



2Q GROUP RESULTS – DIVISIONAL DATA BASE

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



2Q15 GROUP RESULTS

CONSOLIDATED ACCOUNTS

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Consolidated Income Statement

CONSOLIDATED INCOME STATEMENT

(mIn Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	5,962	6,256	-4.7%	3,077	3,179	3,122	3,064	2,963	2,999		
Dividends and other income from equity investments	387	425	-8.9%	104	321	178	191	118	269		
Net fees and commissions	4,011	3,853	+4.1%	1,890	1,963	1,856	1,883	2,014	1,997		
Net trading income	1,092	814	+34.3%	472	342	383	339	619	473		
Net other expenses/income	31	39	-20.8%	46	-7	21	128	34	-3		
OPERATING INCOME	11,484	11,387	+0.9%	5,588	5,798	5,561	5,604	5,749	5,735		
Payroll costs	-4,220	-4,089	+3.2%	-2,087	-2,002	-2,030	-2,082	-2,093	-2,127		
Other administrative expenses	-2,583	-2,638	-2.1%	-1,299	-1,339	-1,281	-1,325	-1,289	-1,294		
Recovery of expenses	401	417	-3.9%	191	226	202	215	188	213		
Amortisation & depreciation	-451	-437	+3.2%	-216	-221	-220	-239	-224	-227		
Operating costs	-6,853	-6,747	+1.6%	-3,410	-3,336	-3,328	-3,432	-3,418	-3,435		
OPERATING PROFIT	4,631	4,640	-0.2%	2,178	2,462	2,233	2,172	2,331	2,299		
Net write-downs of loans	-1,893	-1,842	+2.8%	-838	-1,003	-754	-1,697	-980	-913		
NET OPERATING PROFIT	2,737	2,798	-2.2%	1,339	1,459	1,479	475	1,351	1,386		
Other Charges & Provisions	-623	-356	+75.2%	-123	-232	-232	-140	-264	-359		
o/w Systemic Charges	-406	-199	+103.9%	-110	-89	-98	-84	-210	-196		
Integration costs	-4	-44	-91.2%	-4	-40	-5	29	-1	-2		
Net income from investments	13	47	-72.6%	62	-16	43	-4	-5	18		
PROFIT BEFORE TAX	2,123	2,446	-13.2%	1,275	1,171	1,285	360	1,080	1,043		
Income tax for the period	-581	-990	-41.4%	-408	-582	-350	43	-343	-238		
Profit (Loss) from non-current assets held for sale, after tax	-180	-22	n.m.	3	-26	-33	-69	-58	-121		
PROFIT (LOSS) FOR THE PERIOD	1,363	1,433	-4.9%	870	563	902	334	679	684		
Minorities	-202	-172	+17.2%	-83	-89	-112	-96	-102	-100		
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA	1,161	1,261	-7.9%	787	474	790	238	577	583		
Purchase Price Allocation effect	-126	-145	-12.9%	-74	-71	-69	-68	-65	-61		
Goodwill impairment	0	0	n.m.	0	0	0	0	0	0		
CONSOLIDATED PROFIT	1,034	1,116	-7.3%	712	403	722	170	512	522		

INCOME STATEMENT RATIOS

Cost income ratio	59.7%	59.3%	43bp	61.0%	57.5%	59.8%	61.2%	59.5%	59.9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	79	76	3bp	69	84	64	144	82	76
Tax rate	27.3%	40.5%	-1315bp	32.0%	49.7%	27.2%	-11.9%	31.7%	22.8%

VOLUMES

Total Customer Loans	473,930	474,798	-0.2%	483,782	474,798	470,356	470,569	482,658	473,930
Total Customer Deposits (incl. securities in issue)	580,859	561,005	+3.5%	560,163	561,005	554,908	560,688	573,787	580,859
Total RWA End of Period	405,897	398,702	+1.8%	418,871	398,702	401,238	409,223	420,637	405,897

OTHER FIGURES

FTEs (eop, 100%)	127,475	130,577	-2.4%	131,333	130,577	129,958	129,021	128,263	127,475
Branches	7,121	7,765	-8.3%	7,921	7,765	7,665	7,516	7,361	7,121

Consolidated Balance Sheet

(mIn Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Assets								
Cash and cash balances	12,499	9,975	8,882	8,051	9,870	9,962		
Financial assets held for trading	79,368	84,079	93,026	101,226	114,356	97,626		
Loans and receivables with banks	74,128	72,308	83,284	68,730	89,014	86,192		
Loans and receivables with customers	483,782	474,798	470,356	470,569	482,658	473,930		
Financial investments	129,451	135,773	136,042	138,503	148,503	153,043		
Hedging instruments	12,586	13,845	14,435	11,988	11,482	9,282		
Property, plant and equipment	10,690	10,509	10,283	10,277	10,278	10,089		
Goodwill	3,528	3,536	3,565	3,562	3,668	3,617		
Other intangible assets	1,797	1,854	1,882	2,000	2,020	2,028		
Tax assets	17,867	16,887	16,174	15,772	14,595	15,117		
Non-current assets and disposal groups classified as held for sale	3,166	3,325	8,301	3,600	3,915	3,751		
Other assets	10,994	9,789	9,563	9,941	10,291	10,490		
Total assets	839,854	836,679	855,793	844,217	900,649	875,126		
Liabilities and shareholders' equity								
Deposits from banks	118,328	109,863	116,977	106,037	130,422	121,454		
Deposits from customers and debt securities in issue	560,163	561,005	554,908	560,688	573,787	580,859		
Financial liabilities held for trading	62,622	63,637	72,237	77,135	90,224	72,501		
Financial liabilities designated at fair value	638	649	627	567	539	460		
Hedging instruments	13,521	15,018	16,444	15,150	16,408	12,543		
Provisions for risks and charges	9,083	9,570	9,721	10,623	10,449	10,017		
Tax liabilities	2,387	1,779	1,887	1,750	1,892	1,427		
Liabilities included in disposal groups classified as held for sale	1,447	1,401	6,885	1,650	1,479	1,448		
Other liabilities	20,816	21,585	21,275	17,781	20,408	20,951		
Minorities	3,391	3,234	3,475	3,446	3,711	3,272		
Shareholders' equity	47,460	48,937	51,357	49,390	51,331	50,195		
- Capital and reserves	46,595	47,640	49,139	48,065	50,655	50,163		
- Available-for-sale assets fair value reserve and cash-flow hedging reserve	152	182	380	-683	164	-1,003		
- Net profit	712	1,116	1,837	2,008	512	1,034		
Total liabilities and shareholders' equity	839,854	836,679	855,793	844,217	900,649	875,126		

Shareholders' Equity attributable to the Group

(mln Euro)

Shareholders' Equity as at December 31, 2014	49,390
Capital increase (net of capitalized costs)	0
Equity instruments	0
Disbursements related to Cashes transaction ("canoni di usufrutto")	-33
Dividend payment (*)	-171
Forex translation reserve (**)	466
Change in afs/cash-flow hedge reserve	-569
Others (***)	78
Net profit (loss) for the period	1,034
Shareholders' Equity as at June 30, 2015	50,195

(*) The dividends distributed equal to €171 million refer to the share of dividends paid in cash with respect to a total of approved dividends equal to €694 million.

(**) This positive effect is mainly due to the impact of the Ruble for 339 million and the Zloty for 101 million.

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
			30.06.2015	30.06.2015				
A. Debt securities			3,514	3,705	-44	52	-28	64
	Held for trading	Available for sale	4	4	0	0	0	0
	Held for trading	Held to maturity	162	165	0	2	0	2
	Held for trading	Loans to Banks	884	942	-7	11	0	24
	Held for trading	Loans to Customers	2,448	2,578	-38	38	-29	37
	Available for sale	Loans to Banks	0	0	0	0	0	0
	Available for sale	Loans to Customers	16	15	0	1	0	1
B. Equity instruments			0	0	0	0	0	0
	Held for trading	Available for sale	0	0	0	0	0	0
C. Loans			259	295	-5	2	2	2
	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	33	35	-1	1	0	1
	Held for trading	Loans to Customers	226	259	-4	1	2	1
	Available for sale	Loans to Banks	0	0	0	0	0	0
	Available for sale	Loans to Customers	0	0	0	0	0	0
D. Units in investment funds			0	0	0	0	0	0
	Held for trading	Available for sale	0	0	0	0	0	0
Total			3,773	4,000	-49	54	-26	66

Core Bank

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	5,927	6,141	-3.5%	3,015	3,127	3,068	3,042	2,937	2,990		
Dividends and other income from equity investments	387	425	-8.9%	104	321	178	191	118	269		
Net fees and commissions	3,933	3,737	+5.2%	1,830	1,907	1,808	1,833	1,968	1,966		
Net trading income	1,082	812	+33.3%	478	334	387	341	620	462		
Net other expenses/income	48	52	-8.5%	54	-2	35	125	41	6		
OPERATING INCOME	11,377	11,167	+1.9%	5,481	5,686	5,476	5,531	5,685	5,693		
Payroll costs	-4,150	-4,013	+3.4%	-2,047	-1,967	-1,993	-2,047	-2,057	-2,093		
Other administrative expenses	-2,288	-2,315	-1.2%	-1,139	-1,177	-1,137	-1,188	-1,140	-1,148		
Recovery of expenses	338	344	-1.8%	168	176	169	165	172	166		
Amortisation & depreciation	-450	-434	+3.8%	-216	-218	-219	-239	-224	-226		
Operating costs	-6,550	-6,418	+2.0%	-3,233	-3,185	-3,181	-3,309	-3,249	-3,301		
OPERATING PROFIT	4,827	4,749	+1.7%	2,248	2,501	2,295	2,222	2,436	2,391		
Net write-downs of loans	-1,185	-1,123	+5.5%	-523	-599	-256	-759	-569	-615		
NET OPERATING PROFIT	3,643	3,626	+0.5%	1,725	1,902	2,040	1,463	1,867	1,776		
Other Charges & Provisions	-564	-341	+65.6%	-103	-237	-233	-123	-251	-313		
o/w Systemic Charges	-382	-199	+91.9%	-110	-89	-98	-84	-210	-172		
Integration costs	-4	-27	-85.7%	-3	-23	-4	28	-1	-2		
Net income from investments	15	105	-86.0%	62	42	46	20	-5	20		
PROFIT BEFORE TAX	3,090	3,364	-8.1%	1,680	1,683	1,849	1,388	1,610	1,480		
CONSOLIDATED PROFIT	1,697	1,766	-3.9%	1,008	759	1,099	856	879	819		

