RBI – Additional Insights
FY 2012 Results
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### Key Strategic Initiatives per Segment (I)

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

<table>
<thead>
<tr>
<th>Segment</th>
<th>SEE</th>
<th>Russia</th>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Selective underwriting in Corporate and Retail; very limited new business with Financial Institutions</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Cost efficiency and optimization of branch network</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Centralization of services and process optimization to enhance productivity</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<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>
</tr>
</tbody>
</table>
### Key Strategic Initiatives per Segment (II)

<table>
<thead>
<tr>
<th>Russia</th>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Focus on premium customers in the Retail segment via multi channel cross-selling</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Selective growth through enhancement of product offerings and supporting Russian corporates in their expansion</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Foster cross-selling in corporate banking; strategic focus on specialized financial services for corporates (e.g. Investment Banking, Treasury, Cash Management)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Further optimization of the branch network and operational structures as well as cost management measures</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Maintain the strong position in the local ruble corporate bond market, strengthen the position in the eurobond market</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CIS Other</th>
<th>Group Corporates</th>
<th>Group Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Cross- and up-selling to existing retail customers via credit cards, personal loans and insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Restrictive lending policy in accordance with the overall risk situation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Co-operation with supranational agencies in Ukraine with a focus on agriculture and heavy industry</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Continuous enhancement of services and products for multinationals in Ukraine with focus on cross-selling</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Tight cost management and focus on increasing efficiency of network and organization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Further centralization of major functions and regional governance</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Key Strategic Initiatives per Segment (III)

#### Group Corporates

- Strategic, Group-wide client account planning to ensure extensive and fully integrated servicing of prime corporate customers to increase share-of-wallet
- Emphasis on funding and capital light products (e.g. Corporate Bond Issues, Treasury, Cash Management) and increase share of marketable and liquid assets
- 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
- Continuous optimization of processes and focus on cost efficiency

#### Group Markets

- Continue above average growth in Capital Markets by providing reliable and high-quality services to Corporates, Institutional Clients and Retail customers – supported by conservative and customer-oriented trading activities
- Increase share of business with non-bank financial institutions by strengthening client coverage with local currency rates and CEE credit products
- Roll-out Asset Based Finance as new business line complementing best-in-class Investment Banking services (DCM, ECM, M&A)
- Further increase efficiency in distribution and product delivery by streamlining processes and keeping rigorous cost discipline
- Build next generation of operating model by exploiting synergies and leveraging strengths across all banking operations
Overview Segment CE

Operating Income Split by Country (1-12/2012)

- Slovakia: 28%
- Czech Republic: 26%
- Poland: 30%
- Hungary: 14%
- Slovenia: 2%

Total: EUR 1,529 mn

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>Y-o-Y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>Q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>1,529</td>
<td>1,668</td>
<td>(8.3)%</td>
<td>412</td>
<td>375</td>
<td>9.8%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(1,037)</td>
<td>(938)</td>
<td>10.5%</td>
<td>(314)</td>
<td>(264)</td>
<td>19.0%</td>
</tr>
<tr>
<td>Operating result</td>
<td>492</td>
<td>730</td>
<td>(32.6)%</td>
<td>98</td>
<td>111</td>
<td>(12.0)%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>(517)</td>
<td>(646)</td>
<td>(20.0)%</td>
<td>(224)</td>
<td>(94)</td>
<td>138.6%</td>
</tr>
<tr>
<td>Other results</td>
<td>78</td>
<td>(50)</td>
<td>–</td>
<td>27</td>
<td>24</td>
<td>16.4%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>53</td>
<td>33</td>
<td>60.8%</td>
<td>(99)</td>
<td>41</td>
<td>–</td>
</tr>
</tbody>
</table>

1) Calculated as net interest income divided by average interest bearing assets

Profit before tax increased by 61% driven mainly by decline in provisioning partly offset by integration of Polbank

