

2Q16 GROUP RESULTS



Divisional Database

Planning and Capital Management

Milan, August 2016

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UniCredit

2Q16 GROUP RESULTS

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Consolidated Income Statement

CONSOLIDATED INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015									
Net interest	5.795	5.962	-2,8%	2.963	2.999	2.925	3.029	2.876	2.918		
Dividends and other income from equity investments	510	387	+31,8%	118	269	192	250	212	299		
Net fees and commissions	3.878	4.011	-3,3%	2.014	1.997	1.902	1.935	1.946	1.932		
Net trading income	1.312	1.092	+20,1%	619	473	250	302	362	950		
Net other expenses/income	121	31	n.m.	34	-3	63	73	80	41		
OPERATING INCOME	11.615	11.484	+1,1%	5.749	5.735	5.332	5.589	5.476	6.139		
Payroll costs	-4.049	-4.220	-4,0%	-2.093	-2.127	-2.067	-2.053	-2.028	-2.022		
Other administrative expenses	-2.423	-2.583	-6,2%	-1.289	-1.294	-1.286	-1.289	-1.202	-1.221		
Recovery of expenses	371	401	-7,5%	188	213	198	210	176	195		
Amortisation & depreciation	-477	-451	+5,9%	-224	-227	-228	-250	-237	-241		
Operating costs	-6.579	-6.853	-4,0%	-3.418	-3.435	-3.383	-3.382	-3.291	-3.289		
OPERATING PROFIT	5.036	4.631	+8,8%	2.331	2.299	1.949	2.207	2.186	2.850		
Net write-downs of loans	-1.669	-1.893	-11,8%	-980	-913	-1.005	-1.216	-755	-914		
NET OPERATING PROFIT	3.367	2.737	+23,0%	1.351	1.386	944	991	1.430	1.937		
Other Charges & Provisions	-939	-623	+50,6%	-264	-359	-154	-807	-417	-522		
o/w Systemic Charges	-691	-406	+70,2%	-210	-196	-85	-410	-390	-301		
Integration costs	-351	-4	n.m.	-1	-2	-8	-398	-260	-90		
Net income from investments	-17	13	n.m.	-5	18	20	-39	-17	0		
PROFIT BEFORE TAX	2.060	2.123	-3,0%	1.080	1.043	802	-254	736	1.324		
Income tax for the period	-493	-581	-15,1%	-343	-238	-197	640	-246	-247		
Profit (Loss) from non-current assets held for sale, after tax	3	-180	n.m.	-58	-121	27	-143	14	-11		
PROFIT (LOSS) FOR THE PERIOD	1.570	1.363	+15,2%	679	683	633	244	503	1.067		
Minorities	-240	-202	+19,1%	-102	-100	-78	-72	-93	-147		
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA	1.330	1.161	+14,6%	577	583	554	172	410	920		
Purchase Price Allocation effect	-8	-126	-93,3%	-65	-61	-48	-19	-4	-4		
Goodwill impairment	0	0	n.m.	0	0	0	0	0	0		
CONSOLIDATED PROFIT	1.321	1.034	+27,7%	512	522	507	153	406	916		

INCOME STATEMENT RATIOS

Cost income ratio	56,6%	59,7%	-3 pp	59,5%	59,9%	63,4%	60,5%	60,1%	53,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	69	79	-10bp	82	76	85	103	63	75
Tax rate	23,9%	27,3%	-341bp	31,7%	22,8%	24,6%	n.m	33,4%	18,6%

VOLUMES

Total Customer Loans	489.155	473.930	+3,2%	482.658	473.930	474.122	473.999	483.282	489.155
Total Customer Deposits (incl. securities in issue and financial liabilities at FV)	597.873	581.316	+2,8%	574.322	581.316	588.147	584.720	607.231	597.873
TFA Commercial	905.224	910.124	-0,5%	926.495	910.124	903.809	917.678	906.147	905.224
o/w AUM End of Period	295.217	296.878	-0,6%	299.689	296.878	289.820	297.453	292.656	295.217
o/w AUC End of Period	212.296	240.907	-11,9%	261.715	240.907	232.304	228.245	217.119	212.296
Total RWA End of Period	399.260	405.897	-1,6%	420.637	405.897	400.480	390.599	394.359	399.260

OTHER FIGURES

FTEs (eop, 100%)	123.888	127.475	-2,8%	128.263	127.475	126.849	125.510	124.459	123.888
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Consolidated Balance Sheet

(mIn 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	12.523		
Financial assets held for trading	114.356	97.626	91.612	90.997	97.880	105.075		
Loans and receivables with banks	89.014	86.192	90.689	80.073	86.907	69.078		
Loans and receivables with customers	482.658	473.930	474.122	473.999	483.282	489.155		
Financial investments	148.503	153.043	152.909	152.845	160.899	163.684		
Hedging instruments	11.482	9.282	8.939	8.010	8.562	8.085		
Property, plant and equipment	10.278	10.089	10.064	10.031	9.635	9.559		
Goodwill	3.668	3.617	3.601	3.618	3.598	3.563		
Other intangible assets	2.020	2.028	2.016	2.140	2.115	2.110		
Tax assets	14.595	15.117	15.036	15.726	15.715	15.700		
Non-current assets and disposal groups classified as held for sale	3.915	3.751	3.454	2.820	3.509	3.501		
Other assets	10.291	10.490	9.882	9.872	10.682	9.445		
Total assets	900.649	875.126	873.506	860.433	892.203	891.477		
Liabilities and shareholders' equity								
Deposits from banks	130.422	121.454	120.555	111.373	112.130	113.036		
Deposits from customers and debt securities in issue	573.787	580.859	587.695	584.268	606.014	596.408		
Financial liabilities held for trading	90.224	72.501	67.334	68.919	71.793	79.991		
Financial liabilities designated at fair value	539	460	455	455	1.217	1.465		
Hedging instruments	16.408	12.543	11.717	11.254	12.263	12.703		
Provisions for risks and charges	10.449	10.017	9.958	9.855	9.495	9.876		
Tax liabilities	1.892	1.427	1.569	1.529	1.657	1.430		
Liabilities included in disposal groups classified as held for sale	1.479	1.448	1.415	1.880	2.760	2.770		
Other liabilities	20.408	20.951	19.242	17.416	20.930	20.501		
Minorities	3.711	3.272	3.327	3.399	3.513	3.174		
Shareholders' equity	51.331	50.195	50.239	50.087	50.431	50.123		
- Capital and reserves	50.655	50.163	49.248	48.315	49.971	49.814		
- Available-for-sale assets fair value reserve and cash-flow hedging reserve	164	-1.003	-551	77	55	-1.013		
- Net profit	512	1.034	1.541	1.694	406	1.321		
Total liabilities and shareholders' equity	900.649	875.126	873.506	860.433	892.203	891.477		

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")	-65
Dividend payment	-158
Forex translation reserve	105
Change in afs/cash-flow hedge reserve	-387
Others	-781
Net profit (loss) for the period	1.321
Shareholders' Equity as at June 30, 2016	50.123

Core Bank

INCOME STATEMENT

(mIn Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	5.866	5.933	-1,1%	2.942	2.991	2.930	3.065	2.903	2.963		
Dividends and other income from equity investments	510	387	+31,8%	118	269	192	250	212	299		
Net fees and commissions	3.890	3.976	-2,2%	1.983	1.994	1.886	1.935	1.946	1.943		
Net trading income	1.288	1.081	+19,1%	621	460	247	299	344	945		
Net other expenses/income	140	47	n.m.	41	6	74	84	85	55		
OPERATING INCOME	11.695	11.426	+2,4%	5.706	5.720	5.330	5.634	5.490	6.205		
Payroll costs	-4.024	-4.150	-3,0%	-2.057	-2.093	-2.034	-2.032	-2.013	-2.011		
Other administrative expenses	-2.251	-2.354	-4,4%	-1.164	-1.190	-1.171	-1.189	-1.103	-1.148		
Recovery of expenses	310	338	-8,2%	172	166	167	184	159	152		
Amortisation & depreciation	-476	-450	+5,8%	-224	-226	-227	-250	-236	-240		
Operating costs	-6.441	-6.616	-2,7%	-3.273	-3.343	-3.265	-3.287	-3.194	-3.247		
OPERATING PROFIT	5.254	4.810	+9,2%	2.433	2.377	2.065	2.347	2.296	2.958		
Net write-downs of loans	-926	-1.171	-20,9%	-575	-596	-545	-724	-413	-513		
NET OPERATING PROFIT	4.327	3.639	+18,9%	1.858	1.781	1.520	1.623	1.883	2.445		
Other Charges & Provisions	-898	-564	+59,3%	-251	-313	-153	-720	-390	-508		
o/w Systemic Charges	-662	-382	+73,2%	-210	-172	-85	-355	-368	-295		
Integration costs	-347	-4	n.m.	-1	-2	-8	-389	-259	-88		
Net income from investments	-8	15	n.m.	-5	20	20	-39	-15	7		
PROFIT BEFORE TAX	3.074	3.086	-0,4%	1.600	1.485	1.379	474	1.219	1.855		
Income tax for the period	-851	-886	-3,9%	-504	-381	-384	405	-402	-449		
Profit (Loss) from non-current assets held for sale, after tax	3	-180	n.m.	-58	-121	27	-143	14	-11		
PROFIT (LOSS) FOR THE PERIOD	2.226	2.020	+10,2%	1.038	982	1.023	736	830	1.396		
Minorities	-240	-202	+19,1%	-102	-100	-78	-72	-93	-147		
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA	1.986	1.818	+9,2%	936	882	944	664	737	1.249		
Purchase Price Allocation effect	-8	-126	-93,3%	-65	-61	-48	-19	-4	-4		
Goodwill impairment	0	0	n.m.	0	0	0	0	0	0		
CONSOLIDATED PROFIT	1.977	1.692	+16,8%	871	821	897	645	733	1.244		

INCOME STATEMENT RATIOS

Cost income ratio	55,1%	57,9%	-3 pp	57,4%	58,4%	61,3%	58,3%	58,2%	52,3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	41	54	-13bp	53	55	50	66	37	45

VOLUMES

Total Customer Loans	458.394	432.871	+5,9%	440.380	432.871	436.472	438.192	449.974	458.394
Total Customer Deposits (incl. securities in issue and financial liabilities at TFA Commercial)	596.779	579.567	+3,0%	572.319	579.567	586.605	583.025	605.834	596.779
o/w AUM End of Period	294.913	296.300	-0,5%	299.089	296.300	289.311	296.951	292.209	294.913
o/w AUC End of Period	211.896	240.279	-11,8%	261.020	240.279	231.710	227.700	216.518	211.896
Total RWA End of Period	371.829	370.873	+0,3%	384.385	370.873	367.820	359.425	365.114	371.829