INCOME STATEMENT RATIOS

Cost income ratio	57.6%	57.5%	9bp	59.0%	56.0%	58.1%	59.8%	57.1%	58.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	55	52	2bp	49	56	24	72	53	56

VOLUMES

Total Customer Loans	432,574	424,185	+2.0%	431,745	424,185	420,974	423,167	440,008	432,574
Total Customer Deposits (incl. securities in issue)	579,024	558,655	+3.6%	557,852	558,655	552,571	558,343	571,557	579,024
Total RWA End of Period	370,778	365,115	+1.6%	382,938	365,115	367,925	369,677	384,237	370,778

OTHER FIGURES

FTEs (eop, 100%)	125,768	128,632	-2.2%	129,352	128,632	128,035	127,172	126,500	125,768
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Asset Quality - Core Bank

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
NPLs - Face value	13,787	14,269	14,167	14,549	15,113	14,864		
Writedowns	8,477	8,611	8,718	8,879	9,414	9,585		
<i>as a percentage of face value (Coverage Ratio)</i>	61.5%	60.3%	61.5%	61.0%	62.3%	64.5%		
NPLs - Carrying value	5,310	5,659	5,450	5,670	5,699	5,278		
Unlikely to pay - Face value				11,010	11,445	11,431		
Writedowns				3,763	3,806	3,944		
<i>as a percentage of face value (Coverage Ratio)</i>				34.2%	33.3%	34.5%		
Unlikely to pay- Carrying value				7,247	7,639	7,487		
Doubtful loans - Face value	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%					
Doubtful loans - Carrying value	4,041	4,135	4,850					
Restructured loans - Face value	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%					
Restructured loans - Carrying value	2,236	2,270	2,243					
Past-due loans - Face value	1,321	1,847	1,588	1,916	1,757	1,697		
Writedowns	295	408	366	507	471	449		
<i>as a percentage of face value (Coverage Ratio)</i>	22.3%	22.1%	23.0%	26.4%	26.8%	26.5%		
Past-due loans- Carrying value	1,026	1,439	1,223	1,410	1,287	1,247		
IMPAIRED LOANS - Face value	25,482	26,699	26,956	27,476	28,315	27,991		
Writedowns	12,869	13,197	13,191	13,149	13,690	13,978		
<i>as a percentage of face value (Coverage Ratio)</i>	50.5%	49.4%	48.9%	47.9%	48.4%	49.9%		
IMPAIRED LOANS - Carrying value	12,613	13,502	13,765	14,327	14,625	14,013		
PERFORMING LOANS - Face value	421,092	412,403	409,135	410,687	427,037	420,219		
Writedowns	1,961	1,721	1,926	1,847	1,654	1,658		
<i>as a percentage of face value (Coverage Ratio)</i>	0.5%	0.4%	0.5%	0.4%	0.4%	0.4%		
PERFORMING LOANS- Carrying value	419,132	410,682	407,208	408,840	425,383	418,561		
AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS								
	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015		
NPLs - Face value	3.1%	3.2%	3.2%	3.3%	3.3%	3.3%		
NPLs - Carrying value	1.2%	1.3%	1.3%	1.3%	1.3%	1.2%		
Unlikely to pay - Face value	0.0%	0.0%	0.0%	2.5%	2.5%	2.6%		
Unlikely to pay - Carrying value	0.0%	0.0%	0.0%	1.7%	1.7%	1.7%		
Doubtful loans - Face value	1.5%	1.5%	1.7%	0.0%	0.0%	0.0%		
Doubtful loans - Carrying value	0.9%	1.0%	1.2%	0.0%	0.0%	0.0%		
Restructured loans - Face value	0.9%	0.9%	0.8%	0.0%	0.0%	0.0%		
Restructured loans - Carrying value	0.5%	0.5%	0.5%	0.0%	0.0%	0.0%		
Past-due loans - Face value	0.3%	0.4%	0.4%	0.4%	0.4%	0.4%		
Past-due loans - Carrying value	0.2%	0.3%	0.3%	0.3%	0.3%	0.3%		
Total Impaired Loans - Face value	5.7%	6.1%	6.2%	6.3%	6.2%	6.2%		
Total Impaired Loans - Carrying value	2.9%	3.2%	3.3%	3.4%	3.3%	3.2%		

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
Italy Core								
Total Impaired Loans - Face value	6,467	7,132	7,768	8,238	8,705	9,024		
Total Impaired Loans - Carrying value	3,676	4,033	4,494	4,870	5,111	5,122		
Total Customer Loans - Face value	193,774	183,204	179,585	177,934	186,851	180,406		
Total Customer Loans - Carrying value	190,144	179,499	175,491	173,853	182,768	175,964		
Coverage Ratio - Specific only	43.2%	43.4%	42.2%	40.9%	41.3%	43.2%		
Coverage Ratio - Overall Provisions	56.1%	51.9%	52.7%	49.5%	46.9%	49.2%		
Impaired Loans Ratio - Face value	3.3%	3.9%	4.3%	4.6%	4.7%	5.0%		
Impaired Loans Ratio - Carrying value	1.9%	2.2%	2.6%	2.8%	2.8%	2.9%		
Italy Non-Core								
Total Impaired Loans - Face value	56,982	55,696	56,506	56,884	54,897	53,746		
Total Impaired Loans - Carrying value	26,667	26,675	27,132	26,765	26,454	26,021		
Total Customer Loans - Face value	83,249	80,720	79,508	78,179	71,907	69,723		
Total Customer Loans - Carrying value	52,037	50,613	49,382	47,402	42,650	41,356		
Coverage Ratio - Specific only	53.2%	52.1%	52.0%	52.9%	51.8%	51.6%		
Coverage Ratio - Overall Provisions	54.8%	54.1%	53.3%	54.1%	53.3%	52.8%		
Impaired Loans Ratio - Face value	68.4%	69.0%	71.1%	72.8%	76.3%	77.1%		
Impaired Loans Ratio - Carrying value	51.2%	52.7%	54.9%	56.5%	62.0%	62.9%		
Germany								
Total Impaired Loans - Face value	6,063	6,430	6,003	6,253	6,160	5,743		
Total Impaired Loans - Carrying value	3,218	3,635	3,440	3,839	3,607	3,225		
Total Customer Loans - Face value	110,698	110,253	110,959	112,494	114,973	114,110		
Total Customer Loans - Carrying value	107,461	107,093	108,033	109,739	112,066	111,266		
Coverage Ratio - Specific only	46.9%	43.5%	42.7%	38.6%	41.5%	43.8%		
Coverage Ratio - Overall Provisions	53.4%	49.2%	48.7%	44.1%	47.2%	49.5%		
Impaired Loans Ratio - Face value	5.5%	5.8%	5.4%	5.6%	5.4%	5.0%		
Impaired Loans Ratio - Carrying value	3.0%	3.4%	3.2%	3.5%	3.2%	2.9%		
Austria								
Total Impaired Loans - Face value	4,593	4,577	4,387	4,594	4,815	4,647		
Total Impaired Loans - Carrying value	1,791	1,829	1,648	1,759	1,909	1,818		
Total Customer Loans - Face value	68,287	68,281	67,473	67,746	69,466	69,212		
Total Customer Loans - Carrying value	65,130	65,181	64,397	64,555	66,196	66,022		
Coverage Ratio - Specific only	61.0%	60.0%	62.4%	61.7%	60.4%	60.9%		
Coverage Ratio - Overall Provisions	68.7%	67.7%	70.1%	69.5%	67.9%	68.6%		
Impaired Loans Ratio - Face value	6.7%	6.7%	6.5%	6.8%	6.9%	6.7%		
Impaired Loans Ratio - Carrying value	2.7%	2.8%	2.6%	2.7%	2.9%	2.8%		
Poland								
Total Impaired Loans - Face value	1,918	1,951	1,910	1,928	2,077	2,038		
Total Impaired Loans - Carrying value	752	755	709	691	755	723		
Total Customer Loans - Face value	26,815	27,685	27,756	28,251	30,245	30,242		
Total Customer Loans - Carrying value	25,539	26,381	26,445	26,896	28,798	28,815		
Coverage Ratio - Specific only	60.8%	61.3%	62.9%	64.2%	63.7%	64.5%		
Coverage Ratio - Overall Provisions	66.5%	66.9%	68.6%	70.3%	69.7%	70.0%		
Impaired Loans Ratio - Face value	7.2%	7.0%	6.9%	6.8%	6.9%	6.7%		
Impaired Loans Ratio - Carrying value	2.9%	2.9%	2.7%	2.6%	2.6%	2.5%		
CEE								
Total Impaired Loans - Face value	6,440	6,610	6,887	6,462	6,559	6,540		
Total Impaired Loans - Carrying value	3,177	3,250	3,475	3,168	3,244	3,125		
Total Customer Loans - Face value	53,346	56,074	56,759	55,119	57,332	57,664		
Total Customer Loans - Carrying value	49,817	52,426	53,049	51,506	53,695	53,930		
Coverage Ratio - Specific only	50.7%	50.8%	49.5%	51.0%	50.5%	52.2%		
Coverage Ratio - Overall Provisions	54.8%	55.2%	53.9%	55.9%	55.4%	57.1%		
Impaired Loans Ratio - Face value	12.1%	11.8%	12.1%	11.7%	11.4%	11.3%		
Impaired Loans Ratio - Carrying value	6.4%	6.2%	6.6%	6.2%	6.0%	5.8%		

