RBI – Additional Insights
FY 2011 Results
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### Key Strategic Initiatives per Segment (I)

<table>
<thead>
<tr>
<th>CE</th>
<th>SEE</th>
<th>Russia</th>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broadening of retail capabilities with the acquisition of Polbank</td>
<td></td>
<td></td>
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<tr>
<td>Adjusting business model and infrastructure for the challenging market environment in Hungary</td>
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<tr>
<td>Ongoing proactive cost management (lean management project across operations in order to optimize processes)</td>
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<tr>
<td>Selective lending with focus on primary customer relationships with cross-selling potential</td>
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</tr>
<tr>
<td>Further enhancement of existing prime relationships with corporate and affluent customers to increase share-of-wallet</td>
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<td></td>
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<tr>
<td>Focus on alternative distribution channels and service excellence programs</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>CE</th>
<th>SEE</th>
<th>Russia</th>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selective underwriting in Corporate and Retail; very limited new business with Financial Institutions</td>
<td></td>
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<tr>
<td>Cost efficiency and optimization of branch network</td>
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<tr>
<td>Centralization of services and process optimization to enhance productivity</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Further strengthening of primary relationships with premium retail and corporate clients while increasing cross-selling efforts</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special focus on corporate business in Croatia in connection with EU entry</td>
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</table>
### Key Strategic Initiatives per Segment (II)

<table>
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<th>Group Markets</th>
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</thead>
<tbody>
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</tr>
</tbody>
</table>

- Organic growth through enhancement of product offerings and supporting Russian corporates in their expansion
- Foster cross-selling in corporate banking; strategic focus on increasingly sophisticated financial services for corporates (e.g. investment banking, treasury, cash management, etc.)
- Focus on affluent customers in the retail segment
- Further optimization of the branch network and operational structures as well as cost management measures

<table>
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<tr>
<th>CE</th>
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<th>Russia</th>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
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</tbody>
</table>

- Tight cost management and focus on increasing efficiency of network and organization
- Restrictive lending policy in accordance with the overall risk situation (e.g. FX development, economic development, etc.)
- Focus on affluent banking and enhancement of alternative sales and service channels
- Cross- and up-selling to existing retail customers via credit cards, personal loans and insurance
- Co-operation with supranational agencies with a focus on agriculture and heavy industry
- Enhance service to multinationals with focus on cross-selling
### Key Strategic Initiatives per Segment (III)

<table>
<thead>
<tr>
<th>CE</th>
<th>SEE</th>
<th>Russia</th>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
</tr>
</thead>
</table>

- **Group Corporates**
  - Strategic, Group-wide client account planning to ensure extensive and fully integrated servicing of prime corporate customers to increase share-of-wallet
  - Distribution emphasis on funding and capital light products (e.g. treasury, cash management)
  - Increase efficiency in distribution of Group products (e.g. project finance, real estate finance, export finance, cash management)
  - Sharing of best practice across the Group

### Group Markets

- **Product generation for corporate and retail activities**
- Particular focus on capital light products (e.g. trade finance, cash management, custody)
- ECM/DCM and M&A advisory products via a “Hub-Model” in Austria, Croatia, Poland, Romania and Russia
- Support financial institutions (FI) and sovereigns in debt issuance efforts
- Strengthen FI cross-selling with selected counterparties
- Very limited proprietary business
## Overview Segment CE

### Operating Income Split by Country (FY 2011)

![Operating Income Split by Country](image)

- **Slovakia**: 27%
- **Czech Republic**: 25%
- **Poland**: 23%
- **Hungary**: 23%
- **Slovenia**: 2%

**Total**: EUR 1,668 mn

### Financial Highlights (y-o-y)

- Continued increase of lending volumes (also trading and investments positions)
- Profit decreased 88% mainly driven by difficult Hungarian market environment
- Operating income improved 6%
- Significant increases in net interest income in Poland and Slovakia offset by Czech Republic and Hungary
- General admin. expenses increased by 6%, impacted mainly by staff expenses and other admin. expenses primarily in Czech Republic, Slovakia (ZUNO related expenses) and Poland due to preparation of Polbank acquisition
- Provisioning increased 58% primarily from losses in mortgages and consumer loans in Hungary
- Other results remained negative due to valuation losses

### Financial Highlights (q-o-q)

- Higher operating income due to net trading income from FX based derivatives in Hungary; increase partly offset by drop in net interest income due to repayments in Hungary (approx. EUR 10 mn)
- Decrease in provisioning in Q4 due to already high provisioning in Hungary in Q3
- Lower general admin. expenses predominantly due to consulting and advertising expenses in the Czech Rep.
- Lower other result due to valuation losses on municipal bonds in Hungary and state bonds in the Czech Rep.

