

3Q17 GROUP RESULTS



Divisional Database

Planning and Capital Management

Milan, November 2017

Welcome to
 **UniCredit**

3Q17 GROUP RESULTS

CONSOLIDATED ACCOUNTS

■ Consolidated Income Statements	3
■ Consolidated Balance Sheet	4
■ Group Shareholder's Equity	5
■ Asset Quality Group	6
■ Asset Quality Group excl. Non Core	7
■ Asset Quality Non-Core	8
■ Asset Quality by Division	9
■ Capital Position	10

CONTRIBUTION OF DIVISIONS TO GROUP RESULTS

■ Commercial Bank Italy	11
■ Commercial Bank Germany	12
■ Commercial Bank Austria	13
■ CIB	14
■ CIB Managerial Data	15
■ Fineco	16
■ GCC	17
■ CEE Division	18
■ CEE Countries	19-28
■ Non-Core	29
■ Fees - Details Group	30
■ Branches	31

Consolidated Income Statement

CONSOLIDATED INCOME STATEMENT

	9M		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3
(mln Euro)	2017	2016	%	2016	2016	2016	2016	2017	2017	2017
Net interest	7,716	7,893	-2.2%	2,631	2,670	2,591	2,415	2,564	2,652	2,500
Dividends and other income from equity investments	518	696	-25.5%	212	295	189	148	170	183	165
Net fees and commissions	5,025	4,763	+5.5%	1,633	1,603	1,527	1,499	1,703	1,730	1,592
Net trading income	1,434	1,675	-14.4%	337	860	478	405	590	462	381
Net other expenses/income	84	163	-48.7%	77	37	49	-62	28	49	7
OPERATING INCOME	14,776	15,190	-2.7%	4,890	5,464	4,835	4,405	5,055	5,076	4,646
Payroll costs	-5,204	-5,459	-4.7%	-1,832	-1,837	-1,791	-1,665	-1,755	-1,744	-1,704
Other administrative expenses	-3,274	-3,339	-1.9%	-1,105	-1,122	-1,112	-1,561	-1,114	-1,081	-1,078
Recovery of expenses	514	561	-8.3%	176	194	191	207	176	167	171
Amortisation & depreciation	-594	-661	-10.1%	-214	-218	-228	-536	-193	-199	-201
Operating costs	-8,557	-8,898	-3.8%	-2,976	-2,982	-2,940	-3,555	-2,886	-2,858	-2,813
OPERATING PROFIT	6,220	6,292	-1.2%	1,914	2,482	1,896	850	2,168	2,218	1,833
Net write-downs of loans	-1,833	-2,621	-30.1%	-760	-884	-977	-9,586	-670	-564	-598
NET OPERATING PROFIT	4,387	3,672	+19.5%	1,154	1,599	919	-8,736	1,498	1,654	1,235
Other Charges & Provisions	-871	-1,105	-21.2%	-381	-477	-247	-973	-463	-135	-273
o/w Systemic Charges	-603	-788	-23.5%	-356	-259	-173	-269	-434	-19	-149
Integration costs	-43	-361	-88.0%	-252	-83	-26	-1,771	-5	-8	-31
Net income from investments	-154	-25	n.m.	-18	0	-8	-885	24	-173	-5
PROFIT BEFORE TAX	3,318	2,181	+52.1%	504	1,039	638	-12,364	1,054	1,338	926
Income tax for the period	-543	-630	-13.8%	-194	-160	-277	-103	-219	-143	-181
Profit (Loss) from non-current assets held for sale, after tax	2,155	564	n.m.	190	184	190	-707	162	-133	2,126
PROFIT (LOSS) FOR THE PERIOD	4,930	2,115	+133.1%	500	1,064	551	-13,175	997	1,062	2,871
Minorities	-254	-343	-25.9%	-93	-147	-103	-121	-89	-116	-50
NET PROFIT ATTRIBUTABLE TO THE GROUP BEFORE PPA	4,676	1,771	+164.0%	407	917	448	-13,296	909	946	2,821
Purchase Price Allocation effect	-3	-3	+11.4%	-1	-1	-1	-2	-1	-1	-1
Goodwill impairment	0	0	n.m.	0	0	0	-261	0	0	0
CONSOLIDATED PROFIT	4,672	1,768	+164.2%	406	916	447	-13,558	907	945	2,820
INCOME STATEMENT RATIOS										
Cost income ratio	57.9%	58.6%	-1 pp	60.9%	54.6%	60.8%	80.7%	57.1%	56.3%	60.5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	54	77	-22bp	67	77	85	855	60	50	53
Tax rate	16.4%	28.9%	-13 pp	38.5%	15.4%	43.4%	n.m.	20.8%	10.7%	19.6%
VOLUMES										
Customers Loans (excl. Repos)	421,064	426,150	-1.2%	421,077	428,459	426,150	417,868	419,267	420,655	421,064
Customer Depos (excl. Repos)	398,632	386,139	+3.2%	379,626	380,401	386,139	395,979	391,645	394,944	398,632
TFA Commercial Core	803,825	777,670	+3.4%	768,064	762,589	777,670	791,217	796,647	793,730	803,825
o/w AUM End of Period	211,417	196,099	+7.8%	188,620	190,049	196,099	196,995	202,771	207,150	211,417
o/w AUC End of Period	203,419	207,017	-1.7%	212,742	204,064	207,017	210,474	212,561	202,909	203,419
Total RWA End of Period	350,024	390,901	-10.5%	394,359	399,260	390,901	387,136	385,261	352,669	350,024
OTHER FIGURES										
FTEs (eop, 100%)	94,066	99,183	-5.2%	100,139	99,831	99,183	98,304	96,423	95,288	94,066
ROTE STATED	8.7%	6.3%	2 pp	3.8%	8.7%	4.2%	-144.4%	9.4%	8.2%	23.0%

Consolidated Balance Sheet

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
(mln Euro)							
Assets							
Cash and cash balances	8,793	11,904	15,582	13,858	32,261	48,428	48,982
Financial assets held for trading	97,239	104,047	93,433	87,467	86,191	79,529	81,493
Loans and receivables with banks	85,442	67,452	75,473	74,692	77,968	65,225	67,888
Loans and receivables with customers	455,756	462,069	452,849	444,607	452,766	450,298	450,509
Financial investments	154,422	157,463	148,859	149,004	142,123	138,209	136,617
Hedging instruments	8,451	8,025	8,017	6,872	6,231	5,975	5,665
Property, plant and equipment	9,285	9,229	9,220	9,092	9,054	8,947	8,812
Goodwill	1,744	1,744	1,744	1,484	1,484	1,484	1,484
Other intangible assets	1,893	1,905	1,885	1,708	1,687	1,763	1,790
Tax assets	15,601	15,604	15,368	15,161	15,293	14,252	13,347
Non-current assets and disposal groups classified as held for sale	43,386	43,179	43,540	45,854	46,603	4,052	1,671
Other assets	10,192	8,857	8,557	9,735	9,424	8,966	8,841
Total assets	892,203	891,477	874,527	859,533	881,085	827,128	827,099
Liabilities and shareholders' equity							
Deposits from banks	111,175	112,038	113,838	103,852	138,581	129,844	128,110
Deposits from customers	449,360	443,968	441,033	452,419	437,996	433,017	438,334
Debt securities in issue	127,628	123,569	119,426	115,436	109,103	110,664	106,383
Financial liabilities held for trading	71,154	79,304	67,800	68,361	60,631	55,505	58,806
Financial liabilities designated at fair value	1,217	1,465	1,509	2,497	3,027	3,045	2,960
Hedging instruments	12,014	12,427	11,545	9,405	8,202	7,245	6,859
Provisions for risks and charges	9,357	9,723	9,733	10,541	10,055	8,665	8,680
Tax liabilities	1,534	1,299	1,378	1,399	1,443	1,188	1,190
Liabilities included in disposal groups classified as held for sale	34,861	35,453	35,418	35,869	36,031	618	161
Other liabilities	19,959	18,933	17,704	16,566	18,980	21,354	17,039
Minorities	3,513	3,174	3,906	3,853	4,312	822	872
Shareholders' equity	50,431	50,123	51,237	39,336	52,723	55,161	57,705
- Capital and reserves	49,998	49,812	50,409	51,881	52,948	53,955	53,729
- Available-for-sale assets fair value reserve and cash-flow hedging reserve and defined benefits plans reserve	27	-1,011	-941	-755	-1,132	-647	-696
- Net profit	406	1,321	1,768	-11,790	907	1,853	4,672
Total liabilities and shareholders' equity	892,203	891,477	874,527	859,533	881,085	827,128	827,099

Shareholders' Equity attributable to the Group

(mln Euro)

Shareholders' Equity as at December 31, 2016	39,336
Capital increase (net of capitalized costs)	12,673
Equity instruments	1,237
Disbursements related to Cashes transaction ("canoni di usufrutto")	-32
Dividend payment	0
Forex translation reserve	132
Change in afs/cash-flow hedge reserve	-155
Others	-157
Net profit (loss) for the period	4,672
Shareholders' Equity as at September 30, 2017	57,705

Asset Quality Group

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
(mln Euro)	2016	2016	2016	2016	2017	2017	2017
NPLs - Face value	50,778	50,094	50,089	31,799	31,084	29,940	29,391
Writedowns	30,910	30,644	30,769	20,851	20,704	19,896	19,469
<i>as a percentage of face value (Coverage Ratio)</i>	60.9%	61.2%	61.4%	65.6%	66.6%	66.5%	66.2%
NPLs - Carrying value	19,868	19,451	19,320	10,948	10,381	10,043	9,923
Unlikely to pay - Face value	24,154	23,054	22,679	23,165	22,870	21,757	20,486
Writedowns	8,121	7,942	7,708	10,021	9,993	9,493	9,011
<i>as a percentage of face value (Coverage Ratio)</i>	33.6%	34.5%	34.0%	43.3%	43.7%	43.6%	44.0%
Unlikely to pay- Carrying value	16,033	15,112	14,970	13,144	12,877	12,264	11,475
Past-due loans - Face value	2,132	2,075	2,062	1,379	1,346	1,294	1,402
Writedowns	584	570	582	472	447	446	481
<i>as a percentage of face value (Coverage Ratio)</i>	27.4%	27.5%	28.2%	34.3%	33.2%	34.4%	34.3%
Past-due loans- Carrying value	1,547	1,505	1,480	906	899	849	922
IMPAIRED LOANS - Face value	77,064	75,222	74,829	56,342	55,300	52,991	51,279
Writedowns	39,616	39,155	39,059	31,344	31,144	29,835	28,960
<i>as a percentage of face value (Coverage Ratio)</i>	51.4%	52.1%	52.2%	55.6%	56.3%	56.3%	56.5%
IMPAIRED LOANS - Carrying value	37,448	36,067	35,770	24,998	24,156	23,156	22,319
PERFORMING LOANS - Face value	420,442	428,140	419,121	421,804	430,719	429,231	430,315
Writedowns	2,135	2,139	2,039	2,192	2,109	2,089	2,124
<i>as a percentage of face value (Coverage Ratio)</i>	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
PERFORMING LOANS- Carrying value	418,307	426,001	417,082	419,612	428,610	427,142	428,190