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

Asset Quality - Non Core

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
NPLs - Face value	35,452	35,284	36,435	37,594	36,285	36,422		
Writedowns	22,470	21,677	22,572	23,563	22,309	22,049		
<i>as a percentage of face value (Coverage Ratio)</i>	63.4%	61.4%	62.0%	62.7%	61.5%	60.5%		
NPLs - Carrying value	12,982	13,607	13,863	14,031	13,976	14,372		
Unlikely to pay - Face value				17,480	16,815	15,473		
Writedowns				6,140	5,692	5,267		
<i>as a percentage of face value (Coverage Ratio)</i>				35.1%	33.8%	34.0%		
Unlikely to pay- Carrying value				11,341	11,123	10,206		
Doubtful loans - Face value	18,035	17,003	16,529					
Writedowns	6,930	6,463	5,891					
<i>as a percentage of face value (Coverage Ratio)</i>	38.4%	38.0%	35.6%					
Doubtful loans - Carrying value	11,105	10,540	10,638					
Restructured loans - Face value	1,958	1,877	2,079					
Writedowns	593	549	612					
<i>as a percentage of face value (Coverage Ratio)</i>	30.3%	29.2%	29.5%					
Restructured loans - Carrying value	1,365	1,329	1,467					
Past-due loans - Face value	1,537	1,532	1,464	1,810	1,797	1,852		
Writedowns	321	333	300	416	443	409		
<i>as a percentage of face value (Coverage Ratio)</i>	20.9%	21.7%	20.5%	23.0%	24.6%	22.1%		
Past-due loans- Carrying value	1,216	1,199	1,164	1,394	1,355	1,443		
IMPAIRED LOANS - Face value	56,982	55,696	56,506	56,884	54,897	53,746		
Writedowns	30,315	29,021	29,375	30,119	28,443	27,725		
<i>as a percentage of face value (Coverage Ratio)</i>	53.2%	52.1%	52.0%	52.9%	51.8%	51.6%		
IMPAIRED LOANS - Carrying value	26,667	26,675	27,132	26,765	26,454	26,021		
PERFORMING LOANS - Face value	26,267	25,024	23,001	21,295	17,010	15,977		
Writedowns	898	1,086	751	658	813	642		
<i>as a percentage of face value (Coverage Ratio)</i>	3.4%	4.3%	3.3%	3.1%	4.8%	4.0%		
PERFORMING LOANS- Carrying value	25,369	23,938	22,251	20,637	16,197	15,335		
AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS								
	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015		
NPLs - Face value	42.6%	43.7%	45.8%	48.1%	50.5%	52.2%		
NPLs - Carrying value	24.9%	26.9%	28.1%	29.6%	32.8%	34.8%		
Unlikely to pay - Face value	0.0%	0.0%	0.0%	22.4%	23.4%	22.2%		
Unlikely to pay - Carrying value	0.0%	0.0%	0.0%	23.9%	26.1%	24.7%		
Doubtful loans - Face value	21.7%	21.1%	20.8%	0.0%	0.0%	0.0%		
Doubtful loans - Carrying value	21.3%	20.8%	21.5%	0.0%	0.0%	0.0%		
Restructured loans - Face value	2.4%	2.3%	2.6%	0.0%	0.0%	0.0%		
Restructured loans - Carrying value	2.6%	2.6%	3.0%	0.0%	0.0%	0.0%		
Past-due loans - Face value	1.8%	1.9%	1.8%	2.3%	2.5%	2.7%		
Past-due loans - Carrying value	2.3%	2.4%	2.4%	2.9%	3.2%	3.5%		
Total Impaired Loans - Face value	68.4%	69.0%	71.1%	72.8%	76.3%	77.1%		
Total Impaired Loans - Carrying value	51.2%	52.7%	54.9%	56.5%	62.0%	62.9%		

Capital Position

GROUP CAPITAL STRUCTURE

(mln Euro)	Basel 3						Change %	
	Q1	Q2	Q3	Q4	Q1	Q2	q/q	y/y
	2014	2014	2014	2014	2015	2015		
Common Equity Tier I *	41,267	42,183	43,035	42,595	42,501	42,699	+0.5%	+1.2%
Tier I Capital	44,074	44,998	46,717	46,097	45,913	46,286	+0.8%	+2.9%
Total Capital	59,179	59,737	59,803	55,456	57,494	57,799	+0.5%	-3.2%
Total RWA (bn) *	416,387	398,702	401,238	409,223	420,637	405,897	-3.5%	+1.8%
Credit Risk	339,492	334,927	337,557	344,211	351,967	343,985	-2.3%	+2.7%
Market Risk	27,380	19,435	19,366	20,784	24,766	18,558	-25.1%	-4.5%
Operational Risk	51,998	44,340	44,315	44,228	43,904	43,354	-1.3%	-2.2%
Floor								
Hybrids included in Tier I Capital	2,912	2,901	3,881	3,883	3,708	3,707	-0.0%	+27.8%

CAPITAL RATIOS

%	Basel 3						Delta	
	Q1	Q2	Q3	Q4	Q1	Q2	q/q	y/y
	2014	2014	2014	2014	2015	2015		
Common Equity Tier I Ratio	9.91%	10.58%	10.73%	10.41%	10.10%	10.52%	42bp	-6bp
Tier I Ratio	10.58%	11.29%	11.64%	11.26%	10.92%	11.40%	49bp	12bp
Total Capital Ratio	14.21%	14.98%	14.90%	13.55%	13.67%	14.24%	57bp	-74bp
Hybrids as % of Tier I capital	6.61%	6.45%	8.31%	8.42%	8.08%	8.01%	-7bp	156bp
<i>note: maximum allowed by Bol</i>	NA	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)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	2,568	2,581	-0.5%	1,281	1,300	1,267	1,287	1,285	1,283		
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0		
Net fees and commissions	1,860	1,736	+7.1%	857	879	783	786	928	932		
Net trading income	30	-10	n.m.	-2	-7	2	3	5	25		
Net other expenses/income	-27	-6	n.m.	-1	-5	-2	-12	-13	-14		
OPERATING INCOME	4,430	4,301	+3.0%	2,134	2,167	2,049	2,064	2,204	2,226		
Payroll costs	-1,375	-1,333	+3.2%	-688	-645	-636	-691	-685	-690		
Other administrative expenses	-944	-925	+2.0%	-465	-460	-451	-452	-474	-470		
Recovery of expenses	229	235	-2.5%	116	119	115	107	117	112		
Amortisation & depreciation	-30	-36	-16.9%	-16	-20	-17	-18	-15	-15		
Operating costs	-2,120	-2,059	+2.9%	-1,053	-1,006	-989	-1,053	-1,057	-1,063		
OPERATING PROFIT	2,310	2,241	+3.1%	1,081	1,161	1,060	1,011	1,147	1,163		
Net write-downs of loans	-540	-574	-5.9%	-280	-294	-132	-329	-280	-260		
NET OPERATING PROFIT	1,770	1,667	+6.2%	801	866	929	683	867	903		
Other Charges & Provisions	-71	-44	+62.4%	-12	-32	-34	-35	-17	-54		
o/w Systemic Charges	-29	0	n.m.	0	0	-9	0	0	-29		
Integration costs	0	-19	-98.5%	0	-18	-2	17	0	0		
Net income from investments	-3	-5	-41.8%	-4	-1	-1	-2	0	-3		
PROFIT BEFORE TAX	1,696	1,600	+6.0%	785	816	892	664	850	846		
CONSOLIDATED PROFIT	1,136	1,035	+9.8%	497	538	573	420	566	570		

INCOME STATEMENT RATIOS

Cost income ratio	47.9%	47.9%	-3bp	49.4%	46.4%	48.3%	51.0%	48.0%	47.7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	81	87	-6bp	85	89	40	101	85	78

VOLUMES

Total Customer Loans	134,063	131,471	+2.0%	132,303	131,471	130,571	130,190	134,106	134,063
Total Customer Deposits (incl. securities in issue)	144,222	144,132	+0.1%	147,921	144,132	142,516	145,347	144,209	144,222
Total RWA End of Period	80,464	78,327	+2.7%	79,108	78,327	80,114	80,591	83,200	80,464

OTHER FIGURES

FTEs (eop, 100%)	37,249	37,579	-0.9%	37,536	37,579	37,261	37,264	37,133	37,249
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Commercial Bank - Germany

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015
Net interest	826	871	-5.2%	435	436	424	424	406	420	
Dividends and other income from equity investments	4	6	-26.1%	1	5	2	6	1	4	
Net fees and commissions	403	412	-2.2%	210	203	191	182	210	193	
Net trading income	66	26	n.m.	18	8	2	6	2	64	
Net other expenses/income	54	53	+1.3%	27	26	20	18	27	27	
OPERATING INCOME	1,353	1,368	-1.1%	691	677	638	636	646	707	
Payroll costs	-601	-579	+3.8%	-292	-287	-298	-301	-303	-297	
Other administrative expenses	-408	-415	-1.7%	-212	-203	-215	-219	-208	-201	
Recovery of expenses	6	7	-12.3%	4	3	3	4	4	3	
Amortisation & depreciation	-23	-23	-0.5%	-12	-12	-12	-12	-12	-11	
Operating costs	-1,026	-1,010	+1.6%	-512	-498	-522	-527	-519	-507	
OPERATING PROFIT	327	358	-8.5%	179	179	116	109	127	201	
Net write-downs of loans	-66	-20	n.m.	-15	-5	18	-25	-24	-41	
NET OPERATING PROFIT	262	339	-22.6%	164	174	133	84	103	159	
Other Charges & Provisions	-80	-19	n.m.	-11	-8	-28	-34	-37	-43	
o/w Systemic Charges	-49	-23	+113.4%	-12	-12	-11	-10	-36	-13	
Integration costs	0	2	n.m.	0	2	0	10	0	0	
Net income from investments	11	3	n.m.	2	1	2	175	0	11	
PROFIT BEFORE TAX	194	325	-40.4%	156	169	108	235	66	128	
CONSOLIDATED PROFIT	129	216	-40.4%	104	113	73	214	43	86	

INCOME STATEMENT RATIOS

Cost income ratio	75.8%	73.8%	197bp	74.0%	73.6%	81.9%	82.9%	80.3%	71.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	17	5	12bp	8	2	-9	13	12	21

