



1Q16 GROUP RESULTS – DIVISIONAL DATA BASE

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

1Q16 GROUP RESULTS

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Consolidated Income Statement

CONSOLIDATED INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	2.876	2.963	-2,9%	2.963	2.999	2.925	3.029	2.876			
Dividends and other income from equity investments	212	118	+79,0%	118	269	192	250	212			
Net fees and commissions	1.946	2.014	-3,4%	2.014	1.997	1.902	1.935	1.946			
Net trading income	362	619	-41,5%	619	473	250	302	362			
Net other expenses/income	80	34	+135,8%	34	-3	63	73	80			
OPERATING INCOME	5.476	5.749	-4,7%	5.749	5.735	5.332	5.589	5.476			
Payroll costs	-2.028	-2.093	-3,1%	-2.093	-2.127	-2.067	-2.053	-2.028			
Other administrative expenses	-1.202	-1.289	-6,7%	-1.289	-1.294	-1.286	-1.289	-1.202			
Recovery of expenses	176	188	-6,4%	188	213	198	210	176			
Amortisation & depreciation	-237	-224	+5,7%	-224	-227	-228	-250	-237			
Operating costs	-3.291	-3.418	-3,7%	-3.418	-3.435	-3.383	-3.382	-3.291			
OPERATING PROFIT	2.186	2.331	-6,2%	2.331	2.299	1.949	2.207	2.186			
Net write-downs of loans	-755	-980	-22,9%	-980	-913	-1.005	-1.216	-755			
NET OPERATING PROFIT	1.430	1.351	+5,9%	1.351	1.386	944	991	1.430			
Other Charges & Provisions	-417	-264	+58,0%	-264	-359	-154	-807	-417			
o/w Systemic Charges	-390	-210	+85,8%	-210	-196	-85	-410	-390			
Integration costs	-260	-1	n.m.	-1	-2	-8	-398	-260			
Net income from investments	-17	-5	n.m.	-5	18	20	-39	-17			
PROFIT BEFORE TAX	736	1.080	-31,9%	1.080	1.043	802	-254	736			
Income tax for the period	-246	-343	-28,2%	-343	-238	-197	640	-246			
Profit (Loss) from non-current assets held for sale, at	14	-58	n.m.	-58	-121	27	-143	14			
PROFIT (LOSS) FOR THE PERIOD	503	679	-25,9%	679	683	633	244	503			
Minorities	-93	-102	-8,2%	-102	-100	-78	-72	-93			
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE TAX	410	577	-29,0%	577	583	554	172	410			
Purchase Price Allocation effect	-4	-65	-93,5%	-65	-61	-48	-19	-4			
Goodwill impairment	0	0	n.m.	0	0	0	0	0			
CONSOLIDATED PROFIT	406	512	-20,8%	512	522	507	153	406			
INCOME STATEMENT RATIOS											
Cost income ratio	60,1%	59,5%	1 pp	59,5%	59,9%	63,4%	60,5%	60,1%			
Cost of Risk (LLP annualized on Avg Loans) in ba	63	82	-19bp	82	76	85	103	63			
Tax rate	33,4%	31,7%	170bp	31,7%	22,8%	24,6%	n.m.	33,4%			
VOLUMES											
Total Customer Loans	483.282	482.658	+0,1%	482.658	473.930	474.122	473.999	483.282			
Total Customer Deposits (incl. securities in issue)	607.231	574.322	+5,7%	574.322	581.316	588.147	584.720	607.231			
TFA Commercial	908.991	925.070	-1,7%	925.070	910.099	904.788	920.573	908.991			
o/w AUM End of Period	293.098	299.742	-2,2%	299.742	296.993	289.816	297.896	293.098			
o/w AUC End of Period	217.061	260.169	-16,6%	260.169	240.740	233.219	228.187	217.061			
Total RWA End of Period	394.359	420.637	-6,2%	420.637	405.897	400.480	390.599	394.359			
OTHER FIGURES											
FTEs (eop, 100%)	124.459	128.263	-3,0%	128.263	127.475	126.849	125.510	124.459			

Consolidated Balance Sheet

(mln Euro)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
Assets								
Cash and cash balances	9.870	9.962	11.182	10.303	9.419			
Financial assets held for trading	114.356	97.626	91.612	90.997	97.880			
Loans and receivables with banks	89.014	86.192	90.689	80.073	86.907			
Loans and receivables with customers	482.658	473.930	474.122	473.999	483.282			
Financial investments	148.503	153.043	152.909	152.845	160.899			
Hedging instruments	11.482	9.282	8.939	8.010	8.562			
Property, plant and equipment	10.278	10.089	10.064	10.031	9.635			
Goodwill	3.668	3.617	3.601	3.618	3.598			
Other intangible assets	2.020	2.028	2.016	2.140	2.115			
Tax assets	14.595	15.117	15.036	15.726	15.715			
Non-current assets and disposal groups classified as held for sale	3.915	3.751	3.454	2.820	3.509			
Other assets	10.291	10.490	9.882	9.872	10.682			
Total assets	900.649	875.126	873.506	860.433	892.203			
Liabilities and shareholders' equity								
Deposits from banks	130.422	121.454	120.555	111.373	112.130			
Deposits from customers and debt securities in issue	573.787	580.859	587.695	584.268	606.014			
Financial liabilities held for trading	90.224	72.501	67.334	68.919	71.793			
Financial liabilities designated at fair value	539	460	455	455	1.217			
Hedging instruments	16.408	12.543	11.717	11.254	12.263			
Provisions for risks and charges	10.449	10.017	9.958	9.855	9.495			
Tax liabilities	1.892	1.427	1.569	1.529	1.657			
Liabilities included in disposal groups classified as held for sale	1.479	1.448	1.415	1.880	2.760			
Other liabilities	20.408	20.951	19.242	17.416	20.930			
Minorities	3.711	3.272	3.327	3.399	3.513			
Shareholders' equity	51.331	50.195	50.239	50.087	50.431			
- <i>Capital and reserves</i>	50.655	50.163	49.248	48.315	49.971			
- <i>Available-for-sale assets fair value reserve and cash-flow hedging reserve</i>	164	-1.003	-551	77	55			
- <i>Net profit</i>	512	1.034	1.541	1.694	406			
Total liabilities and shareholders' equity	900.649	875.126	873.506	860.433	892.203			

Shareholders' Equity attributable to the Group

(mln Euro)

Shareholders' Equity as at December 31, 2015	50.087
Capital increase (net of capitalized costs)	0
Equity instruments	0
Disbursements related to Cashes transaction ("canoni di usufrutto")	-33
Dividend payment (*)	0
Forex translation reserve (**)	76
Change in afs/cash-flow hedge reserve	-26
Others (***)	-78
Net profit (loss) for the period	406
Shareholders' Equity as at March 31, 2016	50.431

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

(**) This positive effect is mainly due to the impact of the USD Dollar for 57 million, Zloty for 38 millio, partially net of the negativ effect of Krivna for 65 million.

Core Bank

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	2.903	2.942	-1,3%	2.942	2.991	2.930	3.065	2.903			
Dividends and other income from equity investments	212	118	+79,0%	118	269	192	250	212			
Net fees and commissions	1.946	1.983	-1,8%	1.983	1.994	1.886	1.935	1.946			
Net trading income	344	621	-44,7%	621	460	247	299	344			
Net other expenses/income	85	41	+106,1%	41	6	74	84	85			
OPERATING INCOME	5.490	5.706	-3,8%	5.706	5.720	5.330	5.634	5.490			
Payroll costs	-2.013	-2.057	-2,1%	-2.057	-2.093	-2.034	-2.032	-2.013			
Other administrative expenses	-1.101	-1.155	-4,7%	-1.155	-1.178	-1.164	-1.196	-1.101			
Recovery of expenses	159	172	-7,7%	172	166	167	184	159			
Amortisation & depreciation	-236	-224	+5,6%	-224	-226	-227	-250	-236			
Operating costs	-3.191	-3.264	-2,2%	-3.264	-3.331	-3.258	-3.293	-3.191			
OPERATING PROFIT	2.299	2.442	-5,9%	2.442	2.389	2.072	2.340	2.299			
Net write-downs of loans	-413	-575	-28,1%	-575	-596	-545	-724	-413			
NET OPERATING PROFIT	1.885	1.867	+1,0%	1.867	1.793	1.527	1.616	1.885			
Other Charges & Provisions	-390	-251	+55,7%	-251	-313	-153	-720	-390			
o/w Systemic Charges	-368	-210	+75,1%	-210	-172	-85	-355	-368			
Integration costs	-259	-1	n.m.	-1	-2	-8	-389	-259			
Net income from investments	-15	-5	n.m.	-5	20	20	-39	-15			
PROFIT BEFORE TAX	1.221	1.610	-24,1%	1.610	1.497	1.387	468	1.221			
Income tax for the period	-403	-507	-20,5%	-507	-385	-386	407	-403			
Profit (Loss) from non-current assets held for sale, after tax	14	-58	n.m.	-58	-121	27	-143	14			
PROFIT (LOSS) FOR THE PERIOD	832	1.044	-20,3%	1.044	991	1.028	732	832			
Minorities	-93	-102	-8,2%	-102	-100	-78	-72	-93			
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA	739	943	-21,6%	943	891	949	660	739			
Purchase Price Allocation effect	-4	-65	-93,5%	-65	-61	-48	-19	-4			
Goodwill impairment	0	0	n.m.	0	0	0	0	0			
CONSOLIDATED PROFIT	735	877	-16,3%	877	830	902	641	735			

INCOME STATEMENT RATIOS

Cost income ratio	58,1%	57,2%	1 pp	57,2%	58,2%	61,1%	58,5%	58,1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	37	53	-16bp	53	55	50	66	37