Segment lending volumes increased due to first time consolidation of Polbank

Decrease in NIM driven by higher expenses for deposits across all countries due to competitive pricing and higher deposit volumes

Operating income decreased (minus 8%) due to lower net interest income particularly in Hungary and lower net trading income due to FX hedges in Hungary

General admin. expenses increased 11% due to Polbank integration and its merger expenses. Staff reductions mainly in Hungary and Czech Republic resulted in savings on staff expenses. Savings on other administrative expenses for nearly all countries, but slightly offset by increases in depreciation in Hungary and Slovakia

Provisioning decreased by 20%; predominantly due to high provisioning for housing loans (state program) in Hungary in 2011, however there were new allocations in Poland due to weakness in construction industry

Slovak bank levy, introduced in 2012 (EUR 29 mn), impacting other net operating result

Slovenia incurred losses, however rescaling in progress

Other results turned positive due to valuation gains on municipal bonds in Hungary and higher gains on valuation of derivatives in the Czech Republic

Operating income higher due to increase in all its components

NIM stabilized despite pressure due to Polbank integration

General admin. expenses significantly higher due to impairments and costs related to Polbank integration

Provisioning up mostly due to higher allocations for retail and corporate clients in Poland
Overview Segment SEE

Operating Income Split by Country (1-12/2012)

<table>
<thead>
<tr>
<th>Country</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Romania</td>
<td>36%</td>
</tr>
<tr>
<td>Croatia</td>
<td>20%</td>
</tr>
<tr>
<td>Bulgaria</td>
<td>14%</td>
</tr>
<tr>
<td>Serbia</td>
<td>10%</td>
</tr>
<tr>
<td>Albania</td>
<td>8%</td>
</tr>
<tr>
<td>Bosnia a., Herzegovina</td>
<td>8%</td>
</tr>
<tr>
<td>Kosovo</td>
<td>4%</td>
</tr>
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</table>

Total: EUR 1,281 mn

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>y-o-y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>1,281</td>
<td>1,366</td>
<td>(6.2)%</td>
<td>316</td>
<td>318</td>
<td>(0.7)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(702)</td>
<td>(746)</td>
<td>(6.0)%</td>
<td>(185)</td>
<td>(174)</td>
<td>6.3%</td>
</tr>
<tr>
<td>Operating result</td>
<td>579</td>
<td>619</td>
<td>(6.4)%</td>
<td>131</td>
<td>144</td>
<td>(9.2)%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>(287)</td>
<td>(258)</td>
<td>11.5%</td>
<td>(87)</td>
<td>(72)</td>
<td>21.3%</td>
</tr>
<tr>
<td>Other results</td>
<td>11</td>
<td>(10)</td>
<td></td>
<td>(2)</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

Profit before tax 303 351 (13.8)% 41 72 (43.0)%

1) Calculated as net interest income divided by average interest bearing assets

y-o-y

- Profit before tax declined by 14% due to lower operating income and higher loan loss provisions
- Operating income declined 6% mirroring weak economic environment in the region
- Net interest income declined in all countries across the region except Romania
- Net commission income decreased by 13% mainly in Romania, however compensated by increase in net interest income
- General admin. expenses reduced by 6%, mainly driven by lower staff expenses in Romania (headcount) and Croatia (bonus), lower depreciation on leased assets in Croatia and building appreciation in Romania
- Provisioning increased by 12% due to higher allocations in Romania partly offset by improvements in several other SEE countries
- Other results turned positive due to proceeds from financial investments mostly in Romania

q-o-q

- Operating income remained flat
- NIM improved after previous slight decline
- General admin. expenses higher, triggered by seasonality
- Provisioning increased in Croatia and Serbia
Overview Segment Russia

Exposure by Type of Customer (1-12/2012)