VOLUMES

Total Customer Loans	79,563	78,783	+1.0%	78,537	78,783	78,765	78,416	79,256	79,563
Total Customer Deposits (incl. securities in issue)	101,978	104,709	-2.6%	105,562	104,709	102,044	102,236	101,088	101,978
Total RWA End of Period	31,121	32,879	-5.3%	35,388	32,879	33,780	33,608	33,334	31,121

OTHER FIGURES

FTEs (eop, 100%)	12,326	13,505	-8.7%	13,586	13,505	13,580	13,422	13,051	12,326
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Commercial Bank - Austria

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015
Net interest	361	396	-8.7%	199	197	186	188	175	186	
Dividends and other income from equity investments	70	86	-19.1%	25	61	31	34	26	44	
Net fees and commissions	308	285	+7.9%	143	142	141	155	153	155	
Net trading income	30	96	-68.4%	32	63	34	45	10	20	
Net other expenses/income	5	18	-72.0%	11	7	10	4	5	0	
OPERATING INCOME	774	881	-12.2%	410	471	402	425	369	405	
Payroll costs	-398	-421	-5.6%	-213	-208	-199	-207	-198	-199	
Other administrative expenses	-268	-256	+5.0%	-126	-129	-124	-143	-135	-133	
Recovery of expenses	0	0	-21.5%	0	0	0	0	0	0	
Amortisation & depreciation	-12	-12	+1.6%	-6	-6	-6	-6	-6	-6	
Operating costs	-678	-688	-1.5%	-345	-343	-328	-356	-339	-338	
OPERATING PROFIT	96	193	-50.1%	65	127	74	69	30	67	
Net write-downs of loans	3	-53	n.m.	-48	-4	-17	-41	-27	31	
NET OPERATING PROFIT	100	140	-28.9%	17	123	57	28	2	97	
Other Charges & Provisions	-74	-46	+59.2%	-21	-25	-25	-25	-41	-33	
o/w Systemic Charges	-69	-43	+61.4%	-20	-23	-21	-21	-37	-32	
Integration costs	0	0	-20.8%	0	0	0	-1	0	0	
Net income from investments	-1	22	n.m.	40	-18	6	-24	1	-2	
PROFIT BEFORE TAX	25	115	-78.6%	36	80	38	-22	-38	63	
CONSOLIDATED PROFIT	60	117	-49.0%	33	84	78	-46	-21	81	

INCOME STATEMENT RATIOS

Cost income ratio	87.6%	78.1%	945bp	84.1%	72.9%	81.7%	83.8%	92.0%	83.5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-1	22	-23bp	40	4	14	35	23	-25

VOLUMES

Total Customer Loans	48,785	48,083	+1.5%	47,877	48,083	47,442	47,379	48,744	48,785
Total Customer Deposits (incl. securities in issue)	63,847	59,920	+6.6%	60,225	59,920	62,877	63,442	65,119	63,847
Total RWA End of Period	24,582	23,838	+3.1%	27,169	23,838	24,080	24,047	28,273	24,582

OTHER FIGURES

FTEs (eop, 100%)	6,565	6,634	-1.0%	6,803	6,634	6,751	6,701	6,614	6,565
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INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	1,125	1,174	-4.2%	562	613	573	580	561	564		
Dividends and other income from equity investments	9	46	-81.4%	7	39	24	12	5	4		
Net fees and commissions	293	262	+11.7%	107	155	150	145	154	138		
Net trading income	631	510	+23.6%	330	180	115	170	332	299		
Net other expenses/income	-8	-101	-91.9%	-15	-86	-50	129	4	-12		
OPERATING INCOME	2,049	1,892	+8.3%	991	900	812	1,036	1,056	993		
Payroll costs	-341	-315	+8.0%	-172	-144	-161	-152	-164	-177		
Other administrative expenses	-559	-530	+5.5%	-264	-266	-254	-239	-279	-280		
Recovery of expenses	1	1	-21.5%	1	1	2	1	0	0		
Amortisation & depreciation	-1	-1	-2.8%	-1	-1	-1	-1	-1	-1		
Operating costs	-900	-845	+6.4%	-436	-410	-414	-391	-443	-457		
OPERATING PROFIT	1,149	1,046	+9.8%	556	490	398	645	613	536		
Net write-downs of loans	-120	-97	+23.0%	0	-97	68	-100	-28	-92		
NET OPERATING PROFIT	1,029	949	+8.5%	555	393	466	545	586	444		
Other Charges & Provisions	-135	-19	n.m.	8	-27	-37	-21	-64	-71		
o/w Systemic Charges	-91	-44	+105.4%	-22	-22	-22	-21	-64	-27		
Integration costs	0	0	n.m.	0	0	0	0	0	0		
Net income from investments	0	-63	n.m.	4	-68	29	-49	-8	8		
PROFIT BEFORE TAX	895	867	+3.2%	568	299	457	475	514	381		
CONSOLIDATED PROFIT	606	584	+3.8%	387	197	263	396	355	252		

INCOME STATEMENT RATIOS

Cost income ratio	43.9%	44.7%	-78bp	43.9%	45.5%	51.0%	37.8%	41.9%	46.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	26	21	5bp	0	42	-32	46	12	40

VOLUMES

Total Customer Loans	88,203	86,754	+1.7%	96,700	86,754	84,492	89,225	95,524	88,203
Total Customer Deposits (incl. securities in issue)	101,524	88,062	+15.3%	87,186	88,062	85,824	87,466	96,000	101,524
Total RWA End of Period	67,494	70,421	-4.2%	76,847	70,421	70,269	67,510	71,375	67,494

OTHER FIGURES

FTEs (eop, 100%)	3,986	3,958	+0.7%	4,050	3,958	3,950	3,955	3,963	3,986
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CIB Division - Additional Disclosure (managerial figures)

(mIn Euro)	1Q 2014	2Q 2014	3Q 2014	4Q 2014	1Q 2015	2Q 2014	3Q 2014	4Q 2014
TOTAL REVENUES CIB	991	900	812	1,036	1,056	993		
Financing & Advisory (F&A)	312	377	276	497	276	313		
Financing & Advisory (F&A) Italy	103	129	121	109	90	90		
Financing & Advisory (F&A) Germany	168	209	117	345	146	169		
Financing & Advisory (F&A) Austria	41	39	38	45	40	54		
Markets	574	420	435	429	674	576		
Global Transaction Business (GTB)	106	108	105	108	108	107		
CIB Other	-1	-2	-2	0	2	-4		
TOTAL COSTS CIB	-436	-410	-414	-391	-443	-457		
Financing & Advisory (F&A)	-140	-144	-136	-131	-147	-152		
Financing & Advisory (F&A) Italy	-28	-26	-26	-29	-31	-34		
Financing & Advisory (F&A) Germany	-94	-99	-93	-79	-98	-98		
Financing & Advisory (F&A) Austria	-18	-18	-17	-23	-18	-20		
Markets	-233	-208	-227	-192	-234	-243		
Global Transaction Business (GTB)	-53	-55	-50	-56	-55	-57		
CIB Other	0	0	1	0	-2	3		
TOTAL LOAN LOSS PROVISIONS CIB	0	-97	68	-100	-28	-92		
Financing & Advisory (F&A)	4	-114	54	-49	-26	-60		
Financing & Advisory (F&A) Italy	60	-135	-16	27	6	-111		
Financing & Advisory (F&A) Germany	-42	-5	79	-72	-22	45		
Financing & Advisory (F&A) Austria	-13	27	-9	-4	-10	6		
Markets	-3	6	15	-50	0	-29		
Global Transaction Business (GTB)	-2	11	-1	-1	-2	-3		
CIB Other	0	0	0	0	0	0		
TOTAL NET OPERATING PROFIT CIB	555	393	466	545	586	444		
Financing & Advisory (F&A)	177	119	194	318	103	101		
Financing & Advisory (F&A) Italy	135	-33	79	106	65	-55		
Financing & Advisory (F&A) Germany	32	104	103	194	26	115		
Financing & Advisory (F&A) Austria	9	48	12	18	11	40		
Markets	338	218	224	187	440	305		
Global Transaction Business (GTB)	51	65	54	51	50	47		
CIB Other	0	-2	-1	-1	0	-1		
RWA CIB	76,847	70,421	70,269	67,510	71,375	67,494		
Financing & Advisory (F&A)	35,748	33,986	33,994	32,638	33,231	34,478		
Financing & Advisory (F&A) Italy	12,162	10,848	11,119	10,519	10,071	11,256		
Financing & Advisory (F&A) Germany	19,400	18,340	18,015	16,935	17,785	17,884		
Financing & Advisory (F&A) Austria	4,186	4,798	4,860	5,183	5,375	5,338		
Markets	36,264	31,154	30,868	29,897	32,796	27,660		
Global Transaction Business (GTB)	4,677	5,527	5,167	5,109	4,857	5,414		
CIB Other	157	-246	240	-134	491	-58		

Poland

INCOME STATEMENT

(mIn Euro)	06-YTD		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014			2014	2014	2014	2015	2015	2015	2015	
Net interest	497	545	-8.8%	-9.5%	271	274	272	251	249	248		
Dividends and other income from equity investments	10	10	+0.4%	+0.2%	5	6	4	3	4	7		
Net fees and commissions	243	254	-4.3%	-5.1%	125	129	125	122	116	127		
Net trading income	87	57	+53.5%	+52.3%	22	34	47	58	62	25		
Net other expenses/income	30	13	+129.6%	+127.7%	8	5	3	6	2	28		
OPERATING INCOME	868	879	-1.3%	-2.1%	431	448	450	440	433	435		
Payroll costs	-231	-233	-0.9%	-1.7%	-115	-118	-117	-113	-113	-118		
Other administrative expenses	-121	-131	-7.9%	-8.6%	-66	-65	-65	-62	-58	-63		
Recovery of expenses	0	0	-26.5%	-27.1%	0	0	0	0	0	0		
Amortisation & depreciation	-40	-39	+1.2%	+0.3%	-20	-20	-20	-20	-20	-20		
Operating costs	-392	-404	-2.9%	-3.8%	-200	-203	-202	-194	-190	-201		
OPERATING PROFIT	476	475	+0.2%	-0.6%	230	245	248	246	242	234		
Net write-downs of loans	-65	-69	-7.1%	-7.9%	-35	-34	-32	-32	-33	-32		
NET OPERATING PROFIT	411	406	+1.4%	+0.6%	195	210	216	215	209	202		
Other Charges & Provisions	-40	-17	+130.0%	+128.1%	-9	-9	-8	-8	-25	-15		
o/w Systemic Charges	-33	-16	+101.5%	+99.8%	-8	-8	-8	-8	-18	-15		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	n.m.	n.m.	0	0	0	1	0	0		
PROFIT BEFORE TAX	372	388	-4.2%	-5.0%	186	202	208	207	185	187		
CONSOLIDATED PROFIT	151	158	-4.8%	-5.5%	76	83	84	84	75	76		

