RBI – Additional Insights
Q3/2012 Results
Certain statements contained herein may be statements of future expectations and other forward-looking statements, which are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, words such as "may", "will", "should", "expects", "plans", "contemplates", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions typically identify forward-looking statements.

By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. As such, no forward-looking statement can be guaranteed. Undue reliance should not be placed on these forward-looking statements. Many factors could cause our results of operations, financial condition, liquidity, and the development of the industries in which we compete, to differ materially from those expressed or implied by the forward-looking statements contained herein.

These factors include, without limitation, the following: (i) our ability to compete in the regions in which we operate; (ii) our ability to meet the needs of our customers; (iii) our ability to complete acquisitions or other projects on schedule and to integrate our acquisitions; (iv) uncertainties associated with general economic conditions particularly in CEE; (v) governmental factors, including the costs of compliance with regulations and the impact of regulatory changes; (vi) the impact of currency exchange rate and interest rate fluctuations; and (vii) other risks, uncertainties and factors inherent in our business.

Subject to applicable securities law requirements, we disclaim any intention or obligation to update or revise any forward-looking statements set forth herein, whether as a result of new information, future events or otherwise.

This document is for information purposes only and shall not be treated as giving any investment advice and/or recommendation whatsoever. This presentation and any information (written or oral) provided to you does not constitute an offer of securities, nor a solicitation for an offer of securities, nor a prospectus or advertisement or a marketing or sales activity for such securities. The shares of Raiffeisen Bank International AG ("RBI") have not been registered under the U.S. Securities Act of 1933 (the “Securities Act”) nor in Canada, U.K. or Japan. No securities may be offered or sold in the United States or in any other jurisdiction, which requires registration or qualification, absent any such registration or qualification or an exemption therefrom. These materials must not be issued, disclosed, copied or distributed to "U.S. persons" (according to the definition under Regulation S of the Securities Act as amended from time to time) or publications with general circulation in the United States. The circulation of this document may be restricted or prohibited in other jurisdictions.

For the United Kingdom: This presentation and related material, including these slides, (these "Materials") are for distribution only to persons who are members of RBI falling within Article 43(2) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order") or who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Promotion Order), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). These Materials are directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which these Materials relate is available only to relevant persons and will be engaged in only with relevant persons.

Figures shown in the presentation are based on figures disclosed in the annual report 2011 as well as the unaudited interim reports of RBI. However, figures used in this document have been rounded, which could result in percentage changes differing slightly from those provided in such reports.

We have exercised utmost diligence in the preparation of this presentation. However, rounding, transmission, printing, and typographical errors cannot be ruled out. We are not responsible or liable for any omissions, errors or subsequent changes which have not been reflected herein and we accept no liability whatsoever for any loss or damage howsoever arising from any use of this document or its content or third party data or otherwise arising in connection therewith.
## 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>- Selective underwriting in Corporate and Retail; very limited new business with Financial Institutions&lt;br&gt;- Cost efficiency and optimization of branch network&lt;br&gt;- Centralization of services and process optimization to enhance productivity&lt;br&gt;- 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>- Broadening of retail capabilities with the acquisition of Polbank&lt;br&gt;- Adjusting business model and infrastructure for the challenging market environment in Hungary&lt;br&gt;- Ongoing proactive cost management (lean management project across operations in order to optimize processes)&lt;br&gt;- Lending with focus on prime customer relationships with cross-selling potential&lt;br&gt;- Further enhancement of existing prime relationships with corporate and affluent customers to increase share-of-wallet&lt;br&gt;- Focus on alternative distribution channels and service excellence programs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Key Strategic Initiatives per Segment (II)

#### Russia

- Focus on premium customers in the Retail segment via multi channel cross-selling
- 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

- Cross- and up-selling to existing retail customers via credit cards, personal loans and insurance
- Restrictive lending policy in accordance with the overall risk situation
- Co-operation with supranational agencies in Ukraine with a focus on agriculture and heavy industry
- Continuous enhancement of services and products for multinationals in Ukraine with focus on cross-selling
- Tight cost management and focus on increasing efficiency of network and organization
- Further centralization of major functions and regional governance
### 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>
<tbody>
<tr>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
<td><img src="image.png" alt="Image" /></td>
</tr>
</tbody>
</table>