### Financials

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</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>1,569</td>
<td>1,668</td>
<td>6.3%</td>
<td>439</td>
<td>396</td>
<td>450</td>
<td>13.6%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(883)</td>
<td>(938)</td>
<td>6.2%</td>
<td>(246)</td>
<td>(238)</td>
<td>(230)</td>
<td>(3.4)%</td>
</tr>
<tr>
<td>Operating result</td>
<td>685</td>
<td>730</td>
<td>6.5%</td>
<td>192</td>
<td>158</td>
<td>220</td>
<td>39.0%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(408)</td>
<td>(646)</td>
<td>58.3%</td>
<td>(103)</td>
<td>(307)</td>
<td>(162)</td>
<td>(47.3)%</td>
</tr>
<tr>
<td>Other result</td>
<td>(8)</td>
<td>(50)</td>
<td>&gt;500%</td>
<td>(14)</td>
<td>(2)</td>
<td>(38)</td>
<td>&gt;500%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>269</td>
<td>33</td>
<td>(87.8)%</td>
<td>75</td>
<td>(150)</td>
<td>20</td>
<td>-</td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>3.29%</td>
<td>3.16%</td>
<td>(13)BP</td>
<td>3.52%</td>
<td>3.14%</td>
<td>2.89%</td>
<td>(25)BP</td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>10.4%</td>
<td>1.2%</td>
<td>(9.2)PP</td>
<td>11.7%</td>
<td>-</td>
<td>2.9%</td>
<td>-</td>
</tr>
</tbody>
</table>

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Group Investor Relations

29 March 2012

Slide No 6
Overview Segment SEE

Financial Highlights (y-o-y)
- Annual result up 15% mainly driven by lower provisioning but partly offset by slightly lower operating income and other result
- Net interest income increase of 2% mainly caused by volumes in Romania, partly offset by margin decreases in Bulgaria
- Continued slow down in fee related business in the region due to lower transaction volumes mainly in Romania
- General admin. expenses increased 1% mainly driven by higher depreciation and sundry expenses in Romania but offset by lower bonus expenses across the region
- Provisioning improved 23% backed by nearly all countries in the segment

Financial Highlights (q-o-q)
- Operating income higher due to net trading income increase, mainly in Croatia due to FX and interest based business transactions
- Provisioning decreased mostly due to releases of portfolio provisioning for corporate clients in Albania
- Higher general admin. expenses throughout the region; especially in Romania due to marketing and consulting expenses
- Decrease in risk-weighted assets due to application of lower weighting following Croatia’s upcoming EU accession (EUR 0.8 bn)

Operating Income Split by Country (FY 2011)

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>1,366</td>
<td>1,379</td>
<td>(1.0)%</td>
<td>345</td>
<td>338</td>
<td>350</td>
<td>3.3%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(746)</td>
<td>(738)</td>
<td>1.2%</td>
<td>(183)</td>
<td>(195)</td>
<td>(192)</td>
<td>5.0%</td>
</tr>
<tr>
<td>Operating result</td>
<td>619</td>
<td>641</td>
<td>(3.4)%</td>
<td>155</td>
<td>150</td>
<td>158</td>
<td>1.4%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(258)</td>
<td>(335)</td>
<td>(23.1)%</td>
<td>(64)</td>
<td>(109)</td>
<td>(70)</td>
<td>(7.6)%</td>
</tr>
<tr>
<td>Other result</td>
<td>(10)</td>
<td>(1)</td>
<td>&gt;500%</td>
<td>(2)</td>
<td>(14)</td>
<td>(14)</td>
<td>(83.6)%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>351</td>
<td>305</td>
<td>15.3%</td>
<td>91</td>
<td>72</td>
<td>42</td>
<td>26.8%</td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>4.16%</td>
<td>3.90%</td>
<td>17BP</td>
<td>4.04%</td>
<td>3.98%</td>
<td>(12)BP</td>
<td></td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>18.1%</td>
<td>15.7%</td>
<td>1.8PP</td>
<td>4.1PP</td>
<td>8.6%</td>
<td>14.0%</td>
<td></td>
</tr>
</tbody>
</table>
Overview Segment Russia