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2016	2016	2016	2016	2017	2017	2017
NPLs - Face value	10.2%	10.0%	10.1%	6.7%	6.4%	6.2%	6.1%
NPLs - Carrying value	4.4%	4.2%	4.3%	2.5%	2.3%	2.2%	2.2%
Unlikely to pay - Face value	4.9%	4.6%	4.6%	4.8%	4.7%	4.5%	4.3%
Unlikely to pay - Carrying value	3.5%	3.3%	3.3%	3.0%	2.8%	2.7%	2.5%
Past-due loans - Face value	0.4%	0.4%	0.4%	0.3%	0.3%	0.3%	0.3%
Past-due loans - Carrying value	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.2%
Total Impaired Loans - Face value	15.5%	15.0%	15.2%	11.8%	11.4%	11.0%	10.6%
Total Impaired Loans - Carrying value	8.2%	7.8%	7.9%	5.6%	5.3%	5.1%	5.0%

Asset Quality - Group excl. Non Core

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
(mln Euro)	2016	2016	2016	2016	2017	2017	2017
NPLs - Face value	13,044	12,705	13,018	12,734	12,119	11,511	11,213
Writedowns	8,268	8,235	8,329	8,644	8,454	8,031	7,791
<i>as a percentage of face value (Coverage Ratio)</i>	63.4%	64.8%	64.0%	67.9%	69.8%	69.8%	69.5%
NPLs - Carrying value	4,776	4,470	4,689	4,091	3,665	3,480	3,422
Unlikely to pay - Face value	11,284	10,640	10,672	10,956	11,143	10,674	10,045
Writedowns	3,972	3,817	3,711	4,561	4,634	4,482	4,297
<i>as a percentage of face value (Coverage Ratio)</i>	35.2%	35.9%	34.8%	41.6%	41.6%	42.0%	42.8%
Unlikely to pay- Carrying value	7,312	6,822	6,961	6,395	6,510	6,193	5,748
Past-due loans - Face value	1,381	1,472	1,503	1,176	1,117	1,104	1,199
Writedowns	412	433	449	401	375	380	412
<i>as a percentage of face value (Coverage Ratio)</i>	29.8%	29.4%	29.9%	34.1%	33.6%	34.4%	34.4%
Past-due loans- Carrying value	969	1,038	1,054	775	742	724	787
IMPAIRED LOANS - Face value	25,709	24,817	25,193	24,866	24,379	23,290	22,457
Writedowns	12,652	12,486	12,489	13,605	13,462	12,893	12,501
<i>as a percentage of face value (Coverage Ratio)</i>	49.2%	50.3%	49.6%	54.7%	55.2%	55.4%	55.7%
IMPAIRED LOANS - Carrying value	13,057	12,331	12,704	11,261	10,917	10,397	9,957
PERFORMING LOANS - Face value	411,323	420,912	412,445	416,143	425,279	425,165	426,648
Writedowns	1,792	1,851	1,796	1,966	1,899	1,893	1,941
<i>as a percentage of face value (Coverage Ratio)</i>	0.4%	0.4%	0.4%	0.5%	0.4%	0.4%	0.5%
PERFORMING LOANS- Carrying value	409,531	419,060	410,649	414,178	423,380	423,272	424,708

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2016	2016	2016	2016	2017	2017	2017
NPLs - Face value	3.0%	2.9%	3.0%	2.9%	2.7%	2.6%	2.5%
NPLs - Carrying value	1.1%	1.0%	1.1%	1.0%	0.8%	0.8%	0.8%
Unlikely to pay - Face value	2.6%	2.4%	2.4%	2.5%	2.5%	2.4%	2.2%
Unlikely to pay - Carrying value	1.7%	1.6%	1.6%	1.5%	1.5%	1.4%	1.3%
Past-due loans - Face value	0.3%	0.3%	0.3%	0.3%	0.2%	0.2%	0.3%
Past-due loans - Carrying value	0.2%	0.2%	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%	5.2%	5.0%
Total Impaired Loans - Carrying value	3.1%	2.9%	3.0%	2.6%	2.5%	2.4%	2.3%

Asset Quality - Non Core

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
(mln Euro)	2016	2016	2016	2016	2017	2017	2017
NPLs - Face value	37,734	37,389	37,071	19,064	18,965	18,429	18,178
Writedowns	22,642	22,409	22,440	12,207	12,250	11,865	11,677
<i>as a percentage of face value (Coverage Ratio)</i>	60.0%	59.9%	60.5%	64.0%	64.6%	64.4%	64.2%
NPLs - Carrying value	15,092	14,980	14,631	6,857	6,715	6,563	6,500
Unlikely to pay - Face value	12,871	12,414	12,007	12,209	11,726	11,082	10,440
Writedowns	4,150	4,125	3,997	5,460	5,360	5,011	4,714
<i>as a percentage of face value (Coverage Ratio)</i>	32.2%	33.2%	33.3%	44.7%	45.7%	45.2%	45.1%
Unlikely to pay- Carrying value	8,721	8,289	8,010	6,749	6,367	6,071	5,727
Past-due loans - Face value	751	603	559	203	229	190	204
Writedowns	173	136	133	72	72	66	69
<i>as a percentage of face value (Coverage Ratio)</i>	23.0%	22.6%	23.8%	35.3%	31.6%	34.6%	33.7%
Past-due loans- Carrying value	578	467	426	131	156	124	135
IMPAIRED LOANS - Face value	51,355	50,406	49,636	31,476	30,920	29,701	28,822
Writedowns	26,964	26,670	26,570	17,739	17,682	16,942	16,460
<i>as a percentage of face value (Coverage Ratio)</i>	52.5%	52.9%	53.5%	56.4%	57.2%	57.0%	57.1%
IMPAIRED LOANS - Carrying value	24,391	23,736	23,066	13,737	13,239	12,759	12,362
PERFORMING LOANS - Face value	9,119	7,228	6,676	5,661	5,440	4,066	3,666
Writedowns	343	287	243	226	210	196	183
<i>as a percentage of face value (Coverage Ratio)</i>	3.8%	4.0%	3.6%	4.0%	3.9%	4.8%	5.0%
PERFORMING LOANS- Carrying value	8,776	6,941	6,433	5,434	5,230	3,870	3,483

AS A PERCENTAGE OF TOTAL LOANS TO CUSTOMERS

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2016	2016	2016	2016	2017	2017	2017
NPLs - Face value	62.4%	64.9%	65.8%	51.3%	52.2%	54.6%	56.0%
NPLs - Carrying value	45.5%	48.8%	49.6%	35.8%	36.4%	39.5%	41.0%
Unlikely to pay - Face value	21.3%	21.5%	21.3%	32.9%	32.3%	32.8%	32.1%
Unlikely to pay - Carrying value	26.3%	27.0%	27.2%	35.2%	34.5%	36.5%	36.1%
Past-due loans - Face value	1.2%	1.0%	1.0%	0.5%	0.6%	0.6%	0.6%
Past-due loans - Carrying value	1.7%	1.5%	1.4%	0.7%	0.8%	0.7%	0.9%
Total Impaired Loans - Face value	84.9%	87.5%	88.1%	84.8%	85.0%	88.0%	88.7%
Total Impaired Loans - Carrying value	73.5%	77.4%	78.2%	71.7%	71.7%	76.7%	78.0%

Asset Quality by Division

CONSOLIDATED IMPAIRED LOANS TO CUSTOMER

(mln Euro)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
CBK Italy							
Total Impaired Loans - Face value	8,532	8,664	9,119	9,618	9,976	9,503	9,630
Total Impaired Loans - Carrying value	4,693	4,781	5,098	4,492	4,635	4,532	4,625
Total Customer Loans - Face value	140,149	142,845	141,669	140,746	141,634	143,951	142,899
Total Customer Loans - Carrying value	135,664	138,324	137,028	134,933	135,624	138,235	137,173
Coverage Ratio - Specific only	45.0%	44.8%	44.1%	53.3%	53.5%	52.3%	52.0%
Coverage Ratio - Overall Provisions	52.6%	52.2%	50.9%	60.4%	60.2%	60.2%	59.5%
Impaired Loans Ratio - Face value	6.1%	6.1%	6.4%	6.8%	7.0%	6.6%	6.7%
Impaired Loans Ratio - Carrying value	3.5%	3.5%	3.7%	3.3%	3.4%	3.3%	3.4%
CBK Germany							
Total Impaired Loans - Face value	2,585	2,436	2,379	2,324	2,162	2,118	1,844
Total Impaired Loans - Carrying value	1,401	1,282	1,291	1,384	1,064	1,001	781
Total Customer Loans - Face value	80,202	81,159	81,339	81,730	83,215	83,907	82,949
Total Customer Loans - Carrying value	79,015	80,078	80,310	80,822	81,958	82,635	81,726
Coverage Ratio - Specific only	45.8%	47.4%	45.7%	40.5%	50.8%	52.7%	57.6%
Coverage Ratio - Overall Provisions	45.9%	44.4%	43.2%	39.1%	58.1%	60.1%	66.3%
Impaired Loans Ratio - Face value	3.2%	3.0%	2.9%	2.8%	2.6%	2.5%	2.2%
Impaired Loans Ratio - Carrying value	1.8%	1.6%	1.6%	1.7%	1.3%	1.2%	1.0%
CBK Austria							
Total Impaired Loans - Face value	2,795	2,655	2,497	2,470	2,260	2,246	2,088
Total Impaired Loans - Carrying value	1,064	982	911	933	908	947	821
Total Customer Loans - Face value	50,977	50,691	50,382	50,216	49,166	48,586	47,953
Total Customer Loans - Carrying value	48,891	48,654	48,435	48,268	47,417	46,913	46,273
Coverage Ratio - Specific only	61.9%	63.0%	63.5%	62.2%	59.8%	57.8%	60.7%
Coverage Ratio - Overall Provisions	74.7%	76.7%	77.9%	78.8%	77.4%	74.5%	80.4%
Impaired Loans Ratio - Face value	5.5%	5.2%	5.0%	4.9%	4.6%	4.6%	4.4%
Impaired Loans Ratio - Carrying value	2.2%	2.0%	1.9%	1.9%	1.9%	2.0%	1.8%
CIB							
Total Impaired Loans - Face value	4,663	4,171	4,505	4,301	4,151	3,862	3,516
Total Impaired Loans - Carrying value	2,627	2,229	2,562	2,009	1,933	1,803	1,738
Total Customer Loans - Face value	109,180	113,182	104,983	108,878	114,377	110,746	112,517
Total Customer Loans - Carrying value	106,917	110,920	102,739	106,305	111,878	108,422	110,459
Coverage Ratio - Specific only	43.7%	46.6%	43.1%	53.3%	53.4%	53.3%	50.6%
Coverage Ratio - Overall Provisions	48.5%	54.2%	49.8%	59.8%	60.2%	60.2%	58.5%
Impaired Loans Ratio - Face value	4.3%	3.7%	4.3%	3.9%	3.6%	3.5%	3.1%
Impaired Loans Ratio - Carrying value	2.5%	2.0%	2.5%	1.9%	1.7%	1.7%	1.6%
CEE							
Total Impaired Loans - Face value	7,110	6,846	6,592	6,412	6,129	5,891	5,734
Total Impaired Loans - Carrying value	3,226	2,990	2,742	2,589	2,549	2,320	2,211
Total Customer Loans - Face value	62,260	63,444	64,055	64,490	65,127	64,177	64,263
Total Customer Loans - Carrying value	58,045	59,242	59,869	60,280	61,175	60,288	60,423
Coverage Ratio - Specific only	54.6%	56.3%	58.4%	59.6%	58.4%	60.6%	61.4%
Coverage Ratio - Overall Provisions	59.3%	61.4%	63.5%	65.7%	64.5%	66.0%	67.0%
Impaired Loans Ratio - Face value	11.4%	10.8%	10.3%	9.9%	9.4%	9.2%	8.9%
Impaired Loans Ratio - Carrying value	5.6%	5.0%	4.6%	4.3%	4.2%	3.8%	3.7%

