

1Q17 GROUP RESULTS



Divisional Database

Planning and Capital Management

Milan, May 2017

Welcome to
 **UniCredit**

1Q17 GROUP RESULTS

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Consolidated Income Statement

CONSOLIDATED INCOME STATEMENT

(min Euro)	YTD		y/y %	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
	2017	2016						
Net interest	2.564	2.631	-2,5%	2.631	2.670	2.591	2.415	2.564
Dividends and other income from equity investments	170	212	-19,7%	212	295	189	148	170
Net fees and commissions	1.481	1.417	+4,5%	1.417	1.401	1.334	1.306	1.481
Net trading income	590	337	+75,1%	337	860	478	405	590
Net other expenses/income	28	77	-64,2%	77	37	49	-51	28
OPERATING INCOME	4.833	4.674	+3,4%	4.674	5.262	4.642	4.223	4.833
Payroll costs	-1.755	-1.832	-4,2%	-1.832	-1.837	-1.791	-1.665	-1.755
Other administrative expenses	-1.114	-1.105	+0,8%	-1.105	-1.122	-1.112	-1.561	-1.114
Recovery of expenses	176	176	+0,5%	176	194	191	207	176
Amortisation & depreciation	-193	-214	-9,7%	-214	-218	-228	-536	-193
Operating costs	-2.886	-2.976	-3,0%	-2.976	-2.982	-2.940	-3.555	-2.886
OPERATING PROFIT	1.947	1.698	+14,6%	1.698	2.280	1.702	667	1.947
Net write-downs of loans	-670	-760	-11,8%	-760	-884	-977	-9.586	-670
NET OPERATING PROFIT	1.277	938	+36,1%	938	1.397	726	-8.919	1.277
Other Charges & Provisions	-463	-381	+21,6%	-381	-477	-247	-973	-463
o/w Systemic Charges	-434	-356	+21,8%	-356	-259	-173	-269	-434
Integration costs	-5	-252	-98,1%	-252	-83	-26	-1.771	-5
Net income from investments	24	-18	n.m.	-18	0	-8	-885	24
PROFIT BEFORE TAX	833	288	n.m.	288	837	445	-12.547	833
Income tax for the period	-212	-186	+13,8%	-186	-153	-271	-103	-212
Profit (Loss) from non-current assets held for sale, after tax	376	398	-5,5%	398	379	378	-525	376
PROFIT (LOSS) FOR THE PERIOD	997	500	+99,4%	500	1.064	551	-13.175	997
Minorities	-89	-93	-5,1%	-93	-147	-103	-121	-89
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA	909	407	+123,4%	407	917	448	-13.296	909
Purchase Price Allocation effect	-1	-1	+39,2%	-1	-1	-1	-2	-1
Goodwill impairment	0	0	n.m.	0	0	0	-260.510	0
CONSOLIDATED PROFIT	907	406	+123,6%	406	916	447	-13.558	907

INCOME STATEMENT RATIOS

Cost income ratio	59,7%	63,7%	-4 pp	63,7%	56,7%	63,3%	84,2%	59,7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	60	67	-8bp	67	77	85	855	60
Tax rate	25,4%	64,7%	-3925bp	64,7%	18,3%	61,0%	n.m	25,4%

VOLUMES

Customers Loans net of Repos and IC	419.267	421.077	-0,4%	421.077	428.459	426.150	417.868	419.267
Customer Depos (excl. Repos and IC)	391.645	379.626	+3,2%	379.626	380.401	386.139	395.979	391.645
TFA Commercial	798.466	768.744	+3,9%	768.744	762.926	778.152	793.083	798.466
o/w AUM End of Period	203.656	188.485	+8,0%	188.485	189.883	195.931	197.374	203.656
o/w AUC End of Period	213.314	213.132	+0,1%	213.132	204.382	207.399	211.806	213.314
Total RWA End of Period	385.262	394.359	-2,3%	394.359	399.260	390.901	387.136	385.262

OTHER FIGURES

FTEs (eop, 100%)	96.423	100.139	-3,7%	100.139	99.831	99.183	98.304	96.423
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ROTE CMD PERIMETERS

	4,8%	7,1%	3,0%	-4,3%	7,0%
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Consolidated Balance Sheet

(mln Euro)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
Assets					
Cash and cash balances	8.793	11.904	15.582	13.858	32.261
Financial assets held for trading	97.239	104.047	93.433	87.467	86.191
Loans and receivables with banks	85.442	67.452	75.473	74.692	77.968
Loans and receivables with customers	455.756	462.069	452.849	444.607	452.766
Financial investments	154.422	157.463	148.859	149.004	142.123
Hedging instruments	8.451	8.025	8.017	6.872	6.231
Property, plant and equipment	9.285	9.229	9.220	9.092	9.054
Goodwill	1.744	1.744	1.744	1.484	1.484
Other intangible assets	1.893	1.905	1.885	1.708	1.687
Tax assets	15.601	15.604	15.368	15.161	15.293
Non-current assets and disposal groups classified as held for sale	43.386	43.179	43.540	45.854	46.603
Other assets	10.192	8.857	8.557	9.735	9.424
Total assets	892.203	891.477	874.527	859.533	881.085
Liabilities and shareholders' equity					
Deposits from banks	111.175	112.038	113.838	103.852	138.581
Deposits from customers	449.360	443.968	441.033	452.419	437.996
Debt securities in issue	127.628	123.569	119.426	115.436	109.103
Financial liabilities held for trading	71.154	79.304	67.800	68.361	60.631
Financial liabilities designated at fair value	1.217	1.465	1.509	2.497	3.027
Hedging instruments	12.014	12.427	11.545	9.405	8.202
Provisions for risks and charges	9.357	9.723	9.733	10.541	10.055
Tax liabilities	1.534	1.299	1.378	1.399	1.443
Liabilities included in disposal groups classified as held for sale	34.861	35.453	35.418	35.869	36.031
Other liabilities	19.959	18.933	17.704	16.566	18.980
Minorities	3.513	3.174	3.906	3.853	4.312
Shareholders' equity	50.431	50.123	51.237	39.336	52.723
- Capital and reserves	49.998	49.812	50.409	51.881	52.948
- Available-for-sale assets fair value reserve and cash-flow hedging reserve	27	-1.011	-941	-755	-1.132
- Net profit	406	1.321	1.768	-11.790	907
Total liabilities and shareholders' equity	892.203	891.477	874.527	859.533	881.085

Shareholders' Equity attributable to the Group

(mln Euro)

Shareholders' Equity as at December 31, 2016	39.336
Capital increase (net of capitalized costs)	12.649
Equity instruments	0
Disbursements related to Cashes transaction ("canoni di usufrutto")	-32
Dividend payment	0
Forex translation reserve	283
Change in afs/cash-flow hedge reserve	-433
Others	13
Net profit (loss) for the period	907
Shareholders' Equity as at March 31, 2017	52.723

Asset Quality Group

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1
(mln Euro)	2016	2016	2016	2016	2017
NPLs - Face value	50.778	50.094	50.089	31.799	31.084
Writedowns	30.873	30.643	30.772	20.854	20.704
<i>as a percentage of face value (Coverage Ratio)</i>	<i>60,8%</i>	<i>61,2%</i>	<i>61,4%</i>	<i>65,6%</i>	<i>66,6%</i>
NPLs - Carrying value	19.905	19.451	19.317	10.945	10.381
Unlikely to pay - Face value	24.154	23.054	22.679	23.165	22.870
Writedowns	8.121	7.942	7.708	10.021	9.993
<i>as a percentage of face value (Coverage Ratio)</i>	<i>33,6%</i>	<i>34,5%</i>	<i>34,0%</i>	<i>43,3%</i>	<i>43,7%</i>
Unlikely to pay- Carrying value	16.033	15.112	14.970	13.144	12.877
Past-due loans - Face value	2.132	2.075	2.062	1.379	1.346
Writedowns	584	570	582	472	447
<i>as a percentage of face value (Coverage Ratio)</i>	<i>27,4%</i>	<i>27,5%</i>	<i>28,2%</i>	<i>34,3%</i>	<i>33,2%</i>
Past-due loans- Carrying value	1.547	1.505	1.480	906	899
IMPAIRED LOANS - Face value	77.064	75.222	74.829	56.342	55.300
Writedowns	39.579	39.155	39.062	31.347	31.144
<i>as a percentage of face value (Coverage Ratio)</i>	<i>51,4%</i>	<i>52,1%</i>	<i>52,2%</i>	<i>55,6%</i>	<i>56,3%</i>
IMPAIRED LOANS - Carrying value	37.485	36.068	35.767	24.995	24.156
PERFORMING LOANS - Face value	420.442	428.140	419.121	421.804	430.719
Writedowns	2.172	2.139	2.039	2.191	2.109
<i>as a percentage of face value (Coverage Ratio)</i>	<i>0,5%</i>	<i>0,5%</i>	<i>0,5%</i>	<i>0,5%</i>	<i>0,5%</i>
PERFORMING LOANS- Carrying value	418.270	426.001	417.082	419.613	428.610