- Corporates: 62%
- Retail: 22%
- FI: 8%
- Sovereigns: 8%

Total: EUR 16.6 bn

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>FY 2012</th>
<th>FY 2011</th>
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<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>1,098</td>
<td>853</td>
<td>28.7%</td>
<td>264</td>
<td>279</td>
<td>(5.4)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(511)</td>
<td>(488)</td>
<td>4.8%</td>
<td>(151)</td>
<td>(122)</td>
<td>23.2%</td>
</tr>
<tr>
<td>Operating result</td>
<td>587</td>
<td>366</td>
<td>60.6%</td>
<td>113</td>
<td>157</td>
<td>(27.7)%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>16</td>
<td>42</td>
<td>(62.1)%</td>
<td>2</td>
<td>(1)</td>
<td>-</td>
</tr>
<tr>
<td>Other results</td>
<td>(5)</td>
<td>26</td>
<td>-</td>
<td>(3)</td>
<td>(3)</td>
<td>(0.3)%</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td><strong>599</strong></td>
<td><strong>434</strong></td>
<td><strong>38.0%</strong></td>
<td><strong>113</strong></td>
<td><strong>153</strong></td>
<td><strong>(25.8)%</strong></td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>5.29%</td>
<td>5.18%</td>
<td>11BP</td>
<td>5.45%</td>
<td>4.97%</td>
<td>48BP</td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>39.2%</td>
<td>34.0%</td>
<td>5.1PP</td>
<td>29.9%</td>
<td>40.3%</td>
<td>(10.4)PP</td>
</tr>
</tbody>
</table>

**y-o-y**
- Profit before tax increased strongly by 38% mainly due to increase in net interest income
- Solid retail loan growth accompanied by improved margins from retail originations
- Cost income ratio improved despite increase of general admin. expenses by 5%
- Net releases of provisions due to improvements in overall credit quality and better ratings of new business

**q-o-q**
- Operating income decreased due to lower other operating income, resulting from losses on sale of fixed assets and lower releases of other provisions
- NIM improved due to enhanced net interest income
- Provisioning turned positive due to further releases
- Higher general admin. expenses due to increase of staff expenses and legal costs
- Other result improved mainly driven by higher net income from investments

1) Calculated as net interest income divided by average interest bearing assets
Overview Segment CIS Other

Operating Income Split by Country (1-12/2012)

![Circle chart showing Ukraine with 84% and Belarus with 16%.]

Total: EUR 602 mn

Financials

<table>
<thead>
<tr>
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<th>FY 2012</th>
<th>FY 2011</th>
<th>y-o-y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>602</td>
<td>584</td>
<td>3.1%</td>
<td>140</td>
<td>163</td>
<td>(14.4)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(384)</td>
<td>(336)</td>
<td>14.3%</td>
<td>(106)</td>
<td>(96)</td>
<td>9.4%</td>
</tr>
<tr>
<td>Operating result</td>
<td>218</td>
<td>248</td>
<td>(12.1)%</td>
<td>34</td>
<td>67</td>
<td>(48.8)%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>(89)</td>
<td>(128)</td>
<td>(30.5)%</td>
<td>(13)</td>
<td>(26)</td>
<td>(49.2)%</td>
</tr>
<tr>
<td>Other results</td>
<td>(21)</td>
<td>(15)</td>
<td>45.5%</td>
<td>5</td>
<td>(14)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td><strong>108</strong></td>
<td><strong>106</strong></td>
<td><strong>2.3%</strong></td>
<td><strong>26</strong></td>
<td><strong>27</strong></td>
<td><strong>(1.7)%</strong></td>
</tr>
</tbody>
</table>

\[1\) Calculated as net interest income divided by average interest bearing assets

y-o-y

- Profit before tax higher by 2% despite extraordinary high net trading income in comparative period 2011 (capital hedge in Belarus)
- Net trading income lower due to very high hedge valuation gains in 2011 in Belarus and lower hyperinflation adjustments in 2012
- Net interest income remained flat but net commission income increased mostly due to payment transfer business in Ukraine and FX business in Belarus
- General admin. expenses higher, driven by increased personnel expenses and depreciation expenses for IT systems in Ukraine
- Provisioning improved due to net releases of portfolio provisioning in Belarus
- Other results declined due to losses from widening of spreads on investments in Ukrainian sovereign bonds

q-o-q

- Operating income decreased due to decline in the net trading result burdened by credit value adjustments
- Provisioning improved due to portfolio provisioning releases in Belarus
- Other results turned positive resulting from valuation gains on Ukrainian sovereign bonds
Overview Segment Group Corporates