Capital Position

GROUP CAPITAL STRUCTURE

Basel 3

(mln Euro)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Change %	
	2016	2016	2016	2016	2017	2017	2017	q/q	y/y
Common Equity Tier I Transitional	40,644	41,955	42,980	31,537	45,132	45,616	48,795	+7.0%	+13.5%
Tier I Capital Transitional	44,050	45,134	46,152	35,005	48,740	50,462	53,640	+6.3%	+16.2%
Total Capital Transitional	54,381	55,960	56,667	45,150	58,574	60,848	63,682	+4.7%	+12.4%
Total RWA Transitional	394,359	399,260	390,901	387,136	385,261	352,669	350,024	-0.7%	-10.5%
Credit Risk	336,969	337,609	333,133	331,181	331,250	301,095	298,414	-0.9%	-10.4%
Market Risk	16,696	22,127	18,207	17,437	15,485	15,009	14,189	-5.5%	-22.1%
Operational Risk	40,694	39,524	39,562	38,518	38,527	36,565	37,421	+2.3%	-5.4%
Hybrids included in Tier I Capital	3,468	3,298	3,237	3,732	3,676	4,913	4,912	-0.0%	+51.8%

CAPITAL RATIOS

%	Q1 (*)	Q2	Q3	Q4	Q1	Q2	Q3	Delta	
	2016	2016	2016	2016	2017	2017	2017	q/q	y/y
Common Equity Tier I Ratio Transitional	10.31%	10.51%	11.00%	8.15%	11.71%	12.93%	13.94%	101bp	295bp
Tier I Ratio Transitional	11.17%	11.30%	11.81%	9.04%	12.65%	14.31%	15.32%	102bp	352bp
Total Capital Ratio Transitional	13.79%	14.02%	14.50%	11.66%	15.20%	17.25%	18.19%	94bp	370bp
Hybrids as % of Tier I capital	7.87%	7.31%	7.01%	10.66%	7.54%	9.74%	9.16%	-58bp	214bp
note: maximum allowed by Bol	NA	NA	NA	NA	NA	NA	NA		

Note: 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

(mln Euro)	9M		y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016		2016	2016	2016	2016	2017	2017	2017
Net interest	2,753	2,976	-7.5%	1,000	999	976	875	922	923	907
Dividends and other income from equity investments	58	69	-16.0%	21	22	26	26	20	21	17
Net fees and commissions	2,779	2,672	+4.0%	930	910	832	810	947	971	861
Net trading income	28	70	-59.5%	-2	61	11	-13	-6	30	4
Net other expenses/income	-76	-31	+148.6%	-17	-3	-10	-21	-26	-19	-31
OPERATING INCOME	5,542	5,756	-3.7%	1,931	1,990	1,835	1,678	1,856	1,927	1,759
Payroll costs	-1,901	-1,998	-4.9%	-676	-671	-652	-636	-640	-634	-626
Other administrative expenses	-1,701	-1,739	-2.2%	-586	-569	-584	-572	-568	-552	-582
Recovery of expenses	308	327	-6.0%	109	104	115	110	103	83	121
Amortisation & depreciation	-52	-48	+8.2%	-15	-16	-17	-17	-14	-19	-20
Operating costs	-3,347	-3,459	-3.2%	-1,168	-1,152	-1,139	-1,115	-1,118	-1,121	-1,108
OPERATING PROFIT	2,195	2,297	-4.5%	763	838	696	563	738	805	651
Net write-downs of loans	-678	-711	-4.6%	-228	-243	-240	-1,292	-241	-227	-210
NET OPERATING PROFIT	1,516	1,586	-4.4%	535	595	456	-729	497	578	441
Other Charges & Provisions	-225	-294	-23.4%	-51	-117	-126	-102	-49	-89	-87
o/w Systemic Charges	-102	-100	+2.3%	-30	3	-73	9	-34	-1	-68
Integration costs	-3	-81	-96.2%	-33	-47	-1	-890	-2	-1	-1
Net income from investments	-9	-8	+13.4%	-1	-5	-2	-36	-1	-3	-5
PROFIT BEFORE TAX	1,279	1,204	+6.3%	451	427	326	-1,757	445	485	348
CONSOLIDATED PROFIT	881	826	+6.7%	309	291	226	-1,429	312	323	246

INCOME STATEMENT RATIOS

Cost income ratio	60.4%	60.1%	0 pp	60.5%	57.9%	62.1%	66.4%	60.2%	58.2%	63.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	66	70	-3bp	68	71	70	380	71	66	61

VOLUMES

Customers Loans (excl. Repos and IC)	137,146	136,991	+0.1%	135,620	138,282	136,991	134,906	135,597	138,209	137,146
Customer Depos (excl. Repos and IC)	137,745	128,391	+7.3%	125,440	126,683	128,391	134,495	132,662	134,830	137,745
Total RWA End of Period	81,496	78,826	+3.4%	79,040	79,488	78,826	79,043	78,747	81,405	81,496

OTHER FIGURES

FTEs (eop, 100%)	33,531	35,559	-5.7%	36,294	36,355	35,559	35,222	34,602	34,270	33,531
Roac at 12.5% CET1 ratio target*	11.7%	10.4%	1 pp	11.7%	11.2%	8.3%	-70.6%	12.6%	12.8%	9.7%

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

Commercial Bank - Germany

INCOME STATEMENT

(mln Euro)	9M		y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016		2016	2016	2016	2016	2017	2017	2017
Net interest	1,263	1,142	+10.6%	397	371	374	347	395	478	390
Dividends and other income from equity investments	1	45	-98.1%	41	3	1	5	0	0	0
Net fees and commissions	599	546	+9.7%	187	179	180	181	233	187	178
Net trading income	117	22	n.m.	-13	19	16	58	32	27	58
Net other expenses/income	111	101	+10.0%	41	33	27	26	41	38	33
OPERATING INCOME	2,091	1,856	+12.7%	653	606	597	616	701	731	660
Payroll costs	-784	-805	-2.6%	-273	-268	-264	-240	-267	-259	-258
Other administrative expenses	-579	-594	-2.6%	-196	-202	-197	-225	-200	-193	-186
Recovery of expenses	2	2	+42.1%	0	0	1	1	2	0	0
Amortisation & depreciation	-30	-37	-18.4%	-11	-11	-15	-5	-10	-10	-10
Operating costs	-1,391	-1,435	-3.1%	-480	-480	-474	-469	-475	-462	-454
OPERATING PROFIT	700	421	+66.4%	173	126	122	147	225	268	206
Net write-downs of loans	-53	8	n.m.	22	7	-21	36	-20	-32	0
NET OPERATING PROFIT	647	429	+51.0%	195	132	101	183	205	236	206
Other Charges & Provisions	-74	-47	+58.2%	-38	-12	4	-93	-36	-35	-4
o/w Systemic Charges	-51	-60	-13.8%	-37	-14	-9	7	-34	-12	-6
Integration costs	-2	0	n.m.	0	0	0	-301	-2	0	0
Net income from investments	1	21	-93.8%	2	19	1	-3	2	-1	0
PROFIT BEFORE TAX	572	403	+41.9%	158	138	106	-214	170	201	202
CONSOLIDATED PROFIT	506	269	+88.1%	108	93	68	-149	112	238	156

INCOME STATEMENT RATIOS

Cost income ratio	66.5%	77.3%	-11 pp	73.5%	79.3%	79.5%	76.1%	67.8%	63.3%	68.8%
Cost of Risk (LLP annualized on Avg Loans) in basis points	9	-1	10bp	-11	-3	10	-18	10	16	0

VOLUMES

Customers Loans (excl. Repos and IC)	81,499	80,060	+1.8%	78,744	79,818	80,060	80,519	81,732	82,412	81,499
Customer Depos (excl. Repos and IC)	86,304	86,834	-0.6%	81,462	85,079	86,834	86,043	83,244	83,822	86,304
Total RWA End of Period	34,974	34,603	+1.1%	34,322	34,931	34,603	35,970	35,728	34,686	34,974

OTHER FIGURES

FTEs (eop, 100%)	10,296	11,030	-6.7%	11,165	10,991	11,030	10,910	10,770	10,346	10,296
Roac at 12.5% CET1 ratio target*	14.5%	6.6%	8 pp	8.2%	6.9%	4.7%	-13.6%	9.2%	20.8%	13.4%

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

Commercial Bank - Austria

INCOME STATEMENT

(mIn Euro)	9M		y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016		2016	2016	2016	2016	2017	2017	2017
Net interest	525	602	-12.8%	200	195	208	170	171	173	180
Dividends and other income from equity investments	108	97	+11.6%	25	35	36	29	30	38	40
Net fees and commissions	459	438	+4.8%	147	146	146	156	154	154	151
Net trading income	21	83	-74.4%	2	68	12	46	5	9	6
Net other expenses/income	40	18	+118.7%	7	2	9	0	5	28	7
OPERATING INCOME	1,153	1,238	-6.9%	381	446	412	401	366	402	385
Payroll costs	-439	-481	-8.6%	-163	-167	-151	-163	-151	-152	-137
Other administrative expenses	-366	-429	-14.7%	-144	-147	-139	-148	-129	-117	-120
Recovery of expenses	0	0	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-11	-17	-38.6%	-6	-6	-6	2	-3	-4	-4
Operating costs	-816	-927	-11.9%	-313	-319	-295	-309	-284	-272	-261
OPERATING PROFIT	337	311	+8.3%	68	126	117	92	82	130	124
Net write-downs of loans	68	28	+144.5%	-4	10	21	-60	52	30	-14
NET OPERATING PROFIT	404	339	+19.4%	64	137	138	32	134	160	110
Other Charges & Provisions	-76	-132	-42.1%	-70	-26	-35	-141	-89	9	4
o/w Systemic Charges	-86	-120	-28.1%	-69	-26	-25	-26	-88	-4	5
Integration costs	0	-208	-100.0%	-204	0	-4	-153	0	0	0
Net income from investments	8	8	-5.8%	5	1	2	-81	6	1	0
PROFIT BEFORE TAX	336	7	n.m.	-205	111	101	-342	52	170	114
CONSOLIDATED PROFIT	461	-20	n.m.	-206	89	98	-364	68	205	188