INCOME STATEMENT RATIOS

Cost income ratio	45.2%	45.9%	-79bp		46.5%	45.4%	44.8%	44.0%	44.0%	46.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	46	54	-9bp		56	53	49	48	47	44

VOLUMES

Total Customer Loans	28,815	26,384	+9.2%		25,540	26,384	26,449	26,896	28,798	28,815
Total Customer Deposits (incl. securities in issue)	30,784	28,362	+8.5%		27,439	28,362	29,685	30,178	30,670	30,784
Total RWA End of Period	25,618	24,760	+3.5%		25,311	24,760	25,234	25,894	26,862	25,618

OTHER FIGURES

FTEs (eop, 100%)	17,916	18,134	-1.2%		18,194	18,134	17,983	18,160	18,043	17,916
Branches	1,015	1,000	+1.5%		1,002	1,000	1,001	1,036	1,023	1,015

Asset Management

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	2	1	+64.1%	0	1	1	1	1	1		
Dividends and other income from equity investments	0	2	-81.8%	1	2	1	1	0	0		
Net fees and commissions	445	371	+20.2%	183	188	197	202	220	225		
Net trading income	3	2	+67.4%	1	1	2	-2	2	0		
Net other expenses/income	4	0	n.m.	0	0	-1	15	3	1		
OPERATING INCOME	455	376	+20.9%	185	191	199	217	227	228		
Payroll costs	-190	-159	+19.7%	-79	-79	-83	-85	-91	-99		
Other administrative expenses	-92	-82	+11.8%	-40	-43	-41	-44	-44	-48		
Recovery of expenses	0	4	-92.6%	2	2	2	2	0	0		
Amortisation & depreciation	-6	-5	+10.1%	-3	-3	-3	-3	-3	-3		
Operating costs	-288	-242	+18.6%	-120	-123	-125	-129	-138	-150		
OPERATING PROFIT	167	134	+25.1%	66	68	74	87	89	78		
Net write-downs of loans	0	0	n.m.	0	0	0	0	0	0		
NET OPERATING PROFIT	167	134	+25.1%	66	68	74	87	89	78		
Other Charges & Provisions	-6	1	n.m.	2	-1	0	1	0	-5		
o/w Systemic Charges	0	0	n.m.	0	0	0	0	0	0		
Integration costs	-3	-2	+60.1%	-1	-1	-1	-8	-1	-2		
Net income from investments	0	0	-93.3%	0	0	0	0	0	0		
PROFIT BEFORE TAX	158	133	+19.3%	67	66	72	81	88	70		
CONSOLIDATED PROFIT	117	94	+25.0%	47	47	48	36	62	55		

INCOME STATEMENT RATIOS

Cost income ratio	63.2%	64.5%	-123bp	64.5%	64.4%	62.8%	59.7%	60.6%	65.8%
Cost of Risk (LLP annualized on Avg Loans) in basis pc	0	0	bp	0	0	0	0	0	0

VOLUMES

Total Customer Loans	0	0	-	0	0	0	0	0	0
Total Customer Deposits (incl. securities in issue)	0	0	n.m.	0	0	0	0	0	0
Total RWA End of Period	1,875	1,619	+15.8%	2,097	1,619	1,520	1,693	1,749	1,875

OTHER FIGURES

FTEs (eop, 100%)	2,037	2,021	+0.8%	2,007	2,021	2,044	2,021	2,035	2,037
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ASSETS UNDER MANAGEMENT (bn)

Italy	113,461	94,187	+20.5%	91,458	94,187	100,516	104,339	114,413	113,461
USA	41,311	35,883	+15.1%	34,740	35,883	38,253	38,347	43,880	41,311
International	20,426	15,610	+30.8%	14,765	15,610	16,409	17,814	21,098	20,426
Germany	20,945	17,305	+21.0%	16,858	17,305	17,585	17,949	21,109	20,945
CEE	7,515	6,455	+16.4%	6,220	6,455	6,779	6,765	7,502	7,515
Pioneer Austria (BACA)	11,177	10,769	+3.8%	10,518	10,769	10,962	10,925	11,562	11,177
India	1,250	877	+42.6%	737	877	690	658	562	1,250
Asia	4,791	4,437	+8.0%	4,166	4,437	4,520	4,234	4,834	4,791
Russia	0	0	n.m.	0	0	0	0	0	0
Total	220,875	185,522	+19.1%	179,463	185,522	195,713	201,030	224,960	220,875

Asset Gathering

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014		2014	2014	2014	2014	2015	2015	2015	2015
Net interest	118	116	+1.9%	58	58	56	56	58	61		
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0		
Net fees and commissions	124	97	+28.5%	48	49	46	53	62	63		
Net trading income	28	13	+115.6%	7	6	7	10	17	11		
Net other expenses/income	-3	0	n.m.	0	0	-1	-1	0	-3		
OPERATING INCOME	268	226	+18.5%	113	113	107	118	137	131		
Payroll costs	-37	-32	+16.8%	-16	-16	-18	-19	-18	-19		
Other administrative expenses	-121	-109	+11.0%	-53	-56	-50	-52	-60	-60		
Recovery of expenses	42	38	+12.9%	19	19	19	20	21	21		
Amortisation & depreciation	-4	-4	+6.1%	-2	-2	-2	-3	-2	-2		
Operating costs	-120	-107	+11.9%	-52	-55	-51	-54	-60	-60		
OPERATING PROFIT	148	119	+24.3%	61	58	56	64	77	71		
Net write-downs of loans	-3	-1	+108.6%	0	-1	-1	-1	-2	-1		
NET OPERATING PROFIT	145	118	+23.4%	61	57	55	63	75	70		
Other Charges & Provisions	-4	-3	+33.1%	-3	0	-1	-2	-3	-1		
o/w Systemic Charges	-3	0	n.m.	0	0	-1	0	0	-3		
Integration costs	0	0	-50.0%	0	0	0	0	0	0		
Net income from investments	0	0	n.m.	0	0	0	0	0	0		
PROFIT BEFORE TAX	141	115	+23.2%	58	57	55	60	72	69		
CONSOLIDATED PROFIT	61	74	-17.0%	37	37	23	27	31	30		

INCOME STATEMENT RATIOS

Cost income ratio	44.7%	47.3%	-262bp	45.7%	48.9%	47.9%	45.7%	43.8%	45.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	69	39	30bp	28	48	39	69	85	54

VOLUMES

Total Customer Loans	836	696	+20.1%	669	696	700	696	797	836
Total Customer Deposits (incl. securities in issue)	15,554	14,344	+8.4%	13,969	14,344	14,097	14,254	14,922	15,554
Total RWA End of Period	1,722	1,635	+5.3%	1,905	1,635	1,624	1,742	1,735	1,722

OTHER FIGURES

FTEs (eop, 100%)	992	944	+5.1%	935	944	953	974	990	992
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GBS – CC – Elisions

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	-766	-759	+0.9%	-394	-365	-356	-349	-375	-391		
Dividends and other income from equity investments	129	136	-4.7%	16	120	22	24	10	119		
Net fees and commissions	-94	-31	n.m.	-10	-22	-6	22	-43	-51		
Net trading income	39	-12	n.m.	8	-19	71	21	105	-65		
Net other expenses/income	-18	50	n.m.	17	32	24	-30	9	-27		
OPERATING INCOME	-710	-617	+15.1%	-363	-254	-246	-313	-295	-415		
Payroll costs	-629	-581	+8.2%	-293	-288	-297	-289	-315	-314		
Other administrative expenses	548	458	+19.6%	245	213	230	196	274	274		
Recovery of expenses	58	59	-0.8%	27	32	27	30	29	29		
Amortisation & depreciation	-283	-260	+8.7%	-126	-134	-130	-149	-140	-142		
Operating costs	-306	-325	-5.9%	-147	-177	-170	-211	-152	-153		
OPERATING PROFIT	-1,015	-941	+7.9%	-510	-431	-415	-524	-447	-568		
Net write-downs of loans	-1	9	n.m.	5	4	-5	-27	-2	0		
NET OPERATING PROFIT	-1,017	-933	+9.0%	-506	-427	-420	-552	-449	-568		
Other Charges & Provisions	-64	-81	-21.0%	0	-81	17	30	-6	-59		
o/w Systemic Charges	-20	0	n.m.	0	0	0	0	0	-20		
Integration costs	1	0	n.m.	-1	0	1	9	1	1		
Net income from investments	8	149	-94.9%	21	129	8	-76	3	5		
PROFIT BEFORE TAX	-1,072	-865	+24.0%	-486	-379	-394	-588	-451	-621		
CONSOLIDATED PROFIT	-893	-1,042	-14.3%	-420	-622	-339	-387	-410	-483		

INCOME STATEMENT RATIOS

Cost income ratio	-43.1%	-52.6%	958bp	-40.6%	-69.8%	-69.1%	-67.5%	-51.8%	-36.9%
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.	n.a.

