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## 1Q GROUP RESULTS – DIVISIONAL DATA BASE

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Figures could be slightly different from financial report and presentation due to roundings

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# 1Q15 GROUP RESULTS

## CONSOLIDATED ACCOUNTS

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# Consolidated Income Statement

## CONSOLIDATED INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	2,963	3,077	-3.7%	3,077	3,179	3,122	3,064	2,963			
Dividends and other income from equity investments	118	104	+13.9%	104	321	178	191	118			
Net fees and commissions	2,014	1,890	+6.6%	1,890	1,963	1,856	1,883	2,014			
Net trading income	619	472	+31.3%	472	342	383	339	619			
Net other expenses/income	34	46	-25.8%	46	-7	21	128	34			
<b>OPERATING INCOME</b>	<b>5,749</b>	<b>5,588</b>	<b>+2.9%</b>	<b>5,588</b>	<b>5,798</b>	<b>5,561</b>	<b>5,604</b>	<b>5,749</b>			
Payroll costs	-2,093	-2,087	+0.3%	-2,087	-2,002	-2,030	-2,082	-2,093			
Other administrative expenses	-1,289	-1,299	-0.8%	-1,299	-1,339	-1,281	-1,325	-1,289			
Recovery of expenses	188	191	-1.8%	191	226	202	215	188			
Amortisation & depreciation	-224	-216	+3.7%	-216	-221	-220	-239	-224			
<b>Operating costs</b>	<b>-3,418</b>	<b>-3,410</b>	<b>+0.2%</b>	<b>-3,410</b>	<b>-3,336</b>	<b>-3,328</b>	<b>-3,432</b>	<b>-3,418</b>			
<b>OPERATING PROFIT</b>	<b>2,331</b>	<b>2,178</b>	<b>+7.0%</b>	<b>2,178</b>	<b>2,462</b>	<b>2,233</b>	<b>2,172</b>	<b>2,331</b>			
Net write-downs of loans	-980	-838	+16.9%	-838	-1,003	-754	-1,697	-980			
<b>NET OPERATING PROFIT</b>	<b>1,351</b>	<b>1,339</b>	<b>+0.9%</b>	<b>1,339</b>	<b>1,459</b>	<b>1,479</b>	<b>475</b>	<b>1,351</b>			
Other Charges & Provisions	-264	-123	+113.8%	-123	-232	-232	-140	-264			
o/w Systemic Charges	-210	-110	+91.2%	-110	-89	-98	-84	-210			
Integration costs	-1	-4	-59.8%	-4	-40	-5	29	-1			
Net income from investments	-5	62	n.m.	62	-16	43	-4	-5			
<b>PROFIT BEFORE TAX</b>	<b>1,080</b>	<b>1,275</b>	<b>-15.3%</b>	<b>1,275</b>	<b>1,171</b>	<b>1,285</b>	<b>360</b>	<b>1,080</b>			
Income tax for the period	-343	-408	-16.0%	-408	-582	-350	43	-343			
Profit (Loss) from non-current assets held for sale, after tax	-58	3	n.m.	3	-26	-33	-69	-58			
<b>PROFIT (LOSS) FOR THE PERIOD</b>	<b>679</b>	<b>870</b>	<b>-22.0%</b>	<b>870</b>	<b>563</b>	<b>902</b>	<b>334</b>	<b>679</b>			
Minorities	-102	-83	+22.0%	-83	-89	-112	-96	-102			
<b>NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA</b>	<b>577</b>	<b>787</b>	<b>-26.6%</b>	<b>787</b>	<b>474</b>	<b>790</b>	<b>238</b>	<b>577</b>			
Purchase Price Allocation effect	-65	-74	-12.2%	-74	-71	-69	-68	-65			
Goodwill impairment	0	0	n.m.	0	0	0	0	0			
<b>CONSOLIDATED PROFIT</b>	<b>512</b>	<b>712</b>	<b>-28.1%</b>	<b>712</b>	<b>403</b>	<b>722</b>	<b>170</b>	<b>512</b>			
<b>INCOME STATEMENT RATIOS</b>											
Cost income ratio	59.5%	61.0%	-158bp	61.0%	57.5%	59.9%	61.2%	59.5%			
Cost of Risk (LLP annualized on Avg Loans) in basis points	82	69	13bp	69	84	64	144	82			
Tax rate	31.7%	32.0%	-26bp	32.0%	49.8%	27.2%	-11.9%	31.7%			
<b>VOLUMES</b>											
Total Customer Loans	482,658	483,782	-0.2%	483,782	474,798	470,356	470,569	482,658			
Total Customer Deposits (incl. securities in issue)	573,787	560,163	+2.4%	560,163	561,005	554,908	560,688	573,787			
Total RWA End of Period	420,637	418,871	+0.4%	418,871	398,702	401,238	409,223	420,637			
<b>OTHER FIGURES</b>											
FTEs (eop, 100%)	128,263	131,333	-2.3%	131,333	130,577	129,958	129,021	128,263			
Branches	7,361	7,921	-7.1%	7,921	7,765	7,665	7,516	7,361			

# Consolidated Balance Sheet

(mln Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
<b>Assets</b>								
Cash and cash balances	12,499	9,975	8,882	8,051	9,870			
Financial assets held for trading	79,368	84,079	93,026	101,226	114,356			
Loans and receivables with banks	74,128	72,308	83,284	68,730	89,014			
Loans and receivables with customers	483,782	474,798	470,356	470,569	482,658			
Financial investments	129,451	135,773	136,042	138,503	148,503			
Hedging instruments	12,586	13,845	14,435	11,988	11,482			
Property, plant and equipment	10,690	10,509	10,283	10,277	10,278			
Goodwill	3,528	3,536	3,565	3,562	3,668			
Other intangible assets	1,797	1,854	1,882	2,000	2,020			
Tax assets	17,867	16,887	16,174	15,772	14,595			
Non-current assets and disposal groups classified as held for sale	3,166	3,325	8,301	3,600	3,915			
Other assets	10,994	9,789	9,563	9,941	10,291			
<b>Total assets</b>	<b>839,854</b>	<b>836,679</b>	<b>855,793</b>	<b>844,217</b>	<b>900,649</b>			
<b>Liabilities and shareholders' equity</b>								
Deposits from banks	118,328	109,863	116,977	106,037	130,422			
Deposits from customers and debt securities in issue	560,163	561,005	554,908	560,688	573,787			
Financial liabilities held for trading	62,622	63,637	72,237	77,135	90,224			
Financial liabilities designated at fair value	638	649	627	567	539			
Hedging instruments	13,521	15,018	16,444	15,150	16,408			
Provisions for risks and charges	9,083	9,570	9,721	10,623	10,449			
Tax liabilities	2,387	1,779	1,887	1,750	1,892			
Liabilities included in disposal groups classified as held for sale	1,447	1,401	6,885	1,650	1,479			
Other liabilities	20,816	21,585	21,275	17,781	20,408			
Minorities	3,391	3,234	3,475	3,446	3,711			
<b>Shareholders' equity</b>	<b>47,460</b>	<b>48,937</b>	<b>51,357</b>	<b>49,390</b>	<b>51,331</b>			
- Capital and reserves	46,595	47,640	49,139	48,065	50,655			
- Available-for-sale assets fair value reserve and cash-flow hedging reserve	152	182	380	-683	164			
- Net profit	712	1,116	1,837	2,008	512			
<b>Total liabilities and shareholders' equity</b>	<b>839,854</b>	<b>836,679</b>	<b>855,793</b>	<b>844,217</b>	<b>900,649</b>			

## Shareholders' Equity attributable to the Group

(mln Euro)	Q1 2015
<b>Shareholders' Equity as at December 31, 2014</b>	<b>49,390</b>
Capital increase (net of capitalized costs)	0
Equity instruments	0
Disbursements related to Cashes transaction ("canoni di usufrutto")	0
Dividend payment	0
Forex translation reserve (*)	587
Change in afs/cash-flow hedge reserve	848
Others	-5
Net profit (loss) for the period	512
<b>Shareholders' Equity as at March 31, 2015</b>	<b>51,331</b>

(\*) The positive effect is mainly due to Ruble impact (for 339 mn), Zloty (196 mn) and USD (90 mn)

## Reclassified financial assets

(mln Euro)

INSTRUMENTS TYPE	ACCOUNTING PORTFOLIO BEFORE RECLASSIFICATION	ACCOUNTING PORTFOLIO AFTER RECLASSIFICATION	BOOK VALUE AS AT	FAIR VALUE AS AT	INCOME/EXPENSES ABSENT RECLASSIFICATION (BEFORE TAX) FROM MEASUREMENT	OTHER	INCOME/EXPENSE RECOGNIZED DURING THE PERIOD (BEFORE TAX) FROM MEASUREMENT	OTHER
			03.31.2015	03.31.2015				
<b>A. Debt securities</b>			<b>3,981</b>	<b>4,230</b>	<b>1</b>	<b>24</b>	<b>15</b>	<b>30</b>
	Held for trading	Available for sale	5	5	0	0	0	0
	Held for trading	Held to maturity	164	167	0	0	0	0
	Held for trading	Loans to Banks	1,162	1,256	-27	7	-28	9
	Held for trading	Loans to Customers	2,521	2,674	28	17	43	20
	Available for sale	Loans to Banks	0	0	0	0	0	0
	Available for sale	Loans to Customers	128	127	0	0	0	0
<b>B. Equity instruments</b>			<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	Held for trading	Available for sale	0	0	0	0	0	0
<b>C. Loans</b>			<b>261</b>	<b>302</b>	<b>-3</b>	<b>4</b>	<b>-6</b>	<b>4</b>
	Held for trading	Available for sale	0	0	0	0	0	0
	Held for trading	Held to maturity	0	0	0	0	0	0
	Held for trading	Loans to Banks	54	56	-10	0	-6	0
	Held for trading	Loans to Customers	207	246	7	4	0	4
	Available for sale	Loans to Banks	0	0	0	0	0	0
	Available for sale	Loans to Customers	0	0	0	0	0	0
<b>D. Units in investment funds</b>			<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	Held for trading	Available for sale	0	0	0	0	0	0
<b>Total</b>			<b>4,242</b>	<b>4,532</b>	<b>-2</b>	<b>28</b>	<b>9</b>	<b>34</b>

# Core Bank

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	2,937	3,015	-2.6%	3,015	3,127	3,068	3,042	2,937			
Dividends and other income from equity investments	118	104	+13.9%	104	321	178	191	118			
Net fees and commissions	1,968	1,830	+7.5%	1,830	1,907	1,808	1,833	1,968			
Net trading income	620	478	+29.8%	478	334	387	341	620			
Net other expenses/income	41	54	-24.2%	54	-2	35	125	41			
<b>OPERATING INCOME</b>	<b>5,685</b>	<b>5,481</b>	<b>+3.7%</b>	<b>5,481</b>	<b>5,686</b>	<b>5,476</b>	<b>5,531</b>	<b>5,685</b>			
Payroll costs	-2,057	-2,047	+0.5%	-2,047	-1,967	-1,993	-2,047	-2,057			
Other administrative expenses	-1,142	-1,141	+0.1%	-1,141	-1,179	-1,139	-1,191	-1,142			
Recovery of expenses	172	168	+2.3%	168	176	169	165	172			
Amortisation & depreciation	-224	-216	+3.7%	-216	-219	-220	-239	-224			
<b>Operating costs</b>	<b>-3,251</b>	<b>-3,236</b>	<b>+0.5%</b>	<b>-3,236</b>	<b>-3,188</b>	<b>-3,183</b>	<b>-3,311</b>	<b>-3,251</b>			
<b>OPERATING PROFIT</b>	<b>2,434</b>	<b>2,245</b>	<b>+8.4%</b>	<b>2,245</b>	<b>2,498</b>	<b>2,293</b>	<b>2,220</b>	<b>2,434</b>			
Net write-downs of loans	-571	-523	+9.2%	-523	-599	-256	-759	-571			
<b>NET OPERATING PROFIT</b>	<b>1,863</b>	<b>1,722</b>	<b>+8.2%</b>	<b>1,722</b>	<b>1,899</b>	<b>2,037</b>	<b>1,460</b>	<b>1,863</b>			
Other Charges & Provisions	-251	-103	+142.8%	-103	-237	-233	-123	-251			
o/w Systemic Charges	-210	-110	+91.2%	-110	-89	-98	-84	-210			
Integration costs	-1	-3	-59.4%	-3	-23	-4	28	-1			
Net income from investments	-5	62	n.m.	62	42	46	20	-5			
<b>PROFIT BEFORE TAX</b>	<b>1,605</b>	<b>1,678</b>	<b>-4.3%</b>	<b>1,678</b>	<b>1,680</b>	<b>1,847</b>	<b>1,386</b>	<b>1,605</b>			
<b>CONSOLIDATED PROFIT</b>	<b>876</b>	<b>1,006</b>	<b>-12.9%</b>	<b>1,006</b>	<b>756</b>	<b>1,097</b>	<b>854</b>	<b>876</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	57.2%	59.0%	-185bp	59.0%	56.1%	58.1%	59.9%	57.2%
Cost of Risk (LLP annualized on Avg Loans) in basis points	53	49	4bp	49	56	24	72	53