VOLUMES

Total Customer Loans	449.974	440.380	+2,2%	440.380	432.871	436.472	438.192	449.974
Total Customer Deposits (incl. securities in issue and financial)	605.834	572.319	+5,9%	572.319	579.567	586.605	583.025	605.834
TFA Commercial	906.605	922.092	-1,7%	922.092	907.252	902.249	917.931	906.605
o/w AUM End of Period	292.652	299.141	-2,2%	299.141	296.416	289.308	297.394	292.652
o/w AUC End of Period	216.460	259.474	-16,6%	259.474	240.112	232.626	227.643	216.460
Total RWA End of Period	365.114	384.385	-5,0%	384.385	370.873	367.820	359.425	365.114

OTHER FIGURES

FTEs (eop, 100%)	123.787	126.500	-2,1%	126.500	125.768	125.177	124.793	123.787
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Asset Quality - Core Bank

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
NPLs - Face value	15.124	14.866	13.994	13.715	14.258			
Writedowns	9.422	9.587	9.157	8.711	9.192			
<i>as a percentage of face value (Coverage Ratio)</i>	62,3%	64,5%	65,4%	63,5%	64,5%			
NPLs - Carrying value	5.702	5.279	4.837	5.004	5.066			
Unlikely to pay - Face value	11.652	11.591	12.494	12.355	11.832			
Writedowns	3.868	3.997	4.367	4.452	4.230			
<i>as a percentage of face value (Coverage Ratio)</i>	33,2%	34,5%	35,0%	36,0%	35,8%			
Unlikely to pay- Carrying value	7.784	7.595	8.127	7.904	7.602			
Past-due loans - Face value	1.767	1.811	1.731	1.664	1.414			
Writedowns	472	454	453	432	420			
<i>as a percentage of face value (Coverage Ratio)</i>	26,7%	25,1%	26,2%	26,0%	29,7%			
Past-due loans- Carrying value	1.295	1.356	1.278	1.232	994			
IMPAIRED LOANS - Face value	28.542	28.268	28.219	27.735	27.504			
Writedowns	13.762	14.038	13.977	13.595	13.842			
<i>as a percentage of face value (Coverage Ratio)</i>	48,2%	49,7%	49,5%	49,0%	50,33%			
IMPAIRED LOANS - Carrying value	14.780	14.230	14.242	14.140	13.662			
PERFORMING LOANS - Face value	427.262	420.300	424.180	426.088	438.233			
Writedowns	1.663	1.658	1.950	2.036	1.922			
<i>as a percentage of face value (Coverage Ratio)</i>	0,4%	0,4%	0,5%	0,5%	0,4%			
PERFORMING LOANS- Carrying value	425.599	418.642	422.230	424.053	436.311			

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
NPLs - Face value	3,3%	3,3%	3,1%	3,0%	3,1%
NPLs - Carrying value	1,3%	1,2%	1,1%	1,1%	1,1%
Unlikely to pay - Face value	2,6%	2,6%	2,8%	2,7%	2,5%
Unlikely to pay - Carrying value	1,8%	1,8%	1,9%	1,8%	1,7%
Past-due loans - Face value	0,4%	0,4%	0,4%	0,4%	0,3%
Past-due loans - Carrying value	0,3%	0,3%	0,3%	0,3%	0,2%
Total Impaired Loans - Face value	6,3%	6,3%	6,2%	6,1%	5,9%
Total Impaired Loans - Carrying value	3,4%	3,3%	3,3%	3,2%	3,0%

Asset Quality - Country Breakdown

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
Italy Core								
Total Impaired Loans - Face value	8.932	9.300	9.633	9.936	10.045			
Total Impaired Loans - Carrying value	5.267	5.339	5.468	5.654	5.561			
Total Customer Loans - Face value	187.303	180.762	184.220	185.051	194.938			
Total Customer Loans - Carrying value	183.140	176.261	179.374	180.068	189.714			
Coverage Ratio - Specific only	41,0%	42,6%	43,2%	43,1%	44,6%			
Coverage Ratio - Overall Provisions	46,6%	48,4%	50,3%	50,2%	52,0%			
Impaired Loans Ratio - Face value	4,8%	5,1%	5,2%	5,4%	5,2%			
Impaired Loans Ratio - Carrying value	2,9%	3,0%	3,0%	3,1%	2,9%			
Italy Non-Core								
Total Impaired Loans - Face value	54.670	53.470	52.493	52.026	51.503			
Total Impaired Loans - Carrying value	26.298	25.804	25.340	24.780	24.481			
Total Customer Loans - Face value	71.455	69.367	65.242	63.432	60.680			
Total Customer Loans - Carrying value	42.279	41.059	37.649	35.806	33.308			
Coverage Ratio - Specific only	51,9%	51,7%	51,7%	52,4%	52,5%			
Coverage Ratio - Overall Provisions	53,4%	52,9%	52,6%	53,1%	53,1%			
Impaired Loans Ratio - Face value	76,5%	77,1%	80,5%	82,0%	84,9%			
Impaired Loans Ratio - Carrying value	62,2%	62,8%	67,3%	69,2%	73,5%			
Germany								
Total Impaired Loans - Face value	6.160	5.743	5.516	5.496	5.363			
Total Impaired Loans - Carrying value	3.607	3.225	3.195	3.294	3.127			
Total Customer Loans - Face value	114.973	114.110	114.648	116.231	118.777			
Total Customer Loans - Carrying value	112.066	111.266	112.030	113.648	116.163			
Coverage Ratio - Specific only	41,5%	43,8%	42,1%	40,1%	41,7%			
Coverage Ratio - Overall Provisions	47,2%	49,5%	47,5%	47,0%	48,8%			
Impaired Loans Ratio - Face value	5,4%	5,0%	4,8%	4,7%	4,5%			
Impaired Loans Ratio - Carrying value	3,2%	2,9%	2,9%	2,9%	2,7%			
Austria								
Total Impaired Loans - Face value	4.815	4.647	4.594	4.059	3.908			
Total Impaired Loans - Carrying value	1.909	1.818	1.794	1.679	1.565			
Total Customer Loans - Face value	69.466	69.212	69.888	69.913	69.794			
Total Customer Loans - Carrying value	66.196	66.022	66.735	67.145	67.057			
Coverage Ratio - Specific only	60,4%	60,9%	61,0%	58,6%	60,0%			
Coverage Ratio - Overall Provisions	67,9%	68,6%	68,6%	68,2%	70,0%			
Impaired Loans Ratio - Face value	6,9%	6,7%	6,6%	5,8%	5,6%			
Impaired Loans Ratio - Carrying value	2,9%	2,8%	2,7%	2,5%	2,3%			
Poland								
Total Impaired Loans - Face value	2.077	2.038	2.011	1.922	1.943			
Total Impaired Loans - Carrying value	755	723	690	652	657			
Total Customer Loans - Face value	30.245	30.242	30.554	29.994	28.916			
Total Customer Loans - Carrying value	28.798	28.815	29.128	28.621	27.531			
Coverage Ratio - Specific only	63,7%	64,5%	65,7%	66,1%	66,2%			
Coverage Ratio - Overall Provisions	69,7%	70,0%	70,9%	71,4%	71,3%			
Impaired Loans Ratio - Face value	6,9%	6,7%	6,6%	6,4%	6,7%			
Impaired Loans Ratio - Carrying value	2,6%	2,5%	2,4%	2,3%	2,4%			
CEE								
Total Impaired Loans - Face value	6.559	6.540	6.466	6.322	6.246			
Total Impaired Loans - Carrying value	3.244	3.125	3.096	2.860	2.752			
Total Customer Loans - Face value	57.332	57.664	56.641	56.097	56.705			
Total Customer Loans - Carrying value	53.695	53.930	52.758	52.174	52.902			
Coverage Ratio - Specific only	50,5%	52,2%	52,1%	54,8%	55,9%			
Coverage Ratio - Overall Provisions	55,4%	57,1%	60,0%	62,1%	60,9%			
Impaired Loans Ratio - Face value	11,4%	11,3%	11,4%	11,3%	11,0%			
Impaired Loans Ratio - Carrying value	6,0%	5,8%	5,9%	5,5%	5,2%			

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

Asset Quality - Non Core

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
NPLs - Face value	36.274	36.420	36.631	37.374	37.774			
Writedowns	22.301	22.048	21.944	22.454	22.671			
<i>as a percentage of face value (Coverage Ratio)</i>	61,5%	60,5%	59,9%	60,1%	60,0%			
NPLs - Carrying value	13.973	14.372	14.688	14.920	15.104			
Unlikely to pay - Face value	16.608	15.312	14.425	13.699	12.972			
Writedowns	5.630	5.214	4.858	4.516	4.176			
<i>as a percentage of face value (Coverage Ratio)</i>	33,9%	34,0%	33,7%	33,0%	32,2%			
Unlikely to pay- Carrying value	10.978	10.099	9.567	9.183	8.796			
Past-due loans - Face value	1.788	1.738	1.436	953	757			
Writedowns	441	404	351	275	176			
<i>as a percentage of face value (Coverage Ratio)</i>	24,7%	23,2%	24,4%	28,9%	23,2%			
Past-due loans- Carrying value	1.347	1.334	1.086	678	581			
IMPAIRED LOANS - Face value	54.670	53.470	52.493	52.026	51.503			
Writedowns	28.372	27.666	27.152	27.245	27.023			
<i>as a percentage of face value (Coverage Ratio)</i>	51,9%	51,7%	51,7%	52,4%	52,5%			
IMPAIRED LOANS - Carrying value	26.298	25.804	25.340	24.780	24.481			
PERFORMING LOANS - Face value	16.785	15.897	12.750	11.407	9.177			
Writedowns	804	642	441	381	350			
<i>as a percentage of face value (Coverage Ratio)</i>	4,8%	4,0%	3,5%	3,3%	3,8%			
PERFORMING LOANS- Carrying value	15.981	15.255	12.309	11.026	8.827			

