RBI – Additional Insights
H1 2012 Results
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### Key Strategic Initiatives per Segment (I)

#### CE
- Broadening of retail capabilities with the acquisition of Polbank
- Adjusting business model and infrastructure for the challenging market environment in Hungary
- Ongoing proactive cost management (lean management project across operations in order to optimize processes)
- Lending with focus on prime customer relationships with cross-selling potential
- Further enhancement of existing prime relationships with corporate and affluent customers to increase share-of-wallet
- Focus on alternative distribution channels and service excellence programs

#### SEE
- Selective underwriting in Corporate and Retail; very limited new business with Financial Institutions
- Cost efficiency and optimization of branch network
- Centralization of services and process optimization to enhance productivity
- Further strengthening of primary relationships with premium retail and corporate clients while increasing cross-selling efforts
### Key Strategic Initiatives per Segment (II)

#### Russia
- Selective growth through enhancement of product offerings and supporting Russian corporates in their expansion
- Foster cross-selling in corporate banking; strategic focus on specialized financial services for corporates (e.g. investment banking, treasury, cash management)
- Focus on premium customers in the retail segment
- Further optimization of the branch network and operational structures as well as cost management measures
- Maintain the strong position in the local ruble corporate bond market, strengthen the position in the eurobond market
- Focus on trade finance business between Russia and the Far East, especially China

#### CIS Other
- Tight cost management and focus on increasing efficiency of network and organization
- Further centralization of major functions and regional governance
- Restrictive lending policy in accordance with the overall risk situation (e.g. FX development, economic development)
- Focus on premium 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
- Continuous enhancement of services and products for multinationals with focus on cross-selling
### Key Strategic Initiatives per Segment (III)

<table>
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<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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- **Group Corporates**
  - Perform joint sales initiatives to increase cross-selling in all customer segments (Corporates, FI&S, Retail)
  - Generate additional capital-light growth in Corporate Finance by ECM, DCM and M&A capabilities
  - Secure strong position in FX and increase market share in other Capital Markets products (e.g. Rates, Credit Fixed Income, Equities)
  - Intensify coverage model for international clients
  - Further reduction of proprietary business

- **CIS Other**
  - 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)
  - 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

- **Russia**
Overview Segment CE

Operating Income Split by Country (H1 2012)

- Slovakia: 29%
- Czech Republic: 27%
- Poland: 27%
- Hungary: 15%
- Slovenia: 2%

Total: EUR 742 mn

Financials

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</table>

Net interest margin (%)   | 3.16%   | 3.36%   | 3.23%   | 3.14%   | 2.89%   | 2.82%   | 2.67%   |
ROE before tax (%)        | 1.2%    | 13.1%   | 9.4%    | -       | 2.9%    | 12.1%   | 3.3%    |

y-o-y

- Profit before tax decreased by 32% mainly driven by decline in operating income and integration of Polbank
- Increase of lending volumes due to Polbank and business development in Slovakia
- Decrease in NIM driven by higher expenses for deposits across all countries
- General admin. expenses decreased 2% despite Polbank integration impacted by lower staffing in Hungary and lower sales commissions in Czech Republic
- Provisioning increased 12% due to single corporate cases in Poland and Slovakia and Polbank integration
- Slovakian bank levy introduced in 2012 impacted other net operating result by EUR 8 mn

q-o-q

- Operating income, general admin. expenses and loan-loss provisioning impacted by single corporate provisioning cases in Poland and Polbank integration
- Other result halved due to valuation losses on sovereign bonds in Slovakia
**Overview Segment SEE**

### Operating Income Split by Country (H1 2012)

- **Romania**: 35%
- **Croatia**: 21%
- **Bulgaria**: 14%
- **Serbia**: 10%
- **Albania**: 8%
- **Bosnia a. Herzegovina**: 8%
- **Kosovo**: 4%

Total: EUR 647 mn

### Financials

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### y-o-y

- Profit before tax remained flat with lower operating income compensated by lower general admin. expenses
- Net commission income decreased by 15% mainly in Romania due to re-pricing in retail and lower transactions volumes in Croatia
- General admin. expenses decreased by 8% mainly driven by lower headcount in Romania and lower depreciation on leased assets in Croatia
- Provisioning flat, allocations in Romania offset by improvements in several countries
- Other result doubled due to proceeds from financial investment disposals in Croatia, Serbia and Romania

### q-o-q

- Lower operating income mainly driven by Romania
- Other result decreased significantly due to valuation losses on financial investments in Romania and Croatia
Overview Segment Russia

Exposure by Type of Customer (H1 2012)

Total: EUR 16.6 bn

Financials

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y-o-y

- Continued strong results, 61% increase in profit before tax
- Lending volumes increased by 14% mainly due to large corporates and private individuals
- NIM rose by 25 bps driven by interest income from derivatives
- Net fee and commission income increased by 23% mainly due to transfer payments transactions
- General admin. expenses increased by 7% due to salary increases to support business growth
- Net releases of provisions due to improvements in overall credit quality, higher ratings of new business and lower NPL ratio

q-o-q

- Net interest income lower driven by higher deposit costs
- Lower net trading result due to valuation gains on derivatives
- Higher net releases of provisions due to lower allocations for single cases
- Lower general admin. expenses due to seasonal effects
- Other result stronger mainly due to FX macro hedges (income from derivatives)
Overview Segment CIS Other