## VOLUMES

Total Customer Loans	440,008	431,745	+1.9%	431,745	424,185	420,974	423,246	440,008
Total Customer Deposits (incl. securities in issue)	571,528	557,852	+2.5%	557,852	558,655	552,571	558,343	571,528
Total RWA End of Period	384,237	382,938	+0.3%	382,938	365,115	367,925	369,677	384,237

## OTHER FIGURES

FTEs (eop, 100%)	126,500	129,352	-2.2%	129,352	128,632	128,035	127,172	126,500
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## Asset Quality - Core Bank

### CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(min Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
<b>NPLs - Face value</b>	13,787	14,269	14,167	14,549	15,113			
Writedowns	8,477	8,611	8,718	8,879	9,414			
<i>as a percentage of face value (Coverage Ratio)</i>	61.5%	60.3%	61.5%	61.0%	62.3%			
<b>NPLs - Carrying value</b>	5,310	5,659	5,450	5,670	5,699			
<b>Unlikely to pay - Face value</b>				11,044	11,445			
Writedowns				3,805	3,806			
<i>as a percentage of face value (Coverage Ratio)</i>				34.5%	33.3%			
<b>Unlikely to pay- Carrying value</b>				7,240	7,639			
<b>Doubtful loans - Face value</b>	6,572	6,759	7,511					
Writedowns	2,531	2,624	2,661					
<i>as a percentage of face value (Coverage Ratio)</i>	38.5%	38.8%	35.4%					
<b>Doubtful loans - Carrying value</b>	4,041	4,135	4,850					
<b>Restructured loans - Face value</b>	3,802	3,824	3,689					
Writedowns	1,566	1,554	1,447					
<i>as a percentage of face value (Coverage Ratio)</i>	41.2%	40.6%	39.2%					
<b>Restructured loans - Carrying value</b>	2,236	2,270	2,243					
<b>Past-due loans - Face value</b>	1,321	1,847	1,588	1,916	1,757			
Writedowns	295	408	366	507	471			
<i>as a percentage of face value (Coverage Ratio)</i>	22.3%	22.1%	23.0%	26.4%	26.8%			
<b>Past-due loans- Carrying value</b>	1,026	1,439	1,223	1,410	1,287			
<b>IMPAIRED LOANS - Face value</b>	25,482	26,699	26,956	27,510	28,315			
Writedowns	12,869	13,197	13,191	13,191	13,690			
<i>as a percentage of face value (Coverage Ratio)</i>	50.5%	49.4%	48.9%	47.9%	48.4%			
<b>IMPAIRED LOANS - Carrying value</b>	12,613	13,502	13,765	14,319	14,625			
<b>PERFORMING LOANS - Face value</b>	421,092	412,403	409,135	410,774	427,037			
Writedowns	1,961	1,721	1,926	1,847	1,654			
<i>as a percentage of face value (Coverage Ratio)</i>	0.5%	0.4%	0.5%	0.4%	0.4%			
<b>PERFORMING LOANS- Carrying value</b>	419,132	410,682	407,208	408,927	425,383			
<b>AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS</b>								
	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015			
<b>NPLs - Face value</b>	3.1%	3.2%	3.2%	3.3%	3.3%			
<b>NPLs - Carrying value</b>	1.2%	1.3%	1.3%	1.3%	1.3%			
<b>Unlikely to pay - Face value</b>	0.0%	0.0%	0.0%	2.5%	2.5%			
<b>Unlikely to pay - Carrying value</b>	0.0%	0.0%	0.0%	1.7%	1.7%			
<b>Doubtful loans - Face value</b>	1.5%	1.5%	1.7%	0.0%	0.0%			
<b>Doubtful loans - Carrying value</b>	0.9%	1.0%	1.2%	0.0%	0.0%			
<b>Restructured loans - Face value</b>	0.9%	0.9%	0.8%	0.0%	0.0%			
<b>Restructured loans - Carrying value</b>	0.5%	0.5%	0.5%	0.0%	0.0%			
<b>Past-due loans - Face value</b>	0.3%	0.4%	0.4%	0.4%	0.4%			
<b>Past-due loans - Carrying value</b>	0.2%	0.3%	0.3%	0.3%	0.3%			
<b>Total Impaired Loans - Face value</b>	5.7%	6.1%	6.2%	6.3%	6.2%			
<b>Total Impaired Loans - Carrying value</b>	2.9%	3.2%	3.3%	3.4%	3.3%			



## Asset Quality - Country Breakdown

### CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
<b>Italy Core</b>								
Total Impaired Loans - Face value	6,467	7,132	7,768	8,273	8,705			
Total Impaired Loans - Carrying value	3,676	4,033	4,494	4,862	5,111			
Total Customer Loans - Face value	193,774	183,204	179,585	178,056	186,851			
Total Customer Loans - Carrying value	190,144	179,499	175,491	173,933	182,768			
Coverage Ratio - Specific only	43.2%	43.4%	42.2%	41.2%	41.3%			
Coverage Ratio - Overall Provisions	56.1%	51.9%	52.7%	49.8%	46.9%			
Impaired Loans Ratio - Face value	3.3%	3.9%	4.3%	4.6%	4.7%			
Impaired Loans Ratio - Carrying value	1.9%	2.2%	2.6%	2.8%	2.8%			
<b>Italy Non-Core</b>								
Total Impaired Loans - Face value	56,982	55,696	56,506	56,850	54,897			
Total Impaired Loans - Carrying value	26,667	26,675	27,132	26,772	26,454			
Total Customer Loans - Face value	83,249	80,720	79,508	78,058	71,907			
Total Customer Loans - Carrying value	52,037	50,613	49,382	47,322	42,650			
Coverage Ratio - Specific only	53.2%	52.1%	52.0%	52.9%	51.8%			
Coverage Ratio - Overall Provisions	54.8%	54.1%	53.3%	54.1%	53.3%			
Impaired Loans Ratio - Face value	68.4%	69.0%	71.1%	72.8%	76.3%			
Impaired Loans Ratio - Carrying value	51.2%	52.7%	54.9%	56.6%	62.0%			
<b>Germany</b>								
Total Impaired Loans - Face value	6,063	6,430	6,003	6,253	6,160			
Total Impaired Loans - Carrying value	3,218	3,635	3,440	3,839	3,607			
Total Customer Loans - Face value	110,698	110,253	110,959	112,494	114,973			
Total Customer Loans - Carrying value	107,461	107,093	108,033	109,739	112,066			
Coverage Ratio - Specific only	46.9%	43.5%	42.7%	38.6%	41.5%			
Coverage Ratio - Overall Provisions	53.4%	49.2%	48.7%	44.1%	47.2%			
Impaired Loans Ratio - Face value	5.5%	5.8%	5.4%	5.6%	5.4%			
Impaired Loans Ratio - Carrying value	3.0%	3.4%	3.2%	3.5%	3.2%			
<b>Austria</b>								
Total Impaired Loans - Face value	4,593	4,577	4,387	4,594	4,815			
Total Impaired Loans - Carrying value	1,791	1,829	1,648	1,759	1,909			
Total Customer Loans - Face value	68,287	68,281	67,473	67,746	69,466			
Total Customer Loans - Carrying value	65,130	65,181	64,397	64,555	66,196			
Coverage Ratio - Specific only	61.0%	60.0%	62.4%	61.7%	60.4%			
Coverage Ratio - Overall Provisions	68.7%	67.7%	70.1%	69.5%	67.9%			
Impaired Loans Ratio - Face value	6.7%	6.7%	6.5%	6.8%	6.9%			
Impaired Loans Ratio - Carrying value	2.7%	2.8%	2.6%	2.7%	2.9%			
<b>Poland</b>								
Total Impaired Loans - Face value	1,918	1,951	1,910	1,928	2,077			
Total Impaired Loans - Carrying value	752	755	709	691	755			
Total Customer Loans - Face value	26,815	27,685	27,756	28,251	30,245			
Total Customer Loans - Carrying value	25,539	26,381	26,445	26,896	28,798			
Coverage Ratio - Specific only	60.8%	61.3%	62.9%	64.2%	63.7%			
Coverage Ratio - Overall Provisions	66.5%	66.9%	68.6%	70.3%	69.7%			
Impaired Loans Ratio - Face value	7.2%	7.0%	6.9%	6.8%	6.9%			
Impaired Loans Ratio - Carrying value	2.9%	2.9%	2.7%	2.6%	2.6%			
<b>CEE</b>								
Total Impaired Loans - Face value	6,440	6,610	6,887	6,462	6,559			
Total Impaired Loans - Carrying value	3,177	3,250	3,475	3,168	3,244			
Total Customer Loans - Face value	53,346	56,074	56,759	55,119	57,332			
Total Customer Loans - Carrying value	49,817	52,426	53,049	51,506	53,695			
Coverage Ratio - Specific only	50.7%	50.8%	49.5%	51.0%	50.5%			
Coverage Ratio - Overall Provisions	54.8%	55.2%	53.9%	55.9%	55.4%			
Impaired Loans Ratio - Face value	12.1%	11.8%	12.1%	11.7%	11.4%			
Impaired Loans Ratio - Carrying value	6.4%	6.2%	6.6%	6.2%	6.0%			

\* Sum of Regions does not equal total due to intragroup elisions

## Asset Quality - Non Core

### CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(min Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
<b>NPLs - Face value</b>	<b>35,452</b>	<b>35,284</b>	<b>36,435</b>	<b>37,594</b>	<b>36,285</b>			
Writedowns	22,470	21,677	22,572	23,563	22,309			
<i>as a percentage of face value (Coverage Ratio)</i>	63.4%	61.4%	62.0%	62.7%	61.5%			
<b>NPLs - Carrying value</b>	<b>12,982</b>	<b>13,607</b>	<b>13,863</b>	<b>14,031</b>	<b>13,976</b>			
<b>Unlikely to pay - Face value</b>				<b>17,446</b>	<b>16,815</b>			
Writedowns				6,098	5,692			
<i>as a percentage of face value (Coverage Ratio)</i>				35.0%	33.8%			
<b>Unlikely to pay- Carrying value</b>				<b>11,348</b>	<b>11,123</b>			
<b>Doubtful loans - Face value</b>	<b>18,035</b>	<b>17,003</b>	<b>16,529</b>					
Writedowns	6,930	6,463	5,891					
<i>as a percentage of face value (Coverage Ratio)</i>	38.4%	38.0%	35.6%					
<b>Doubtful loans - Carrying value</b>	<b>11,105</b>	<b>10,540</b>	<b>10,638</b>					
<b>Restructured loans - Face value</b>	<b>1,958</b>	<b>1,877</b>	<b>2,079</b>					
Writedowns	593	549	612					
<i>as a percentage of face value (Coverage Ratio)</i>	30.3%	29.2%	29.5%					
<b>Restructured loans - Carrying value</b>	<b>1,365</b>	<b>1,329</b>	<b>1,467</b>					
<b>Past-due loans - Face value</b>	<b>1,537</b>	<b>1,532</b>	<b>1,464</b>	<b>1,810</b>	<b>1,797</b>			
Writedowns	321	333	300	416	443			
<i>as a percentage of face value (Coverage Ratio)</i>	20.9%	21.7%	20.5%	23.0%	24.6%			
<b>Past-due loans- Carrying value</b>	<b>1,216</b>	<b>1,199</b>	<b>1,164</b>	<b>1,394</b>	<b>1,355</b>			
<b>IMPAIRED LOANS - Face value</b>	<b>56,982</b>	<b>55,696</b>	<b>56,506</b>	<b>56,850</b>	<b>54,897</b>			
Writedowns	30,315	29,021	29,375	30,077	28,443			
<i>as a percentage of face value (Coverage Ratio)</i>	53.2%	52.1%	52.0%	52.9%	51.8%			
<b>IMPAIRED LOANS - Carrying value</b>	<b>26,667</b>	<b>26,675</b>	<b>27,132</b>	<b>26,772</b>	<b>26,454</b>			
<b>PERFORMING LOANS - Face value</b>	<b>26,267</b>	<b>25,024</b>	<b>23,001</b>	<b>21,208</b>	<b>17,010</b>			
Writedowns	898	1,086	751	658	813			
<i>as a percentage of face value (Coverage Ratio)</i>	3.4%	4.3%	3.3%	3.1%	4.8%			
<b>PERFORMING LOANS- Carrying value</b>	<b>25,369</b>	<b>23,938</b>	<b>22,251</b>	<b>20,550</b>	<b>16,197</b>			

### AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015
<b>NPLs - Face value</b>	42.6%	43.7%	45.8%	48.2%	50.5%
<b>NPLs - Carrying value</b>	24.9%	26.9%	28.1%	29.6%	32.8%
<b>Unlikely to pay - Face value</b>	0.0%	0.0%	0.0%	22.3%	23.4%
<b>Unlikely to pay - Carrying value</b>	0.0%	0.0%	0.0%	24.0%	26.1%
<b>Doubtful loans - Face value</b>	21.7%	21.1%	20.8%	0.0%	0.0%
<b>Doubtful loans - Carrying value</b>	21.3%	20.8%	21.5%	0.0%	0.0%
<b>Restructured loans - Face value</b>	2.4%	2.3%	2.6%	0.0%	0.0%
<b>Restructured loans - Carrying value</b>	2.6%	2.6%	3.0%	0.0%	0.0%
<b>Past-due loans - Face value</b>	1.8%	1.9%	1.8%	2.3%	2.5%
<b>Past-due loans - Carrying value</b>	2.3%	2.4%	2.4%	2.9%	3.2%
<b>Total Impaired Loans - Face value</b>	<b>68.4%</b>	<b>69.0%</b>	<b>71.1%</b>	<b>72.8%</b>	<b>76.3%</b>
<b>Total Impaired Loans - Carrying value</b>	<b>51.2%</b>	<b>52.7%</b>	<b>54.9%</b>	<b>56.6%</b>	<b>62.0%</b>

# Capital Position

## GROUP CAPITAL STRUCTURE

(mln Euro)	Basel 3					Change %	
	Q1	Q2	Q3	Q4	Q1		
	2014	2014	2014	2014	2015	q/q	y/y
<b>Common Equity Tier I *</b>	41,267	42,183	43,035	42,595	42,501	-0.2%	+3.0%
<b>Tier I Capital</b>	44,074	44,998	46,717	46,097	45,913	-0.4%	+4.2%
<b>Total Capital</b>	59,179	59,737	59,803	55,456	57,494	+3.7%	-2.8%
<b>Total RWA (bn) *</b>	416,387	398,702	401,238	409,223	420,637	+2.8%	+1.0%
<b>Credit Risk</b>	339,492	334,927	337,557	344,211	351,967	+2.3%	+3.7%
<b>Market Risk</b>	27,380	19,435	19,366	20,784	24,766	+19.2%	-9.5%
<b>Operational Risk</b>	51,998	44,340	44,315	44,228	43,904	-0.7%	-15.6%
<b>Floor</b>							
<b>Hybrids included in Tier I Capital</b>	2,912	2,901	3,881	3,883	3,708	-4.5%	+27.3%

## CAPITAL RATIOS

%						Delta	
	Q1	Q2	Q3	Q4	Q1		
	2014	2014	2014	2014	2015	q/q	y/y
<b>Common Equity Tier I Ratio</b>	9.91%	10.58%	10.73%	10.41%	10.10%	-30bp	19bp
<b>Tier I Ratio</b>	10.58%	11.29%	11.64%	11.26%	10.92%	-35bp	33bp
<b>Total Capital Ratio</b>	14.21%	14.98%	14.90%	13.55%	13.67%	12bp	-54bp
<b>Hybrids as % of Tier I capital</b>	6.61%	6.45%	8.31%	8.42%	8.08%	-35bp	147bp
<b>note: maximum allowed by Bol</b>	NA	NA	NA	NA	NA		

\* Common Equity Tier 1 Capital as of 1Q 2014 under Basel 3 rules includes 1Q 2014 Interim Net Profit net of dividends accrual (assumed at 10 € cents in line with previous year). RWAs as of 1Q 2014 include the conversion of DTAs into tax credit, effective after the approval of 2013 accounts in May 2014. The sum of Credit Risk, Market Risk and Operational risk RWAs as at 1Q 2014, not including the effect of DTA conversion, amounts to 418,870. This figure differs from those disclosed in the Regulatory Reports due to adjustments connected with the difference between the timing of the approval of the interim financial report and the transmission – on June 30, 2014 – of Regulatory Reports referring to March 31, 2014.

Common Equity Tier 1 Capital as of September 2014 includes 9M 2014 Interim Net Profit net of dividends accrual (assumed at 10 € cents in line with previous year).

December 2014 values assume 2014 scrip dividend of 12 €cents per ordinary share with 75-25% shares-cash acceptance. Including full cash dividend CET1 Ratio at 10.26%, Tier 1 Ratio at 11.12% and Total Capital Ratio at 13.41%.

March 2015 values pro-forma assuming unaudited 1Q15 earnings net of dividend accrual, 2014 scrip dividend with 75% share acceptance and Pekao minority excess capital calculated assuming 12% threshold. CET1 ratio, Tier 1 ratio and Total Capital ratio for regulatory purposes at 9.86%, 10.67% and 13.43%, respectively.

# Commercial Bank - Italy

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	1,285	1,281	+0.3%	1,281	1,300	1,267	1,287	1,285			
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0			
Net fees and commissions	927	856	+8.3%	856	877	781	784	927			
Net trading income	5	-2	n.m.	-2	-7	2	3	5			
Net other expenses/income	-14	-2	n.m.	-2	-6	-3	-12	-14			
<b>OPERATING INCOME</b>	<b>2,203</b>	<b>2,132</b>	<b>+3.3%</b>	<b>2,132</b>	<b>2,165</b>	<b>2,047</b>	<b>2,063</b>	<b>2,203</b>			
Payroll costs	-687	-689	-0.4%	-689	-647	-637	-692	-687			
Other administrative expenses	-474	-466	+1.9%	-466	-461	-452	-452	-474			
Recovery of expenses	117	116	+0.9%	116	119	115	107	117			
Amortisation & depreciation	-15	-16	-7.7%	-16	-21	-17	-18	-15			
<b>Operating costs</b>	<b>-1,059</b>	<b>-1,055</b>	<b>+0.3%</b>	<b>-1,055</b>	<b>-1,009</b>	<b>-991</b>	<b>-1,055</b>	<b>-1,059</b>			
<b>OPERATING PROFIT</b>	<b>1,144</b>	<b>1,077</b>	<b>+6.2%</b>	<b>1,077</b>	<b>1,156</b>	<b>1,056</b>	<b>1,007</b>	<b>1,144</b>			
Net write-downs of loans	-280	-280	+0.1%	-280	-294	-132	-329	-280			
<b>NET OPERATING PROFIT</b>	<b>864</b>	<b>797</b>	<b>+8.4%</b>	<b>797</b>	<b>862</b>	<b>924</b>	<b>679</b>	<b>864</b>			
Other Charges & Provisions	-17	-12	+40.6%	-12	-32	-34	-35	-17			
o/w Systemic Charges	0	0	n.m.	0	0	-9	0	0			
Integration costs	0	0	-57.0%	0	-18	-2	17	0			
Net income from investments	0	-4	-99.0%	-4	-1	-1	-2	0			
<b>PROFIT BEFORE TAX</b>	<b>846</b>	<b>781</b>	<b>+8.4%</b>	<b>781</b>	<b>811</b>	<b>887</b>	<b>660</b>	<b>846</b>			
<b>CONSOLIDATED PROFIT</b>	<b>564</b>	<b>494</b>	<b>+14.0%</b>	<b>494</b>	<b>535</b>	<b>571</b>	<b>417</b>	<b>564</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	48.1%	49.5%	-142bp	49.5%	46.6%	48.4%	51.2%	48.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	85	85	0bp	85	89	40	101	85

## VOLUMES

Total Customer Loans	134,106	132,303	+1.4%	132,303	131,471	130,571	130,269	134,106
Total Customer Deposits (incl. securities in issue)	144,209	147,921	-2.5%	147,921	144,132	142,516	145,347	144,209
Total RWA End of Period	83,200	79,108	+5.2%	79,108	78,327	80,114	80,591	83,200

## OTHER FIGURES

FTEs (eop, 100%)	37,222	37,617	-1.0%	37,617	37,659	37,341	37,345	37,222
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# Commercial Bank - Germany

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	413	435	-5.1%	435	436	424	429	413			
Dividends and other income from equity investments	1	1	-40.5%	1	5	2	6	1			
Net fees and commissions	210	210	+0.2%	210	203	191	182	210			
Net trading income	-6	19	n.m.	19	4	1	2	-6			
Net other expenses/income	27	27	-0.1%	27	26	20	18	27			
<b>OPERATING INCOME</b>	<b>645</b>	<b>692</b>	<b>-6.9%</b>	<b>692</b>	<b>674</b>	<b>637</b>	<b>637</b>	<b>645</b>			
Payroll costs	-303	-292	+3.9%	-292	-287	-298	-300	-303			
Other administrative expenses	-208	-212	-2.1%	-212	-203	-215	-219	-208			
Recovery of expenses	4	4	-1.3%	4	3	3	4	4			
Amortisation & depreciation	-12	-12	+0.1%	-12	-12	-12	-12	-12			
<b>Operating costs</b>	<b>-518</b>	<b>-511</b>	<b>+1.4%</b>	<b>-511</b>	<b>-498</b>	<b>-522</b>	<b>-527</b>	<b>-518</b>			
<b>OPERATING PROFIT</b>	<b>126</b>	<b>181</b>	<b>-30.2%</b>	<b>181</b>	<b>176</b>	<b>115</b>	<b>110</b>	<b>126</b>			
Net write-downs of loans	-24	-15	+62.1%	-15	-5	18	-25	-24			
<b>NET OPERATING PROFIT</b>	<b>102</b>	<b>166</b>	<b>-38.5%</b>	<b>166</b>	<b>171</b>	<b>133</b>	<b>85</b>	<b>102</b>			
Other Charges & Provisions	-37	-11	n.m.	-11	-8	-28	-34	-37			
o/w Systemic Charges	-36	-12	n.m.	-12	-12	-11	-10	-36			
Integration costs	0	0	n.m.	0	2	0	10	0			
Net income from investments	0	2	-93.9%	2	1	2	175	0			
<b>PROFIT BEFORE TAX</b>	<b>65</b>	<b>158</b>	<b>-58.5%</b>	<b>158</b>	<b>166</b>	<b>107</b>	<b>236</b>	<b>65</b>			
<b>CONSOLIDATED PROFIT</b>	<b>42</b>	<b>105</b>	<b>-59.6%</b>	<b>105</b>	<b>111</b>	<b>73</b>	<b>215</b>	<b>42</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	80.4%	73.9%	655bp	73.9%	73.9%	81.9%	82.7%	80.4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	12	8	5bp	8	2	-9	13	12

## VOLUMES

Total Customer Loans	79,256	78,537	+0.9%	78,537	78,783	78,765	78,416	79,256
Total Customer Deposits (incl. securities in issue)	101,088	105,562	-4.2%	105,562	104,709	102,044	102,236	101,088
Total RWA End of Period	33,181	35,199	-5.7%	35,199	32,683	33,598	33,510	33,181

## OTHER FIGURES

FTEs (eop, 100%)	13,051	13,574	-3.9%	13,574	13,494	13,568	13,409	13,051
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# Commercial Bank - Austria