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1	Q2	Q3	Q4	Q1
	2016	2016	2016	2016	2017
NPLs - Face value	10,2%	10,0%	10,1%	6,7%	6,4%
NPLs - Carrying value	4,4%	4,2%	4,3%	2,5%	2,3%
Unlikely to pay - Face value	4,9%	4,6%	4,6%	4,8%	4,7%
Unlikely to pay - Carrying value	3,5%	3,3%	3,3%	3,0%	2,8%
Past-due loans - Face value	0,4%	0,4%	0,4%	0,3%	0,3%
Past-due loans - Carrying value	0,3%	0,3%	0,3%	0,2%	0,2%
Total Impaired Loans - Face value	15,5%	14,9%	15,1%	11,8%	11,4%
Total Impaired Loans - Carrying value	8,2%	7,8%	7,9%	5,6%	5,3%

Asset Quality - Group excl. Non Core

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1
(mln Euro)	2016	2016	2016	2016	2017
NPLs - Face value	13.044	12.705	13.018	12.734	12.119
Writedowns	8.231	8.235	8.332	8.647	8.454
<i>as a percentage of face value (Coverage Ratio)</i>	63,1%	64,8%	64,0%	67,9%	69,8%
NPLs - Carrying value	4.813	4.470	4.686	4.088	3.665
Unlikely to pay - Face value	11.284	10.640	10.672	10.956	11.143
Writedowns	3.972	3.817	3.711	4.561	4.634
<i>as a percentage of face value (Coverage Ratio)</i>	35,2%	35,9%	34,8%	41,6%	41,6%
Unlikely to pay- Carrying value	7.312	6.822	6.961	6.395	6.510
Past-due loans - Face value	1.381	1.472	1.503	1.176	1.117
Writedowns	412	433	449	401	375
<i>as a percentage of face value (Coverage Ratio)</i>	29,8%	29,4%	29,9%	34,1%	33,6%
Past-due loans- Carrying value	969	1.038	1.054	775	742
IMPAIRED LOANS - Face value	25.709	24.817	25.193	24.866	24.379
Writedowns	12.615	12.485	12.492	13.608	13.462
<i>as a percentage of face value (Coverage Ratio)</i>	49,1%	50,3%	49,6%	54,7%	55,2%
IMPAIRED LOANS - Carrying value	13.094	12.331	12.701	11.258	10.917
PERFORMING LOANS - Face value	411.323	420.912	412.445	416.143	425.279
Writedowns	1.829	1.851	1.796	1.965	1.899
<i>as a percentage of face value (Coverage Ratio)</i>	0,4%	0,4%	0,4%	0,5%	0,4%
PERFORMING LOANS- Carrying value	409.494	419.060	410.649	414.178	423.380

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1	Q2	Q3	Q4	Q1
	2016	2016	2016	2016	2017
NPLs - Face value	3,0%	2,9%	3,0%	2,9%	2,7%
NPLs - Carrying value	1,1%	1,0%	1,1%	1,0%	0,8%
Unlikely to pay - Face value	2,6%	2,4%	2,4%	2,5%	2,5%
Unlikely to pay - Carrying value	1,7%	1,6%	1,6%	1,5%	1,5%
Past-due loans - Face value	0,3%	0,3%	0,3%	0,3%	0,2%
Past-due loans - Carrying value	0,2%	0,2%	0,2%	0,2%	0,2%
Total Impaired Loans - Face value	5,9%	5,6%	5,8%	5,6%	5,4%
Total Impaired Loans - Carrying value	3,1%	2,9%	3,0%	2,6%	2,5%

Asset Quality - Non Core

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1
(mln Euro)	2016	2016	2016	2016	2017
NPLs - Face value	37.734	37.389	37.071	19.064	18.965
Writedowns	22.642	22.409	22.440	12.207	12.250
<i>as a percentage of face value (Coverage Ratio)</i>	<i>60,0%</i>	<i>59,9%</i>	<i>60,5%</i>	<i>64,0%</i>	<i>64,6%</i>
NPLs - Carrying value	15.092	14.980	14.631	6.857	6.715
Unlikely to pay - Face value	12.871	12.414	12.007	12.209	11.726
Writedowns	4.150	4.125	3.997	5.460	5.360
<i>as a percentage of face value (Coverage Ratio)</i>	<i>32,2%</i>	<i>33,2%</i>	<i>33,3%</i>	<i>44,7%</i>	<i>45,7%</i>
Unlikely to pay- Carrying value	8.721	8.289	8.010	6.749	6.367
Past-due loans - Face value	751	603	559	203	229
Writedowns	173	136	133	72	72
<i>as a percentage of face value (Coverage Ratio)</i>	<i>23,0%</i>	<i>22,6%</i>	<i>23,8%</i>	<i>35,3%</i>	<i>31,6%</i>
Past-due loans- Carrying value	578	467	426	131	156
IMPAIRED LOANS - Face value	51.355	50.406	49.636	31.476	30.920
Writedowns	26.964	26.670	26.570	17.739	17.682
<i>as a percentage of face value (Coverage Ratio)</i>	<i>52,5%</i>	<i>52,9%</i>	<i>53,5%</i>	<i>56,4%</i>	<i>57,2%</i>
IMPAIRED LOANS - Carrying value	24.391	23.736	23.066	13.737	13.239
PERFORMING LOANS - Face value	9.119	7.228	6.676	5.661	5.440
Writedowns	343	287	243	226	210
<i>as a percentage of face value (Coverage Ratio)</i>	<i>3,8%</i>	<i>4,0%</i>	<i>3,6%</i>	<i>4,0%</i>	<i>3,9%</i>
PERFORMING LOANS- Carrying value	8.776	6.941	6.433	5.434	5.230

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1	Q2	Q3	Q4	Q1
	2016	2016	2016	2016	2017
NPLs - Face value	62,4%	64,9%	65,8%	51,3%	52,2%
NPLs - Carrying value	45,5%	48,8%	49,6%	35,8%	36,4%
Unlikely to pay - Face value	21,3%	21,5%	21,3%	32,9%	32,3%
Unlikely to pay - Carrying value	26,3%	27,0%	27,2%	35,2%	34,5%
Past-due loans - Face value	1,2%	1,0%	1,0%	0,5%	0,6%
Past-due loans - Carrying value	1,7%	1,5%	1,4%	0,7%	0,8%
Total Impaired Loans - Face value	84,9%	87,5%	88,1%	84,8%	85,0%
Total Impaired Loans - Carrying value	73,5%	77,4%	78,2%	71,7%	71,7%

Asset Quality by Division

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1
(min Euro)	2016	2016	2016	2016	2017
CBK Italy					
Total Impaired Loans - Face value	8.532	8.664	9.119	9.618	9.976
Total Impaired Loans - Carrying value	4.693	4.781	5.098	4.492	4.635
Total Customer Loans - Face value	140.149	142.845	141.669	140.746	141.634
Total Customer Loans - Carrying value	135.664	138.324	137.028	134.933	135.624
Coverage Ratio - Specific only	45,0%	44,8%	44,1%	53,3%	53,5%
Coverage Ratio - Overall Provisions	52,6%	52,2%	50,9%	60,4%	60,2%
Impaired Loans Ratio - Face value	6,1%	6,1%	6,4%	6,8%	7,0%
Impaired Loans Ratio - Carrying value	3,5%	3,5%	3,7%	3,3%	3,4%
CBK Germany					
Total Impaired Loans - Face value	2.585	2.436	2.379	2.324	2.162
Total Impaired Loans - Carrying value	1.401	1.282	1.291	1.384	1.064
Total Customer Loans - Face value	81.260	82.084	82.221	82.087	84.181
Total Customer Loans - Carrying value	80.073	81.003	81.192	81.179	82.925
Coverage Ratio - Specific only	45,8%	47,4%	45,7%	40,5%	50,8%
Coverage Ratio - Overall Provisions	45,9%	44,4%	43,2%	39,1%	58,1%
Impaired Loans Ratio - Face value	3,2%	3,0%	2,9%	2,8%	2,6%
Impaired Loans Ratio - Carrying value	1,8%	1,6%	1,6%	1,7%	1,3%
CBK Austria					
Total Impaired Loans - Face value	2.795	2.655	2.497	2.470	2.260
Total Impaired Loans - Carrying value	1.064	982	911	933	908
Total Customer Loans - Face value	50.977	50.691	50.382	50.216	49.166
Total Customer Loans - Carrying value	48.891	48.654	48.435	48.268	47.417
Coverage Ratio - Specific only	61,9%	63,0%	63,5%	62,2%	59,8%
Coverage Ratio - Overall Provisions	74,7%	76,7%	77,9%	78,8%	77,4%
Impaired Loans Ratio - Face value	5,5%	5,2%	5,0%	4,9%	4,6%
Impaired Loans Ratio - Carrying value	2,2%	2,0%	1,9%	1,9%	1,9%
CIB					
Total Impaired Loans - Face value	4.663	4.171	4.505	4.301	4.151
Total Impaired Loans - Carrying value	2.664	2.229	2.559	2.006	1.933
Total Customer Loans - Face value	108.331	112.492	104.322	108.737	113.410
Total Customer Loans - Carrying value	106.106	110.230	102.074	106.161	110.911
Coverage Ratio - Specific only	42,9%	46,5%	43,2%	53,4%	53,4%
Coverage Ratio - Overall Provisions	47,7%	54,2%	49,9%	59,9%	60,2%
Impaired Loans Ratio - Face value	4,3%	3,7%	4,3%	4,0%	3,7%
Impaired Loans Ratio - Carrying value	2,5%	2,0%	2,5%	1,9%	1,7%
CEE					
Total Impaired Loans - Face value	7.110	6.846	6.592	6.412	6.129
Total Impaired Loans - Carrying value	3.226	2.990	2.742	2.589	2.549
Total Customer Loans - Face value	62.260	63.444	64.055	64.490	65.127
Total Customer Loans - Carrying value	58.045	59.242	59.869	60.280	61.175
Coverage Ratio - Specific only	54,6%	56,3%	58,4%	59,6%	58,4%
Coverage Ratio - Overall Provisions	59,3%	61,4%	63,5%	65,7%	64,5%
Impaired Loans Ratio - Face value	11,4%	10,8%	10,3%	9,9%	9,4%
Impaired Loans Ratio - Carrying value	5,6%	5,0%	4,6%	4,3%	4,2%