OTHER FIGURES

FTEs (eop, 100%)	123.340	125.768	-1,9%	126.500	125.768	125.177	124.793	123.787	123.340
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Asset Quality - Core Bank

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
(mln Euro)	2015	2015	2015	2015	2016	2016	2016	2016
NPLs - Face value	15.124	14.866	13.994	13.715	14.258	13.875		
Writedowns	9.422	9.587	9.157	8.711	9.192	9.161		
<i>as a percentage of face value (Coverage Ratio)</i>	62,3%	64,5%	65,4%	63,5%	64,5%	66,0%		
NPLs - Carrying value	5.702	5.279	4.837	5.004	5.066	4.714		
Unlikely to pay - Face value	11.652	11.591	12.494	12.355	11.832	11.277		
Writedowns	3.868	3.997	4.367	4.452	4.230	4.107		
<i>as a percentage of face value (Coverage Ratio)</i>	33,2%	34,5%	35,0%	36,0%	35,8%	36,4%		
Unlikely to pay- Carrying value	7.784	7.595	8.127	7.904	7.602	7.170		
Past-due loans - Face value	1.767	1.811	1.731	1.664	1.414	1.510		
Writedowns	472	454	453	432	420	430		
<i>as a percentage of face value (Coverage Ratio)</i>	26,7%	25,1%	26,2%	26,0%	29,7%	28,5%		
Past-due loans- Carrying value	1.295	1.356	1.278	1.232	994	1.080		
IMPAIRED LOANS - Face value	28.542	28.268	28.219	27.735	27.504	26.662		
Writedowns	13.762	14.038	13.977	13.595	13.842	13.698		
<i>as a percentage of face value (Coverage Ratio)</i>	48,2%	49,7%	49,5%	49,0%	50,33%	51,38%		
IMPAIRED LOANS - Carrying value	14.780	14.230	14.242	14.140	13.662	12.964		
PERFORMING LOANS - Face value	427.262	420.300	424.180	426.088	438.233	447.368		
Writedowns	1.663	1.658	1.950	2.036	1.922	1.938		
<i>as a percentage of face value (Coverage Ratio)</i>	0,4%	0,4%	0,5%	0,5%	0,4%	0,4%		
PERFORMING LOANS- Carrying value	425.599	418.642	422.230	424.053	436.311	445.430		

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

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

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	10,240		
Total Impaired Loans - Carrying value	5,267	5,339	5,468	5,654	5,561	5,728		
Total Customer Loans - Face value	187,303	180,762	184,220	185,051	194,938	199,409		
Total Customer Loans - Carrying value	183,140	176,261	179,374	180,068	189,714	194,158		
Coverage Ratio - Specific only	41,0%	42,6%	43,2%	43,1%	44,6%	44,1%		
Coverage Ratio - Overall Provisions	46,6%	48,4%	50,3%	50,2%	52,0%	51,3%		
Impaired Loans Ratio - Face value	4,8%	5,1%	5,2%	5,4%	5,2%	5,1%		
Impaired Loans Ratio - Carrying value	2,9%	3,0%	3,0%	3,1%	2,9%	3,0%		
Italy Non-Core								
Total Impaired Loans - Face value	54,670	53,470	52,493	52,026	51,503	50,443		
Total Impaired Loans - Carrying value	26,298	25,340	25,340	24,780	24,481	23,733		
Total Customer Loans - Face value	71,455	69,367	65,242	63,432	60,680	57,766		
Total Customer Loans - Carrying value	42,279	41,059	37,649	35,806	33,308	30,761		
Coverage Ratio - Specific only	51,9%	51,7%	51,7%	52,4%	52,5%	53,0%		
Coverage Ratio - Overall Provisions	53,4%	52,9%	52,6%	53,1%	53,1%	53,5%		
Impaired Loans Ratio - Face value	76,5%	77,1%	80,5%	82,0%	84,9%	87,3%		
Impaired Loans Ratio - Carrying value	62,2%	62,8%	67,3%	69,2%	73,5%	77,2%		
Germany								
Total Impaired Loans - Face value	6,160	5,743	5,516	5,496	5,363	4,820		
Total Impaired Loans - Carrying value	3,607	3,225	3,195	3,294	3,127	2,595		
Total Customer Loans - Face value	114,973	114,110	114,648	116,231	118,777	121,973		
Total Customer Loans - Carrying value	112,066	111,266	112,030	113,648	116,163	119,370		
Coverage Ratio - Specific only	41,5%	43,8%	42,1%	40,1%	41,7%	46,2%		
Coverage Ratio - Overall Provisions	47,2%	49,5%	47,5%	47,0%	48,8%	54,0%		
Impaired Loans Ratio - Face value	5,4%	5,0%	4,8%	4,7%	4,5%	4,0%		
Impaired Loans Ratio - Carrying value	3,2%	2,9%	2,9%	2,9%	2,7%	2,2%		
Austria								
Total Impaired Loans - Face value	4,815	4,647	4,594	4,059	3,908	3,650		
Total Impaired Loans - Carrying value	1,909	1,818	1,794	1,679	1,565	1,434		
Total Customer Loans - Face value	69,466	69,212	69,888	69,913	69,794	70,281		
Total Customer Loans - Carrying value	66,196	66,022	66,735	67,145	67,057	67,656		
Coverage Ratio - Specific only	60,4%	60,9%	61,0%	58,6%	60,0%	60,7%		
Coverage Ratio - Overall Provisions	67,9%	68,6%	68,6%	68,2%	70,0%	71,9%		
Impaired Loans Ratio - Face value	6,9%	6,7%	6,6%	5,8%	5,6%	5,2%		
Impaired Loans Ratio - Carrying value	2,9%	2,8%	2,7%	2,5%	2,3%	2,1%		
Poland								
Total Impaired Loans - Face value	2,077	2,038	2,011	1,922	1,943	1,882		
Total Impaired Loans - Carrying value	755	723	690	652	657	630		
Total Customer Loans - Face value	30,245	30,242	30,554	29,994	28,916	28,438		
Total Customer Loans - Carrying value	28,798	28,815	29,128	28,621	27,531	27,091		
Coverage Ratio - Specific only	63,7%	64,5%	65,7%	66,1%	66,2%	66,6%		
Coverage Ratio - Overall Provisions	69,7%	70,0%	70,9%	71,4%	71,3%	71,5%		
Impaired Loans Ratio - Face value	6,9%	6,7%	6,6%	6,4%	6,7%	6,6%		
Impaired Loans Ratio - Carrying value	2,6%	2,5%	2,4%	2,3%	2,4%	2,3%		
CEE								
Total Impaired Loans - Face value	6,559	6,540	6,466	6,322	6,246	6,071		
Total Impaired Loans - Carrying value	3,244	3,125	3,096	2,860	2,752	2,578		
Total Customer Loans - Face value	57,332	57,664	56,641	56,097	56,705	57,364		
Total Customer Loans - Carrying value	53,695	53,930	52,758	52,174	52,902	53,555		
Coverage Ratio - Specific only	50,5%	52,2%	52,1%	54,8%	55,9%	57,5%		
Coverage Ratio - Overall Provisions	55,4%	57,1%	60,0%	62,1%	60,9%	62,8%		
Impaired Loans Ratio - Face value	11,4%	11,3%	11,4%	11,3%	11,0%	10,6%		
Impaired Loans Ratio - Carrying value	6,0%	5,8%	5,9%	5,5%	5,2%	4,8%		

* Sum of Regions does not equal total due to infragroup 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	37.410		
Writedowns	22.301	22.048	21.944	22.454	22.671	22.428		
<i>as a percentage of face value (Coverage Ratio)</i>	<i>61,5%</i>	<i>60,5%</i>	<i>59,9%</i>	<i>60,1%</i>	<i>60,0%</i>	<i>60,0%</i>		
NPLs - Carrying value	13.973	14.372	14.688	14.920	15.104	14.982		
Unlikely to pay - Face value	16.608	15.312	14.425	13.699	12.972	12.426		
Writedowns	5.630	5.214	4.858	4.516	4.176	4.132		
<i>as a percentage of face value (Coverage Ratio)</i>	<i>33,9%</i>	<i>34,0%</i>	<i>33,7%</i>	<i>33,0%</i>	<i>32,2%</i>	<i>33,2%</i>		
Unlikely to pay- Carrying value	10.978	10.099	9.567	9.183	8.796	8.294		
Past-due loans - Face value	1.788	1.738	1.436	953	757	606		
Writedowns	441	404	351	275	176	150		
<i>as a percentage of face value (Coverage Ratio)</i>	<i>24,7%</i>	<i>23,2%</i>	<i>24,4%</i>	<i>28,9%</i>	<i>23,2%</i>	<i>24,8%</i>		
Past-due loans- Carrying value	1.347	1.334	1.086	678	581	456		
IMPAIRED LOANS - Face value	54.670	53.470	52.493	52.026	51.503	50.443		
Writedowns	28.372	27.666	27.152	27.245	27.023	26.710		
<i>as a percentage of face value (Coverage Ratio)</i>	<i>51,9%</i>	<i>51,7%</i>	<i>51,7%</i>	<i>52,4%</i>	<i>52,47%</i>	<i>52,95%</i>		
IMPAIRED LOANS - Carrying value	26.298	25.804	25.340	24.780	24.481	23.733		
PERFORMING LOANS - Face value	16.785	15.897	12.750	11.407	9.177	7.323		
Writedowns	804	642	441	381	350	294		
<i>as a percentage of face value (Coverage Ratio)</i>	<i>4,8%</i>	<i>4,0%</i>	<i>3,5%</i>	<i>3,3%</i>	<i>3,8%</i>	<i>4,0%</i>		
PERFORMING LOANS- Carrying value	15.981	15.255	12.309	11.026	8.827	7.029		

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
NPLs - Face value	50,8%	52,5%	56,1%	58,9%	62,3%	64,8%		
NPLs - Carrying value	33,0%	35,0%	39,0%	41,7%	45,3%	48,7%		
Unlikely to pay - Face value	23,2%	22,1%	22,1%	21,6%	21,4%	21,5%		
Unlikely to pay - Carrying value	26,0%	24,6%	25,4%	25,6%	26,4%	27,0%		
Past-due loans - Face value	2,5%	2,5%	2,2%	1,5%	1,2%	1,0%		
Past-due loans - Carrying value	3,2%	3,2%	2,9%	1,9%	1,7%	1,5%		
Total Impaired Loans - Face value	76,5%	77,1%	80,5%	82,0%	84,9%	87,3%		
Total Impaired Loans - Carrying value	62,2%	62,8%	67,3%	69,2%	73,5%	77,2%		

