

Raiffeisen Bank International Investor Presentation

Disclaimer



Certain statements contained herein may be statements of future expectations and other forward-looking statements, which are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, words such as "may", "will", "should", "expects", "plans", "contemplates", "intends", "anticipates", "believes", "estimates", "predicts", "potential", or "continue" and similar expressions typically identify forward-looking statements.

By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. As such, no forward-looking statement can be guaranteed. Undue reliance should not be placed on these forward-looking statements. Many factors could cause our results of operations, financial condition, liquidity, and the development of the industries in which we compete, to differ materially from those expressed or implied by the forward-looking statements contained herein.

These factors include, without limitation, the following: (i) our ability to compete in the regions in which we operate; (ii) our ability to meet the needs of our customers; (iii) our ability to complete acquisitions or other projects on schedule and to integrate our acquisitions; (iv) uncertainties associated with general economic conditions particularly in CEE; (v) governmental factors, including the costs of compliance with regulations and the impact of regulatory changes; (vi) the impact of currency exchange rate and interest rate fluctuations; and (vii) other risks, uncertainties and factors inherent in our business.

Subject to applicable securities law requirements, we disclaim any intention or obligation to update or revise any forward-looking statements set forth herein, whether as a result of new information, future events or otherwise.

This document is for information purposes only and shall not be treated as giving any investment advice and/or recommendation whatsoever. This presentation and any information (written or oral) provided to you does not constitute an offer of securities, nor a solicitation for an offer of securities, nor a prospectus or advertisement or a marketing or sales activity for such securities. The shares of Raiffeisen Bank International AG ("RBI") have not been registered under the U.S. Securities Act of 1933 (the "Securities Act") nor in Canada, U.K. or Japan. No securities may be offered or sold in the United States or in any other jurisdiction, which requires registration or qualification, absent any such registration or qualification or an exemption therefrom. In the United States these materials may be transmitted or distributed exclusively to qualified institutional buyers (as defined in Rule 144A under the Securities Act). These material must not be distributed to publications with general circulation in the United States. The circulation of this document may be restricted or prohibited in other jurisdictions.

For the United Kingdom: This presentation and related material, including these slides, (these "Materials") are for distribution only to persons who are members of RBI falling within Article 43(2) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order") or who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Promotion Order, (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). These Materials are directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which these Materials relate is available only to relevant persons and will be engaged in only with relevant persons.

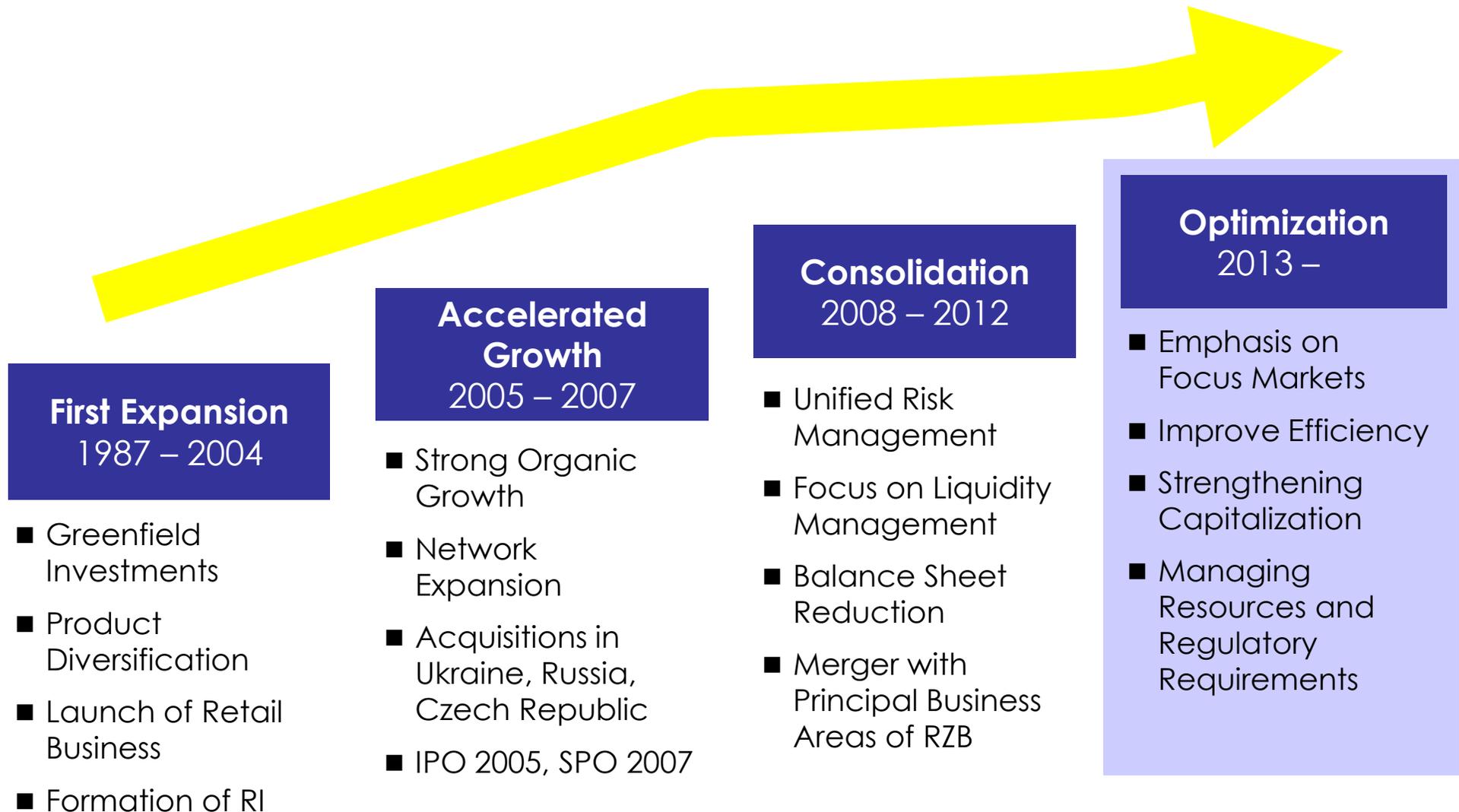
Figures shown in the presentation are based on figures disclosed in the annual report 2012 as well as the unaudited interim reports of RBI. However, figures used in this document have been rounded, which could result in percentage changes differing slightly from those provided in such reports.