Capital Position

GROUP CAPITAL STRUCTURE

Basel 3

(mln Euro)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Change % q/q	y/y
Common Equity Tier I *	40.644	41.955	42.980	31.537	45.120	+43,1%	+11,0%
Tier I Capital	44.050	45.134	46.152	35.005	48.728	+39,2%	+10,6%
Total Capital	54.381	55.960	56.667	45.150	58.562	+29,7%	+7,7%
Total RWA (bn) *	394.359	399.260	390.901	387.136	385.262	-0,5%	-2,3%
Credit Risk	336.969	337.609	333.133	331.181	331.250	+0,0%	-1,7%
Market Risk	16.696	22.127	18.207	17.437	15.485	-11,2%	-7,3%
Operational Risk	40.694	39.524	39.562	38.518	38.527	+0,0%	-5,3%
Floor							
Hybrids included in Tier I Capital	3.468	3.298	3.237	3.732	3.676	-1,5%	+6,0%

CAPITAL RATIOS

%	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Delta q/q	y/y
Common Equity Tier I Ratio	10,31%	10,51%	11,00%	8,15%	11,71%	357bp	141bp
Tier I Ratio	11,17%	11,30%	11,81%	9,04%	12,65%	361bp	148bp
Total Capital Ratio	13,79%	14,02%	14,50%	11,66%	15,20%	354bp	141bp
Hybrids as % of Tier I capital	7,87%	7,31%	7,01%	10,66%	7,54%	-312bp	-33bp
note: maximum allowed by Bol	NA	NA	NA	NA	NA		

*Capital position as per regulatory purposes.

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

(mIn Euro)	YTD			Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	2016	2016	2016	2016	2017
Net interest	924	1.001	-7,7%	1.001	1.000	978	876	924
Dividends and other income from equity investments	20	21	-4,2%	21	22	26	26	20
Net fees and commissions	947	930	+1,8%	930	910	832	810	947
Net trading income	-6	-2	n.m.	-2	61	11	-13	-6
Net other expenses/income	-26	-17	+52,7%	-17	-3	-10	-21	-26
OPERATING INCOME	1.858	1.932	-3,8%	1.932	1.991	1.836	1.679	1.858
Payroll costs	-638	-673	-5,3%	-673	-668	-649	-634	-638
Other administrative expenses	-563	-594	-5,3%	-594	-573	-593	-566	-563
Recovery of expenses	103	109	-4,8%	109	104	115	110	103
Amortisation & depreciation	-14	-15	-8,3%	-15	-16	-17	-17	-14
Operating costs	-1.111	-1.174	-5,4%	-1.174	-1.153	-1.145	-1.106	-1.111
OPERATING PROFIT	748	758	-1,4%	758	838	691	573	748
Net write-downs of loans	-241	-228	+5,9%	-228	-243	-240	-1.292	-241
NET OPERATING PROFIT	506	531	-4,6%	531	595	451	-719	506
Other Charges & Provisions	-49	-51	-3,2%	-51	-117	-126	-102	-49
o/w Systemic Charges	-34	-30	+10,9%	-30	3	-73	9	-34
Integration costs	-2	-33	-94,4%	-33	-47	-1	-890	-2
Net income from investments	-1	-1	-21,4%	-1	-5	-2	-36	-1
PROFIT BEFORE TAX	455	446	+1,9%	446	426	322	-1.747	455
CONSOLIDATED PROFIT	317	304	+4,3%	304	288	223	-1.420	317

INCOME STATEMENT RATIOS

Cost income ratio	59,8%	60,7%	-1 pp	60,7%	57,9%	62,4%	65,9%	59,8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	71	68	3bp	68	71	70	380	71

VOLUMES

Customers Loans net of Repos and IC	135.597	135.620	-0,0%	135.620	138.282	136.991	134.906	135.597
Customer Depos (excl. Repos and IC)	132.662	125.440	+5,8%	125.440	126.683	128.391	134.495	132.662
Total RWA End of Period	78.747	79.040	-0,4%	79.040	79.488	78.826	79.043	78.747

OTHER FIGURES

FTEs (eop, 100%)	34.399	36.095	-4,7%	36.095	36.156	35.359	35.022	34.399
Roac at 12.5% CET1 ratio target*	12,8%	11,5%	1 pp	11,5%	11,1%	8,2%	-70,2%	12,8%

* allocated capital based on CET1 ratio target constant at 2019 level

Commercial Bank - Germany

INCOME STATEMENT

(mIn Euro)	YTD			Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	2016	2016	2016	2016	2017
Net interest	397	394	+0,9%	394	368	369	343	397
Dividends and other income from equity investments	0	41	-99,2%	41	3	1	5	0
Net fees and commissions	234	188	+24,3%	188	181	181	182	234
Net trading income	32	-13	n.m.	-13	19	16	58	32
Net other expenses/income	40	40	-0,5%	40	33	26	26	40
OPERATING INCOME	704	651	+8,2%	651	604	593	613	704
Payroll costs	-270	-277	-2,6%	-277	-271	-267	-243	-270
Other administrative expenses	-197	-191	+3,4%	-191	-198	-193	-224	-197
Recovery of expenses	2	0	n.m.	0	0	1	1	2
Amortisation & depreciation	-10	-11	-9,7%	-11	-11	-15	-5	-10
Operating costs	-476	-479	-0,6%	-479	-480	-474	-471	-476
OPERATING PROFIT	228	172	+32,8%	172	124	118	142	228
Net write-downs of loans	-20	22	n.m.	22	7	-21	36	-20
NET OPERATING PROFIT	208	194	+7,4%	194	131	98	178	208
Other Charges & Provisions	-35	-37	-5,1%	-37	-11	4	-94	-35
o/w Systemic Charges	-34	-37	-7,4%	-37	-14	-9	7	-34
Integration costs	-2	0	n.m.	0	0	0	-301	-2
Net income from investments	2	2	+36,2%	2	19	1	-3	2
PROFIT BEFORE TAX	173	158	+9,5%	158	138	103	-221	173
CONSOLIDATED PROFIT	114	108	+6,2%	108	92	66	-154	114

INCOME STATEMENT RATIOS

Cost income ratio	67,6%	73,6%	-6 pp	73,6%	79,4%	80,0%	76,9%	67,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	10	-11	21bp	-11	-3	10	-18	10

VOLUMES

Customers Loans net of Repos and IC	83.273	79.593	+4,6%	79.593	80.508	80.721	80.660	83.273
Customer Depos (excl. Repos and IC)	83.804	81.943	+2,3%	81.943	85.769	87.442	86.603	83.804
Total RWA End of Period	36.436	34.770	+4,8%	34.770	35.372	35.015	36.109	36.436

OTHER FIGURES

FTEs (eop, 100%)	10.805	11.220	-3,7%	11.220	11.043	11.078	10.953	10.805
Roac at 12.5% CET1 ratio target*	9,3%	8,1%	1 pp	8,1%	6,7%	4,5%	-13,9%	9,3%

* allocated capital based on CET1 ratio target constant at 2019 level

Commercial Bank - Austria

INCOME STATEMENT

(mIn Euro)	YTD			Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	2016	2016	2016	2016	2017
Net interest	171	200	-14,1%	200	195	208	170	171
Dividends and other income from equity investments	30	25	+21,3%	25	35	36	29	30
Net fees and commissions	154	147	+4,9%	147	146	146	156	154
Net trading income	5	2	+137,5%	2	68	12	46	5
Net other expenses/income	5	7	-35,6%	7	2	9	0	5
OPERATING INCOME	366	381	-3,9%	381	446	412	401	366
Payroll costs	-155	-168	-7,7%	-168	-171	-155	-167	-155
Other administrative expenses	-125	-140	-10,1%	-140	-143	-134	-144	-125
Recovery of expenses	0	0	-100,0%	0	0	0	0	0
Amortisation & depreciation	-3	-6	-44,3%	-6	-6	-6	2	-3
Operating costs	-283	-313	-9,5%	-313	-319	-295	-309	-283
OPERATING PROFIT	82	68	+21,6%	68	126	117	92	82
Net write-downs of loans	52	-4	n.m.	-4	10	21	-60	52
NET OPERATING PROFIT	134	64	+109,5%	64	137	137	32	134
Other Charges & Provisions	-89	-70	+27,0%	-70	-26	-35	-141	-89
o/w Systemic Charges	-88	-69	+27,0%	-69	-26	-25	-26	-88
Integration costs	0	-204	-100,0%	-204	0	-4	-153	0
Net income from investments	6	5	+18,6%	5	1	2	-81	6
PROFIT BEFORE TAX	52	-205	n.m.	-205	111	101	-342	52
CONSOLIDATED PROFIT	68	-207	n.m.	-207	88	98	-364	68