Capital Position

GROUP CAPITAL STRUCTURE

(mln Euro)	Basel 3									
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Change %	
	2015	2015	2015	2015	2016	2016	2016	2016	q/q	y/y
Common Equity Tier I *	41.486	42.699	41.825	41.375	40.644	41.955			+3,2%	-1,7%
Tier I Capital	44.898	46.286	45.458	44.920	44.050	45.134			+2,5%	-2,5%
Total Capital	56.480	57.799	56.521	55.579	54.381	55.960			+2,9%	-3,2%
Total RWA (bn) *	420.637	405.897	400.480	390.599	394.359	399.260			+1,2%	-1,6%
Credit Risk	351.967	343.985	340.241	333.598	336.969	337.609			+0,2%	-1,9%
Market Risk	24.766	18.558	17.039	15.870	16.696	22.127			+32,5%	+19,2%
Operational Risk	43.904	43.354	43.200	41.130	40.694	39.524			-2,9%	-8,8%
Floor										
Hybrids included in Tier I Capital	3.708	3.707	3.706	3.577	3.468	3.298			-4,9%	-11,0%

CAPITAL RATIOS

%	Basel 3									
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Delta	
	2015	2015	2015	2015	2016	2016	2016	2016	q/q	y/y
Common Equity Tier I Ratio	9,86%	10,52%	10,44%	10,59%	10,31%	10,51%			20bp	-1bp
Tier I Ratio	10,67%	11,40%	11,35%	11,50%	11,17%	11,30%			13bp	-10bp
Total Capital Ratio	13,43%	14,24%	14,11%	14,23%	13,79%	14,02%			23bp	-22bp
Hybrids as % of Tier I capital	8,26%	8,01%	8,15%	7,96%	7,87%	7,31%			-57bp	-70bp
<i>note: maximum allowed by Bol</i>	NA	NA	NA	NA	NA	NA				

*Capital position as per regulatory purposes.

March 2015 CET1 ratio, Tier 1 ratio and Total Capital ratio pro-forma assuming unaudited 1Q15 earnings net of dividend accrual and 2014 scrip dividend with 75% share acceptance and Pekao minority excess capital calculated assuming 12% threshold at 10.10%, 10.92% and 13.67% respectively.

September 2015 CET1 ratio, Tier 1 ratio and Total Capital ratio pro-forma assuming unaudited 3Q15 earnings net of dividend accrual at 10.53%, 11.43% and 14.20% respectively.

December 2015 CET1 ratio, Tier 1 ratio and Total Capital ratio pro-forma assuming 2015 scrip dividend of 12 ¢cents per ordinary share with 75%-25% shares-cash acceptance at 10.73%, 11.64% and 14.36% respectively.

March 2016 CET1 ratio, Tier 1 ratio and Total Capital ratio pro-forma including unaudited 1Q Net profit net of dividend accrual and 2015 Scrip dividend at 10.50%, 11.36% and 13.98% respectively.

Commercial Bank - Italy

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	1.994	2.091	-4,6%	1.052	1.038	1.010	996	997	997		
Dividends and other income from equity investments	43	24	+75,9%	1	24	21	17	21	22		
Net fees and commissions	1.843	1.845	-0,1%	921	924	825	820	932	911		
Net trading income	62	20	n.m.	2	18	2	9	-1	62		
Net other expenses/income	-21	-27	-22,8%	-13	-14	-5	4	-17	-3		
OPERATING INCOME	3.922	3.953	-0,8%	1.963	1.991	1.853	1.846	1.932	1.990		
Payroll costs	-1.374	-1.369	+0,4%	-682	-687	-678	-660	-690	-684		
Other administrative expenses	-1.023	-977	+4,7%	-489	-488	-475	-503	-503	-520		
Recovery of expenses	213	228	-6,9%	116	112	113	114	109	104		
Amortisation & depreciation	-30	-30	+1,0%	-15	-15	-15	-17	-15	-16		
Operating costs	-2.215	-2.148	+3,1%	-1.070	-1.078	-1.055	-1.066	-1.099	-1.116		
OPERATING PROFIT	1.707	1.806	-5,5%	893	913	798	781	833	874		
Net write-downs of loans	-473	-536	-11,7%	-297	-239	-248	-426	-236	-236		
NET OPERATING PROFIT	1.234	1.270	-2,8%	596	674	550	355	597	637		
Other Charges & Provisions	-168	-71	+136,2%	-17	-54	-17	-196	-51	-117		
o/w Systemic Charges	-27	-29	-7,8%	0	-29	0	-100	-30	3		
Integration costs	-80	0	n.m.	0	0	0	-485	-33	-47		
Net income from investments	-6	-3	+124,9%	0	-3	-6	-7	-1	-5		
PROFIT BEFORE TAX	980	1.196	-18,0%	579	617	528	-333	511	469		
CONSOLIDATED PROFIT	666	822	-19,0%	391	432	363	-246	349	316		

INCOME STATEMENT RATIOS

Cost income ratio	56,5%	54,3%	2 pp	54,5%	54,2%	56,9%	57,7%	56,9%	56,1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	70	81	-11bp	90	72	74	129	71	69

VOLUMES

Total Customer Loans	138.353	133.206	+3,9%	133.130	133.206	133.076	131.558	135.737	138.353
Total Customer Deposits (incl. securities in issue and financial liabilities)	145.150	143.698	+1,0%	143.709	143.698	141.927	145.257	144.981	145.150
Total RWA End of Period	79.182	81.048	-2,3%	83.753	81.048	80.965	77.008	78.994	79.182

OTHER FIGURES

FTEs (eop, 100%)	37.028	37.054	-0,1%	36.935	37.054	36.829	37.103	36.967	37.028
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Commercial Bank - Germany

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	763	831	-8,2%	409	423	426	441	395	369		
Dividends and other income from equity investments	44	4	n.m.	1	4	42	5	41	3		
Net fees and commissions	370	386	-4,1%	203	183	175	156	188	181		
Net trading income	6	56	-89,6%	-4	59	0	23	-13	19		
Net other expenses/income	73	54	+36,4%	27	27	29	31	40	33		
OPERATING INCOME	1.257	1.331	-5,6%	636	696	671	657	652	605		
Payroll costs	-548	-585	-6,4%	-296	-289	-285	-276	-277	-271		
Other administrative expenses	-389	-410	-5,1%	-208	-202	-202	-214	-191	-198		
Recovery of expenses	0	1	-53,0%	1	0	0	16	0	0		
Amortisation & depreciation	-22	-23	-3,6%	-12	-11	-11	-10	-11	-11		
Operating costs	-958	-1.017	-5,8%	-514	-503	-497	-484	-479	-479		
OPERATING PROFIT	298	315	-5,2%	122	193	174	174	173	125		
Net write-downs of loans	29	-66	n.m.	-24	-41	22	-1	22	7		
NET OPERATING PROFIT	327	249	+31,3%	97	152	196	173	195	132		
Other Charges & Provisions	-49	-80	-38,8%	-37	-43	-47	-51	-37	-11		
o/w Systemic Charges	-50	-49	+2,5%	-36	-13	-7	-6	-37	-14		
Integration costs	0	0	n.m.	0	0	0	-74	0	0		
Net income from investments	20	11	+77,7%	0	11	6	32	2	19		
PROFIT BEFORE TAX	298	181	+64,9%	61	120	155	80	159	139		
CONSOLIDATED PROFIT	201	120	+67,6%	39	81	103	195	108	93		

INCOME STATEMENT RATIOS

Cost income ratio	76,3%	76,4%	0 pp	80,9%	72,2%	74,1%	73,6%	73,5%	79,3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-7	17	-24bp	12	21	-11	0	-11	-3

VOLUMES

Total Customer Loans	80.768	79.563	+1,5%	79.256	79.563	80.143	80.431	79.863	80.768
Total Customer Deposits (incl. securities in issue and financial liabilities)	107.515	101.978	+5,4%	101.088	101.978	101.504	106.389	106.839	107.515
Total RWA End of Period	35.372	33.402	+5,9%	35.616	33.402	34.086	34.030	34.770	35.372

OTHER FIGURES

FTEs (eop, 100%)	11.039	12.010	-8,1%	12.732	12.010	11.838	11.542	11.217	11.039
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Commercial Bank - Austria

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	342	360	-5,2%	174	186	181	185	172	169		
Dividends and other income from equity investments	60	70	-13,3%	26	44	40	62	25	35		
Net fees and commissions	295	308	-4,3%	153	155	153	160	148	146		
Net trading income	71	30	+138,9%	10	20	-3	13	2	68		
Net other expenses/income	9	5	+69,8%	5	0	3	9	7	2		
OPERATING INCOME	776	773	+0,5%	368	404	373	429	355	421		
Payroll costs	-361	-394	-8,4%	-197	-198	-185	-182	-179	-183		
Other administrative expenses	-259	-268	-3,2%	-134	-134	-136	-144	-128	-131		
Recovery of expenses	0	0	-100,0%	0	0	0	0	0	0		
Amortisation & depreciation	-12	-12	-3,1%	-6	-6	-6	-6	-6	-6		
Operating costs	-632	-674	-6,3%	-337	-337	-327	-332	-313	-319		
OPERATING PROFIT	144	99	+46,3%	32	67	46	97	42	102		
Net write-downs of loans	7	4	+53,8%	-27	31	-7	-9	-4	10		
NET OPERATING PROFIT	151	103	+46,6%	5	98	39	88	39	112		
Other Charges & Provisions	-96	-74	+30,6%	-41	-33	-70	-52	-70	-26		
o/w Systemic Charges	-95	-69	+37,1%	-37	-32	-25	-40	-69	-26		
Integration costs	-204	0	n.m.	0	0	0	321	-204	0		
Net income from investments	6	-1	n.m.	1	-2	0	-17	5	1		
PROFIT BEFORE TAX	-143	28	n.m.	-35	63	-31	339	-230	87		
CONSOLIDATED PROFIT	-157	64	n.m.	-18	82	-20	525	-224	67		

INCOME STATEMENT RATIOS

Cost income ratio	81,4%	87,2%	-6 pp	91,4%	83,4%	87,6%	77,4%	88,1%	75,8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-3	-2	-1bp	22	-26	6	8	3	-9

VOLUMES

Total Customer Loans	48.654	48.603	+0,1%	48.567	48.603	48.494	49.119	48.891	48.654
Total Customer Deposits (incl. securities in issue and financial liabilities)	64.631	64.308	+0,5%	65.658	64.308	64.950	63.783	65.030	64.631
Total RWA End of Period	23.685	26.550	-10,8%	27.535	26.550	25.451	24.969	24.735	23.685