VOLUMES

Total Customer Loans	-6,561	-5,832	+12.5%	-5,768	-5,832	-5,894	-6,708	-6,359	-6,561
Total Customer Deposits (incl. securities in issue)	65,042	70,054	-7.2%	67,540	70,054	64,759	63,208	65,015	65,042
Total RWA End of Period	44,442	49,848	-10.8%	51,622	49,848	46,668	45,315	44,369	44,442

OTHER FIGURES

FTEs (eop, 100%)	15,862	15,760	+0.7%	15,618	15,760	15,937	15,633	15,753	15,862
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CEE Division

INCOME STATEMENT

(mln Euro)	06-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	1,196	1,217	-1.7%	+7.4%	603	614	646	604	579	617		
Dividends and other income from equity investments	165	139	+18.7%	+14.6%	49	90	95	112	73	92		
Net fees and commissions	351	352	-0.1%	+2.5%	167	184	183	168	168	184		
Net trading income	169	130	+29.4%	+41.6%	61	69	107	28	85	83		
Net other expenses/income	10	25	-58.6%	-60.4%	7	17	34	-4	4	6		
OPERATING INCOME	1,891	1,862	+1.5%	+8.5%	888	974	1,064	908	909	982		
Payroll costs	-349	-360	-3.2%	+3.1%	-180	-181	-184	-190	-169	-180		
Other administrative expenses	-323	-325	-0.7%	+3.3%	-158	-166	-166	-174	-156	-167		
Recovery of expenses	1	0	+85.1%	+85.2%	0	0	0	0	0	0		
Amortisation & depreciation	-51	-53	-2.9%	+5.4%	-31	-22	-30	-29	-26	-25		
Operating costs	-722	-738	-2.1%	+3.3%	-369	-369	-379	-393	-350	-372		
OPERATING PROFIT	1,168	1,124	+3.9%	+11.9%	519	605	686	515	558	610		
Net write-downs of loans	-394	-317	+24.3%	+37.4%	-148	-168	-156	-204	-174	-220		
NET OPERATING PROFIT	774	807	-4.1%	+2.1%	371	437	530	310	384	391		
Other Charges & Provisions	-91	-113	-19.0%	-17.9%	-58	-55	-116	-29	-59	-33		
o/w Systemic Charges	-88	-73	+20.3%	+22.3%	-48	-25	-25	-23	-55	-33		
Integration costs	-1	-7	-80.3%	-80.6%	-1	-6	-1	1	-1	-1		
Net income from investments	-1	-2	-41.5%	-43.3%	-1	-1	1	-6	-1	0		
PROFIT BEFORE TAX	681	685	-0.7%	+6.3%	311	375	414	277	323	357		
CONSOLIDATED PROFIT	330	530	-37.6%	-53.3%	247	283	294	112	178	152		

INCOME STATEMENT RATIOS

Cost income ratio	38.2%	39.6%	-143bp		41.5%	37.9%	35.6%	43.3%	38.6%	37.9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	135	112	23bp		105	118	107	142	120	149

VOLUMES

Total Customer Loans	58,870	57,846	+1.8%		55,886	57,846	58,449	57,073	59,142	58,870
Total Customer Deposits (incl. securities in issue)	56,073	49,071	+14.3%		48,011	49,071	50,768	52,213	54,533	56,073
Total RWA End of Period	93,461	81,786	+14.3%		83,492	81,786	84,635	89,278	93,340	93,461

OTHER FIGURES

FTEs (eop, 100%)	28,834	30,097	-4.2%		30,623	30,097	29,576	29,040	28,918	28,834
Branches	1,360	1,507	-9.8%		1,582	1,507	1,441	1,421	1,403	1,360

CEE - Bosnia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	50	46	+7.9%	+7.9%	23	23	23	24	24	25		
Dividends and other income from equity investments	0	0	-33.3%	-33.3%	0	0	0	0	0	0		
Net fees and commissions	18	17	+2.6%	+2.6%	8	9	9	9	8	9		
Net trading income	3	2	+12.2%	+12.2%	1	1	2	1	1	1		
Net other expenses/income	0	0	n.m.	n.m.	1	0	0	-1	0	0		
OPERATING INCOME	70	66	+6.2%	+6.2%	33	33	34	34	34	35		
Payroll costs	-18	-17	+1.4%	+1.4%	-9	-9	-9	-9	-9	-9		
Other administrative expenses	-15	-15	-0.3%	-0.3%	-7	-7	-7	-8	-7	-7		
Recovery of expenses	0	0	-100.0%	-100.0%	0	0	0	0	0	0		
Amortisation & depreciation	-3	-3	-14.2%	-14.2%	-2	-2	-2	-2	-1	-1		
Operating costs	-35	-35	-0.7%	-0.7%	-18	-18	-17	-19	-18	-17		
OPERATING PROFIT	35	30	+14.2%	+14.2%	15	15	17	15	17	18		
Net write-downs of loans	-6	-8	-20.3%	-20.3%	-4	-3	-3	-3	-2	-4		
NET OPERATING PROFIT	29	23	+26.0%	+26.0%	11	12	14	12	15	14		
Other Charges & Provisions	-2	-2	+20.9%	+20.9%	-1	-1	-1	-1	-1	-1		
o/w Systemic Charges	-2	-2	+11.8%	+11.8%	-1	-1	-1	-1	-1	-1		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	n.m.	n.m.	0	0	0	-16	0	0		
PROFIT BEFORE TAX	26	21	+27.0%	+27.0%	10	11	13	-5	13	13		
CONSOLIDATED PROFIT	21	16	+28.4%	+28.4%	8	8	10	-6	11	10		

INCOME STATEMENT RATIOS

Cost income ratio	50.3%	53.8%	-350bp		53.7%	53.9%	50.6%	55.7%	51.5%	49.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	71	96	-25bp		107	85	64	71	47	94

VOLUMES

Total Customer Loans	1,791	1,640	+9.2%		1,596	1,640	1,613	1,675	1,726	1,791
Total Customer Deposits (incl. securities in issue)	1,966	1,741	+12.9%		1,685	1,741	1,836	1,845	1,890	1,966
Total RWA End of Period	2,533	1,673	+51.4%		1,652	1,673	1,749	2,394	2,416	2,533

OTHER FIGURES

FTEs (eop, 100%)	1,650	1,664	-0.8%		1,675	1,664	1,664	1,649	1,649	1,650
Branches	119	130	-8.5%		131	130	122	120	120	119

CEE - Bulgaria

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	148	131	+12.4%	+12.4%	64	67	69	70	73	74		
Dividends and other income from equity investments	0	1	-95.1%	-95.1%	0	1	0	0	0	0		
Net fees and commissions	50	47	+4.7%	+4.7%	23	24	26	25	24	26		
Net trading income	20	14	+44.1%	+44.1%	8	6	11	6	9	11		
Net other expenses/income	0	0	-23.6%	-23.6%	0	0	0	1	0	0		
OPERATING INCOME	218	194	+12.4%	+12.4%	96	98	106	102	107	111		
Payroll costs	-33	-31	+5.6%	+5.6%	-16	-16	-15	-17	-16	-17		
Other administrative expenses	-24	-25	-3.4%	-3.4%	-12	-13	-12	-13	-12	-12		
Recovery of expenses	0	0	-5.2%	-5.2%	0	0	0	0	0	0		
Amortisation & depreciation	-7	-7	+6.8%	+6.8%	-4	-3	-3	-5	-4	-4		
Operating costs	-64	-63	+2.2%	+2.2%	-31	-32	-31	-34	-31	-33		
OPERATING PROFIT	154	131	+17.3%	+17.3%	65	66	76	68	75	78		
Net write-downs of loans	-39	-37	+3.4%	+3.4%	-14	-23	-28	-28	-20	-18		
NET OPERATING PROFIT	115	94	+22.8%	+22.8%	50	43	48	39	55	60		
Other Charges & Provisions	-13	-9	+42.0%	+42.0%	-5	-4	-5	-5	-7	-6		
o/w Systemic Charges	-11	-10	+14.1%	+14.1%	-5	-5	-5	-5	-5	-5		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	+50.4%	+50.4%	0	0	0	-1	0	0		
PROFIT BEFORE TAX	103	85	+20.8%	+20.8%	46	39	43	33	48	54		
CONSOLIDATED PROFIT	91	76	+20.5%	+20.5%	41	35	39	30	43	49		

INCOME STATEMENT RATIOS

Cost income ratio	29.5%	32.4%	-293bp		32.5%	32.3%	28.8%	33.7%	29.3%	29.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	145	152	-7bp		118	185	222	213	151	140

VOLUMES

Total Customer Loans	5,230	4,963	+5.4%		4,904	4,963	4,984	5,683	5,160	5,230
Total Customer Deposits (incl. securities in issue)	6,195	4,784	+29.5%		4,467	4,784	5,024	5,450	5,802	6,195
Total RWA End of Period	5,200	4,953	+5.0%		4,980	4,953	4,976	5,118	5,046	5,200

OTHER FIGURES

FTEs (eop, 100%)	4,162	4,150	+0.3%		4,136	4,150	4,130	4,136	4,134	4,162
Branches	197	203	-3.0%		206	203	202	203	200	197

CEE - Croatia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	182	168	+8.4%	+8.4%	83	85	87	89	92	90		
Dividends and other income from equity investments	4	4	+23.3%	+23.4%	2	2	1	1	2	3		
Net fees and commissions	61	61	+0.9%	+1.0%	29	32	33	30	29	32		
Net trading income	10	7	+47.6%	+47.7%	2	5	11	9	11	-1		
Net other expenses/income	5	13	-64.6%	-64.6%	3	10	30	-3	1	4		
OPERATING INCOME	262	252	+4.1%	+4.1%	118	133	162	126	135	128		
Payroll costs	-58	-63	-7.9%	-7.8%	-30	-33	-35	-35	-29	-30		
Other administrative expenses	-36	-39	-7.7%	-7.7%	-19	-20	-20	-20	-17	-19		
Recovery of expenses	0	0	+41.0%	+41.1%	0	0	0	0	0	0		
Amortisation & depreciation	-10	-14	-30.9%	-30.9%	-7	-7	-6	-5	-5	-5		
Operating costs	-104	-116	-10.6%	-10.6%	-55	-60	-61	-60	-50	-54		
OPERATING PROFIT	159	136	+16.6%	+16.6%	63	73	101	66	85	74		
Net write-downs of loans	-51	-40	+27.4%	+27.5%	-11	-29	-31	-68	-16	-35		
NET OPERATING PROFIT	108	96	+12.1%	+12.2%	52	44	71	-2	69	39		
Other Charges & Provisions	-15	-8	+96.5%	+96.6%	-4	-3	-4	-4	-4	-10		
o/w Systemic Charges	-15	-8	+76.0%	+76.1%	-4	-4	-4	-4	-4	-10		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	+49.8%	+49.9%	0	0	0	8	-1	0		
PROFIT BEFORE TAX	93	88	+4.8%	+4.9%	48	40	66	2	64	29		
CONSOLIDATED PROFIT	63	61	+4.1%	+4.2%	32	28	47	-10	43	20		

