

Combined Bank New Segment Reporting

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Summary of Segment Reporting Changes

The merger of RZB and RBI will bring changes to the reporting segments. At the same time as the respective RZB and RBI FY 2016 reports are published, a pro-forma overview of the new segmentation for the Combined Bank will additionally be provided

➔ The pro-forma numbers in the following slides are provided as an indication only

1

Introduction of new Group Corporates & Markets segment (GC&M), comprising business previously booked in RBI Group Corporates/Group Markets segments and the RZB Central Institution and Specialized Subsidiaries segment (with the exception of the Bausparkasse foreign business and RZB Treasury); RBI Group Corporates and Group Markets segments will no longer be reported separately

Rationale: business managed from Vienna combined into one segment (Austrian and international exposure)

2

RBI Corporate Center segment will also include RZB Treasury and RZB equity participations

Rationale: adjustment due to planned merger of RZB and RBI

3

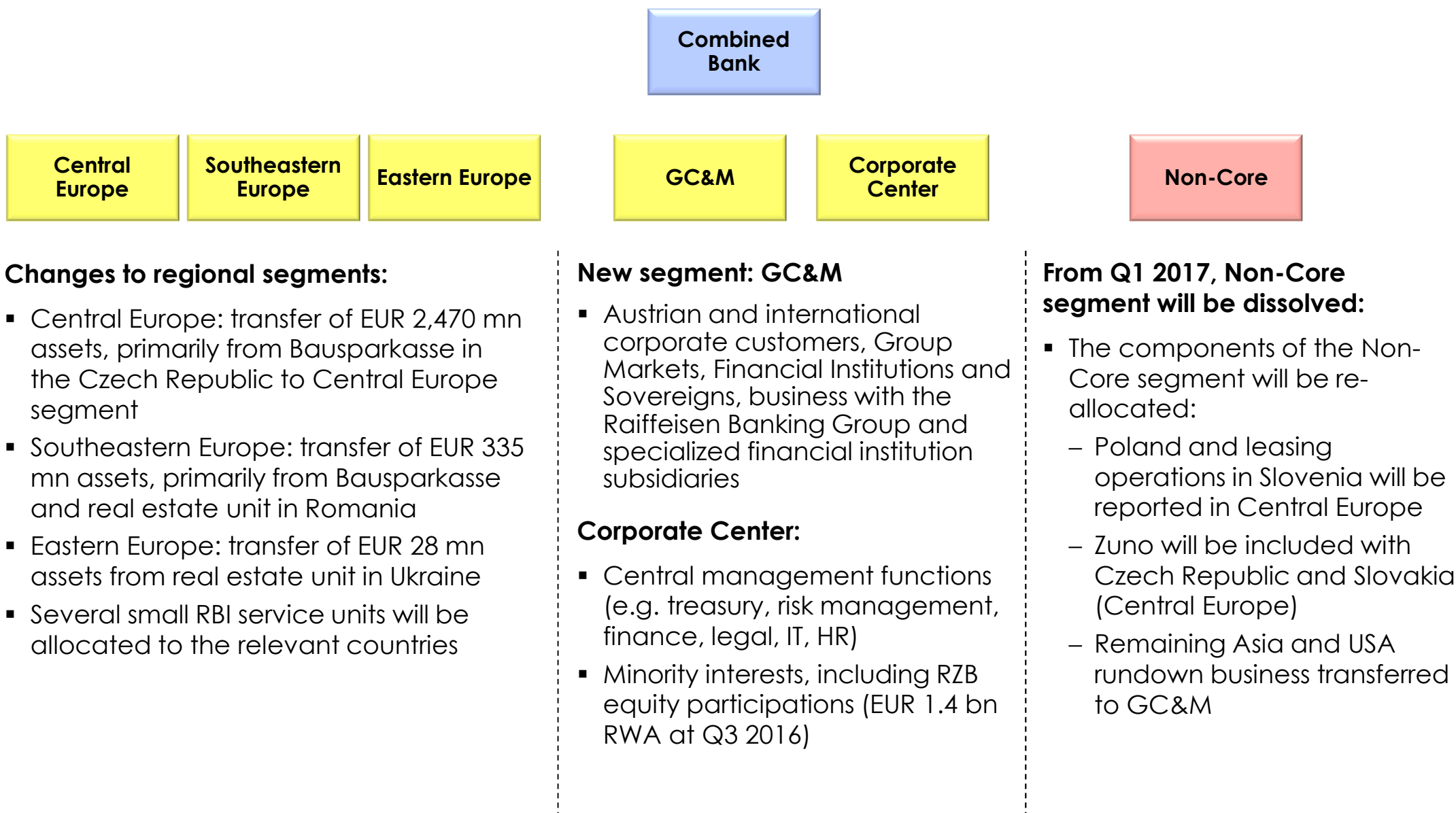
Adjustments to Central Europe, Southeastern Europe and Eastern Europe segments primarily due to inclusion of Bausparkasse foreign business