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
NPLs - Face value	50,8%	52,5%	56,1%	58,9%	62,3%
NPLs - Carrying value	33,0%	35,0%	39,0%	41,7%	45,3%
Unlikely to pay - Face value	23,2%	22,1%	22,1%	21,6%	21,4%
Unlikely to pay - Carrying value	26,0%	24,6%	25,4%	25,6%	26,4%
Past-due loans - Face value	2,5%	2,5%	2,2%	1,5%	1,2%
Past-due loans - Carrying value	3,2%	3,2%	2,9%	1,9%	1,7%
Total Impaired Loans - Face value	76,5%	77,1%	80,5%	82,0%	84,9%
Total Impaired Loans - Carrying value	62,2%	62,8%	67,3%	69,2%	73,5%

Capital Position

GROUP CAPITAL STRUCTURE

(mln Euro)	Basel 3								Change %	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	q/q	y/y
	2.015	2.015	2.015	2.015	2.016	2.016	2.016	2.016		
Common Equity Tier I *	42.501	42.699	42.156	41.905	41.393				-1,2%	-2,6%
Tier I Capital	45.913	46.286	45.789	45.450	44.799				-1,4%	-2,4%
Total Capital	57.494	57.799	56.851	56.108	55.130				-1,7%	-4,1%
Total RWA (bn) *	420.637	405.897	400.480	390.599	394.359				+1,0%	-6,2%
Credit Risk	351.967	343.985	340.241	333.598	336.969				+1,0%	-4,3%
Market Risk	24.766	18.558	17.039	15.870	16.696				+5,2%	-32,6%
Operational Risk	43.904	43.354	43.200	41.130	40.694				-1,1%	-7,3%
Floor										
Hybrids included in Tier I Capital	3.708	3.707	3.706	3.577	3.468				-3,1%	-6,5%

CAPITAL RATIOS

%	Q1	Q2	Q3	Q4	Q1	Delta	
	2015	2015	2015	2015	2.016	q/q	y/y
Common Equity Tier I Ratio	10,10%	10,52%	10,53%	10,73%	10,50%	-23bp	39bp
Tier I Ratio	10,92%	11,40%	11,43%	11,64%	11,36%	-28bp	44bp
Total Capital Ratio	13,67%	14,24%	14,20%	14,36%	13,98%	-38bp	31bp
Hybrids as % of Tier I capital	8,08%	8,01%	8,09%	7,87%	7,74%	-13bp	-33bp
<i>note: maximum allowed by Bol</i>	NA	NA	NA	NA	NA		

*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.

September 2015 values pro-forma assuming unaudited 3Q15 earnings net of dividend accrual; CET1 ratio, Tier 1 ratio and Total Capital ratio for regulatory purposes at 10.44%, 11.35% and 14.11%, respectively. December 2015 values pro-forma assuming 2015 scrip dividend of 12 €cents per ordinary share with 75%-25% shares-cash acceptance. CET1 ratio, Tier 1 ratio and Total Capital ratio for regulatory purposes at 10.59%, 11.50% and 14.23%, respectively.

March 2016 values pro-forma including 2015 Scrip dividend and unaudited 1Q Net profit net of dividend accrual. CET1 ratio, Tier 1 ratio and Total Capital ratio for regulatory purposes at 10.31%, 11.17% and 13.79%, respectively.

Commercial Bank - Italy

INCOME STATEMENT

(mln Euro)	03-YTD		y/y %	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015									
Net interest	997	1.052	-5,3%	1.052	1.038	1.010	996	997			
Dividends and other income from equity investments	21	1	n.m.	1	24	21	17	21			
Net fees and commissions	932	921	+1,2%	921	924	825	821	932			
Net trading income	-1	3	n.m.	3	19	2	10	-1			
Net other expenses/income	-17	-13	+32,4%	-13	-14	-5	4	-17			
OPERATING INCOME	1.932	1.963	-1,6%	1.963	1.992	1.854	1.847	1.932			
Payroll costs	-692	-684	+1,1%	-684	-690	-680	-663	-692			
Other administrative expenses	-494	-473	+4,5%	-473	-468	-461	-498	-494			
Recovery of expenses	109	116	-6,6%	116	112	113	114	109			
Amortisation & depreciation	-15	-15	-1,5%	-15	-15	-15	-17	-15			
Operating costs	-1.092	-1.055	+3,5%	-1.055	-1.061	-1.043	-1.063	-1.092			
OPERATING PROFIT	840	908	-7,5%	908	931	811	784	840			
Net write-downs of loans	-236	-297	-20,5%	-297	-239	-248	-426	-236			
NET OPERATING PROFIT	604	611	-1,2%	611	692	563	358	604			
Other Charges & Provisions	-51	-17	n.m.	-17	-54	-17	-196	-51			
o/w Systemic Charges	-30	0	n.m.	0	-29	0	-100	-30			
Integration costs	-33	0	n.m.	0	0	0	-485	-33			
Net income from investments	-1	0	n.m.	0	-3	-6	-7	-1			
PROFIT BEFORE TAX	519	594	-12,6%	594	635	540	-330	519			
CONSOLIDATED PROFIT	354	401	-11,7%	401	444	372	-244	354			

INCOME STATEMENT RATIOS

Cost income ratio	56,5%	53,8%	3 pp	53,8%	53,3%	56,3%	57,6%	56,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	71	90	-20bp	90	72	74	129	71

VOLUMES

Total Customer Loans	135.737	133.130	+2,0%	133.130	133.206	133.076	131.558	135.737
Total Customer Deposits (incl. securities in issue and financial li	144.981	143.709	+0,9%	143.709	143.698	141.927	145.257	144.981
Total RWA End of Period	78.994	83.753	-5,7%	83.753	81.048	80.965	77.008	78.994

OTHER FIGURES

FTEs (eop, 100%)	37.105	37.076	+0,1%	37.076	37.195	36.965	37.237	37.105
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Commercial Bank - Germany

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	395	406	-2,7%	406	420	423	439	395			
Dividends and other income from equity investments	41	1	n.m.	1	4	42	5	41			
Net fees and commissions	188	203	-7,1%	203	183	175	156	188			
Net trading income	-13	-4	n.m.	-4	59	0	23	-13			
Net other expenses/income	40	27	+49,8%	27	27	29	31	40			
OPERATING INCOME	652	633	+3,0%	633	693	668	654	652			
Payroll costs	-282	-301	-6,3%	-301	-295	-289	-281	-282			
Other administrative expenses	-187	-205	-8,4%	-205	-198	-199	-211	-187			
Recovery of expenses	3	3	-19,1%	3	2	2	18	3			
Amortisation & depreciation	-11	-12	-0,9%	-12	-11	-11	-10	-11			
Operating costs	-478	-514	-6,9%	-514	-503	-497	-484	-478			
OPERATING PROFIT	173	119	+45,7%	119	190	171	171	173			
Net write-downs of loans	22	-24	n.m.	-24	-41	22	-1	22			
NET OPERATING PROFIT	195	95	+106,2%	95	149	193	170	195			
Other Charges & Provisions	-37	-37	+0,8%	-37	-43	-47	-51	-37			
o/w Systemic Charges	-37	-36	+2,2%	-36	-13	-7	-6	-37			
Integration costs	0	0	n.m.	0	0	0	-74	0			
Net income from investments	2	0	n.m.	0	11	6	32	2			
PROFIT BEFORE TAX	159	58	n.m.	58	117	152	77	159			
CONSOLIDATED PROFIT	108	37	n.m.	37	79	101	193	108			

INCOME STATEMENT RATIOS

Cost income ratio	73,4%	81,2%	-8 pp	81,2%	72,5%	74,4%	73,9%	73,4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-11	12	-23bp	12	21	-11	0	-11

VOLUMES

Total Customer Loans	79.863	79.256	+0,8%	79.256	79.563	80.143	80.431	79.863
Total Customer Deposits (incl. securities in issue and financial lia	106.839	101.088	+5,7%	101.088	101.978	101.504	106.389	106.839
Total RWA End of Period	34.770	35.616	-2,4%	35.616	33.402	34.086	34.030	34.770

OTHER FIGURES

FTEs (eop, 100%)	11.444	12.965	-11,7%	12.965	12.241	12.082	11.781	11.444
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Commercial Bank - Austria

INCOME STATEMENT

(mln Euro)	03-YTD		y/y %	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015									
Net interest	172	174	-1,2%	174	186	181	185	172			
Dividends and other income from equity investments	25	26	-3,0%	26	44	40	62	25			
Net fees and commissions	148	153	-3,2%	153	155	153	160	148			
Net trading income	2	10	-76,5%	10	20	-3	13	2			
Net other expenses/income	7	5	+27,3%	5	0	3	9	7			
OPERATING INCOME	355	369	-3,7%	369	404	373	429	355			
Payroll costs	-179	-197	-9,2%	-197	-198	-185	-182	-179			
Other administrative expenses	-128	-134	-4,1%	-134	-133	-136	-145	-128			
Recovery of expenses	0	0	n.m.	0	0	0	0	0			
Amortisation & depreciation	-6	-6	+0,4%	-6	-6	-6	-6	-6			
Operating costs	-313	-336	-7,0%	-336	-337	-327	-333	-313			
OPERATING PROFIT	42	32	+30,8%	32	67	47	96	42			
Net write-downs of loans	-4	-27	-86,7%	-27	31	-7	-9	-4			
NET OPERATING PROFIT	39	6	n.m.	6	98	39	86	39			
Other Charges & Provisions	-70	-41	+71,1%	-41	-33	-70	-52	-70			
o/w Systemic Charges	-69	-37	+87,8%	-37	-32	-25	-40	-69			
Integration costs	-204	0	n.m.	0	0	0	321	-204			
Net income from investments	5	1	n.m.	1	-2	0	-17	5			
PROFIT BEFORE TAX	-230	-34	n.m.	-34	64	-30	338	-230			
CONSOLIDATED PROFIT	-224	-18	n.m.	-18	82	-20	524	-224			