INCOME STATEMENT RATIOS

Cost income ratio	77,5%	82,2%	-5 pp	82,2%	71,7%	71,7%	77,1%	77,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-44	3	-46bp	3	-9	-17	49	-44

VOLUMES

Customers Loans net of Repos and IC	44.960	44.708	+0,6%	44.708	44.383	44.512	44.984	44.960
Customer Depos (excl. Repos and IC)	46.711	47.251	-1,1%	47.251	47.060	47.322	47.096	46.711
Total RWA End of Period	22.423	24.735	-9,3%	24.735	23.685	23.536	23.675	22.423

OTHER FIGURES

FTEs (eop, 100%)	5.424	5.764	-5,9%	5.764	5.671	5.645	5.596	5.424
Roac at 12.5% CET1 ratio target*	9,0%	-27,5%	n.m.	-27,5%	11,0%	12,3%	-50,9%	9,0%

* allocated capital based on CET1 ratio target constant at 2019 level

INCOME STATEMENT

(mIn Euro)	YTD			Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	2016	2016	2016	2016	2017
Net interest	528	586	-9,9%	586	623	557	547	528
Dividends and other income from equity investments	1	45	-97,6%	45	4	7	-1	1
Net fees and commissions	142	159	-10,5%	159	171	160	125	142
Net trading income	452	267	+69,6%	267	332	365	274	452
Net other expenses/income	24	23	+5,5%	23	4	-26	27	24
OPERATING INCOME	1.148	1.079	+6,3%	1.079	1.133	1.063	971	1.148
Payroll costs	-159	-159	-0,2%	-159	-165	-166	-157	-159
Other administrative expenses	-271	-265	+2,3%	-265	-273	-269	-271	-271
Recovery of expenses	0	0	+4,1%	0	0	0	2	0
Amortisation & depreciation	-1	-1	-10,5%	-1	-1	-1	-1	-1
Operating costs	-430	-424	+1,3%	-424	-439	-435	-426	-430
OPERATING PROFIT	718	656	+9,6%	656	694	628	545	718
Net write-downs of loans	-72	-62	+16,6%	-62	-67	-29	-408	-72
NET OPERATING PROFIT	646	594	+8,8%	594	627	599	137	646
Other Charges & Provisions	-99	-101	-2,3%	-101	-20	-18	-251	-99
o/w Systemic Charges	-101	-93	+8,6%	-93	-12	-11	-3	-101
Integration costs	-1	-2	-65,3%	-2	-10	1	-103	-1
Net income from investments	-11	-41	-73,4%	-41	-16	-8	-32	-11
PROFIT BEFORE TAX	536	450	+19,0%	450	580	573	-249	536
CONSOLIDATED PROFIT	364	306	+18,8%	306	380	377	125	364

INCOME STATEMENT RATIOS

Cost income ratio	37,4%	39,3%	-2 pp	39,3%	38,7%	40,9%	43,9%	37,4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	27	24	2bp	24	25	11	157	27

VOLUMES

Customers Loans net of Repos and IC	73.882	67.755	+9,0%	67.755	73.035	72.024	75.470	73.882
Customer Depos (excl. Repos and IC)	45.211	46.074	-1,9%	46.074	43.616	44.631	45.770	45.211
Total RWA End of Period	71.730	72.730	-1,4%	72.730	79.604	74.187	74.977	71.730

OTHER FIGURES

FTEs (eop, 100%)	3.411	3.568	-4,4%	3.568	3.513	3.498	3.446	3.411
Roac at 12.5% CET1 ratio target*	15,4%	14,0%	1 pp	14,0%	16,4%	15,7%	4,5%	15,4%

* allocated capital based on CET1 ratio target constant at 2019 level

CIB Division - Additional Disclosure (managerial figures)

	Q1	Q2	Q3	Q4	Q1
(mIn Euro)	2016	2016	2016	2016	2017
TOTAL REVENUES CIB	1.079	1.133	1.063	971	1.148
Financing & Advisory (F&A)	394	379	330	329	367
Financing & Advisory (F&A) Italy	156	116	116	129	117
Financing & Advisory (F&A) Germany	203	224	175	165	213
Financing & Advisory (F&A) Austria	36	40	41	39	39
Markets	594	658	623	521	665
Global Transaction Business (GTB)	101	107	113	125	113
CIB Other	-1	-3	-2	0	10
TOTAL COSTS CIB	-424	-439	-435	-426	-430
Financing & Advisory (F&A)	-136	-144	-136	-136	-138
Financing & Advisory (F&A) Italy	-28	-31	-29	-31	-30
Financing & Advisory (F&A) Germany	-94	-93	-92	-90	-93
Financing & Advisory (F&A) Austria	-16	-21	-16	-19	-17
Markets	-229	-230	-235	-226	-230
Global Transaction Business (GTB)	-53	-58	-52	-54	-55
CIB Other	0	0	0	0	0
TOTAL LOAN LOSS PROVISIONS CIB	-62	-67	-29	-408	-72
Financing & Advisory (F&A)	-73	-113	-55	-352	-79
Financing & Advisory (F&A) Italy	-2	-2	-12	-223	-45
Financing & Advisory (F&A) Germany	-68	-144	-41	-137	-32
Financing & Advisory (F&A) Austria	-2	33	-2	7	-2
Markets	9	48	20	-55	7
Global Transaction Business (GTB)	2	-2	6	0	0
CIB Other	0	0	0	0	0
TOTAL NET OPERATING PROFIT CIB	594	627	599	137	646
Financing & Advisory (F&A)	185	121	140	-159	149
Financing & Advisory (F&A) Italy	126	83	74	-125	42
Financing & Advisory (F&A) Germany	41	-13	42	-62	87
Financing & Advisory (F&A) Austria	18	51	23	28	20
Markets	374	476	409	240	443
Global Transaction Business (GTB)	50	47	66	71	58
CIB Other	0	-3	-1	1	10
RWA CIB	72.730	79.604	74.187	74.977	71.730
Financing & Advisory (F&A)	37.311	37.514	37.471	37.926	36.791
Financing & Advisory (F&A) Italy	13.661	14.115	14.938	15.282	15.223
Financing & Advisory (F&A) Germany	18.757	18.506	17.991	17.994	16.891
Financing & Advisory (F&A) Austria	4.894	4.893	4.542	4.650	4.677
Markets	29.878	36.206	30.416	29.481	27.402
Global Transaction Business (GTB)	5.527	5.884	6.300	7.571	7.537
CIB Other	14	0	0	0	0

Fineco

INCOME STATEMENT

(mIn Euro)	YTD		y/y	Q1	Q2	Q3	Q4	Q1
	2017	2016	%	2016	2016	2016	2016	2017
Net interest	63	62	+1,0%	62	61	62	63	63
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0
Net fees and commissions	65	58	+11,2%	58	60	59	66	65
Net trading income	14	20	-30,2%	20	27	11	11	14
Net other expenses/income	1	0	n.m.	0	1	-1	-2	1
OPERATING INCOME	142	140	+1,2%	140	149	132	138	142
Payroll costs	-19	-19	+2,7%	-19	-19	-19	-17	-19
Other administrative expenses	-62	-61	+3,1%	-61	-57	-53	-57	-62
Recovery of expenses	23	21	+9,6%	21	21	22	21	23
Amortisation & depreciation	-2	-2	+7,3%	-2	-2	-3	-3	-2
Operating costs	-61	-60	+0,8%	-60	-58	-53	-55	-61
OPERATING PROFIT	81	80	+1,5%	80	91	78	83	81
Net write-downs of loans	-1	-1	-62,5%	-1	-1	-1	-1	-1
NET OPERATING PROFIT	80	78	+2,7%	78	90	77	82	80
Other Charges & Provisions	-2	-1	+65,2%	-1	-1	-11	4	-2
o/w Systemic Charges	0	0	-100,0%	0	1	-11	1	0
Integration costs	0	0	n.m.	0	0	0	-5	0
Net income from investments	0	0	n.m.	0	0	0	-7	0
PROFIT BEFORE TAX	78	77	+1,5%	77	89	66	74	78
CONSOLIDATED PROFIT	18	18	+0,9%	18	24	16	17	18

INCOME STATEMENT RATIOS

Cost income ratio	42,9%	43,0%	0 pp	43,0%	38,7%	40,6%	40,0%	42,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	20	66	-46bp	66	64	31	27	20

VOLUMES

Customers Loans net of Repos and IC	1.015	701	+44,9%	701	781	815	910	1.015
Customer Depos (excl. Repos and IC)	18.707	16.513	+13,3%	16.513	16.981	17.029	18.570	18.707
Total RWA End of Period	1.937	1.838	+5,4%	1.838	1.805	1.778	1.890	1.937

OTHER FIGURES

FTEs (eop, 100%)	1.044	1.021	+2,3%	1.021	1.025	1.033	1.052	1.044
Roac at 12.5% CET1 ratio target*	57,4%	68,0%	-11 pp	68,0%	84,9%	56,6%	49,0%	57,4%