- Perform joint sales initiatives to increase cross-selling of funding and capital light products in customer segments (Corporates, FI&S, Retail)
- Complement DCM product offerings for corporates by launching Asset Based Finance as new business line
- Secure strong position in FX and increase market share in other Capital Markets products (e.g. Rates, Credit Fixed Income, Equities)
- Further increase efficiency in distribution and product delivery by streamlining processes and better using synergies across countries

- 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
Overview Segment CE

Operating Income Split by Country (1-9/2012)

- Slovakia: 28%
- Czech Republic: 27%
- Poland: 28%
- Hungary: 15%
- Slovenia: 2%

Total: EUR 1,117 mn

Financials

<table>
<thead>
<tr>
<th>Financials</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>1,117</td>
<td>1,218</td>
<td>(8.3)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(723)</td>
<td>(708)</td>
<td>2.1%</td>
</tr>
<tr>
<td>Operating result</td>
<td>394</td>
<td>509</td>
<td>(22.7)%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(293)</td>
<td>(484)</td>
<td>(39.5)%</td>
</tr>
<tr>
<td>Other results</td>
<td>51</td>
<td>(12)</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>152</td>
<td>13</td>
<td>&gt;500.0%</td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>2.68%</td>
<td>3.24%</td>
<td>(56)BP</td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>6.9%</td>
<td>0.6%</td>
<td>6.3PP</td>
</tr>
</tbody>
</table>

y-o-y

- Profit before tax increased considerably by EUR 139 mn driven mainly by decline in provisioning partly offset by integration of Polbank
- Increase of lending volumes due to first time consolidation of Polbank and increased business with private individuals in Slovakia
- Operating income under pressure due to lower interest income particularly in Hungary, and lower trading income due to FX hedges in Hungary
- Provisioning decreased by 40%; predominantly due to high provisioning for housing loans (state program) in Hungary in 2011
- Decrease in NIM driven by higher expenses for deposits across all countries due to competitive pricing and higher deposit volumes
- General admin. expenses increased just 2% despite Polbank integration due to lower staffing in Hungary and Czech Republic and savings on other administrative expenses across all countries
- Other result turned positive due to valuation gains on municipal bonds in Hungary and gains on valuation of derivatives in the Czech Republic
- Slovakian bank levy introduced in 2012 impacted other net operating result by EUR 18 mn

q-o-q

- Operating income remained flat as decrease in trading income was offset by higher net interest income
- General admin. expenses increased, triggered by Polbank integration
- Loan-loss provisioning improved due to lower portfolio provisioning in Hungary and fewer corporate cases in Poland
- Other results significantly increased due to valuation gains of municipal bonds in Hungary and derivatives in Czech Republic
Overview Segment SEE

Operating Income Split by Country (1-9/2012)

- Romania: 36%
- Croatia: 20%
- Bulgaria: 14%
- Serbia: 10%
- Albania: 8%
- Bosnia a. Herzegovina: 8%
- Kosovo: 4%
- Albania: 8%
- Serbia: 10%
- Bulgaria: 14%
- Croatia: 20%
- Kosovo: 4%
- Romania: 36%
- Total: EUR 965 mn

Financials

<table>
<thead>
<tr>
<th>Financials</th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y (%)</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>965</td>
<td>1,016</td>
<td>(5.0)%</td>
<td>318</td>
<td>317</td>
<td>0.5%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(516)</td>
<td>(554)</td>
<td>(6.9)%</td>
<td>(174)</td>
<td>(165)</td>
<td>5.7%</td>
</tr>
<tr>
<td>Operating result</td>
<td>449</td>
<td>462</td>
<td>(2.8)%</td>
<td>144</td>
<td>152</td>
<td>(5.1)%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(200)</td>
<td>(194)</td>
<td>3.3%</td>
<td>(72)</td>
<td>(67)</td>
<td>6.9%</td>
</tr>
<tr>
<td>Other results</td>
<td>13</td>
<td>(8)</td>
<td>–</td>
<td>1</td>
<td>(9)</td>
<td>–</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>261</td>
<td>260</td>
<td>0.4%</td>
<td>72</td>
<td>75</td>
<td>(3.6)%</td>
</tr>
<tr>
<td>Net interest margin (%)</td>
<td>3.87%</td>
<td>4.08%</td>
<td>(21)BP</td>
<td>3.68%</td>
<td>3.92%</td>
<td>(24)BP</td>
</tr>
<tr>
<td>ROE before tax (%)</td>
<td>17.1%</td>
<td>17.2%</td>
<td>(0.1)PP</td>
<td>14.0%</td>
<td>14.1%</td>
<td>(0.1)PP</td>
</tr>
</tbody>
</table>