INCOME STATEMENT RATIOS

Cost income ratio	88,1%	91,2%	-3 pp	91,2%	83,3%	87,5%	77,7%	88,1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	3	22	-19bp	22	-26	6	8	3

VOLUMES

Total Customer Loans	48.891	48.567	+0,7%	48.567	48.603	48.494	49.119	48.891
Total Customer Deposits (incl. securities in issue and financial lia	65.030	65.658	-1,0%	65.658	64.308	64.950	63.783	65.030
Total RWA End of Period	24.735	27.642	-10,5%	27.642	26.657	25.557	25.076	24.735

OTHER FIGURES

FTEs (eop, 100%)	6.248	6.544	-4,5%	6.544	6.488	6.457	6.423	6.248
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CIB

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	566	573	-1,2%	573	583	533	661	566			
Dividends and other income from equity investments	45	10	n.m.	10	5	9	3	45			
Net fees and commissions	161	168	-3,9%	168	157	142	176	161			
Net trading income	266	344	-22,7%	344	306	129	60	266			
Net other expenses/income	23	4	n.m.	4	-12	25	10	23			
OPERATING INCOME	1.061	1.099	-3,4%	1.099	1.040	839	911	1.061			
Payroll costs	-159	-164	-3,4%	-164	-177	-170	-178	-159			
Other administrative expenses	-265	-285	-7,1%	-285	-286	-269	-246	-265			
Recovery of expenses	0	0	-14,8%	0	0	1	2	0			
Amortisation & depreciation	-1	-1	-7,3%	-1	-1	-1	-1	-1			
Operating costs	-424	-450	-5,8%	-450	-463	-439	-422	-424			
OPERATING PROFIT	638	649	-1,8%	649	577	399	489	638			
Net write-downs of loans	-55	-17	n.m.	-17	-95	78	19	-55			
NET OPERATING PROFIT	582	632	-7,8%	632	483	477	507	582			
Other Charges & Provisions	-98	-64	+53,2%	-64	-71	-7	-85	-98			
o/w Systemic Charges	-90	-64	+40,3%	-64	-27	-10	-39	-90			
Integration costs	-2	0	n.m.	0	0	0	-35	-2			
Net income from investments	-41	-8	n.m.	-8	8	-3	-42	-41			
PROFIT BEFORE TAX	442	560	-21,1%	560	420	468	345	442			
CONSOLIDATED PROFIT	298	386	-22,9%	386	279	311	324	298			

INCOME STATEMENT RATIOS

Cost income ratio	39,9%	40,9%	-1 pp	40,9%	44,5%	52,4%	46,3%	39,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	22	7	14bp	7	41	-34	-8	22

VOLUMES

Total Customer Loans	105.319	96.765	+8,8%	96.765	89.281	93.169	97.743	105.319
Total Customer Deposits (incl. securities in issue and financial liab)	120.047	98.836	+21,5%	98.836	104.228	108.688	96.559	120.047
Total RWA End of Period	70.918	75.332	-5,9%	75.332	70.685	71.127	68.249	70.918

OTHER FIGURES

FTEs (eop, 100%)	3.906	3.979	-1,8%	3.979	4.001	4.007	3.934	3.906
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CIB Division - Additional Disclosure (managerial figures)

(min Euro)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
TOTAL REVENUES CIB	1.099	1.040	839	911	1.061			
Financing & Advisory (F&A)	284	322	304	393	390			
Financing & Advisory (F&A) Italy	99	99	86	105	153			
Financing & Advisory (F&A) Germany	147	172	180	244	203			
Financing & Advisory (F&A) Austria	39	53	39	45	36			
Markets	711	618	428	405	570			
Global Transaction Business (GTB)	105	104	107	111	105			
CIB Other	2	-5	0	-1	-1			
TOTAL COSTS CIB	-450	-463	-439	-422	-424			
Financing & Advisory (F&A)	-144	-148	-142	-144	-137			
Financing & Advisory (F&A) Italy	-30	-33	-32	-29	-28			
Financing & Advisory (F&A) Germany	-98	-98	-94	-97	-94			
Financing & Advisory (F&A) Austria	-18	-19	-17	-19	-16			
Markets	-243	-251	-234	-208	-228			
Global Transaction Business (GTB)	-56	-57	-55	-60	-54			
CIB Other	-2	3	0	0	0			
TOTAL LOAN LOSS PROVISIONS CIB	-17	-95	78	19	-55			
Financing & Advisory (F&A)	-16	-63	85	2	-65			
Financing & Advisory (F&A) Italy	16	-114	43	28	5			
Financing & Advisory (F&A) Germany	-22	45	42	-50	-68			
Financing & Advisory (F&A) Austria	-10	6	1	24	-2			
Markets	0	-29	-6	7	8			
Global Transaction Business (GTB)	-2	-3	-1	9	2			
CIB Other	0	0	0	0	0			
TOTAL NET OPERATING PROFIT CIB	632	483	477	507	582			
Financing & Advisory (F&A)	124	112	247	252	188			
Financing & Advisory (F&A) Italy	86	-48	98	104	130			
Financing & Advisory (F&A) Germany	28	119	127	98	41			
Financing & Advisory (F&A) Austria	11	40	22	50	18			
Markets	469	338	187	204	349			
Global Transaction Business (GTB)	47	44	51	60	52			
CIB Other	0	-2	0	-1	0			
RWA CIB	75.332	70.685	71.127	68.249	70.918			
Financing & Advisory (F&A)	34.994	35.734	35.901	35.046	36.745			
Financing & Advisory (F&A) Italy	12.230	12.887	14.377	12.992	13.504			
Financing & Advisory (F&A) Germany	17.769	17.861	16.842	17.362	18.348			
Financing & Advisory (F&A) Austria	4.995	4.986	4.681	4.692	4.894			
Markets	34.715	29.514	29.302	27.075	28.610			
Global Transaction Business (GTB)	5.132	5.495	5.974	6.055	5.549			
CIB Other	491	-58	-50	72	14			

Poland

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	at const. FX	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	245	249	-1,5%	+2,6%	249	248	247	251	245			
Dividends and other income from equity investments	2	4	-39,1%	-39,1%	4	7	3	2	2			
Net fees and commissions	107	116	-7,4%	-3,6%	116	127	122	121	107			
Net trading income	27	62	-56,2%	-54,5%	62	25	29	43	27			
Net other expenses/income	1	2	-40,7%	-2,5%	2	28	5	2	1			
OPERATING INCOME	383	433	-11,4%	-7,6%	433	435	405	419	383			
Payroll costs	-108	-113	-4,2%	-0,2%	-113	-118	-116	-111	-108			
Other administrative expenses	-59	-58	+2,0%	+2,9%	-58	-63	-58	-57	-59			
Recovery of expenses	0	0	-3,7%	+0,2%	0	0	0	0	0			
Amortisation & depreciation	-20	-20	+0,9%	+5,1%	-20	-20	-20	-20	-20			
Operating costs	-187	-190	-1,8%	+2,3%	-190	-201	-194	-188	-187			
OPERATING PROFIT	196	242	-19,0%	-15,4%	242	234	211	231	196			
Net write-downs of loans	5	-33	n.m.	n.m.	-33	-32	-30	-29	5			
NET OPERATING PROFIT	201	209	-4,1%	-0,2%	209	202	181	202	201			
Other Charges & Provisions	-34	-25	+38,7%	+44,5%	-25	-15	-17	-78	-34			
o/w Systemic Charges	-34	-18	+84,3%	+91,9%	-18	-15	-16	-78	-34			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	+80,9%	+88,0%	0	0	15	3	0			
PROFIT BEFORE TAX	167	185	-9,7%	-6,1%	185	187	179	126	167			
CONSOLIDATED PROFIT	66	75	-11,5%	-7,9%	75	76	72	52	66			

INCOME STATEMENT RATIOS

Cost income ratio	48,8%	44,0%	5 pp		44,0%	46,3%	47,9%	44,9%	48,8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-7	47	-54bp		47	44	41	41	-7

VOLUMES

Total Customer Loans	27.531	28.798	-4,4%		28.798	28.815	29.128	28.621	27.531
Total Customer Deposits (incl. securities in issue and financial lia	29.106	30.670	-5,1%		30.670	30.784	31.096	30.862	29.106
Total RWA End of Period	25.431	28.029	-9,3%		28.029	26.755	26.440	26.354	25.431

OTHER FIGURES

FTEs (eop, 100%)	17.571	18.043	-2,6%		18.043	17.916	17.806	17.606	17.571
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Asset Management

INCOME STATEMENT

(mln Euro)	03-YTD		y/y %	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015									
Net interest	1	1	-25,8%	1	1	1	1	1			
Dividends and other income from equity investments	0	0	-66,9%	0	0	0	3	0			
Net fees and commissions	207	220	-6,0%	220	225	219	236	207			
Net trading income	-2	2	n.m.	2	0	0	-2	-2			
Net other expenses/income	2	3	-28,9%	3	1	4	4	2			
OPERATING INCOME	208	227	-8,4%	227	228	223	241	208			
Payroll costs	-90	-91	-1,2%	-91	-99	-89	-132	-90			
Other administrative expenses	-42	-44	-4,4%	-44	-48	-45	-49	-42			
Recovery of expenses	0	0	-10,3%	0	0	0	0	0			
Amortisation & depreciation	-3	-3	+3,3%	-3	-3	-3	-3	-3			
Operating costs	-135	-138	-2,2%	-138	-150	-137	-184	-135			
OPERATING PROFIT	73	89	-18,1%	89	78	86	57	73			
Net write-downs of loans	0	0	n.m.	0	0	0	0	0			
NET OPERATING PROFIT	73	89	-18,1%	89	78	86	57	73			
Other Charges & Provisions	-2	0	n.m.	0	-5	2	0	-2			
o/w Systemic Charges	0	0	n.m.	0	0	0	0	0			
Integration costs	-8	-1	n.m.	-1	-2	-5	-16	-8			
Net income from investments	0	0	n.m.	0	0	0	3	0			
PROFIT BEFORE TAX	63	88	-28,6%	88	70	84	45	63			
CONSOLIDATED PROFIT	45	62	-28,6%	62	55	57	32	45			

INCOME STATEMENT RATIOS

Cost income ratio	64,8%	60,6%	4 pp	60,6%	65,8%	61,3%	76,3%	64,8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.