INCOME STATEMENT RATIOS

Cost income ratio	70.8%	74.9%	-4 pp	82.2%	71.6%	71.6%	77.0%	77.6%	67.6%	67.7%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-19	-8	-12bp	3	-9	-17	49	-44	-25	12

VOLUMES

Customers Loans (excl. Repos and IC)	44,547	44,512	+0.1%	44,708	44,383	44,512	44,984	44,960	44,626	44,547
Customer Depos (excl. Repos and IC)	46,687	47,322	-1.3%	47,251	47,060	47,322	47,096	46,711	46,375	46,687
Total RWA End of Period	21,581	23,536	-8.3%	24,735	23,685	23,536	23,675	22,423	21,960	21,581

OTHER FIGURES

FTEs (eop, 100%)	5,199	5,535	-6.1%	5,654	5,561	5,535	5,486	5,317	5,246	5,199
Roac at 12.5% CET1 ratio target*	21.2%	-1.7%	n.m.	-27.4%	11.0%	12.3%	-50.9%	9.0%	28.2%	26.7%

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

INCOME STATEMENT

(mIn Euro)	9M		y/y %	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016								
Net interest	1,575	1,754	-10.2%	583	619	553	543	530	548	497
Dividends and other income from equity investments	16	56	-71.3%	45	4	7	-1	1	11	4
Net fees and commissions	463	495	-6.4%	160	173	161	125	144	176	143
Net trading income	988	961	+2.8%	263	331	366	274	456	281	251
Net other expenses/income	29	0	n.m.	23	4	-26	27	24	10	-5
OPERATING INCOME	3,071	3,266	-6.0%	1,074	1,131	1,061	968	1,155	1,026	890
Payroll costs	-476	-492	-3.1%	-159	-166	-166	-158	-159	-160	-156
Other administrative expenses	-763	-807	-5.4%	-265	-273	-269	-274	-271	-252	-241
Recovery of expenses	1	1	+2.7%	0	0	0	2	0	0	1
Amortisation & depreciation	-2	-2	-15.3%	-1	-1	-1	-1	-1	-1	-1
Operating costs	-1,240	-1,300	-4.6%	-425	-439	-436	-430	-431	-412	-397
OPERATING PROFIT	1,831	1,966	-6.9%	649	691	626	538	724	614	493
Net write-downs of loans	-125	-158	-21.0%	-62	-67	-29	-408	-72	3	-55
NET OPERATING PROFIT	1,706	1,808	-5.6%	587	624	597	130	652	617	438
Other Charges & Provisions	-111	-137	-19.1%	-100	-20	-18	-251	-98	-7	-6
o/w Systemic Charges	-113	-115	-2.0%	-93	-12	-11	-3	-101	-9	-3
Integration costs	-3	-11	-72.1%	-2	-10	1	-103	-1	0	-2
Net income from investments	-38	-65	-41.7%	-41	-16	-8	-32	-29	-7	-2
PROFIT BEFORE TAX	1,554	1,594	-2.5%	444	578	572	-256	524	603	427
CONSOLIDATED PROFIT	1,050	1,059	-0.8%	300	380	379	117	352	400	299

INCOME STATEMENT RATIOS

Cost income ratio	40.4%	39.8%	1 pp	39.6%	38.9%	41.1%	44.4%	37.3%	40.2%	44.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	15	20	-5bp	24	25	11	156	27	-1	20

VOLUMES

Customers Loans (excl. Repos and IC)	78,356	72,685	+7.8%	68,604	73,726	72,685	75,611	75,423	75,744	78,356
Customer Depos (excl. Repos and IC)	44,237	45,240	-2.2%	46,555	44,307	45,240	46,331	45,772	47,410	44,237
Total RWA End of Period	71,470	74,626	-4.2%	73,205	80,072	74,626	75,143	72,466	70,951	71,470

OTHER FIGURES

FTEs (eop, 100%)	3,371	3,535	-4.6%	3,605	3,551	3,535	3,480	3,447	3,447	3,371
Roac at 12.5% CET1 ratio target*	15.1%	14.5%	1 pp	12.9%	15.5%	15.1%	4.8%	14.8%	17.4%	13.1%

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

CIB Division - Additional Disclosure (managerial figures)

(mIn Euro)	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
TOTAL REVENUES CIB	1,074	1,131	1,061	968	1,155	1,026	890
Financing & Advisory (F&A)	391	375	327	326	375	379	406
Financing & Advisory (F&A) Italy	156	116	116	129	125	142	171
Financing & Advisory (F&A) Germany	200	221	172	161	213	187	193
Financing & Advisory (F&A) Austria	36	40	41	39	39	51	44
Markets	583	653	620	518	669	539	376
Global Transaction Business (GTB)	100	107	112	125	113	108	110
CIB Other	8	3	4	4	5	6	5
TOTAL COSTS CIB	-425	-439	-436	-430	-431	-412	-397
Financing & Advisory (F&A)	-134	-142	-133	-135	-137	-132	-132
Financing & Advisory (F&A) Italy	-26	-29	-27	-31	-30	-28	-32
Financing & Advisory (F&A) Germany	-93	-92	-91	-89	-93	-85	-87
Financing & Advisory (F&A) Austria	-17	-22	-16	-20	-17	-21	-15
Markets	-229	-230	-235	-227	-228	-218	-207
Global Transaction Business (GTB)	-53	-58	-52	-55	-55	-51	-53
CIB Other	-2	-2	-2	-2	-2	-2	-3
TOTAL LOAN LOSS PROVISIONS CIB	-62	-67	-29	-408	-72	3	-55
Financing & Advisory (F&A)	-73	-113	-55	-352	-79	6	-60
Financing & Advisory (F&A) Italy	-2	-2	-12	-223	-45	12	-57
Financing & Advisory (F&A) Germany	-68	-144	-41	-137	-32	-22	-9
Financing & Advisory (F&A) Austria	-2	33	-2	7	-2	16	6
Markets	9	48	20	-55	7	-3	5
Global Transaction Business (GTB)	2	-2	6	0	0	0	0
CIB Other	0	0	0	0	0	0	0
TOTAL NET OPERATING PROFIT CIB	587	624	597	130	652	617	438
Financing & Advisory (F&A)	183	119	139	-162	158	253	214
Financing & Advisory (F&A) Italy	127	85	76	-125	51	126	82
Financing & Advisory (F&A) Germany	39	-16	39	-65	88	80	96
Financing & Advisory (F&A) Austria	17	50	23	27	20	47	35
Markets	363	471	405	235	447	317	174
Global Transaction Business (GTB)	50	47	66	70	58	57	57
CIB Other	6	1	1	2	3	4	1
RWA CIB	73,205	80,072	74,626	75,143	72,466	70,951	71,470
Financing & Advisory (F&A)	37,311	37,514	37,471	37,926	36,791	36,936	37,808
Financing & Advisory (F&A) Italy	13,661	14,115	14,938	15,282	15,223	15,003	15,324
Financing & Advisory (F&A) Germany	18,757	18,506	17,991	17,994	16,891	16,874	17,159
Financing & Advisory (F&A) Austria	4,894	4,893	4,542	4,650	4,677	5,058	5,326
Markets	29,827	36,182	30,391	29,457	27,379	27,080	26,378
Global Transaction Business (GTB)	5,527	5,884	6,300	7,571	7,537	6,339	6,795
CIB Other	540	492	464	189	760	596	489

Fineco

INCOME STATEMENT

(mln Euro)	9M		y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016		2016	2016	2016	2016	2017	2017	2017
Net interest	194	186	+4.6%	62	61	62	63	63	64	67
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0	0
Net fees and commissions	199	177	+12.6%	58	60	59	66	65	65	70
Net trading income	37	58	-35.7%	20	27	11	11	14	12	11
Net other expenses/income	0	0	n.m.	0	1	-1	-2	1	-1	0
OPERATING INCOME	430	420	+2.4%	140	149	132	138	142	141	148
Payroll costs	-59	-57	+2.9%	-19	-19	-19	-17	-19	-20	-20
Other administrative expenses	-177	-171	+3.5%	-61	-57	-53	-57	-62	-61	-53
Recovery of expenses	68	64	+6.7%	21	21	22	21	23	23	22
Amortisation & depreciation	-7	-7	+3.5%	-2	-2	-3	-3	-2	-3	-3
Operating costs	-175	-171	+2.1%	-60	-58	-53	-55	-61	-60	-54
OPERATING PROFIT	256	249	+2.6%	80	91	78	83	81	80	94
Net write-downs of loans	-3	-4	-12.8%	-1	-1	-1	-1	-1	-1	-2
NET OPERATING PROFIT	252	246	+2.8%	78	90	77	82	80	79	93
Other Charges & Provisions	-24	-14	+74.0%	-1	-1	-11	4	-2	-1	-21
o/w Systemic Charges	-20	-10	+92.0%	0	1	-11	1	0	0	-20
Integration costs	0	0	n.m.	0	0	0	-5	0	0	0
Net income from investments	-2	0	n.m.	0	0	0	-7	0	0	-1
PROFIT BEFORE TAX	226	232	-2.2%	77	89	66	74	78	78	70
CONSOLIDATED PROFIT	53	57	-7.0%	18	24	16	17	18	19	16

INCOME STATEMENT RATIOS

Cost income ratio	40.6%	40.7%	0 pp	43.0%	38.7%	40.6%	40.0%	42.9%	43.0%	36.2%
Cost of Risk (LLP annualized on Avg Loans) in basis points	30	53	-23bp	66	64	31	27	20	30	38

VOLUMES

Customers Loans (excl. Repos and IC)	1,528	815	+87.6%	701	781	815	910	1,015	1,303	1,528
Customer Depos (excl. Repos and IC)	19,797	17,029	+16.3%	16,513	16,981	17,029	18,570	18,707	19,281	19,797
Total RWA End of Period	2,184	1,778	+22.9%	1,838	1,805	1,778	1,890	1,937	2,063	2,184