INCOME STATEMENT RATIOS

Cost income ratio	39.5%	46.0%	-649bp		46.8%	45.3%	37.5%	47.8%	37.1%	42.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	103	81	22bp		44	119	128	282	64	143

VOLUMES

Total Customer Loans	9,888	9,786	+1.0%		9,710	9,786	9,479	9,723	9,789	9,888
Total Customer Deposits (incl. securities in issue)	9,084	8,328	+9.1%		8,476	8,328	8,706	8,406	8,918	9,084
Total RWA End of Period	7,795	8,115	-3.9%		8,158	8,115	8,014	7,850	7,801	7,795

OTHER FIGURES

FTEs (eop, 100%)	4,197	4,530	-7.4%		4,510	4,530	4,516	4,175	4,174	4,197
Branches	135	146	-7.5%		147	146	137	137	135	135

CEE - Czech Republic & Slovakia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	189	179	+5.8%	+6.0%	87	91	94	92	93	96		
Dividends and other income from equity investments	1	1	-11.7%	-11.7%	1	1	1	1	1	1		
Net fees and commissions	71	64	+11.5%	+11.7%	30	34	34	31	34	37		
Net trading income	40	27	+49.9%	+50.3%	14	13	12	19	27	14		
Net other expenses/income	4	7	-44.3%	-44.2%	2	5	2	1	2	2		
OPERATING INCOME	306	278	+9.9%	+10.2%	135	144	142	144	156	149		
Payroll costs	-59	-57	+3.2%	+3.4%	-29	-27	-30	-32	-29	-30		
Other administrative expenses	-63	-58	+8.5%	+8.7%	-29	-29	-30	-32	-30	-33		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-4	4	n.m.	-189.6%	-2	6	-2	-3	-3	-1		
Operating costs	-125	-111	+13.1%	+13.3%	-61	-50	-62	-67	-61	-64		
OPERATING PROFIT	181	167	+7.9%	+8.1%	74	94	81	77	95	86		
Net write-downs of loans	-28	-42	-33.2%	-33.1%	-19	-22	-17	-20	-13	-15		
NET OPERATING PROFIT	153	126	+21.4%	+21.7%	55	71	64	58	82	71		
Other Charges & Provisions	-10	-13	-21.5%	-21.4%	-6	-7	-7	-4	-6	-4		
o/w Systemic Charges	-11	-10	+9.4%	+9.6%	-3	-7	-7	-4	-6	-6		
Integration costs	-1	-1	+1.1%	+1.3%	-1	0	-1	1	-1	-1		
Net income from investments	0	-3	-91.6%	-91.6%	0	-3	0	0	0	0		
PROFIT BEFORE TAX	141	108	+30.2%	+30.5%	48	61	56	55	76	65		
CONSOLIDATED PROFIT	112	90	+25.5%	+25.7%	39	51	44	45	61	52		

INCOME STATEMENT RATIOS

Cost income ratio	40.9%	39.8%	114bp		45.1%	34.9%	43.4%	46.4%	39.3%	42.7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	44	70	-26bp		65	76	57	65	40	47

VOLUMES

Total Customer Loans	13,048	11,958	+9.1%		11,822	11,958	11,975	12,231	12,664	13,048
Total Customer Deposits (incl. securities in issue)	14,707	12,210	+20.4%		12,724	12,210	12,275	13,552	13,740	14,707
Total RWA End of Period	12,458	11,652	+6.9%		12,356	11,652	11,917	11,707	12,198	12,458

OTHER FIGURES

FTEs (eop, 100%)	3,314	3,275	+1.2%		3,315	3,275	3,283	3,257	3,300	3,314
Branches	184	184	-		184	184	184	183	182	184

CEE - Hungary

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	104	104	-0.5%	-0.3%	52	52	54	54	51	52		
Dividends and other income from equity investments	1	0	+24.5%	+24.7%	0	0	0	0	0	1		
Net fees and commissions	63	59	+6.2%	+6.4%	29	30	29	32	30	33		
Net trading income	28	18	+55.1%	+55.4%	9	9	39	8	16	12		
Net other expenses/income	1	2	-8.8%	-4.1%	1	1	1	1	1	1		
OPERATING INCOME	196	183	+7.1%	+7.4%	91	93	122	95	98	99		
Payroll costs	-27	-26	+4.3%	+4.5%	-13	-13	-11	-17	-12	-14		
Other administrative expenses	-51	-50	+1.9%	+2.1%	-24	-26	-25	-28	-24	-27		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-2	-4	-46.2%	-46.1%	-2	-2	-1	-1	-1	-1		
Operating costs	-80	-80	+0.0%	+0.2%	-39	-41	-38	-45	-38	-43		
OPERATING PROFIT	116	103	+12.7%	+12.9%	52	52	84	50	60	56		
Net write-downs of loans	-15	-26	-41.9%	-41.8%	-13	-13	-13	5	-9	-7		
NET OPERATING PROFIT	101	77	+31.5%	+31.8%	38	38	71	54	51	50		
Other Charges & Provisions	-34	-60	-43.6%	-43.5%	-28	-32	-77	-3	-32	-2		
o/w Systemic Charges	-32	-29	+13.5%	+13.7%	-27	-1	-1	-1	-30	-2		
Integration costs	0	-5	-97.3%	-97.3%	0	-5	0	0	0	0		
Net income from investments	0	1	n.m.	-172.1%	0	1	6	0	0	0		
PROFIT BEFORE TAX	66	12	n.m.	n.m.	10	2	0	52	20	47		
CONSOLIDATED PROFIT	53	10	n.m.	n.m.	8	2	2	41	16	38		

INCOME STATEMENT RATIOS

Cost income ratio	40.8%	43.7%	-290bp		43.0%	44.3%	30.9%	47.6%	38.4%	43.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	97	175	-78bp		174	176	170	-61	109	84

VOLUMES

Total Customer Loans	3,068	3,033	+1.2%		3,005	3,033	3,089	3,115	3,269	3,068
Total Customer Deposits (incl. securities in issue)	3,753	3,131	+19.9%		3,201	3,131	3,344	3,838	3,816	3,753
Total RWA End of Period	3,992	3,659	+9.1%		3,850	3,659	3,821	3,967	4,174	3,992

OTHER FIGURES

FTEs (eop, 100%)	1,714	1,770	-3.1%		1,810	1,770	1,766	1,733	1,708	1,714
Branches	85	85	-		101	85	85	85	85	85

CEE - Romania

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	98	101	-2.4%	-2.8%	49	52	53	55	48	50		
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net fees and commissions	32	35	-7.8%	-8.1%	18	17	17	16	16	17		
Net trading income	37	42	-11.9%	-12.2%	24	18	19	18	21	16		
Net other expenses/income	0	-1	-83.8%	-83.8%	-1	-1	-1	-1	0	0		
OPERATING INCOME	168	177	-5.1%	-5.4%	91	86	88	89	84	84		
Payroll costs	-39	-39	-1.2%	-1.6%	-20	-20	-21	-21	-19	-20		
Other administrative expenses	-31	-32	-0.4%	-0.8%	-16	-16	-16	-16	-16	-16		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-8	-9	-4.0%	-4.4%	-4	-4	-4	-5	-5	-4		
Operating costs	-79	-80	-1.2%	-1.6%	-40	-40	-41	-42	-39	-39		
OPERATING PROFIT	89	97	-8.2%	-8.6%	51	46	47	46	45	44		
Net write-downs of loans	-51	-60	-15.5%	-15.8%	-27	-33	-33	-39	-20	-31		
NET OPERATING PROFIT	38	37	+3.6%	+3.3%	24	13	14	7	25	14		
Other Charges & Provisions	-4	-5	-9.2%	-9.5%	-2	-2	-3	-4	-3	-2		
o/w Systemic Charges	-5	-5	+5.9%	+5.6%	-2	-3	-2	-3	-3	-3		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	-1	0	n.m.	n.m.	0	0	0	5	0	0		
PROFIT BEFORE TAX	34	33	+3.5%	+3.2%	22	11	12	8	22	12		
CONSOLIDATED PROFIT	27	27	+1.5%	+1.2%	18	9	8	7	18	10		

INCOME STATEMENT RATIOS

Cost income ratio	46.8%	44.9%	183bp		43.7%	46.3%	46.9%	47.8%	46.7%	46.8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	220	282	-62bp		257	307	293	345	177	262

VOLUMES

Total Customer Loans	4,701	4,454	+5.5%		4,186	4,454	4,521	4,591	4,630	4,701
Total Customer Deposits (incl. securities in issue)	3,259	3,006	+8.4%		3,044	3,006	2,962	3,645	3,288	3,259
Total RWA End of Period	5,157	4,688	+10.0%		4,260	4,688	4,590	4,831	4,933	5,157

OTHER FIGURES

FTEs (eop, 100%)	3,363	3,347	+0.5%		3,287	3,347	3,389	3,369	3,350	3,363
Branches	184	185	-0.5%		199	185	185	184	183	184