Operating Income Split by Country (H1 2012)

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Financials

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y-o-y

- Increase in net interest income triggered by improved NIM in new corporate business in Ukraine
- Net trading income lower due to hyperinflation adjustments and very high capital hedge valuation gains in 2011 in Belarus
- Provisioning dropped by 30% mainly due to improved portfolio quality in Ukrainian retail business
- General admin. expenses higher driven by salary increases in Ukraine and higher depreciation expenses
- Other result declined due to losses from investments in Ukrainian sovereign bonds

q-o-q

- Higher net commission income in Ukraine and Belarus
- Net trading income increased due to lower hyperinflation adjustments in Belarus
- General admin. expenses driven by higher marketing expenses
- Provisioning slightly higher due to individual allocations in Ukraine
Overview Segment Group Corporates

Exposure by Region (H1 2012)

- Austria: 37%
- Asia: 22%
- European Union (excl. Austria): 17%
- North America: 6%
- CEE: 3%
- Europe Other: 5%
- Other: 10%

Total: EUR 39.0 bn

Financials

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y-o-y

- Profit before tax increased 6% driven by strong operating income
- Increase in net interest income despite lower volumes due to improved margins
- Overall decrease in net commission income but increases in DCM business
- Trading income tripled primarily driven by valuation gains in Asia
- General admin. expenses increased by 15%
- Provisioning slightly higher due to single corporate cases in Asia and head office

q-o-q

- Slightly reduced income due to lower net trading income in Asia
- Higher provisioning due to individual allocations to large corporates Asia and head office
- Higher general admin. expenses due to seasonal effects
- Other result down due to valuation losses on financial investments
Overview Segment Group Markets

Exposure by Region (H1 2012)

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Total: EUR 50.5 bn

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</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%
- Q2/2012: 0.61%

ROE before tax (%):

- FY 2011: 19.5%
- Q1/2011: 38.9%
- Q2/2011: 13.9%
- Q3/2011: –
- Q4/2011: 46.3%
- Q1/2012: 44.7%
- Q2/2012: 16.6%

y-o-y

- Net interest income decreased by 22% due to targeted lower volumes after sale of securities
- Net commission income and net trading income both decreased due to lower trading volumes along with reduced market activity
- Other result positively impacted by sale of securities but partly offset by negative valuations of derivatives including close out payments

q-o-q

- Operating income lower driven by reduced net trading result from credit investments and capital markets activities
- Other result decreased due to high proceeds from sale of securities in Q1
- Provisioning increased by allocations related to financial institutions in head office
<table>
<thead>
<tr>
<th>Financials — Corporate Center</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>356</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(318)</td>
</tr>
<tr>
<td>Operating result</td>
<td>38</td>
</tr>
<tr>
<td>Provisioning</td>
<td>55</td>
</tr>
<tr>
<td>Other result</td>
<td>(158)</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(65)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Financials — Reconciliation</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>(720)</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>110</td>
</tr>
<tr>
<td>Operating result</td>
<td>(610)</td>
</tr>
<tr>
<td>Provisioning</td>
<td>(0)</td>
</tr>
<tr>
<td>Other result</td>
<td>484</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(126)</td>
</tr>
</tbody>
</table>

**y-o-y**

- Net interest income increased 45% due to higher intra-group liquidity charges and lower expenses for own issues
- Other net operating income higher burdened by bank levy in Austria offset by higher intercompany charges and income reallocation
- General admin. expenses increased due to higher expense allocation to head office functions
- Other result significantly increased due to buy-back of hybrid capital otherwise depressed by close out payments and valuation of derivatives

**y-o-y**

- Reconciliation comprises consolidation adjustments to reconcile segments with group results
  - intra-group dividends within net interest income of EUR 336 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 released supervisory guidance
- Goal: Strengthen the sustainability of the business models of large internationally active Austrian banks

**Capital requirements**
- Capital requirement of 7% CET1 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 8% YTD

**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
Improving Risk Perception towards CEE

Source: Bloomberg, Raiffeisen Research
Portfolio Overview: Corporate Exposure

Total Corporate Exposure by Industry …

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

… and by Region

- CE: 22%
- SEE: 14%
- Russia: 14%
- Austria: 19%
- Western Europe: 13%
- Asia: 10%
- CIS Other: 5%
- ROW: 3%

Total exposure: EUR 83.6 bn

Rating Breakdown

- FY 2011
- H1 2012

Best: 1%
Worst: 1%

- Overall portfolio quality further improved YTD
- Regional distribution focussed on CEE (55%) and Austria (19%)
- Total corporate exposure slightly reduced by 2.5% q-o-q