We have exercised utmost diligence in the preparation of this presentation. However, rounding, transmission, printing, and typographical errors cannot be ruled out. We are not responsible or liable for any omissions, errors or subsequent changes which have not been reflected herein and we accept no liability whatsoever for any loss or damage howsoever arising from any use of this document or its content or third party data or otherwise arising in connection therewith.

Any Basel III figures shown in this presentation are based on applicable EU regulations and rules (i.e. CRR, CRD IV rules), which are effective since 1 January 2014 and operable within RBI in consideration of already available Standards (ITS/RTS) issued by EBA.

■ Strategic Priorities	. . . . .	4
■ Financials	. . . . .	14
■ Appendix	. . . . .	25

Stages in RBI's Development



1

Strengthen Capital Position



Target a fully phased-in Basel III CET1 ratio of 10% in the next 12 – 18 months

2

Focus on 6 Most Attractive CEE Markets (incl. Austria)



Country by country review and active management of RWA
Reallocation of RWA to focus markets

3

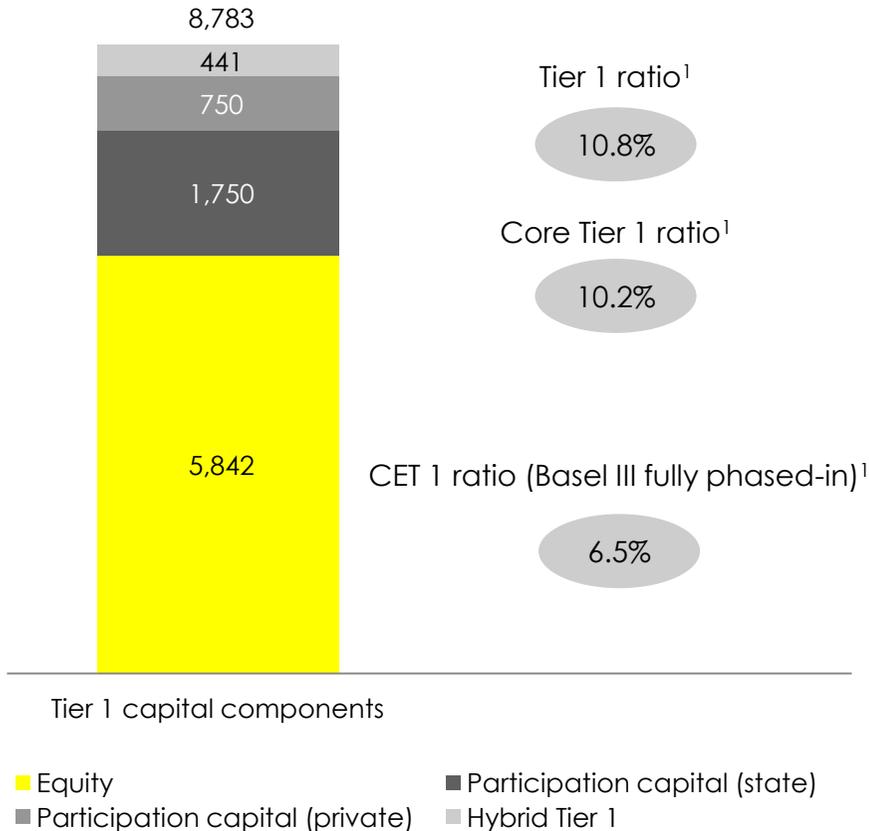
Reduction in Cost Base over next 3 Years