y-o-y

- Profit before tax remained flat; with lower operating income offset by lower general admin. expenses
- Operating income declined 5% mirroring weak economic environment in the region
- Net interest income declined mainly in Bulgaria, Croatia and Serbia, partly compensated by Romania
- Net commission income decreased by 15% mainly in Romania due to re-pricing in retail
- General admin. expenses reduced by 8%, mainly driven by lower headcount in Romania and lower depreciation on leased assets in Croatia
- Provisioning slightly increased due to allocations in Romania partly offset by improvements in several other SEE countries
- Other results turned positive due to proceeds from financial investments in Serbia and Romania

q-o-q

- Flat operating income. Decline in net interest income in Romania and Bulgaria partly offset by trading income increase in Romania and Serbia
- General admin. expenses increased due to higher IT expenses in Romania
- Provisioning higher due to individual provisions in Bulgaria
- Other results higher due to valuations gains on financial investments in Romania
Overview Segment Russia

Exposure by Type of Customer (1-9/2012)

- **Corporate**: 70%
- **Retail**: 21%
- **Sovereigns**: 6%
- **FI**: 3%

Total: EUR 16.3 bn

Financials

<table>
<thead>
<tr>
<th>Financials</th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>834</td>
<td>640</td>
<td>30.4%</td>
<td>279</td>
<td>266</td>
<td>4.8%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(360)</td>
<td>(335)</td>
<td>7.5%</td>
<td>(122)</td>
<td>(116)</td>
<td>5.4%</td>
</tr>
<tr>
<td>Operating result</td>
<td>474</td>
<td>305</td>
<td>55.5%</td>
<td>157</td>
<td>150</td>
<td>4.4%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>13</td>
<td>(21)</td>
<td>-</td>
<td>(1)</td>
<td>14</td>
<td>-</td>
</tr>
<tr>
<td>Other results</td>
<td>(2)</td>
<td>3</td>
<td>-</td>
<td>(3)</td>
<td>10</td>
<td>-</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>485</td>
<td>287</td>
<td>69.3%</td>
<td>153</td>
<td>175</td>
<td>(12.5)%</td>
</tr>
</tbody>
</table>

y-o-y

- Continued strong results, 67% increase in profit before tax
- Total assets increased by 14% mainly due to deposit inflows from large corporates; customer loans stable due to more selective corporate business
- NIM rose by 26 bps driven by interest income from higher volume of FX swaps used for asset liability management
- Net fee and commission income increased by 23% mainly due to transfer payments transactions
- Cost/income ratio improved despite general admin. expenses increasing by 7% (salary increases)
- Net releases of provisions due to improvements in overall credit quality and better ratings of new business

q-o-q

- Net interest income improved due to lower deposit costs
- Higher net trading income due to valuation gains mainly on FX derivatives
- Net provisioning still on low level
- Higher general admin. expenses due to increased staff expenses (accruals for performance bonuses)
- Other result weaker mainly due to FX macro hedges (income from derivatives)
Overview Segment CIS Other

Operating Income Split by Country (1-9/2012)

- Ukraine: 82%
- Belarus: 18%

Total: EUR 462 mn

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>462</td>
<td>498</td>
<td>(7.1)%</td>
<td>163</td>
<td>154</td>
<td>5.7%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(278)</td>
<td>(248)</td>
<td>12.1%</td>
<td>(96)</td>
<td>(92)</td>
<td>5.3%</td>
</tr>
<tr>
<td>Operating result</td>
<td>184</td>
<td>249</td>
<td>(26.2)%</td>
<td>67</td>
<td>63</td>
<td>6.2%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(76)</td>
<td>(99)</td>
<td>(23.4)%</td>
<td>(26)</td>
<td>(27)</td>
<td>(4.5)%</td>
</tr>
<tr>
<td>Other results</td>
<td>(27)</td>
<td>(8)</td>
<td>228.4%</td>
<td>(14)</td>
<td>(6)</td>
<td>138.5%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>82</td>
<td>142</td>
<td>(42.6)%</td>
<td>27</td>
<td>30</td>
<td>(10.7)%</td>
</tr>
</tbody>
</table>

q-o-q

- Higher net interest income in Ukraine and increased net commission income in Ukraine and Belarus
- Net trading income increased due to lower hyperinflation adjustments in Belarus
- General admin. expenses driven by higher depreciation expenses
- Other results decreased due to valuation losses from Ukrainian sovereign bonds
- Provisioning slightly lower due to individual allocations in Ukraine

y-o-y

- Profit before tax nearly halved due to extraordinary high trading income in comparative period 2011 (capital hedge in Belarus)
- Net trading income lower due to hyperinflation adjustments and very high hedge valuation gains in 2011 in Belarus
- Net interest income remained flat but net commission income increased mostly due to payment transfer business
- Provisioning declined mainly due to improved private individuals portfolio quality in Ukraine and reduced portfolio in Belarus
- General admin. expenses higher driven by increased personnel expenses and depreciation expenses for IT systems in Ukraine
- Other results declined due to losses from investments in Ukrainian sovereign bonds

