>

Following business areas are managed and reported in Corporate Center:

- The expenses related to the shared Group-wide service and control function of the head office in the areas: risk management, finance, legal, funding, capital and asset liability management (ALM), information technology, human resources
- The results from equity participation management related to dividends received and funding of network units
- The results from head office treasury that are not allocated to regional or functional segments from ALM as well as liquidity and liability management
- The result of business with special customers

In EUR mn	1-6/2019	1-6/2018	y-o-y
Operating income	(804)	(726)	10.8%
General admin. expenses	63	58	8.5%
Operating result	(741)	(667)	11.0%
Other result	(34)	(6)	447.9%
Levies and special governmental measures	(0)	0	-
Impairment losses on financial assets	4	(7)	-
<b>Profit/loss before tax</b>	<b>(771)</b>	<b>(681)</b>	<b>13.3%</b>
<b>Profit/loss after tax</b>	<b>(771)</b>	<b>(681)</b>	<b>13.3%</b>

In EUR mn	Q2/2019	Q1/2019	q-o-q
Operating income	(627)	(176)	255.8%
General admin. expenses	38	26	47.0%
Operating result	(590)	(151)	291.2%
Other result	(40)	6	-
Levies and special governmental measures	(0)	0	-
Impairment losses on financial assets	4	(1)	-
<b>Profit/loss before tax</b>	<b>(626)</b>	<b>(146)</b>	<b>329.4%</b>
<b>Profit/loss after tax</b>	<b>(626)</b>	<b>(146)</b>	<b>329.4%</b>

Following items are reported in Reconciliation:

- Reconciliation comprises consolidation adjustments to reconcile segments with Group results. The financials of the reportable segments are shown after intra-segment items have been eliminated. However, the inter-segment items are consolidated and eliminated in the Reconciliation
- The main consolidation bookings carried out between segments are dividend payments to the head office, inter-segment revenues charged and expenses carried by the head office
- All other consolidation bookings that reconcile the totals of reported segments' profit or loss with the RBI Group financials are also eliminated in the Reconciliation
- Offsetting of intra-Group charges resulting in a reduction of operating income and general admin. expenses in the Reconciliation

# 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 31/12/2018</b>	<b>1,002</b>	<b>4,992</b>	<b>7,587</b>	<b>(2,994)</b>	<b>10,587</b>	<b>701</b>	<b>1,125</b>	<b>12,413</b>
Impact of implementation IFRS 16	0	0	(0)	0	(0)	0	0	(0)
<b>Equity as at 1/1/2019</b>	<b>1,002</b>	<b>4,992</b>	<b>7,587</b>	<b>(2,994)</b>	<b>10,587</b>	<b>701</b>	<b>1,125</b>	<b>12,413</b>
Capital increases/decreases	0	0	0	0	0	0	0	0
AT1 capital dividend allotment	0	0	(31)	0	(31)	0	31	0
Dividend payments	0	0	(306)	0	(306)	(56)	(31)	(394)
Own shares	0	0	0	0	0	0	11	11
Other changes	0	0	7	0	8	1	0	8
Total comprehensive income	0	0	571	224	795	86	0	881
<b>Equity as at 30/6/2019</b>	<b>1,002</b>	<b>4,992</b>	<b>7,829</b>	<b>(2,770)</b>	<b>11,053</b>	<b>731</b>	<b>1,136</b>	<b>12,920</b>

- **Earnings per share** down EUR 0.56 (1-6/2019: EUR 1.64 vs. 1-6/2018: EUR 2.21)
- **Dividend payment** to RBI shareholders for FY/2018 was EUR 306 mn (24% payout ratio), to minority interest (EUR 56 mn) and to AT1 capital (EUR 31 mn)
- **Book value per share** EUR 33.60 (31/12/2018: EUR 32.19; 30/6/2018: EUR 31.00)
- **Total comprehensive income** mostly impacted by **currency differences** (positive EUR 250 mn) mainly from Russia

## Regulatory Capital Structure

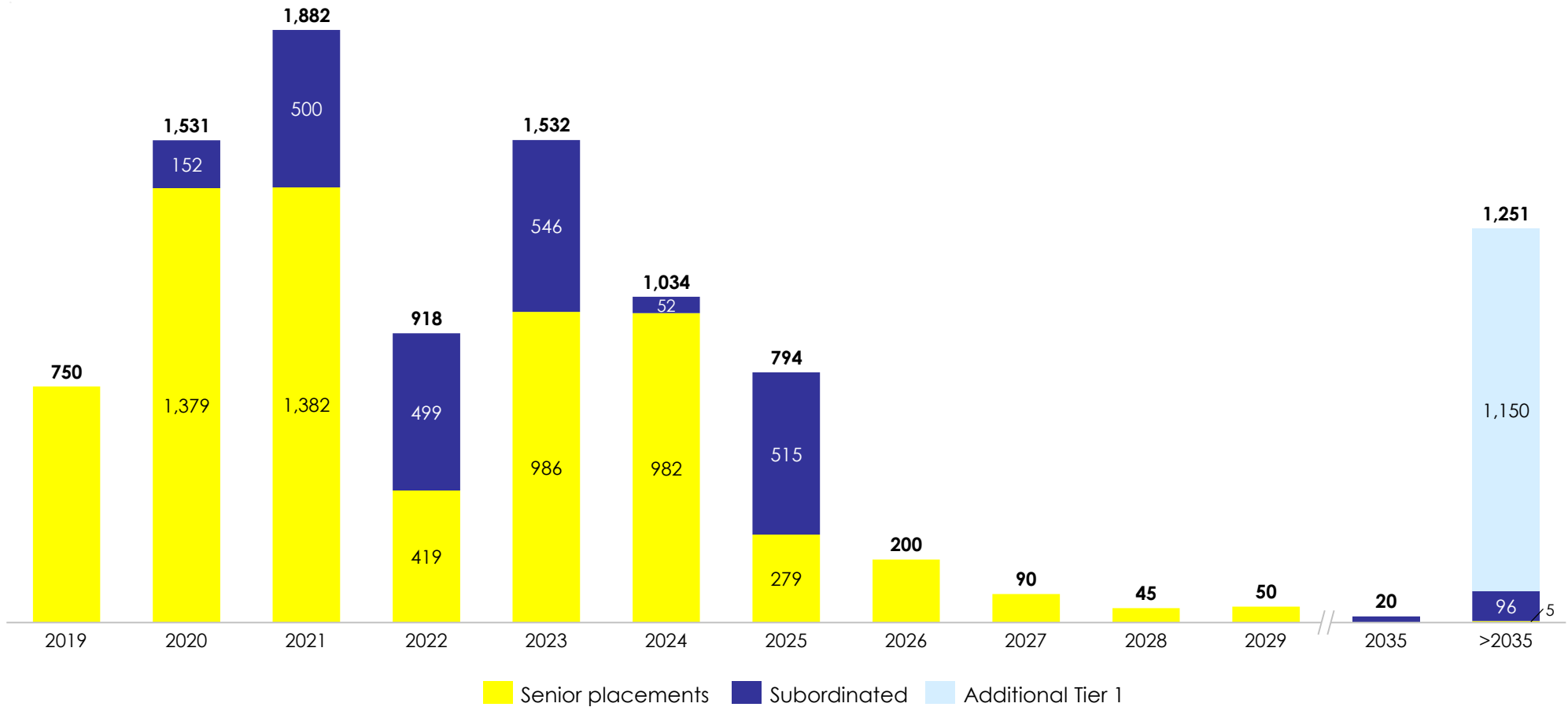
In EUR mn	30/6/2019	31/12/2018 <sup>1</sup>
Common equity tier 1 (before deductions)	11,125	10,436
Deduction items	(723)	(734)
Common equity tier 1 (after deductions)	10,402	9,702
Additional tier 1 (after deductions)	1,236	1,226
Tier 1 (after deductions)	11,638	10,928
Tier 2 (after deductions)	1,939	2,358
Total capital	13,577	13,286
Risk-weighted assets (total RWA)	75,620	72,672
Common equity tier 1 ratio (fully loaded)	13.8%	13.4%
Tier 1 ratio (fully loaded)	15.3%	14.9%
Total capital ratio (fully loaded)	17.8%	18.2%
Leverage ratio (fully loaded)	6.5%	6.6%
Leverage exposure (total)	174,641	163,077

1) In the course of the regulatory reporting process, the reduction of tier 2 capital due to the adjustment of an eligible threshold resulted in a change to the total capital as at 31 December 2018.



# Maturity Profile

Maturity Profile at 30/6/2019  
(in EUR mn)



# AT1 and Subordinated Instruments

Issuer	Regulatory Treatment <sup>1</sup>	Capital Recognition <sup>2</sup>	ISIN	Initial Coupon	Reset Coupon	Nominal outstanding	Issuance date	First Call Date	Call period	Maturity
Raiffeisen Bank International AG	Additional Tier 1	99.5%	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	99.6%	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	100.0%	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	37.6%	XS0619437147	6.625%	NA	EUR 500 mn	18 May 2011	NA	NA	18 May 2021
Raiffeisen Bank International AG	Tier 2	66.3%	CH0194405343	4.75%	NA	CHF 250 mn	24 Oct 2012	NA	NA	24 Oct 2022
Raiffeisen Bank International AG	Tier 2	85.9%	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 0.6 bn Tier 2 instruments in smaller issuances are not included)

1) Transitional and post-transitional CRR rules

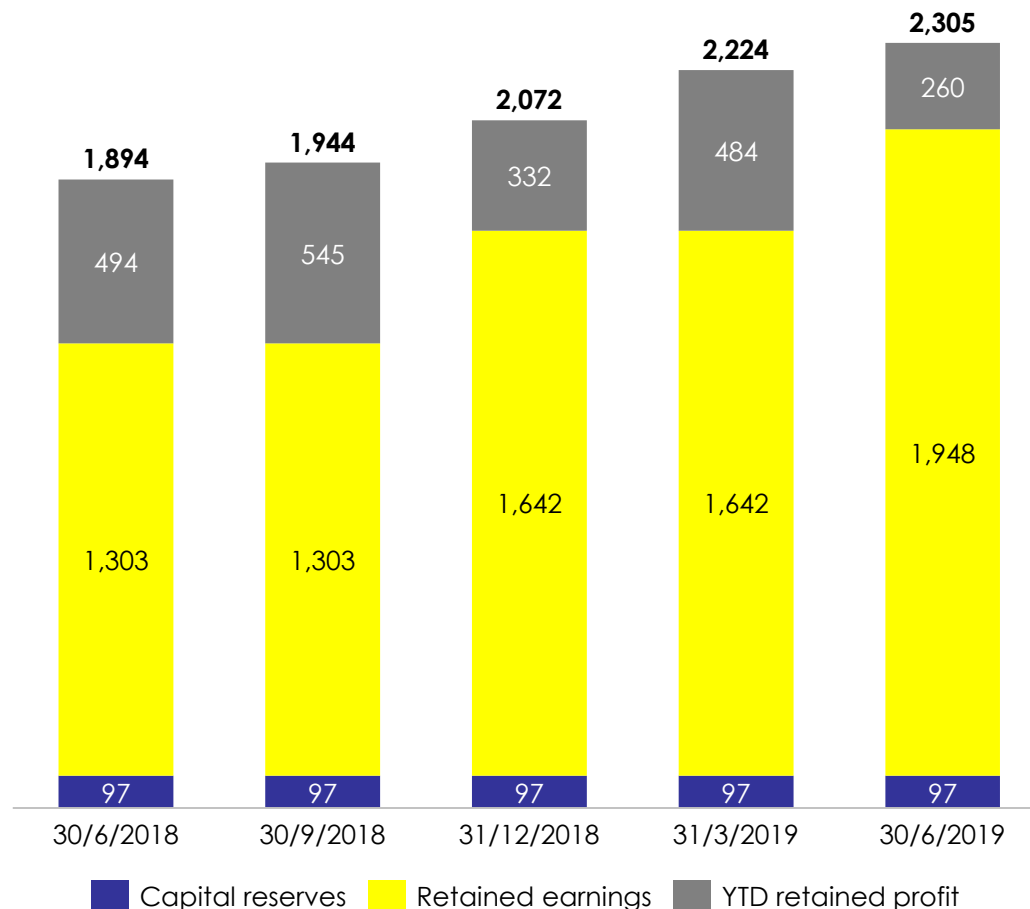
2) Transitional CRR rules as of Q2 2019, calculated as reported regulatory amount divided by nominal amount before deduction for market making activities