Target cost savings of approx. EUR 450 mn by 2016
Achieve cost/income ratio between 50 – 55% by 2016

1 Capital Strengthening

Status quo as of 30 Sep 2013 (EUR mn)



Targets and Potential Measures

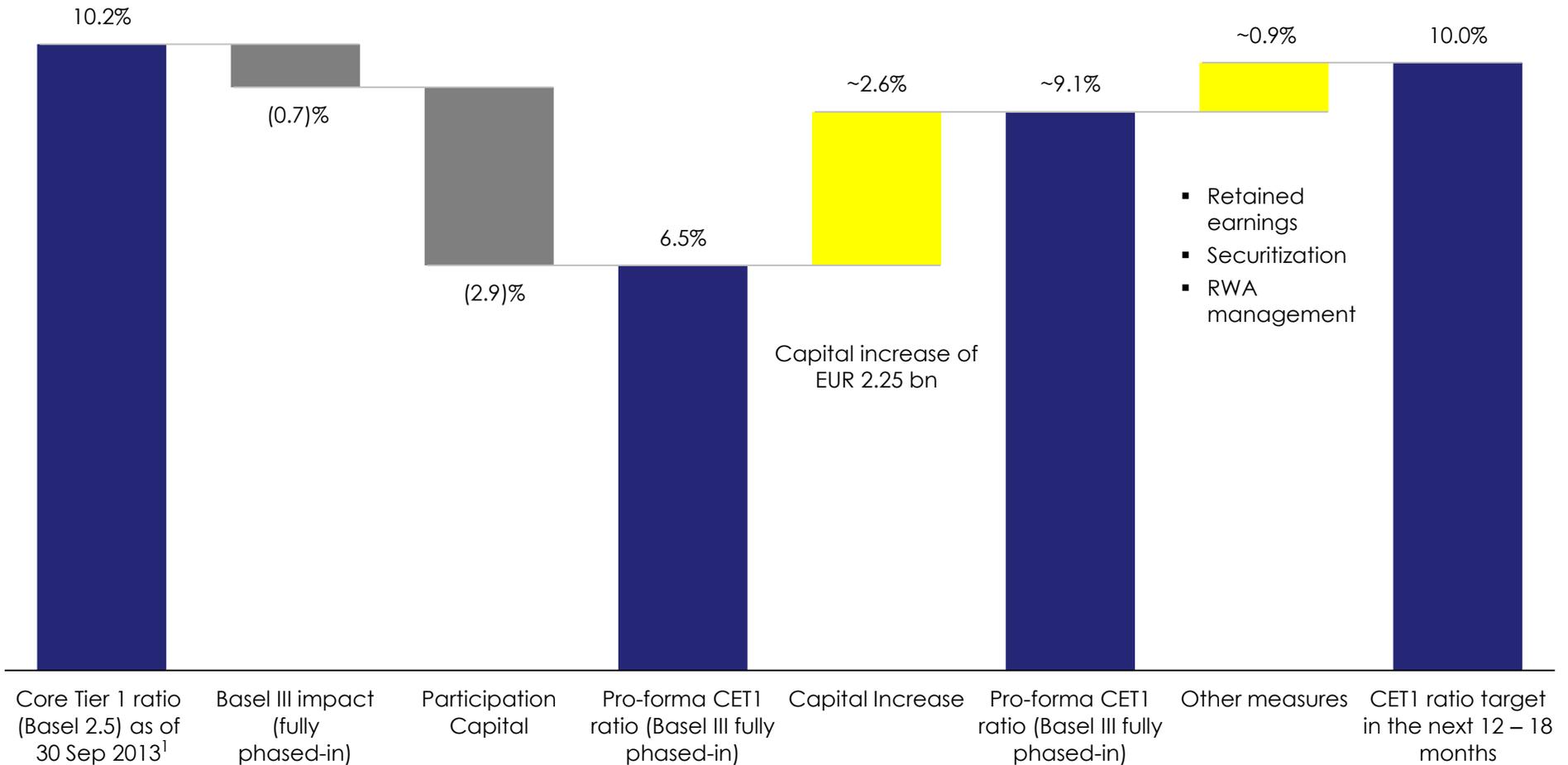
Capital	<ul style="list-style-type: none"> Target CET1 ratio of 10% in the next 12 – 18 months Potential capital increase of EUR 2.0 – 2.25 bn Issuance of Additional Tier 1 capital of up to EUR 500 mn² Redemption of participation capital
RWA	<ul style="list-style-type: none"> Country by country review and active management of RWA Reallocation of RWA to focus markets
Costs	<ul style="list-style-type: none"> Save costs of approx. EUR 450 mn until 2016 Achieve target cost/income ratio between 50 – 55% by 2016