VOLUMES

Total Customer Loans	0	0	-95,2%	0	0	0	0	0
Total Customer Deposits (incl. securities in issue and financial li.)	0	0	n.m.	0	0	0	0	0
Total RWA End of Period	1.877	1.754	+7,0%	1.754	1.880	1.875	1.920	1.877

OTHER FIGURES

FTEs (eop, 100%)	2.003	2.035	-1,6%	2.035	2.037	2.029	1.986	2.003
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ASSETS UNDER MANAGEMENT (bn)

Italy	116.251	114.413	+1,6%	114.413	113.461	114.703	117.793	116.251
USA	39.686	43.880	-9,6%	43.880	41.311	39.177	40.855	39.686
International	19.026	21.098	-9,8%	21.098	20.426	19.252	19.771	19.026
Germany	20.629	21.109	-2,3%	21.109	20.945	20.344	20.829	20.629
CEE	7.093	7.502	-5,5%	7.502	7.515	7.240	7.243	7.093
Pioneer Austria (BACA)	10.788	11.562	-6,7%	11.562	11.177	10.887	11.006	10.788
India	568	562	+1,1%	562	1.250	1.095	1.339	568
Asia	4.635	4.834	-4,1%	4.834	4.791	4.579	4.778	4.635
Russia	0	0	n.m.	0	0	0	0	0
Total	218.676	224.960	-2,8%	224.960	220.875	217.277	223.614	218.676

Asset Gathering

INCOME STATEMENT

(mln Euro)	03-YTD		y/y %	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015									
Net interest	62	56	+10,2%	56	59	63	62	62			
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0			
Net fees and commissions	58	63	-7,4%	63	64	62	64	58			
Net trading income	20	17	+15,2%	17	11	13	13	20			
Net other expenses/income	0	0	-75,1%	0	-3	2	-1	0			
OPERATING INCOME	140	137	+2,5%	137	131	140	137	140			
Payroll costs	-19	-18	+1,8%	-18	-19	-19	-19	-19			
Other administrative expenses	-61	-60	+0,2%	-60	-60	-53	-59	-61			
Recovery of expenses	21	21	+1,0%	21	21	20	22	21			
Amortisation & depreciation	-2	-2	+7,4%	-2	-2	-2	-3	-2			
Operating costs	-60	-60	+0,7%	-60	-60	-54	-59	-60			
OPERATING PROFIT	80	77	+4,0%	77	71	86	78	80			
Net write-downs of loans	-1	-2	-9,1%	-2	-1	-1	-3	-1			
NET OPERATING PROFIT	78	75	+4,2%	75	70	84	75	78			
Other Charges & Provisions	-1	-3	-53,8%	-3	-1	-1	-10	-1			
o/w Systemic Charges	0	0	n.m.	0	-3	0	-2	0			
Integration costs	0	0	n.m.	0	0	0	-1	0			
Net income from investments	0	0	n.m.	0	0	0	0	0			
PROFIT BEFORE TAX	77	72	+6,8%	72	69	83	64	77			
CONSOLIDATED PROFIT	33	31	+7,2%	31	30	36	28	33			

INCOME STATEMENT RATIOS

Cost income ratio	43,0%	43,8%	-1 pp	43,8%	45,6%	38,7%	43,1%	43,0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	66	85	-19bp	85	54	67	114	66

VOLUMES

Total Customer Loans	827	797	+3,8%	797	836	885	923	827
Total Customer Deposits (incl. securities in issue and financial lia	16.899	14.922	+13,2%	14.922	15.554	15.311	16.084	16.899
Total RWA End of Period	1.838	1.813	+1,4%	1.813	1.800	1.781	1.804	1.838

OTHER FIGURES

FTEs (eop, 100%)	1.021	990	+3,2%	990	992	1.013	1.019	1.021
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GBS – CC – Elisions

INCOME STATEMENT

(mIn Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	-116	-150	-22,8%	-150	-164	-127	-125	-116			
Dividends and other income from equity investments	3	5	-41,0%	5	94	10	26	3			
Net fees and commissions	-30	-29	+3,9%	-29	-26	10	13	-30			
Net trading income	-26	101	n.m.	101	-65	5	52	-26			
Net other expenses/income	16	9	+80,6%	9	-27	8	11	16			
OPERATING INCOME	-153	-64	+137,7%	-64	-188	-95	-23	-153			
Payroll costs	-311	-319	-2,4%	-319	-318	-311	-286	-311			
Other administrative expenses	298	261	+14,3%	261	247	221	261	298			
Recovery of expenses	25	30	-16,7%	30	30	31	27	25			
Amortisation & depreciation	-154	-140	+9,5%	-140	-142	-146	-160	-154			
Operating costs	-141	-168	-15,8%	-168	-183	-205	-158	-141			
OPERATING PROFIT	-295	-233	+26,7%	-233	-371	-300	-180	-295			
Net write-downs of loans	-3	0	n.m.	0	0	0	-9	-3			
NET OPERATING PROFIT	-298	-233	+28,0%	-233	-371	-300	-190	-298			
Other Charges & Provisions	-22	-6	n.m.	-6	-59	28	-141	-22			
o/w Systemic Charges	-22	0	n.m.	0	-20	0	-48	-22			
Integration costs	-10	1	n.m.	1	1	1	-95	-10			
Net income from investments	13	3	n.m.	3	5	8	-8	13			
PROFIT BEFORE TAX	-317	-235	+34,9%	-235	-424	-263	-433	-317			
CONSOLIDATED PROFIT	-230	-275	-16,3%	-275	-368	-188	-272	-230			

INCOME STATEMENT RATIOS

Cost income ratio	n.m	n.m	n.m	n.m	n.m	n.m	n.m	n.m
Cost of Risk (LLP annualized on Avg Loans) in basis points	n.m	n.m	n.m	n.m	n.m	n.m	n.m	n.m

VOLUMES

Total Customer Loans	-6.239	-6.275	-0,6%	-6.275	-6.502	-6.512	-7.556	-6.239
Total Customer Deposits (incl. securities in issue and financial l	61.844	62.878	-1,6%	62.878	62.920	65.329	65.399	61.844
Total RWA End of Period	33.977	32.710	+3,9%	32.710	33.303	32.647	32.227	33.977

OTHER FIGURES

FTEs (eop, 100%)	16.126	15.925	+1,3%	15.925	16.031	16.122	16.305	16.126
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CEE Division

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	at const. FX	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	581	581	-0,0%	+3,4%	581	619	599	596	581			
Dividends and other income from equity investments	75	73	+3,2%	+19,4%	73	92	67	132	75			
Net fees and commissions	174	168	+3,7%	+4,8%	168	184	178	189	174			
Net trading income	70	86	-17,8%	-16,3%	86	83	74	88	70			
Net other expenses/income	12	4	n.m.	n.m.	4	7	4	14	12			
OPERATING INCOME	912	910	+0,2%	+4,0%	910	985	923	1.018	912			
Payroll costs	-173	-169	+2,4%	+4,6%	-169	-181	-175	-180	-173			
Other administrative expenses	-163	-157	+3,4%	+3,7%	-157	-168	-163	-191	-163			
Recovery of expenses	0	0	-45,5%	-45,5%	0	0	0	0	0			
Amortisation & depreciation	-25	-26	-3,2%	-0,0%	-26	-25	-24	-32	-25			
Operating costs	-361	-352	+2,5%	+4,4%	-352	-374	-361	-403	-361			
OPERATING PROFIT	551	558	-1,2%	+3,8%	558	611	561	616	551			
Net write-downs of loans	-140	-175	-20,0%	-15,8%	-175	-220	-359	-266	-140			
NET OPERATING PROFIT	411	383	+7,4%	+12,8%	383	391	202	350	411			
Other Charges & Provisions	-74	-59	+26,8%	+28,4%	-59	-33	-25	-107	-74			
o/w Systemic Charges	-86	-55	+57,0%	+58,2%	-55	-33	-26	-41	-86			
Integration costs	-2	-1	+138,5%	+136,3%	-1	-1	-3	-4	-2			
Net income from investments	7	-1	n.m.	n.m.	-1	0	0	-3	7			
PROFIT BEFORE TAX	342	322	+6,2%	+12,4%	322	358	174	236	342			
CONSOLIDATED PROFIT	285	177	+60,6%	+93,6%	177	153	159	5	285			

INCOME STATEMENT RATIOS

Cost income ratio	39,6%	38,7%	1 pp		38,7%	38,0%	39,2%	39,5%	39,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	97	120	-23bp		120	148	245	184	97

VOLUMES

Total Customer Loans	58.045	59.342	-2,2%		59.342	59.069	58.092	57.353	58.045
Total Customer Deposits (incl. securities in issue and financial lia	61.089	54.556	+12,0%		54.556	56.098	57.800	58.692	61.089
Total RWA End of Period	92.576	97.735	-5,3%		97.735	95.342	93.342	92.757	92.576

