RBI – Additional Insights
Q1/2012 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>
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<tbody>
<tr>
<td>• Broadening of retail capabilities with the acquisition of Polbank</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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<td></td>
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<tr>
<td>• Selective lending with focus on primary customer relationships with cross-selling potential</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<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>
<td></td>
</tr>
<tr>
<td>• Focus on alternative distribution channels and service excellence programs</td>
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<table>
<thead>
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<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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</thead>
<tbody>
<tr>
<td>• Selective underwriting in Corporate and Retail; very limited new business with Financial Institutions</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<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>
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<tr>
<td>• Further strengthening of primary relationships with premium retail and corporate clients while increasing cross-selling efforts</td>
<td></td>
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<td></td>
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<tr>
<td>• Special focus on corporate business in Croatia in connection with EU entry</td>
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### Key Strategic Initiatives per Segment (II)

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<th>Group Markets</th>
</tr>
</thead>
</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>
<thead>
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<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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</thead>
</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>
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<th>Group Markets</th>
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<td><strong>SEE</strong></td>
</tr>
<tr>
<td>Product generation for corporate and retail activities</td>
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<tr>
<td>Particular focus on capital light products (e.g. trade finance, cash management, custody)</td>
<td></td>
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<tr>
<td>ECM/DCM and M&amp;A advisory products via a “Hub-Model” in Austria, Croatia, Poland, Romania and Russia</td>
<td></td>
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<tr>
<td>Support financial institutions (FI) and sovereigns in debt issuance efforts</td>
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<tr>
<td>Strengthen FI cross-selling with selected counterparties</td>
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<tr>
<td>Very limited proprietary business</td>
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</table>

- 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
Overview Segment CE

Operating Income Split by Country (Q1/2012)

- Slovakia: 30%
- Czech Republic: 27%
- Poland: 24%
- Hungary: 17%
- Slovenia: 2%

Total: EUR 366 mn

Financials

<table>
<thead>
<tr>
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<td>Profit before tax</td>
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<td>Net interest margin (%)</td>
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<td>3.14%</td>
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<td>2.82%</td>
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<td>ROE before tax (%)</td>
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<td>9.4%</td>
<td>-</td>
<td>2.9%</td>
<td>12.1%</td>
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</tbody>
</table>

y-o-y

- Profit decreased 8% mainly driven by Hungary
- Continued increase of lending volumes in Poland, Slovakia and Czech Republic
- Significant decrease in NIM driven by lower net interest income in Hungary (loan reductions), Poland and Czech Republic (higher pricing on deposits)
- General admin. expenses decreased by 6%, mainly impacted by staff reductions in Hungary and lower sales commissions in Czech Republic
- Provisioning increased by 4% primarily due to a single corporate case in Slovakia
- Other result turned positive owing to valuation gains on municipal bonds in Hungary and sovereign bonds in Slovakia
- Slovakian bank levy introduced in 2012 burdened the other net operating result by EUR 4mn

q-o-q

- Lower operating income due to net trading income from FX-based derivatives and due to bank levy reductions in Hungary
- Decrease in provisioning in Q1 due to already high provisioning in Hungary in 2011
- Lower general admin. expenses mainly due to integration-related expenses in Poland in Q4 2011
- Other result turned positive due to valuation gains on municipal bonds in Hungary and Czech sovereign bonds
Overview Segment SEE

Operating Income Split by Country (Q1/2012)

- Romania: 36%
- Croatia: 20%
- Bulgaria: 14%
- Serbia: 10%
- Albania: 8%
- Bosnia a. Herzegovina: 8%
- Kosovo: 4%

Total: EUR 330 mn

Financials

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<td>Loan loss provisioning</td>
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<td>(64)</td>
<td>(70)</td>
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<td>(60)</td>
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<tr>
<td>Profit before tax</td>
<td>351</td>
<td>93</td>
<td>96</td>
<td>72</td>
<td>91</td>
<td>114</td>
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</tbody>
</table>

Net interest margin (%)  
- FY 2011: 4.07%  
- Q1/2011: 3.94%  
- Q2/2011: 4.18%  
- Q3/2011: 4.16%  
- Q4/2011: 4.04%  
- Q1/2012: 3.98%