Note: EUR 2.5 bn participation capital eligible as Core Tier 1 until end-2017

1) Including interim profits less pro rata dividends and coupons for 1-9/2013

2) Subject to finalisation of tax and regulatory treatment

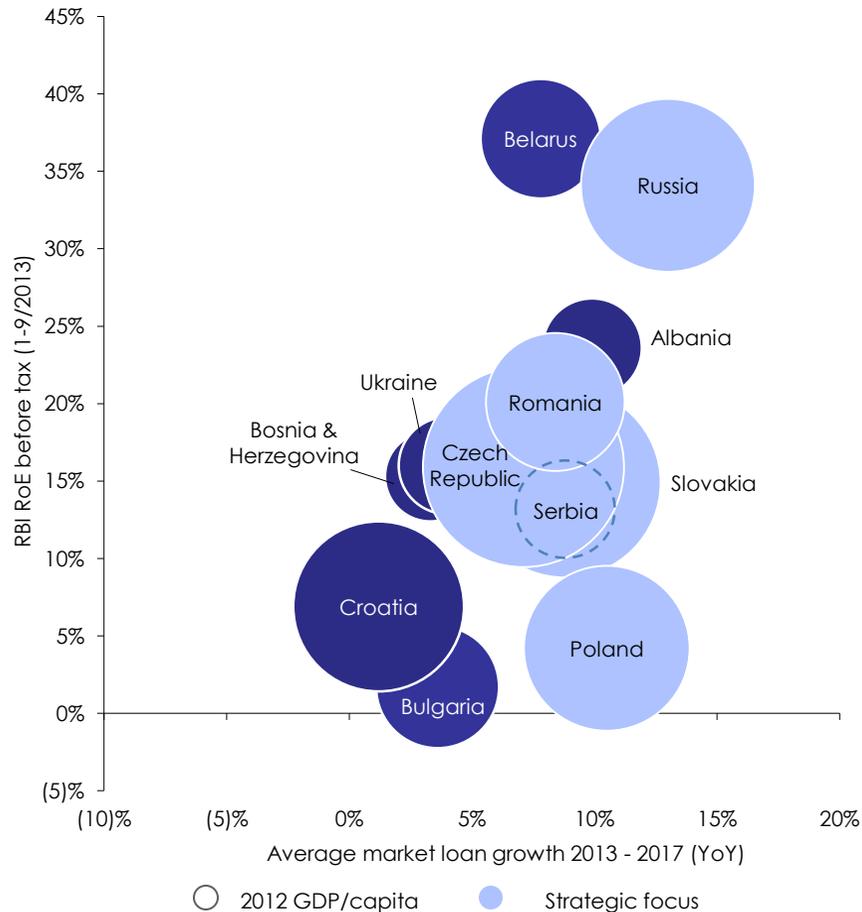
1 Capital Strengthening



1) Including interim profits less pro rata dividends and coupons for 1-9/2013

Benchmarking of CEE Focus Markets against Other CEE Markets

Benchmarking of RBI's CEE Portfolio



Source: Raiffeisen Research data

Note: Excluding Hungary and Slovenia due to negative RoE before tax, excluding Kosovo due to unavailability of banking market data