Exposure by Region (1-12/2012)

- Austria: 38%
- Asia: 19%
- European Union (excl. Austria): 17%
- North America: 6%
- CEE: 4%
- Europe Other: 6%
- Other: 10%

Total: EUR 36.5 bn

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>y-o-y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>595</td>
<td>634</td>
<td>(6.2)%</td>
<td>142</td>
<td>137</td>
<td>3.3%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(177)</td>
<td>(141)</td>
<td>25.6%</td>
<td>(47)</td>
<td>(49)</td>
<td>(3.3)%</td>
</tr>
<tr>
<td>Operating result</td>
<td>418</td>
<td>493</td>
<td>(15.3)%</td>
<td>95</td>
<td>89</td>
<td>6.9%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>(113)</td>
<td>(116)</td>
<td>(2.1)%</td>
<td>(61)</td>
<td>(31)</td>
<td>95.6%</td>
</tr>
<tr>
<td>Other results</td>
<td>14</td>
<td>(4)</td>
<td>-</td>
<td>(3)</td>
<td>16</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>319</td>
<td>374</td>
<td>(14.7)%</td>
<td>31</td>
<td>74</td>
<td>(57.9)%</td>
</tr>
</tbody>
</table>

Net interest margin (%): 1.93% y-o-y (4)BP, 1.96% q-o-q 1.83% 1.3BP

ROE before tax (%): 18.0% y-o-y (4)PP 35.5% q-o-q 16.9% 18.7PP

Profit before tax decreased by 15% driven by higher general admin. expenses and lower operating income
- Operating income decreased by nearly all its components
- Net interest income decreased despite higher margins in head office due to reduced lending volumes
- Net commission income stable in head office but declined in Asian units
- Net trading income decreased due to EUR 14 mn losses related to credit value adjustments, partly offset by valuation gains in Asia
- General admin. expenses increased by 26% due to adjusted expense allocation in head office and higher overhead expenses
- Higher provisioning due to allocations to individual provisioning for corporate cases in Asia
- Other results turned positive due to net income from investment gains on sale of financial assets

Operating income increased due to higher net interest income and net commission income
- NIM increased resulting from improved surrounding conditions
- General admin. expenses remained relatively flat
- Higher provisioning due to corporate cases in head office
- Other results declined due to singular high gain on financial investments in previous quarter

1) Calculated as net interest income divided by average interest bearing assets
### Overview Segment Group Markets

#### Exposure by Region (1-12/2012)

- **Europe Other**: 44%
- **European Union (excl. Austria)**: 41%
- **Asia**: 7%
- **North America**: 2%
- **CEE**: 1%
- **Other Europe Other**: 1%
- **Other**: 4%

**Total: EUR 36.0 bn**

#### Financials

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>y-o-y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>355</td>
<td>548</td>
<td>(35.1)%</td>
<td>80</td>
<td>88</td>
<td>(8.6)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(256)</td>
<td>(264)</td>
<td>(2.7)%</td>
<td>(64)</td>
<td>(65)</td>
<td>(1.4)%</td>
</tr>
<tr>
<td>Operating result</td>
<td>99</td>
<td>284</td>
<td>(65.2)%</td>
<td>16</td>
<td>23</td>
<td>(28.9)%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>(18)</td>
<td>(14)</td>
<td>31.2%</td>
<td>1</td>
<td>0</td>
<td>317.4%</td>
</tr>
<tr>
<td>Other results</td>
<td>177</td>
<td>(4)</td>
<td>-</td>
<td>3</td>
<td>20</td>
<td>(85.6)%</td>
</tr>
<tr>
<td><strong>Profit before tax</strong></td>
<td>258</td>
<td>266</td>
<td>(3.0)%</td>
<td>20</td>
<td>44</td>
<td>(53.0)%</td>
</tr>
</tbody>
</table>

| Net interest margin (%) | 0.85% | 1.00% | (15)BP | 0.81% | 1.06% | (26)BP |
| ROE before tax (%)      | 24.6% | 19.5% | 5.1PP  | 7.4%  | 14.2% | (6.7)PP |