Planned further adjustment to segment reporting structure to take effect as of the Q1 2017 report:

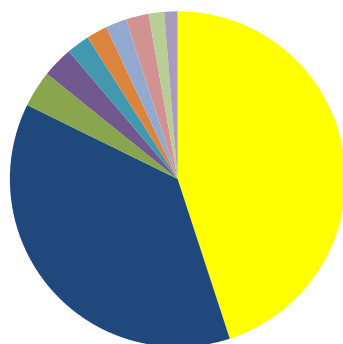
4

Non-Core segment will no longer be reported separately; business previously reported in this segment will be allocated to the relevant segments.

Combined Bank Reporting Segments



Exposure by Region (1-9/2016)



Austria	45.0%	Western EU (excl. Austria)	37.3%
Europe Other	3.5%	EE	3.0%
North America	2.2%	Far East	2.0%
CE	2.0%	SEE	2.2%
Middle East	1.5%	Other	1.3%

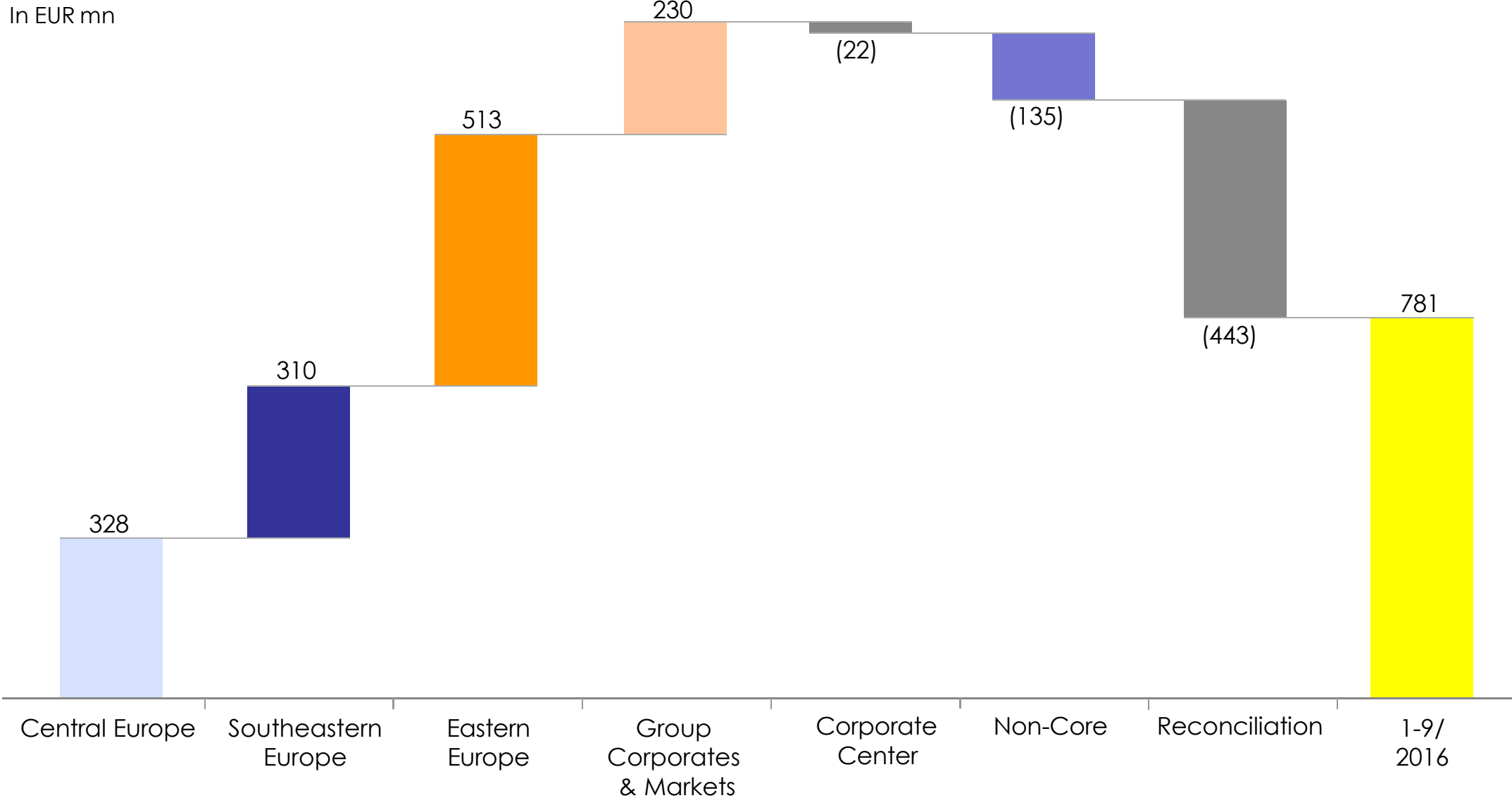
Region	Exposure (EUR mn)
Austria	25,292
Western European Union(excl. Austria)	20,960
Europe Other	1,976
Eastern Europe	1,671
North America	1,241
Far East	1,139
Central Europe	1,146
Southeastern Europe	1,226
Middle East	834
Other	732
Total	56,217