Contribution of CEE Focus Markets vs Other CEE Markets

Strategic Focus	Profit before tax 1-9/2013 (EUR mn)	Loans to Customers 30 Sep 2013 (EUR bn)
Russia	507	10.2
Slovakia	106	6.9
Czech Republic	82	6.3
Romania	81	4.4
Poland	45	9.8
Total	822	37.6
Other CEE Markets		
Ukraine	91	3.6
Belarus	54	1.0
Serbia	45	1.2
Croatia	37	3.5
Albania	33	0.9
Bosnia & Herzegovina	29	1.3
Kosovo	14	0.5
Bulgaria	6	2.6
Hungary	(78)	5.2
Slovenia	(29)	1.1
Total	204	20.8

Russia	<ul style="list-style-type: none"> ▪ Largest market in CEE, resilient economy with solid growth potential ▪ Maintain solid position in corporate banking, growth of retail segment
Poland	<ul style="list-style-type: none"> ▪ Most attractive market in CE given size and improving economic prospects ▪ Leverage synergies from an integrated platform and extensive nationwide sales network
Czech Republic	<ul style="list-style-type: none"> ▪ Low risk banking environment with attractive combination of private income levels and customer base ▪ Growing in corporate, small enterprise and affluent banking
Slovakia	<ul style="list-style-type: none"> ▪ Profitable banking market with further upside from increasing financial intermediation ▪ Build on leading footprint and further rollout of new sales channel
Romania	<ul style="list-style-type: none"> ▪ Most promising market in SEE given overall size and growth potential ▪ Build on strong market position and extensive distribution network
Austria	<ul style="list-style-type: none"> ▪ Stable market with long established relationships with corporate client base ▪ Emphasis on mid and large corporates, especially customers with CEE focus
Other CEE Markets	<ul style="list-style-type: none"> ▪ Focus on bottom-line and strategic contribution ▪ Ongoing strategic review of underperforming and sub-scale operations

New Cost Program and Targets

- Continuously challenging environment requires further adaptation of cost base
- Aggregate three-year cost savings target of circa EUR 450 mn, comprising cost reductions and absorption of inflation
- 2016 nominal cost base targeted to be flat compared to 2012
- External consultant mandated and program set up

Key initiatives

External spend optimization

- Leveraging of procurement synergies
- Contract and vendor review
- Demand reduction

Shared service centers / operations

- Expansion of Shared Service Centers
- Efficiency improvement in Operations

IT optimization

- Data center consolidation
- IT infrastructure standardization
- Application maintenance efficiency