# 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
- ADI of EUR 2,305 mn at 30/6/2019 including H1 profit

## Available Distributable Items (EUR mn)



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

## Legal Background

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

## Support Mechanism

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

## IPS in Raiffeisen Austria

- There are regional IPS in place. Members are the Raiffeisen banks and the regional Raiffeisen banks (Landesbanken). There is also a federal IPS with RBI and the regional Raiffeisen banks as members
- IPS is governed by a Risk Council, which decides on measures if an institution triggers early warning indicators
- As of 30 June 2019 the regional ex ante IPS fund's aggregate target volume was EUR 231 mn and EUR 182 mn had been paid in. The federal IPS fund's current target volume is EUR 636 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 June 2019
- The maximum liability for an individual IPS member for provision of support to other IPS members is limited to 25% of the member's total capital in excess of the currently applicable minimum regulatory requirement (including any regulatory buffers) plus a cushion of 10%

## Impact on RBI

- RBI is a member of the federal IPS
- RBI's 2018 contribution to the IPS was EUR 49 mn; regional Raiffeisen banks also contribute to the federal IPS
- The contribution is booked as an asset, reflecting the participation in the IPS fund. CRR requires the asset to be deducted from regulatory capital
- RBI's share on the federal IPS fund amounts to EUR 212 mn

# Bank Levies and Resolution Fund

Impact in EUR mn		FY 2018	1-6/2019	FY 2019e
<b>Austria</b>	Bank levy based on total assets (excluding derivatives) and including a one-off payment (spread over 4 years) of EUR 163 mn from 2017 on	57	49 <sup>1</sup>	~57
<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	24	3	~6
<b>Romania</b>	Bank levy of 0.4% based on defined asset base, calculated bi-annually. Tax relief if certain targets (loan growth, margins) are met	-	-	~10
<b>Slovakia</b>	Bank levy of 0.2% on total liabilities less own funds and subordinated debt	22	12	~24
<b>Total</b>	<b>Bank levies</b>	<b>116</b>	<b>77</b>	<b>~110</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	18	21	~21
<b>Albania</b>		1	1	~1
<b>Croatia</b>		2	2	~2
<b>Czech Republic</b>		10	9	~9
<b>Bulgaria</b>		4	5	~5
<b>Hungary</b>		3	4	~4
<b>Poland</b>		9	0	~0
<b>Romania</b>		3	4	~4
<b>Slovakia</b>		4	4	~4
<b>Total</b>		<b>Resolution fund</b>	<b>54</b>	<b>50</b>

1) EUR 41 mn related to the one-off payment and EUR 8 mn current instalment of the bank levy; EUR 44 mn booked in Corporate Center, EUR 5 mn in Group Corporates & Markets

# NPE and NPL Distribution by Country



In EUR mn	NPE Ratio	NPE Ratio	NPE Coverage Ratio	NPE Coverage Ratio	NPL Ratio	NPL Ratio	NPL Coverage Ratio	NPL Coverage Ratio
	(incl. Bonds)	(incl. Bonds)	(incl. Bonds)	(incl. Bonds)	(excl. Bonds)	(excl. Bonds)	(excl. Bonds)	(excl. Bonds)
	30/6/2019	31/3/2019	30/6/2019	31/3/2019	30/6/2019	31/3/2019	30/6/2019	31/3/2019
Czech Republic	1.3%	1.5%	61.2%	62.4%	1.4%	1.6%	61.2%	62.4%
Hungary	2.5%	2.9%	55.4%	60.4%	3.6%	4.2%	55.4%	60.4%
Poland	11.1%	11.0%	50.6%	48.1%	11.1%	11.0%	50.6%	48.1%
Slovakia	1.7%	1.8%	68.9%	66.8%	1.9%	2.0%	68.9%	66.8%
<b>Central Europe<sup>1</sup></b>	<b>2.5%</b>	<b>2.7%</b>	<b>57.2%</b>	<b>57.2%</b>	<b>2.8%</b>	<b>3.1%</b>	<b>57.2%</b>	<b>57.2%</b>
Albania	6.1%	6.1%	74.1%	74.3%	8.9%	8.9%	74.1%	74.3%
Bosnia & Herzegovina	3.5%	3.6%	81.7%	79.6%	3.6%	3.8%	81.7%	79.6%
Bulgaria	1.9%	2.0%	69.3%	69.3%	2.2%	2.3%	69.3%	69.3%
Croatia	4.0%	4.5%	71.3%	65.0%	5.0%	5.6%	71.3%	65.0%
Kosovo	2.3%	2.3%	79.3%	81.8%	2.6%	2.7%	79.3%	81.8%
Romania	3.5%	3.5%	48.2%	50.9%	4.2%	4.0%	48.2%	50.9%
Serbia	2.1%	2.2%	75.5%	73.1%	2.5%	2.8%	75.5%	73.1%
<b>Southeastern Europe</b>	<b>3.3%</b>	<b>3.5%</b>	<b>64.5%</b>	<b>64.0%</b>	<b>4.0%</b>	<b>4.1%</b>	<b>64.5%</b>	<b>64.0%</b>
Belarus	2.0%	2.3%	81.2%	84.0%	2.3%	2.6%	81.2%	84.0%
Russia	1.9%	1.9%	51.9%	51.2%	2.1%	2.1%	51.9%	51.2%
Ukraine	6.6%	8.7%	65.8%	69.7%	6.9%	9.1%	65.8%	69.7%
<b>Eastern Europe</b>	<b>2.5%</b>	<b>2.8%</b>	<b>58.7%</b>	<b>60.9%</b>	<b>2.8%</b>	<b>3.1%</b>	<b>58.7%</b>	<b>60.9%</b>
<b>GC&amp;M</b>	<b>1.9%</b>	<b>2.3%</b>	<b>55.9%</b>	<b>53.3%</b>	<b>1.9%</b>	<b>2.2%</b>	<b>56.5%</b>	<b>53.8%</b>
<b>Total RBI Group</b>	<b>2.3%</b>	<b>2.5%</b>	<b>59.0%</b>	<b>58.4%</b>	<b>2.7%</b>	<b>2.9%</b>	<b>59.1%</b>	<b>58.5%</b>

Note: all definitions according to EBA financial reporting standards

1) Including Slovenia

# Country and Segment Overview



1-6/2019	Total Assets <sup>2</sup> (EUR mn)	Share of Total Assets <sup>2</sup>	Loan/deposit Ratio	Net Interest Margin	Provisioning Ratio	NPE Ratio	NPE Coverage Ratio
Czech Republic	17,260	11.6%	89.1%	2.38%	(0.31%)	1.3%	61.2%
Hungary	7,586	5.1%	76.8%	1.96%	(1.72%)	2.5%	55.4%
Poland	3,197	2.2%	–	0.45%	0.99%	11.1%	50.6%
Slovakia	13,930	9.4%	102.1%	2.25%	0.01%	1.7%	68.9%
<b>Central Europe<sup>1</sup></b>	<b>41,350</b>	<b>27.8%</b>	<b>102.9%</b>	<b>2.14%</b>	<b>(0.23%)</b>	<b>2.5%</b>	<b>57.2%</b>
Albania	1,815	1.2%	51.6%	3.33%	(1.30%)	6.1%	74.1%
Bosnia & Herzegovina	2,437	1.6%	77.4%	3.32%	0.09%	3.5%	81.7%
Bulgaria	4,235	2.8%	84.4%	2.77%	(0.33%)	1.9%	69.3%
Croatia	4,820	3.2%	67.9%	2.73%	(0.25%)	4.0%	71.3%
Kosovo	988	0.7%	88.2%	4.92%	0.15%	2.3%	79.3%
Romania	8,762	5.9%	77.7%	4.42%	0.87%	3.5%	48.2%
Serbia	2,609	1.8%	72.6%	3.88%	(0.31%)	2.1%	75.5%
<b>Southeastern Europe</b>	<b>25,664</b>	<b>17.3%</b>	<b>75.1%</b>	<b>3.61%</b>	<b>0.15%</b>	<b>3.3%</b>	<b>64.5%</b>
Belarus	1,986	1.3%	91.7%	5.65%	(0.14%)	2.0%	81.2%
Russia	16,434	11.1%	85.2%	5.00%	0.38%	1.9%	51.9%
Ukraine	2,579	1.7%	78.8%	11.11%	(0.79%)	6.6%	65.8%
<b>Eastern Europe</b>	<b>20,996</b>	<b>14.1%</b>	<b>84.9%</b>	<b>5.76%</b>	<b>0.18%</b>	<b>2.5%</b>	<b>58.7%</b>
<b>Group Corporates &amp; Markets</b>	<b>53,454</b>	<b>36.0%</b>	<b>164.0%</b>	<b>1.28%</b>	<b>0.35%</b>	<b>1.9%</b>	<b>55.9%</b>
<b>Corporate Center</b>	<b>33,375</b>	<b>22.5%</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>
<b>Total RBI Group</b>	<b>148,630</b>	<b>100.0%</b>	<b>102.9%</b>	<b>2.42%</b>	<b>0.02%</b>	<b>2.3%</b>	<b>59.0%</b>