Net interest margin (%) 6.49% 6.17% 32BP 6.62% 6.45% 17BP
ROE before tax (%) 14.0% 26.6% (12.6)PP 13.7% 15.3% (1.6)PP
Overview Segment Group Corporates

Exposure by Region (1-9/2012)

Total: EUR 37.2 bn

Financials

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>453</td>
<td>452</td>
<td>0.1%</td>
<td>137</td>
<td>156</td>
<td>(12.1)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(130)</td>
<td>(102)</td>
<td>27.4%</td>
<td>(49)</td>
<td>(46)</td>
<td>4.7%</td>
</tr>
<tr>
<td>Operating result</td>
<td>323</td>
<td>350</td>
<td>(7.8)%</td>
<td>89</td>
<td>110</td>
<td>(19.2)%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(52)</td>
<td>(36)</td>
<td>45.5%</td>
<td>(31)</td>
<td>(21)</td>
<td>49.0%</td>
</tr>
<tr>
<td>Other results</td>
<td>18</td>
<td>(6)</td>
<td>–</td>
<td>16</td>
<td>(1)</td>
<td>–</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>288</td>
<td>308</td>
<td>(6.6)%</td>
<td>74</td>
<td>89</td>
<td>(16.4)%</td>
</tr>
</tbody>
</table>

y-o-y

- Profit before tax decreased by 6% driven by higher general admin. expenses and higher provisioning
- Operating income flat; strong trading income offset decline in net commission income; net interest income stable
- Commission income increased in head office but declined in Singapore and Malta
- Trading income increased primarily driven by valuation gains in Asia
- General admin. expenses increased by 27% due to adjusted expense allocation in head office
- Higher provisioning due to single corporate cases in Asia and head office
- Other results higher due to net income from investment gains on sale of financial assets

q-o-q

- Operating income declined due to lower net interest income and net commission income
- General admin. expenses remained flat
- Higher provisioning due to single corporate cases in China
- Other results rose due to gains on financial investments
Overview Segment Group Markets

Exposure by Region (1-9/2012)

- Austria 56%
- European Union (excl. Austria) 33%
- Asia 5%
- North America 2%
- CEE 1%
- Other Europe Other 3%
- Other 3%

Total: EUR 45.3 bn

Financials

<table>
<thead>
<tr>
<th></th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>275</td>
<td>374</td>
<td>(26.4)%</td>
<td>88</td>
<td>87</td>
<td>1.5%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(192)</td>
<td>(197)</td>
<td>(2.6)%</td>
<td>(65)</td>
<td>(70)</td>
<td>(7.3)%</td>
</tr>
<tr>
<td>Operating result</td>
<td>83</td>
<td>176</td>
<td>(53.1)%</td>
<td>23</td>
<td>17</td>
<td>38.6%</td>
</tr>
<tr>
<td>Loan loss provisioning</td>
<td>(19)</td>
<td>(8)</td>
<td>143.6%</td>
<td>0</td>
<td>(24)</td>
<td>–</td>
</tr>
<tr>
<td>Other results</td>
<td>174</td>
<td>(66)</td>
<td>–</td>
<td>20</td>
<td>16</td>
<td>24.4%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>238</td>
<td>102</td>
<td>133.7%</td>
<td>44</td>
<td>9</td>
<td>382.2%</td>
</tr>
</tbody>
</table>

Net interest margin (%) 0.70% 0.83% (13)BP 0.82% 0.61% 21BP
ROE before tax (%) 28.0% 9.2% 18.8PP 14.2% 16.6% (2.4)PP

y-o-y

- Profit before tax increased by 122% due to gains from sales of financial assets despite lower operating income
- Net interest income down 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
- Other result positively impacted by sale of financial assets but partly offset by close-out payments and macro hedges

q-o-q

- Operating income remained flat
- Other results increased due to valuation gains on investments
- General admin. expenses decreased due to adjusted expense allocation in head office
- Provisioning decreased after higher allocations related to financial institutions in head office in Q2
### Financials