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	149	197	-24.3%	197	192	174	173	149			
Dividends and other income from equity investments	26	25	+3.6%	25	61	31	34	26			
Net fees and commissions	136	126	+8.1%	126	126	125	138	136			
Net trading income	-15	36	n.m.	36	53	36	62	-15			
Net other expenses/income	5	11	-54.4%	11	7	10	4	5			
<b>OPERATING INCOME</b>	<b>301</b>	<b>394</b>	<b>-23.6%</b>	<b>394</b>	<b>440</b>	<b>376</b>	<b>410</b>	<b>301</b>			
Payroll costs	-198	-213	-6.9%	-213	-208	-199	-207	-198			
Other administrative expenses	-135	-127	+6.9%	-127	-129	-124	-143	-135			
Recovery of expenses	0	0	-39.2%	0	0	0	0	0			
Amortisation & depreciation	-6	-6	+1.5%	-6	-6	-6	-6	-6			
<b>Operating costs</b>	<b>-339</b>	<b>-345</b>	<b>-1.6%</b>	<b>-345</b>	<b>-343</b>	<b>-329</b>	<b>-357</b>	<b>-339</b>			
<b>OPERATING PROFIT</b>	<b>-38</b>	<b>49</b>	<b>n.m.</b>	<b>49</b>	<b>96</b>	<b>47</b>	<b>53</b>	<b>-38</b>			
Net write-downs of loans	-27	-48	-43.3%	-48	-4	-17	-41	-27			
<b>NET OPERATING PROFIT</b>	<b>-66</b>	<b>0</b>	<b>n.m.</b>	<b>0</b>	<b>92</b>	<b>30</b>	<b>12</b>	<b>-66</b>			
Other Charges & Provisions	-47	-21	+124.7%	-21	-25	-40	-25	-47			
o/w Systemic Charges	-43	-20	+110.4%	-20	-23	-21	-21	-43			
Integration costs	0	0	-6.6%	0	0	0	-1	0			
Net income from investments	1	40	-97.5%	40	-18	6	-24	1			
<b>PROFIT BEFORE TAX</b>	<b>-112</b>	<b>19</b>	<b>n.m.</b>	<b>19</b>	<b>49</b>	<b>-3</b>	<b>-37</b>	<b>-112</b>			
<b>CONSOLIDATED PROFIT</b>	<b>-95</b>	<b>18</b>	<b>n.m.</b>	<b>18</b>	<b>57</b>	<b>37</b>	<b>-65</b>	<b>-95</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	112.8%	87.6%	2514bp	87.6%	78.1%	87.5%	87.0%	112.8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	23	40	-17bp	40	4	14	35	23

## VOLUMES

Total Customer Loans	48,744	47,877	+1.8%	47,877	48,083	47,442	47,379	48,744
Total Customer Deposits (incl. securities in issue)	65,875	60,932	+8.1%	60,932	60,630	63,610	64,186	65,875
Total RWA End of Period	28,273	27,169	+4.1%	27,169	23,838	24,080	24,047	28,273

## OTHER FIGURES

FTEs (eop, 100%)	6,614	6,803	-2.8%	6,803	6,634	6,751	6,701	6,614
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## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	554	562	-1.4%	562	613	573	576	554			
Dividends and other income from equity investments	5	7	-31.2%	7	39	24	12	5			
Net fees and commissions	155	108	+43.7%	108	156	151	146	155			
Net trading income	340	329	+3.2%	329	183	116	175	340			
Net other expenses/income	4	-15	n.m.	-15	-86	-50	129	4			
<b>OPERATING INCOME</b>	<b>1,058</b>	<b>991</b>	<b>+6.7%</b>	<b>991</b>	<b>905</b>	<b>814</b>	<b>1,037</b>	<b>1,058</b>			
Payroll costs	-164	-172	-4.6%	-172	-144	-161	-152	-164			
Other administrative expenses	-279	-263	+5.8%	-263	-266	-253	-239	-279			
Recovery of expenses	0	1	-12.9%	1	1	2	1	0			
Amortisation & depreciation	-1	-1	-15.3%	-1	-1	-1	-1	-1			
<b>Operating costs</b>	<b>-443</b>	<b>-435</b>	<b>+1.7%</b>	<b>-435</b>	<b>-410</b>	<b>-414</b>	<b>-391</b>	<b>-443</b>			
<b>OPERATING PROFIT</b>	<b>615</b>	<b>556</b>	<b>+10.6%</b>	<b>556</b>	<b>495</b>	<b>400</b>	<b>646</b>	<b>615</b>			
Net write-downs of loans	-28	0	n.m.	0	-97	68	-100	-28			
<b>NET OPERATING PROFIT</b>	<b>588</b>	<b>556</b>	<b>+5.7%</b>	<b>556</b>	<b>398</b>	<b>469</b>	<b>546</b>	<b>588</b>			
Other Charges & Provisions	-59	8	n.m.	8	-27	-38	-22	-59			
o/w Systemic Charges	-59	-23	n.m.	-23	-22	-23	-22	-59			
Integration costs	0	0	n.m.	0	0	0	0	0			
Net income from investments	-2	8	n.m.	8	-68	33	-47	-2			
<b>PROFIT BEFORE TAX</b>	<b>526</b>	<b>572</b>	<b>-7.9%</b>	<b>572</b>	<b>303</b>	<b>464</b>	<b>477</b>	<b>526</b>			
<b>CONSOLIDATED PROFIT</b>	<b>363</b>	<b>389</b>	<b>-6.7%</b>	<b>389</b>	<b>201</b>	<b>267</b>	<b>398</b>	<b>363</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	41.8%	43.9%	-206bp	43.9%	45.3%	50.8%	37.7%	41.8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	12	0	12bp	0	42	-32	46	12

## VOLUMES

Total Customer Loans	95,585	96,765	-1.2%	96,765	86,818	84,556	89,290	95,585
Total Customer Deposits (incl. securities in issue)	96,000	87,186	+10.1%	87,186	88,062	85,824	87,466	96,000
Total RWA End of Period	71,530	77,038	-7.2%	77,038	70,621	70,454	67,610	71,530

## OTHER FIGURES

FTEs (eop, 100%)	3,963	4,050	-2.1%	4,050	3,958	3,950	3,955	3,963
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## CIB Division - Additional Disclosure (managerial figures)

(mln Euro)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	2014	2014	2014	2014	2015	2014	2014	2014
<b>TOTAL REVENUES CIB</b>	<b>991</b>	<b>905</b>	<b>814</b>	<b>1,037</b>	<b>1,058</b>			
<b>Financing &amp; Advisory (F&amp;A)</b>	<b>313</b>	<b>378</b>	<b>277</b>	<b>498</b>	<b>277</b>			
Financing & Advisory (F&A) Italy	104	129	121	109	90			
Financing & Advisory (F&A) Germany	168	209	117	345	146			
Financing & Advisory (F&A) Austria	41	40	38	45	40			
<b>Markets</b>	<b>573</b>	<b>423</b>	<b>436</b>	<b>428</b>	<b>675</b>			
<b>Global Transaction Business (GTB)</b>	<b>106</b>	<b>109</b>	<b>106</b>	<b>109</b>	<b>108</b>			
<b>CIB Other</b>	<b>-1</b>	<b>-2</b>	<b>-2</b>	<b>0</b>	<b>2</b>			
<b>TOTAL COSTS CIB</b>	<b>-435</b>	<b>-410</b>	<b>-414</b>	<b>-391</b>	<b>-443</b>			
<b>Financing &amp; Advisory (F&amp;A)</b>	<b>-139</b>	<b>-143</b>	<b>-136</b>	<b>-131</b>	<b>-147</b>			
Financing & Advisory (F&A) Italy	-28	-26	-26	-29	-31			
Financing & Advisory (F&A) Germany	-94	-99	-93	-79	-98			
Financing & Advisory (F&A) Austria	-18	-18	-17	-23	-18			
<b>Markets</b>	<b>-234</b>	<b>-210</b>	<b>-228</b>	<b>-193</b>	<b>-234</b>			
<b>Global Transaction Business (GTB)</b>	<b>-51</b>	<b>-53</b>	<b>-48</b>	<b>-54</b>	<b>-55</b>			
<b>CIB Other</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>-2</b>			
<b>TOTAL LOAN LOSS PROVISIONS CIB</b>	<b>0</b>	<b>-97</b>	<b>68</b>	<b>-100</b>	<b>-28</b>			
<b>Financing &amp; Advisory (F&amp;A)</b>	<b>4</b>	<b>-114</b>	<b>54</b>	<b>-49</b>	<b>-26</b>			
Financing & Advisory (F&A) Italy	60	-135	-16	27	6			
Financing & Advisory (F&A) Germany	-42	-5	79	-72	-22			
Financing & Advisory (F&A) Austria	-13	27	-9	-4	-10			
<b>Markets</b>	<b>-3</b>	<b>6</b>	<b>15</b>	<b>-50</b>	<b>0</b>			
<b>Global Transaction Business (GTB)</b>	<b>-2</b>	<b>11</b>	<b>-1</b>	<b>-1</b>	<b>-2</b>			
<b>CIB Other</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>			
<b>TOTAL NET OPERATING PROFIT CIB</b>	<b>556</b>	<b>398</b>	<b>469</b>	<b>546</b>	<b>588</b>			
<b>Financing &amp; Advisory (F&amp;A)</b>	<b>178</b>	<b>120</b>	<b>195</b>	<b>318</b>	<b>104</b>			
Financing & Advisory (F&A) Italy	135	-32	79	106	66			
Financing & Advisory (F&A) Germany	32	104	103	194	26			
Financing & Advisory (F&A) Austria	10	49	12	18	12			
<b>Markets</b>	<b>335</b>	<b>219</b>	<b>223</b>	<b>185</b>	<b>441</b>			
<b>Global Transaction Business (GTB)</b>	<b>54</b>	<b>68</b>	<b>56</b>	<b>53</b>	<b>51</b>			
<b>CIB Other</b>	<b>0</b>	<b>-2</b>	<b>-1</b>	<b>-1</b>	<b>0</b>			
<b>RWA CIB</b>	<b>77,038</b>	<b>70,621</b>	<b>70,454</b>	<b>67,610</b>	<b>71,530</b>			
<b>Financing &amp; Advisory (F&amp;A)</b>	<b>35,541</b>	<b>33,643</b>	<b>33,896</b>	<b>32,331</b>	<b>32,868</b>			
Financing & Advisory (F&A) Italy	12,162	10,848	11,119	10,519	10,071			
Financing & Advisory (F&A) Germany	19,189	17,994	17,914	16,626	17,421			
Financing & Advisory (F&A) Austria	4,189	4,801	4,863	5,186	5,376			
<b>Markets</b>	<b>36,663</b>	<b>31,696</b>	<b>31,152</b>	<b>30,305</b>	<b>33,314</b>			
<b>Global Transaction Business (GTB)</b>	<b>4,677</b>	<b>5,527</b>	<b>5,167</b>	<b>5,109</b>	<b>4,857</b>			
<b>CIB Other</b>	<b>157</b>	<b>-246</b>	<b>240</b>	<b>-134</b>	<b>491</b>			



# Poland

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014			2014	2014	2014	2014	2015	2015	2015	2015
Net interest	249	271	-8.1%	-7.9%	271	274	272	251	249			
Dividends and other income from equity investments	4	5	-21.0%	-21.0%	5	6	4	3	4			
Net fees and commissions	116	125	-7.3%	-7.1%	125	129	125	122	116			
Net trading income	62	22	n.m.	n.m.	22	34	47	58	62			
Net other expenses/income	2	8	-72.9%	-72.8%	8	5	3	6	2			
<b>OPERATING INCOME</b>	<b>433</b>	<b>431</b>	<b>+0.4%</b>	<b>+0.6%</b>	<b>431</b>	<b>448</b>	<b>450</b>	<b>440</b>	<b>433</b>			
Payroll costs	-113	-115	-1.5%	-1.3%	-115	-118	-117	-113	-113			
Other administrative expenses	-58	-66	-12.5%	-12.3%	-66	-65	-65	-62	-58			
Recovery of expenses	0	0	-53.4%	-53.3%	0	0	0	0	0			
Amortisation & depreciation	-20	-20	-1.2%	-1.0%	-20	-20	-20	-20	-20			
<b>Operating costs</b>	<b>-190</b>	<b>-200</b>	<b>-5.0%</b>	<b>-4.8%</b>	<b>-200</b>	<b>-203</b>	<b>-202</b>	<b>-194</b>	<b>-190</b>			
<b>OPERATING PROFIT</b>	<b>242</b>	<b>230</b>	<b>+5.1%</b>	<b>+5.3%</b>	<b>230</b>	<b>245</b>	<b>248</b>	<b>246</b>	<b>242</b>			
Net write-downs of loans	-33	-35	-7.2%	-7.0%	-35	-34	-32	-32	-33			
<b>NET OPERATING PROFIT</b>	<b>209</b>	<b>195</b>	<b>+7.4%</b>	<b>+7.6%</b>	<b>195</b>	<b>210</b>	<b>216</b>	<b>215</b>	<b>209</b>			
Other Charges & Provisions	-25	-9	n.m.	n.m.	-9	-9	-8	-8	-25			
o/w Systemic Charges	-18	-8	+123.1%	+123.5%	-8	-8	-8	-8	-18			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	n.m.	n.m.	0	0	0	1	0			
<b>PROFIT BEFORE TAX</b>	<b>185</b>	<b>186</b>	<b>-0.8%</b>	<b>-0.6%</b>	<b>186</b>	<b>202</b>	<b>208</b>	<b>207</b>	<b>185</b>			
<b>CONSOLIDATED PROFIT</b>	<b>75</b>	<b>75</b>	<b>-1.0%</b>	<b>-0.8%</b>	<b>75</b>	<b>83</b>	<b>84</b>	<b>84</b>	<b>75</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	44.0%	46.5%	-251bp		46.5%	45.4%	44.8%	44.0%	44.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	47	56	-9bp		56	53	49	48	47