* allocated capital based on CET1 ratio target constant at 2019 level

GCC

INCOME STATEMENT

(mln Euro)	YTD		y/y	Q1	Q2	Q3	Q4	Q1
	2017	2016	%	2016	2016	2016	2016	2017
Net interest	-146	-182	-19,8%	-182	-150	-175	-163	-146
Dividends and other income from equity investments	23	5	n.m.	5	78	13	29	23
Net fees and commissions	-256	-255	+0,2%	-255	-262	-239	-191	-256
Net trading income	-17	-23	-24,5%	-23	169	-14	-36	-17
Net other expenses/income	-15	16	n.m.	16	3	33	-83	-15
OPERATING INCOME	-411	-439	-6,4%	-439	-162	-382	-446	-411
Operating costs	-110	-123	-10,6%	-123	-134	-117	-766	-110
OPERATING PROFIT	-520	-562	-7,3%	-562	-296	-499	-1.211	-520
Net write-downs of loans	-3	-6	-55,4%	-6	-1	-11	12	-3
NET OPERATING PROFIT	-523	-567	-7,8%	-567	-297	-510	-1.199	-523
Other Charges & Provisions	-35	-19	+82,6%	-19	-258	-38	-326	-35
o/w Systemic Charges	-30	-19	+60,2%	-19	-183	-29	-246	-30
Integration costs	2	-10	n.m.	-10	-19	-18	-302	2
Net income from investments	24	13	+84,9%	13	8	0	-711	24
PROFIT BEFORE TAX	-533	-584	-8,7%	-584	-565	-566	-2.538	-533
CONSOLIDATED PROFIT	-104	-151	-30,8%	-151	-100	-323	-3.637	-104

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

Customers Loans net of Repos and IC	1.844	1.817	+1,5%	1.817	1.877	2.052	2.041	1.844
Customer Depos (excl. Repos and IC)	2.630	3.192	-17,6%	3.192	2.702	2.719	3.300	2.630
Total RWA End of Period	57.661	59.691	-3,4%	59.691	57.677	57.887	53.843	57.661

OTHER FIGURES

FTEs (eop, 100%)	16.652	17.649	-5,6%	17.649	17.640	17.578	17.441	16.652
o/w COO FTEs	14.054	14.810	0 pp	14.810	14.813	14.772	14.777	14.054

CEE Division

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	647	596	+8,5%	+1,2%	596	615	640	639	647
Dividends and other income from equity investments	95	75	+27,2%	+51,4%	75	153	106	61	95
Net fees and commissions	211	191	+10,5%	+6,8%	191	206	210	198	211
Net trading income	106	67	+57,1%	+53,0%	67	182	76	91	106
Net other expenses/income	11	12	-10,2%	-8,9%	12	13	25	10	11
OPERATING INCOME	1.070	942	+13,6%	+9,9%	942	1.169	1.057	998	1.070
Payroll costs	-184	-173	+6,5%	+1,2%	-173	-179	-182	-174	-184
Other administrative expenses	-163	-163	+0,1%	-3,4%	-163	-173	-173	-158	-163
Recovery of expenses	2	0	n.m.	n.m.	0	0	0	0	2
Amortisation & depreciation	-28	-25	+10,7%	+3,9%	-25	-27	-29	-39	-28
Operating costs	-374	-361	+3,5%	-1,1%	-361	-379	-383	-371	-374
OPERATING PROFIT	696	580	+20,0%	+16,8%	580	790	674	627	696
Net write-downs of loans	-185	-139	+33,4%	+26,7%	-139	-187	-151	-316	-185
NET OPERATING PROFIT	511	442	+15,7%	+13,7%	442	602	522	311	511
Other Charges & Provisions	-129	-74	+73,0%	+71,3%	-74	-29	-15	-27	-129
o/w Systemic Charges	-126	-86	+46,0%	+44,7%	-86	-22	-14	-11	-126
Integration costs	-2	-2	+5,6%	+5,8%	-2	-4	-4	-4	-2
Net income from investments	3	7	-51,1%	-51,8%	7	0	0	-16	3
PROFIT BEFORE TAX	384	373	+3,1%	+1,1%	373	570	503	265	384
CONSOLIDATED PROFIT	336	316	+6,4%	+5,5%	316	459	437	198	336

INCOME STATEMENT RATIOS

Cost income ratio	34,9%	38,4%	-3 pp		38,4%	32,5%	36,3%	37,2%	34,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	122	96	26bp		96	128	102	210	122

VOLUMES

Customers Loans net of Repos and IC	60.458	57.721	+4,7%		57.721	58.919	59.541	59.935	60.458
Customer Depos (excl. Repos and IC)	60.929	57.874	+5,3%		57.874	56.524	57.522	59.175	60.929
Total RWA End of Period	91.098	92.452	-1,5%		92.452	94.277	93.421	91.403	91.098

OTHER FIGURES

FTEs (eop, 100%)	24.177	24.149	+0,1%		24.149	24.236	24.460	24.271	24.177
Roac at 12.5% CET1 ratio target*	11,5%	10,5%	1,0 pp		10,5%	15,4%	14,6%	6,7%	11,5%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Turkey

INCOME STATEMENT

(mIn Euro)	YTD		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1
	2017	2016			2016	2016	2016	2016	2017
Net interest	218	219	-0,1%	+20,6%	219	246	268	250	218
Dividends and other income from equity investments	3	2	+46,5%	+47,9%	2	2	3	4	3
Net fees and commissions	73	71	+2,2%	+23,6%	71	87	71	64	73
Net trading income	2	4	-49,6%	-43,4%	4	51	2	-18	2
Net other expenses/income	1	1	+15,5%	+39,9%	1	1	3	4	1
OPERATING INCOME	298	297	+0,1%	+20,7%	297	387	347	304	298
Payroll costs	-63	-72	-11,6%	+6,7%	-72	-75	-68	-72	-63
Other administrative expenses	-43	-49	-11,6%	+6,8%	-49	-53	-64	-53	-43
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-8	-9	-14,5%	+3,3%	-9	-9	-10	-9	-8
Operating costs	-114	-130	-11,8%	+6,5%	-130	-137	-141	-135	-114
OPERATING PROFIT	183	168	+9,3%	+31,6%	168	250	205	169	183
Net write-downs of loans	-56	-56	+0,5%	+21,9%	-56	-63	-65	-105	-56
NET OPERATING PROFIT	127	112	+13,8%	+36,4%	112	186	140	64	127
Other Charges & Provisions	-15	-21	-27,4%	-12,2%	-21	-9	-15	7	-15
o/w Systemic Charges	-5	-5	-0,6%	+19,7%	-5	-5	-6	-5	-5
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	1	1	-31,3%	-16,7%	1	1	1	0	1
PROFIT BEFORE TAX	113	93	+22,3%	+46,5%	93	179	127	72	113
CONSOLIDATED PROFIT	91	72	+26,8%	+51,7%	72	147	102	58	91

INCOME STATEMENT RATIOS

Cost income ratio	38,4%	43,6%	-5 pp		43,6%	35,5%	40,8%	44,4%	38,4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	108	106	1bp		106	118	121	201	108

VOLUMES

Customers Loans net of Repos and IC	20.661	20.956	-1,4%		20.956	21.880	21.033	20.852	20.661
Customer Depos (excl. Repos and IC)	16.466	16.643	-1,1%		16.643	16.999	16.404	16.350	16.466
Total RWA End of Period	28.659	28.461	+0,7%		28.461	29.596	28.706	29.092	28.659

N.B. Managerial data for illustrative purposes only. At Group level and within CEE Division, Turkey contributes with the net profit attributable to UCG only to the line "Dividends and equity investments income".

CEE - Russia

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	173	131	+31,7%	-0,1%	131	144	161	172	173
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0
Net fees and commissions	26	16	+65,5%	+25,5%	16	21	23	21	26
Net trading income	12	8	+44,7%	+9,8%	8	24	0	-7	12
Net other expenses/income	-1	0	n.m.	n.m.	0	0	-2	-1	-1
OPERATING INCOME	209	155	+35,1%	+2,4%	155	189	182	185	209
Payroll costs	-36	-26	+38,8%	+5,3%	-26	-29	-30	-34	-36
Other administrative expenses	-21	-16	+31,9%	-0,0%	-16	-18	-20	-23	-21
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-7	-5	+30,6%	-1,0%	-5	-7	-6	-9	-7
Operating costs	-63	-47	+35,5%	+2,8%	-47	-55	-57	-66	-63
OPERATING PROFIT	146	108	+34,9%	+2,3%	108	134	126	119	146
Net write-downs of loans	-28	-49	-43,3%	-57,0%	-49	-52	-55	-80	-28
NET OPERATING PROFIT	118	60	+98,8%	+50,7%	60	82	70	40	118
Other Charges & Provisions	-3	-4	-35,6%	-51,2%	-4	-3	-5	-3	-3
o/w Systemic Charges	-3	-2	+43,4%	+8,7%	-2	-2	-3	-3	-3
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	0	0	+100,0%	+51,7%	0	0	0	-3	0
PROFIT BEFORE TAX	116	55	+109,4%	+58,8%	55	79	65	33	116
CONSOLIDATED PROFIT	92	45	+107,1%	+57,0%	45	63	50	25	92

INCOME STATEMENT RATIOS

Cost income ratio	30,3%	30,2%	0 pp		30,2%	29,0%	31,2%	35,7%	30,3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	105	181	-77bp		181	196	211	305	105