Exposure by Type of Customer (Dec 2011)

- Corporates: 70%
- Retail: 17%
- FI: 9%
- Sovereigns: 4%

Total: EUR 16.5 bn

Financial Highlights (q-o-q)
- Net interest income driven by continued volume increase
- Improved net trading result due to appreciation of trading bonds
- Releases in portfolio provisioning due to loss rate adjustments
- Depreciation increased due to real estate impairment (EUR 11 mn)
- Other result higher due to gains from valuations, mainly in FX macro hedges

Financial Highlights (y-o-y)
- Strong business development resulting in 63% increase in profit before tax
- Significant increase in net interest income reflecting dynamic corporate and retail business growth
- Despite competitive environment strong growth in lending volumes at increased net interest margin
- Net commission income strongly improved due to higher transaction numbers and volumes
- General admin. expenses rose by 18% predominantly due to increases in salaries and social expenses
- Substantially lower provisioning (overall net releases) due to improvements in credit quality across the portfolio

Financials

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>767</td>
<td>853</td>
<td>11.2%</td>
<td>186</td>
<td>192</td>
<td>213</td>
<td>10.9%</td>
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<tr>
<td>General admin. expenses</td>
<td>(415)</td>
<td>(488)</td>
<td>17.5%</td>
<td>(113)</td>
<td>(113)</td>
<td>(153)</td>
<td>34.7%</td>
</tr>
<tr>
<td>Operating result</td>
<td>352</td>
<td>366</td>
<td>3.8%</td>
<td>73</td>
<td>79</td>
<td>61</td>
<td>(23.2)%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(77)</td>
<td>42</td>
<td>-</td>
<td>6</td>
<td>(17)</td>
<td>63</td>
<td>-</td>
</tr>
<tr>
<td>Other result</td>
<td>(8)</td>
<td>26</td>
<td>-</td>
<td>5</td>
<td>18</td>
<td>23</td>
<td>28.1%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>267</td>
<td>434</td>
<td>62.5%</td>
<td>83</td>
<td>81</td>
<td>147</td>
<td>82.4%</td>
</tr>
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</table>

Net interest margin (%) | 4.14% | 4.47% | 33BP | 4.16% | 4.49% | 4.50% | 1BP |
| ROE before tax (%) | 24.7% | 34.0% | 9.3PP | 30.9% | 25.8% | 46.4% | 20.7PP |
### Financial Highlights (q-o-q)
- Hyperinflation accounting in Belarus impacting the result by EUR 54 mn
- Trading income strongly down due to EUR 84 mn hyperinflation adjustment in Belarus
- Provisioning nearly unchanged; Belarus offset the increase in Ukraine
- Loan volume increase in Ukraine driven by corporates

### Financial Highlights (y-o-y)
- Profit increased 19% despite challenging conditions in the region and EUR 54 mn negative impact from hyperinflation accounting
- Decline in net interest income triggered by FX translation effects in Belarus partly offset by increase in Ukraine
- Net trading income negative, driven by hyperinflation adjustments (minus EUR 81 mn), partly offset by gains (EUR 76 mn) from capital hedge (both in Belarus)
- Provisioning down 40% due to continued portfolio quality improvements in Ukraine
- General admin. expenses increased by 3%
- Other result down due to losses from investments as yields on Ukrainian state bonds rose