1) Including Slovenia 2) Excludes reconciliation of EUR 26.2 bn

In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	840	825	1.8%	843	856	834	1,664	1,663	0.1%	3,362
Net fee and commission income	437	402	8.8%	467	455	460	839	869	(3.5%)	1,791
Net trading income and fair value result	(27)	(52)	(48.9%)	(3)	4	18	(79)	16	-	17
Other net operating income	17	(1)	-	8	14	20	17	65	(74.1%)	88
Operating income	1,276	1,189	7.3%	1,294	1,334	1,379	2,465	2,669	(7.7%)	5,298
General administrative expenses	(773)	(724)	6.7%	(819)	(734)	(754)	(1,497)	(1,494)	0.2%	(3,048)
Operating result	503	465	8.2%	475	600	625	968	1,175	(17.6%)	2,250
Other result	10	(2)	-	(74)	7	(121)	8	(94)	-	(161)
Levies and special governmental measures	(17)	(114)	(85.2%)	(13)	(16)	(8)	(130)	(141)	(7.3%)	(170)
Impairment losses on financial assets	(2)	(9)	(73.3%)	(222)	(28)	0	(12)	83	-	(166)
Profit/loss before tax	494	340	45.2%	166	563	496	834	1,024	(18.6%)	1,753
Profit/loss after tax	384	259	48.3%	127	452	389	643	820	(21.5%)	1,398
Return on equity before tax <sup>1</sup>	16.0%	10.9%	5.1 PP	6.2%	20.8%	17.9%	13.5%	18.7%	(5.2 PP)	16.3%
Return on equity after tax <sup>1</sup>	12.3%	8.3%	4.0 PP	4.6%	16.3%	14.1%	10.3%	14.9%	(4.6 PP)	12.7%
Net interest margin <sup>1</sup>	2.40%	2.43%	(0.02 PP)	2.52%	2.51%	2.48%	2.42%	2.48%	(0.07 PP)	2.50%
Cost/income ratio	60.6%	60.9%	(0.3 PP)	63.3%	55.0%	54.7%	60.7%	56.0%	4.8 PP	57.5%
Loan/deposit ratio	102.9%	100.8%	2.1 PP	98.4%	98.1%	98.3%	102.9%	98.3%	4.6 PP	98.4%
Provisioning ratio <sup>1</sup>	0.01%	0.04%	(0.03 PP)	1.10%	0.14%	(0.01%)	0.02%	(0.22%)	0.24 PP	0.21%
NPE ratio	2.3%	2.5%	(0.2 PP)	2.6%	3.0%	3.2%	2.3%	3.2%	(0.9 PP)	2.6%
NPE coverage ratio	59.0%	58.4%	0.6 PP	58.3%	61.4%	59.5%	59.0%	59.5%	(0.5 PP)	58.3%
Total assets	148,630	146,413	1.5%	140,115	146,177	143,556	148,630	143,556	3.5%	140,115
RWA	75,620	74,218	1.9%	72,672	76,227	74,346	75,620	74,346	1.7%	72,672
Equity	12,920	12,837	0.6%	12,413	12,331	11,968	12,920	11,968	8.0%	12,413
Loans to customers	88,508	85,528	3.5%	80,866	80,056	77,895	88,508	77,895	13.6%	80,866
- Hereof non-financial corporations % <sup>2</sup>	51.2%	51.6%	(0.4 PP)	52.1%	50.7%	50.9%	51.2%	50.9%	0.3 PP	52.1%
- Hereof households % <sup>2</sup>	37.4%	37.3%	0.0 PP	38.5%	38.5%	38.7%	37.4%	38.7%	(1.3 PP)	38.5%
- Hereof FCY %	-	-	-	-	-	-	-	-	-	-
Deposits from customers	90,161	88,741	1.6%	87,038	82,356	79,908	90,161	79,908	12.8%	87,038
Business outlets	2,106	2,153	(2.2%)	2,159	2,405	2,411	2,106	2,411	(12.7%)	2,159
Number of employees	47,181	47,264	(0.2%)	47,079	50,416	50,025	47,181	50,025	(5.7%)	47,079
Number of customers (in mn)	16.4	16.3	0.4%	16.1	16.7	16.7	16.4	16.7	(1.9%)	16.1

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) – Czech Republic



**Raiffeisen Bank  
International**

In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	98	97	1.8%	92	84	80	195	161	20.9%	338
Net fee and commission income	33	32	4.6%	34	34	36	65	69	(5.1%)	136
Net trading income and fair value result	(2)	(1)	205.9%	(3)	3	1	(3)	1	–	2
Other net operating income	12	3	255.9%	4	6	4	16	8	107.2%	18
Operating income	144	131	9.3%	130	127	122	275	241	14.3%	497
General administrative expenses	(70)	(68)	3.2%	(67)	(62)	(61)	(138)	(125)	9.7%	(255)
Operating result	74	64	15.7%	63	65	61	137	115	19.2%	242
Other result	0	2	(90.5%)	(0)	(0)	0	2	0	>500.0%	(0)
Levies and special governmental measures	4	(12)	–	0	0	1	(9)	(10)	(14.3%)	(10)
Impairment losses on financial assets	16	2	>500.0%	(20)	(4)	(3)	18	(8)	–	(33)
Profit/loss before tax	93	55	68.5%	42	60	58	149	97	53.6%	199
Profit/loss after tax	83	44	86.4%	35	48	46	127	78	62.9%	161
Return on equity before tax <sup>1</sup>	28.3%	16.8%	11.5 PP	13.3%	20.0%	19.2%	22.9%	16.0%	6.9 PP	16.7%
Return on equity after tax <sup>1</sup>	25.1%	13.5%	11.6 PP	10.9%	16.0%	15.3%	19.6%	12.9%	6.7 PP	13.5%
Net interest margin <sup>1</sup>	2.40%	2.37%	0.03 PP	2.26%	2.11%	2.02%	2.38%	2.04%	0.33 PP	2.11%
Cost/income ratio	48.7%	51.6%	(2.9 PP)	51.7%	49.1%	50.3%	50.1%	52.2%	(2.1 PP)	51.2%
Loan/deposit ratio	89.1%	89.3%	(0.2 PP)	87.0%	91.0%	89.9%	89.1%	89.9%	(0.9 PP)	87.0%
Provisioning ratio <sup>1</sup>	(0.55%)	(0.07%)	(0.49 PP)	0.73%	0.15%	0.13%	(0.31%)	0.16%	(0.47 PP)	0.31%
NPE ratio	1.3%	1.5%	(0.2 PP)	1.4%	1.6%	1.6%	1.3%	1.6%	(0.3 PP)	1.4%
NPE coverage ratio	61.2%	62.4%	(1.2 PP)	64.7%	67.2%	67.4%	61.2%	67.4%	(6.2 PP)	64.7%
Total assets	17,260	16,548	4.3%	16,883	16,459	15,986	17,260	15,986	8.0%	16,883
RWA	8,002	7,832	2.2%	7,706	7,064	6,949	8,002	6,949	15.1%	7,706
Equity	1,408	1,358	3.7%	1,316	1,280	1,217	1,408	1,217	15.7%	1,316
Loans to customers	11,629	11,345	2.5%	11,131	10,982	10,540	11,629	10,540	10.3%	11,131
- Hereof non-financial corporations % <sup>2</sup>	40.5%	41.9%	(1.4 PP)	41.7%	42.4%	42.3%	40.5%	42.3%	(1.8 PP)	41.7%
- Hereof households % <sup>2</sup>	55.2%	54.1%	1.1 PP	54.7%	53.9%	54.0%	55.2%	54.0%	1.1 PP	54.7%
- Hereof FCY %	15.3%	15.5%	(0.1 PP)	15.0%	14.6%	14.4%	15.3%	14.4%	1.0 PP	15.0%
Deposits from customers	13,239	12,890	2.7%	13,004	12,255	11,947	13,239	11,947	10.8%	13,004
Business outlets	137	137	0.0%	136	133	133	137	133	3.0%	136
Number of employees	3,434	3,436	(0.1%)	3,402	3,394	3,358	3,434	3,358	2.3%	3,402
Number of customers (in mn)	1.2	1.2	0.5%	1.1	1.1	1.1	1.2	1.1	2.1%	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	34	37	(9.2%)	34	33	33	71	66	7.6%	133
Net fee and commission income	37	36	3.2%	36	33	34	74	65	12.9%	134
Net trading income and fair value result	(1)	1	-	1	7	(3)	0	3	(96.2%)	11
Other net operating income	(11)	(13)	(11.7%)	(13)	(12)	(10)	(24)	(22)	10.7%	(48)
Operating income	61	62	(1.6%)	58	60	57	123	115	6.9%	232
General administrative expenses	(40)	(37)	8.0%	(43)	(34)	(35)	(77)	(71)	7.7%	(149)
Operating result	21	25	(15.7%)	15	25	22	46	44	5.8%	84
Other result	(0)	(0)	(40.7%)	(1)	(0)	(8)	(0)	(8)	(99.0%)	(9)
Levies and special governmental measures	(1)	(16)	(94.1%)	0	0	(0)	(17)	(16)	7.6%	(15)
Impairment losses on financial assets	22	8	170.3%	6	8	1	30	11	172.8%	24
Profit/loss before tax	42	17	144.3%	19	33	14	60	31	93.0%	83
Profit/loss after tax	38	15	159.0%	16	31	12	53	26	100.7%	73
Return on equity before tax <sup>1</sup>	23.6%	10.1%	13.5 PP	12.2%	22.6%	9.4%	17.7%	9.9%	7.8 PP	13.7%
Return on equity after tax <sup>1</sup>	21.4%	8.6%	12.7 PP	10.2%	21.1%	7.9%	15.7%	8.4%	7.3 PP	12.0%
Net interest margin <sup>1</sup>	1.85%	2.07%	(0.22 PP)	1.91%	1.92%	1.92%	1.96%	1.94%	0.03 PP	1.92%
Cost/income ratio	65.4%	59.6%	5.8 PP	74.7%	57.4%	61.6%	62.4%	62.0%	0.4 PP	64.0%
Loan/deposit ratio	76.8%	70.5%	6.2 PP	64.9%	66.7%	64.1%	76.8%	64.1%	12.6 PP	64.9%
Provisioning ratio <sup>1</sup>	(2.43%)	(0.95%)	(1.48 PP)	(0.66%)	(0.97%)	(0.17%)	(1.72%)	(0.74%)	(0.98 PP)	(0.77%)
NPE ratio	2.5%	2.9%	(0.5 PP)	3.3%	3.7%	3.8%	2.5%	3.8%	(1.4 PP)	3.3%
NPE coverage ratio	55.4%	60.4%	(5.0 PP)	58.3%	63.6%	61.0%	55.4%	61.0%	(5.6 PP)	58.3%
Total assets	7,586	7,839	(3.2%)	7,528	7,150	7,162	7,586	7,162	5.9%	7,528
RWA	3,663	3,457	5.9%	3,692	3,361	3,479	3,663	3,479	5.3%	3,692
Equity	715	770	(7.2%)	652	630	584	715	584	22.3%	652
Loans to customers	3,736	3,572	4.6%	3,354	3,251	3,091	3,736	3,091	20.9%	3,354
- Hereof non-financial corporations % <sup>2</sup>	74.8%	74.2%	0.6 PP	73.3%	73.7%	73.6%	74.8%	73.6%	1.1 PP	73.3%
- Hereof households % <sup>2</sup>	22.3%	22.2%	0.1 PP	23.0%	20.6%	20.7%	22.3%	20.7%	1.6 PP	23.0%
- Hereof FCY %	45.9%	46.0%	(0.1 PP)	43.7%	44.1%	46.2%	45.9%	46.2%	(0.3 PP)	43.7%
Deposits from customers	5,650	5,778	(2.2%)	5,670	5,281	5,238	5,650	5,238	7.9%	5,670
Business outlets	71	71	0.0%	71	71	71	71	71	0.0%	71
Number of employees	2,199	2,168	1.4%	2,089	2,083	2,035	2,199	2,035	8.1%	2,089
Number of customers (in mn)	0.5	0.5	(0.9%)	0.5	0.5	0.5	0.5	0.5	(1.0%)	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	4	3	21.3%	22	57	62	7	126	(94.4%)	205
Net fee and commission income	1	1	20.6%	13	34	36	1	68	(98.0%)	115
Net trading income and fair value result	1	0	19.3%	3	13	(0)	1	5	(78.9%)	21
Other net operating income	(2)	(0)	>500.0%	(10)	5	(1)	(2)	0	–	(5)
Operating income	3	4	(14.5%)	28	109	87	7	189	(96.0%)	326
General administrative expenses	(6)	(4)	26.8%	(27)	(55)	(60)	(10)	(119)	(91.5%)	(201)
Operating result	(2)	(0)	415.8%	1	55	26	(3)	70	–	126
Other result	0	0	–	0	0	(3)	0	(4)	–	(4)
Levies and special governmental measures	(2)	(2)	(7.8%)	(3)	(7)	(4)	(3)	(23)	(86.1%)	(33)
Impairment losses on financial assets	1	(17)	–	(46)	(30)	(22)	(15)	(12)	23.7%	(89)
Profit/loss before tax	(2)	(19)	(87.9%)	(48)	18	(3)	(21)	30	–	(0)
Profit/loss after tax	(3)	(19)	(85.1%)	(38)	9	(9)	(22)	12	–	(17)
Return on equity before tax <sup>1</sup>	–	–	–	–	5.0%	–	–	4.2%	–	–
Return on equity after tax <sup>1</sup>	–	–	–	–	2.5%	–	–	1.7%	–	–
Net interest margin <sup>1</sup>	0.49%	0.40%	0.09 PP	1.66%	2.53%	2.29%	0.45%	2.31%	(1.86 PP)	2.23%
Cost/income ratio	–	–	–	95.4%	50.0%	69.6%	–	63.0%	–	61.5%
Loan/deposit ratio	–	–	–	–	–	–	–	–	–	–
Provisioning ratio <sup>1</sup>	0.99%	2.16%	(1.17 PP)	3.48%	1.61%	1.13%	0.99%	0.31%	0.69 PP	1.34%
NPE ratio	11.1%	11.0%	0.1 PP	11.6%	10.9%	10.6%	11.1%	10.6%	0.5 PP	11.6%
NPE coverage ratio	50.6%	48.1%	2.5 PP	44.2%	47.7%	40.4%	50.6%	40.4%	10.2 PP	44.2%
Total assets	3,197	3,223	(0.8%)	3,267	11,304	11,119	3,197	11,119	(71.2%)	3,267
RWA	3,872	3,869	0.1%	3,970	9,078	9,138	3,872	9,138	(57.6%)	3,970
Equity	–	–	–	(34)	1,416	1,376	–	1,376	–	(34)
Loans to customers	3,050	3,095	(1.5%)	3,153	3,215	3,247	3,050	3,247	(6.1%)	3,153
- Hereof non-financial corporations % <sup>2</sup>	7.4%	7.8%	(0.4 PP)	7.9%	8.6%	9.0%	7.4%	9.0%	(1.6 PP)	7.9%
- Hereof households % <sup>2</sup>	92.6%	92.2%	0.4 PP	92.1%	91.4%	91.0%	92.6%	91.0%	1.6 PP	92.1%
- Hereof FCY %	93.1%	93.2%	(0.1 PP)	100.0%	92.2%	92.4%	93.1%	92.4%	0.7 PP	100.0%
Deposits from customers	24	22	9.6%	19	0	0	24	0	–	19
Business outlets	1	1	0.0%	1	233	235	1	235	(99.6%)	1
Number of employees	218	203	7.4%	196	3,684	3,722	218	3,722	(94.1%)	196
Number of customers (in mn)	0.0	0.0	3.8%	0.0	0.8	0.8	0.0	0.8	(94.7%)	0.0