ROE before tax (%)  
- FY 2011: 17.5%  
- Q1/2011: 17.5%  
- Q2/2011: 18.2%  
- Q3/2011: 14.0%  
- Q4/2011: 18.1%  
- Q1/2012: 21.2%

y-o-y
- Profit before tax increased by 23% due to lower general admin. expenses and valuation profits on financial investments; operating income stable
- Net interest income increased by 3% mainly due to higher volumes in Romania
- Slow down in fee related business in the region due to lower transaction volumes mainly in Romanian retail business
- General admin. expenses improved by 3% mainly driven by lower headcount in Romania and lower depreciation on leased assets in Croatia
- Provisioning flat with improvements on individual provisioning offset by higher portfolio based provisioning

q-o-q
- Operating income lower due to decline in commission income in Romania and Croatia
- Other result substantially higher due to valuation gains on financial investments in Romania and Croatia
### Overview Segment Russia

**Exposure by Type of Customer (Q1/2012)**

- **Corporates**: 72%
- **Retail**: 18%
- **Sovereigns**: 4%
- **FI**: 6%

Total: EUR 16.6 bn

### Financials in EUR mn

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<tr>
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<td>(2)</td>
<td>(17)</td>
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<td>1</td>
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<td>(9)</td>
<td>(6)</td>
<td>18</td>
<td>23</td>
<td>(10)</td>
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<tr>
<td>Profit before tax</td>
<td>434</td>
<td>94</td>
<td>112</td>
<td>81</td>
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<tr>
<td>Net interest margin (%)</td>
<td>4.47%</td>
<td>4.41%</td>
<td>4.46%</td>
<td>4.49%</td>
<td>4.50%</td>
<td>5.01%</td>
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<tr>
<td>ROE before tax (%)</td>
<td>34.0%</td>
<td>30.6%</td>
<td>36.0%</td>
<td>25.8%</td>
<td>46.4%</td>
<td>40.3%</td>
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</table>

### y-o-y
- Continued strong business development resulting in 67% increase in profit before tax
- Strong growth in lending volumes of 23% at higher margins
- Higher NIM (up 60 bps) mainly due to higher interest income from derivatives
- Net fee and commission income up by 22% due to higher transaction activity
- General admin. expenses rose 8% due to increases in salaries
- Net releases due to improvements in overall credit quality also reflected in lower NPL ratio

### q-o-q
- Net interest income significantly higher driven by continued volume increase and improved NIM
- Improved net trading result due to valuation gains on derivatives
- Continued favourable provisioning
- Lower general admin expenses due to seasonal effects and real estate impairment (EUR 11 mn) in Q4 2011
- Other result turned negative mainly due to FX macro hedges
Overview Segment CIS Other

Operating Income Split by Country (Q1/2012)

- Ukraine 85%
- Belarus 15%

Total: EUR 145 mn

Financials

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<td>Profit before tax</td>
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<td>78</td>
<td>45</td>
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<td>Net interest margin (%)</td>
<td>6.10%</td>
<td>5.76%</td>
<td>6.10%</td>
<td>6.79%</td>
<td>5.91%</td>
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<td>ROE before tax (%)</td>
<td>15.1%</td>
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<td>42.3%</td>
<td>25.3%</td>
<td>-</td>
<td>12.6%</td>
</tr>
</tbody>
</table>

y-o-y

- Increase in net interest income triggered by improved NIM and solid new corporate business in Ukraine
- Net trading income negatively affected by hyperinflation adjustments in Belarus
- Provisioning dropped to EUR 24 mn due to reduced delinquencies in Ukrainian retail business
- General admin. expenses up driven by higher salaries
- Other result down due to losses from investments in Ukrainian sovereign bonds

q-o-q

- Operating income increased mainly due to trading income where introduction of hyperinflation accounting led to EUR 54 mn one-off in Q4 2011; Q1 was only burdened with EUR 5 mn
- Net interest income continued to improve in Ukraine driven by corporate volumes and NIMs
- Trading income improved after hyperinflation adjustment in Q4 2011
- Provisioning improved due to favourable development in Ukraine
Overview Segment Group Corporates