## VOLUMES

Total Customer Loans	28,798	25,540	+12.8%		25,540	26,384	26,449	26,896	28,798
Total Customer Deposits (incl. securities in issue)	30,670	27,439	+11.8%		27,439	28,362	29,685	30,178	30,670
Total RWA End of Period	26,862	25,311	+6.1%		25,311	24,760	25,234	25,894	26,862

## OTHER FIGURES

FTEs (eop, 100%)	18,043	18,194	-0.8%		18,194	18,134	17,983	18,160	18,043
Branches	1,023	1,002	+2.1%		1,002	1,000	1,001	1,036	1,023

# Asset Management

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	1	0	+96.2%	0	1	1	1	1			
Dividends and other income from equity investments	0	1	-74.0%	1	2	1	1	0			
Net fees and commissions	220	183	+20.5%	183	188	197	202	220			
Net trading income	2	1	+109.0%	1	1	2	-2	2			
Net other expenses/income	3	0	n.m.	0	0	-1	15	3			
<b>OPERATING INCOME</b>	<b>227</b>	<b>185</b>	<b>+22.5%</b>	<b>185</b>	<b>191</b>	<b>199</b>	<b>217</b>	<b>227</b>			
Payroll costs	-91	-79	+15.3%	-79	-79	-83	-85	-91			
Other administrative expenses	-44	-40	+11.1%	-40	-43	-41	-44	-44			
Recovery of expenses	0	2	-93.0%	2	2	2	2	0			
Amortisation & depreciation	-3	-3	-6.6%	-3	-3	-3	-3	-3			
<b>Operating costs</b>	<b>-138</b>	<b>-120</b>	<b>+15.1%</b>	<b>-120</b>	<b>-123</b>	<b>-125</b>	<b>-129</b>	<b>-138</b>			
<b>OPERATING PROFIT</b>	<b>89</b>	<b>66</b>	<b>+36.1%</b>	<b>66</b>	<b>68</b>	<b>74</b>	<b>87</b>	<b>89</b>			
Net write-downs of loans	0	0	n.m.	0	0	0	0	0			
<b>NET OPERATING PROFIT</b>	<b>89</b>	<b>66</b>	<b>+36.1%</b>	<b>66</b>	<b>68</b>	<b>74</b>	<b>87</b>	<b>89</b>			
Other Charges & Provisions	0	2	n.m.	2	-1	0	1	0			
o/w Systemic Charges	0	0	n.m.	0	0	0	0	0			
Integration costs	-1	-1	+81.0%	-1	-1	-1	-8	-1			
Net income from investments	0	0	-100.0%	0	0	0	0	0			
<b>PROFIT BEFORE TAX</b>	<b>88</b>	<b>67</b>	<b>+31.7%</b>	<b>67</b>	<b>66</b>	<b>72</b>	<b>81</b>	<b>88</b>			
<b>CONSOLIDATED PROFIT</b>	<b>62</b>	<b>47</b>	<b>+33.4%</b>	<b>47</b>	<b>47</b>	<b>48</b>	<b>36</b>	<b>62</b>			

## INCOME STATEMENT RATIOS

<b>Cost income ratio</b>	<b>60.6%</b>	<b>64.5%</b>	<b>-392bp</b>	<b>64.5%</b>	<b>64.4%</b>	<b>62.8%</b>	<b>59.7%</b>	<b>60.6%</b>
<b>Cost of Risk (LLP annualized on Avg Loans) in basis pc</b>	<b>0</b>	<b>0</b>	<b>bp</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

## VOLUMES

<b>Total Customer Loans</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Customer Deposits (incl. securities in issue)</b>	<b>0</b>	<b>0</b>	<b>n.m.</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total RWA End of Period</b>	<b>1,749</b>	<b>2,097</b>	<b>-16.6%</b>	<b>2,097</b>	<b>1,619</b>	<b>1,520</b>	<b>1,693</b>	<b>1,749</b>

## OTHER FIGURES

<b>FTEs (eop, 100%)</b>	<b>2,035</b>	<b>2,007</b>	<b>+1.4%</b>	<b>2,007</b>	<b>2,021</b>	<b>2,044</b>	<b>2,021</b>	<b>2,035</b>
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## ASSETS UNDER MANAGEMENT (bn)

Italy	114,413	91,458	+25.1%	91,458	94,187	100,516	104,339	114,413
USA	43,880	34,740	+26.3%	34,740	35,883	38,253	38,347	43,880
International	21,098	14,765	+42.9%	14,765	15,610	16,409	17,814	21,098
Germany	21,109	16,858	+25.2%	16,858	17,305	17,585	17,949	21,109
CEE	7,502	6,220	+20.6%	6,220	6,455	6,779	6,765	7,502
Pioneer Austria (BACA)	11,562	10,518	+9.9%	10,518	10,769	10,962	10,925	11,562
India	562	737	-23.7%	737	877	690	658	562
Asia	4,834	4,166	+16.0%	4,166	4,437	4,520	4,234	4,834
Russia	0	0	n.m.	0	0	0	0	0
<b>Total</b>	<b>224,960</b>	<b>179,463</b>	<b>+25.4%</b>	<b>179,463</b>	<b>185,522</b>	<b>195,713</b>	<b>201,030</b>	<b>224,960</b>

# Asset Gathering

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	58	58	-1.3%	58	58	56	56	58			
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0			
Net fees and commissions	62	48	+29.3%	48	49	46	53	62			
Net trading income	17	7	+141.0%	7	6	7	10	17			
Net other expenses/income	0	0	n.m.	0	0	-1	-1	0			
<b>OPERATING INCOME</b>	<b>137</b>	<b>113</b>	<b>+20.9%</b>	<b>113</b>	<b>113</b>	<b>107</b>	<b>118</b>	<b>137</b>			
Payroll costs	-18	-16	+16.6%	-16	-16	-18	-19	-18			
Other administrative expenses	-60	-53	+14.5%	-53	-56	-50	-52	-60			
Recovery of expenses	21	19	+11.7%	19	19	19	20	21			
Amortisation & depreciation	-2	-2	+6.2%	-2	-2	-2	-3	-2			
<b>Operating costs</b>	<b>-60</b>	<b>-52</b>	<b>+15.9%</b>	<b>-52</b>	<b>-55</b>	<b>-51</b>	<b>-54</b>	<b>-60</b>			
<b>OPERATING PROFIT</b>	<b>77</b>	<b>61</b>	<b>+25.1%</b>	<b>61</b>	<b>58</b>	<b>56</b>	<b>64</b>	<b>77</b>			
Net write-downs of loans	-2	0	n.m.	0	-1	-1	-1	-2			
<b>NET OPERATING PROFIT</b>	<b>75</b>	<b>61</b>	<b>+23.4%</b>	<b>61</b>	<b>57</b>	<b>55</b>	<b>63</b>	<b>75</b>			
Other Charges & Provisions	-3	-3	-7.6%	-3	0	-1	-2	-3			
o/w Systemic Charges	0	0	n.m.	0	0	-1	0	0			
Integration costs	0	0	-100.0%	0	0	0	0	0			
Net income from investments	0	0	n.m.	0	0	0	0	0			
<b>PROFIT BEFORE TAX</b>	<b>72</b>	<b>58</b>	<b>+25.2%</b>	<b>58</b>	<b>57</b>	<b>55</b>	<b>60</b>	<b>72</b>			
<b>CONSOLIDATED PROFIT</b>	<b>31</b>	<b>37</b>	<b>-15.3%</b>	<b>37</b>	<b>37</b>	<b>23</b>	<b>27</b>	<b>31</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	43.8%	45.7%	-188bp	45.7%	48.9%	47.9%	45.7%	43.8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	85	28	56bp	28	48	39	69	85

## VOLUMES

Total Customer Loans	797	669	+19.1%	669	696	700	696	797
Total Customer Deposits (incl. securities in issue)	14,922	13,969	+6.8%	13,969	14,344	14,097	14,254	14,922
Total RWA End of Period	1,735	1,905	-8.9%	1,905	1,635	1,624	1,742	1,735

## OTHER FIGURES

FTEs (eop, 100%)	990	935	+5.8%	935	944	953	974	990
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# GBS – CC – Elisions

## INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	-375	-394	-4.8%	-394	-365	-356	-349	-375			
Dividends and other income from equity investments	10	16	-35.4%	16	120	22	24	10			
Net fees and commissions	-43	-10	n.m.	-10	-22	-6	22	-43			
Net trading income	105	8	n.m.	8	-19	71	21	105			
Net other expenses/income	9	18	-48.4%	18	33	25	-30	9			
<b>OPERATING INCOME</b>	<b>-294</b>	<b>-362</b>	<b>-18.8%</b>	<b>-362</b>	<b>-253</b>	<b>-245</b>	<b>-312</b>	<b>-294</b>			
Payroll costs	-314	-291	+7.6%	-291	-287	-296	-287	-314			
Other administrative expenses	272	243	+11.7%	243	211	228	194	272			
Recovery of expenses	29	27	+10.3%	27	32	27	30	29			
Amortisation & depreciation	-140	-126	+11.1%	-126	-134	-130	-149	-140			
<b>Operating costs</b>	<b>-153</b>	<b>-148</b>	<b>+3.4%</b>	<b>-148</b>	<b>-178</b>	<b>-170</b>	<b>-212</b>	<b>-153</b>			
<b>OPERATING PROFIT</b>	<b>-447</b>	<b>-510</b>	<b>-12.4%</b>	<b>-510</b>	<b>-431</b>	<b>-415</b>	<b>-524</b>	<b>-447</b>			
Net write-downs of loans	-3	5	n.m.	5	4	-5	-27	-3			
<b>NET OPERATING PROFIT</b>	<b>-450</b>	<b>-505</b>	<b>-10.9%</b>	<b>-505</b>	<b>-427</b>	<b>-420</b>	<b>-551</b>	<b>-450</b>			
Other Charges & Provisions	-6	0	n.m.	0	-81	17	30	-6			
o/w Systemic Charges	0	0	-99.0%	0	0	0	0	0			
Integration costs	1	-1	n.m.	-1	0	1	9	1			
Net income from investments	-3	17	n.m.	17	129	5	-77	-3			
<b>PROFIT BEFORE TAX</b>	<b>-458</b>	<b>-489</b>	<b>-6.3%</b>	<b>-489</b>	<b>-379</b>	<b>-397</b>	<b>-589</b>	<b>-458</b>			
<b>CONSOLIDATED PROFIT</b>	<b>-414</b>	<b>-422</b>	<b>-1.9%</b>	<b>-422</b>	<b>-622</b>	<b>-341</b>	<b>-388</b>	<b>-414</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	-52.1%	-40.9%	-1119bp	-40.9%	-70.3%	-69.6%	-67.8%	-52.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

## VOLUMES

Total Customer Loans	-6,359	-5,768	+10.2%	-5,768	-5,832	-5,894	-6,708	-6,359
Total Customer Deposits (incl. securities in issue)	65,015	67,540	-3.7%	67,540	70,054	64,759	63,208	65,015
Total RWA End of Period	44,369	51,622	-14.1%	51,622	49,848	46,668	45,315	44,369

## OTHER FIGURES

FTEs (eop, 100%)	17,699	17,555	+0.8%	15,548	15,690	15,868	15,566	15,664
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# CEE Division