Note: All data, except P/L, are dated to the end of the period. Core banking operations were deconsolidated on 31/10/2018 1) Annualized 2) General governments and other financial corporations as remaining share

# Country Financials (CE) – Slovakia



**Raiffeisen Bank  
International**

In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	73	72	2.1%	74	75	71	145	139	4.5%	289
Net fee and commission income	39	39	0.5%	42	41	41	78	81	(3.2%)	163
Net trading income and fair value result	1	1	5.7%	2	1	2	2	5	(59.5%)	8
Other net operating income	1	(1)	-	(1)	0	(3)	1	(3)	-	(3)
Operating income	115	111	3.4%	118	118	110	226	221	2.2%	457
General administrative expenses	(65)	(61)	5.4%	(67)	(61)	(60)	(126)	(120)	4.8%	(248)
Operating result	50	50	0.9%	51	57	50	100	101	(0.9%)	209
Other result	1	1	(29.3%)	2	1	1	2	2	(3.3%)	5
Levies and special governmental measures	(6)	(10)	(34.8%)	(6)	(6)	(5)	(16)	(15)	6.3%	(26)
Impairment losses on financial assets	(1)	0	-	(21)	(1)	(3)	(0)	(3)	(89.7%)	(26)
Profit/loss before tax	44	42	5.5%	26	51	44	86	85	1.4%	162
Profit/loss after tax	35	33	6.7%	19	41	36	68	67	2.5%	127
Return on equity before tax <sup>1</sup>	14.2%	13.5%	0.7 PP	8.7%	18.5%	16.7%	14.2%	15.8%	(1.7 PP)	14.9%
Return on equity after tax <sup>1</sup>	11.4%	10.7%	0.7 PP	6.4%	14.9%	13.6%	11.3%	12.5%	(1.2 PP)	11.7%
Net interest margin <sup>1</sup>	2.25%	2.25%	0.00 PP	2.37%	2.41%	2.29%	2.25%	2.26%	(0.02 PP)	2.33%
Cost/income ratio	56.4%	55.3%	1.1 PP	56.5%	51.9%	54.2%	55.8%	54.5%	1.4 PP	54.3%
Loan/deposit ratio	102.1%	101.0%	1.1 PP	98.9%	101.1%	100.8%	102.1%	100.8%	1.3 PP	98.9%
Provisioning ratio <sup>1</sup>	0.03%	(0.01%)	0.04 PP	0.85%	0.04%	0.13%	0.01%	0.07%	(0.07 PP)	0.26%
NPE ratio	1.7%	1.8%	(0.1 PP)	1.9%	2.0%	2.2%	1.7%	2.2%	(0.5 PP)	1.9%
NPE coverage ratio	68.9%	66.8%	2.0 PP	67.5%	66.7%	61.4%	68.9%	61.4%	7.5 PP	67.5%
Total assets	13,930	13,300	4.7%	13,301	12,827	13,187	13,930	13,187	5.6%	13,301
RWA	6,158	6,104	0.9%	6,171	6,079	6,087	6,158	6,087	1.2%	6,171
Equity	1,277	1,274	0.3%	1,236	1,218	1,071	1,277	1,071	19.2%	1,236
Loans to customers	10,589	10,434	1.5%	10,075	9,970	9,899	10,589	9,899	7.0%	10,075
- Hereof non-financial corporations % <sup>2</sup>	44.0%	43.8%	0.2 PP	44.2%	45.5%	46.5%	44.0%	46.5%	(2.6 PP)	44.2%
- Hereof households % <sup>2</sup>	55.1%	54.4%	0.7 PP	55.0%	53.8%	52.5%	55.1%	52.5%	2.6 PP	55.0%
- Hereof FCY %	0.4%	0.4%	(0.0 PP)	0.4%	0.4%	0.5%	0.4%	0.5%	(0.1 PP)	0.4%
Deposits from customers	11,485	10,912	5.3%	10,927	10,402	10,754	11,485	10,754	6.8%	10,927
Business outlets	181	186	(2.7%)	187	190	191	181	191	(5.2%)	187
Number of employees	4,034	4,014	0.5%	3,995	3,963	3,925	4,034	3,925	2.8%	3,995
Number of customers (in mn)	0.9	0.9	0.8%	0.9	0.9	0.9	0.9	0.9	1.1%	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



In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	15	14	2.6%	14	14	13	29	27	7.2%	55
Net fee and commission income	4	4	3.5%	4	5	4	8	8	1.6%	17
Net trading income and fair value result	(1)	2	-	(1)	2	(2)	1	(3)	-	(2)
Other net operating income	1	(0)	-	(1)	0	(1)	1	(1)	-	(1)
Operating income	19	20	(8.6%)	16	21	15	39	33	20.5%	70
General administrative expenses	(11)	(10)	6.2%	(11)	(11)	(11)	(22)	(21)	0.3%	(43)
Operating result	8	10	(24.0%)	5	10	4	18	11	59.7%	27
Other result	0	0	-	0	0	0	0	0	-	0
Levies and special governmental measures	(0)	(1)	(99.3%)	(0)	(0)	(0)	(1)	(0)	90.8%	(1)
Impairment losses on financial assets	4	0	>500.0%	(5)	(2)	5	5	12	(61.0%)	5
Profit/loss before tax	12	9	30.2%	(0)	8	9	21	22	(4.6%)	31
Profit/loss after tax	12	7	69.5%	1	7	7	18	19	(5.9%)	27
Return on equity before tax <sup>1</sup>	21.6%	17.0%	-	-	15.2%	15.7%	19.4%	20.8%	(1.4 PP)	14.5%
Return on equity after tax <sup>1</sup>	20.6%	12.4%	8.2 PP	1.1%	12.7%	13.2%	16.6%	18.0%	(1.4 PP)	12.9%
Net interest margin <sup>1</sup>	3.38%	3.28%	0.10 PP	3.36%	3.23%	3.00%	3.33%	3.00%	0.33 PP	3.15%
Cost/income ratio	59.2%	51.0%	8.3 PP	67.3%	51.0%	71.8%	54.9%	66.0%	(11.1 PP)	61.8%
Loan/deposit ratio	51.6%	49.5%	2.1 PP	47.8%	46.6%	44.4%	51.6%	44.4%	7.2 PP	47.8%
Provisioning ratio <sup>1</sup>	(2.49%)	(0.07%)	(2.41 PP)	3.08%	0.89%	(2.60%)	(1.30%)	(3.46%)	2.16 PP	(0.73%)
NPE ratio	6.1%	6.1%	(0.0 PP)	6.2%	6.5%	6.4%	6.1%	6.4%	(0.3 PP)	6.2%
NPE coverage ratio	74.1%	74.3%	(0.2 PP)	74.6%	71.5%	70.9%	74.1%	70.9%	3.2 PP	74.6%
Total assets	1,815	1,808	0.4%	1,809	1,775	1,872	1,815	1,872	(3.1%)	1,809
RWA	1,320	1,328	(0.6%)	1,319	1,330	1,394	1,320	1,394	(5.3%)	1,319
Equity	241	225	7.4%	221	226	231	241	231	4.5%	221
Loans to customers	753	718	4.9%	705	683	667	753	667	12.9%	705
- Hereof non-financial corporations % <sup>2</sup>	59.8%	60.4%	(0.6 PP)	60.6%	60.2%	59.9%	59.8%	59.9%	(0.1 PP)	60.6%
- Hereof households % <sup>2</sup>	40.2%	39.6%	0.6 PP	39.4%	39.8%	40.1%	40.2%	40.1%	0.1 PP	39.4%
- Hereof FCY %	49.5%	50.9%	(1.4 PP)	50.4%	50.4%	50.4%	49.5%	50.4%	(0.9 PP)	50.4%
Deposits from customers	1,517	1,519	(0.2%)	1,522	1,495	1,531	1,517	1,531	(0.9%)	1,522
Business outlets	78	78	0.0%	78	78	78	78	78	0.0%	78
Number of employees	1,248	1,246	0.2%	1,226	1,237	1,236	1,248	1,236	1.0%	1,226
Number of customers (in mn)	0.4	0.4	(0.1%)	0.4	0.5	0.5	0.4	0.5	(2.0%)	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) – Bosnia & Herzegovina