Distribution network review

- Review of branch network
- Expansion of alternative sales channels

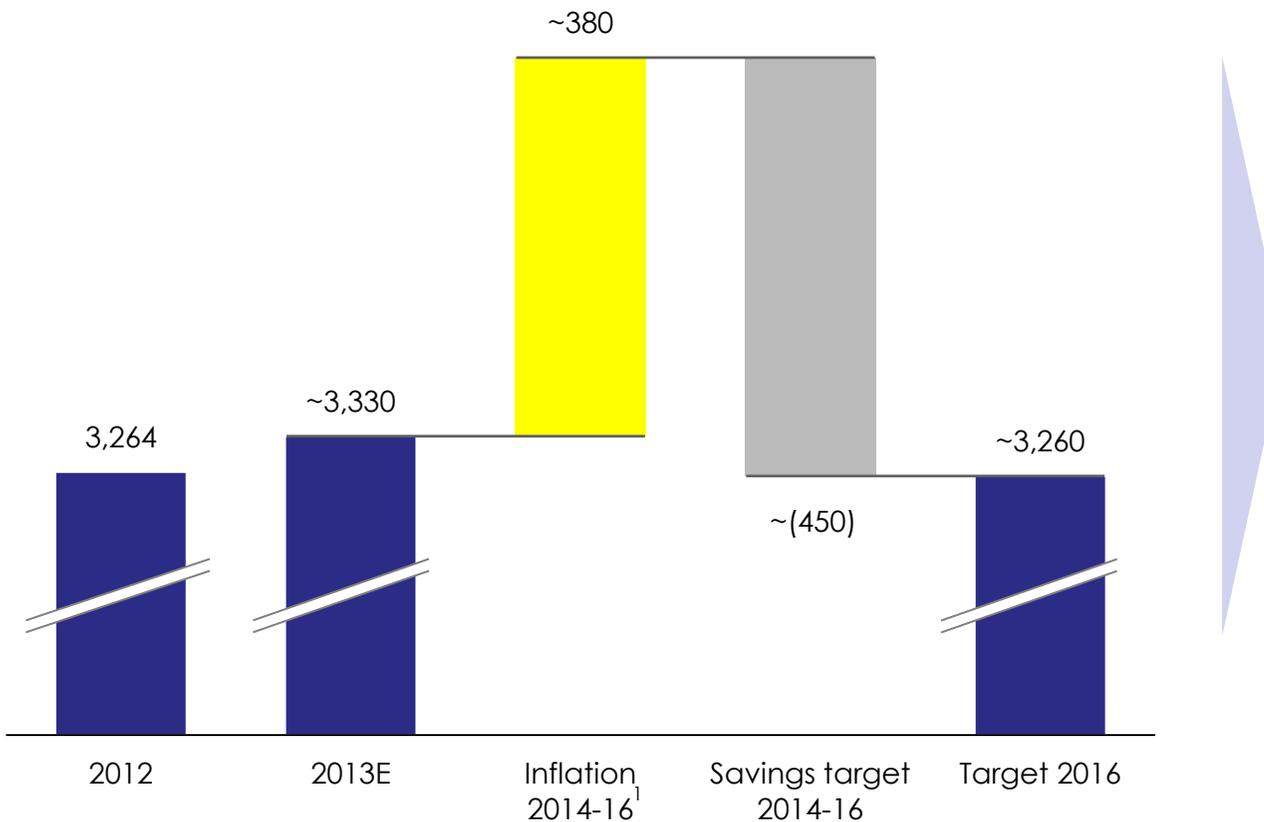
Premises Review

- Optimization of premises portfolio and facility management

Product & business line review

- Assessment of product portfolio
- Reduction of business complexity

General Admin Expenses (EUR mn)



Cost/ income ratio target

50 – 55% by 2016

1) Source: Raiffeisen Research

Growth Outlook for CEE and Austria

Development of Real GDP (%)

Country	2012	2013f	2014f	2015f
CE				
Czech Republic	(0.9)	(1.3)	2.3	2.4
Hungary	(1.7)	0.7	1.5	1.5
Poland	1.9	1.4	2.9	3.0
Slovakia	1.8	0.9	2.2	3.0
Slovenia	(2.3)	(2.0)	(0.5)	1.5
CE	0.6	0.5	2.3	2.6
SEE				
Albania	1.6	1.7	2.0	3.0
Bosnia a. H.	(1.1)	1.0	1.5	3.5
Bulgaria	0.8	0.8	2.0	3.5
Croatia	(2.0)	(1.0)	0.0	1.0
Kosovo	3.0	3.0	3.0	4.0
Romania	0.7	2.7	2.3	2.5
Serbia	(1.7)	2.2	1.0	2.0
SEE	0.0	1.7	1.7	2.4
CIS				
Belarus	1.5	1.0	2.0	2.0
Russia	3.4	1.5	1.7	2.0
Ukraine	0.2	(1.0)	0.0	1.5
CIS	3.1	1.3	1.6	2.0
CEE	2.2	1.1	1.8	2.2
Austria	0.9	0.3	1.5	2.3
Germany	0.9	0.5	1.8	2.5
Eurozone	(0.6)	(0.4)	1.5	2.0

■ Strategic focus

Source: Raiffeisen Research

Note: Forecasts as of 18 December 2013

General Market Trends

- **Eurozone recovery supports uptrend of economic activity in CEE**, low central bank rates, remaining room for rate cuts in some CEE markets (Hungary, Romania, Russia, Serbia) and improving financing conditions add to growth upside
- **Economic outlook** supports pick-up in corporate lending in 2014, retail lending in CE already showed some uptick in Q3/Q4 2013
- **CE: GDP growth to profit most from return of Germany to potential growth**; Polish recovery well on track, Czech Republic to come out of recession, growth upside in Hungary
- **SEE: On-going recovery with additional upside in 2014** due to structural reforms; Serbia-EU accession talks started, need for fiscal consolidation acknowledged in Serbia and Croatia
- **Russia/Ukraine**: Russian growth outlook influenced by cyclical slowdown and still weak investments; risk mitigation in Ukraine due to sizeable external financing supported by Russia, i.e. no immediate financing and devaluation pressure in 2014

■ Strategic Priorities	. . . . .	4
■ Financials	. . . . .	14
■ Appendix	. . . . .	25

Outlook and Targets

Costs

- Cost savings of approx. EUR 450 mn and a cost/income ratio between 50 – 55% are targeted by 2016
- We plan to maintain a 2014 cost base at around the same level as 2013