Group Corporates & Markets

- **Segment composition:**
 - Former RBI Group Markets segment
 - Former RBI Group Corporates segment
 - Former RZB Central Institution and Specialized FI Subsidiaries (excl. RZB Treasury and Bausparkasse foreign business)
 - Small service units
- **The new segment** includes cross border and international business which is managed from Vienna, such as business with multinational customers located in CEE, Western Europe and other countries

Group Corporates & Markets	Previous Segment
Corporate business booked in Vienna	RBI Group Corporates
Markets business booked in Vienna	RBI Group Markets
Financial Institutions & Sovereign Business	RBI Group Markets
Business with the Raiffeisen Banking Group	RZB Group
Specialized FI Subsidiaries (e.g. RCM, Leasing, Factoring, Bausparkasse Austria)	RZB Group
Raiffeisen Centrobank	RBI Group Markets
Kathrein Privatbank	RBI Group Markets

New Segments Contribution to PBT



Combined Bank: Financials by Segment



In EUR mn	New Segments 1-9/2016						Combined Bank			
	CE	SEE	EE	GC&M	Corporate Center	Non-Core	1-9/2016	Q3/2016	Q2/2016	Q1/2016
Net interest income	496	555	635	405	362	254	2,340	772	806	761
Net fee and commission income	288	292	278	215	12	119	1,180	408	401	372
Net trading income	18	46	44	94	-25	1	140	52	51	37
Operating income	797	911	950	826	405	381	3,737	1,269	1,275	1,193
General administrative expenses	(478)	(500)	(358)	(489)	(248)	(321)	(2,294)	(753)	(760)	(781)
Operating result	319	410	592	337	157	60	1,444	516	515	413
Provisioning for impairment losses	(29)	(98)	(93)	(82)	(8)	(187)	(501)	(98)	(298)	(105)
Profit/loss before tax	328	310	513	230	(22)	(135)	781	307	243	231
Profit/loss after tax	270	263	404	205	(8)	(167)	524	227	160	137
Consolidated profit	225	263	368	200	(12)	(167)	433	198	125	111
Assets	31,524	22,517	14,617	39,535	34,478	16,130	137,313	137,313	137,592	138,334
Risk-weighted assets	14,620	14,276	11,506	18,569	15,413	9,272	70,100	70,100	69,475	70,797
Total capital requirement	1,170	1,142	920	1,486	1,233	742	5,608	5,608	5,558	5,664
NPL ratio	6.4%	11.2%	16.4%	4.8%	-	16.5%	9.6%	9.6%	9.80%	10.7%
NPL coverage ratio	71.2%	74.5%	83.7%	63.3%	-	68.3%	72.0%	72.0%	72.0%	70.4%
Provisioning ratio	0.19%	0.98%	1.23%	0.44%	-	2.21%	0.82%	0.49%	1.49%	0.41%
Cost/Income Ratio	60.0%	55.0%	37.7%	59.2%	61.2%	84.2%	61.4%	59.4%	59.6%	65.4%
Net interest margin	2.22%	3.54%	6.58%	1.65%	-	2.10%	2.41%	2.40%	2.49%	2.35%
Average Equity	1,811	1,801	1,445	2,345	2,022	1,402	8,938	8,975	9,197	8,972
Return on Equity before tax	24.2%	22.9%	47.3%	13.1%	-	-	11.7%	13.7%	10.5%	10.3%

Note: Combined bank totals include intra-group reconciliation, while new segments do not include further changes to Non-Core coming in Q1 2017 report