1) Calculated as net interest income divided by average interest bearing assets

#### y-o-y

- Profit before tax decreased by 3% due to decline in operating income, however gains from sales of financial assets improved result
- Net interest income decreased due to lower volumes after sale of securities
- Net commission income and net trading income both decreased due to lower trading volumes along with overall reduced market activity
- Higher provisioning for financial institutions
- Other result positively impacted by sale of financial assets but partly offset by result on derivatives close-out payments and macro hedges

#### q-o-q

- Operating income decreased as lower net interest income driven by both volume and margin was posted
- Other results lower due to lower valuation gains on derivatives
- General admin. expenses remained flat
- Releases of provisioning almost unchanged
Overview Corporate Center

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>y-o-y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>467</td>
<td>356</td>
<td>31.3%</td>
<td>2</td>
<td>5</td>
<td>(61.6)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(328)</td>
<td>(318)</td>
<td>3.3%</td>
<td>(95)</td>
<td>(81)</td>
<td>16.8%</td>
</tr>
<tr>
<td>Operating result</td>
<td>138</td>
<td>38</td>
<td>265.9%</td>
<td>(93)</td>
<td>(77)</td>
<td>21.7%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>(1)</td>
<td>55</td>
<td>–</td>
<td>(4)</td>
<td>0</td>
<td>–</td>
</tr>
<tr>
<td>Other result</td>
<td>(537)</td>
<td>(158)</td>
<td>240.8%</td>
<td>(458)</td>
<td>(98)</td>
<td>365.3%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(399)</td>
<td>(65)</td>
<td>&gt;500.0%</td>
<td>(555)</td>
<td>(175)</td>
<td>217.6%</td>
</tr>
</tbody>
</table>

y-o-y

- Net interest income increased 38% due to higher intra-group liquidity charges and lower expenses for own issues
- Net trading income turned negative due to valuation of macro hedges
- Other net operating income increased despite the bank levy in Austria, partly offset by higher inter-company charges and income reallocation
- Other results significantly decreased despite buy-back of hybrid capital but reduced by close-out payments and Impairment of intra-group participations
- Provisioning on low level, however increased after one time effect in previous year

q-o-q

- The operating income remained flat
- Other results decreased due to impairments of intra group participations
- Income taxes positive due to deferrals on fair value option of own liabilities

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 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 businesses with special customers
- Bank levies related to the head office
Reconciliation

<table>
<thead>
<tr>
<th>Financials</th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>y-o-y</th>
<th>Q4/2012</th>
<th>Q3/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>(825)</td>
<td>(720)</td>
<td>14.6%</td>
<td>(139)</td>
<td>(94)</td>
<td>48.3%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>131</td>
<td>110</td>
<td>19.1%</td>
<td>34</td>
<td>33</td>
<td>1.5%</td>
</tr>
<tr>
<td>Operating result</td>
<td>(694)</td>
<td>(610)</td>
<td>13.8%</td>
<td>(106)</td>
<td>(61)</td>
<td>73.7%</td>
</tr>
<tr>
<td>Net provisioning for imp. losses</td>
<td>0</td>
<td>0</td>
<td>(100.5)%</td>
<td>(0)</td>
<td>(0)</td>
<td>(146.1)%</td>
</tr>
<tr>
<td>Other result</td>
<td>486</td>
<td>484</td>
<td>0.3%</td>
<td>444</td>
<td>13</td>
<td>&gt;500.0%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(208)</td>
<td>(126)</td>
<td>66.1%</td>
<td>338</td>
<td>(48)</td>
<td>-</td>
</tr>
</tbody>
</table>