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	at const. FX	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	604	605	-0.1%	+11.8%	605	618	658	619	604			
Dividends and other income from equity investments	73	49	+48.3%	+36.1%	49	90	95	112	73			
Net fees and commissions	185	185	+0.1%	+3.1%	185	200	199	184	185			
Net trading income	110	58	+89.4%	+100.0%	58	79	105	12	110			
Net other expenses/income	4	7	-45.7%	-47.8%	7	17	34	-4	4			
<b>OPERATING INCOME</b>	<b>976</b>	<b>904</b>	<b>+8.0%</b>	<b>+16.5%</b>	<b>904</b>	<b>1,005</b>	<b>1,090</b>	<b>923</b>	<b>976</b>			
Payroll costs	-169	-180	-6.2%	+1.8%	-180	-181	-184	-190	-169			
Other administrative expenses	-156	-159	-1.9%	+3.4%	-159	-167	-166	-174	-156			
Recovery of expenses	0	0	+62.9%	+63.5%	0	0	0	0	0			
Amortisation & depreciation	-26	-31	-14.7%	-5.9%	-31	-22	-30	-29	-26			
<b>Operating costs</b>	<b>-350</b>	<b>-369</b>	<b>-5.1%</b>	<b>+1.9%</b>	<b>-369</b>	<b>-369</b>	<b>-379</b>	<b>-393</b>	<b>-350</b>			
<b>OPERATING PROFIT</b>	<b>626</b>	<b>535</b>	<b>+17.0%</b>	<b>+26.5%</b>	<b>535</b>	<b>635</b>	<b>711</b>	<b>530</b>	<b>626</b>			
Net write-downs of loans	-174	-148	+17.4%	+29.4%	-148	-168	-156	-204	-174			
<b>NET OPERATING PROFIT</b>	<b>451</b>	<b>386</b>	<b>+16.8%</b>	<b>+25.3%</b>	<b>386</b>	<b>467</b>	<b>556</b>	<b>325</b>	<b>451</b>			
Other Charges & Provisions	-57	-58	-0.6%	+1.3%	-58	-54	-101	-28	-57			
o/w Systemic Charges	-54	-47	+13.3%	+15.3%	-47	-25	-25	-22	-54			
Integration costs	-1	-1	-49.3%	-48.9%	-1	-6	-1	1	-1			
Net income from investments	-1	-1	+67.3%	+63.6%	-1	-1	1	-6	-1			
<b>PROFIT BEFORE TAX</b>	<b>392</b>	<b>327</b>	<b>+20.0%</b>	<b>+29.8%</b>	<b>327</b>	<b>406</b>	<b>455</b>	<b>292</b>	<b>392</b>			
<b>CONSOLIDATED PROFIT</b>	<b>247</b>	<b>263</b>	<b>-5.9%</b>	<b>-26.3%</b>	<b>263</b>	<b>309</b>	<b>336</b>	<b>130</b>	<b>247</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	35.9%	40.8%	-493bp		40.8%	36.7%	34.8%	42.6%	35.9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	120	105	15bp		105	119	107	142	120

## VOLUMES

Total Customer Loans	59,081	55,822	+5.8%		55,822	57,781	58,384	57,009	59,081
Total Customer Deposits (incl. securities in issue)	53,777	47,304	+13.7%		47,304	48,361	50,036	51,469	53,777
Total RWA End of Period	93,339	83,489	+11.8%		83,489	81,784	84,633	89,276	93,339

## OTHER FIGURES

FTEs (eop, 100%)	28,918	30,623	-5.6%		30,623	30,097	29,576	29,040	28,918
Branches	1,403	1,582	-11.3%		1,582	1,507	1,441	1,421	1,403

# CEE - Bosnia

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2015	2014	%	at const. FX									2014
Net interest	24	23	+6.5%	+6.5%	23	23	23	24	24				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0				
Net fees and commissions	8	8	+0.8%	+0.8%	8	9	9	9	8				
Net trading income	1	1	+21.6%	+21.6%	1	1	2	1	1				
Net other expenses/income	0	1	-60.3%	-60.3%	1	0	0	-1	0				
<b>OPERATING INCOME</b>	<b>34</b>	<b>33</b>	<b>+4.4%</b>	<b>+4.4%</b>	<b>33</b>	<b>33</b>	<b>34</b>	<b>34</b>	<b>34</b>				
Payroll costs	-9	-9	+1.0%	+1.0%	-9	-9	-9	-9	-9				
Other administrative expenses	-7	-7	+2.0%	+2.0%	-7	-7	-7	-8	-7				
Recovery of expenses	0	0	-100.0%	-100.0%	0	0	0	0	0				
Amortisation & depreciation	-1	-2	-12.7%	-12.7%	-2	-2	-2	-2	-1				
<b>Operating costs</b>	<b>-18</b>	<b>-18</b>	<b>+0.1%</b>	<b>+0.1%</b>	<b>-18</b>	<b>-18</b>	<b>-17</b>	<b>-19</b>	<b>-18</b>				
<b>OPERATING PROFIT</b>	<b>17</b>	<b>15</b>	<b>+9.4%</b>	<b>+9.4%</b>	<b>15</b>	<b>15</b>	<b>17</b>	<b>15</b>	<b>17</b>				
Net write-downs of loans	-2	-4	-52.8%	-52.8%	-4	-3	-3	-3	-2				
<b>NET OPERATING PROFIT</b>	<b>15</b>	<b>11</b>	<b>+33.6%</b>	<b>+33.6%</b>	<b>11</b>	<b>12</b>	<b>14</b>	<b>12</b>	<b>15</b>				
Other Charges & Provisions	-1	-1	+7.3%	+7.3%	-1	-1	-1	-1	-1				
o/w Systemic Charges	-1	-1	+5.3%	+5.3%	-1	-1	-1	-1	-1				
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0				
Net income from investments	0	0	n.m.	n.m.	0	0	0	-16	0				
<b>PROFIT BEFORE TAX</b>	<b>13</b>	<b>10</b>	<b>+36.9%</b>	<b>+36.9%</b>	<b>10</b>	<b>11</b>	<b>13</b>	<b>-5</b>	<b>13</b>				
<b>CONSOLIDATED PROFIT</b>	<b>11</b>	<b>8</b>	<b>+37.6%</b>	<b>+37.6%</b>	<b>8</b>	<b>8</b>	<b>10</b>	<b>-6</b>	<b>11</b>				

## INCOME STATEMENT RATIOS

Cost income ratio	51.5%	53.7%	-221bp		53.7%	53.9%	50.6%	55.7%	51.5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	47	107	-60bp		107	85	64	71	47

## VOLUMES

Total Customer Loans	1,726	1,596	+8.1%		1,596	1,640	1,613	1,675	1,726
Total Customer Deposits (incl. securities in issue)	1,890	1,685	+12.2%		1,685	1,741	1,836	1,845	1,890
Total RWA End of Period	2,416	1,652	+46.2%		1,652	1,673	1,749	2,394	2,416

## OTHER FIGURES

FTEs (eop, 100%)	1,649	1,675	-1.6%		1,675	1,664	1,664	1,649	1,649
Branches	120	131	-8.4%		131	130	122	120	120

# CEE - Bulgaria

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	at const. FX	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	73	64	+14.5%	+14.5%	64	67	69	70	73			
Dividends and other income from equity investments	0	0	+150.0%	+150.0%	0	1	0	0	0			
Net fees and commissions	24	23	+1.8%	+1.8%	23	24	26	25	24			
Net trading income	9	8	+11.9%	+11.9%	8	6	11	6	9			
Net other expenses/income	0	0	n.m.	-114.1%	0	0	0	1	0			
<b>OPERATING INCOME</b>	<b>107</b>	<b>96</b>	<b>+11.1%</b>	<b>+11.1%</b>	<b>96</b>	<b>98</b>	<b>106</b>	<b>102</b>	<b>107</b>			
Payroll costs	-16	-16	+3.5%	+3.5%	-16	-16	-15	-17	-16			
Other administrative expenses	-12	-12	-4.8%	-4.8%	-12	-13	-12	-13	-12			
Recovery of expenses	0	0	+8.8%	+8.8%	0	0	0	0	0			
Amortisation & depreciation	-4	-4	+4.3%	+4.3%	-4	-3	-3	-5	-4			
<b>Operating costs</b>	<b>-31</b>	<b>-31</b>	<b>+0.3%</b>	<b>+0.3%</b>	<b>-31</b>	<b>-32</b>	<b>-31</b>	<b>-34</b>	<b>-31</b>			
<b>OPERATING PROFIT</b>	<b>75</b>	<b>65</b>	<b>+16.3%</b>	<b>+16.3%</b>	<b>65</b>	<b>66</b>	<b>76</b>	<b>68</b>	<b>75</b>			
Net write-downs of loans	-20	-14	+41.7%	+41.7%	-14	-23	-28	-28	-20			
<b>NET OPERATING PROFIT</b>	<b>55</b>	<b>50</b>	<b>+9.0%</b>	<b>+9.0%</b>	<b>50</b>	<b>43</b>	<b>48</b>	<b>39</b>	<b>55</b>			
Other Charges & Provisions	-7	-5	+42.2%	+42.2%	-5	-4	-5	-5	-7			
o/w Systemic Charges	-5	-5	+14.1%	+14.1%	-5	-5	-5	-5	-5			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	n.m.	-127.9%	0	0	0	-1	0			
<b>PROFIT BEFORE TAX</b>	<b>48</b>	<b>46</b>	<b>+5.3%</b>	<b>+5.3%</b>	<b>46</b>	<b>39</b>	<b>43</b>	<b>33</b>	<b>48</b>			
<b>CONSOLIDATED PROFIT</b>	<b>43</b>	<b>41</b>	<b>+4.9%</b>	<b>+4.9%</b>	<b>41</b>	<b>35</b>	<b>39</b>	<b>30</b>	<b>43</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	29.3%	32.5%	-315bp		32.5%	32.3%	28.8%	33.7%	29.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	151	118	33bp		118	185	222	213	151

## VOLUMES

Total Customer Loans	5,160	4,904	+5.2%		4,904	4,963	4,984	5,683	5,160
Total Customer Deposits (incl. securities in issue)	5,802	4,467	+29.9%		4,467	4,784	5,024	5,450	5,802
Total RWA End of Period	5,046	4,980	+1.3%		4,980	4,953	4,976	5,118	5,046

## OTHER FIGURES

FTEs (eop, 100%)	4,134	4,136	-0.0%		4,136	4,150	4,130	4,136	4,134
Branches	200	206	-2.9%		206	203	202	203	200

# CEE - Croatia

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	at const. FX	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	92	83	+10.8%	+11.2%	83	85	87	89	92			
Dividends and other income from equity investments	2	2	+14.3%	+14.3%	2	2	1	1	2			
Net fees and commissions	29	29	-0.7%	-0.3%	29	32	33	30	29			
Net trading income	11	2	n.m.	n.m.	2	5	11	9	11			
Net other expenses/income	1	3	-68.9%	-68.7%	3	10	30	-3	1			
<b>OPERATING INCOME</b>	<b>135</b>	<b>118</b>	<b>+13.7%</b>	<b>+14.1%</b>	<b>118</b>	<b>133</b>	<b>162</b>	<b>126</b>	<b>135</b>			
Payroll costs	-29	-30	-5.0%	-4.6%	-30	-33	-35	-35	-29			
Other administrative expenses	-17	-19	-10.5%	-10.2%	-19	-20	-20	-20	-17			
Recovery of expenses	0	0	+60.0%	+60.7%	0	0	0	0	0			
Amortisation & depreciation	-5	-7	-30.1%	-29.8%	-7	-7	-6	-5	-5			
<b>Operating costs</b>	<b>-50</b>	<b>-55</b>	<b>-10.0%</b>	<b>-9.6%</b>	<b>-55</b>	<b>-60</b>	<b>-61</b>	<b>-60</b>	<b>-50</b>			
<b>OPERATING PROFIT</b>	<b>85</b>	<b>63</b>	<b>+34.4%</b>	<b>+35.0%</b>	<b>63</b>	<b>73</b>	<b>101</b>	<b>66</b>	<b>85</b>			
Net write-downs of loans	-16	-11	+44.2%	+44.8%	-11	-29	-31	-68	-16			
<b>NET OPERATING PROFIT</b>	<b>69</b>	<b>52</b>	<b>+32.4%</b>	<b>+33.0%</b>	<b>52</b>	<b>44</b>	<b>71</b>	<b>-2</b>	<b>69</b>			
Other Charges & Provisions	-4	-4	+6.2%	+6.6%	-4	-3	-4	-4	-4			
o/w Systemic Charges	-4	-4	+2.7%	+3.1%	-4	-4	-4	-4	-4			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	-1	0	n.m.	n.m.	0	0	0	8	-1			
<b>PROFIT BEFORE TAX</b>	<b>64</b>	<b>48</b>	<b>+33.5%</b>	<b>+34.0%</b>	<b>48</b>	<b>40</b>	<b>66</b>	<b>2</b>	<b>64</b>			
<b>CONSOLIDATED PROFIT</b>	<b>43</b>	<b>32</b>	<b>+34.3%</b>	<b>+34.8%</b>	<b>32</b>	<b>28</b>	<b>47</b>	<b>-10</b>	<b>43</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	37.1%	46.8%	-973bp		46.8%	45.3%	37.5%	47.8%	37.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	64	44	20bp		44	119	128	282	64