### Operating Income Split by Country (FY 2011)
- **Total:** EUR 584 mn
- **Belarus:** 18%
- **Ukraine:** 82%

### Financials

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<tbody>
<tr>
<td>Operating income</td>
<td>622</td>
<td>584</td>
<td>(6.1)%</td>
<td>107</td>
<td>169</td>
<td>86</td>
<td>(48.9)%</td>
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<tr>
<td>General admin. expenses</td>
<td>(346)</td>
<td>(336)</td>
<td>(3.0)%</td>
<td>(99)</td>
<td>(83)</td>
<td>(88)</td>
<td>5.2%</td>
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<tr>
<td>Operating result</td>
<td>276</td>
<td>248</td>
<td>(10.1)%</td>
<td>7</td>
<td>86</td>
<td>(1)</td>
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</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(214)</td>
<td>(128)</td>
<td>(40.2)%</td>
<td>9</td>
<td>(28)</td>
<td>(29)</td>
<td>4.5%</td>
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<tr>
<td>Other result</td>
<td>27</td>
<td>(15)</td>
<td></td>
<td>9</td>
<td>(13)</td>
<td>(7)</td>
<td>(47.7)%</td>
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<tr>
<td>Profit before tax</td>
<td>89</td>
<td>106</td>
<td>18.5%</td>
<td>25</td>
<td>45</td>
<td>(37)</td>
<td></td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>6.19%</td>
<td>6.10%</td>
<td>(9)BP</td>
<td>3.09%</td>
<td>6.79%</td>
<td>(89)BP</td>
<td></td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>13.4%</td>
<td>15.1%</td>
<td>1.7PP</td>
<td>15.2%</td>
<td>25.3%</td>
<td>(20.7)%</td>
<td>(46.0)% PP</td>
</tr>
</tbody>
</table>

Group Investor Relations

29 March 2012
Overview Segment Group Corporates

Exposure by Region (Dec 2011)

- Austria: 36%
- Asia: 22%
- European Union (excl. Austria): 17%
- CEE: 11%
- North America: 7%
- Other: 2%
- Europe Other: 5%
- Total: EUR 42.7 bn

Financial Highlights (y-o-y)
- Strong performance in spite of uncertain macro situation with operating income up by 16%
- Further improvement in net interest margins
- Solid increase in commission income due to extended sale of capital and funding light products
- General admin. expenses stable
- Efficiency improved
- Provisioning decreased due to improved asset quality

Financial Highlights (q-o-q)
- Increase in net interest income due to intensified business with international corporates
- Higher provisioning driven by individual allocations to large corporates
- Valuation gain from financial investments due to further spread tightening of corporate bonds

Financials

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<tr>
<td>Operating income</td>
<td>547</td>
<td>634</td>
<td>15.9%</td>
<td>144</td>
<td>161</td>
<td>182</td>
<td>13.3%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(142)</td>
<td>(141)</td>
<td>(0.6)%</td>
<td>(39)</td>
<td>(31)</td>
<td>(39)</td>
<td>24.0%</td>
</tr>
<tr>
<td>Operating result</td>
<td>405</td>
<td>493</td>
<td>21.6%</td>
<td>105</td>
<td>129</td>
<td>143</td>
<td>10.7%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(129)</td>
<td>(116)</td>
<td>(9.2)%</td>
<td>(59)</td>
<td>(17)</td>
<td>(79)</td>
<td>374.3%</td>
</tr>
<tr>
<td>Other result</td>
<td>19</td>
<td>(4)</td>
<td>-</td>
<td>11</td>
<td>(6)</td>
<td>2</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>295</td>
<td>374</td>
<td>26.4%</td>
<td>56</td>
<td>107</td>
<td>66</td>
<td>(38.5)%</td>
</tr>
</tbody>
</table>

Net interest margin (%)    | 1.63%   | 1.97%   | 34BP  | 1.65%     | 2.08%     | 2.16%     | 8BP   |
ROE before tax (%)         | 18.5%   | 22.4%   | 3.9PP | 14.1%     | 25.3%     | 15.8%     | (9.5)PP |
Overview Segment Group Markets

Exposure by Region (Dec 2011)

- **Austria**: 53%
- **European Union (excl. Austria)**: 33%
- **Asia**: 6%
- **North America**: 3%
- **CEE**: 3%
- **Other Europe Other**: 1%
- **Other**: 1%

Total: EUR 46.8 bn

Financial Highlights (q-o-q)

- Net interest income decreased 19% mainly due to lower volumes and narrowing credit spreads on high quality securities
- Net trading result turned positive due to valuation adjustments
- General admin. expenses up due to roll out of IT-applications
- Provisioning decreased further with few allocations related to financial institutions
- Volumes mostly down due to sale of part of HTM portfolio (EUR 3.2 bn)

Financial Highlights (y-o-y)