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 the intra-segment items have been eliminated. However, the inter-segment items are consolidated and eliminated in the column “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 segment’s 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

y-o-y

- Net interest income reconciliation increased due to higher intra-group dividends
- Other net operating income reconciliation higher due to intercompany charges related to adjusted 2012 costs reallocation to the network
- General admin. expenses reconciliation increased due to higher consolidation bookings, related to higher expenses of the head office functions allocated to network
- Other result reconciliation significantly increased due to enlarged intersegment business with derivatives

q-o-q

- Operating income reconciliation higher due to goodwill impairment
- Other result reconciliation higher due to impairment of intra-group participations
Overview of Public Debt and Budget Deficit

Source: Bloomberg, Raiffeisen Research
Total Corporate Exposure by Industry …

- Wholesale and Retail Trade: 24%
- Manufacturing: 21%
- Real Estate: 11%
- Financial Intermediation: 11%
- Construction: 8%
- Transport, Storage and Communication: 4%
- Other industries: 22%

... and by Region

- CE: 22%
- Austria: 19%
- SEE: 13%
- Russia: 13%
- Western Europe: 13%
- Asia: 9%
- CIS Other: 5%
- RoW: 7%

Total exposure: EUR 80.9 bn

Portfolio Overview: Corporate Exposure

Rating Breakdown

- Best
- Worst

- Overall portfolio quality slightly improved y-o-y
- Regional distribution focused on CEE (53%) and Austria (19%), in line with our strategy
- Total corporate exposure reduced by 9% y-o-y

Note: Figures do not sum up to 100% due to rounding. 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 of EUR 8.4 bn
Portfolio Overview: Retail Exposure

Retail Exposure by Product:
- Mortgages: 50%
- Consumer Loans: 23%
- Car Loans: 8%
- Credit Cards: 6%
- Overdraft: 8%
- SME: 5%

Retail Loan Exposure by Currency (Foreign Currency):
- Total Foreign Currency: 37%
  - CHF: 48%
  - EUR: 38%
  - USD: 12%
  - Other FX: 2%

... and by Region:
- CE: 56%
- SEE: 25%
- Russia: 13%
- CIS Other: 6%

Total exposure: EUR 29.1 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.
Portfolio Overview: FI Exposure

FI Exposure by Product ...

- Derivatives: 37%
- Money markets: 29%
- Loans & Accounts: 11%
- Repos: 14%
- Other/Off-balance: 2%
- Bonds: 7%

... and by Region

- Western Europe: 45%
- Austria: 39%
- Asia: 5%
- RoW: 11%

Total exposure: EUR 32.7 bn

Rating Breakdown

- A3 rating grade dominated by exposure to Raiffeisen Banking Group as part of intra-group liquidity management
- Exposure with Raiffeisen Banking Group accounts for approximately one third of the total FI 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
Portfolio Overview: Sovereign Exposure

Sovereign Exposure by Product ...

- Loans & Accounts: 28%
- Bonds: 65%
- Derivatives: 4%
- Other: 3%

Rating Breakdown

<table>
<thead>
<tr>
<th>Rating</th>
<th>Dec 2011</th>
<th>Dec 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1</td>
<td>8%</td>
<td>2%</td>
</tr>
<tr>
<td>A2</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>A3</td>
<td>4%</td>
<td>17%</td>
</tr>
<tr>
<td>B1</td>
<td>7%</td>
<td>20%</td>
</tr>
<tr>
<td>B2</td>
<td>3%</td>
<td>14%</td>
</tr>
<tr>
<td>B3</td>
<td>1%</td>
<td>7%</td>
</tr>
<tr>
<td>B4</td>
<td>8%</td>
<td>21%</td>
</tr>
<tr>
<td>B5</td>
<td>6%</td>
<td>18%</td>
</tr>
<tr>
<td>C</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>D</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>NR</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