Capital

- Achieve fully phased-in Basel III CET1 ratio of 10% in the next 12 – 18 months

Loans

- We aim to slightly increase loans and advances to customers in 2014

Provisions

- We expect a provisioning level of around the same as 2013, however results may be impacted by AQR process

RoE

- **We are aiming for a return on equity before tax of around 15% in the medium term**

1-9/2013 – Financial Highlights

Profitability

- Net interest income of EUR 2,776 mn (up 7.0% y-o-y)
- General administrative expenses increased to EUR 2,430 mn (up 4.0% y-o-y) primarily due to Polbank integration and salary inflation in Russia
- Net provisioning for impairment losses increased to EUR 800 mn (up 28.3% y-o-y)
- Consolidated profit decreased to EUR 411 mn (down 51.2% y-o-y)

Asset Quality

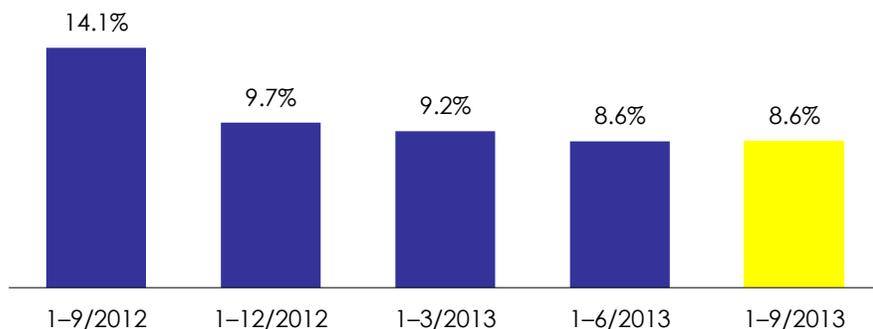
- NPL ratio at 10.3% (up 0.5PP compared to FY 2012)
- NPL coverage ratio decreased to 66.1% (down 0.9PP compared to FY 2012)

Regulatory Capital Ratios

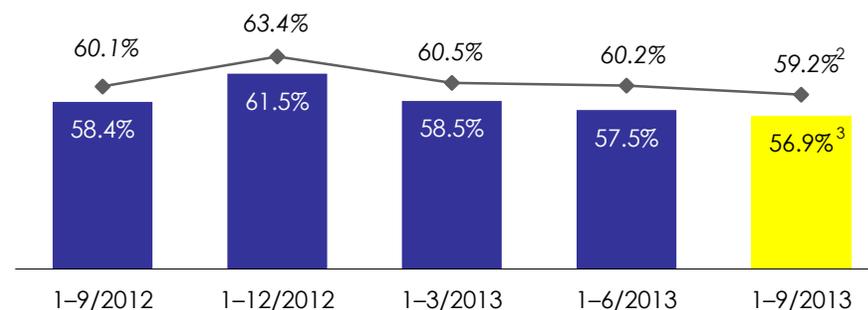
- Core Tier 1 ratio of 10.1% (total risk); including 9M retained earnings 10.2%
- Leverage Ratio of 5.4% comfortably surpasses the 3% envisaged regulatory ratio