## VOLUMES

Total Customer Loans	9,789	9,710	+0.8%		9,710	9,786	9,479	9,723	9,789
Total Customer Deposits (incl. securities in issue)	8,918	8,476	+5.2%		8,476	8,328	8,706	8,406	8,918
Total RWA End of Period	7,801	8,158	-4.4%		8,158	8,115	8,014	7,850	7,801

## OTHER FIGURES

FTEs (eop, 100%)	4,174	4,510	-7.4%		4,510	4,530	4,516	4,175	4,174
Branches	135	147	-8.2%		147	146	137	137	135



# CEE - Czech Republic & Slovakia

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2015	2014	%	at const. FX									2014
Net interest	93	87	+6.3%	+7.0%	87	91	94	92	93				
Dividends and other income from equity investments	1	1	-16.2%	-16.2%	1	1	1	1	1				
Net fees and commissions	34	30	+12.9%	+13.6%	30	34	34	31	34				
Net trading income	27	14	+84.7%	+85.9%	14	13	12	19	27				
Net other expenses/income	2	2	+21.1%	+21.6%	2	5	2	1	2				
<b>OPERATING INCOME</b>	<b>156</b>	<b>135</b>	<b>+16.3%</b>	<b>+17.0%</b>	<b>135</b>	<b>144</b>	<b>142</b>	<b>144</b>	<b>156</b>				
Payroll costs	-29	-29	-2.1%	-1.5%	-29	-27	-30	-32	-29				
Other administrative expenses	-30	-29	+3.8%	+4.4%	-29	-29	-30	-32	-30				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-3	-2	+18.7%	+19.4%	-2	6	-2	-3	-3				
<b>Operating costs</b>	<b>-61</b>	<b>-61</b>	<b>+1.4%</b>	<b>+2.0%</b>	<b>-61</b>	<b>-50</b>	<b>-62</b>	<b>-67</b>	<b>-61</b>				
<b>OPERATING PROFIT</b>	<b>95</b>	<b>74</b>	<b>+28.5%</b>	<b>+29.3%</b>	<b>74</b>	<b>94</b>	<b>81</b>	<b>77</b>	<b>95</b>				
Net write-downs of loans	-13	-19	-34.1%	-33.7%	-19	-22	-17	-20	-13				
<b>NET OPERATING PROFIT</b>	<b>82</b>	<b>55</b>	<b>+50.3%</b>	<b>+51.2%</b>	<b>55</b>	<b>71</b>	<b>64</b>	<b>58</b>	<b>82</b>				
Other Charges & Provisions	-6	-6	-6.8%	-6.2%	-6	-7	-7	-4	-6				
o/w Systemic Charges	-6	-3	+62.1%	+63.2%	-3	-7	-7	-4	-6				
Integration costs	-1	-1	-43.7%	-43.4%	-1	0	-1	1	-1				
Net income from investments	0	0	n.m.	n.m.	0	-3	0	0	0				
<b>PROFIT BEFORE TAX</b>	<b>76</b>	<b>48</b>	<b>+59.9%</b>	<b>+60.9%</b>	<b>48</b>	<b>61</b>	<b>56</b>	<b>55</b>	<b>76</b>				
<b>CONSOLIDATED PROFIT</b>	<b>61</b>	<b>39</b>	<b>+56.7%</b>	<b>+57.7%</b>	<b>39</b>	<b>51</b>	<b>44</b>	<b>45</b>	<b>61</b>				

## INCOME STATEMENT RATIOS

Cost income ratio	39.3%	45.1%	-578bp		45.1%	34.9%	43.4%	46.4%	39.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	40	65	-24bp		65	76	57	65	40

## VOLUMES

Total Customer Loans	12,664	11,822	+7.1%		11,822	11,958	11,975	12,231	12,664
Total Customer Deposits (incl. securities in issue)	13,740	12,724	+8.0%		12,724	12,210	12,275	13,552	13,740
Total RWA End of Period	12,198	12,356	-1.3%		12,356	11,652	11,917	11,707	12,198

## OTHER FIGURES

FTEs (eop, 100%)	3,300	3,315	-0.4%		3,315	3,275	3,283	3,257	3,300
Branches	182	184	-1.1%		184	184	184	183	182

# CEE - Hungary

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2015	2014	%	at const. FX									2014
Net interest	51	52	-0.9%	-0.6%	52	52	54	54	51				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0				
Net fees and commissions	30	29	+1.6%	+1.9%	29	30	29	32	30				
Net trading income	16	9	+83.7%	+84.3%	9	9	39	8	16				
Net other expenses/income	1	1	-26.2%	-26.9%	1	1	1	1	1				
<b>OPERATING INCOME</b>	<b>98</b>	<b>91</b>	<b>+7.8%</b>	<b>+8.1%</b>	<b>91</b>	<b>93</b>	<b>122</b>	<b>95</b>	<b>98</b>				
Payroll costs	-12	-13	-3.0%	-2.7%	-13	-13	-11	-17	-12				
Other administrative expenses	-24	-24	-0.4%	-0.1%	-24	-26	-25	-28	-24				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-1	-2	-44.5%	-44.4%	-2	-2	-1	-1	-1				
<b>Operating costs</b>	<b>-38</b>	<b>-39</b>	<b>-3.7%</b>	<b>-3.4%</b>	<b>-39</b>	<b>-41</b>	<b>-38</b>	<b>-45</b>	<b>-38</b>				
<b>OPERATING PROFIT</b>	<b>60</b>	<b>52</b>	<b>+16.5%</b>	<b>+16.8%</b>	<b>52</b>	<b>52</b>	<b>84</b>	<b>50</b>	<b>60</b>				
Net write-downs of loans	-9	-13	-33.9%	-33.7%	-13	-13	-13	5	-9				
<b>NET OPERATING PROFIT</b>	<b>51</b>	<b>38</b>	<b>+33.8%</b>	<b>+34.1%</b>	<b>38</b>	<b>38</b>	<b>71</b>	<b>54</b>	<b>51</b>				
Other Charges & Provisions	-32	-28	+14.2%	+14.5%	-28	-32	-77	-3	-32				
o/w Systemic Charges	-30	-27	+10.0%	+10.4%	-27	-1	-1	-1	-30				
Integration costs	0	0	n.m.	n.m.	0	-5	0	0	0				
Net income from investments	0	0	-75.8%	-75.7%	0	1	6	0	0				
<b>PROFIT BEFORE TAX</b>	<b>20</b>	<b>10</b>	<b>+92.7%</b>	<b>+93.1%</b>	<b>10</b>	<b>2</b>	<b>0</b>	<b>52</b>	<b>20</b>				
<b>CONSOLIDATED PROFIT</b>	<b>16</b>	<b>8</b>	<b>+94.1%</b>	<b>+94.5%</b>	<b>8</b>	<b>2</b>	<b>2</b>	<b>41</b>	<b>16</b>				

## INCOME STATEMENT RATIOS

Cost income ratio	38.4%	43.0%	-459bp		43.0%	44.3%	30.9%	47.6%	38.4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	109	174	-65bp		174	176	170	-61	109

## VOLUMES

Total Customer Loans	3,269	3,005	+8.8%		3,005	3,033	3,089	3,115	3,269
Total Customer Deposits (incl. securities in issue)	3,816	3,201	+19.2%		3,201	3,131	3,344	3,838	3,816
Total RWA End of Period	4,174	3,850	+8.4%		3,850	3,659	3,821	3,967	4,174

## OTHER FIGURES

FTEs (eop, 100%)	1,708	1,810	-5.6%		1,810	1,770	1,766	1,733	1,708
Branches	85	101	-15.8%		101	85	85	85	85

# CEE - Romania

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	at const. FX	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	48	49	-1.1%	-2.2%	49	52	53	55	48			
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0			
Net fees and commissions	16	18	-13.4%	-14.4%	18	17	17	16	16			
Net trading income	21	24	-14.4%	-15.4%	24	18	19	18	21			
Net other expenses/income	0	-1	-46.7%	-47.3%	-1	-1	-1	-1	0			
<b>OPERATING INCOME</b>	<b>84</b>	<b>91</b>	<b>-6.9%</b>	<b>-7.9%</b>	<b>91</b>	<b>86</b>	<b>88</b>	<b>89</b>	<b>84</b>			
Payroll costs	-19	-20	-4.1%	-5.2%	-20	-20	-21	-21	-19			
Other administrative expenses	-16	-16	+2.0%	+0.9%	-16	-16	-16	-16	-16			
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0			
Amortisation & depreciation	-5	-4	+8.0%	+6.7%	-4	-4	-4	-5	-5			
<b>Operating costs</b>	<b>-39</b>	<b>-40</b>	<b>-0.4%</b>	<b>-1.5%</b>	<b>-40</b>	<b>-40</b>	<b>-41</b>	<b>-42</b>	<b>-39</b>			
<b>OPERATING PROFIT</b>	<b>45</b>	<b>51</b>	<b>-11.8%</b>	<b>-12.8%</b>	<b>51</b>	<b>46</b>	<b>47</b>	<b>46</b>	<b>45</b>			
Net write-downs of loans	-20	-27	-25.0%	-25.9%	-27	-33	-33	-39	-20			
<b>NET OPERATING PROFIT</b>	<b>25</b>	<b>24</b>	<b>+3.2%</b>	<b>+2.0%</b>	<b>24</b>	<b>13</b>	<b>14</b>	<b>7</b>	<b>25</b>			
Other Charges & Provisions	-3	-2	+15.0%	+13.7%	-2	-2	-3	-4	-3			
o/w Systemic Charges	-3	-2	+15.3%	+14.0%	-2	-3	-2	-3	-3			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	n.m.	n.m.	0	0	0	5	0			
<b>PROFIT BEFORE TAX</b>	<b>22</b>	<b>22</b>	<b>-0.2%</b>	<b>-1.3%</b>	<b>22</b>	<b>11</b>	<b>12</b>	<b>8</b>	<b>22</b>			
<b>CONSOLIDATED PROFIT</b>	<b>18</b>	<b>18</b>	<b>-2.9%</b>	<b>-3.9%</b>	<b>18</b>	<b>9</b>	<b>8</b>	<b>7</b>	<b>18</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	46.7%	43.7%	302bp		43.7%	46.3%	46.9%	47.8%	46.7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	177	257	-80bp		257	307	293	345	177

## VOLUMES

Total Customer Loans	4,630	4,186	+10.6%		4,186	4,454	4,521	4,591	4,630
Total Customer Deposits (incl. securities in issue)	3,288	3,044	+8.0%		3,044	3,006	2,962	3,645	3,288
Total RWA End of Period	4,933	4,260	+15.8%		4,260	4,688	4,590	4,831	4,933

## OTHER FIGURES

FTEs (eop, 100%)	3,350	3,287	+1.9%		3,287	3,347	3,389	3,369	3,350
Branches	183	199	-8.0%		199	185	185	184	183