OTHER FIGURES

FTEs (eop, 100%)	6.153	6.488	-5,2%	6.544	6.488	6.457	6.440	6.248	6.153
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CIB

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	1.169	1.150	+1,6%	570	580	530	658	566	603		
Dividends and other income from equity investments	49	15	n.m.	10	5	9	3	45	4		
Net fees and commissions	335	325	+2,9%	168	157	142	176	161	173		
Net trading income	593	653	-9,1%	345	308	130	61	266	327		
Net other expenses/income	27	-8	n.m.	4	-12	25	10	23	4		
OPERATING INCOME	2.172	2.136	+1,7%	1.097	1.039	837	908	1.061	1.111		
Payroll costs	-324	-342	-5,2%	-164	-177	-170	-178	-159	-165		
Other administrative expenses	-533	-565	-5,8%	-282	-283	-267	-246	-262	-271		
Recovery of expenses	1	1	-5,3%	0	0	1	2	0	0		
Amortisation & depreciation	-1	-1	-5,7%	-1	-1	-1	-1	-1	-1		
Operating costs	-857	-908	-5,6%	-447	-461	-437	-422	-421	-436		
OPERATING PROFIT	1.315	1.228	+7,1%	650	578	399	486	640	675		
Net write-downs of loans	-129	-112	+15,3%	-17	-95	78	19	-55	-74		
NET OPERATING PROFIT	1.186	1.116	+6,3%	632	484	477	505	585	601		
Other Charges & Provisions	-118	-135	-13,0%	-64	-71	-7	-85	-98	-20		
o/w Systemic Charges	-101	-91	+10,8%	-64	-27	-10	-39	-90	-11		
Integration costs	-12	0	n.m.	0	0	0	-35	-2	-10		
Net income from investments	-57	0	n.m.	-8	8	-3	-42	-41	-16		
PROFIT BEFORE TAX	1.000	982	+1,9%	561	421	468	343	444	556		
CONSOLIDATED PROFIT	660	666	-0,9%	387	279	311	322	299	361		

INCOME STATEMENT RATIOS

Cost income ratio	39,5%	42,5%	-3 pp	40,8%	44,3%	52,3%	46,5%	39,7%	39,2%
Cost of Risk (LLP annualized on Avg Loans) in basis points	25	24	1bp	7	41	-34	-8	22	28

VOLUMES

Total Customer Loans	109.509	89.281	+22,7%	96.765	89.281	93.169	97.743	105.319	109.509
Total Customer Deposits (incl. securities in issue and financial liabilities)	109.348	104.228	+4,9%	98.836	104.228	108.688	96.559	120.047	109.348
Total RWA End of Period	78.055	70.685	+10,4%	75.332	70.685	71.127	68.249	70.918	78.055

OTHER FIGURES

FTEs (eop, 100%)	3.837	4.013	-4,4%	3.990	4.013	4.019	3.946	3.915	3.837
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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	1.097	1.039	837	908	1.061	1.111		
Financing & Advisory (F&A)	281	320	301	390	390	373		
Financing & Advisory (F&A) Italy	99	99	86	105	153	111		
Financing & Advisory (F&A) Germany	145	170	177	242	203	224		
Financing & Advisory (F&A) Austria	39	53	38	45	36	39		
Markets	712	619	428	406	570	633		
Global Transaction Business (GTB)	105	104	107	111	105	111		
CIB Other	2	-5	0	-1	-1	-4		
TOTAL COSTS CIB	-447	-461	-437	-422	-421	-436		
Financing & Advisory (F&A)	-143	-146	-140	-144	-135	-144		
Financing & Advisory (F&A) Italy	-28	-32	-30	-27	-27	-31		
Financing & Advisory (F&A) Germany	-98	-98	-94	-97	-93	-93		
Financing & Advisory (F&A) Austria	-18	-18	-17	-21	-16	-21		
Markets	-243	-252	-234	-208	-228	-225		
Global Transaction Business (GTB)	-55	-56	-54	-60	-53	-60		
CIB Other	-2	3	0	0	0	0		
TOTAL LOAN LOSS PROVISIONS CIB	-17	-95	78	19	-55	-74		
Financing & Advisory (F&A)	-16	-63	85	2	-65	-120		
Financing & Advisory (F&A) Italy	16	-114	43	28	5	-9		
Financing & Advisory (F&A) Germany	-22	45	42	-50	-68	-144		
Financing & Advisory (F&A) Austria	-10	6	1	24	-2	33		
Markets	0	-29	-6	7	8	48		
Global Transaction Business (GTB)	-2	-3	-1	9	2	-2		
CIB Other	0	0	0	0	0	0		
TOTAL NET OPERATING PROFIT CIB	632	484	477	505	585	601		
Financing & Advisory (F&A)	123	111	246	249	190	109		
Financing & Advisory (F&A) Italy	87	-46	99	105	131	71		
Financing & Advisory (F&A) Germany	25	116	125	95	41	-14		
Financing & Advisory (F&A) Austria	11	41	22	49	18	51		
Markets	470	339	188	205	349	456		
Global Transaction Business (GTB)	48	45	52	60	54	50		
CIB Other	0	-2	0	-1	0	-3		
RWA CIB	75.332	70.685	71.127	68.249	70.918	78.055		
Financing & Advisory (F&A)	35.589	35.734	35.901	35.046	36.745	37.548		
Financing & Advisory (F&A) Italy	12.230	12.887	14.377	12.992	13.504	14.331		
Financing & Advisory (F&A) Germany	17.769	17.861	16.842	17.362	18.348	18.324		
Financing & Advisory (F&A) Austria	5.591	4.986	4.681	4.692	4.894	4.893		
Markets	34.715	29.514	29.302	27.075	28.610	34.604		
Global Transaction Business (GTB)	5.132	5.495	5.974	6.055	5.549	5.903		
CIB Other	-104	-58	-50	72	14	0		

Poland

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	493	497	-0,9%	+4,5%	249	248	247	251	245	247		
Dividends and other income from equity investments	8	10	-20,9%	-19,3%	4	7	3	2	2	6		
Net fees and commissions	224	243	-7,6%	-2,6%	116	127	122	121	107	117		
Net trading income	117	87	+34,0%	+41,3%	62	25	29	43	27	89		
Net other expenses/income	3	30	-89,3%	-86,1%	2	28	5	2	1	2		
OPERATING INCOME	845	868	-2,6%	+2,8%	433	435	405	419	383	462		
Payroll costs	-217	-231	-6,0%	-0,9%	-113	-118	-116	-111	-108	-109		
Other administrative expenses	-118	-121	-2,8%	+0,9%	-58	-63	-58	-57	-59	-59		
Recovery of expenses	0	0	+1,5%	+7,1%	0	0	0	0	0	0		
Amortisation & depreciation	-39	-40	-1,3%	+4,2%	-20	-20	-20	-20	-20	-20		
Operating costs	-374	-392	-4,6%	+0,7%	-190	-201	-194	-188	-187	-187		
OPERATING PROFIT	471	476	-1,0%	+4,5%	242	234	211	231	196	275		
Net write-downs of loans	-25	-65	-60,8%	-57,4%	-33	-32	-30	-29	5	-30		
NET OPERATING PROFIT	446	411	+8,3%	+14,2%	209	202	181	202	201	245		
Other Charges & Provisions	-77	-40	+93,3%	+104,0%	-25	-15	-17	-78	-34	-43		
o/w Systemic Charges	-76	-33	+128,8%	+141,4%	-18	-15	-16	-78	-34	-42		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	0	0	+147,4%	+160,3%	0	0	15	3	0	0		
PROFIT BEFORE TAX	369	372	-0,7%	+4,7%	185	187	179	126	167	202		
CONSOLIDATED PROFIT	145	151	-3,5%	+1,7%	75	76	72	52	66	79		

INCOME STATEMENT RATIOS

Cost income ratio	44,3%	45,2%	-1 pp		44,0%	46,3%	47,9%	44,9%	48,8%	40,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	18	46	-27bp		47	44	41	41	-7	44

VOLUMES

Total Customer Loans	27.092	28.815	-6,0%		28.798	28.815	29.128	28.621	27.531	27.092
Total Customer Deposits (incl. securities in issue and financial liabilities at	28.929	30.784	-6,0%		30.670	30.784	31.096	30.862	29.106	28.929
Total RWA End of Period	25.001	26.755	-6,6%		28.029	26.755	26.440	26.354	25.431	25.001

OTHER FIGURES

FTEs (eop, 100%)	17.417	17.916	-2,8%		18.043	17.916	17.806	17.606	17.571	17.417
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Asset Management

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	1	2	-40,7%	1	1	1	1	1	0		
Dividends and other income from equity investments	0	0	-64,1%	0	0	0	3	0	0		
Net fees and commissions	419	445	-5,9%	220	225	219	236	207	212		
Net trading income	-1	3	n.m.	2	0	0	-2	-2	1		
Net other expenses/income	4	4	-6,3%	3	1	4	4	2	2		
OPERATING INCOME	423	455	-7,0%	227	228	223	241	208	215		
Payroll costs	-166	-190	-12,3%	-91	-99	-89	-132	-90	-76		
Other administrative expenses	-87	-92	-6,0%	-44	-48	-45	-49	-42	-45		
Recovery of expenses	0	0	-19,3%	0	0	0	0	0	0		
Amortisation & depreciation	-5	-6	-6,9%	-3	-3	-3	-3	-3	-3		
Operating costs	-258	-288	-10,2%	-138	-150	-137	-184	-135	-124		
OPERATING PROFIT	165	167	-1,5%	89	78	86	57	73	91		
Net write-downs of loans	0	0	-100,0%	0	0	0	0	0	0		
NET OPERATING PROFIT	165	167	-1,5%	89	78	86	57	73	91		
Other Charges & Provisions	-4	-6	-18,4%	0	-5	2	0	-2	-2		
o/w Systemic Charges	0	0	n.m.	0	0	0	0	0	0		
Integration costs	-16	-3	n.m.	-1	-2	-5	-16	-8	-8		
Net income from investments	0	0	n.m.	0	0	0	3	0	0		
PROFIT BEFORE TAX	144	158	-9,0%	88	70	84	45	63	81		
CONSOLIDATED PROFIT	82	117	-30,1%	62	55	57	32	45	37		

INCOME STATEMENT RATIOS

Cost income ratio	61,1%	63,2%	-2 pp	60,6%	65,8%	61,3%	76,3%	64,8%	57,5%
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.	n.m.