- Sale of part of HTM portfolio in headquarters lowering net interest income and increasing net income from investments
- Net trading result turned positive due to valuation adjustments
- Slightly higher provisioning

### Financials

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>514</td>
<td>548</td>
<td>6.6%</td>
<td>148</td>
<td>93</td>
<td>174</td>
<td>87.5%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(241)</td>
<td>(264)</td>
<td>9.5%</td>
<td>(69)</td>
<td>(71)</td>
<td>(66)</td>
<td>(6.8)%</td>
</tr>
<tr>
<td>Operating result</td>
<td>273</td>
<td>284</td>
<td>4.1%</td>
<td>79</td>
<td>22</td>
<td>108</td>
<td>391.0%</td>
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<tr>
<td>Loan loss provisioning</td>
<td>(31)</td>
<td>(14)</td>
<td>(56.3)%</td>
<td>(30)</td>
<td>1</td>
<td>(6)</td>
<td>-</td>
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<tr>
<td>Other result</td>
<td>7</td>
<td>(4)</td>
<td>-</td>
<td>47</td>
<td>(113)</td>
<td>62</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>249</td>
<td>266</td>
<td>6.9%</td>
<td>96</td>
<td>(90)</td>
<td>164</td>
<td>-</td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>0.70%</td>
<td>0.85%</td>
<td>14BP</td>
<td>0.89%</td>
<td>0.94%</td>
<td>0.86%</td>
<td>(7)BP</td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>15.4%</td>
<td>19.5%</td>
<td>4.1PP</td>
<td>23.2%</td>
<td>-</td>
<td>46.3%</td>
<td>-</td>
</tr>
</tbody>
</table>
### Overview Corporate Center & Reconciliation

#### Financials — Corporate Center

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<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>426</td>
<td>356</td>
<td>(16.6)%</td>
<td>93</td>
<td>49</td>
<td>(20)</td>
<td>-</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(307)</td>
<td>(318)</td>
<td>3.5%</td>
<td>(74)</td>
<td>(69)</td>
<td>(113)</td>
<td>63.9%</td>
</tr>
<tr>
<td>Operating result</td>
<td>120</td>
<td>38</td>
<td>(68.4)%</td>
<td>19</td>
<td>(20)</td>
<td>(133)</td>
<td>&gt;500%</td>
</tr>
<tr>
<td>Provisioning</td>
<td>0</td>
<td>55</td>
<td>-</td>
<td>5</td>
<td>60</td>
<td>(5)</td>
<td>-</td>
</tr>
<tr>
<td>Other result</td>
<td>(11)</td>
<td>(158)</td>
<td>&gt;500%</td>
<td>(55)</td>
<td>83</td>
<td>(251)</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>109</td>
<td>(65)</td>
<td>-</td>
<td>(30)</td>
<td>123</td>
<td>(389)</td>
<td>-</td>
</tr>
</tbody>
</table>

#### Financial Highlights — Corporate Center

- Net interest income increased 25% due to higher intra-group dividends
- Higher funding and liquidity expenses
- Other net operating income dropped due to bank levy in Austria (EUR 83 mn)
- General admin. expenses increased (mainly ZUNO expansion)
- Other result contains:
  - Positive impact from fair value option
  - Valuation gains from macro hedging
  - Valuation gain from securities
  - Impairments of equity investments

#### Financials — Reconciliation

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>(421)</td>
<td>(720)</td>
<td>71.2%</td>
<td>(107)</td>
<td>(47)</td>
<td>(247)</td>
<td>429.5%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>92</td>
<td>110</td>
<td>19.9%</td>
<td>8</td>
<td>16</td>
<td>46</td>
<td>186.7%</td>
</tr>
<tr>
<td>Operating result</td>
<td>(329)</td>
<td>(610)</td>
<td>85.3%</td>
<td>(99)</td>
<td>(30)</td>
<td>(200)</td>
<td>&gt;500%</td>
</tr>
<tr>
<td>Provisioning</td>
<td>0</td>
<td>(0)</td>
<td>-</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>-</td>
</tr>
<tr>
<td>Other result</td>
<td>33</td>
<td>484</td>
<td>-</td>
<td>41</td>
<td>(4)</td>
<td>479</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(296)</td>
<td>(126)</td>
<td>(57.6)%</td>
<td>(57)</td>
<td>(34)</td>
<td>279</td>
<td>-</td>
</tr>
</tbody>
</table>