OTHER FIGURES

FTEs (eop, 100%)	28.364	28.945	-2,0%		28.945	28.867	28.697	28.502	28.364
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CEE - Bulgaria

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	74	73	+0,8%	+0,8%	73	74	74	74	74				
Dividends and other income from equity investments	0	0	-26,7%	-26,7%	0	0	0	0	0				
Net fees and commissions	26	24	+7,9%	+7,9%	24	26	26	26	26				
Net trading income	11	9	+16,2%	+16,2%	9	11	9	11	11				
Net other expenses/income	1	0	n.m.	n.m.	0	0	-1	-2	1				
OPERATING INCOME	111	107	+4,5%	+4,5%	107	111	108	110	111				
Payroll costs	-17	-16	+7,2%	+7,2%	-16	-17	-16	-18	-17				
Other administrative expenses	-12	-12	+7,4%	+5,9%	-12	-12	-11	-14	-12				
Recovery of expenses	0	0	+9,4%	+9,4%	0	0	0	0	0				
Amortisation & depreciation	-4	-4	+3,7%	+3,7%	-4	-4	-4	-5	-4				
Operating costs	-33	-31	+6,9%	+6,9%	-31	-33	-31	-37	-33				
OPERATING PROFIT	78	75	+3,6%	+3,6%	75	78	76	73	78				
Net write-downs of loans	-22	-20	+5,2%	+5,2%	-20	-18	-15	-10	-22				
NET OPERATING PROFIT	57	55	+3,0%	+3,0%	55	60	62	63	57				
Other Charges & Provisions	-5	-7	-23,3%	-23,3%	-7	-6	-6	-21	-5				
o/w Systemic Charges	-13	-5	+139,8%	+139,8%	-5	-5	-5	-17	-13				
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	-7	1				
PROFIT BEFORE TAX	52	48	+7,8%	+7,8%	48	54	56	35	52				
CONSOLIDATED PROFIT	46	43	+8,1%	+8,1%	43	49	50	31	46				

INCOME STATEMENT RATIOS

Cost income ratio	30,0%	29,3%	1 pp		29,3%	29,6%	29,2%	33,5%	30,0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	164	151	13bp		151	140	112	78	164

VOLUMES

Total Customer Loans	5.219	5.160	+1,1%		5.160	5.230	5.292	5.278	5.219
Total Customer Deposits (incl. securities in issue and financial lia	6.832	5.802	+17,7%		5.802	6.195	6.442	6.793	6.832
Total RWA End of Period	5.072	5.146	-1,4%		5.146	5.300	5.181	5.155	5.072

OTHER FIGURES

FTEs (eop, 100%)	4.107	4.134	-0,7%		4.134	4.162	4.163	4.162	4.107
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CEE - Croatia

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	91	92	-0,4%	-1,2%	92	90	90	88	91				
Dividends and other income from equity investments	1	2	-45,9%	-45,9%	2	3	2	1	1				
Net fees and commissions	30	29	+4,8%	+4,0%	29	32	35	33	30				
Net trading income	-6	11	n.m.	n.m.	11	-1	5	15	-6				
Net other expenses/income	2	1	+131,5%	+129,6%	1	4	11	6	2				
OPERATING INCOME	119	135	-11,6%	-12,3%	135	128	143	143	119				
Payroll costs	-29	-29	+2,5%	+1,7%	-29	-30	-30	-35	-29				
Other administrative expenses	-18	-17	+6,9%	+3,0%	-17	-19	-19	-30	-18				
Recovery of expenses	0	0	+75,0%	+73,5%	0	0	0	0	0				
Amortisation & depreciation	-5	-5	+9,9%	+8,9%	-5	-5	-4	-6	-5				
Operating costs	-52	-50	+4,7%	+3,8%	-50	-54	-53	-70	-52				
OPERATING PROFIT	67	85	-21,2%	-21,8%	85	74	90	73	67				
Net write-downs of loans	-18	-16	+17,2%	+16,2%	-16	-35	-222	-67	-18				
NET OPERATING PROFIT	49	69	-29,8%	-30,4%	69	39	-132	6	49				
Other Charges & Provisions	-11	-4	n.m.	n.m.	-4	-10	-5	-8	-11				
o/w Systemic Charges	-11	-4	n.m.	n.m.	-4	-10	-4	-5	-11				
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0				
Net income from investments	0	-1	-95,8%	-95,9%	-1	0	0	0	0				
PROFIT BEFORE TAX	37	64	-41,9%	-42,4%	64	29	-138	-2	37				
CONSOLIDATED PROFIT	25	43	-41,7%	-42,1%	43	20	-92	-1	25				

INCOME STATEMENT RATIOS

Cost income ratio	43,9%	37,1%	7 pp		37,1%	42,1%	37,2%	49,0%	43,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	76	64	13bp		64	143	910	280	76

VOLUMES

Total Customer Loans	9.485	9.789	-3,1%		9.789	9.888	9.645	9.553	9.485
Total Customer Deposits (incl. securities in issue and financial lia	9.880	8.918	+10,8%		8.918	9.084	10.000	9.955	9.880
Total RWA End of Period	7.737	7.891	-1,9%		7.891	7.885	7.940	7.742	7.737

OTHER FIGURES

FTEs (eop, 100%)	4.085	4.174	-2,1%		4.174	4.197	4.136	4.077	4.085
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CEE - Czech Republic & Slovakia

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	93	93	+0,1%	-1,9%	93	96	97	89	93				
Dividends and other income from equity investments	1	1	-3,7%	-3,7%	1	1	1	0	1				
Net fees and commissions	34	34	+0,4%	-1,7%	34	37	36	34	34				
Net trading income	17	27	-35,6%	-37,0%	27	14	16	14	17				
Net other expenses/income	2	2	-6,4%	-7,9%	2	2	3	2	2				
OPERATING INCOME	147	156	-6,0%	-7,9%	156	149	151	140	147				
Payroll costs	-31	-29	+7,9%	+5,7%	-29	-30	-32	-32	-31				
Other administrative expenses	-33	-30	+9,8%	+2,4%	-30	-33	-31	-34	-33				
Recovery of expenses	0	0	-100,0%	-100,0%	0	0	0	0	0				
Amortisation & depreciation	-2	-3	-29,6%	-30,9%	-3	-1	-2	-2	-2				
Operating costs	-66	-61	+7,3%	+5,1%	-61	-64	-65	-68	-66				
OPERATING PROFIT	81	95	-14,7%	-16,4%	95	86	86	73	81				
Net write-downs of loans	-6	-13	-49,5%	-50,4%	-13	-15	-11	-14	-6				
NET OPERATING PROFIT	75	82	-9,4%	-11,2%	82	71	75	59	75				
Other Charges & Provisions	-19	-6	n.m.	n.m.	-6	-4	-6	-7	-19				
o/w Systemic Charges	-19	-6	n.m.	n.m.	-6	-6	-6	-6	-19				
Integration costs	-1	-1	+70,2%	+66,6%	-1	-1	0	-3	-1				
Net income from investments	7	0	n.m.	n.m.	0	0	1	1	7				
PROFIT BEFORE TAX	62	76	-18,6%	-20,2%	76	65	69	49	62				
CONSOLIDATED PROFIT	49	61	-18,5%	-20,2%	61	52	56	39	49				

INCOME STATEMENT RATIOS

Cost income ratio	44,9%	39,3%	6 pp		39,3%	42,7%	43,0%	48,3%	44,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	19	40	-21bp		40	47	35	42	19

VOLUMES

Total Customer Loans	13.601	12.664	+7,4%		12.664	13.048	13.020	13.004	13.601
Total Customer Deposits (incl. securities in issue and financial lia	16.166	13.740	+17,7%		13.740	14.707	15.417	15.842	16.166
Total RWA End of Period	13.851	12.290	+12,7%		12.290	12.551	13.209	13.278	13.851

OTHER FIGURES

FTEs (eop, 100%)	3.346	3.300	+1,4%		3.300	3.314	3.322	3.312	3.346
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CEE - Hungary

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	51	52	-2,1%	-1,1%	52	53	51	52	51				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	1	0	0	0				
Net fees and commissions	31	30	+4,8%	+5,9%	30	33	32	32	31				
Net trading income	15	16	-6,3%	-5,3%	16	12	8	5	15				
Net other expenses/income	6	0	n.m.	n.m.	0	1	4	7	6				
OPERATING INCOME	104	98	+5,2%	+6,2%	98	99	94	96	104				
Payroll costs	-14	-13	+13,9%	+15,1%	-13	-15	-14	-14	-14				
Other administrative expenses	-24	-24	+0,9%	+4,9%	-24	-27	-26	-27	-24				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-1	-1	-46,0%	-45,5%	-1	-1	-1	-3	-1				
Operating costs	-39	-38	+3,7%	+4,8%	-38	-43	-41	-44	-39				
OPERATING PROFIT	64	60	+6,1%	+7,2%	60	56	54	52	64				
Net write-downs of loans	-3	-10	-64,3%	-63,9%	-10	-6	-9	-8	-3				
NET OPERATING PROFIT	61	51	+19,3%	+20,5%	51	50	45	44	61				
Other Charges & Provisions	-15	-32	-51,8%	-51,3%	-32	-2	-2	-1	-15				
o/w Systemic Charges	-22	-30	-27,9%	-27,1%	-30	-2	-2	-1	-22				
Integration costs	0	0	-20,4%	-19,6%	0	0	-3	0	0				
Net income from investments	0	0	-41,8%	-41,2%	0	0	0	9	0				
PROFIT BEFORE TAX	45	19	+140,0%	+142,4%	19	47	41	52	45				
CONSOLIDATED PROFIT	38	15	n.m.	+156,1%	15	38	33	38	38				