OTHER FIGURES

FTEs (eop, 100%)	1,069	1,033	+3.5%	1,021	1,025	1,033	1,052	1,044	1,067	1,069
Roac at 12.5% CET1 ratio target*	61.3%	87.3%	-26 pp	84.9%	106.1%	70.8%	61.3%	59.8%	70.9%	54.5%

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

INCOME STATEMENT

(mIn Euro)	9M		y/y %	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016								
Net interest	-497	-508	-2.0%	-182	-150	-175	-163	-146	-175	-177
Dividends and other income from equity investments	55	96	-42.8%	5	78	13	29	23	20	12
Net fees and commissions	-72	-144	-50.2%	-39	-60	-45	-9	-34	-21	-16
Net trading income	-53	135	-139.1%	-19	169	-16	-36	-21	-9	-23
Net other expenses/income	-9	51	-117.8%	16	3	32	-84	-16	9	-2
OPERATING INCOME	-576	-370	+55.6%	-220	40	-191	-263	-194	-176	-207
Payroll costs	-958	-1,051	-8.9%	-352	-355	-344	-266	-322	-325	-310
Other administrative expenses	957	1,064	-10.0%	357	352	355	-54	334	313	310
Recovery of expenses	81	79	+2.3%	28	26	26	40	31	25	25
Amortisation & depreciation	-403	-467	-13.6%	-153	-155	-158	-473	-135	-133	-135
Operating costs	-323	-375	-13.8%	-121	-132	-122	-753	-92	-121	-110
OPERATING PROFIT	-899	-745	+20.7%	-340	-92	-313	-1,016	-286	-296	-317
Net write-downs of loans	-21	-17	+21.8%	-6	-1	-11	12	-3	-1	-18
NET OPERATING PROFIT	-921	-763	+20.7%	-346	-93	-324	-1,004	-288	-297	-335
Other Charges & Provisions	-89	-315	-71.6%	-19	-258	-38	-326	-35	10	-64
o/w Systemic Charges	-57	-230	-75.1%	-19	-183	-29	-246	-30	18	-45
Integration costs	-23	-48	-52.1%	-10	-19	-18	-302	2	1	-26
Net income from investments	-119	21	n.m.	13	8	0	-711	42	-168	8
PROFIT BEFORE TAX	-1,152	-1,104	+4.3%	-363	-362	-380	-2,342	-280	-454	-418
CONSOLIDATED PROFIT	1,110	-579	n.m.	-147	-102	-331	-3,620	-81	-518	1,709

INCOME STATEMENT RATIOS

Cost income ratio	n.m.	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	-61	-34	-27bp	-30	-5	-69	79	-18	-9	-190

VOLUMES

Customers Loans (excl. Repos and IC)	2,606	2,052	+27.0%	1,817	1,877	2,052	2,041	1,844	2,195	2,606
Customer Depos (excl. Repos and IC)	2,351	2,719	-13.5%	3,192	2,702	2,719	3,300	2,630	2,514	2,351
Total RWA End of Period	29,905	57,860	-48.3%	59,664	57,650	57,860	53,816	57,633	31,472	29,905

OTHER FIGURES

FTEs (eop, 100%)	15,970	17,466	-8.6%	17,544	17,529	17,466	17,324	16,524	16,158	15,970
o/w COO FTEs	13,357	14,561	-8.3%	14,605	14,603	14,561	14,562	13,828	13,511	13,357

CEE Division

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016			2016	2016	2016	2016	2017	2017	2017
Net interest	1,933	1,852	+4.4%	+0.4%	596	615	640	639	647	641	645
Dividends and other income from equity investments	280	334	-16.0%	+0.5%	75	153	106	61	95	94	91
Net fees and commissions	649	607	+7.0%	+4.4%	191	206	210	198	211	221	217
Net trading income	291	325	-10.6%	-13.2%	67	182	76	91	106	110	75
Net other expenses/income	29	50	-40.7%	-41.6%	12	13	25	10	11	7	11
OPERATING INCOME	3,183	3,167	+0.5%	-0.9%	942	1,169	1,057	998	1,070	1,074	1,040
Payroll costs	-556	-538	+3.2%	-0.1%	-175	-181	-183	-175	-185	-184	-186
Other administrative expenses	-503	-505	-0.5%	-3.0%	-162	-172	-172	-157	-170	-171	-161
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	2	-2	0
Amortisation & depreciation	-88	-82	+7.4%	+3.0%	-25	-27	-29	-39	-28	-30	-29
Operating costs	-1,146	-1,125	+1.8%	-1.2%	-362	-380	-383	-371	-382	-388	-376
OPERATING PROFIT	2,038	2,042	-0.2%	-0.8%	580	789	674	627	688	686	663
Net write-downs of loans	-427	-477	-10.6%	-13.6%	-139	-187	-151	-316	-185	-81	-161
NET OPERATING PROFIT	1,611	1,565	+2.9%	+3.1%	441	601	522	312	503	605	503
Other Charges & Provisions	-157	-118	+33.1%	+31.3%	-74	-29	-15	-27	-129	-13	-15
o/w Systemic Charges	-150	-122	+22.9%	+20.8%	-86	-22	-14	-11	-126	-12	-12
Integration costs	-12	-10	+21.0%	+19.3%	-2	-4	-4	-4	-2	-8	-2
Net income from investments	5	7	-24.2%	-25.3%	7	0	0	-16	3	6	-4
PROFIT BEFORE TAX	1,447	1,444	+0.2%	+0.5%	372	569	503	265	376	590	482
CONSOLIDATED PROFIT	1,239	1,211	+2.3%	+4.2%	315	458	437	198	330	495	413

INCOME STATEMENT RATIOS

Cost income ratio	36.0%	35.5%	0 pp		38.4%	32.5%	36.2%	37.2%	35.7%	36.1%	36.2%
Cost of Risk (LLP annualized on Avg Loans) in basis points	94	109	-15bp		96	128	102	210	122	53	106

VOLUMES

Customers Loans (excl. Repos and IC)	59,791	59,541	+0.4%		57,721	58,919	59,541	59,935	60,458	59,774	59,791
Customer Depos (excl. Repos and IC)	60,433	57,522	+5.1%		57,874	56,524	57,522	59,175	60,929	59,677	60,433
Total RWA End of Period	86,700	93,421	-7.2%		92,452	94,277	93,421	91,403	91,098	87,390	86,700

OTHER FIGURES

FTEs (eop, 100%)	24,134	24,490	-1.5%		24,179	24,267	24,490	24,302	24,208	24,254	24,134
Roac at 12.5% CET1 ratio target*	14.4%	13.5%	0.9 pp		10.5%	15.4%	14.6%	6.7%	11.3%	17.4%	14.7%

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

CEE - Turkey

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016			2016	2016	2016	2016	2017	2017	2017
Net interest	647	732	-11.6%	+7.5%	219	246	268	250	218	217	211
Dividends and other income from equity investments	8	7	+8.6%	+10.3%	2	2	3	4	3	2	2
Net fees and commissions	206	229	-9.9%	+9.7%	71	87	71	64	73	70	64
Net trading income	7	57	-87.3%	-85.0%	4	51	2	-18	2	10	-5
Net other expenses/income	4	6	-24.5%	-7.7%	1	1	3	4	1	1	2
OPERATING INCOME	873	1,031	-15.3%	+2.8%	297	387	347	304	298	300	275
Payroll costs	-193	-215	-10.2%	+9.2%	-72	-75	-68	-72	-63	-69	-61
Other administrative expenses	-132	-166	-20.7%	-3.4%	-49	-53	-64	-53	-43	-46	-43
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-23	-28	-17.4%	+0.6%	-9	-9	-10	-9	-8	-8	-8
Operating costs	-347	-408	-15.0%	+3.5%	-130	-137	-141	-135	-114	-122	-111
OPERATING PROFIT	526	623	-15.6%	+2.4%	168	250	205	169	183	179	164
Net write-downs of loans	-165	-184	-10.5%	+9.3%	-56	-63	-65	-105	-56	-59	-49
NET OPERATING PROFIT	361	439	-17.7%	-0.5%	112	186	140	64	127	119	114
Other Charges & Provisions	-34	-44	-22.9%	-6.0%	-21	-9	-15	7	-15	-11	-7
o/w Systemic Charges	-16	-16	-2.2%	+18.8%	-5	-5	-6	-5	-5	-5	-5
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	0	3	-96.7%	-96.0%	1	1	1	0	1	-1	0
PROFIT BEFORE TAX	327	398	-17.8%	-0.7%	93	179	127	72	113	107	107
CONSOLIDATED PROFIT	262	321	-18.3%	-1.4%	72	147	102	58	91	86	85

INCOME STATEMENT RATIOS

Cost income ratio	39.8%	39.6%	0 pp		43.6%	35.5%	40.8%	44.4%	38.4%	40.5%	40.4%
Cost of Risk (LLP annualized on Avg Loans) in basis points	107	115	-8bp		106	118	121	201	108	116	98

VOLUMES

Customers Loans (excl. Repos and IC)	19,878	21,033	-5.5%		20,956	21,880	21,033	20,852	20,661	20,280	19,878
Customer Depos (excl. Repos and IC)	15,423	16,404	-6.0%		16,643	16,999	16,404	16,350	16,466	15,979	15,423
Total RWA End of Period	26,817	28,706	-6.6%		28,461	29,596	28,706	29,092	28,659	27,881	26,817

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

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016									
Net interest	466	436	+6.7%	-9.0%	131	144	161	172	173	144	148
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net fees and commissions	80	59	+33.9%	+14.3%	16	21	23	21	26	28	26
Net trading income	47	33	+44.7%	+23.5%	8	24	0	-7	12	19	16
Net other expenses/income	1	-2	-139.2%	-133.5%	0	0	-2	-1	-1	2	0
OPERATING INCOME	593	526	+12.7%	-3.9%	155	189	182	185	209	193	191
Payroll costs	-103	-85	+20.4%	+2.7%	-26	-29	-30	-34	-36	-35	-32
Other administrative expenses	-65	-54	+19.9%	+2.3%	-16	-18	-20	-23	-21	-23	-21
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-23	-19	+21.9%	+4.0%	-5	-7	-6	-9	-7	-8	-8
Operating costs	-191	-158	+20.4%	+2.7%	-47	-55	-57	-66	-63	-66	-61
OPERATING PROFIT	402	368	+9.3%	-6.7%	108	134	126	119	146	127	129
Net write-downs of loans	-106	-156	-32.2%	-42.2%	-49	-52	-55	-80	-28	-36	-42
NET OPERATING PROFIT	296	212	+40.0%	+19.4%	60	82	70	40	118	91	87
Other Charges & Provisions	-10	-13	-25.0%	-36.0%	-4	-3	-5	-3	-3	-3	-4
o/w Systemic Charges	-10	-7	+36.4%	+16.4%	-2	-2	-3	-3	-3	-3	-4
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	0	0	n.m.	n.m.	0	0	0	-3	0	0	0
PROFIT BEFORE TAX	286	199	+44.1%	+23.0%	55	79	65	33	116	88	83
CONSOLIDATED PROFIT	227	157	+44.3%	+23.2%	45	63	50	25	92	69	66