#### Description — Reconciliation

- Reconciliation comprises consolidation adjustments to reconcile segments with group results:
  - Intra-group dividends within net interest income EUR 461 mn
  - Intra-group charges within operating income, mainly offset by respective consolidation adjustments in general administrative expenses
  - Impairments of equity investments in Corporate Center are offset by corresponding goodwill impairment (EUR 187 mn) disclosed under operating income at group level
Improving Risk Perception towards CEE

Source: Bloomberg, Raiffeisen Research

Public debt 2011E (% of GDP) vs. General budget deficit 2011E (% of GDP)

- Eurozone
- Poland
- Croatia
- Serbia
- Slovenia
- Czech Rep.
- Romania
- Albania
- Austria
- Germany
- Hungary
- Bulgaria
- Bosnia a. Herzegovina
- Belarus
- Ukraine
- Russia

Maastricht Criteria

(6)% (5)% (4)% (3)% (2)% (1)% 0% 1% 2% 3%

(6)% (5)% (4)% (3)% (2)% (1)% 0% 1% 2% 3%

Source: Bloomberg, Raiffeisen Research

Group Investor Relations 29 March 2012 Slide No 13
Additional Details on Hungary

**FX Early Repayment Scheme (finalised)**
- EUR ~ 400 mn FX mortgage loans
- 28.9% of the eligible FX mortgage loans repaid early, translating into EUR 108.7 mn gross loss
- 30% of loss will be compensated via 1-year government bonds reducing the total net negative impact to EUR 76.1 mn
- Program closed in February 2012, the losses were booked in 2011

**Program for performing clients**
- ~60% of FX mortgage loan volume
- Burden sharing / buffer account for a maximum 5 year period
- Up to 180 HUF/CHF and 250 HUF/EUR: Client pays principal and interest
- Between 180-270 HUF/CHF and 250-340 HUF/EUR: Principal goes to a buffer account, and interest is split between bank and state 50-50%
- Above 270 HUF/CHF & 340 HUF/EUR: Hungarian state pays principal and interest

**Program for non-performing clients**
- ~18% of FX mortgage loan volume
- 25% write-off on all eligible NPLs
- Conversion to HUF loan
- 30% of loss from write-off is deductible from 2012 banking tax
- Deterioration of debtor’s financial standing (verified by documents)
- Additional support
  - HUF interest subsidy (final terms still under discussion)
  - Social cases: National Asset Management Agency
- Loans above HUF 20 mn (loan value with exchange rate at origination)
- Performing clients with restructured loans (payment ease) are not eligible

**Non-eligible FX mortgage loans**
- ~22% of FX mortgage loan volume
- Loans above HUF 20 mn (loan value with exchange rate at origination)
- Performing clients with restructured loans (payment ease) are not eligible

**Estimated impact on RBHU**
- EUR 15–20 mn for a five year period (assuming 50% participation rate) – excluding the effect of lower new NPL volumes
- RBHU’s existing provisioning will cover significant part of the potential impact in 2012

**Description**
- Estimated impact on RBHU EUR ~ 400 mn
- FX mortgage loans ~60% of FX mortgage loan volume
- ~18% of FX mortgage loan volume
- ~22% of FX mortgage loan volume
- Non-eligible FX mortgage loans
- EUR 15–20 mn for a five year period (assuming 50% participation rate) – excluding the effect of lower new NPL volumes
- RBHU’s existing provisioning will cover significant part of the potential impact in 2012

Group Investor Relations
29 March 2012
Low Exposure to Peripheral EU Countries

RBI – Total Exposure at end of FY 2011 (in EUR mn)

<table>
<thead>
<tr>
<th>Country</th>
<th>Corporate Exposure</th>
<th>FL Exposure</th>
<th>Sovereign Exposure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>30</td>
<td>–</td>
<td>30</td>
</tr>
<tr>
<td>Ireland</td>
<td>12</td>
<td>5</td>
<td>30</td>
</tr>
<tr>
<td>Italy</td>
<td>280</td>
<td>20</td>
<td>731</td>
</tr>
<tr>
<td>Portugal</td>
<td>–</td>
<td>–</td>
<td>109</td>
</tr>
<tr>
<td>Spain</td>
<td>62</td>
<td>25</td>
<td>648</td>
</tr>
<tr>
<td>Total</td>
<td>386</td>
<td>51</td>
<td>1,548</td>
</tr>
</tbody>
</table>