VOLUMES

Customers Loans net of Repos and IC	10.265	10.496	-2,2%		10.496	10.583	10.245	10.343	10.265
Customer Depos (excl. Repos and IC)	13.617	13.958	-2,4%		13.958	12.098	11.799	12.107	13.617
Total RWA End of Period	14.413	14.688	-1,9%		14.688	13.851	13.928	14.191	14.413

OTHER FIGURES

FTEs (eop, 100%)	4.100	3.963	+3,5%		3.963	3.957	4.183	4.149	4.100
Roac at 12.5% CET1 ratio target*	20,5%	9,4%	11,1 pp		9,4%	14,3%	11,5%	5,7%	20,5%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Czech Republic & Slovakia

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	95	93	+2,5%	+2,5%	93	95	94	93	95
Dividends and other income from equity investments	1	1	-9,0%	-9,0%	1	0	1	1	1
Net fees and commissions	36	34	+5,6%	+5,5%	34	37	34	37	36
Net trading income	32	17	+89,8%	+89,7%	17	51	17	32	32
Net other expenses/income	2	2	-11,0%	-11,0%	2	4	3	3	2
OPERATING INCOME	166	147	+13,1%	+13,1%	147	187	148	166	166
Payroll costs	-31	-31	+1,5%	+1,4%	-31	-31	-32	-32	-31
Other administrative expenses	-30	-33	-9,8%	-9,9%	-33	-34	-33	-34	-30
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-2	-2	+17,2%	+17,2%	-2	-2	-2	-2	-2
Operating costs	-64	-66	-3,8%	-3,8%	-66	-66	-67	-67	-64
OPERATING PROFIT	103	81	+26,9%	+26,8%	81	121	81	98	103
Net write-downs of loans	-5	-6	-26,3%	-26,4%	-6	-14	-7	-28	-5
NET OPERATING PROFIT	98	75	+31,4%	+31,3%	75	107	74	70	98
Other Charges & Provisions	-29	-19	+54,0%	+53,9%	-19	-5	-2	-13	-29
o/w Systemic Charges	-29	-19	+54,6%	+54,4%	-19	-5	-2	-2	-29
Integration costs	-2	-1	+68,2%	+68,1%	-1	-3	-3	-2	-2
Net income from investments	1	7	-83,4%	-83,4%	7	0	0	0	1
PROFIT BEFORE TAX	69	62	+11,6%	+11,5%	62	100	69	55	69
CONSOLIDATED PROFIT	56	49	+12,3%	+12,2%	49	79	55	40	56

INCOME STATEMENT RATIOS

Cost income ratio	38,2%	44,9%	-7 pp		44,9%	35,5%	45,6%	40,6%	38,2%
Cost of Risk (LLP annualized on Avg Loans) in basis points	13	19	-6bp		19	40	19	80	13

VOLUMES

Customers Loans net of Repos and IC	14.476	13.601	+6,4%		13.601	13.671	14.226	14.259	14.476
Customer Depos (excl. Repos and IC)	14.098	13.432	+5,0%		13.432	13.271	13.353	13.514	14.098
Total RWA End of Period	13.776	13.851	-0,5%		13.851	14.136	14.265	13.720	13.776

OTHER FIGURES

FTEs (eop, 100%)	3.331	3.346	-0,4%		3.346	3.334	3.321	3.339	3.331
Roac at 12.5% CET1 ratio target*	12,5%	11,4%	1,1 pp		11,4%	17,7%	12,0%	8,9%	12,5%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Hungary

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	48	51	-6,6%	-7,5%	51	49	51	50	48
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	1	0	0	0
Net fees and commissions	34	31	+9,5%	+8,4%	31	32	32	30	34
Net trading income	15	15	+0,4%	-0,5%	15	17	13	5	15
Net other expenses/income	4	6	-35,1%	-35,6%	6	4	22	7	4
OPERATING INCOME	101	104	-2,4%	-3,4%	104	103	117	92	101
Payroll costs	-14	-14	-0,1%	-1,0%	-14	-14	-14	-14	-14
Other administrative expenses	-28	-24	+13,9%	+12,8%	-24	-25	-24	-27	-28
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-1	-1	+28,1%	+26,9%	-1	-1	-3	-5	-1
Operating costs	-43	-39	+9,0%	+8,0%	-39	-41	-41	-46	-43
OPERATING PROFIT	58	64	-9,5%	-10,3%	64	63	76	46	58
Net write-downs of loans	6	-3	n.m.	n.m.	-3	-5	0	-12	6
NET OPERATING PROFIT	64	61	+5,1%	+4,2%	61	57	76	34	64
Other Charges & Provisions	-30	-15	+97,2%	+95,4%	-15	2	2	-1	-30
o/w Systemic Charges	-28	-22	+27,9%	+26,7%	-22	2	0	0	-28
Integration costs	0	0	-100,0%	-100,0%	0	0	0	-1	0
Net income from investments	0	0	n.m.	n.m.	0	0	0	0	0
PROFIT BEFORE TAX	34	45	-25,8%	-26,5%	45	59	78	32	34
CONSOLIDATED PROFIT	30	38	-20,9%	-21,6%	38	48	65	22	30

INCOME STATEMENT RATIOS

Cost income ratio	42,5%	38,1%	4 pp		38,1%	39,3%	35,1%	50,1%	42,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-64	40	-104bp		40	61	5	137	-64

VOLUMES

Customers Loans net of Repos and IC	3.598	3.406	+5,6%		3.406	3.343	3.573	3.566	3.598
Customer Depos (excl. Repos and IC)	4.780	4.401	+8,6%		4.401	4.391	4.517	4.960	4.780
Total RWA End of Period	3.862	4.506	-14,3%		4.506	3.966	4.249	3.869	3.862

OTHER FIGURES

FTEs (eop, 100%)	1.738	1.714	+1,4%		1.714	1.718	1.723	1.728	1.738
Roac at 12.5% CET1 ratio target*	22,6%	26,2%	-3,6 pp		26,2%	34,5%	48,9%	15,4%	22,6%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Slovenia

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	13	12	+11,1%	+11,1%	12	11	12	10	13
Dividends and other income from equity investments	0	0	-57,1%	-57,1%	0	0	0	0	0
Net fees and commissions	7	6	+17,3%	+17,3%	6	6	6	7	7
Net trading income	1	2	-39,9%	-39,9%	2	4	1	1	1
Net other expenses/income	0	0	+26,3%	+26,3%	0	1	0	0	0
OPERATING INCOME	22	20	+8,0%	+8,0%	20	23	20	19	22
Payroll costs	-6	-6	+5,5%	+5,5%	-6	-6	-6	-6	-6
Other administrative expenses	-4	-3	+3,4%	+3,4%	-3	-4	-4	-3	-4
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-1	-1	+12,2%	+12,2%	-1	-1	-1	-2	-1
Operating costs	-11	-11	+5,5%	+5,5%	-11	-11	-11	-11	-11
OPERATING PROFIT	11	9	+10,9%	+10,9%	9	12	9	9	11
Net write-downs of loans	-4	-3	+35,5%	+35,5%	-3	-3	-2	-6	-4
NET OPERATING PROFIT	7	7	+0,0%	+0,0%	7	9	7	2	7
Other Charges & Provisions	-2	-2	-3,5%	-3,5%	-2	0	1	-3	-2
o/w Systemic Charges	-2	-2	-3,5%	-3,5%	-2	0	0	0	-2
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	0	0	n.m.	-116,2%	0	0	0	1	0
PROFIT BEFORE TAX	5	4	+3,6%	+3,6%	4	9	7	0	5
CONSOLIDATED PROFIT	4	4	+1,3%	+1,3%	4	7	6	2	4

INCOME STATEMENT RATIOS

Cost income ratio	51,3%	52,6%	-1 pp		52,6%	49,3%	53,8%	55,0%	51,3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	87	65	22bp		65	60	53	140	87

VOLUMES

Customers Loans net of Repos and IC	1.791	1.799	-0,5%		1.799	1.770	1.752	1.803	1.791
Customer Depos (excl. Repos and IC)	1.808	1.908	-5,2%		1.908	1.829	1.829	1.763	1.808
Total RWA End of Period	1.297	1.165	+11,3%		1.165	1.220	1.254	1.276	1.297

OTHER FIGURES

FTEs (eop, 100%)	517	549	-5,8%		549	541	528	518	517
Roac at 12.5% CET1 ratio target*	8,7%	9,5%	-0,8 pp		9,5%	16,5%	14,3%	3,3%	8,7%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Croatia