Exposure by Region (Q1/2012)

- Austria: 20%
- Asia: 38%
- European Union (excl. Austria): 18%
- North America: 7%
- CEE: 3%
- Other: 10%

Total: EUR 40.9 bn

Financials

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<td>101</td>
<td>100</td>
<td>107</td>
<td>66</td>
<td>125</td>
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- Net interest margin (%): 1.97% (FY 2011), 1.75% (Q1 2011), 1.99% (Q2 2011), 2.08% (Q3 2011), 2.16% (Q4 2011), 1.93% (Q1 2012)
- ROE before tax (%): 22.4% (FY 2011), 22.8% (Q1 2011), 23.0% (Q2 2011), 25.3% (Q3 2011), 15.8% (Q4 2011), 26.2% (Q1 2012)

y-o-y

- Profit before tax up by 24% driven by strong operating income and lower provisioning
- Increase in interest income driven by higher volumes and improved margins
- Net commission income from credit business decreased, partly offset by DCM business
- General admin. expenses increased by 8% related to higher business volumes
- Provisioning at low levels

q-o-q

- Reduced net interest income following extraordinarily high level in Q4 2011 in Asia
- Lower net commission income from head office on project finance and credit business
- Back to low provisioning after some individual allocations to large corporates in Q4 2011
Overview Segment Group Markets

Exposure by Region (Q1/2012)

- Austria 53%
- European Union (excl. Austria) 35%
- Asia 5%
- North America 2%
- CEE 1%
- Other 3%
- Europe Other 1%
- Other 3%

Total: EUR 49.9 bn

Financials

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<td>Loan loss provisioning</td>
<td>(14)</td>
<td>(6)</td>
<td>(3)</td>
<td>1</td>
<td>(6)</td>
<td>5</td>
</tr>
<tr>
<td>Other result</td>
<td>(4)</td>
<td>50</td>
<td>(4)</td>
<td>(113)</td>
<td>62</td>
<td>138</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>266</td>
<td>142</td>
<td>50</td>
<td>(90)</td>
<td>164</td>
<td>185</td>
</tr>
</tbody>
</table>

Net interest margin (%)  
- FY 2011: 0.85%
- Q1/2011: 0.71%
- Q2/2011: 0.87%
- Q3/2011: 0.94%
- Q4/2011: 0.86%
- Q1/2012: 0.67%

ROE before tax (%)  
- FY 2011: 19.5%
- Q1/2011: 38.9%
- Q2/2011: 13.9%
- Q3/2011: - 46.3%
- Q4/2011: 44.7%
- Q1/2012: -
## Overview Corporate Center & Reconciliation

### Financials — Corporate Center

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>356</td>
<td>10</td>
<td>317</td>
<td>49</td>
<td>(20)</td>
<td>100</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(318)</td>
<td>(69)</td>
<td>(67)</td>
<td>(69)</td>
<td>(113)</td>
<td>(80)</td>
</tr>
<tr>
<td>Operating result</td>
<td>38</td>
<td>(59)</td>
<td>250</td>
<td>(20)</td>
<td>(133)</td>
<td>19</td>
</tr>
<tr>
<td>Provisioning</td>
<td>55</td>
<td>0</td>
<td>(0)</td>
<td>60</td>
<td>(5)</td>
<td>2</td>
</tr>
<tr>
<td>Other result</td>
<td>(158)</td>
<td>(26)</td>
<td>36</td>
<td>83</td>
<td>(251)</td>
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<tr>
<td>Profit before tax</td>
<td>(65)</td>
<td>(85)</td>
<td>286</td>
<td>123</td>
<td>(389)</td>
<td>128</td>
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</tbody>
</table>