CEE - Russia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	306	338	-9.5%	+22.0%	166	172	197	162	144	162		
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net fees and commissions	29	70	-58.6%	-44.2%	33	37	33	23	12	17		
Net trading income	40	18	+117.4%	+192.7%	-5	24	2	-51	10	30		
Net other expenses/income	1	3	-70.1%	-59.7%	2	1	2	-2	0	1		
OPERATING INCOME	376	430	-12.5%	+17.9%	195	235	234	133	166	210		
Payroll costs	-62	-77	-18.7%	+9.5%	-39	-38	-37	-29	-29	-33		
Other administrative expenses	-36	-43	-16.9%	+12.0%	-19	-24	-23	-20	-16	-19		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-12	-15	-17.3%	+11.4%	-8	-7	-8	-6	-6	-7		
Operating costs	-111	-135	-18.0%	+10.5%	-66	-69	-68	-55	-51	-60		
OPERATING PROFIT	265	295	-9.9%	+21.3%	129	166	166	77	115	150		
Net write-downs of loans	-107	-46	+133.3%	n.m.	-17	-29	-17	-22	-35	-72		
NET OPERATING PROFIT	159	249	-36.3%	-14.2%	112	137	149	55	81	78		
Other Charges & Provisions	-4	-3	+37.1%	+84.6%	-2	-2	-2	-2	-2	-3		
o/w Systemic Charges	-4	-3	+16.9%	+57.4%	-2	-2	-2	-2	-2	-2		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	1	-80.8%	-74.2%	0	1	0	0	0	0		
PROFIT BEFORE TAX	155	247	-37.4%	-15.7%	111	136	147	54	79	75		
CONSOLIDATED PROFIT	124	197	-36.9%	-15.0%	88	110	117	41	63	61		

INCOME STATEMENT RATIOS

Cost income ratio	29.4%	31.4%	-198bp		33.8%	29.4%	29.0%	41.7%	30.6%	28.4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	169	74	95bp		56	91	50	69	112	223

VOLUMES

Total Customer Loans	12,698	13,374	-5.1%		11,908	13,374	14,215	11,384	13,242	12,698
Total Customer Deposits (incl. securities in issue)	13,653	12,470	+9.5%		11,287	12,470	13,076	12,058	13,321	13,653
Total RWA End of Period	16,796	16,677	+0.7%		18,042	16,677	17,858	15,690	17,431	16,796

OTHER FIGURES

FTEs (eop, 100%)	3,911	3,973	-1.6%		3,962	3,973	3,948	3,984	3,960	3,911
Branches	102	107	-4.7%		109	107	108	110	103	102

CEE - Serbia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	50	44	+12.2%	+17.4%	23	22	22	24	23	27		
Dividends and other income from equity investments	0	0	-	+4.6%	0	0	0	0	0	0		
Net fees and commissions	11	9	+20.6%	+26.0%	4	5	5	5	5	6		
Net trading income	7	5	+55.6%	+62.7%	2	3	2	2	3	4		
Net other expenses/income	0	0	n.m.	n.m.	0	0	0	0	0	0		
OPERATING INCOME	68	58	+16.7%	+22.0%	29	29	29	31	32	36		
Payroll costs	-12	-11	+5.1%	+9.9%	-6	-6	-6	-6	-6	-6		
Other administrative expenses	-9	-8	+6.2%	+11.0%	-4	-4	-4	-4	-4	-5		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-2	-2	-10.1%	-6.0%	-1	-1	-1	-1	-1	-1		
Operating costs	-22	-22	+3.9%	+8.6%	-11	-11	-11	-11	-11	-11		
OPERATING PROFIT	46	37	+24.2%	+29.9%	19	18	18	19	21	24		
Net write-downs of loans	-8	-17	-53.5%	-51.3%	-12	-5	-10	-10	-4	-4		
NET OPERATING PROFIT	38	20	+91.4%	+100.2%	7	13	8	9	18	20		
Other Charges & Provisions	-2	-9	-74.3%	-73.1%	-8	-1	-1	-2	-1	-1		
o/w Systemic Charges	-2	-2	+37.6%	+43.9%	-1	-1	-1	-1	-1	-1		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	n.m.	n.m.	0	0	0	0	0	0		
PROFIT BEFORE TAX	35	11	n.m.	n.m.	-1	12	7	8	16	19		
CONSOLIDATED PROFIT	32	8	n.m.	n.m.	-3	11	5	13	15	17		

INCOME STATEMENT RATIOS

Cost income ratio	32.9%	37.0%	-407bp		36.3%	37.7%	37.6%	37.1%	34.0%	32.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	108	248	-140bp		349	150	281	286	101	114

VOLUMES

Total Customer Loans	1,500	1,432	+4.7%		1,359	1,432	1,417	1,431	1,485	1,500
Total Customer Deposits (incl. securities in issue)	1,225	1,047	+17.0%		951	1,047	1,055	1,106	1,225	1,225
Total RWA End of Period	2,613	1,877	+39.2%		2,037	1,877	1,881	2,452	2,607	2,613

OTHER FIGURES

FTEs (eop, 100%)	1,030	994	+3.6%		988	994	992	1,029	1,024	1,030
Branches	71	74	-4.1%		74	74	73	72	71	71

CEE - Slovenia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
	2015	2014										
Net interest	26	27	-3.1%	-3.1%	13	14	13	14	13	14		
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net fees and commissions	14	14	-0.5%	-0.5%	7	7	7	7	7	7		
Net trading income	5	1	n.m.	n.m.	-1	2	3	2	4	1		
Net other expenses/income	0	0	+6.1%	+6.1%	0	0	0	0	0	0		
OPERATING INCOME	46	42	+8.3%	+8.3%	19	23	23	22	23	22		
Payroll costs	-12	-12	-0.8%	-0.8%	-6	-6	-6	-6	-6	-6		
Other administrative expenses	-7	-7	+0.6%	+0.6%	-3	-3	-4	-4	-3	-4		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-2	-2	-1.0%	-1.0%	-1	-1	-1	-1	-1	-1		
Operating costs	-21	-21	-0.3%	-0.3%	-11	-10	-11	-12	-10	-11		
OPERATING PROFIT	25	21	+16.9%	+16.9%	9	12	12	10	13	12		
Net write-downs of loans	-16	-22	-26.6%	-26.6%	-11	-11	-9	-9	-7	-8		
NET OPERATING PROFIT	9	-1	n.m.	n.m.	-2	1	3	1	5	3		
Other Charges & Provisions	-1	0	n.m.	n.m.	0	0	0	-2	0	-1		
o/w Systemic Charges	0	-1	-68.9%	-68.9%	0	0	0	0	0	0		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	n.m.	-104.8%	0	0	-4	-1	0	0		
PROFIT BEFORE TAX	7	-1	n.m.	n.m.	-2	1	-2	-2	5	2		
CONSOLIDATED PROFIT	6	-1	n.m.	n.m.	-2	1	-2	-2	4	2		

INCOME STATEMENT RATIOS

Cost income ratio	45.9%	49.9%	-398bp		55.1%	45.5%	48.1%	53.6%	44.3%	47.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	163	205	-42bp		200	209	177	187	153	173

VOLUMES

Total Customer Loans	1,921	2,087	-7.9%		2,132	2,087	2,022	1,937	1,975	1,921
Total Customer Deposits (incl. securities in issue)	2,055	1,466	+40.2%		1,389	1,466	1,457	1,375	1,647	2,055
Total RWA End of Period	1,182	1,373	-13.9%		1,367	1,373	1,323	1,251	1,241	1,182

OTHER FIGURES

FTEs (eop, 100%)	572	575	-0.5%		580	575	578	568	577	572
Branches	30	39	-23.1%		39	39	33	33	30	30

Non-Core

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q2	Q4
	2015	2014	%	2014	2014	2014	2014	2015	2015	2015	2015
Net interest	35	114	-69.5%	62	52	54	22	26	9		
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0		
Net fees and commissions	78	116	-32.8%	60	56	48	50	47	32		
Net trading income	10	2	n.m.	-6	8	-3	-2	-1	11		
Net other expenses/income	-17	-13	+26.9%	-9	-5	-14	3	-7	-10		
OPERATING INCOME	106	219	-51.5%	107	112	85	73	64	42		
Payroll costs	-70	-76	-7.3%	-40	-36	-36	-36	-36	-34		
Other administrative expenses	-295	-322	-8.4%	-160	-162	-144	-137	-149	-146		
Recovery of expenses	63	73	-14.0%	23	50	33	49	16	46		
Amortisation & depreciation	0	-3	-87.5%	0	-3	0	0	0	0		
Operating costs	-303	-328	-7.6%	-177	-151	-148	-123	-169	-134		
OPERATING PROFIT	-197	-109	+80.8%	-70	-39	-63	-50	-105	-92		
Net write-downs of loans	-709	-719	-1.4%	-315	-404	-498	-938	-411	-298		
NET OPERATING PROFIT	-906	-828	+9.4%	-385	-443	-560	-988	-516	-390		
Other Charges & Provisions	-60	-15	n.m.	-20	5	1	-18	-13	-46		
o/w Systemic Charges	-24	0	n.m.	0	0	0	0	0	-24		
Integration costs	0	-17	-100.0%	0	-17	-2	1	0	0		
Net income from investments	-2	-58	-96.9%	0	-58	-3	-24	0	-2		
PROFIT BEFORE TAX	-967	-918	+5.3%	-405	-513	-564	-1,028	-529	-438		
CONSOLIDATED PROFIT	-663	-650	+1.9%	-295	-355	-377	-686	-367	-296		

INCOME STATEMENT RATIOS

Cost income ratio	285.1%	149.6%	13548bp	165.0%	134.9%	173.6%	168.1%	263.2%	318.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	326	277	49bp	239	315	398	775	365	284

VOLUMES

Total Customer Loans	41,356	50,613	-18.3%	52,037	50,613	49,382	47,402	42,650	41,356
Total Customer Deposits (incl. securities in issue)	1,835	2,350	-21.9%	2,311	2,350	2,337	2,344	2,230	1,835
Total RWA End of Period	35,119	33,587	+4.6%	35,933	33,587	33,313	39,545	36,399	35,119

OTHER FIGURES

FTEs (eop, 100%)	1,707	1,945	-12.2%	1,981	1,945	1,923	1,849	1,763	1,707
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