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	95	91	+4,1%	+2,1%	91	96	97	94	95
Dividends and other income from equity investments	1	1	+40,0%	+40,0%	1	3	2	1	1
Net fees and commissions	35	30	+14,7%	+12,5%	30	34	39	33	35
Net trading income	-2	-6	-61,3%	-62,0%	-6	28	2	17	-2
Net other expenses/income	5	2	+141,3%	+136,6%	2	2	2	2	5
OPERATING INCOME	134	119	+12,8%	+10,6%	119	163	141	147	134
Payroll costs	-30	-29	+3,9%	+1,9%	-29	-29	-31	-29	-30
Other administrative expenses	-19	-18	+8,8%	+6,7%	-18	-20	-20	-23	-19
Recovery of expenses	0	0	-67,9%	-68,5%	0	0	0	0	0
Amortisation & depreciation	-6	-5	+15,0%	+12,7%	-5	-5	-6	-7	-6
Operating costs	-56	-52	+6,7%	+4,6%	-52	-55	-56	-58	-56
OPERATING PROFIT	78	67	+17,6%	+15,3%	67	108	85	88	78
Net write-downs of loans	-97	-18	n.m.	n.m.	-18	-43	-27	-47	-97
NET OPERATING PROFIT	-19	49	n.m.	-137,5%	49	65	59	41	-19
Other Charges & Provisions	-12	-11	+6,9%	+4,8%	-11	-9	-5	-3	-12
o/w Systemic Charges	-12	-11	+7,4%	+5,3%	-11	-5	-5	-3	-12
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	2	0	n.m.	n.m.	0	1	-3	-7	2
PROFIT BEFORE TAX	-29	37	n.m.	-175,6%	37	58	51	31	-29
CONSOLIDATED PROFIT	-20	25	n.m.	-176,7%	25	39	35	12	-20

INCOME STATEMENT RATIOS

Cost income ratio	41,6%	43,9%	-2 pp		43,9%	33,6%	39,6%	39,9%	41,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	419	76	343bp		76	177	109	199	419

VOLUMES

Customers Loans net of Repos and IC	9.153	9.394	-2,6%		9.394	9.683	9.569	9.071	9.153
Customer Depos (excl. Repos and IC)	10.510	9.875	+6,4%		9.875	10.237	10.654	10.761	10.510
Total RWA End of Period	7.592	7.737	-1,9%		7.737	7.848	7.765	7.559	7.592

OTHER FIGURES

FTEs (eop, 100%)	3.945	4.085	-3,4%		4.085	4.094	4.083	3.947	3.945
Roac at 12.5% CET1 ratio target*	-12,4%	9,8%	n.m.		9,8%	16,6%	14,1%	3,1%	-12,4%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Romania

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	51	51	+0,9%	+1,6%	51	51	52	53	51
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0
Net fees and commissions	21	17	+19,2%	+20,0%	17	19	19	19	21
Net trading income	20	18	+11,6%	+12,3%	18	29	22	11	20
Net other expenses/income	0	1	n.m.	-111,7%	1	1	0	1	0
OPERATING INCOME	92	87	+5,7%	+6,4%	87	99	93	85	92
Payroll costs	-20	-19	+5,3%	+6,0%	-19	-20	-21	-19	-20
Other administrative expenses	-16	-15	+6,3%	+7,0%	-15	-16	-15	-17	-16
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-5	-5	+2,6%	+3,2%	-5	-4	-4	-5	-5
Operating costs	-41	-39	+5,4%	+6,0%	-39	-40	-40	-41	-41
OPERATING PROFIT	51	48	+5,9%	+6,6%	48	60	53	44	51
Net write-downs of loans	-11	-14	-20,4%	-19,9%	-14	-23	-33	-30	-11
NET OPERATING PROFIT	40	34	+16,7%	+17,5%	34	37	20	14	40
Other Charges & Provisions	-15	-10	+43,2%	+44,1%	-10	2	0	0	-15
o/w Systemic Charges	-15	-10	+43,5%	+44,4%	-10	4	0	0	-15
Integration costs	0	-1	-99,0%	-98,9%	-1	-1	-1	-1	0
Net income from investments	0	0	n.m.	n.m.	0	-1	1	-1	0
PROFIT BEFORE TAX	25	23	+8,0%	+8,7%	23	36	20	11	25
CONSOLIDATED PROFIT	21	18	+16,1%	+16,8%	18	30	17	9	21

INCOME STATEMENT RATIOS

Cost income ratio	44,5%	44,6%	0 pp		44,6%	40,1%	43,3%	48,3%	44,5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	85	115	-30bp		115	182	261	233	85

VOLUMES

Customers Loans net of Repos and IC	5.367	4.957	+8,3%		4.957	5.045	5.142	5.218	5.367
Customer Depos (excl. Repos and IC)	4.719	3.988	+18,3%		3.988	4.186	4.348	4.806	4.719
Total RWA End of Period	5.569	5.623	-1,0%		5.623	5.739	5.822	5.491	5.569

OTHER FIGURES

FTEs (eop, 100%)	3.335	3.336	-0,0%		3.336	3.364	3.375	3.368	3.335
Roac at 12.5% CET1 ratio target*	12,2%	10,8%	1,4 pp		10,8%	16,5%	9,3%	5,0%	12,2%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Bulgaria

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	75	74	+1,2%	+1,2%	74	73	74	76	75
Dividends and other income from equity investments	0	0	+9,1%	+9,1%	0	1	0	0	0
Net fees and commissions	28	26	+10,2%	+10,2%	26	27	28	28	28
Net trading income	13	11	+18,7%	+18,7%	11	24	13	10	13
Net other expenses/income	1	1	+0,6%	+0,6%	1	0	0	-1	1
OPERATING INCOME	117	111	+5,0%	+5,0%	111	124	114	113	117
Payroll costs	-18	-17	+4,0%	+4,0%	-17	-17	-17	-16	-18
Other administrative expenses	-13	-12	+7,1%	+7,1%	-12	-12	-13	-14	-13
Recovery of expenses	0	0	-100,0%	-100,0%	0	0	0	0	0
Amortisation & depreciation	-4	-4	-2,0%	-2,0%	-4	-4	-4	-6	-4
Operating costs	-35	-33	+4,6%	+4,6%	-33	-33	-34	-35	-35
OPERATING PROFIT	82	78	+5,2%	+5,2%	78	91	80	77	82
Net write-downs of loans	-19	-22	-11,4%	-11,4%	-22	-22	-22	-36	-19
NET OPERATING PROFIT	63	57	+11,4%	+11,4%	57	69	59	41	63
Other Charges & Provisions	-30	-5	n.m.	n.m.	-5	-12	0	0	-30
o/w Systemic Charges	-29	-13	+122,5%	+122,5%	-13	-11	0	0	-29
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	0	1	-36,7%	-36,7%	1	0	1	-5	0
PROFIT BEFORE TAX	34	52	-35,2%	-35,2%	52	58	60	36	34
CONSOLIDATED PROFIT	30	46	-35,2%	-35,2%	46	51	53	32	30

INCOME STATEMENT RATIOS

Cost income ratio	29,9%	30,0%	0 pp		30,0%	26,9%	29,6%	31,4%	29,9%
Cost of Risk (LLP annualized on Avg Loans) in basis points	136	164	-28bp		164	165	163	263	136

VOLUMES

Customers Loans net of Repos and IC	5.613	5.216	+7,6%		5.216	5.290	5.432	5.565	5.613
Customer Depos (excl. Repos and IC)	7.700	6.831	+12,7%		6.831	6.935	7.275	7.585	7.700
Total RWA End of Period	4.712	5.072	-7,1%		5.072	5.006	4.814	4.876	4.712

OTHER FIGURES

FTEs (eop, 100%)	4.133	4.107	+0,6%		4.107	4.141	4.150	4.150	4.133
Roac at 12.5% CET1 ratio target*	17,4%	26,3%	-9,0 pp		26,3%	30,1%	32,1%	17,4%	17,4%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Bosnia

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2017	2016	y/y %	y/y % at const. FX	2016	2016	2016	2016	2017
Net interest	27	26	+2,3%	+2,3%	26	27	27	28	27
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0
Net fees and commissions	10	9	+7,8%	+7,8%	9	10	10	10	10
Net trading income	1	1	-13,9%	-13,9%	1	1	2	1	1
Net other expenses/income	0	0	-61,6%	-61,6%	0	1	0	-2	0
OPERATING INCOME	38	37	+2,3%	+2,3%	37	39	38	37	38
Payroll costs	-9	-9	+3,8%	+3,8%	-9	-9	-9	-9	-9
Other administrative expenses	-8	-7	+2,8%	+2,8%	-7	-8	-7	-8	-8
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-1	-2	-10,7%	-10,7%	-2	-2	-2	-2	-1
Operating costs	-18	-18	+2,1%	+2,1%	-18	-18	-18	-19	-18
OPERATING PROFIT	20	20	+2,5%	+2,5%	20	21	21	18	20
Net write-downs of loans	-3	-4	-35,7%	-35,7%	-4	-3	-3	-5	-3
NET OPERATING PROFIT	17	15	+12,7%	+12,7%	15	17	17	13	17
Other Charges & Provisions	-1	-1	+15,4%	+15,4%	-1	-1	-1	-2	-1
o/w Systemic Charges	-1	-1	+8,9%	+8,9%	-1	-1	-1	-1	-1
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	0	0	n.m.	n.m.	0	0	0	0	0
PROFIT BEFORE TAX	16	14	+12,6%	+12,6%	14	16	16	12	16
CONSOLIDATED PROFIT	12	11	+11,8%	+11,8%	11	13	12	9	12

INCOME STATEMENT RATIOS

Cost income ratio	47,6%	47,7%	0 pp		47,7%	46,7%	46,3%	51,8%	47,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	55	90	-35bp		90	71	73	97	55

VOLUMES

Customers Loans net of Repos and IC	1.946	1.840	+5,8%		1.840	1.887	1.890	1.919	1.946
Customer Depos (excl. Repos and IC)	2.268	2.096	+8,2%		2.096	2.156	2.199	2.230	2.268
Total RWA End of Period	2.592	2.701	-4,0%		2.701	2.763	2.794	2.653	2.592