### Financials — Reconciliation

<table>
<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>(720)</td>
<td>(80)</td>
<td>(346)</td>
<td>(47)</td>
<td>(247)</td>
<td>(194)</td>
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<tr>
<td>General admin. expenses</td>
<td>110</td>
<td>27</td>
<td>21</td>
<td>16</td>
<td>46</td>
<td>31</td>
</tr>
<tr>
<td>Operating result</td>
<td>(610)</td>
<td>(53)</td>
<td>(325)</td>
<td>(30)</td>
<td>(200)</td>
<td>(163)</td>
</tr>
<tr>
<td>Provisioning</td>
<td>(0)</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Other result</td>
<td>484</td>
<td>0</td>
<td>9</td>
<td>(4)</td>
<td>479</td>
<td>26</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(126)</td>
<td>(53)</td>
<td>(317)</td>
<td>(34)</td>
<td>279</td>
<td>(137)</td>
</tr>
</tbody>
</table>

### y-o-y

- Net interest income increased 57% due to higher intra-group dividends and lower stock of own issues
- Other net operating income up due to higher intercompany charges; bank levy in Austria amounted to EUR 21 mn
- General admin. expenses increased due to higher expense allocation to head office functions
- Other result significantly higher due to buy-back of hybrid capital

### y-o-y

- Reconciliation comprises consolidation adjustments to reconcile segments with group results
  - intra-group dividends within net interest income of EUR 70 mn
  - intra-group charges within operating income, mainly offset by respective consolidation adjustments in general administrative expenses
Compliance with Austrian Finish

- 14 March 2012: **Austrian regulators FMA and OeNB release supervisory guidance**
- Goal: Strengthen the sustainability of the business models of large internationally active Austrian banks

**Capital Requirements**
- **Capital requirement of 7% CET1 by 1 January 2013** for RZB Group according to final CRR I / CRD IV rules with no phasing-in arrangements
  - Participation capital is eligible (government and private tranche) according to final CRR I / CRD IV grandfathering rules
- National SIFI buffer up to 3% CET1 from 2016 onwards following regime for global systemically important banks

**Strengthening the local funding base**
- Regulators recommend a **Loan to Local Stable Funding ratio (LLSFR)** of below 110% in new business
  - Monitoring jointly with host country regulators
  - Development of LLSFR as an early warning indicator
- Principally **in line with RBI Group’s strategy to strengthen self-funding position** of its subsidiaries.
  - Customer deposit base increased by 16% in 2011 and by 1.5% in Q1/2012

**Recovery and resolution plans**
- Plans from RZB Group must be submitted by end 2012

Both RZB Group and RBI fulfil the capital requirements
Recommendation not expected to limit any network banks
Update on Hungary

**FX Early Repayment Scheme (finalised)**

- In total, ~EUR 400 mn of RBHU’s FX mortgage loans were repaid early
- Represents 28.9% of the eligible FX mortgage loans, translating into EUR 108.7 mn gross loss
- 30% of the loss will be compensated via 1-year government bonds reducing the total net negative impact to EUR 76.1 mn
- The program was closed in February 2012, the losses were booked in 2011

**Programs for FX Mortgage Loans**

- Program for **performing** clients
  - ~60% of RBHU’s FX mortgage loan volume eligible
  - Estimated impact on RBHU: between EUR 15-20 mn for a five year period (assuming 50% participation rate) – excluding the effect of lower new NPL volumes

- Program for **non-performing** clients
  - ~18% of FX mortgage loan volume eligible (25% write-off)
  - 30% of loss is deductible from 2012 banking tax
  - RBHU’s existing provisioning will cover significant part of the potential impact in 2012
  - ~22% of FX mortgage loan volume are not eligible for these programs

**Status and Outlook**

- The Hungarian government intends to lower the bank levy by 50% in 2013 and may abolish it altogether in 2014
- Government will impose a new financial transaction tax. All money flows (electronic, cash, cheque) will be taxed with 0.1% starting 2013. Interbank and intrabank payments are not supposed to be taxed
- FX rate stabilized on improved global sentiment and more constructive government stance vis-a-vis EC and IMF. Recent rise in uncertainty over Greece has clouded this positive sentiment. Upward revision of economic projections in the eurozone has led to an improved GDP outlook, but H1/2012 will see some slowdown before the economy should send some more positive signs in H2
- Substantially lower FX mortgage loan exposure (decreased from EUR 1,218 mn at year-end 2011 to EUR 1,066 mn at the end of March 2012)
- Restructuring of RBHU in progress
  - new management in place
  - recapitalisation of EUR 350 mn took place at year-end 2011 (EUR 256 mn were provided by RBI, the remainder by Regional Raiffeisen Banks)
  - selective portfolio reductions and strong focus on collection and work-out
  - following headcount reduction of 8% in 2011, further reduction planned in 2012 (1.9% in Q1/2012; in total, headcount would be down by 23% since end of 2008)
  - stronger focus on large corporate customers and affluent customers