VOLUMES

Total Customer Loans	0	0	-95,2%	0	0	0	0	0	0
Total Customer Deposits (incl. securities in issue and financial liabilities at	0	0	n.m.	0	0	0	0	0	0
Total RWA End of Period	1.751	1.880	-6,9%	1.754	1.880	1.875	1.920	1.877	1.751

OTHER FIGURES

FTEs (eop, 100%)	1.959	2.037	-3,8%	2.035	2.037	2.029	1.986	2.003	1.959
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ASSETS UNDER MANAGEMENT (bn)

Italy	117.305	113.461	+3,4%	114.413	113.461	114.703	117.793	116.251	117.305
USA	39.546	41.311	-4,3%	43.880	41.311	39.177	40.855	39.686	39.546
International	19.456	20.426	-4,7%	21.098	20.426	19.252	19.771	19.026	19.456
Germany	20.869	20.945	-0,4%	21.109	20.945	20.344	20.829	20.629	20.869
CEE	6.797	7.515	-9,5%	7.502	7.515	7.240	7.243	7.093	6.797
Pioneer Austria (BACA)	11.113	11.177	-0,6%	11.562	11.177	10.887	11.006	10.788	11.113
India	949	1.250	-24,1%	562	1.250	1.095	1.339	568	949
Asia	4.667	4.791	-2,6%	4.834	4.791	4.579	4.778	4.635	4.667
Russia	0	0	n.m.	0	0	0	0	0	0
Total	220.701	220.875	-0,1%	224.960	220.875	217.277	223.614	218.676	220.701

Asset Gathering

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	123	116	+6,7%	56	59	63	62	62	61		
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0		
Net fees and commissions	118	127	-7,2%	63	64	62	64	58	60		
Net trading income	47	28	+67,2%	17	11	13	13	20	27		
Net other expenses/income	1	-3	n.m.	0	-3	2	-1	0	1		
OPERATING INCOME	289	268	+7,9%	137	131	140	137	140	149		
Payroll costs	-38	-37	+1,4%	-18	-19	-19	-19	-19	-19		
Other administrative expenses	-118	-121	-2,3%	-60	-60	-53	-59	-61	-57		
Recovery of expenses	42	42	-0,1%	21	21	20	22	21	21		
Amortisation & depreciation	-5	-4	+10,2%	-2	-2	-2	-3	-2	-2		
Operating costs	-118	-120	-1,5%	-60	-60	-54	-59	-60	-58		
OPERATING PROFIT	171	148	+15,6%	77	71	86	78	80	91		
Net write-downs of loans	-3	-3	+4,0%	-2	-1	-1	-3	-1	-1		
NET OPERATING PROFIT	168	145	+15,8%	75	70	84	75	78	90		
Other Charges & Provisions	-3	-4	-35,0%	-3	-1	-1	-10	-1	-1		
o/w Systemic Charges	1	-3	n.m.	0	-3	0	-2	0	1		
Integration costs	0	0	n.m.	0	0	0	-1	0	0		
Net income from investments	0	0	n.m.	0	0	0	0	0	0		
PROFIT BEFORE TAX	166	141	+17,2%	72	69	83	64	77	89		
CONSOLIDATED PROFIT	77	61	+25,7%	31	30	36	28	33	44		

INCOME STATEMENT RATIOS

Cost income ratio	40,8%	44,7%	-4 pp	43,8%	45,6%	38,7%	43,1%	43,0%	38,7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	65	69	-4bp	85	54	67	114	66	64

VOLUMES

Total Customer Loans	880	836	+5,3%	797	836	885	923	827	880
Total Customer Deposits (incl. securities in issue and financial liabilities at end of period)	17.338	15.554	+11,5%	14.922	15.554	15.311	16.084	16.899	17.338
Total RWA End of Period	1.805	1.800	+0,3%	1.813	1.800	1.781	1.804	1.838	1.805

OTHER FIGURES

FTEs (eop, 100%)	1.025	992	+3,3%	990	992	1.013	1.019	1.021	1.025
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GBS – CC – Elisions

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	-200	-314	-36,4%	-150	-164	-127	-125	-116	-84		
Dividends and other income from equity investments	78	98	-20,1%	5	94	10	26	3	76		
Net fees and commissions	-78	-55	+42,4%	-29	-26	10	13	-30	-48		
Net trading income	142	37	n.m.	101	-65	5	52	-26	168		
Net other expenses/income	19	-18	n.m.	9	-27	8	11	16	3		
OPERATING INCOME	-38	-252	-85,1%	-64	-188	-95	-23	-153	116		
Payroll costs	-643	-652	-1,3%	-327	-325	-318	-293	-319	-324		
Other administrative expenses	611	526	+16,0%	269	257	229	273	306	305		
Recovery of expenses	53	65	-17,5%	33	32	33	29	28	26		
Amortisation & depreciation	-309	-283	+9,3%	-140	-142	-146	-160	-154	-155		
Operating costs	-288	-344	-16,1%	-165	-179	-202	-150	-139	-149		
OPERATING PROFIT	-326	-596	-45,3%	-229	-367	-296	-173	-292	-34		
Net write-downs of loans	-2	0	n.m.	0	0	0	-9	-3	1		
NET OPERATING PROFIT	-328	-596	-45,0%	-230	-367	-296	-182	-295	-33		
Other Charges & Provisions	-279	-64	n.m.	-6	-59	28	-141	-22	-257		
o/w Systemic Charges	-205	-20	n.m.	0	-20	0	-48	-22	-184		
Integration costs	-29	1	n.m.	1	1	1	-95	-10	-19		
Net income from investments	21	8	n.m.	3	5	8	-8	13	8		
PROFIT BEFORE TAX	-615	-652	-5,6%	-232	-420	-260	-426	-315	-301		
CONSOLIDATED PROFIT	-404	-638	-36,7%	-273	-365	-185	-267	-229	-175		

INCOME STATEMENT RATIOS

Cost income ratio	n.m	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	n.m

VOLUMES

Total Customer Loans	-6.104	-6.502	-6,1%	-6.275	-6.502	-6.512	-7.556	-6.239	-6.104
Total Customer Deposits (incl. securities in issue and financial liabilities)	64.132	62.920	+1,9%	62.878	62.920	65.329	65.399	61.844	64.132
Total RWA End of Period	32.584	33.101	-1,6%	32.495	33.101	32.468	32.036	33.977	32.584

OTHER FIGURES

FTEs (eop, 100%)	16.474	16.390	+0,5%	16.287	16.390	16.490	16.666	16.482	16.474
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CEE Division

INCOME STATEMENT

(mIn Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	1.180	1.200	-1,7%	+3,0%	581	619	599	596	581	599		
Dividends and other income from equity investments	228	165	+38,2%	+56,2%	73	92	67	132	75	153		
Net fees and commissions	364	351	+3,6%	+5,3%	168	184	178	189	174	190		
Net trading income	253	169	+49,4%	+54,9%	86	83	74	88	70	182		
Net other expenses/income	25	10	+143,8%	+150,9%	4	7	4	14	12	13		
OPERATING INCOME	2.049	1.895	+8,1%	+13,6%	911	985	923	1.018	912	1.137		
Payroll costs	-352	-350	+0,7%	+3,9%	-169	-181	-175	-180	-173	-179		
Other administrative expenses	-336	-327	+2,7%	+4,5%	-158	-169	-163	-190	-163	-173		
Recovery of expenses	0	0	-63,7%	-63,7%	0	0	0	0	0	0		
Amortisation & depreciation	-53	-51	+3,0%	+7,8%	-26	-25	-24	-32	-25	-27		
Operating costs	-741	-727	+1,8%	+4,6%	-353	-375	-362	-402	-361	-379		
OPERATING PROFIT	1.308	1.168	+12,0%	+19,2%	558	610	561	617	551	757		
Net write-downs of loans	-330	-395	-16,5%	-11,9%	-175	-220	-359	-266	-140	-189		
NET OPERATING PROFIT	979	773	+26,6%	+35,0%	383	390	202	351	411	568		
Other Charges & Provisions	-105	-91	+15,0%	+16,6%	-59	-33	-25	-107	-74	-31		
o/w Systemic Charges	-108	-88	+23,8%	+25,2%	-55	-33	-26	-41	-86	-22		
Integration costs	-6	-2	n.m.	n.m.	-1	-1	-3	-4	-2	-4		
Net income from investments	7	-1	n.m.	n.m.	-1	0	0	-3	7	0		
PROFIT BEFORE TAX	875	679	+28,9%	+38,3%	322	357	174	237	342	533		
CONSOLIDATED PROFIT	707	329	+115,0%	+158,0%	177	152	159	5	285	422		

INCOME STATEMENT RATIOS

Cost income ratio	36,1%	38,4%	-2 pp		38,7%	38,0%	39,2%	39,5%	39,6%	33,4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	113	135	-21bp		120	148	245	184	97	129

VOLUMES

Total Customer Loans	59.242	59.069	+0,3%		59.342	59.069	58.092	57.353	58.045	59.242
Total Customer Deposits (incl. securities in issue and financial liabilities at	59.736	56.098	+6,5%		54.556	56.098	57.800	58.692	61.089	59.736
Total RWA End of Period	94.394	95.651	-1,3%		98.057	95.651	93.628	93.055	92.576	94.394

OTHER FIGURES

FTEs (eop, 100%)	28.408	28.867	-1,6%		28.945	28.867	28.697	28.485	28.364	28.408
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CEE - Bosnia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015			2015	2015	2015	2015	2015	2016	2016	2016
Net interest	53	50	+6,9%	+6,9%	24	25	26	26	26	27		
Dividends and other income from equity investments	0	0	+33,3%	+33,3%	0	0	0	0	0	0		
Net fees and commissions	19	18	+6,3%	+6,3%	8	9	9	9	9	10		
Net trading income	3	3	+0,5%	+0,5%	1	1	1	1	1	1		
Net other expenses/income	2	0	n.m.	n.m.	0	0	0	2	0	1		
OPERATING INCOME	76	70	+9,0%	+9,0%	34	35	36	39	37	39		
Payroll costs	-18	-18	+0,4%	+0,4%	-9	-9	-9	-10	-9	-9		
Other administrative expenses	-15	-15	+3,3%	+1,8%	-7	-7	-7	-8	-7	-8		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-3	-3	+9,6%	+9,6%	-1	-1	-1	-2	-2	-2		
Operating costs	-36	-35	+2,3%	+2,3%	-18	-17	-17	-20	-18	-18		
OPERATING PROFIT	40	35	+15,8%	+15,8%	17	18	19	19	20	21		
Net write-downs of loans	-7	-6	+21,1%	+21,1%	-2	-4	-2	-1	-4	-3		
NET OPERATING PROFIT	33	29	+14,7%	+14,7%	15	14	16	18	15	17		
Other Charges & Provisions	-2	-2	-2,7%	-2,7%	-1	-1	-1	-1	-1	-1		
o/w Systemic Charges	-2	-2	+10,3%	+10,3%	-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	-9,5%	-9,5%	0	0	0	-5	0	0		
PROFIT BEFORE TAX	31	26	+16,2%	+16,2%	13	13	15	11	14	16		
CONSOLIDATED PROFIT	24	21	+13,7%	+13,7%	11	10	10	9	11	13		