**Raiffeisen Bank  
International**

In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	17	18	(6.0%)	17	17	16	34	33	4.4%	68
Net fee and commission income	10	10	6.1%	10	11	9	20	19	5.3%	40
Net trading income and fair value result	0	0	41.6%	0	0	1	1	0	>500,0%	0
Other net operating income	1	(1)	–	(0)	0	0	0	1	(81.6%)	1
Operating income	29	27	7.9%	28	29	26	56	53	5.2%	110
General administrative expenses	(14)	(13)	7.5%	(18)	(15)	(13)	(27)	(25)	7.0%	(58)
Operating result	15	14	8.3%	10	14	14	29	28	3.7%	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)	1	–	(3)	(2)	0	(1)	0	–	(5)
Profit/loss before tax	14	15	(9.0%)	7	12	14	29	29	0.3%	48
Profit/loss after tax	12	14	(9.8%)	6	11	12	26	26	2.4%	43
Return on equity before tax <sup>1</sup>	19.2%	20.4%	(1.2 PP)	10.0%	17.9%	20.3%	19.8%	20.7%	(0.9 PP)	17.8%
Return on equity after tax <sup>1</sup>	17.5%	18.8%	(1.3 PP)	8.8%	16.0%	17.9%	18.2%	18.6%	(0.4 PP)	16.0%
Net interest margin <sup>1</sup>	3.16%	3.47%	(0.31 PP)	3.56%	3.60%	3.40%	3.32%	3.40%	(0.08 PP)	3.48%
Cost/income ratio	47.9%	48.1%	(0.2 PP)	64.3%	50.3%	48.8%	48.0%	47.2%	0.8 PP	52.3%
Loan/deposit ratio	77.4%	75.6%	1.8 PP	76.1%	75.5%	75.8%	77.4%	75.8%	1.6 PP	76.1%
Provisioning ratio <sup>1</sup>	0.46%	(0.30%)	0.76 PP	0.88%	0.74%	(0.08%)	0.09%	(0.06%)	0.15 PP	0.38%
NPE ratio	3.5%	3.6%	(0.2 PP)	3.8%	4.3%	4.2%	3.5%	4.2%	(0.8 PP)	3.8%
NPE coverage ratio	81.7%	79.6%	2.0 PP	79.9%	80.9%	80.0%	81.7%	80.0%	1.6 PP	79.9%
Total assets	2,437	2,368	2.9%	2,296	2,208	2,208	2,437	2,208	10.3%	2,296
RWA	1,908	1,823	4.7%	1,811	1,716	1,722	1,908	1,722	10.8%	1,811
Equity	287	308	(6.7%)	294	288	277	287	277	3.8%	294
Loans to customers	1,351	1,309	3.2%	1,292	1,242	1,222	1,351	1,222	10.5%	1,292
- Hereof non-financial corporations % <sup>2</sup>	42.3%	42.4%	(0.1 PP)	42.6%	41.7%	42.2%	42.3%	42.2%	0.1 PP	42.6%
- Hereof households % <sup>2</sup>	56.1%	56.7%	(0.6 PP)	56.4%	57.4%	56.9%	56.1%	56.9%	(0.8 PP)	56.4%
- Hereof FCY %	47.3%	48.4%	(1.1 PP)	49.0%	50.7%	51.2%	47.3%	51.2%	(3.9 PP)	49.0%
Deposits from customers	1,856	1,843	0.7%	1,811	1,764	1,725	1,856	1,725	7.6%	1,811
Business outlets	103	102	1.0%	102	102	102	103	102	1.0%	102
Number of employees	1,376	1,341	2.6%	1,358	1,328	1,311	1,376	1,311	5.0%	1,358
Number of customers (in mn)	0.4	0.4	2.3%	0.4	0.4	0.4	0.4	0.4	1.7%	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	29	26	8.7%	27	26	25	55	50	9.8%	103
Net fee and commission income	14	13	7.5%	14	12	12	27	23	18.1%	49
Net trading income and fair value result	0	1	(43.2%)	1	1	1	1	2	(23.7%)	4
Other net operating income	1	1	41.6%	1	1	1	2	2	(16.3%)	4
Operating income	45	44	2.4%	43	40	43	89	81	9.9%	164
General administrative expenses	(22)	(25)	(14.5%)	(22)	(20)	(21)	(47)	(46)	2.4%	(88)
Operating result	23	19	25.6%	21	20	22	42	35	19.7%	76
Other result	0	0	-	0	0	0	0	0	-	0
Levies and special governmental measures	(1)	(4)	(75.0%)	0	0	(0)	(5)	(4)	35.1%	(4)
Impairment losses on financial assets	6	(2)	-	(5)	0	5	4	5	(12.8%)	0
Profit/loss before tax	28	13	120.6%	16	20	27	41	36	13.5%	72
Profit/loss after tax	25	12	119.2%	14	18	24	37	32	13.9%	65
Return on equity before tax <sup>1</sup>	25.5%	10.9%	14.6 PP	14.2%	19.3%	24.2%	18.2%	16.0%	2.2 PP	16.7%
Return on equity after tax <sup>1</sup>	23.0%	9.9%	13.1 PP	12.8%	17.6%	21.7%	16.5%	14.4%	2.1 PP	15.1%
Net interest margin <sup>1</sup>	2.86%	2.67%	0.18 PP	2.78%	2.82%	2.78%	2.77%	2.79%	(0.02 PP)	2.79%
Cost/income ratio	48.1%	57.7%	(9.6 PP)	51.2%	50.7%	49.6%	52.8%	56.7%	(3.9 PP)	53.8%
Loan/deposit ratio	84.4%	85.6%	(1.3 PP)	82.8%	85.0%	83.7%	84.4%	83.7%	0.7 PP	82.8%
Provisioning ratio <sup>1</sup>	(0.86%)	0.23%	(1.09 PP)	0.85%	(0.07%)	(0.82%)	(0.33%)	(0.43%)	0.11 PP	(0.00%)
NPE ratio	1.9%	2.0%	(0.1 PP)	2.1%	2.4%	2.7%	1.9%	2.7%	(0.8 PP)	2.1%
NPE coverage ratio	69.3%	69.3%	0.0 PP	68.5%	68.0%	67.6%	69.3%	67.6%	1.7 PP	68.5%
Total assets	4,235	4,172	1.5%	4,119	3,974	3,804	4,235	3,804	11.3%	4,119
RWA	2,322	2,336	(0.6%)	2,019	2,020	1,901	2,322	1,901	22.2%	2,019
Equity	438	479	(8.5%)	466	452	433	438	433	1.2%	466
Loans to customers	2,781	2,717	2.4%	2,595	2,515	2,400	2,781	2,400	15.9%	2,595
- Hereof non-financial corporations % <sup>2</sup>	55.8%	57.3%	(1.6 PP)	57.1%	57.7%	57.5%	55.8%	57.5%	(1.8 PP)	57.1%
- Hereof households % <sup>2</sup>	43.4%	41.8%	1.6 PP	41.9%	41.4%	41.5%	43.4%	41.5%	1.9 PP	41.9%
- Hereof FCY %	37.6%	37.6%	0.0 PP	38.1%	39.5%	40.8%	37.6%	40.8%	(3.2 PP)	38.1%
Deposits from customers	3,337	3,221	3.6%	3,177	3,003	2,898	3,337	2,898	15.2%	3,177
Business outlets	147	146	0.7%	146	147	147	147	147	0.0%	146
Number of employees	2,622	2,606	0.6%	2,589	2,568	2,570	2,622	2,570	2.0%	2,589
Number of customers (in mn)	0.6	0.6	0.3%	0.6	0.6	0.6	0.6	0.6	4.1%	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	30	30	3.2%	33	30	31	60	61	(2.0%)	125
Net fee and commission income	17	16	7.5%	17	21	18	33	33	1.0%	71
Net trading income and fair value result	1	2	(13.9%)	(3)	1	(1)	3	2	83.9%	(1)
Other net operating income	(1)	(0)	217.1%	(1)	(0)	2	(1)	8	-	7
Operating income	49	47	4.3%	47	51	50	96	104	(7.6%)	202
General administrative expenses	(30)	(30)	1.4%	(33)	(31)	(30)	(60)	(60)	0.0%	(124)
Operating result	19	17	9.3%	14	21	20	36	44	(18.0%)	79
Other result	(1)	(1)	(52.0%)	(2)	0	0	(2)	0	-	(2)
Levies and special governmental measures	(0)	(2)	(98.3%)	(0)	0	(0)	(2)	(3)	(11.8%)	(3)
Impairment losses on financial assets	0	3	(88.6%)	(16)	(5)	1	3	3	3.1%	(19)
Profit/loss before tax	19	16	13.8%	(5)	16	21	35	44	(21.1%)	55
Profit/loss after tax	14	13	8.8%	(4)	13	19	27	37	(26.1%)	46
Return on equity before tax <sup>1</sup>	11.5%	10.4%	-	-	10.5%	13.7%	11.1%	14.2%	(3.2 PP)	9.1%
Return on equity after tax <sup>1</sup>	8.7%	8.3%	-	-	8.5%	12.2%	8.6%	11.8%	(3.2 PP)	7.5%
Net interest margin <sup>1</sup>	2.75%	2.70%	0.05 PP	3.04%	2.80%	2.99%	2.73%	2.95%	(0.22 PP)	2.93%
Cost/income ratio	61.5%	63.2%	(1.8 PP)	70.6%	59.6%	59.5%	62.3%	57.6%	4.8 PP	61.1%
Loan/deposit ratio	67.9%	68.6%	(0.7 PP)	66.8%	68.3%	73.4%	67.9%	73.4%	(5.4 PP)	66.8%
Provisioning ratio <sup>1</sup>	(0.06%)	(0.44%)	0.38 PP	2.81%	0.85%	(0.16%)	(0.25%)	(0.24%)	(0.01 PP)	0.79%
NPE ratio	4.0%	4.5%	(0.5 PP)	4.6%	7.4%	7.9%	4.0%	7.9%	(3.8 PP)	4.6%
NPE coverage ratio	71.3%	65.0%	6.3 PP	64.7%	73.8%	73.7%	71.3%	73.7%	(2.4 PP)	64.7%
Total assets	4,820	4,815	0.1%	4,755	4,885	4,568	4,820	4,568	5.5%	4,755
RWA	2,556	2,577	(0.8%)	2,551	2,772	2,795	2,556	2,795	(8.6%)	2,551
Equity	655	664	(1.4%)	628	631	622	655	622	5.2%	628
Loans to customers	2,442	2,397	1.9%	2,361	2,350	2,361	2,442	2,361	3.4%	2,361
- Hereof non-financial corporations % <sup>2</sup>	33.9%	36.5%	(2.6 PP)	37.7%	39.7%	39.0%	33.9%	39.0%	(5.1 PP)	37.7%
- Hereof households % <sup>2</sup>	60.2%	58.9%	1.3 PP	58.5%	58.4%	58.3%	60.2%	58.3%	1.9 PP	58.5%
- Hereof FCY %	52.1%	49.3%	2.9 PP	54.3%	53.2%	53.0%	52.1%	53.0%	(0.9 PP)	54.3%
Deposits from customers	3,654	3,602	1.4%	3,698	3,711	3,415	3,654	3,415	7.0%	3,698
Business outlets	78	79	(1.3%)	78	78	79	78	79	(1.3%)	78
Number of employees	1,861	1,926	(3.4%)	1,982	2,014	2,049	1,861	2,049	(9.2%)	1,982
Number of customers (in mn)	0.5	0.5	(0.8%)	0.5	0.5	0.6	0.5	0.6	(13.5%)	0.5