Combined Bank: Financials by Segment



Central Europe

In EUR mn	Q3/2016	Q2/2016	Q1/2016	1-9/2016
Net interest income	158	170	169	496
Net fee and commission income	97	101	90	288
Net trading income	5	8	5	18
Operating income	252	277	267	797
General administrative expenses	(155)	(154)	(170)	(478)
Operating result	98	124	97	319
Provisioning for impairment losses	4	(29)	(4)	(29)
Profit/loss before tax	102	148	78	328
Profit/loss after tax	86	119	65	270
Consolidated profit	76	99	50	225
Assets	31,524	30,612	30,605	31,524
Risk-weighted assets	14,620	14,113	14,513	14,620
Total capital requirement	1,170	1,129	1,161	1,170
NPL ratio	6.4%	6.8%	7.2%	6.4%
NPL coverage ratio	71.2%	69.5%	70.0%	71.2%
Provisioning ratio	(0.08)%	0.57%	0.07%	0.19%
Cost/Income Ratio	61.2%	55.4%	63.6%	60.0%
Net interest margin	2.09%	2.29%	2.32%	2.22%
Average Equity	1,819	1,846	1,790	1,811
Return on Equity before tax	22.4%	32.1%	17.5%	24.2%

Southeastern Europe

In EUR mn	Q3/2016	Q2/2016	Q1/2016	1-9/2016
Net interest income	183	192	180	555
Net fee and commission income	103	98	91	292
Net trading income	15	11	20	46
Operating income	313	301	297	911
General administrative expenses	(164)	(167)	(170)	(500)
Operating result	149	134	126	410
Provisioning for impairment losses	(26)	(49)	(24)	(98)
Profit/loss before tax	124	85	101	310
Profit/loss after tax	106	73	85	263
Consolidated profit	106	74	84	263
Assets	22,517	22,105	21,993	22,517
Risk-weighted assets	14,276	14,231	14,231	14,276
Total capital requirement	1,142	1,139	1,139	1,142
NPL ratio	11.2%	11.2%	11.8%	11.2%
NPL coverage ratio	74.5%	72.9%	72.1%	74.5%
Provisioning ratio	0.77%	1.46%	0.57%	0.98%
Cost/Income Ratio	52.3%	55.4%	57.4%	55.0%
Net interest margin	3.48%	3.71%	3.45%	3.54%
Average Equity	1,809	1,847	1,785	1,801
Return on Equity before tax	27.4%	18.4%	22.7%	22.9%

Note: Financials for new segments do not include further changes to Non-Core coming in Q1 2017 report

Combined Bank: Financials by Segment



Eastern Europe

In EUR mn	Q3/2016	Q2/2016	Q1/2016	1-9/2016
Net interest income	218	215	202	635
Net fee and commission income	99	93	86	278
Net trading income	12	16	16	44
Operating income	328	319	303	950
General administrative expenses	(122)	(117)	(119)	(358)
Operating result	206	201	184	592
Provisioning for impairment losses	(13)	(13)	(67)	(93)
Profit/loss before tax	195	191	127	513
Profit/loss after tax	153	148	102	404
Consolidated profit	139	138	90	368
Assets	14,617	14,427	13,626	14,617
Risk-weighted assets	11,506	11,337	10,990	11,506
Total capital requirement	920	907	879	920
NPL ratio	16.4%	17.4%	18.8%	16.4%
NPL coverage ratio	83.7%	84.0%	83.2%	83.7%
Provisioning ratio	0.52%	0.51%	2.09%	1.23%
Cost/Income Ratio	37.2%	36.8%	39.1%	37.7%
Net interest margin	6.56%	6.75%	6.44%	6.58%
Average Equity	1,451	1,479	1,433	1,445
Return on Equity before tax	53.7%	51.7%	35.5%	47.3%

Group Corporates & Markets

In EUR mn	Q3/2016	Q2/2016	Q1/2016	1-9/2016
Net interest income	118	148	139	405
Net fee and commission income	72	73	70	215
Net trading income	35	28	31	94
Operating income	267	281	278	826
General administrative expenses	(168)	(166)	(156)	(489)
Operating result	100	115	122	337
Provisioning for impairment losses	(26)	(57)	2	(82)
Profit/loss before tax	65	49	115	230
Profit/loss after tax	67	49	89	205
Consolidated profit	66	45	88	200
Assets	39,535	40,809	41,786	39,535
Risk-weighted assets	18,569	17,984	18,686	18,569
Total capital requirement	1,486	1,439	1,495	1,486
NPL ratio	4.8%	5.5%	6.9%	4.8%
NPL coverage ratio	63.3%	54.0%	65.7%	63.3%
Provisioning ratio	0.42%	0.90%	(0.03)%	0.44%
Cost/Income Ratio	62.7%	59.1%	56.1%	59.2%
Net interest margin	1.37%	1.68%	1.80%	1.65%
Average Equity	2,355	2,405	2,358	2,345
Return on Equity before tax	11.1%	8.2%	19.5%	13.1%