# CEE - Russia

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	at const. FX	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	144	166	-13.2%	+28.2%	166	172	197	162	144			
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0			
Net fees and commissions	12	33	-62.4%	-44.5%	33	37	33	23	12			
Net trading income	10	-5	n.m.	n.m.	-5	24	2	-51	10			
Net other expenses/income	0	2	-83.7%	-76.0%	2	1	2	-2	0			
<b>OPERATING INCOME</b>	<b>166</b>	<b>195</b>	<b>-14.7%</b>	<b>+25.9%</b>	<b>195</b>	<b>235</b>	<b>234</b>	<b>133</b>	<b>166</b>			
Payroll costs	-29	-39	-25.4%	+10.1%	-39	-38	-37	-29	-29			
Other administrative expenses	-16	-19	-15.0%	+25.6%	-19	-24	-23	-20	-16			
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0			
Amortisation & depreciation	-6	-8	-28.4%	+5.8%	-8	-7	-8	-6	-6			
<b>Operating costs</b>	<b>-51</b>	<b>-66</b>	<b>-22.7%</b>	<b>+14.2%</b>	<b>-66</b>	<b>-69</b>	<b>-68</b>	<b>-55</b>	<b>-51</b>			
<b>OPERATING PROFIT</b>	<b>115</b>	<b>129</b>	<b>-10.7%</b>	<b>+32.0%</b>	<b>129</b>	<b>166</b>	<b>166</b>	<b>77</b>	<b>115</b>			
Net write-downs of loans	-35	-17	+103.1%	n.m.	-17	-29	-17	-22	-35			
<b>NET OPERATING PROFIT</b>	<b>81</b>	<b>112</b>	<b>-27.9%</b>	<b>+6.5%</b>	<b>112</b>	<b>137</b>	<b>149</b>	<b>55</b>	<b>81</b>			
Other Charges & Provisions	-2	-2	+8.9%	+60.8%	-2	-2	-2	-2	-2			
o/w Systemic Charges	-2	-2	+2.5%	+51.4%	-2	-2	-2	-2	-2			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	-71.9%	-58.5%	0	1	0	0	0			
<b>PROFIT BEFORE TAX</b>	<b>79</b>	<b>111</b>	<b>-28.5%</b>	<b>+5.7%</b>	<b>111</b>	<b>136</b>	<b>147</b>	<b>54</b>	<b>79</b>			
<b>CONSOLIDATED PROFIT</b>	<b>63</b>	<b>88</b>	<b>-27.7%</b>	<b>+6.8%</b>	<b>88</b>	<b>110</b>	<b>117</b>	<b>41</b>	<b>63</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	30.6%	33.8%	-316bp		33.8%	29.4%	29.0%	41.7%	30.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	112	56	56bp		56	91	50	69	112

## VOLUMES

Total Customer Loans	13,242	11,908	+11.2%		11,908	13,374	14,215	11,384	13,242
Total Customer Deposits (incl. securities in issue)	13,321	11,287	+18.0%		11,287	12,470	13,076	12,058	13,321
Total RWA End of Period	17,431	18,042	-3.4%		18,042	16,677	17,858	15,690	17,431

## OTHER FIGURES

FTEs (eop, 100%)	3,960	3,962	-0.1%		3,962	3,973	3,948	3,984	3,960
Branches	103	109	-5.5%		109	107	108	110	103

# CEE - Serbia

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	at const. FX	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	23	23	+2.5%	+7.5%	23	22	22	24	23			
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0			
Net fees and commissions	5	4	+31.4%	+37.9%	4	5	5	5	5			
Net trading income	3	2	+56.8%	+64.5%	2	3	2	2	3			
Net other expenses/income	0	0	-32.7%	-29.5%	0	0	0	0	0			
<b>OPERATING INCOME</b>	<b>32</b>	<b>29</b>	<b>+10.3%</b>	<b>+15.7%</b>	<b>29</b>	<b>29</b>	<b>29</b>	<b>31</b>	<b>32</b>			
Payroll costs	-6	-6	+4.5%	+9.7%	-6	-6	-6	-6	-6			
Other administrative expenses	-4	-4	+2.5%	+7.6%	-4	-4	-4	-4	-4			
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0			
Amortisation & depreciation	-1	-1	-1.5%	+3.4%	-1	-1	-1	-1	-1			
<b>Operating costs</b>	<b>-11</b>	<b>-11</b>	<b>+3.1%</b>	<b>+8.2%</b>	<b>-11</b>	<b>-11</b>	<b>-11</b>	<b>-11</b>	<b>-11</b>			
<b>OPERATING PROFIT</b>	<b>21</b>	<b>19</b>	<b>+14.4%</b>	<b>+20.0%</b>	<b>19</b>	<b>18</b>	<b>18</b>	<b>19</b>	<b>21</b>			
Net write-downs of loans	-4	-12	-68.8%	-67.2%	-12	-5	-10	-10	-4			
<b>NET OPERATING PROFIT</b>	<b>18</b>	<b>7</b>	<b>n.m.</b>	<b>+171.8%</b>	<b>7</b>	<b>13</b>	<b>8</b>	<b>9</b>	<b>18</b>			
Other Charges & Provisions	-1	-8	-86.2%	-85.5%	-8	-1	-1	-2	-1			
o/w Systemic Charges	-1	-1	+31.2%	+37.7%	-1	-1	-1	-1	-1			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	n.m.	n.m.	0	0	0	0	0			
<b>PROFIT BEFORE TAX</b>	<b>16</b>	<b>-1</b>	<b>n.m.</b>	<b>n.m.</b>	<b>-1</b>	<b>12</b>	<b>7</b>	<b>8</b>	<b>16</b>			
<b>CONSOLIDATED PROFIT</b>	<b>15</b>	<b>-3</b>	<b>n.m.</b>	<b>n.m.</b>	<b>-3</b>	<b>11</b>	<b>5</b>	<b>13</b>	<b>15</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	34.0%	36.3%	-237bp		36.3%	37.7%	37.6%	37.1%	34.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	101	349	-248bp		349	150	281	286	101

## VOLUMES

Total Customer Loans	1,485	1,359	+9.3%		1,359	1,432	1,417	1,431	1,485
Total Customer Deposits (incl. securities in issue)	1,225	951	+28.8%		951	1,047	1,055	1,106	1,225
Total RWA End of Period	2,607	2,037	+28.0%		2,037	1,877	1,881	2,452	2,607

## OTHER FIGURES

FTEs (eop, 100%)	1,024	988	+3.6%		988	994	992	1,029	1,024
Branches	71	74	-4.1%		74	74	73	72	71

# CEE - Slovenia

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2015	2014	%	at const. FX									2014
Net interest	13	13	-4.4%	-4.4%	13	14	13	14	13				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0				
Net fees and commissions	7	7	-3.7%	-3.7%	7	7	7	7	7				
Net trading income	4	-1	n.m.	n.m.	-1	2	3	2	4				
Net other expenses/income	0	0	-1.7%	-1.7%	0	0	0	0	0				
<b>OPERATING INCOME</b>	<b>23</b>	<b>19</b>	<b>+20.2%</b>	<b>+20.2%</b>	<b>19</b>	<b>23</b>	<b>23</b>	<b>22</b>	<b>23</b>				
Payroll costs	-6	-6	-3.1%	-3.1%	-6	-6	-6	-6	-6				
Other administrative expenses	-3	-3	-4.8%	-4.8%	-3	-3	-4	-4	-3				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-1	-1	+0.6%	+0.6%	-1	-1	-1	-1	-1				
<b>Operating costs</b>	<b>-10</b>	<b>-11</b>	<b>-3.3%</b>	<b>-3.3%</b>	<b>-11</b>	<b>-10</b>	<b>-11</b>	<b>-12</b>	<b>-10</b>				
<b>OPERATING PROFIT</b>	<b>13</b>	<b>9</b>	<b>+49.1%</b>	<b>+49.1%</b>	<b>9</b>	<b>12</b>	<b>12</b>	<b>10</b>	<b>13</b>				
Net write-downs of loans	-7	-11	-29.4%	-29.4%	-11	-11	-9	-9	-7				
<b>NET OPERATING PROFIT</b>	<b>5</b>	<b>-2</b>	<b>n.m.</b>	<b>n.m.</b>	<b>-2</b>	<b>1</b>	<b>3</b>	<b>1</b>	<b>5</b>				
Other Charges & Provisions	0	0	n.m.	n.m.	0	0	0	-2	0				
o/w Systemic Charges	0	0	-70.2%	-70.2%	0	0	0	0	0				
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0				
Net income from investments	0	0	-89.2%	-89.2%	0	0	-4	-1	0				
<b>PROFIT BEFORE TAX</b>	<b>5</b>	<b>-2</b>	<b>n.m.</b>	<b>n.m.</b>	<b>-2</b>	<b>1</b>	<b>-2</b>	<b>-2</b>	<b>5</b>				
<b>CONSOLIDATED PROFIT</b>	<b>4</b>	<b>-2</b>	<b>n.m.</b>	<b>n.m.</b>	<b>-2</b>	<b>1</b>	<b>-2</b>	<b>-2</b>	<b>4</b>				

## INCOME STATEMENT RATIOS

Cost income ratio	44.3%	55.1%	-1077bp		55.1%	45.5%	48.1%	53.6%	44.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	153	200	-47bp		200	209	177	187	153

## VOLUMES

Total Customer Loans	1,975	2,132	-7.4%		2,132	2,087	2,022	1,937	1,975
Total Customer Deposits (incl. securities in issue)	1,647	1,389	+18.6%		1,389	1,466	1,457	1,375	1,647
Total RWA End of Period	1,241	1,367	-9.2%		1,367	1,373	1,323	1,251	1,241

## OTHER FIGURES

FTEs (eop, 100%)	577	580	-0.6%		580	575	578	568	577
Branches	30	39	-23.1%		39	39	33	33	30

# Non-Core

## INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	26	62	-58.3%	62	52	54	22	26			
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0			
Net fees and commissions	47	60	-22.3%	60	57	48	50	47			
Net trading income	-1	-6	-87.2%	-6	8	-3	-2	-1			
Net other expenses/income	-7	-9	-15.9%	-9	-5	-14	3	-7			
<b>OPERATING INCOME</b>	<b>64</b>	<b>107</b>	<b>-40.0%</b>	<b>107</b>	<b>112</b>	<b>85</b>	<b>73</b>	<b>64</b>			
Payroll costs	-36	-40	-9.5%	-40	-36	-36	-36	-36			
Other administrative expenses	-147	-158	-6.8%	-158	-160	-142	-135	-147			
Recovery of expenses	16	23	-30.9%	23	50	33	49	16			
Amortisation & depreciation	0	0	+1.6%	0	-2	0	0	0			
<b>Operating costs</b>	<b>-167</b>	<b>-174</b>	<b>-4.2%</b>	<b>-174</b>	<b>-148</b>	<b>-145</b>	<b>-121</b>	<b>-167</b>			
<b>OPERATING PROFIT</b>	<b>-103</b>	<b>-67</b>	<b>+53.0%</b>	<b>-67</b>	<b>-36</b>	<b>-60</b>	<b>-47</b>	<b>-103</b>			
Net write-downs of loans	-409	-315	+29.7%	-315	-404	-498	-938	-409			
<b>NET OPERATING PROFIT</b>	<b>-512</b>	<b>-382</b>	<b>+33.8%</b>	<b>-382</b>	<b>-440</b>	<b>-558</b>	<b>-985</b>	<b>-512</b>			
Other Charges & Provisions	-13	-20	-34.4%	-20	5	1	-18	-13			
o/w Systemic Charges	0	0	n.m.		0	0	0	0			
Integration costs	0	0	-100.0%	0	-17	-2	1	0			
Net income from investments	0	0	n.m.	0	-58	-3	-24	0			
<b>PROFIT BEFORE TAX</b>	<b>-525</b>	<b>-403</b>	<b>+30.4%</b>	<b>-403</b>	<b>-510</b>	<b>-562</b>	<b>-1,026</b>	<b>-525</b>			
<b>CONSOLIDATED PROFIT</b>	<b>-364</b>	<b>-294</b>	<b>+24.0%</b>	<b>-294</b>	<b>-353</b>	<b>-375</b>	<b>-684</b>	<b>-364</b>			

## INCOME STATEMENT RATIOS

Cost income ratio	259.5%	162.6%	9696bp	162.6%	132.1%	170.5%	164.6%	259.5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	364	239	124bp	239	315	398	776	364

## VOLUMES

Total Customer Loans	42,650	52,037	-18.0%	52,037	50,613	49,382	47,322	42,650
Total Customer Deposits (incl. securities in issue)	2,230	2,311	-3.5%	2,311	2,350	2,337	2,344	2,230
Total RWA End of Period	36,399	35,933	+1.3%	35,933	33,587	33,313	39,545	36,399

## OTHER FIGURES

FTEs (eop, 100%)	1,763	1,981	-11.0%	1,981	1,945	1,923	1,849	1,763
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