- Total exposure to peripheral EU countries decreased by EUR 1.0 bn (-28%) y-o-y
- Significant reduction of sovereign portfolio in Italy (including trading book bonds and money market transactions), no sovereign exposure to other peripheral EU countries
- FL exposure decreased strongly in all countries except Ireland
- The increase in Ireland was driven by interest rate swaps with a London based branch of a US banking group. Whilst the booking unit is Ireland, the risk is ultimately a systemically important major US institution

1) Defined as exposure at default including on- and off-balance sheet positions excluding secured repo business before recognition of collateral
Portfolio Overview: Corporate Exposure

Total Corporate Exposure by Industry …

- Wholesale and Retail Trade 24%
- Manufacturing 22%
- Real Estate 11%
- Other industries 23%
- Financial Intermediation 9%
- Construction 7%
- Transport, Storage and Communication 4%
- Transport, Storage and Communication 4%

… and by Region

- CE 22%
- SEE 13%
- Western Europe 13%
- Asia 10%
- RoW 4%
- CIS Other 5%

Total exposure: EUR 89.2 bn

Rating Breakdown

- Dec 2010
- Dec 2011

- Best
- Worst

- Further improvement of portfolio quality
- In line with our strategy, regional distribution has a clear bias towards CEE (54%) and Austria (19%)
- Growth in corporate portfolio in 2011 mainly driven by Russia and branches
- New business diversified across all industries, with a bias towards materials and energy
- The largest 10 exposures account for only 6.8% of the total corporate portfolio

Note: All figures by country of risk; credit exposure comprises all on-balance sheet (loans, debt securities) and off-balance sheet exposures (guarantees, commitments) that expose RBI to credit risk; rating categories are not comparable to those of different rating models (i.e. FI and Sovereign); regional and rating breakdown excludes project financing resulting in EUR 8.5 bn
Portfolio Overview: Retail Exposure

Retail Exposure by Product …

- Mortgages: 46%
- Consumer Loans: 24%
- Overdraft: 8%
- Car Loans: 9%
- Credit Cards: 9%
- SME: 4%

Retail Loan Exposure by Currency (Foreign Currency)

- Total Foreign Currency: 36%
- Sept 2011: Other FX 3%, USD 18%, CHF 39%, EUR 40%
- Dec 2011: Other FX 3%, USD 18%, CHF 37%, EUR 42%

… and by Region

- CIS Other: 8%
- RoW: 1%
- Russia: 12%
- CE: 48%
- SEE: 31%
- Total exposure: EUR 23.3 bn

Note: All figures by country of risk; credit exposure comprises all on-balance sheet (loans, debt securities) and off-balance sheet exposures (guarantees, commitments) that expose RBI to credit risk

- Retail exposure in CEE markets only
- Retail foreign currency lending decreased by 2PP q-o-q
- Moderate loan growth mainly driven by increased consumer lending in Russia and Slovakia, decline in Hungary due to mortgage repayments
- Portfolio dominated by mortgages (46%), followed by consumer loans (24%)
Portfolio Overview: FI Exposure

**FI Exposure by Product …**

- Money market: 34%
- Bonds: 11%
- Derivatives: 32%
- Loans and accounts: 13%
- Repos: 7%
- Other/Off-balance: 3%

**… and by Region**

- Austria: 43%
- Western Europe: 42%
- Asia: 8%
- RoW: 7%

**Rating Breakdown**

<table>
<thead>
<tr>
<th>Rating</th>
<th>Dec 2010</th>
<th>Dec 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1</td>
<td>1%</td>
<td>0%</td>
</tr>
<tr>
<td>A2</td>
<td>0%</td>
<td>1%</td>
</tr>
<tr>
<td>A3</td>
<td>56%</td>
<td>62%</td>
</tr>
<tr>
<td>B1</td>
<td>0%</td>
<td>7%</td>
</tr>
<tr>
<td>B2</td>
<td>14%</td>
<td>7%</td>
</tr>
<tr>
<td>B3</td>
<td>8%</td>
<td>11%</td>
</tr>
<tr>
<td>B4</td>
<td>3%</td>
<td>3%</td>
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<tr>
<td>B5</td>
<td>8%</td>
<td>5%</td>
</tr>
<tr>
<td>C</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>D</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>NR</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