INCOME STATEMENT RATIOS

Cost income ratio	47,2%	50,3%	-3 pp		51,5%	49,1%	48,4%	51,9%	47,7%	46,7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	80	71	9bp		47	94	52	21	90	71

VOLUMES

Total Customer Loans	1.887	1.791	+5,3%		1.726	1.791	1.802	1.829	1.840	1.887
Total Customer Deposits (incl. securities in issue and financial liabilities at	2.157	1.966	+9,7%		1.890	1.966	2.022	2.075	2.097	2.157
Total RWA End of Period	2.763	2.533	+9,1%		2.416	2.533	2.614	2.729	2.701	2.763

OTHER FIGURES

FTEs (eop, 100%)	1.655	1.650	+0,3%		1.649	1.650	1.643	1.641	1.653	1.655
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CEE - Bulgaria

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	147	148	-0,6%	-0,6%	73	74	74	74	74	73		
Dividends and other income from equity investments	1	0	n.m.	n.m.	0	0	0	0	0	1		
Net fees and commissions	52	50	+5,5%	+5,5%	24	26	26	26	26	27		
Net trading income	35	20	+72,3%	+72,3%	9	11	9	11	11	24		
Net other expenses/income	1	0	n.m.	n.m.	0	0	-1	-2	1	0		
OPERATING INCOME	236	218	+8,2%	+8,2%	107	111	108	110	111	124		
Payroll costs	-34	-33	+4,3%	+4,3%	-16	-17	-16	-18	-17	-17		
Other administrative expenses	-25	-24	+4,7%	+3,2%	-12	-12	-11	-14	-12	-12		
Recovery of expenses	0	0	+78,0%	+78,0%	0	0	0	0	0	0		
Amortisation & depreciation	-8	-7	+2,5%	+2,5%	-4	-4	-4	-5	-4	-4		
Operating costs	-67	-64	+4,2%	+4,2%	-31	-33	-31	-37	-33	-33		
OPERATING PROFIT	169	154	+9,9%	+9,9%	75	78	76	73	78	91		
Net write-downs of loans	-43	-39	+11,9%	+11,9%	-20	-18	-15	-10	-22	-22		
NET OPERATING PROFIT	126	115	+9,2%	+9,2%	55	60	62	63	57	69		
Other Charges & Provisions	-17	-13	+32,5%	+32,5%	-7	-6	-6	-21	-5	-12		
o/w Systemic Charges	-25	-11	+123,3%	+123,3%	-5	-5	-5	-17	-13	-11		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	1	0	n.m.	+150,7%	0	0	0	-7	1	0		
PROFIT BEFORE TAX	109	103	+6,7%	+6,7%	48	54	56	35	52	58		
CONSOLIDATED PROFIT	98	91	+6,8%	+6,8%	43	49	50	31	46	51		

INCOME STATEMENT RATIOS

Cost income ratio	28,4%	29,5%	-1 pp		29,3%	29,6%	29,2%	33,5%	30,0%	26,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	164	145	19bp		151	140	112	78	164	165

VOLUMES

Total Customer Loans	5.293	5.230	+1,2%		5.160	5.230	5.292	5.278	5.219	5.293
Total Customer Deposits (incl. securities in issue and financial liabilities at	6.935	6.195	+11,9%		5.802	6.195	6.442	6.793	6.832	6.935
Total RWA End of Period	5.006	5.300	-5,5%		5.146	5.300	5.181	5.155	5.072	5.006

OTHER FIGURES

FTEs (eop, 100%)	4.141	4.162	-0,5%		4.134	4.162	4.163	4.162	4.107	4.141
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CEE - Croatia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	187	182	+3,0%	+2,1%	92	90	90	88	91	96		
Dividends and other income from equity investments	4	4	-16,4%	-16,7%	2	3	2	1	1	3		
Net fees and commissions	65	61	+5,0%	+4,1%	29	32	35	33	30	34		
Net trading income	22	10	+124,0%	+122,0%	11	-1	5	15	-6	28		
Net other expenses/income	4	5	-15,7%	-16,4%	1	4	11	6	2	2		
OPERATING INCOME	282	262	+7,4%	+6,4%	135	128	143	143	119	163		
Payroll costs	-59	-58	+1,0%	+0,1%	-29	-30	-30	-35	-29	-29		
Other administrative expenses	-38	-36	+4,7%	+1,4%	-17	-19	-19	-30	-18	-20		
Recovery of expenses	0	0	-	-0,9%	0	0	0	0	0	0		
Amortisation & depreciation	-11	-10	+10,7%	+9,7%	-5	-5	-4	-6	-5	-5		
Operating costs	-107	-104	+3,2%	+2,2%	-50	-54	-53	-70	-52	-55		
OPERATING PROFIT	175	159	+10,2%	+9,2%	85	74	90	73	67	108		
Net write-downs of loans	-61	-51	+20,3%	+19,3%	-16	-35	-222	-67	-18	-43		
NET OPERATING PROFIT	114	108	+5,4%	+4,4%	69	39	-132	6	49	65		
Other Charges & Provisions	-20	-15	+35,0%	+33,8%	-4	-10	-5	-8	-11	-9		
o/w Systemic Charges	-16	-15	+12,7%	+11,7%	-4	-10	-4	-5	-11	-5		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	1	0	n.m.	n.m.	-1	0	0	0	0	1		
PROFIT BEFORE TAX	95	93	+2,5%	+1,6%	64	29	-138	-2	37	58		
CONSOLIDATED PROFIT	65	63	+2,6%	+1,8%	43	20	-92	-1	25	39		

INCOME STATEMENT RATIOS

Cost income ratio	38,0%	39,5%	-2 pp		37,1%	42,1%	37,2%	49,0%	43,9%	33,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	127	103	24bp		64	143	910	280	76	177

VOLUMES

Total Customer Loans	9.810	9.888	-0,8%		9.789	9.888	9.645	9.553	9.485	9.810
Total Customer Deposits (incl. securities in issue and financial liabilities at	10.238	9.084	+12,7%		8.918	9.084	10.000	9.955	9.880	10.238
Total RWA End of Period	7.848	7.885	-0,5%		7.891	7.885	7.940	7.742	7.737	7.848

OTHER FIGURES

FTEs (eop, 100%)	4.094	4.197	-2,5%		4.174	4.197	4.136	4.077	4.085	4.094
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CEE - Czech Republic & Slovakia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	188	189	-0,6%	-2,3%	93	96	97	89	93	95		
Dividends and other income from equity investments	1	1	-12,3%	-12,3%	1	1	1	0	1	0		
Net fees and commissions	71	71	-0,3%	-1,9%	34	37	36	34	34	37		
Net trading income	68	40	+68,9%	+66,1%	27	14	16	14	17	51		
Net other expenses/income	6	4	+40,3%	+38,7%	2	2	3	2	2	4		
OPERATING INCOME	334	306	+9,2%	+7,4%	156	149	151	140	147	187		
Payroll costs	-62	-59	+5,2%	+3,5%	-29	-30	-32	-32	-31	-31		
Other administrative expenses	-67	-63	+6,1%	+5,4%	-30	-33	-31	-34	-33	-34		
Recovery of expenses	0	0	-100,0%	-100,0%	0	0	0	0	0	0		
Amortisation & depreciation	-4	-4	-2,4%	-3,8%	-3	-1	-2	-2	-2	-2		
Operating costs	-132	-125	+5,6%	+3,9%	-61	-64	-65	-68	-66	-66		
OPERATING PROFIT	202	181	+11,6%	+9,8%	95	86	86	73	81	121		
Net write-downs of loans	-20	-28	-27,6%	-28,8%	-13	-15	-11	-14	-6	-14		
NET OPERATING PROFIT	182	153	+18,7%	+16,8%	82	71	75	59	75	107		
Other Charges & Provisions	-23	-10	+124,1%	+120,4%	-6	-4	-6	-7	-19	-5		
o/w Systemic Charges	-23	-11	+105,0%	+101,6%	-6	-6	-6	-6	-19	-5		
Integration costs	-4	-1	n.m.	+193,0%	-1	-1	0	-3	-1	-3		
Net income from investments	7	0	n.m.	n.m.	0	0	1	1	7	0		
PROFIT BEFORE TAX	161	141	+14,4%	+12,5%	76	65	69	49	62	100		
CONSOLIDATED PROFIT	128	112	+14,0%	+12,2%	61	52	56	39	49	79		

INCOME STATEMENT RATIOS

Cost income ratio	39,6%	40,9%	-1 pp		39,3%	42,7%	43,0%	48,3%	44,9%	35,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	30	44	-14bp		40	47	35	42	19	40

VOLUMES

Total Customer Loans	13.751	13.048	+5,4%		12.664	13.048	13.020	13.004	13.601	13.751
Total Customer Deposits (incl. securities in issue and financial liabilities at	16.018	14.707	+8,9%		13.740	14.707	15.417	15.842	16.166	16.018
Total RWA End of Period	14.136	12.551	+12,6%		12.290	12.551	13.209	13.278	13.851	14.136

OTHER FIGURES

FTEs (eop, 100%)	3.334	3.314	+0,6%		3.300	3.314	3.322	3.312	3.346	3.334
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CEE - Hungary

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	100	105	-4,6%	-3,0%	52	53	51	52	51	49		
Dividends and other income from equity investments	1	1	-1,7%	-0,0%	0	1	0	0	0	1		
Net fees and commissions	63	63	+0,3%	+2,0%	30	33	32	32	31	32		
Net trading income	32	28	+15,4%	+17,4%	16	12	8	5	15	17		
Net other expenses/income	10	1	n.m.	n.m.	0	1	4	7	6	4		
OPERATING INCOME	207	198	+4,5%	+6,2%	98	99	94	96	104	103		
Payroll costs	-29	-27	+4,9%	+6,7%	-13	-15	-14	-14	-14	-14		
Other administrative expenses	-50	-51	-2,9%	-0,5%	-24	-27	-26	-27	-24	-25		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-2	-2	-32,8%	-31,6%	-1	-1	-1	-3	-1	-1		
Operating costs	-80	-81	-1,1%	+0,5%	-38	-43	-41	-44	-39	-41		
OPERATING PROFIT	127	117	+8,3%	+10,2%	60	56	54	52	64	63		
Net write-downs of loans	-9	-16	-46,1%	-45,2%	-10	-6	-9	-8	-3	-5		
NET OPERATING PROFIT	118	101	+16,9%	+19,0%	51	50	45	44	61	57		
Other Charges & Provisions	-14	-34	-60,0%	-59,3%	-32	-2	-2	-1	-15	2		
o/w Systemic Charges	-20	-32	-38,4%	-37,4%	-30	-2	-2	-1	-22	2		
Integration costs	0	0	-73,9%	-73,5%	0	0	-3	0	0	0		
Net income from investments	0	0	n.m.	n.m.	0	0	0	9	0	0		
PROFIT BEFORE TAX	105	66	+58,0%	+60,7%	19	47	41	52	45	59		
CONSOLIDATED PROFIT	86	53	+62,6%	+65,5%	15	38	33	38	38	48		