INCOME STATEMENT RATIOS

Cost income ratio	38,1%	38,6%	-1 pp		38,6%	43,2%	43,1%	46,1%	38,1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	40	118	-78bp		118	80	110	99	40

VOLUMES

Total Customer Loans	3.444	3.309	+4,1%		3.309	3.101	3.163	3.343	3.444
Total Customer Deposits (incl. securities in issue and financial li	4.427	3.809	+16,2%		3.809	3.747	3.871	4.773	4.427
Total RWA End of Period	4.506	4.338	+3,9%		4.338	4.144	4.049	4.096	4.506

OTHER FIGURES

FTEs (eop, 100%)	1.714	1.781	-3,7%		1.781	1.785	1.740	1.697	1.714
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CEE - Bosnia

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	at const. FX	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	26	24	+8,1%	+8,1%	24	25	26	26	26			
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0			
Net fees and commissions	9	8	+10,4%	+10,4%	8	9	9	9	9			
Net trading income	1	1	-8,3%	-8,3%	1	1	1	1	1			
Net other expenses/income	0	0	+100,9%	+100,9%	0	0	0	2	0			
OPERATING INCOME	37	34	+8,6%	+8,6%	34	35	36	39	37			
Payroll costs	-9	-9	+0,1%	+0,1%	-9	-9	-9	-10	-9			
Other administrative expenses	-7	-7	-0,2%	+0,2%	-7	-7	-7	-8	-7			
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0			
Amortisation & depreciation	-2	-1	+6,6%	+6,6%	-1	-1	-1	-2	-2			
Operating costs	-18	-18	+0,5%	+0,5%	-18	-17	-17	-20	-18			
OPERATING PROFIT	20	17	+17,1%	+17,1%	17	18	19	19	20			
Net write-downs of loans	-4	-2	+104,7%	+104,7%	-2	-4	-2	-1	-4			
NET OPERATING PROFIT	15	15	+5,0%	+5,0%	15	14	16	18	15			
Other Charges & Provisions	-1	-1	-2,1%	-2,1%	-1	-1	-1	-1	-1			
o/w Systemic Charges	-1	-1	+17,2%	+17,2%	-1	-1	-1	-1	-1			
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0			
Net income from investments	0	0	-85,7%	-85,7%	0	0	0	-5	0			
PROFIT BEFORE TAX	14	13	+5,4%	+5,4%	13	13	15	11	14			
CONSOLIDATED PROFIT	11	11	+2,0%	+2,0%	11	10	10	9	11			

INCOME STATEMENT RATIOS

Cost income ratio	47,7%	51,5%	-4 pp		51,5%	49,1%	48,4%	51,9%	47,7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	90	47	43bp		47	94	52	21	90

VOLUMES

Total Customer Loans	1.840	1.726	+6,6%		1.726	1.791	1.802	1.829	1.840
Total Customer Deposits (incl. securities in issue and financial li	2.097	1.890	+10,9%		1.890	1.966	2.022	2.075	2.097
Total RWA End of Period	2.701	2.416	+11,8%		2.416	2.533	2.614	2.729	2.701

OTHER FIGURES

FTEs (eop, 100%)	1.653	1.649	+0,2%		1.649	1.650	1.643	1.641	1.653
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CEE - Romania

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	51	48	+5,5%	+6,4%	48	50	51	52	51				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	1	0	0				
Net fees and commissions	17	16	+11,7%	+12,8%	16	17	18	20	17				
Net trading income	18	21	-12,8%	-12,0%	21	16	18	21	18				
Net other expenses/income	1	0	n.m.	n.m.	0	0	-2	-2	1				
OPERATING INCOME	87	84	+3,5%	+4,5%	84	84	86	90	87				
Payroll costs	-19	-19	+1,5%	+2,4%	-19	-20	-20	-21	-19				
Other administrative expenses	-15	-16	-5,2%	-1,6%	-16	-16	-15	-13	-15				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-5	-5	+2,4%	+3,3%	-5	-4	-4	-4	-5				
Operating costs	-39	-39	-1,1%	-0,2%	-39	-39	-39	-39	-39				
OPERATING PROFIT	48	45	+7,6%	+8,5%	45	44	47	51	48				
Net write-downs of loans	-14	-20	-31,1%	-30,5%	-20	-31	-30	-26	-14				
NET OPERATING PROFIT	34	25	+39,6%	+40,9%	25	14	17	25	34				
Other Charges & Provisions	-10	-3	n.m.	n.m.	-3	-2	-2	-3	-10				
o/w Systemic Charges	-10	-3	n.m.	n.m.	-3	-3	-3	-3	-10				
Integration costs	-1	0	n.m.	n.m.	0	0	0	0	-1				
Net income from investments	0	0	n.m.	-100,2%	0	0	0	-1	0				
PROFIT BEFORE TAX	23	22	+8,8%	+9,8%	22	12	15	21	23				
CONSOLIDATED PROFIT	18	18	+3,7%	+4,6%	18	10	12	18	18				

INCOME STATEMENT RATIOS

Cost income ratio	44,6%	46,7%	-2 pp		46,7%	46,8%	45,5%	43,0%	44,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	115	177	-62bp		177	262	247	215	115

VOLUMES

Total Customer Loans	4.957	4.630	+7,1%		4.630	4.701	4.900	4.826	4.957
Total Customer Deposits (incl. securities in issue and financial lia	4.112	3.288	+25,1%		3.288	3.259	3.465	4.051	4.112
Total RWA End of Period	5.623	4.990	+12,7%		4.990	5.214	5.324	5.435	5.623

OTHER FIGURES

FTEs (eop, 100%)	3.336	3.350	-0,4%		3.350	3.363	3.349	3.362	3.336
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CEE - Russia

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	131	144	-8,8%	+5,9%	144	162	140	144	131				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0				
Net fees and commissions	16	12	+27,4%	+48,0%	12	17	16	20	16				
Net trading income	8	10	-16,2%	-2,6%	10	30	0	22	8				
Net other expenses/income	0	0	n.m.	-142,9%	0	1	-2	-1	0				
OPERATING INCOME	155	166	-6,8%	+8,3%	166	210	154	185	155				
Payroll costs	-26	-29	-11,3%	+3,1%	-29	-33	-27	-26	-26				
Other administrative expenses	-16	-16	-2,9%	+5,4%	-16	-19	-18	-22	-16				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-5	-6	-6,4%	+8,8%	-6	-7	-5	-7	-5				
Operating costs	-47	-51	-8,1%	+6,8%	-51	-60	-50	-55	-47				
OPERATING PROFIT	108	115	-6,3%	+8,9%	115	150	104	130	108				
Net write-downs of loans	-49	-35	+40,9%	+63,7%	-35	-72	-50	-56	-49				
NET OPERATING PROFIT	60	81	-26,4%	-14,5%	81	78	53	73	60				
Other Charges & Provisions	-4	-2	n.m.	n.m.	-2	-3	-2	-3	-4				
o/w Systemic Charges	-2	-2	+36,5%	+58,6%	-2	-2	-2	-2	-2				
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0				
Net income from investments	0	0	-36,1%	-25,8%	0	0	0	0	0				
PROFIT BEFORE TAX	55	79	-30,4%	-19,1%	79	75	51	71	55				
CONSOLIDATED PROFIT	45	63	-29,7%	-18,3%	63	61	39	60	45				

INCOME STATEMENT RATIOS

Cost income ratio	30,2%	30,6%	0 pp		30,6%	28,4%	32,7%	29,6%	30,2%
Cost of Risk (LLP annualized on Avg Loans) in basis points	181	112	69bp		112	223	167	204	181

VOLUMES

Total Customer Loans	10.689	13.242	-19,3%		13.242	12.698	11.393	10.740	10.689
Total Customer Deposits (incl. securities in issue and financial lia	14.281	13.321	+7,2%		13.321	13.653	13.191	11.950	14.281
Total RWA End of Period	14.688	17.480	-16,0%		17.480	16.845	15.522	15.118	14.688

OTHER FIGURES

FTEs (eop, 100%)	3.963	3.960	+0,1%		3.960	3.911	3.903	3.988	3.963
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CEE - Serbia

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	25	23	+7,1%	+8,4%	23	27	25	26	25				
Dividends and other income from equity investments	0	0	-	+1,2%	0	0	0	0	0				
Net fees and commissions	5	5	-3,4%	-2,2%	5	6	5	5	5				
Net trading income	3	4	-20,9%	-19,9%	4	4	3	3	3				
Net other expenses/income	0	0	n.m.	n.m.	0	0	0	0	0				
OPERATING INCOME	33	32	+2,2%	+3,4%	32	37	34	35	33				
Payroll costs	-6	-6	+9,5%	+10,9%	-6	-6	-6	-7	-6				
Other administrative expenses	-5	-4	+23,4%	+17,8%	-4	-5	-5	-5	-5				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-1	-1	+12,5%	+13,9%	-1	-1	-1	-1	-1				
Operating costs	-13	-11	+15,0%	+16,4%	-11	-11	-12	-13	-13				
OPERATING PROFIT	20	21	-4,4%	-3,2%	21	25	22	22	20				
Net write-downs of loans	2	-4	n.m.	-141,0%	-4	-5	2	-21	2				
NET OPERATING PROFIT	22	18	+24,7%	+26,2%	18	21	23	1	22				
Other Charges & Provisions	-2	-1	+39,3%	+41,0%	-1	-1	-1	-5	-2				
o/w Systemic Charges	-2	-1	+37,0%	+38,7%	-1	-1	-1	-1	-2				
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				
PROFIT BEFORE TAX	20	16	+23,7%	+25,2%	16	19	22	-4	20				
CONSOLIDATED PROFIT	18	15	+22,2%	+23,7%	15	18	20	0	18				