**Total exposure: EUR 38.8 bn**

- 27% of FI exposure is towards RBG as part of intra-group liquidity management (representing over 50% of the top 10 FI customers)
- Money market with Western European (mainly Austrian) banks represent ~25%
- Bond portfolio consists mainly of Western European (incl. Austria) and US bank paper
- Portfolio growth in 1-9/2011 caused by interest rate hedging, of which almost 80% secured
- Increase mainly driven by exposure to globally systemic banks

Note: All figures by country of risk; credit exposure comprises all on-balance sheet (loans, debt securities) and off-balance sheet exposures (guarantees, commitments) that expose RBI to credit risk.
### Portfolio Overview: Sovereign Exposure

#### Sovereign Exposure by Product

- **Bonds**: 49%
- **Loans & Accounts**: 33%
- **Derivatives**: 4%
- **Other**: 14%

#### Sovereign Exposure by Region

- **CE**: 29%
- **SEE**: 24%
- **Russia**: 2%
- **CIS Other**: 5%
- **Asia**: 3%
- **RoW**: 3%
- **Austria**: 34%

**Total exposure**: EUR 26.9 bn

#### Rating Breakdown

<table>
<thead>
<tr>
<th>Rating</th>
<th>A1</th>
<th>A2</th>
<th>A3</th>
<th>B1</th>
<th>B2</th>
<th>B3</th>
<th>B4</th>
<th>B5</th>
<th>C</th>
<th>D</th>
<th>NR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec 2010</td>
<td>32%</td>
<td>2%</td>
<td>15%</td>
<td>17%</td>
<td>6%</td>
<td>7%</td>
<td>5%</td>
<td>3%</td>
<td>23%</td>
<td>1%</td>
<td>0%</td>
</tr>
<tr>
<td>Dec 2011</td>
<td>36%</td>
<td>2%</td>
<td>17%</td>
<td>7%</td>
<td>6%</td>
<td>8%</td>
<td>8%</td>
<td>7%</td>
<td>21%</td>
<td>1%</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Best** ← ⬅️ ⬅️ ⬅️ ⬅️ ⬅️ ⬅️ ⬅️ ⬅️ | **Worst**

- Majority of sovereign book is held for liquidity management and minimum reserve requirements
- B3 rating category elevated due to minimum reserves mainly in Hungary and SEE markets
- Shift of exposure in core markets from central governments to central banks
- Significant decline in exposure to governments of some countries (Austria, Belgium, EU-peripherals)
- No sovereign exposure to Greece, Ireland, Portugal or Spain

**Note**: All figures by country of risk; credit exposure comprises all on-balance sheet (loans, debt securities) and off-balance sheet exposures (guarantees, commitments) that expose RBI to credit risk
## Contact and Financial Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>10 May 2012</td>
<td>Start of Quiet Period¹</td>
</tr>
<tr>
<td>24 May 2012</td>
<td>First Quarter Report, Conference Call</td>
</tr>
<tr>
<td>20 June 2012</td>
<td>Annual General Meeting</td>
</tr>
<tr>
<td>27 June 2012</td>
<td>Ex-Dividend and Dividend Payment Date</td>
</tr>
<tr>
<td>15 August 2012</td>
<td>Start of Quiet Period¹</td>
</tr>
<tr>
<td>29 August 2012</td>
<td>Semi-Annual Report, Conference Call</td>
</tr>
<tr>
<td>14 November 2012</td>
<td>Start of Quiet Period¹</td>
</tr>
<tr>
<td>28 November 2012</td>
<td>Third Quarter Report, Conference Call</td>
</tr>
</tbody>
</table>

1) Quiet Period: Two-week period before the publication of the quarterly financial statements and a four-week period before the publication of the annual report. During this period we do not hold investor or analyst meetings.

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### Contact Details

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Spokesperson  
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  - Donate to help the underprivileged
  - Become a member
  - Spread the message

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