INCOME STATEMENT RATIOS

Cost income ratio	38,7%	40,9%	-2 pp		38,6%	43,2%	43,1%	46,1%	38,1%	39,3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	51	99	-49bp		118	80	110	99	40	61

VOLUMES

Total Customer Loans	3.379	3.101	+9,0%		3.309	3.101	3.163	3.343	3.444	3.379
Total Customer Deposits (incl. securities in issue and financial liabilities at	4.418	3.747	+17,9%		3.809	3.747	3.871	4.773	4.427	4.418
Total RWA End of Period	3.966	4.144	-4,3%		4.338	4.144	4.049	4.096	4.506	3.966

OTHER FIGURES

FTEs (eop, 100%)	1.718	1.785	-3,8%		1.781	1.785	1.740	1.697	1.714	1.718
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CEE - Romania

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	101	98	+3,2%	+4,3%	48	50	51	52	51	51		
Dividends and other income from equity investments	0	0	+47,5%	+49,1%	0	0	1	0	0	0		
Net fees and commissions	36	32	+12,0%	+13,2%	16	17	18	20	17	19		
Net trading income	47	37	+26,6%	+27,9%	21	16	18	21	18	29		
Net other expenses/income	2	0	n.m.	n.m.	0	0	-2	-2	1	1		
OPERATING INCOME	187	168	+11,2%	+12,4%	84	84	86	90	87	99		
Payroll costs	-39	-39	+0,2%	+1,3%	-19	-20	-20	-21	-19	-20		
Other administrative expenses	-31	-31	-1,5%	-0,3%	-16	-16	-15	-13	-15	-16		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-9	-8	+7,6%	+8,8%	-5	-4	-4	-4	-5	-4		
Operating costs	-79	-79	+0,3%	+1,4%	-39	-39	-39	-39	-39	-40		
OPERATING PROFIT	108	89	+20,8%	+22,0%	45	44	47	51	48	60		
Net write-downs of loans	-37	-51	-27,8%	-27,1%	-20	-31	-30	-26	-14	-23		
NET OPERATING PROFIT	71	38	+85,0%	+87,0%	25	14	17	25	34	37		
Other Charges & Provisions	-8	-4	+97,8%	+99,9%	-3	-2	-2	-3	-10	2		
o/w Systemic Charges	-7	-5	+29,7%	+31,0%	-3	-3	-3	-3	-10	4		
Integration costs	-2	0	n.m.	n.m.	0	0	0	0	-1	-1		
Net income from investments	-1	-1	+74,3%	+76,1%	0	0	0	-1	0	-1		
PROFIT BEFORE TAX	60	34	+77,7%	+79,6%	22	12	15	21	23	36		
CONSOLIDATED PROFIT	48	27	+75,8%	+77,7%	18	10	12	18	18	30		

INCOME STATEMENT RATIOS

Cost income ratio	42,2%	46,8%	-5 pp		46,7%	46,8%	45,5%	43,0%	44,6%	40,1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	149	220	-71bp		177	262	247	215	115	182

VOLUMES

Total Customer Loans	5.045	4.701	+7,3%		4.630	4.701	4.900	4.826	4.957	5.045
Total Customer Deposits (incl. securities in issue and financial liabilities at	4.310	3.259	+32,2%		3.288	3.259	3.465	4.051	4.112	4.310
Total RWA End of Period	5.739	5.214	+10,1%		4.990	5.214	5.324	5.435	5.623	5.739

OTHER FIGURES

FTEs (eop, 100%)	3.364	3.363	+0,0%		3.350	3.363	3.349	3.362	3.336	3.364
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CEE - Russia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	276	306	-10,0%	+9,0%	144	162	140	144	131	144		
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net fees and commissions	37	29	+27,0%	+53,8%	12	17	16	20	16	21		
Net trading income	32	40	-19,4%	-2,3%	10	30	0	22	8	24		
Net other expenses/income	0	1	n.m.	-143,3%	0	1	-2	-1	0	0		
OPERATING INCOME	344	376	-8,5%	+10,8%	166	210	154	185	155	189		
Payroll costs	-55	-62	-11,8%	+6,9%	-29	-33	-27	-26	-26	-29		
Other administrative expenses	-34	-36	-3,9%	+10,4%	-16	-19	-18	-22	-16	-18		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-12	-12	-1,0%	+19,9%	-6	-7	-5	-7	-5	-7		
Operating costs	-102	-111	-8,0%	+11,4%	-51	-60	-50	-55	-47	-55		
OPERATING PROFIT	242	265	-8,7%	+10,6%	115	150	104	130	108	134		
Net write-downs of loans	-101	-107	-5,6%	+14,3%	-35	-72	-50	-56	-49	-52		
NET OPERATING PROFIT	142	159	-10,8%	+8,1%	81	78	53	73	60	82		
Other Charges & Provisions	-8	-4	+83,2%	+121,9%	-2	-3	-2	-3	-4	-3		
o/w Systemic Charges	-5	-4	+24,0%	+50,2%	-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	0	-87,7%	-85,1%	0	0	0	0	0	0		
PROFIT BEFORE TAX	134	155	-13,5%	+4,8%	79	75	51	71	55	79		
CONSOLIDATED PROFIT	107	124	-13,9%	+4,3%	63	61	39	60	45	63		

INCOME STATEMENT RATIOS

Cost income ratio	29,6%	29,4%	0 pp		30,6%	28,4%	32,7%	29,6%	30,2%	29,0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	189	169	20bp		112	223	167	204	181	196

VOLUMES

Total Customer Loans	10.659	12.698	-16,1%		13.242	12.698	11.393	10.740	10.689	10.659
Total Customer Deposits (incl. securities in issue and financial liabilities at	12.410	13.653	-9,1%		13.321	13.653	13.191	11.950	14.281	12.410
Total RWA End of Period	13.851	16.845	-17,8%		17.480	16.845	15.522	15.118	14.688	13.851

OTHER FIGURES

FTEs (eop, 100%)	3.957	3.911	+1,2%		3.960	3.911	3.903	3.988	3.963	3.957
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CEE - Serbia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	50	50	-0,9%	+0,8%	23	27	25	26	25	25		
Dividends and other income from equity investments	0	0	+100,0%	+103,4%	0	0	0	0	0	0		
Net fees and commissions	11	11	-2,8%	-1,1%	5	6	5	5	5	6		
Net trading income	6	8	-23,3%	-22,0%	4	4	3	3	3	3		
Net other expenses/income	0	0	-85,6%	-85,4%	0	0	0	0	0	0		
OPERATING INCOME	66	69	-3,9%	-2,3%	32	37	34	35	33	33		
Payroll costs	-13	-12	+7,6%	+9,4%	-6	-6	-6	-7	-6	-6		
Other administrative expenses	-10	-9	+18,0%	+15,7%	-4	-5	-5	-5	-5	-5		
Recovery of expenses	0	0	n.m.	n.m	0	0	0	0	0	0		
Amortisation & depreciation	-3	-2	+28,5%	+30,7%	-1	-1	-1	-1	-1	-1		
Operating costs	-25	-22	+13,5%	+15,4%	-11	-11	-12	-13	-13	-13		
OPERATING PROFIT	41	47	-12,2%	-10,8%	21	25	22	22	20	20		
Net write-downs of loans	0	-8	-95,5%	-95,4%	-4	-5	2	-21	2	-2		
NET OPERATING PROFIT	41	38	+6,0%	+7,8%	18	21	23	1	22	19		
Other Charges & Provisions	-3	-2	+10,1%	+12,0%	-1	-1	-1	-5	-2	-1		
o/w Systemic Charges	-2	-2	+7,6%	+9,5%	-1	-1	-1	-1	-2	-1		
Integration costs	0	0	n.m.	n.m	0	0	0	0	0	0		
Net income from investments	0	0	-100,0%	-100,0%	0	0	0	0	0	0		
PROFIT BEFORE TAX	38	36	+5,8%	+7,6%	16	19	22	-4	20	18		
CONSOLIDATED PROFIT	34	32	+3,8%	+5,6%	15	18	20	0	18	16		

INCOME STATEMENT RATIOS

Cost income ratio	38,3%	32,4%	6 pp		33,8%	31,2%	35,8%	37,1%	38,1%	38,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	5	114	-109bp		103	124	-40	534	-39	47

VOLUMES

Total Customer Loans	1.648	1.498	+10,0%		1.482	1.498	1.573	1.559	1.566	1.648
Total Customer Deposits (incl. securities in issue and financial liabilities at	1.371	1.226	+11,8%		1.226	1.226	1.266	1.292	1.284	1.371
Total RWA End of Period	2.743	2.613	+5,0%		2.607	2.613	2.757	2.801	2.689	2.743

OTHER FIGURES

FTEs (eop, 100%)	1.103	992	+11,2%		977	992	1.019	1.044	1.075	1.103
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CEE - Slovenia

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
	2016	2015										
Net interest	23	26	-12,2%	-12,2%	13	14	11	12	12	11		
Dividends and other income from equity investments	0	0	+40,0%	+40,0%	0	0	0	0	0	0		
Net fees and commissions	12	14	-13,3%	-13,3%	7	7	7	8	6	6		
Net trading income	6	5	+22,2%	+22,2%	4	1	1	1	2	4		
Net other expenses/income	2	0	n.m.	n.m.	0	0	0	0	0	1		
OPERATING INCOME	43	46	-5,4%	-5,4%	23	22	19	22	20	23		
Payroll costs	-12	-12	+2,7%	+2,7%	-6	-6	-6	-6	-6	-6		
Other administrative expenses	-8	-7	+9,2%	+4,7%	-3	-4	-4	-5	-3	-4		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-2	-2	+0,5%	+0,5%	-1	-1	-1	-2	-1	-1		
Operating costs	-22	-21	+4,6%	+4,6%	-10	-11	-11	-13	-11	-11		
OPERATING PROFIT	21	25	-14,0%	-14,0%	13	12	8	9	9	12		
Net write-downs of loans	-6	-16	-64,9%	-64,9%	-7	-8	-4	-5	-3	-3		
NET OPERATING PROFIT	16	9	+78,9%	+78,9%	5	3	4	4	7	9		
Other Charges & Provisions	-2	-1	+42,3%	+42,3%	0	-1	0	-2	-2	0		
o/w Systemic Charges	-2	0	n.m.	n.m.	0	0	0	-1	-2	0		
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	-1	0	0	0		
PROFIT BEFORE TAX	13	7	+82,5%	+82,5%	5	2	3	2	4	9		
CONSOLIDATED PROFIT	10	6	+72,0%	+72,0%	4	2	3	2	4	7		