Note: Financials for new segments do not include further changes to Non-Core coming in Q1 2017 report

Combined Bank: Financials by Segment



Corporate Center

In EUR mn	Q3/2016	Q2/2016	Q1/2016	1-9/2016
Net interest income	88	250	24	362
Net fee and commission income	10	0	2	12
Net trading income	(8)	15	(32)	(25)
Operating income	110	297	(1)	405
General administrative expenses	(69)	(76)	(103)	(248)
Operating result	40	221	(104)	157
Provisioning for impairment losses	2	(23)	13	(8)
Profit/loss before tax	(35)	155	(142)	(22)
Profit/loss after tax	(35)	163	(136)	(8)
Consolidated profit	(41)	163	(134)	(12)
Assets	34,478	34,924	35,910	34,478
Risk-weighted assets	15,413	15,525	16,325	15,413
Total capital requirement	1,233	1,242	1,306	1,233
NPL ratio	-	-	-	-
NPL coverage ratio	-	-	-	-
Provisioning ratio	-	-	-	-
Cost/Income Ratio	63.1%	25.5%	-	61.2%
Net interest margin	-	-	-	-
Average Equity	2,030	2,100	2,070	2,022
Return on Equity before tax	-	29.5%	-	-

Non-Core

In EUR mn	Q3/2016	Q2/2016	Q1/2016	1-9/2016
Net interest income	91	77	86	254
Net fee and commission income	38	42	39	119
Net trading income	(1)	(4)	6	1
Operating income	135	115	132	381
General administrative expenses	(111)	(108)	(102)	(321)
Operating result	23	7	30	60
Provisioning for impairment losses	(38)	(138)	(11)	(187)
Profit/loss before tax	(32)	(116)	13	(135)
Profit/loss after tax	(36)	(125)	(6)	(167)
Consolidated profit	(36)	(126)	(6)	(167)
Assets	16,130	16,484	17,825	16,130
Risk-weighted assets	9,272	9,672	10,638	9,272
Total capital requirement	742	774	851	742
NPL ratio	16.5%	15.3%	15.3%	16.5%
NPL coverage ratio	68.3%	71.3%	64.3%	68.3%
Provisioning ratio	1.41%	4.92%	0.28%	2.21%
Cost/Income Ratio	82.8%	94.0%	77.1%	84.2%
Net interest margin	2.31%	1.93%	2.08%	2.10%
Average Equity	1,282	1,346	1,484	1,402
Return on Equity before tax	-	-	3.6%	-

Note: Financials for new segments do not include further changes to Non-Core coming in Q1 2017 report

Combined Bank segment reporting structure for FY 2016 report

- **Central Europe**
 - Czech Republic
 - Hungary
 - Slovakia
- **Southeastern Europe**
 - Albania
 - Bosnia and Herzegovina
 - Bulgaria
 - Croatia
 - Kosovo
 - Romania
 - Serbia
- **Eastern Europe**
 - Belarus
 - Russia
 - Ukraine
- **Group Corporates & Markets**
 - Corporate Vienna
 - Markets Vienna
 - Financial Institutions & Sovereign Business
 - Business with the Raiffeisen Banking Group
 - Specialized FI Subsidiaries including RBI Leasing, Raiffeisen Centrobank, Raiffeisen Capital Management, Kathrein Privatbank, Factoring, Bausparkasse (Austrian business)
 - Small service units
- **Corporate Center**
 - RBI and RZB Treasury
 - RBI and RZB minority interests
 - Group overhead
- **Non-Core**
 - Asia
 - Poland
 - Slovenia
 - USA
 - ZUNO

Contact and Financial Calendar



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Financial Calendar

15 March 2017	Annual Report 2016, Conference Call
16 March 2017	Investor Presentation, London
03 May 2017	Start of Quiet Period ¹
17 May 2017	First Quarter Report, Conference Call
12 June 2017	Record Date Annual General Meeting
22 June 2017	Annual General Meeting
28 June 2017	Ex-Dividend Date
29 June 2017	Record Date Dividends
30 June 2017	Dividend Payment Date
27 July 2017	Start of Quiet Period ¹
10 August 2017	Semi-Annual Report, Conference Call
31 October 2017	Start of Quiet Period ¹
14 November 2017	Third Quarter Report, Conference Call

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