INCOME STATEMENT RATIOS

Cost income ratio	32.2%	30.1%	2 pp		30.2%	29.0%	31.2%	35.7%	30.3%	34.1%	32.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	141	196	-55bp		181	196	211	305	105	145	176

VOLUMES

Customers Loans (excl. Repos and IC)	9,413	10,245	-8.1%		10,496	10,583	10,245	10,343	10,265	9,292	9,413
Customer Depos (excl. Repos and IC)	11,206	11,799	-5.0%		13,958	12,098	11,799	12,107	13,617	12,527	11,206
Total RWA End of Period	12,831	13,928	-7.9%		14,688	13,851	13,928	14,191	14,413	12,807	12,831

OTHER FIGURES

FTEs (eop, 100%)	4,137	4,183	-1.1%		3,963	3,957	4,183	4,149	4,100	4,083	4,137
Roac at 12.5% CET1 ratio target*	17.6%	11.7%	6.0 pp		9.4%	14.3%	11.5%	5.7%	20.5%	15.7%	16.4%

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

CEE - Czech Republic & Slovakia

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016									
Net interest	307	282	+8.9%	+7.0%	93	95	94	93	95	106	105
Dividends and other income from equity investments	2	2	+7.8%	+7.7%	1	0	1	1	1	1	1
Net fees and commissions	107	104	+2.5%	+0.7%	34	37	34	37	36	35	36
Net trading income	88	86	+2.4%	+0.5%	17	51	17	32	32	40	15
Net other expenses/income	7	8	-17.6%	-18.5%	2	4	3	3	2	2	3
OPERATING INCOME	510	482	+5.9%	+4.0%	147	187	148	166	166	184	160
Payroll costs	-95	-94	+0.9%	-0.9%	-31	-31	-32	-32	-31	-29	-34
Other administrative expenses	-92	-100	-7.9%	-9.5%	-33	-34	-33	-34	-30	-33	-30
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-6	-6	+14.4%	+12.6%	-2	-2	-2	-2	-2	-2	-2
Operating costs	-193	-200	-3.1%	-4.8%	-66	-66	-67	-67	-64	-64	-66
OPERATING PROFIT	317	282	+12.3%	+10.3%	81	121	81	98	103	120	94
Net write-downs of loans	-2	-27	-93.1%	-93.2%	-6	-14	-7	-28	-5	17	-14
NET OPERATING PROFIT	315	255	+23.3%	+21.2%	75	107	74	70	98	137	79
Other Charges & Provisions	-33	-25	+33.2%	+30.8%	-19	-5	-2	-13	-29	-2	-2
o/w Systemic Charges	-33	-25	+33.3%	+30.9%	-19	-5	-2	-2	-29	-2	-2
Integration costs	-12	-7	+77.1%	+73.9%	-1	-3	-3	-2	-2	-8	-2
Net income from investments	1	7	-84.0%	-84.0%	7	0	0	0	1	0	0
PROFIT BEFORE TAX	271	230	+17.6%	+15.6%	62	100	69	55	69	126	75
CONSOLIDATED PROFIT	217	183	+18.5%	+16.4%	49	79	55	40	56	102	59

INCOME STATEMENT RATIOS

Cost income ratio	37.9%	41.4%	-4 pp		44.9%	35.5%	45.6%	40.6%	38.2%	34.7%	41.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	2	26	-25bp		19	40	19	80	13	-45	37

VOLUMES

Customers Loans (excl. Repos and IC)	15,164	14,226	+6.6%		13,601	13,671	14,226	14,259	14,476	14,902	15,164
Customer Depos (excl. Repos and IC)	14,464	13,353	+8.3%		13,432	13,271	13,353	13,514	14,098	13,682	14,464
Total RWA End of Period	13,600	14,265	-4.7%		13,851	14,136	14,265	13,720	13,776	13,377	13,600

OTHER FIGURES

FTEs (eop, 100%)	3,234	3,321	-2.6%		3,346	3,334	3,321	3,339	3,331	3,337	3,234
Roac at 12.5% CET1 ratio target*	16.3%	13.7%	2.6 pp		11.4%	17.7%	12.0%	8.9%	12.5%	23.3%	13.2%

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

CEE - Hungary

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016									
Net interest	141	151	-6.6%	-7.7%	51	49	51	50	48	47	46
Dividends and other income from equity investments	1	1	+2.2%	+1.0%	0	1	0	0	0	1	0
Net fees and commissions	102	96	+6.4%	+5.1%	31	32	32	30	34	33	34
Net trading income	39	45	-13.5%	-14.6%	15	17	13	5	15	13	11
Net other expenses/income	10	32	-68.9%	-69.2%	6	4	22	7	4	2	3
OPERATING INCOME	292	324	-9.8%	-10.9%	104	103	117	92	101	96	95
Payroll costs	-44	-43	+2.4%	+1.2%	-14	-14	-14	-14	-14	-15	-15
Other administrative expenses	-80	-74	+8.6%	+7.3%	-24	-25	-24	-27	-28	-25	-27
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-3	-4	-39.7%	-40.4%	-1	-1	-3	-5	-1	-1	-1
Operating costs	-127	-121	+4.6%	+3.4%	-39	-41	-41	-46	-43	-41	-42
OPERATING PROFIT	165	203	-18.5%	-19.4%	64	63	76	46	58	55	53
Net write-downs of loans	7	-9	-175.7%	-174.8%	-3	-5	0	-12	6	7	-5
NET OPERATING PROFIT	172	194	-11.1%	-12.2%	61	57	76	34	64	61	47
Other Charges & Provisions	-31	-12	+165.3%	+162.2%	-15	2	2	-1	-30	-1	0
o/w Systemic Charges	-28	-20	+43.3%	+41.6%	-22	2	0	0	-28	-1	0
Integration costs	1	0	n.m.	n.m.	0	0	0	-1	0	1	0
Net income from investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
PROFIT BEFORE TAX	141	182	-22.4%	-23.3%	45	59	78	32	34	60	48
CONSOLIDATED PROFIT	129	151	-15.0%	-16.0%	38	48	65	22	30	56	43

INCOME STATEMENT RATIOS

Cost income ratio	43.4%	37.4%	6 pp		38.1%	39.3%	35.1%	50.1%	42.5%	43.2%	44.5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-25	35	-60bp		40	61	5	137	-64	-70	57

VOLUMES

Customers Loans (excl. Repos and IC)	3,821	3,573	+6.9%		3,406	3,343	3,573	3,566	3,598	3,779	3,821
Customer Depos (excl. Repos and IC)	4,885	4,517	+8.1%		4,401	4,391	4,517	4,960	4,780	5,051	4,885
Total RWA End of Period	3,708	4,249	-12.7%		4,506	3,966	4,249	3,869	3,862	3,842	3,708

OTHER FIGURES

FTEs (eop, 100%)	1,747	1,723	+1.4%		1,714	1,718	1,723	1,728	1,738	1,737	1,747
Roac at 12.5% CET1 ratio target*	33.6%	36.3%	-2.7 pp		26.2%	34.5%	48.9%	15.4%	22.6%	44.0%	34.3%

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

CEE - Slovenia

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016			2016	2016	2016	2016	2017	2017	2017
Net interest	36	35	+4.3%	+4.3%	12	11	12	10	13	12	12
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net fees and commissions	20	18	+8.9%	+8.9%	6	6	6	7	7	6	7
Net trading income	1	7	-88.8%	-88.8%	2	4	1	1	1	1	-2
Net other expenses/income	0	2	-93.7%	-93.7%	0	1	0	0	0	0	0
OPERATING INCOME	58	63	-8.5%	-8.5%	20	23	20	19	22	20	16
Payroll costs	-19	-18	+7.2%	+7.2%	-6	-6	-6	-6	-6	-7	-6
Other administrative expenses	-12	-11	+2.9%	+2.9%	-3	-4	-4	-3	-4	-4	-4
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-4	-3	+15.2%	+15.2%	-1	-1	-1	-2	-1	-1	-1
Operating costs	-35	-33	+6.5%	+6.5%	-11	-11	-11	-11	-11	-12	-12
OPERATING PROFIT	23	30	-24.6%	-24.6%	9	12	9	9	11	8	5
Net write-downs of loans	6	-8	-170.7%	-170.7%	-3	-3	-2	-6	-4	-2	12
NET OPERATING PROFIT	28	22	+26.8%	+26.8%	7	9	7	2	7	6	16
Other Charges & Provisions	-1	-1	-5.1%	-5.1%	-2	0	1	-3	-2	0	0
o/w Systemic Charges	-2	-2	-5.7%	-5.7%	-2	0	0	0	-2	0	0
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	0	-1	-110.7%	-110.7%	0	0	0	1	0	0	0
PROFIT BEFORE TAX	27	20	+32.6%	+32.6%	4	9	7	0	5	6	17
CONSOLIDATED PROFIT	23	16	+39.9%	+39.9%	4	7	6	2	4	5	14

INCOME STATEMENT RATIOS

Cost income ratio	60.2%	51.8%	8 pp		52.6%	49.3%	53.8%	55.0%	51.3%	60.6%	71.6%
Cost of Risk (LLP annualized on Avg Loans) in basis points	-42	59	-101bp		65	60	53	140	87	47	-268

VOLUMES

Customers Loans (excl. Repos and IC)	1,707	1,752	-2.6%		1,799	1,770	1,752	1,803	1,791	1,754	1,707
Customer Depos (excl. Repos and IC)	1,905	1,829	+4.1%		1,908	1,829	1,829	1,763	1,808	1,680	1,905
Total RWA End of Period	1,200	1,254	-4.3%		1,165	1,220	1,254	1,276	1,297	1,322	1,200

OTHER FIGURES

FTEs (eop, 100%)	531	528	+0.5%		549	541	528	518	517	521	531
Roac at 12.5% CET1 ratio target*	18.0%	13.5%	4.5 pp		9.5%	16.5%	14.3%	3.3%	8.7%	10.8%	34.9%