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 resulting in EUR 8.2 bn

Group Investor Relations
29 August 2012
Portfolio Overview: Retail Exposure

Retail Exposure by Product …

- Mortgages: 52%
- Credit Cards: 7%
- Car Loans: 8%
- Consumer: 21%
- Overdraft: 8%
- SME: 4%

Retail Loan Exposure by Currency (Foreign Currency)

- Total Foreign Currency: 34%
- Mar 2012
  - Other FX: 3%
  - CHF: 37%
  - EUR: 42%
  - USD: 18%
- June 2012
  - Other FX: 2%
  - CHF: 48%
  - EUR: 37%
  - USD: 13%

... and by Region

- CE: 56%
- SEE: 26%
- Russia: 11%
- CIS Other: 7%

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
- Currency profile changed due to acquisition of Polbank portfolio – stable excluding that effect
- Portfolio dominated by mortgages (52%) and consumer loans (21%)
Portfolio Overview: FI Exposure

FI Exposure by Product …
- Derivatives: 37%
- Money markets: 31%
- Repurchase agreements (Repos): 14%
- Loans & Accounts: 10%
- Bonds: 7%
- Other/Off-balance: 2%

… and by Region
- Western Europe: 46%
- Austria: 39%
- Asia: 10%
- Rest of the World (RoW): 5%

Total exposure: EUR 37.6 bn

Rating Breakdown
- A3 rating grade dominated by exposure to Raiffeisen Banking Group as part of intra-group liquidity management
- Shift towards secured products resulting in higher collateralization levels YTD
- Exposure from reverse repo transactions and bond portfolio mainly to Western European 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 …

- Loans & Accounts 50%
- Bonds 43%
- Derivatives 3%
- Other 3%

Rating Breakdown

- FY 2011
- H1 2012

Note: Figures do not sum up to 100% due to rounding.

… and by Region

- Austria 39%
- SEE 19%
- CIS Other 4%
- Russia 2%
- RoW 2%
- Asia 4%

Total exposure: EUR 29.5 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.

- 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.
- Higher sovereign portfolio caused by increased placements at central banks.
- 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 June 2012 (in EUR mn)

<table>
<thead>
<tr>
<th></th>
<th>Corporate Exposure</th>
<th>FI Exposure</th>
<th>Sovereign Exposure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>17</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Ireland</td>
<td>5</td>
<td>5</td>
<td>21</td>
</tr>
<tr>
<td>Italy</td>
<td>225</td>
<td>18</td>
<td>630</td>
</tr>
<tr>
<td>Portugal</td>
<td>0</td>
<td>0</td>
<td>39</td>
</tr>
<tr>
<td>Spain</td>
<td>30</td>
<td>5</td>
<td>435</td>
</tr>
<tr>
<td>Total</td>
<td>277</td>
<td>28</td>
<td>1,125</td>
</tr>
</tbody>
</table>

- Total exposure to peripheral EU countries further decreased by about EUR 200 mn (down 10%) q-o-q, mainly driven by the Financial Institutions portfolio
- Sovereign bond portfolio in Italy slightly increased by about EUR 40 mn
- No exposure to Greek Financial Institutions left, stable FI portfolio in Ireland, further reduction in all other countries
- Corporate portfolio stable in Ireland and decreased moderately in all other EU peripheral countries

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 June 2012 (in EUR mn)

Senior government guaranteed  Senior public placements  Senior private placements  Other  Subordinated  Supplementary

2012: 1,297
2013: 3,220
2014: 2,335
2015: 1,078
2016: 634
2017: 695
2018: 242
2019: 564
2020: 362
2021: 91
2022: 25
2023: 13
2024: 103
2025: 37
2026: 30
2027-2030: -
>2030: 510
# Contact and Financial Calendar

## Contact Details

**Susanne E. Langer**  
Head of Group Investor Relations  
Spokesperson  
Raiffeisen Bank International AG  
Am Stadtpark 9  
1030 Vienna  
Austria  
Tel.: +43 1 71 707 2089  
Fax: +43 1 71 707 2138  
ir@rbinternational.com  
susanne.langer@rbinternational.com  
www.rbinternational.com

## Financial Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 November 2012</td>
<td>Start of Quiet Period&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td>28 November 2012</td>
<td>Third Quarter Report, Conference Call</td>
</tr>
<tr>
<td>13 March 2013</td>
<td>Start of Quiet Period&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td>10 April 2013</td>
<td>Annual Report 2012, Conference Call</td>
</tr>
<tr>
<td>11 April 2013</td>
<td>RBI Investor Presentation London</td>
</tr>
<tr>
<td>14 May 2013</td>
<td>Start of Quiet Period&lt;sup&gt;1&lt;/sup&gt;</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 and Dividend Payment Date</td>
</tr>
<tr>
<td>8 August 2013</td>
<td>Start of Quiet Period&lt;sup&gt;1&lt;/sup&gt;</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&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td>27 November 2013</td>
<td>Third Quarter Report, Conference Call</td>
</tr>
</tbody>
</table>

<sup>1</sup> 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.

Our projects are implemented in an unbureaucratic, quick and cost-efficient manner.

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- **Make a donation**
- **Become a member**
- **Spread the message**

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