<table>
<thead>
<tr>
<th></th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y (%)</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>465</td>
<td>376</td>
<td>23.7%</td>
<td>5</td>
<td>360</td>
<td>(98.7)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>(233)</td>
<td>(205)</td>
<td>14.0%</td>
<td>(81)</td>
<td>(72)</td>
<td>13.5%</td>
</tr>
<tr>
<td>Operating result</td>
<td>232</td>
<td>171</td>
<td>35.4%</td>
<td>(77)</td>
<td>289</td>
<td>-</td>
</tr>
<tr>
<td>Provisioning</td>
<td>3</td>
<td>60</td>
<td>(94.7)%</td>
<td>0</td>
<td>1</td>
<td>(84.7)%</td>
</tr>
<tr>
<td>Other result</td>
<td>(79)</td>
<td>93</td>
<td>-</td>
<td>(98)</td>
<td>(87)</td>
<td>12.9%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>156</td>
<td>324</td>
<td>(51.9)%</td>
<td>(175)</td>
<td>203</td>
<td>-</td>
</tr>
</tbody>
</table>

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

### y-o-y

- Net interest income increased 37% 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, however partly offset by higher inter-company 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 but reduced by close-out payments and valuation of macro hedges
- Provisioning down to low level after one time effect in previous period

### q-o-q

- Net interest income lower due to inter-segment dividend payments paid out in Q2
- Other results improved due to lower losses on valuations of derivatives and due to the lower losses from the fair value option of own liabilities
- Income taxes positive due to deferrals on fair value option of own liabilities
Reconciliation

<table>
<thead>
<tr>
<th>Financials</th>
<th>1-9/2012</th>
<th>1-9/2011</th>
<th>y-o-y</th>
<th>Q3/2012</th>
<th>Q2/2012</th>
<th>q-o-q</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>(686)</td>
<td>(473)</td>
<td>45.0%</td>
<td>(94)</td>
<td>(398)</td>
<td>(76.4)%</td>
</tr>
<tr>
<td>General admin. expenses</td>
<td>98</td>
<td>64</td>
<td>53.1%</td>
<td>33</td>
<td>34</td>
<td>(2.9)%</td>
</tr>
<tr>
<td>Operating result</td>
<td>(588)</td>
<td>(409)</td>
<td>43.8%</td>
<td>(61)</td>
<td>(365)</td>
<td>(83.3)%</td>
</tr>
<tr>
<td>Provisioning</td>
<td>0</td>
<td>0</td>
<td>-</td>
<td>(0)</td>
<td>(0)</td>
<td>-</td>
</tr>
<tr>
<td>Other result</td>
<td>42</td>
<td>5</td>
<td>&gt;500.0%</td>
<td>13</td>
<td>3</td>
<td>333.3%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>(546)</td>
<td>(404)</td>
<td>35.1%</td>
<td>(48)</td>
<td>(361)</td>
<td>(86.7)%</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 inter-company 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 inter-segment business with derivatives

**q-o-q**

- Net interest income reconciliation lower due to lower intra-group dividends
- Other result reconciliation higher due to increasing inter-segment business with derivatives
Overview of Public Debt and Budget Deficit

Source: Bloomberg, Raiffeisen Research

Public debt 2012E (% of GDP)

General budget deficit 2012E (% of GDP)

Maastricht Criteria

Source: Bloomberg, Raiffeisen Research
Overall portfolio quality further improved YTD

Regional distribution focused on CEE (52%) and Austria (19%), in line with our strategy

Total corporate exposure slightly reduced by 2.8% q-o-q, mainly driven by reductions in the Asian and US branches and Russia

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 8.3 bn
Portfolio Overview: Retail Exposure

Retail Exposure by Product …

- Mortgages: 50%
- Consumer: 21%
- Car Loans: 8%
- Credit Cards: 7%
- SME: 7%
- Overdraft: 7%

… and by Region

- CE: 56%
- SEE: 26%
- Russia: 12%
- CIS Other: 6%

Total exposure: EUR 28.6 bn

Retail Loan Exposure by Currency (Foreign Currency)