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

CEE - Croatia

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016									
Net interest	290	284	+2.1%	+0.8%	91	96	97	94	95	100	95
Dividends and other income from equity investments	6	5	+8.1%	+7.8%	1	3	2	1	1	3	2
Net fees and commissions	112	104	+8.1%	+6.7%	30	34	39	33	35	38	40
Net trading income	1	24	-95.3%	-95.4%	-6	28	2	17	-2	0	3
Net other expenses/income	10	6	+65.4%	+63.3%	2	2	2	2	5	1	4
OPERATING INCOME	419	423	-1.0%	-2.2%	119	163	141	147	134	142	143
Payroll costs	-92	-89	+2.7%	+1.4%	-29	-29	-31	-29	-30	-30	-31
Other administrative expenses	-56	-57	-2.9%	-4.1%	-18	-20	-20	-23	-19	-17	-19
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-18	-16	+12.6%	+11.2%	-5	-5	-6	-7	-6	-6	-6
Operating costs	-166	-163	+1.8%	+0.5%	-52	-55	-56	-58	-56	-54	-56
OPERATING PROFIT	253	260	-2.7%	-3.9%	67	108	85	88	78	88	87
Net write-downs of loans	-119	-88	+35.9%	+34.2%	-18	-43	-27	-47	-97	-14	-8
NET OPERATING PROFIT	134	172	-22.3%	-23.2%	49	65	59	41	-19	74	79
Other Charges & Provisions	-24	-25	-3.7%	-5.0%	-11	-9	-5	-3	-12	-5	-6
o/w Systemic Charges	-20	-21	-2.6%	-3.9%	-11	-5	-5	-3	-12	-5	-4
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	3	-2	n.m.	n.m.	0	1	-3	-7	2	5	-4
PROFIT BEFORE TAX	113	146	-22.6%	-23.5%	37	58	51	31	-29	74	68
CONSOLIDATED PROFIT	78	99	-21.5%	-22.4%	25	39	35	12	-20	51	47

INCOME STATEMENT RATIOS

Cost income ratio	39.6%	38.5%	1 pp		43.9%	33.6%	39.6%	39.9%	41.6%	38.1%	39.1%
Cost of Risk (LLP annualized on Avg Loans) in basis points	171	121	50bp		76	177	109	199	419	58	37

VOLUMES

Customers Loans (excl. Repos and IC)	9,099	9,569	-4.9%		9,394	9,683	9,569	9,071	9,153	9,256	9,099
Customer Depos (excl. Repos and IC)	11,032	10,654	+3.5%		9,875	10,237	10,654	10,761	10,510	10,511	11,032
Total RWA End of Period	7,761	7,765	-0.0%		7,737	7,848	7,765	7,559	7,592	7,694	7,761

OTHER FIGURES

FTEs (eop, 100%)	3,934	4,083	-3.7%		4,085	4,094	4,083	3,947	3,945	3,970	3,934
Roac at 12.5% CET1 ratio target*	10.2%	13.5%	-3.3 pp		9.8%	16.6%	14.1%	3.1%	-12.4%	22.8%	20.1%

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

CEE - Romania

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016									
Net interest	162	154	+5.1%	+6.7%	51	51	52	53	51	54	57
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net fees and commissions	62	55	+12.5%	+14.2%	17	19	19	19	21	21	20
Net trading income	54	70	-22.1%	-21.0%	18	29	22	11	20	19	15
Net other expenses/income	0	1	-76.7%	-76.4%	1	1	0	1	0	0	0
OPERATING INCOME	278	280	-0.5%	+1.0%	87	99	93	85	92	94	92
Payroll costs	-61	-60	+1.3%	+2.8%	-19	-20	-21	-19	-20	-20	-20
Other administrative expenses	-48	-46	+4.5%	+6.1%	-15	-16	-15	-17	-16	-16	-16
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-14	-13	+11.7%	+13.4%	-5	-4	-4	-5	-5	-5	-5
Operating costs	-123	-119	+3.7%	+5.2%	-39	-40	-40	-41	-41	-42	-41
OPERATING PROFIT	155	161	-3.6%	-2.2%	48	60	53	44	51	52	51
Net write-downs of loans	-57	-70	-18.3%	-17.0%	-14	-23	-33	-30	-11	-21	-25
NET OPERATING PROFIT	98	91	+7.7%	+9.3%	34	37	20	14	40	31	27
Other Charges & Provisions	-15	-8	+81.1%	+83.8%	-10	2	0	0	-15	0	0
o/w Systemic Charges	-15	-7	+117.4%	+120.7%	-10	4	0	0	-15	0	0
Integration costs	0	-3	-99.4%	-99.4%	-1	-1	-1	-1	0	0	0
Net income from investments	0	0	n.m.	n.m.	0	-1	1	-1	0	0	0
PROFIT BEFORE TAX	83	80	+4.5%	+6.0%	23	36	20	11	25	31	26
CONSOLIDATED PROFIT	69	65	+6.8%	+8.4%	18	30	17	9	21	26	22

INCOME STATEMENT RATIOS

Cost income ratio	44.3%	42.5%	2 pp		44.6%	40.1%	43.3%	48.3%	44.5%	44.3%	44.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	141	187	-46bp		115	182	261	233	85	157	178

VOLUMES

Customers Loans (excl. Repos and IC)	5,655	5,142	+10.0%		4,957	5,045	5,142	5,218	5,367	5,467	5,655
Customer Depos (excl. Repos and IC)	5,078	4,348	+16.8%		3,988	4,186	4,348	4,806	4,719	4,949	5,078
Total RWA End of Period	5,612	5,822	-3.6%		5,623	5,739	5,822	5,491	5,569	5,464	5,612

OTHER FIGURES

FTEs (eop, 100%)	3,300	3,375	-2.2%		3,336	3,364	3,375	3,368	3,335	3,341	3,300
Roac at 12.5% CET1 ratio target*	13.3%	12.3%	1.0 pp		10.8%	16.5%	9.3%	5.0%	12.2%	15.2%	12.4%

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

CEE - Bulgaria

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
	2017	2016									
Net interest	227	221	+3.1%	+3.1%	74	73	74	76	75	76	77
Dividends and other income from equity investments	2	1	+142.8%	+142.8%	0	1	0	0	0	0	2
Net fees and commissions	87	80	+9.3%	+9.3%	26	27	28	28	28	30	29
Net trading income	35	48	-26.4%	-26.4%	11	24	13	10	13	10	12
Net other expenses/income	1	1	+53.2%	+53.2%	1	0	0	-1	1	0	1
OPERATING INCOME	353	350	+0.9%	+0.9%	111	124	114	113	117	116	120
Payroll costs	-53	-51	+3.0%	+3.0%	-17	-17	-17	-16	-18	-18	-17
Other administrative expenses	-38	-38	+1.1%	+1.1%	-12	-12	-13	-14	-13	-12	-13
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-11	-12	-3.1%	-3.1%	-4	-4	-4	-6	-4	-4	-4
Operating costs	-102	-101	+1.7%	+1.7%	-33	-33	-34	-35	-35	-34	-34
OPERATING PROFIT	251	249	+0.6%	+0.6%	78	91	80	77	82	82	86
Net write-downs of loans	-57	-65	-12.6%	-12.6%	-22	-22	-22	-36	-19	-20	-18
NET OPERATING PROFIT	194	184	+5.3%	+5.3%	57	69	59	41	63	63	68
Other Charges & Provisions	-28	-17	+64.5%	+64.5%	-5	-12	0	0	-30	2	0
o/w Systemic Charges	-27	-25	+10.6%	+10.6%	-13	-11	0	0	-29	2	0
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	1	2	-43.5%	-43.5%	1	0	1	-5	0	1	0
PROFIT BEFORE TAX	167	169	-1.2%	-1.2%	52	58	60	36	34	65	68
CONSOLIDATED PROFIT	149	151	-1.0%	-1.0%	46	51	53	32	30	58	61

INCOME STATEMENT RATIOS

Cost income ratio	29.0%	28.8%	0 pp		30.0%	26.9%	29.6%	31.4%	29.9%	29.1%	28.0%
Cost of Risk (LLP annualized on Avg Loans) in basis points	136	164	-28bp		164	165	163	263	136	141	129

VOLUMES

Customers Loans (excl. Repos and IC)	5,557	5,432	+2.3%		5,216	5,290	5,432	5,565	5,613	5,546	5,557
Customer Depos (excl. Repos and IC)	7,666	7,275	+5.4%		6,831	6,935	7,275	7,585	7,700	7,412	7,666
Total RWA End of Period	4,797	4,814	-0.4%		5,072	5,006	4,814	4,876	4,712	4,738	4,797

OTHER FIGURES

FTEs (eop, 100%)	4,130	4,150	-0.5%		4,107	4,141	4,150	4,150	4,133	4,150	4,130
Roac at 12.5% CET1 ratio target*	30.7%	29.5%	1.3 pp		26.3%	30.1%	32.1%	17.4%	17.4%	36.7%	38.2%

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

CEE - Bosnia

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016			2016	2016	2016	2016	2017	2017	2017
Net interest	82	80	+2.3%	+2.3%	26	27	27	28	27	28	27
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net fees and commissions	30	28	+6.7%	+6.7%	9	10	10	10	10	10	10
Net trading income	4	5	-10.9%	-10.9%	1	1	2	1	1	1	2
Net other expenses/income	0	1	-96.2%	-96.2%	0	1	0	-2	0	0	0
OPERATING INCOME	116	115	+1.6%	+1.6%	37	39	38	37	38	39	39
Payroll costs	-28	-27	+3.1%	+3.1%	-9	-9	-9	-9	-9	-9	-9
Other administrative expenses	-22	-22	+0.9%	+0.9%	-7	-8	-7	-8	-8	-8	-7
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-4	-5	-7.2%	-7.2%	-2	-2	-2	-2	-1	-1	-1
Operating costs	-54	-54	+1.3%	+1.3%	-18	-18	-18	-19	-18	-18	-18
OPERATING PROFIT	62	61	+2.0%	+2.0%	20	21	21	18	20	21	21
Net write-downs of loans	-4	-11	-66.8%	-66.8%	-4	-3	-3	-5	-3	-4	3
NET OPERATING PROFIT	58	50	+16.9%	+16.9%	15	17	17	13	17	18	24
Other Charges & Provisions	-4	-4	+13.1%	+13.1%	-1	-1	-1	-2	-1	-1	-1
o/w Systemic Charges	-4	-4	+9.2%	+9.2%	-1	-1	-1	-1	-1	-1	-1
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
PROFIT BEFORE TAX	54	47	+16.1%	+16.1%	14	16	16	12	16	16	22
CONSOLIDATED PROFIT	41	36	+14.6%	+14.6%	11	13	12	9	12	12	17

INCOME STATEMENT RATIOS

Cost income ratio	46.7%	46.9%	0 pp		47.7%	46.7%	46.3%	51.8%	47.6%	46.3%	46.3%
Cost of Risk (LLP annualized on Avg Loans) in basis points	25	78	-53bp		90	71	73	97	55	72	-52

VOLUMES

Customers Loans (excl. Repos and IC)	1,984	1,890	+5.0%		1,840	1,887	1,890	1,919	1,946	1,994	1,984
Customer Depos (excl. Repos and IC)	2,366	2,199	+7.6%		2,096	2,156	2,199	2,230	2,268	2,315	2,366
Total RWA End of Period	2,646	2,794	-5.3%		2,701	2,763	2,794	2,653	2,592	2,711	2,646