INCOME STATEMENT RATIOS

Cost income ratio	38,1%	33,8%	4 pp		33,8%	31,2%	35,8%	37,1%	38,1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-39	103	-142bp		103	124	-40	534	-39

VOLUMES

Total Customer Loans	1.566	1.482	+5,7%		1.482	1.498	1.573	1.559	1.566
Total Customer Deposits (incl. securities in issue and financial lia	1.284	1.226	+4,7%		1.226	1.226	1.266	1.292	1.284
Total RWA End of Period	2.689	2.607	+3,1%		2.607	2.613	2.757	2.801	2.689

OTHER FIGURES

FTEs (eop, 100%)	1.075	977	+10,1%		977	992	1.019	1.044	1.075
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CEE - Slovenia

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	12	13	-6,2%	-6,2%	13	14	11	12	12				
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0				
Net fees and commissions	6	7	-10,5%	-10,5%	7	7	7	8	6				
Net trading income	2	4	-48,8%	-48,8%	4	1	1	1	2				
Net other expenses/income	0	0	+111,3%	+111,3%	0	0	0	0	0				
OPERATING INCOME	20	23	-13,9%	-13,9%	23	22	19	22	20				
Payroll costs	-6	-6	+0,7%	+0,7%	-6	-6	-6	-6	-6				
Other administrative expenses	-3	-3	+5,8%	+1,0%	-3	-4	-4	-5	-3				
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0				
Amortisation & depreciation	-1	-1	-0,7%	-0,7%	-1	-1	-1	-2	-1				
Operating costs	-11	-10	+2,2%	+2,2%	-10	-11	-11	-13	-11				
OPERATING PROFIT	9	13	-26,6%	-26,6%	13	12	8	9	9				
Net write-downs of loans	-3	-7	-61,3%	-61,3%	-7	-8	-4	-5	-3				
NET OPERATING PROFIT	7	5	+21,0%	+21,0%	5	3	4	4	7				
Other Charges & Provisions	-2	0	n.m.	n.m.	0	-1	0	-2	-2				
o/w Systemic Charges	-2	0	n.m.	n.m.	0	0	0	-1	-2				
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0				
Net income from investments	0	0	+105,6%	+105,6%	0	0	-1	0	0				
PROFIT BEFORE TAX	4	5	-16,0%	-16,0%	5	2	3	2	4				
CONSOLIDATED PROFIT	4	4	-12,9%	-12,9%	4	2	3	2	4				

INCOME STATEMENT RATIOS

Cost income ratio	52,6%	44,3%	8 pp		44,3%	47,6%	56,7%	58,7%	52,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	65	153	-88bp		153	173	96	102	65

VOLUMES

Total Customer Loans	1.800	1.975	-8,9%		1.975	1.921	1.796	1.764	1.800
Total Customer Deposits (incl. securities in issue and financial li	1.908	1.647	+15,9%		1.647	2.055	1.945	1.829	1.908
Total RWA End of Period	1.165	1.255	-7,1%		1.255	1.196	1.131	1.119	1.165

OTHER FIGURES

FTEs (eop, 100%)	549	577	-4,9%		577	572	570	550	549
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CEE - Turkey

INCOME STATEMENT

(mln Euro)	03-YTD		y/y	y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
	2016	2015	%	at const. FX									2015
Net interest	219	192	+13,7%	+33,0%	192	218	182	237	219				
Dividends and other income from equity investments	2	2	+28,9%	+32,9%	2	3	2	1	2				
Net fees and commissions	71	77	-7,4%	+8,4%	77	82	74	93	71				
Net trading income	4	19	-77,1%	-68,5%	19	6	-12	31	4				
Net other expenses/income	0	0	n.m.	n.m	0	0	0	0	0				
OPERATING INCOME	297	291	+2,2%	+19,8%	291	310	248	364	297				
Payroll costs	-72	-76	-5,8%	+10,6%	-76	-77	-66	-73	-72				
Other administrative expenses	-49	-57	-13,4%	+14,0%	-57	-51	-51	-65	-49				
Recovery of expenses	0	0	n.m.	n.m	0	0	0	0	0				
Amortisation & depreciation	-9	5	n.m.	n.m.	5	-9	-10	-9	-9				
Operating costs	-130	-128	+1,3%	+19,1%	-128	-137	-128	-147	-130				
OPERATING PROFIT	168	163	+2,9%	+20,4%	163	173	120	216	168				
Net write-downs of loans	-56	-68	-18,6%	-4,0%	-68	-51	-47	-47	-56				
NET OPERATING PROFIT	112	95	+18,5%	+37,9%	95	121	73	169	112				
Other Charges & Provisions	-21	-8	n.m.	n.m.	-8	-14	3	-9	-21				
o/w Systemic Charges	-5	0	n.m.	n.m	0	-10	-5	-5	-5				
Integration costs	0	0	n.m.	n.m	0	0	0	0	0				
Net income from investments	1	1	+7,0%	+25,3%	1	2	1	1	1				
PROFIT BEFORE TAX	93	88	+5,5%	+22,7%	88	110	77	162	93				
CONSOLIDATED PROFIT	72	70	+2,2%	+18,7%	70	87	63	129	72				

INCOME STATEMENT RATIOS

Cost income ratio	43,6%	44,0%	0 pp		44,0%	44,3%	51,6%	40,5%	43,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	106	135	-29bp		135	99	93	92	106

VOLUMES

Total Customer Loans	20.956	21.001	-0,2%		21.001	20.793	19.707	20.931	20.956
Total Customer Deposits (incl. securities in issue and financial)	19.371	19.355	+0,1%		19.355	18.886	18.175	18.329	19.371
Total RWA End of Period	28.461	28.854	-1,4%		28.854	28.596	28.155	28.576	28.461

Non-Core

INCOME STATEMENT

(mln Euro)	03-YTD		y/y %	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015									
Net interest	-27	21	n.m.	21	8	-5	-36	-27			
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0			
Net fees and commissions	-1	31	n.m.	31	4	16	0	-1			
Net trading income	18	-2	n.m.	-2	13	2	3	18			
Net other expenses/income	-5	-7	-33,6%	-7	-10	-11	-12	-5			
OPERATING INCOME	-14	43	n.m.	43	15	2	-45	-14			
Payroll costs	-15	-36	-59,3%	-36	-34	-33	-20	-15			
Other administrative expenses	-102	-134	-24,2%	-134	-116	-122	-94	-102			
Recovery of expenses	17	16	+7,0%	16	46	31	25	17			
Amortisation & depreciation	0	0	+126,7%	0	0	0	0	0			
Operating costs	-99	-154	-35,5%	-154	-104	-125	-89	-99			
OPERATING PROFIT	-113	-111	+1,9%	-111	-89	-123	-134	-113			
Net write-downs of loans	-342	-405	-15,6%	-405	-317	-460	-491	-342			
NET OPERATING PROFIT	-455	-516	-11,8%	-516	-406	-583	-625	-455			
Other Charges & Provisions	-27	-13	+102,3%	-13	-46	-1	-87	-27			
o/w Systemic Charges	-23	0	n.m.	0	-24	0	-55	-23			
Integration costs	-1	0	n.m.	0	0	0	-9	-1			
Net income from investments	-3	0	n.m.	0	-2	-1	0	-3			
PROFIT BEFORE TAX	-486	-529	-8,2%	-529	-455	-584	-722	-486			
CONSOLIDATED PROFIT	-329	-365	-10,0%	-365	-307	-395	-488	-329			

INCOME STATEMENT RATIOS

Cost income ratio	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Cost of Risk (LLP annualized on Avg Loans) in basis points	396	361	35bp	361	304	468	535	396

VOLUMES

Total Customer Loans	33.308	42.279	-21,2%	42.279	41.059	37.649	35.806	33.308
Total Customer Deposits (incl. securities in issue and financial lia	1.397	2.004	-30,3%	2.004	1.749	1.542	1.695	1.397
Total RWA End of Period	29.245	36.252	-19,3%	36.252	35.024	32.660	31.174	29.245

OTHER FIGURES

FTEs (eop, 100%)	673	1.763	-61,9%	1.763	1.707	1.672	717	673
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Fees - Details Group & Core

(mln Euro)	03-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
GROUP											
Asset management, custody and administration	907	918	-1,2%	918	897	833	846	907			
Financing Services	495	510	-2,8%	510	482	481	501	495			
Transaction and Banking Services	543	587	-7,3%	587	618	588	587	543			
TOTAL NET COMMISSIONS	1.946	2.014	-3,4%	2.014	1.997	1.902	1.935	1.946			
Core Bank											
Asset management, custody and administration	905	915	-1,1%	915	895	832	845	905			
Financing Services	508	499	+1,9%	499	489	478	514	508			
Transaction and Banking Services	533	569	-6,3%	569	609	576	575	533			
TOTAL NET COMMISSIONS	1.947	1.983	-1,8%	1.983	1.994	1.886	1.935	1.947			

Branches

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
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Countries

Poland	1023	1015	993	976	960			
Ukraine	291	250	243	240	239			
Romania	183	184	183	183	183			
Bulgaria	200	197	193	185	184			
Bosnia	120	119	119	119	118			
Belorussia	0	0	0	0	1			
Croatia	135	135	134	134	134			
Hungary	85	85	77	56	56			
Kazakhstan	0	0	0	0	0			
Russia	103	102	102	102	102			
Slovakia	77	77	77	76	77			
Serbia	71	71	71	71	71			
Montenegro	0	0	0	0	0			
Czech Republic	105	107	106	108	107			
Kyrgyzstan	0	0	0	0	0			
Slovenia	30	30	28	28	26			
Azerbaijan	0	0	0	0	0			
Lithuania	1	1	1	1	1			