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



# Country Financials (SEE) – Kosovo



**Raiffeisen Bank  
International**

In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	11	10	4.9%	12	11	10	21	20	8.7%	42
Net fee and commission income	2	2	9.4%	2	3	3	4	5	(15.2%)	11
Net trading income and fair value result	(0)	0	–	0	(0)	(0)	0	0	(22.3%)	(0)
Other net operating income	0	0	(19.0%)	0	0	(0)	0	0	79.0%	1
Operating income	13	13	3.6%	15	15	12	26	25	4.6%	54
General administrative expenses	(7)	(7)	2.0%	(8)	(7)	(6)	(15)	(13)	13.1%	(28)
Operating result	6	5	5.8%	6	8	6	11	12	(4.7%)	26
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)	171.4%	(2)	(0)	(0)	(1)	(1)	(34.5%)	(3)
Profit/loss before tax	5	5	1.3%	4	8	6	11	11	(2.5%)	23
Profit/loss after tax	5	5	2.4%	4	7	5	10	10	(1.2%)	21
Return on equity before tax <sup>1</sup>	17.7%	16.5%	1.2 PP	13.6%	27.4%	18.7%	17.3%	18.5%	(1.2 PP)	20.0%
Return on equity after tax <sup>1</sup>	15.9%	14.7%	1.2 PP	12.5%	24.0%	16.5%	15.6%	16.4%	(0.9 PP)	17.8%
Net interest margin <sup>1</sup>	4.92%	4.90%	0.02 PP	5.79%	5.06%	4.77%	4.92%	4.72%	0.20 PP	5.07%
Cost/income ratio	56.1%	57.0%	(0.9 PP)	56.8%	44.7%	52.7%	56.6%	52.3%	4.2 PP	51.5%
Loan/deposit ratio	88.2%	86.9%	1.4 PP	85.9%	88.4%	87.2%	88.2%	87.2%	1.0 PP	85.9%
Provisioning ratio <sup>1</sup>	0.20%	0.11%	0.09 PP	1.45%	0.09%	0.16%	0.15%	0.29%	(0.13 PP)	0.54%
NPE ratio	2.3%	2.3%	(0.1 PP)	2.5%	3.1%	3.3%	2.3%	3.3%	(1.0 PP)	2.5%
NPE coverage ratio	79.3%	81.8%	(2.5 PP)	81.2%	58.7%	59.1%	79.3%	59.1%	20.2 PP	81.2%
Total assets	988	956	3.4%	919	893	890	988	890	11.0%	919
RWA	699	667	4.8%	628	618	611	699	611	14.5%	628
Equity	120	134	(10.6%)	129	126	118	120	118	1.3%	129
Loans to customers	676	648	4.4%	624	601	603	676	603	12.0%	624
- Hereof non-financial corporations % <sup>2</sup>	46.3%	47.3%	(1.0 PP)	47.5%	57.8%	58.6%	46.3%	58.6%	(12.3 PP)	47.5%
- Hereof households % <sup>2</sup>	53.7%	52.7%	1.0 PP	52.5%	42.2%	41.4%	53.7%	41.4%	12.3 PP	52.5%
- 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	767	749	2.5%	729	682	694	767	694	10.6%	729
Business outlets	48	48	0.0%	48	48	48	48	48	0.0%	48
Number of employees	856	830	3.1%	839	817	748	856	748	14.4%	839
Number of customers (in mn)	0.2	0.3	(4.1%)	0.3	0.3	0.3	0.2	0.3	(0.9%)	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	92	90	2.9%	90	89	82	182	156	16.7%	336
Net fee and commission income	44	40	8.3%	49	49	48	84	92	(8.1%)	189
Net trading income and fair value result	4	0	>500.0%	6	4	9	4	12	(64.2%)	22
Other net operating income	(13)	0	-	(3)	0	1	(13)	3	-	1
Operating income	129	131	(1.7%)	143	143	141	259	264	(1.7%)	550
General administrative expenses	(68)	(76)	(10.6%)	(77)	(68)	(66)	(144)	(134)	7.3%	(279)
Operating result	61	55	10.7%	65	76	74	115	130	(11.0%)	271
Other result	1	(3)	-	1	1	(1)	(2)	(1)	152.7%	1
Levies and special governmental measures	(0)	(4)	(99.9%)	0	(0)	0	(4)	(3)	14.1%	(3)
Impairment losses on financial assets	(21)	(4)	454.0%	(24)	1	(17)	(24)	(15)	60.3%	(38)
Profit/loss before tax	41	45	(8.6%)	42	78	57	85	110	(22.6%)	231
Profit/loss after tax	34	37	(6.4%)	35	65	47	71	93	(23.4%)	193
Return on equity before tax <sup>1</sup>	18.5%	19.6%	(1.0 PP)	19.4%	39.1%	29.0%	19.6%	28.7%	(9.0 PP)	30.1%
Return on equity after tax <sup>1</sup>	15.7%	16.1%	(0.5 PP)	16.1%	32.7%	24.1%	16.4%	24.2%	(7.8 PP)	25.2%
Net interest margin <sup>1</sup>	4.47%	4.36%	0.11 PP	4.38%	4.42%	4.15%	4.42%	4.01%	0.40 PP	4.21%
Cost/income ratio	52.8%	58.1%	(5.3 PP)	54.1%	47.2%	47.2%	55.5%	50.9%	4.7 PP	50.7%
Loan/deposit ratio	77.7%	77.4%	0.3 PP	77.1%	77.1%	77.7%	77.7%	77.7%	0.0 PP	77.1%
Provisioning ratio <sup>1</sup>	1.47%	0.27%	1.20 PP	1.76%	(0.10%)	1.33%	0.87%	0.62%	0.25 PP	0.74%
NPE ratio	3.5%	3.5%	0.0 PP	3.5%	3.7%	4.0%	3.5%	4.0%	(0.5 PP)	3.5%
NPE coverage ratio	48.2%	50.9%	(2.8 PP)	50.2%	45.2%	43.1%	48.2%	43.1%	5.0 PP	50.2%
Total assets	8,762	8,904	(1.6%)	8,966	8,789	8,576	8,762	8,576	2.2%	8,966
RWA	4,743	4,977	(4.7%)	4,912	4,977	4,985	4,743	4,985	(4.9%)	4,912
Equity	889	943	(5.7%)	924	887	819	889	819	8.5%	924
Loans to customers	5,691	5,541	2.7%	5,702	5,445	5,247	5,691	5,247	8.5%	5,702
- Hereof non-financial corporations % <sup>2</sup>	43.6%	44.5%	(0.9 PP)	43.7%	44.0%	44.0%	43.6%	44.0%	(0.4 PP)	43.7%
- Hereof households % <sup>2</sup>	51.7%	51.8%	(0.1 PP)	50.7%	52.3%	53.1%	51.7%	53.1%	(1.4 PP)	50.7%
- Hereof FCY %	32.8%	34.1%	(1.3 PP)	34.6%	33.4%	33.9%	32.8%	33.9%	(1.1 PP)	34.6%
Deposits from customers	7,179	7,105	1.0%	7,166	7,003	6,761	7,179	6,761	6.2%	7,166
Business outlets	378	422	(10.4%)	422	432	436	378	436	(13.3%)	422
Number of employees	5,008	5,097	(1.7%)	5,115	5,183	5,248	5,008	5,248	(4.6%)	5,115
Number of customers (in mn)	2.2	2.3	(0.6%)	2.3	2.2	2.3	2.2	2.3	(0.7%)	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	22	22	1.4%	22	21	21	44	42	4.6%	85
Net fee and commission income	13	11	21.7%	12	12	14	25	22	11.5%	45
Net trading income and fair value result	3	1	92.4%	2	2	(1)	4	4	8.2%	8
Other net operating income	0	2	(90.4%)	2	1	5	2	7	(74.0%)	10
Operating income	38	36	7.5%	37	36	39	74	74	(0.8%)	147
General administrative expenses	(20)	(19)	6.4%	(23)	(20)	(19)	(39)	(37)	5.1%	(80)
Operating result	18	17	8.7%	14	16	19	35	37	(6.5%)	68
Other result	0	0	210.3%	(0)	(0)	(0)	0	0	>500,0%	(0)
Levies and special governmental measures	(3)	0	-	0	0	0	(3)	0	-	0
Impairment losses on financial assets	0	2	(91.4%)	(1)	(1)	(3)	2	1	193.9%	(2)
Profit/loss before tax	15	19	(19.3%)	13	15	16	34	38	(11.6%)	65
Profit/loss after tax	13	16	(21.2%)	11	13	14	29	33	(11.5%)	57
Return on equity before tax <sup>1</sup>	12.0%	14.4%	(2.5 PP)	10.4%	12.3%	13.5%	13.2%	15.6%	(2.5 PP)	13.8%
Return on equity after tax <sup>1</sup>	10.3%	12.7%	(2.4 PP)	9.0%	10.6%	11.8%	11.5%	13.6%	(2.1 PP)	12.0%
Net interest margin <sup>1</sup>	3.88%	3.88%	(0.00 PP)	3.95%	3.97%	3.99%	3.88%	4.03%	(0.16 PP)	3.99%
Cost/income ratio	52.5%	53.0%	(0.6 PP)	61.1%	55.3%	49.9%	52.7%	49.8%	2.9 PP	54.0%
Loan/deposit ratio	72.6%	73.6%	(0.9 PP)	72.4%	73.0%	73.5%	72.6%	73.5%	(0.8 PP)	72.4%
Provisioning ratio <sup>1</sup>	(0.11%)	(0.52%)	0.42 PP	0.41%	0.46%	0.96%	(0.31%)	(0.11%)	(0.20 PP)	0.17%
NPE ratio	2.1%	2.2%	(0.1 PP)	2.1%	2.4%	2.4%	2.1%	2.4%	(0.4 PP)	2.1%
NPE coverage ratio	75.5%	73.1%	2.4 PP	71.2%	72.5%	72.2%	75.5%	72.2%	3.3 PP	71.2%
Total assets	2,609	2,522	3.5%	2,498	2,433	2,382	2,609	2,382	9.5%	2,498
RWA	1,715	1,905	(10.0%)	1,896	1,788	1,783	1,715	1,783	(3.8%)	1,896
Equity	496	538	(7.9%)	503	493	481	496	481	3.1%	503
Loans to customers	1,398	1,364	2.5%	1,354	1,287	1,261	1,398	1,261	10.8%	1,354
- Hereof non-financial corporations % <sup>2</sup>	62.3%	62.0%	0.3 PP	62.4%	60.5%	61.8%	62.3%	61.8%	0.5 PP	62.4%
- Hereof households % <sup>2</sup>	36.6%	37.2%	(0.6 PP)	36.8%	37.8%	37.5%	36.6%	37.5%	(0.9 PP)	36.8%
- Hereof FCY %	70.3%	55.4%	14.9 PP	71.1%	70.2%	63.0%	70.3%	63.0%	7.4 PP	71.1%
Deposits from customers	1,979	1,920	3.1%	1,935	1,814	1,789	1,979	1,789	10.6%	1,935
Business outlets	88	88	0.0%	88	89	89	88	89	(1.1%)	88
Number of employees	1,571	1,547	1.6%	1,537	1,540	1,541	1,571	1,541	1.9%	1,537
Number of customers (in mn)	0.8	0.8	1.1%	0.8	0.8	0.8	0.8	0.8	4.6%	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) – Belarus