Jun 2012
- CHF: 49%
- EUR: 37%
- USD: 13%
- Other FX: 1%

Sep 2012
- CHF: 48%
- EUR: 38%
- USD: 12%
- Other FX: 2%

Total Foreign Currency: 39%

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
- Portfolio size constant YTD excluding the increase due to the Polbank acquisition
- Share of FX portfolio in the retail segment declined to 37%
- Portfolio dominated by mortgages (50%) and consumer loans (21%)
Portfolio Overview: FI Exposure

FI Exposure by Product …

- Derivatives: 34%
- Money markets: 34%
- Loans & Accounts: 9%
- Repos: 15%
- Other/Off-balance: 2%

… and by Region

- Western Europe: 43%
- Austria: 42%
- Asia: 10%
- RoW: 5%

Total exposure: EUR 34.6 bn

Rating Breakdown

- A3 rating grade dominated by exposure to Raiffeisen Banking Group as part of intra-group liquidity management
- Substantial portfolio decline in Q3 (minus EUR 3 bn) driven by reductions in derivatives, repos and securities
- Exposure with Raiffeisen Banking Group accounts for 36% 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

Group Investor Relations          28 November 2012
Portfolio Overview: Sovereign Exposure

Sovereign Exposure by Product …

- Bonds: 46%
- Loans & Accounts: 49%
- Derivatives: 3%
- Other: 2%

Rating Breakdown

<table>
<thead>
<tr>
<th>Rating</th>
<th>Dec 2011</th>
<th>Sep 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>A1</td>
<td>36%</td>
<td>36%</td>
</tr>
<tr>
<td>A2</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>A3</td>
<td>4%</td>
<td>15%</td>
</tr>
<tr>
<td>B1</td>
<td>7%</td>
<td>9%</td>
</tr>
<tr>
<td>B2</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>B3</td>
<td>21%</td>
<td>14%</td>
</tr>
<tr>
<td>B4</td>
<td>8%</td>
<td>8%</td>
</tr>
<tr>
<td>B5</td>
<td>6%</td>
<td>8%</td>
</tr>
<tr>
<td>C</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>D</td>
<td>1%</td>
<td>0%</td>
</tr>
<tr>
<td>NR</td>
<td>0%</td>
<td>0%</td>
</tr>
</tbody>
</table>

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

… and by Region

- Austria: 35%
- SEE: 20%
- CE: 33%
- CIS Other: 5%
- Russia: 2%
- RoW: 1%
- Asia: 4%

Total exposure: EUR 27.3 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

- Majority of sovereign portfolio is held for liquidity management and minimum reserve requirements
- Portfolio decreased by EUR 2.2 bn in Q3 as the higher placements at central banks are partially withdrawn again (mainly in Austria, Romania, Czech Republic)
- Exposure to B3 rating category driven by minimum reserves mainly in Hungary and SEE
Low Exposure to Peripheral EU Countries

RBI – Total Exposure¹ at end of Sep 2012 (in EUR mn)

<table>
<thead>
<tr>
<th>Corporate Exposure</th>
<th>FI Exposure</th>
<th>Sovereign Exposure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Greece</td>
<td>13</td>
<td>-</td>
</tr>
<tr>
<td>Ireland</td>
<td>8</td>
<td>5</td>
</tr>
<tr>
<td>Italy</td>
<td>254</td>
<td>17</td>
</tr>
<tr>
<td>Portugal</td>
<td>0</td>
<td>-</td>
</tr>
<tr>
<td>Spain</td>
<td>47</td>
<td>6</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>323</strong></td>
<td><strong>28</strong></td>
</tr>
</tbody>
</table>

- Total exposure to peripheral EU countries decreased by about EUR 580mn (down 23.7%) YTD; low exposures remained stable over Q3
- Bond positions with Financial Institutions reduced in Q3 (mainly in Spain and Ireland)
- Corporate exposure slightly increased in Spain, stable in all other EU peripheral countries
- No Sovereign exposure to EU peripheral countries except for Italy (EUR 65 mn) and a negligible portfolio in Spain (EUR 5 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 Sep 2012 (in EUR mn)

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


Values: 899, 3,905, 4,140, 2,513, 842, 1,660, 1,073, 276, 564, 363, 91, 25, 13, 103, 52, 30, –, –, 507
## 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  
www.rbinternational.com

### Financial Calendar

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 February 2013</td>
<td>Start of Quiet Period</td>
</tr>
<tr>
<td>20 February 2013</td>
<td>Preliminary Results 2012</td>
</tr>
<tr>
<td>13 March 2013</td>
<td>Start of Quiet Period</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</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.

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

How you can help:

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

For more information please visit our website:

www.stepicceecharity.org