Programs for FX Mortgage Loans

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<table>
<thead>
<tr>
<th>Description</th>
<th>EUR ~ 400 mn FX mortgage loans</th>
</tr>
</thead>
<tbody>
<tr>
<td>28.9% of the eligible FX mortgage loans repaid early, translating into EUR 108.7 mn gross loss</td>
<td></td>
</tr>
<tr>
<td>30% of loss will be compensated via 1-year government bonds reducing the total net negative impact to EUR 76.1 mn</td>
<td></td>
</tr>
<tr>
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<td></td>
</tr>
</tbody>
</table>

#### 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 100% interest is paid by the Hungarian state – and the Hungarian state will collect approx. 50% of the interest from the banks through an extra tax
  - 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

#### 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**

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**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

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**Additional Details on Hungary**
Improving Risk Perception towards CEE

Recent 5 year Sovereign CDS Improvement

Δ (in bps) since 01-Jan-12

Poland
Hungary
Czech Rep.
Slovakia
Slovenia
Russia
Ukraine
Romania
Bulgaria
Croatia
Austria
Germany

Group Investor Relations
24 May 2012
Slide No 16
Improving Risk Perception towards CEE

Source: Bloomberg, Raiffeisen Research

- Maastricht Criteria
- Public debt 2011E (% of GDP)
- General budget deficit 2011E (% of GDP)

Countries: Albania, Austria, Bulgaria, Bosnia a. Herzegovina, Czech Rep., Croatia, Germany, Hungary, Italy, Latvia, Lithuania, Poland, Romania, Serbia, Slovenia, Slovakia, Slovenia, Ukraine, Russia, Belarus, Austria, Eurozone

Graph shows the public debt and general budget deficit for various countries, with Croatia, Hungary, and Germany being above the Maastricht Criteria limits.
Portfolio Overview: Corporate Exposure

Total Corporate Exposure by Industry …

Other industries 21%
Transport, Storage and Communication 4%
Construction 8%
Financial Intermediation 10%
Wholesale and Retail Trade 24%
Manufacturing 22%
Real Estate 11%

… and by Region

CIS Other 4%
Asia 9%
RoW 4%
Western Europe 13%
SEE 14%
Austria 19%
Russia 15%

Total exposure: EUR 85.6 bn

Rating Breakdown

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 8.1 bn

Portfolio quality stable q-o-q

In line with our strategy, regional distribution has a clear bias towards CEE (55%) and Austria (19%)

Slight decline of the corporate portfolio of about 4%, mainly driven by reductions in Asian branches
Portfolio Overview: Retail Exposure

Retail Exposure by Product ...

- Mortgages: 44%
- Consumer: 27%
- Car Loans: 10%
- Credit Cards: 8%
- Overdraft: 7%
- SME: 4%

... and by Region

- CE: 47%
- SEE: 32%
- Russia: 13%
- CIS Other: 8%

Total exposure: EUR 23.5 bn

Retail Loan Exposure by Currency (Foreign Currency)

Dec 2011
- CHF: 37%
- EUR: 42%
- USD: 18%
- Other FX: 3%

Mar 2012
- CHF: 37%
- EUR: 42%
- USD: 18%
- Other FX: 3%

Total Foreign Currency: 34%

- Retail exposure in CEE markets only
- Retail foreign currency profile stable q-o-q
- Slight loan growth mainly driven by increased consumer lending in Poland, Russia and Slovakia
- Portfolio dominated by mortgages (44%), followed by consumer loans (27%)

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 ...