INCOME STATEMENT RATIOS

Cost income ratio	50,8%	45,9%	5 pp		44,3%	47,6%	56,7%	58,7%	52,6%	49,3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	63	163	-100bp		153	173	96	102	65	60

VOLUMES

Total Customer Loans	1.770	1.921	-7,9%		1.975	1.921	1.796	1.764	1.800	1.770
Total Customer Deposits (incl. securities in issue and financial liabilities at	1.830	2.055	-11,0%		1.647	2.055	1.945	1.829	1.908	1.830
Total RWA End of Period	1.220	1.196	+2,1%		1.255	1.196	1.131	1.119	1.165	1.220

OTHER FIGURES

FTEs (eop, 100%)	541	572	-5,5%		577	572	570	550	549	541
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CEE - Turkey

INCOME STATEMENT

(mln Euro)	06-YTD		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015			2015	2015	2015	2015	2015	2016	2016	2016
Net interest	464	410	+13,2%	+28,8%	192	218	182	237	219	246		
Dividends and other income from equity investments	4	5	-10,5%	-9,4%	2	3	2	1	2	2		
Net fees and commissions	158	158	-0,0%	+13,8%	77	82	74	93	71	87		
Net trading income	55	26	+114,9%	+148,5%	19	6	-12	31	4	51		
Net other expenses/income	0	0	n.m.	n.m.	0	0	0	0	0	0		
OPERATING INCOME	684	601	+13,9%	+29,7%	291	310	248	364	297	387		
Payroll costs	-147	-153	-4,2%	+9,4%	-76	-77	-66	-73	-72	-75		
Other administrative expenses	-102	-108	-5,4%	+12,7%	-57	-51	-51	-65	-49	-53		
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0		
Amortisation & depreciation	-18	-4	n.m.	n.m.	5	-9	-10	-9	-9	-9		
Operating costs	-267	-265	+0,6%	+14,9%	-128	-137	-128	-147	-130	-137		
OPERATING PROFIT	417	336	+24,4%	+41,4%	163	173	120	216	168	250		
Net write-downs of loans	-119	-120	-0,7%	+13,7%	-68	-51	-47	-47	-56	-63		
NET OPERATING PROFIT	298	216	+38,3%	+56,9%	95	121	73	169	112	186		
Other Charges & Provisions	-29	-22	+34,8%	+53,4%	-8	-14	3	-9	-21	-9		
o/w Systemic Charges	-10	-10	+5,3%	+19,7%	0	-10	-5	-5	-5	-5		
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0		
Net income from investments	3	3	-25,4%	-15,1%	1	2	1	1	1	1		
PROFIT BEFORE TAX	272	198	+37,5%	+56,0%	88	110	77	162	93	179		
CONSOLIDATED PROFIT	218	157	+38,9%	+57,5%	70	87	63	129	72	147		

INCOME STATEMENT RATIOS

Cost income ratio	39,0%	44,2%	-5 pp		44,0%	44,3%	51,6%	40,5%	43,6%	35,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	112	117	-4bp		135	99	93	92	106	118

VOLUMES

Total Customer Loans	21.880	20.793	+5,2%		21.001	20.793	19.707	20.931	20.956	21.880
Total Customer Deposits (incl. securities in issue and financial liabilities at	19.596	18.886	+3,8%		19.355	18.886	18.175	18.329	19.371	19.596
Total RWA End of Period	29.596	28.799	+2,8%		29.070	28.799	28.335	28.767	28.461	29.596

Non-Core

INCOME STATEMENT

(mln Euro)	06-YTD		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	2016	2015	%	2015	2015	2015	2015	2016	2016	2016	2016
Net interest	-71	29	n.m.	21	8	-5	-36	-27	-45		
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0		
Net fees and commissions	-12	35	n.m.	31	4	16	0	-1	-11		
Net trading income	23	11	+114,0%	-2	13	2	3	18	5		
Net other expenses/income	-19	-17	+13,6%	-7	-10	-11	-12	-5	-14		
OPERATING INCOME	-79	58	n.m.	43	15	2	-45	-14	-66		
Payroll costs	-26	-70	-63,1%	-36	-34	-33	-20	-15	-11		
Other administrative expenses	-172	-229	-24,8%	-125	-105	-115	-100	-99	-73		
Recovery of expenses	60	63	-3,6%	16	46	31	25	17	43		
Amortisation & depreciation	-1	0	+114,3%	0	0	0	0	0	0		
Operating costs	-139	-237	-41,5%	-145	-92	-118	-96	-97	-42		
OPERATING PROFIT	-218	-179	+21,5%	-102	-78	-116	-140	-111	-107		
Net write-downs of loans	-743	-722	+2,8%	-405	-317	-460	-491	-342	-401		
NET OPERATING PROFIT	-960	-901	+6,6%	-507	-395	-576	-632	-453	-508		
Other Charges & Provisions	-41	-60	-31,7%	-13	-46	-1	-87	-27	-14		
o/w Systemic Charges	-29	-24	+21,8%	0	-24	0	-55	-23	-6		
Integration costs	-3	0	n.m.	0	0	0	-9	-1	-2		
Net income from investments	-10	-2	n.m.	0	-2	-1	0	-3	-7		
PROFIT BEFORE TAX	-1.014	-963	+5,3%	-520	-443	-577	-728	-483	-531		
CONSOLIDATED PROFIT	-656	-658	-0,3%	-359	-299	-390	-493	-327	-329		

INCOME STATEMENT RATIOS

Cost income ratio	n.m	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	446	334	112bp	361	304	468	535	396	500

VOLUMES

Total Customer Loans	30.761	41.059	-25,1%	42.279	41.059	37.649	35.806	33.308	30.761
Total Customer Deposits (incl. securities in issue and financial liabilities)	1.094	1.749	-37,4%	2.004	1.749	1.542	1.695	1.397	1.094
Total RWA End of Period	27.431	35.024	-21,7%	36.252	35.024	32.660	31.174	29.245	27.431

OTHER FIGURES

FTEs (eop, 100%)	548	1.707	-67,9%	1.763	1.707	1.672	717	673	548
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Fees - Details Group & Core

(mIn Euro)	06-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	1.800	1.809	-0,5%	915	894	831	843	904	896		
Financing Services	973	992	-2,0%	510	482	481	501	495	477		
Transaction and Banking Services	1.105	1.210	-8,7%	590	620	590	591	547	559		
TOTAL NET COMMISSIONS	3.878	4.011	-3,3%	2.014	1.997	1.902	1.935	1.946	1.932		
Core Bank											
Asset management, custody and administration	1.797	1.805	-0,4%	912	892	829	842	902	895		
Financing Services	1.006	988	+1,9%	499	489	478	514	508	498		
Transaction and Banking Services	1.087	1.184	-8,2%	572	612	579	579	536	551		
TOTAL NET COMMISSIONS	3.890	3.976	-2,2%	1.983	1.994	1.886	1.935	1.947	1.944		

Branches

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
Countries								
Poland	1023	1015	993	976	960	948		
Ukraine	291	250	243	240	239	239		
Romania	183	184	183	183	183	183		
Bulgaria	200	197	193	185	184	178		
Bosnia	120	119	119	119	118	118		
Belorussia	0	0	0	0	0	0		
Croatia	135	135	134	134	134	134		
Hungary	85	85	77	56	56	56		
Kazakhstan	0	0	0	0	0	0		
Russia	103	102	102	102	102	101		
Slovakia	77	77	77	76	77	77		
Serbia	71	71	71	71	71	71		
Montenegro	0	0	0	0	0	0		
Czech Republic	105	107	106	108	107	107		
Kyrgyzstan	0	0	0	0	0	0		
Slovenia	30	30	28	28	26	26		
Azerbaijan	0	0	0	0	0	0		
Lithuania	1	1	1	1	1	1		
Estonia	1	1	1	1	1	1		
Latvia	1	1	1	1	1	1		
Macedonia	0	0	0	0	0	0		
Tajikistan	0	0	0	0	0	0		
Total CEE and Poland	2426	2375	2329	2281	2261	2241		
Italy	3961	3927	3921	3873	3805	3614		
Germany	671	527	512	514	514	512		
Austria	240	228	226	199	196	173		
Total Italy Germany Austria	4872	4682	4659	4586	4515	4299		
USA	14	14	14	13	12	10		
United Kingdom	10	10	10	10	10	9		
San Marino	0	0	0	0	0	0		
Luxembourg	6	6	7	7	7	7		
Ireland	9	10	12	14	14	18		
France	2	2	2	2	2	2		
Netherlands	5	5	5	5	5	5		
Philippines	0	0	0	0	0	0		
China	3	3	3	3	3	3		
Hong Kong	2	2	2	2	2	2		
Cayman Islands	4	4	4	3	3	3		
Greece	3	3	3	3	2	2		
Singapore	2	2	2	2	2	1		
Spain	0	0	0	0	1	1		
Switzerland	2	2	2	2	2	2		
Belgium	0	0	0	0	0	0		
Denmark	0	0	0	0	0	0		
Japan	1	1	1	1	1	1		
Norway	0	0	0	0	0	0		
United Arab Emirates	0	0	0	0	0	0		
Taiwan	0	0	0	0	0	0		
Vietnam	0	0	0	0	0	0		
Argentina	0	0	0	0	0	0		
Bahrain	0	0	0	0	0	0		
Brazil	0	0	0	0	0	0		
India	0	0	0	0	0	0		
Iran	0	0	0	0	0	0		
Lebanon	0	0	0	0	0	0		
Libya	0	0	0	0	0	0		
Mexico	0	0	0	0	0	0		
South Africa	0	0	0	0	0	0		
South Korea	0	0	0	0	0	0		
Tunisia	0	0	0	0	0	0		
Total Other countries	63	64	67	67	66	66		
Total	7361	7121	7055	6934	6842	6606		