**Raiffeisen Bank  
International**

In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	25	23	7.2%	22	23	23	49	45	8.2%	90
Net fee and commission income	14	12	16.7%	13	12	13	27	24	9.8%	49
Net trading income and fair value result	0	1	(72.0%)	2	2	1	1	2	(59.7%)	6
Other net operating income	(1)	(1)	4.6%	1	(0)	(1)	(2)	(1)	79.4%	0
Operating income	39	35	9.0%	38	37	36	74	70	5.3%	146
General administrative expenses	(18)	(17)	5.3%	(17)	(17)	(18)	(35)	(35)	(0.6%)	(69)
Operating result	21	18	12.5%	21	20	18	39	35	11.4%	76
Other result	(0)	(0)	(46.9%)	(0)	(0)	(0)	(0)	(0)	53.1%	(0)
Levies and special governmental measures	0	0	-	0	0	0	0	0	-	0
Impairment losses on financial assets	(1)	0	-	(2)	4	3	(0)	4	-	5
Profit/loss before tax	20	19	7.8%	19	24	21	39	39	(0.0%)	82
Profit/loss after tax	15	14	7.2%	19	18	14	28	28	2.1%	65
Return on equity before tax <sup>1</sup>	22.0%	21.3%	0.6 PP	23.2%	29.6%	25.7%	18.8%	21.0%	(2.3 PP)	26.3%
Return on equity after tax <sup>1</sup>	16.1%	15.8%	0.4 PP	23.4%	21.8%	17.8%	13.8%	15.2%	(1.4 PP)	20.8%
Net interest margin <sup>1</sup>	5.68%	5.57%	0.12 PP	5.56%	6.17%	6.32%	5.65%	6.37%	(0.72 PP)	6.11%
Cost/income ratio	46.5%	48.2%	(1.7 PP)	43.7%	46.2%	49.8%	47.3%	50.2%	(2.9 PP)	47.5%
Loan/deposit ratio	91.7%	88.4%	3.3 PP	88.7%	86.6%	91.1%	91.7%	91.1%	0.7 PP	88.7%
Provisioning ratio <sup>1</sup>	0.18%	(0.49%)	0.67 PP	0.83%	(1.80%)	(1.43%)	(0.14%)	(1.02%)	0.88 PP	(0.72%)
NPE ratio	2.0%	2.3%	(0.3 PP)	2.5%	3.1%	3.7%	2.0%	3.7%	(1.6 PP)	2.5%
NPE coverage ratio	81.2%	84.0%	(2.8 PP)	82.4%	83.0%	78.2%	81.2%	78.2%	3.0 PP	82.4%
Total assets	1,986	1,933	2.7%	1,755	1,712	1,665	1,986	1,665	19.2%	1,755
RWA	1,734	1,635	6.0%	1,534	1,537	1,539	1,734	1,539	12.7%	1,534
Equity	390	365	6.8%	343	329	351	390	351	11.1%	343
Loans to customers	1,218	1,142	6.7%	1,073	1,017	997	1,218	997	22.1%	1,073
- Hereof non-financial corporations % <sup>2</sup>	74.0%	75.2%	(1.2 PP)	76.6%	77.1%	77.7%	74.0%	77.7%	(3.7 PP)	76.6%
- Hereof households % <sup>2</sup>	26.0%	24.8%	1.2 PP	23.4%	22.9%	22.3%	26.0%	22.3%	3.7 PP	23.4%
- Hereof FCY %	49.4%	50.2%	(0.8 PP)	50.1%	50.9%	50.8%	49.4%	50.8%	(1.3 PP)	50.1%
Deposits from customers	1,415	1,354	4.5%	1,227	1,191	1,118	1,415	1,118	26.6%	1,227
Business outlets	87	87	0.0%	87	87	88	87	88	(1.1%)	87
Number of employees	1,768	1,792	(1.3%)	1,829	1,856	1,876	1,768	1,876	(5.8%)	1,829
Number of customers (in mn)	0.8	0.8	1.5%	0.8	0.8	0.8	0.8	0.8	3.1%	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	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	190	176	7.9%	184	181	171	365	347	5.4%	712
Net fee and commission income	89	78	14.7%	94	82	76	167	149	11.8%	324
Net trading income and fair value result	12	10	21.7%	14	6	(0)	22	2	>500,0%	21
Other net operating income	1	2	(34.8%)	(6)	0	(1)	3	7	(61.0%)	2
Operating income	293	265	10.7%	285	269	247	558	506	10.3%	1,060
General administrative expenses	(115)	(101)	14.6%	(124)	(99)	(102)	(216)	(204)	5.6%	(427)
Operating result	178	164	8.3%	161	170	145	342	301	13.5%	633
Other result	(0)	(0)	127.0%	(2)	(0)	(0)	(1)	0	–	(2)
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	(14)	(4)	244.3%	(55)	(4)	(15)	(18)	2	–	(57)
Profit/loss before tax	163	160	2.2%	103	166	130	323	303	6.6%	573
Profit/loss after tax	128	126	2.2%	88	130	101	254	237	6.9%	455
Return on equity before tax <sup>1</sup>	33.0%	33.7%	(0.8 PP)	23.6%	39.9%	31.7%	33.9%	38.1%	(4.2 PP)	36.8%
Return on equity after tax <sup>1</sup>	25.9%	26.5%	(0.6 PP)	20.0%	31.3%	24.7%	26.6%	29.8%	(3.2 PP)	29.2%
Net interest margin <sup>1</sup>	5.06%	4.96%	0.11 PP	5.64%	5.85%	5.68%	5.00%	5.82%	(0.81 PP)	5.77%
Cost/income ratio	39.4%	38.0%	1.4 PP	43.5%	36.7%	41.4%	38.7%	40.4%	(1.7 PP)	40.3%
Loan/deposit ratio	85.2%	86.4%	(1.2 PP)	79.4%	84.3%	85.5%	85.2%	85.5%	(0.3 PP)	79.4%
Provisioning ratio <sup>1</sup>	0.38%	0.19%	0.19 PP	2.71%	0.17%	0.73%	0.38%	(0.05%)	0.43 PP	0.72%
NPE ratio	1.9%	1.9%	(0.1 PP)	2.0%	2.9%	3.1%	1.9%	3.1%	(1.2 PP)	2.0%
NPE coverage ratio	51.9%	51.2%	0.7 PP	53.7%	57.4%	62.0%	51.9%	62.0%	(10.1 PP)	53.7%
Total assets	16,434	15,058	9.1%	14,092	13,209	12,738	16,434	12,738	29.0%	14,092
RWA	9,804	9,048	8.3%	8,365	8,326	8,142	9,804	8,142	20.4%	8,365
Equity	2,193	2,027	8.2%	1,818	1,814	1,753	2,193	1,753	25.1%	1,818
Loans to customers	10,454	9,908	5.5%	8,519	8,587	8,133	10,454	8,133	28.5%	8,519
- Hereof non-financial corporations % <sup>2</sup>	60.2%	60.8%	(0.6 PP)	60.1%	59.0%	55.6%	60.2%	55.6%	4.6 PP	60.1%
- Hereof households % <sup>2</sup>	37.4%	36.3%	1.0 PP	37.9%	39.1%	40.9%	37.4%	40.9%	(3.5 PP)	37.9%
- Hereof FCY %	20.4%	22.3%	(1.9 PP)	23.0%	22.5%	21.9%	20.4%	21.9%	(1.5 PP)	23.0%
Deposits from customers	12,405	11,656	6.4%	10,880	10,307	9,550	12,405	9,550	29.9%	10,880
Business outlets	185	184	0.5%	191	191	188	185	188	(1.6%)	191
Number of employees	9,083	9,131	(0.5%)	8,998	8,890	8,694	9,083	8,694	4.5%	8,998
Number of customers (in mn)	3.2	3.2	2.0%	2.8	2.7	2.6	3.2	2.6	26.1%	2.8