- Loans & Accounts: 11%
- Derivatives: 34%
- Money markets: 29%
- Other/Off-balance: 3%
- Repos: 14%
- Bonds: 9%
- Money markets: 29%
- Derivatives: 34%
- Loans & Accounts: 11%
- Other/Off-balance: 3%
- Repos: 14%

... and by Region

- Western Europe: 47%
- Austria: 37%
- Asia: 6%
- RoW: 10%

Rating Breakdown

- A3 rating grade dominated by exposure to Raiffeisen Banking Group as part of intra-group liquidity management.
- Reverse repo transactions with Western European banks (predominantly from France, Germany and UK) represent almost 20% of the FI portfolio.
- Bond portfolio consists mainly of Western European (incl. Austria) and US bank papers.

Total exposure: EUR 36.8 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.

Group Investor Relations
24 May 2012
Portfolio Overview: Sovereign Exposure

Sovereign Exposure by Product...

- Loans & Accounts: 46%
- Bonds: 42%
- Derivatives: 3%
- Other: 9%

... and by Region

- Austria: 41%
- RoW: 28%
- CE: 28%
- SEE: 20%
- Russia: 2%
- CIS Other: 4%
- Asia: 3%

Total exposure: EUR 28.9 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 2011</td>
<td>36%</td>
<td>1%</td>
<td>42%</td>
<td>1%</td>
<td>7%</td>
<td>6%</td>
<td>6%</td>
<td>7%</td>
<td>5%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Mar 2012</td>
<td>2%</td>
<td>15%</td>
<td>6%</td>
<td>3%</td>
<td>3%</td>
<td>8%</td>
<td>7%</td>
<td>8%</td>
<td>6%</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

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.

- Majority of sovereign portfolio is held for liquidity management and minimum reserve requirements.
- Additional liquidity surplus placed at the Austrian National Bank leads to improved rating distribution and higher overall sovereign portfolio.
- Relatively high exposure to B3 rating category driven by minimum reserves mainly in Hungary and SEE.
## Low Exposure to Peripheral EU Countries

**RBI – Total Exposure**\(^1\) at end of Q1/2012 (in EUR mn)

<table>
<thead>
<tr>
<th></th>
<th>Corporate Exposure</th>
<th>FI Exposure</th>
<th>Sovereign Exposure</th>
<th>Total Mar 2012</th>
<th>Total Dec 2011</th>
<th>Change YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>21</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Ireland</td>
<td>5</td>
<td>6</td>
<td>22</td>
<td>240</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Italy</td>
<td>263</td>
<td>15</td>
<td>692</td>
<td>37</td>
<td>8</td>
<td>18</td>
</tr>
<tr>
<td>Portugal</td>
<td>0</td>
<td>0</td>
<td>86</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Spain</td>
<td>30</td>
<td>21</td>
<td>515</td>
<td>73</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>319</td>
<td>41</td>
<td>1,316</td>
<td>350</td>
<td>8</td>
<td>18</td>
</tr>
</tbody>
</table>

- Total exposure to peripheral EU countries decreased by about EUR 400 mn (down 16%) q-o-q
- Further reduction of sovereign portfolio in Italy by more than EUR 100 mn to only EUR 26 mn, no sovereign exposure to other peripheral EU countries
- No exposure to Greek Financial Institutions left, stable FI portfolio in Ireland, further reduction in all other countries
- Corporate portfolio decreased moderately in all EU peripheral countries

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\(^1\) Defined as exposure at default including on- and off-balance sheet positions excluding secured repo business before recognition of collateral
## Contact Details

**Susanne E. Langer**  
Head of Group Investor Relations  
Spokesperson  

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Fax: +43 1 71707 2138  

ir@rbinternational.com  
susanne.langer@rbinternational.com  

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## Financial Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<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 Period(^1)</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 Period(^1)</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.
H. Stepic CEE Charity – A Chance for a Better Life

- H. Stepic CEE Charity was founded to implement charity projects in CEE
- Assists disadvantaged women, children and youths by helping them to help themselves
- Projects are executed in an unbureaucratic, quick and cost-effective manner
- How you can help:
  - Donate to help the underprivileged
  - Become a member
  - Spread the message

www.stepicceecharity.org

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