- Total exposure: EUR 18.9 bn

... and by Region

- CE: 46%
- Austria: 8%
- SEE: 27%
- RoW: 3%
- CIS Other: 5%
- Russia: 6%
- Asia: 27%

- Majority of sovereign portfolio is held for liquidity management and minimum reserve requirements
- Portfolio decreased by EUR 8.4 bn in Q4 due to a significant reduction in excess liquidity placed at the Austrian National Bank
- Exposure to A1 is driven by lower liquidity placement with Austrian National Bank
- Exposure to B4 is driven by the upgrade of internal rating for Albania

Note: Figures do not sum up to 100% due to rounding. 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.
## Low Exposure to Peripheral EU Countries

### RBI – Total Exposure\(^1\) at end of Dec 2012 (in EUR mn)

<table>
<thead>
<tr>
<th>Country</th>
<th>Corporate Exposure</th>
<th>FI Exposure</th>
<th>Sovereign Exposure</th>
<th>Total Dec 2012</th>
<th>Total Dec 2011</th>
<th>Change YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>13</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Ireland</td>
<td>8</td>
<td>5</td>
<td>22</td>
<td>236</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Italy</td>
<td>219</td>
<td>15</td>
<td>531</td>
<td>25</td>
<td>37</td>
<td>14</td>
</tr>
<tr>
<td>Portugal</td>
<td>0</td>
<td>-</td>
<td>23</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Spain</td>
<td>60</td>
<td>10</td>
<td>406</td>
<td>119</td>
<td>-</td>
<td>3</td>
</tr>
</tbody>
</table>

| Total    | 300      | 30           | 983        | 380          | 37         | 17          | 1,747        | 2,447          | (28.6)%       |

- Total exposure to peripheral EU countries decreased by about EUR 700 mn (down 28.6%) y-o-y; low exposures remained stable over Q4.
- Bond positions with Financial Institutions reduced in Q3 in Spain and Ireland.
- Corporate exposure decreased in Italy, slightly increased in Spain and stable in all other EU peripheral countries.
- No Sovereign exposure to EU peripheral countries, except for Italy (EUR 51 mn) and a negligible portfolio in Spain (EUR 3 mn).

---

1) Defined as exposure at default including on- and off-balance sheet positions excluding secured repo business before recognition of collateral.
Bond Maturity Profile

Bond maturity profile at end of Dec 2012 (in EUR mn)

2013 3,764
2014 3,984
2015 1,833
2016 1,625
2017 714
2018 714
2019 1,170
2020 261
2021 564
2022 534
2023 381
2024 25
2025 13
2026 103
2027 52
2028 40
2029 0
2030 0
>2030 507

Legend:
- Senior government guaranteed
- Senior public placements
- Senior private placements
- Other
- Subordinated
- Supplementary
## Contact and Financial Calendar

### Contact Details

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ir@rbinternational.com  
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### Financial Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 May 2013</td>
<td>Start of Quiet Period</td>
</tr>
<tr>
<td>28 May 2013</td>
<td>First Quarter Report, Conference Call</td>
</tr>
<tr>
<td>26 June 2013</td>
<td>Annual General Meeting</td>
</tr>
<tr>
<td>3 July 2013</td>
<td>Ex-Dividend &amp; Dividend Payment Date</td>
</tr>
<tr>
<td>8 August 2013</td>
<td>Start of Quiet Period</td>
</tr>
<tr>
<td>22 August 2013</td>
<td>Semi-Annual Report, Conference Call</td>
</tr>
<tr>
<td>13 November 2013</td>
<td>Start of Quiet Period</td>
</tr>
<tr>
<td>27 November 2013</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.
The **H. Stepic CEE Charity** provides a lifeline for vulnerable children and disadvantaged adolescents and women in Central and Eastern Europe.

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- Become a member
- Spread the message

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