OTHER FIGURES

FTEs (eop, 100%)	1.658	1.653	+0,3%		1.653	1.655	1.662	1.662	1.658
Roac at 12.5% CET1 ratio target*	16,2%	14,0%	2,2 pp		14,0%	16,3%	15,3%	11,8%	16,2%

* allocated capital based on CET1 ratio target constant at 2019 level

CEE - Serbia

INCOME STATEMENT

(mIn Euro)	YTD				Q1	Q2	Q3	Q4	Q1
	2016	2015	y/y %	y/y % at const. FX	2015	2015	2015	2015	2016
Net interest	24	25	-4,4%	-3,6%	25	25	25	24	24
Dividends and other income from equity investments	0	0	-	+0,8%	0	0	0	0	0
Net fees and commissions	5	5	-3,3%	-2,6%	5	6	5	5	5
Net trading income	4	3	+23,1%	+24,0%	3	3	3	4	4
Net other expenses/income	0	0	n.m.	n.m.	0	0	0	0	0
OPERATING INCOME	32	33	-1,8%	-1,0%	33	33	34	34	32
Payroll costs	-7	-6	+8,6%	+9,4%	-6	-6	-7	-7	-7
Other administrative expenses	-5	-5	+3,5%	+4,3%	-5	-5	-5	-5	-5
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0
Amortisation & depreciation	-1	-1	-9,2%	-8,5%	-1	-1	-1	-1	-1
Operating costs	-13	-13	+4,8%	+5,6%	-13	-13	-13	-13	-13
OPERATING PROFIT	19	20	-5,8%	-5,1%	20	20	21	20	19
Net write-downs of loans	-4	2	n.m.	n.m.	2	-2	-7	-16	-4
NET OPERATING PROFIT	15	22	-31,5%	-30,9%	22	19	14	4	15
Other Charges & Provisions	-1	-2	-5,7%	-5,0%	-2	-1	-1	-2	-1
o/w Systemic Charges	-1	-2	-6,7%	-5,9%	-2	-1	-1	-1	-1
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0
Net income from investments	0	0	n.m.	n.m.	0	0	1	0	0
PROFIT BEFORE TAX	14	20	-33,5%	-32,9%	20	18	14	3	14
CONSOLIDATED PROFIT	12	18	-31,8%	-31,2%	18	16	13	5	12

INCOME STATEMENT RATIOS

Cost income ratio	40,6%	38,1%	3 pp		38,1%	38,5%	37,5%	39,3%	40,6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	100	-39	139bp		-39	47	157	387	100

VOLUMES

Customers Loans net of Repos and IC	1.666	1.566	+6,3%		1.566	1.648	1.687	1.702	1.666
Customer Depos (excl. Repos and IC)	1.429	1.281	+11,6%		1.281	1.369	1.458	1.443	1.429
Total RWA End of Period	2.499	2.689	-7,1%		2.689	2.743	2.772	2.547	2.499

OTHER FIGURES

FTEs (eop, 100%)	1.126	1.075	+4,7%		1.075	1.103	1.117	1.124	1.126
Roac at 12.5% CET1 ratio target*	14,2%	20,6%	-6,5 pp		20,6%	18,0%	14,8%	5,1%	14,2%

* allocated capital based on CET1 ratio target constant at 2019 level

Non-Core

INCOME STATEMENT

(mln Euro)	YTD		y/y	Q1	Q2	Q3	Q4	Q1
	2017	2016	%	2016	2016	2016	2016	2017
Net interest	-20	-25	-20,6%	-25	-41	-48	-60	-20
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0
Net fees and commissions	-16	-1	n.m.	-1	-11	-15	-39	-16
Net trading income	4	19	-76,9%	19	1	1	-26	4
Net other expenses/income	-11	-5	+139,1%	-5	-14	-7	-7	-11
OPERATING INCOME	-43	-11	n.m.	-11	-66	-68	-131	-43
Payroll costs	-11	-15	-26,3%	-15	-11	-11	-10	-11
Other administrative expenses	-47	-45	+4,3%	-45	-52	-52	-72	-47
Recovery of expenses	15	17	-14,2%	17	43	27	32	15
Amortisation & depreciation	0	0	-20,0%	0	0	0	0	0
Operating costs	-43	-42	+1,1%	-42	-20	-36	-51	-43
OPERATING PROFIT	-86	-54	+60,3%	-54	-87	-104	-182	-86
Net write-downs of loans	-201	-343	-41,5%	-343	-401	-545	-7.559	-201
NET OPERATING PROFIT	-287	-396	-27,7%	-396	-488	-649	-7.741	-287
Other Charges & Provisions	-25	-27	-7,2%	-27	-14	-8	-37	-25
o/w Systemic Charges	-22	-23	-0,9%	-23	-6	-1	-1	-22
Integration costs	0	-1	-97,6%	-1	-2	0	-13	0
Net income from investments	0	-3	-100,0%	-3	-7	0	0	0
PROFIT BEFORE TAX	-311	-427	-27,1%	-427	-511	-657	-7.791	-311
CONSOLIDATED PROFIT	-206	-289	-28,5%	-289	-316	-447	-8.324	-206

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	426	398	28bp	398	503	724	n.m.	426

VOLUMES

Customers Loans net of Repos and IC	18.237	33.163	-45,0%	33.163	30.674	29.495	18.962	18.237
Customer Depos (excl. Repos and IC)	992	1.339	-25,9%	1.339	1.066	1.083	970	992
Total RWA End of Period	25.230	29.103	-13,3%	29.103	27.352	26.251	26.196	25.230

OTHER FIGURES

FTEs (eop, 100%)	510	673	-24,1%	673	548	533	524	510
Roac at 12.5% CET1 ratio target*	-25,6%	-30,1%	4 pp	-30,1%	-36,5%	-52,3%	-1032,9%	-25,6%

* allocated capital based on CET1 ratio target constant at 2019 level

Fees - Details Group

(mln Euro)	YTD		y/y	Q1	Q2	Q3	Q4	Q1
	2017	2016	%	2016	2016	2016	2016	2017
GROUP								
Asset management, custody and administration	691	637	+8,4%	637	623	555	557	691
Financing Services	443	485	-8,6%	485	459	428	386	443
Transaction and Banking Services	347	295	+17,6%	295	319	352	363	347
TOTAL NET COMMISSIONS	1.481	1.417	+4,5%	1.417	1.401	1.334	1.306	1.481
Group excl. Non Core								
Asset management, custody and administration	690	635	+8,6%	635	622	554	556	690
Financing Services	467	498	-6,3%	498	480	450	432	467
Transaction and Banking Services	341	285	+19,7%	285	311	345	356	341
TOTAL NET COMMISSIONS	1.497	1.418	+5,6%	1.418	1.412	1.349	1.344	1.497

Branches

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
Countries					
Poland	960	948	943	929	923
Ukraine	239	239	238	0	0
Romania	183	183	184	160	160
Bulgaria	184	178	179	179	177
Bosnia	118	118	119	119	119
Belorussia	1	0	0	0	0
Croatia	134	134	134	134	134
Hungary	56	56	55	55	55
Kazakhstan	0	0	0	0	0
Russia	102	101	102	105	105
Slovakia	77	77	74	69	70
Serbia	71	71	71	71	71
Montenegro	0	0	0	0	0
Czech Republic	107	107	107	103	103
Kyrgyzstan	0	0	0	0	0
Slovenia	26	26	26	26	26
Azerbaijan	0	0	0	0	0
Lithuania	1	1	1	1	1
Estonia	1	1	1	1	1
Latvia	1	1	1	1	1
Macedonia	0	0	0	0	0
Tajikistan	0	0	0	0	0
Total CEE and Poland	2261	2241	2235	1953	1946
Italy	3805	3614	3613	3524	3459
Germany	514	512	510	516	516
Austria	196	173	170	164	152
Total Italy Germany Austria	4515	4299	4293	4204	4127
U.S.A	12	10	10	11	11
United Kingdom	10	9	7	6	6
San Marino	0	0	0	0	0
Luxembourg	7	7	7	7	7
Ireland	14	18	19	19	19
France	2	2	2	2	2
Netherlands	5	5	5	5	5
Philippines	0	0	0	0	0
China	3	3	3	3	3
Hong Kong	2	2	2	2	2
Cayman Islands	3	3	2	2	2
Greece	2	2	2	2	2
Singapore	2	1	1	1	1
Spain	1	1	1	1	1
Switzerland	2	2	2	2	2
Belgium	0	0	0	0	0
Denmark	0	0	0	0	0
Japan	1	1	1	1	1
Norway	0	0	0	0	0
United Arab. Emirates	0	0	0	0	0
Taiwan	0	0	0	0	0
Vietnam	0	0	0	0	0
Argentina	0	0	0	0	0
Bahrein	0	0	0	0	0
Brazil	0	0	0	0	0
India	0	0	0	0	0
Iran	0	0	0	0	0
Lebanon	0	0	0	0	0
Libya	0	0	0	0	0
Mexico	0	0	0	0	0
South Africa	0	0	0	0	0
South Korea	0	0	0	0	0
Tunisia	0	0	0	0	0
Total Other countries	66	66	64	64	64
Total	6842	6606	6592	6221	6137