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) – Ukraine



In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	61	57	6.9%	57	57	56	117	106	10.6%	220
Net fee and commission income	24	22	10.2%	25	24	22	46	43	8.5%	92
Net trading income and fair value result	3	2	26.0%	3	(2)	3	5	6	(9.2%)	7
Other net operating income	1	1	(18.5%)	4	2	(2)	2	(1)	–	5
Operating income	89	82	7.9%	88	82	80	171	154	11.4%	324
General administrative expenses	(40)	(38)	5.7%	(40)	(34)	(31)	(78)	(61)	28.8%	(135)
Operating result	49	44	9.8%	48	48	49	93	93	(0.1%)	189
Other result	1	1	31.3%	(6)	(1)	(0)	2	(1)	–	(8)
Levies and special governmental measures	0	0	–	0	0	0	0	0	–	0
Impairment losses on financial assets	5	1	>500.0%	1	(0)	6	6	19	(69.3%)	20
Profit/loss before tax	55	46	20.3%	43	47	54	101	111	(9.7%)	201
Profit/loss after tax	45	38	19.7%	35	38	45	83	92	(9.9%)	164
Return on equity before tax <sup>1</sup>	58.8%	45.7%	13.1 PP	51.9%	74.0%	78.2%	53.7%	80.4%	(26.7 PP)	81.0%
Return on equity after tax <sup>1</sup>	48.3%	37.8%	10.6 PP	42.2%	59.6%	64.2%	44.3%	66.4%	(22.1 PP)	66.3%
Net interest margin <sup>1</sup>	11.25%	11.04%	0.21 PP	11.54%	11.65%	11.66%	11.11%	11.30%	(0.19 PP)	11.49%
Cost/income ratio	45.3%	46.2%	(0.9 PP)	45.1%	41.7%	38.8%	45.8%	39.6%	6.2 PP	41.6%
Loan/deposit ratio	78.8%	85.7%	(6.9 PP)	85.2%	86.4%	82.3%	78.8%	82.3%	(3.5 PP)	85.2%
Provisioning ratio <sup>1</sup>	(1.43%)	(0.15%)	(1.29 PP)	0.24%	0.05%	(1.81%)	(0.79%)	(3.36%)	2.57 PP	(1.47%)
NPE ratio	6.6%	8.7%	(2.0 PP)	8.6%	11.4%	14.5%	6.6%	14.5%	(7.9 PP)	8.6%
NPE coverage ratio	65.8%	69.7%	(4.0 PP)	68.7%	73.6%	77.5%	65.8%	77.5%	(11.7 PP)	68.7%
Total assets	2,579	2,340	10.2%	2,347	2,219	2,284	2,579	2,284	12.9%	2,347
RWA	2,466	2,395	3.0%	2,361	2,076	2,177	2,466	2,177	13.3%	2,361
Equity	384	445	(13.7%)	392	301	287	384	287	33.9%	392
Loans to customers	1,590	1,516	4.9%	1,525	1,439	1,398	1,590	1,398	13.7%	1,525
- Hereof non-financial corporations % <sup>2</sup>	83.8%	84.8%	(1.0 PP)	86.0%	89.0%	88.5%	83.8%	88.5%	(4.6 PP)	86.0%
- Hereof households % <sup>2</sup>	14.2%	13.6%	0.6 PP	11.9%	9.6%	9.6%	14.2%	9.6%	4.6 PP	11.9%
- Hereof FCY %	23.4%	25.8%	(2.4 PP)	28.2%	27.0%	28.1%	23.4%	28.1%	(4.7 PP)	28.2%
Deposits from customers	2,024	1,787	13.2%	1,794	1,687	1,702	2,024	1,702	18.9%	1,794
Business outlets	499	499	0.0%	501	501	501	499	501	(0.4%)	501
Number of employees	7,810	7,895	(1.1%)	7,923	7,920	7,846	7,810	7,846	(0.5%)	7,923
Number of customers (in mn)	2.5	2.5	(0.7%)	2.5	2.5	2.5	2.5	2.5	(0.3%)	2.5

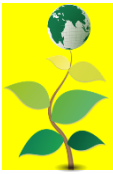
Note: All data, except P/L, are dated to the end of the period 1) Annualized 2) General governments and other financial corporations as remaining share

# Group Corporates & Markets



In EUR mn	Q2/2019	Q1/2019	q-o-q	Q4/2018	Q3/2018	Q2/2018	1-6/2019	1-6/2018	y-o-y	1-12/2018
Net interest income	149	146	1.4%	129	128	145	295	277	6.4%	534
Net fee and commission income	92	88	3.7%	105	90	97	180	175	2.6%	371
Net trading income and fair value result	16	(16)	-	(20)	18	6	(0)	24	-	22
Other net operating income	34	25	33.4%	36	19	25	59	88	(32.5%)	142
Operating income	305	244	24.7%	252	256	292	549	586	(6.3%)	1,094
General administrative expenses	(177)	(166)	6.6%	(169)	(158)	(160)	(343)	(320)	7.3%	(647)
Operating result	128	78	63.3%	83	98	132	206	266	(22.8%)	447
Other result	6	(3)	-	5	0	(4)	3	(4)	-	1
Levies and special governmental measures	(5)	(6)	(19.1%)	(5)	(5)	(5)	(10)	(11)	(7.7%)	(22)
Impairment losses on financial assets	(20)	(1)	>500.0%	(22)	6	52	(21)	78	-	62
Profit/loss before tax	109	69	58.3%	61	98	175	178	329	(46.0%)	488
Profit/loss after tax	85	55	54.2%	55	74	142	141	263	(46.5%)	393
Return on equity before tax <sup>1</sup>	11.2%	7.1%	4.1 PP	7.2%	12.2%	22.6%	9.1%	21.4%	(12.3 PP)	14.1%
Return on equity after tax <sup>1</sup>	8.8%	5.7%	3.1 PP	6.5%	9.2%	18.4%	7.2%	17.1%	(9.9 PP)	11.4%
Net interest margin <sup>1</sup>	1.23%	1.33%	(0.10 PP)	1.22%	1.18%	1.33%	1.28%	1.34%	(0.07 PP)	1.28%
Cost/income ratio	58.1%	68.0%	(9.9 PP)	67.0%	61.9%	54.9%	62.5%	54.6%	8.0 PP	59.1%
Loan/deposit ratio	164.0%	145.8%	18.2 PP	147.1%	163.4%	160.1%	164.0%	160.1%	3.9 PP	147.1%
Provisioning ratio <sup>1</sup>	0.29%	0.01%	0.28 PP	0.34%	(0.07%)	(0.85%)	0.35%	(1.53%)	1.88 PP	(1.53%)
NPE ratio	1.9%	2.3%	(0.3 PP)	2.4%	2.5%	2.6%	1.9%	2.6%	(0.7 PP)	2.4%
NPE coverage ratio	55.9%	53.3%	2.6 PP	54.1%	58.5%	52.8%	55.9%	52.8%	3.1 PP	54.1%
Total assets	53,454	49,391	8.2%	44,488	46,002	46,014	53,454	46,014	16.2%	44,488
RWA	23,037	22,480	2.5%	22,683	22,606	20,300	23,037	20,300	13.5%	22,683
Average Equity	3,919	3,881	1.0%	3,457	3,367	3,080	3,919	3,080	27.2%	3,457
Loans to customers	28,841	28,259	2.1%	26,953	25,970	25,161	28,841	25,161	14.6%	26,953
- Hereof non-financial corporations % <sup>2</sup>	61.4%	60.3%	1.1 PP	60.9%	58.1%	60.1%	61.4%	60.1%	1.3 PP	60.9%
- Hereof households % <sup>2</sup>	17.9%	18.0%	(0.1 PP)	18.6%	20.0%	20.4%	17.9%	20.4%	(2.5 PP)	18.6%
- Hereof FCY %	22.5%	21.1%	1.5 PP	18.0%	18.9%	21.5%	22.5%	21.5%	1.0 PP	18.0%
Deposits from customers	23,466	26,955	(12.9%)	23,020	22,097	20,736	23,466	20,736	13.2%	23,020
Business outlets	23	24	(4.2%)	22	24	24	23	24	(4.2%)	22
Number of employees	2,877	2,843	1.2%	2,879	2,838	2,799	2,877	2,799	2.8%	2,879
Number of customers (in mn)	2.0	2.0	(0.0%)	2.1	2.1	2.1	2.0	2.1	(6.5%)	2.1

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



# Sustainable Ratings, Indices and Awards



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



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



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

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



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



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



# Shareholder Information Overview



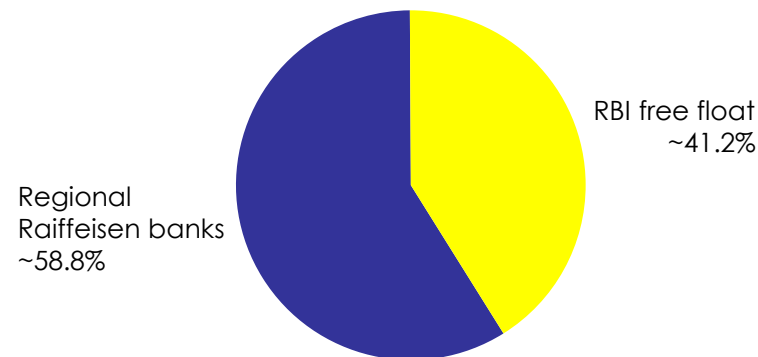
## General Information

- 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(hyb)	

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



Raiffeisenlandesbank NÖ-Wien	22.6%
Raiffeisen Landesbank Steiermark	10.0%
Raiffeisenlandesbank Oberösterreich	9.5%
Raiffeisen-Landesbank Tirol	3.7%
Raiffeisenverband Salzburg	3.6%
Raiffeisenlandesbank Kärnten	3.5%
Raiffeisenlandesbank Burgenland	3.0%
Raiffeisenlandesbank Vorarlberg	2.9%
<b>TOTAL regional Raiffeisen banks</b>	<b>58.8%</b>

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

## Contact Details

Group Investor Relations

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## Financial Calendar

31 October 2019	Start of Quiet Period <sup>1</sup>
14 November 2019	Third Quarter Report, Conference Call
30 January 2020	Start of Quiet Period <sup>1</sup>
06 February 2020	Preliminary Results 2019
18 March 2020	Annual Report 2019, Conference Call
30 April 2020	Start of Quiet Period <sup>1</sup>
14 May 2020	First Quarter Report, Conference Call
08 June 2020	Record Date Annual General Meeting
18 June 2020	Annual General Meeting
25 June 2020	Ex-Dividend Date
26 June 2020	Record Date Dividends
29 June 2020	Dividend Payment Date
28 July 2020	Start of Quiet Period <sup>1</sup>
11 August 2020	Semi-Annual Report, Conference Call
29 October 2020	Start of Quiet Period <sup>1</sup>
12 November 2020	Third Quarter Report, Conference Call

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