OTHER FIGURES

FTEs (eop, 100%)	1,645	1,662	-1.1%		1,653	1,655	1,662	1,662	1,658	1,657	1,645
Roac at 12.5% CET1 ratio target*	18.0%	15.2%	2.9 pp		14.0%	16.3%	15.3%	11.8%	16.2%	16.0%	21.8%

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

CEE - Serbia

INCOME STATEMENT

(mln Euro)	9M		y/y %	y/y % at const. FX	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016			2016	2016	2016	2016	2017	2017	2017
Net interest	75	75	+1.0%	+0.2%	25	25	25	24	24	24	28
Dividends and other income from equity investments	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net fees and commissions	17	16	+3.4%	+2.6%	5	6	5	5	5	6	6
Net trading income	12	9	+29.9%	+28.9%	3	3	3	4	4	4	5
Net other expenses/income	0	0	n.m.	n.m.	0	0	0	0	0	0	0
OPERATING INCOME	104	100	+4.1%	+3.3%	33	33	34	34	32	33	38
Payroll costs	-21	-19	+10.9%	+10.0%	-6	-6	-7	-7	-7	-7	-7
Other administrative expenses	-16	-15	+6.2%	+5.4%	-5	-5	-5	-5	-5	-5	-6
Recovery of expenses	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Amortisation & depreciation	-3	-4	-9.8%	-10.5%	-1	-1	-1	-1	-1	-1	-1
Operating costs	-41	-38	+7.1%	+6.2%	-13	-13	-13	-13	-13	-13	-14
OPERATING PROFIT	63	62	+2.3%	+1.5%	20	20	21	20	19	20	24
Net write-downs of loans	-9	-7	+33.6%	+32.5%	2	-2	-7	-16	-4	-2	-4
NET OPERATING PROFIT	54	55	-1.7%	-2.4%	22	19	14	4	15	18	21
Other Charges & Provisions	-5	-4	+24.7%	+23.7%	-2	-1	-1	-2	-1	-2	-2
o/w Systemic Charges	-4	-4	+15.9%	+15.0%	-2	-1	-1	-1	-1	-1	-2
Integration costs	0	0	n.m.	n.m.	0	0	0	0	0	0	0
Net income from investments	0	1	-19.7%	-20.3%	0	0	1	0	0	0	0
PROFIT BEFORE TAX	50	52	-3.9%	-4.6%	20	18	14	3	14	17	19
CONSOLIDATED PROFIT	46	47	-2.5%	-3.3%	18	16	13	5	12	15	18

INCOME STATEMENT RATIOS

Cost income ratio	39.1%	38.0%	1 pp		38.1%	38.5%	37.5%	39.3%	40.6%	40.6%	36.5%
Cost of Risk (LLP annualized on Avg Loans) in basis points	70	57	13bp		-39	47	157	387	100	35	75

VOLUMES

Customers Loans (excl. Repos and IC)	1,975	1,687	+17.0%		1,566	1,648	1,687	1,702	1,666	1,778	1,975
Customer Depos (excl. Repos and IC)	1,631	1,458	+11.9%		1,281	1,369	1,458	1,443	1,429	1,549	1,631
Total RWA End of Period	2,980	2,772	+7.5%		2,689	2,743	2,772	2,547	2,499	2,680	2,980

OTHER FIGURES

FTEs (eop, 100%)	1,149	1,117	+2.8%		1,075	1,103	1,117	1,124	1,126	1,132	1,149
Roac at 12.5% CET1 ratio target*	16.3%	17.8%	-1.5 pp		20.6%	18.0%	14.8%	5.1%	14.2%	16.2%	18.2%

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

Non-Core

INCOME STATEMENT

(mIn Euro)	9M		y/y %	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2017	2016		2016	2016	2016	2016	2017	2017	2017
Net interest	-30	-111	-73.3%	-24	-40	-46	-59	-18	-1	-11
Dividends and other income from equity investments	0	0	n.m.	0	0	0	0	0	0	0
Net fees and commissions	-52	-27	+94.9%	-1	-11	-15	-28	-16	-24	-12
Net trading income	4	22	-81.9%	19	1	1	-26	4	0	-1
Net other expenses/income	-40	-26	+52.8%	-5	-14	-7	-17	-11	-24	-5
OPERATING INCOME	-118	-142	-17.2%	-10	-65	-67	-130	-41	-49	-28
Payroll costs	-31	-37	-15.7%	-15	-11	-11	-10	-11	-10	-10
Other administrative expenses	-141	-156	-9.7%	-50	-53	-53	-75	-48	-48	-45
Recovery of expenses	54	87	-38.4%	17	43	27	32	15	37	2
Amortisation & depreciation	0	0	n.m.	0	0	0	0	0	0	0
Operating costs	-119	-106	+11.9%	-47	-22	-37	-54	-44	-21	-53
OPERATING PROFIT	-236	-248	-4.8%	-58	-87	-104	-184	-85	-70	-82
Net write-downs of loans	-594	-1,289	-53.9%	-343	-401	-545	-7,559	-201	-255	-138
NET OPERATING PROFIT	-830	-1,537	-46.0%	-401	-488	-649	-7,743	-286	-324	-220
Other Charges & Provisions	-114	-48	+136.6%	-27	-14	-8	-37	-25	-10	-80
o/w Systemic Charges	-23	-30	-23.9%	-23	-6	-1	-1	-22	0	0
Integration costs	0	-3	-98.8%	-1	-2	0	-13	0	0	0
Net income from investments	-1	-10	-91.0%	-3	-7	0	0	0	0	-1
PROFIT BEFORE TAX	-945	-1,599	-40.9%	-431	-511	-656	-7,792	-311	-334	-300
CONSOLIDATED PROFIT	-628	-1,054	-40.4%	-291	-316	-447	-8,329	-206	-216	-207

INCOME STATEMENT RATIOS

Cost income ratio	n.m.	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	451	535	-83bp	398	503	724	n.m.	426	580	341

VOLUMES

Customers Loans (excl. Repos and IC)	15,590	29,495	-47.1%	33,163	30,674	29,495	18,962	18,237	16,391	15,590
Customer Depos (excl. Repos and IC)	1,077	1,083	-0.5%	1,339	1,066	1,083	970	992	1,035	1,077
Total RWA End of Period	21,712	26,251	-17.3%	29,103	27,352	26,251	26,196	25,230	22,742	21,712

OTHER FIGURES

FTEs (eop, 100%)	496	537	-7.7%	677	553	537	529	510	500	496
Roac at 12.5% CET1 ratio target*	-27.9%	-39.3%	11 pp	-30.4%	-36.4%	-52.3%	n.m.	-25.6%	-28.8%	-29.7%

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

Fees - Details Group

	9M		y/y	Q1	Q2	Q3	Q4	Q1	Q2	Q3
(mln Euro)	2017	2016	%	2016	2016	2016	2016	2017	2017	2017
GROUP										
Asset management, custody and administration	2,083	1,852	+12.4%	650	634	569	559	713	732	638
Financing Services	1,288	1,372	-6.1%	485	459	428	397	443	450	396
Transaction and Banking Services	1,653	1,540	+7.4%	498	510	531	543	546	548	559
TOTAL NET COMMISSIONS	5,025	4,763	+5.5%	1,633	1,603	1,527	1,499	1,703	1,730	1,592
Group excl. Non Core										
Asset management, custody and administration	2,080	1,848	+12.6%	648	632	568	558	712	731	637
Financing Services	1,360	1,428	-4.8%	498	480	450	432	467	480	413
Transaction and Banking Services	1,637	1,514	+8.1%	487	502	524	537	540	543	554
TOTAL NET COMMISSIONS	5,077	4,790	+6.0%	1,634	1,614	1,542	1,527	1,719	1,754	1,604

Branches (*)

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
Countries							
Poland	960	948	943	929	923	0	0
Ukraine	239	239	238	0	0	0	0
Romania	183	183	184	160	160	158	157
Bulgaria	184	178	179	179	177	177	177
Bosnia	118	118	119	119	119	118	114
Belorussia	1	0	0	0	0	0	0
Croatia	134	134	134	134	134	134	132
Hungary	56	56	55	55	55	54	54
Kazakhstan	0	0	0	0	0	0	0
Russia	102	101	102	105	105	106	104
Slovakia	77	77	74	69	70	70	64
Serbia	71	71	71	71	71	71	72
Montenegro	0	0	0	0	0	0	0
Czech Republic	107	107	107	103	103	103	85
Kyrgyzstan	0	0	0	0	0	0	0
Slovenia	26	26	26	26	26	26	26
Azerbaijan	0	0	0	0	0	0	0
Lithuania	1	1	1	1	1	1	1
Estonia	1	1	1	1	1	1	1
Latvia	1	1	1	1	1	1	1
Macedonia	0	0	0	0	0	0	0
Tajikistan	0	0	0	0	0	0	0
Total CEE and Poland	2261	2241	2235	1953	1946	1020	988
Italy	3805	3614	3613	3524	3459	3329	3235
Germany	514	512	510	516	516	512	489
Austria	196	173	170	164	152	148	144
Total Italy Germany Austria	4515	4299	4293	4204	4127	3989	3868
U.S.A	12	10	10	11	11	11	10
United Kingdom	10	9	7	6	6	5	5
San Marino	0	0	0	0	0	0	0
Luxembourg	7	7	7	7	7	7	7
Ireland	14	18	19	19	19	19	21
France	2	2	2	2	2	2	2
Netherlands	5	5	5	5	5	5	4
Philippines	0	0	0	0	0	0	0
China	3	3	3	3	3	3	3
Hong Kong	2	2	2	2	2	2	2
Cayman Islands	3	3	2	2	2	2	2
Greece	2	2	2	2	2	2	2
Singapore	2	1	1	1	1	1	1
Spain	1	1	1	1	1	1	1
Switzerland	2	2	2	2	2	2	2
Belgium	0	0	0	0	0	0	0
Denmark	0	0	0	0	0	0	0
Japan	1	1	1	1	1	1	1
Norway	0	0	0	0	0	0	0
United Arab. Emirates	0	0	0	0	0	0	1
Taiwan	0	0	0	0	0	0	0
Vietnam	0	0	0	0	0	0	0
Argentina	0	0	0	0	0	0	0
Bahrein	0	0	0	0	0	0	0
Brazil	0	0	0	0	0	0	0
India	0	0	0	0	0	0	0
Iran	0	0	0	0	0	0	0
Lebanon	0	0	0	0	0	0	0
Libya	0	0	0	0	0	0	0
Mexico	0	0	0	0	0	0	0
South Africa	0	0	0	0	0	0	0
South Korea	0	0	0	0	0	0	0
Tunisia	0	0	0	0	0	0	0
Total Other countries	66	66	64	64	64	63	64
Total	6842	6606	6592	6221	6137	5072	4920

Note:

(*) Number of branches at regulatory view