Development of Financial Ratios in 1-9/2013

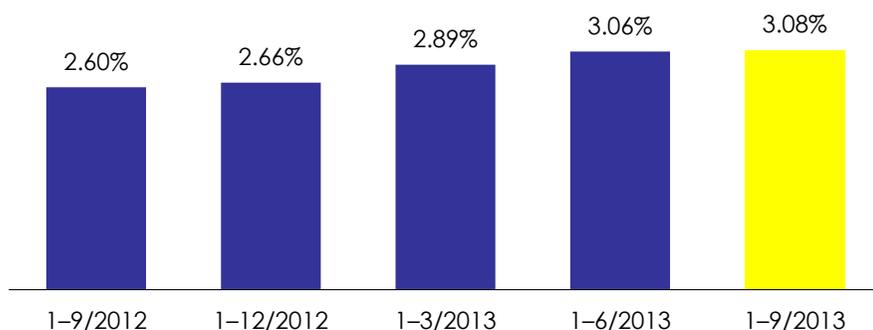
ROE before Tax¹



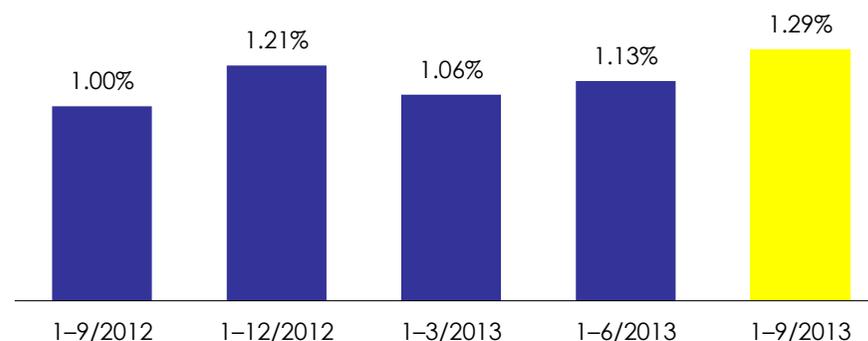
Cost/Income Ratio



Net Interest Margin¹



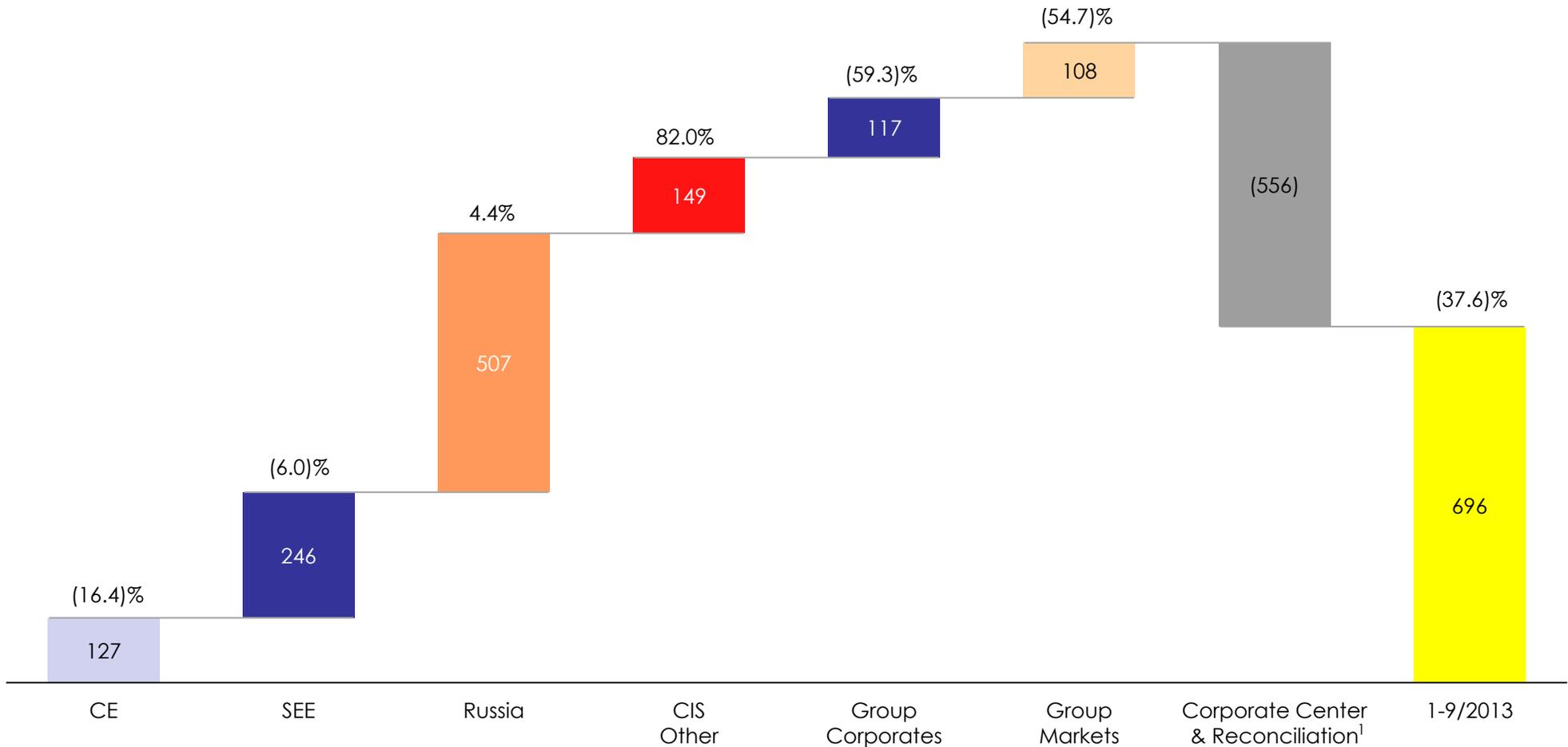
Provisioning Ratio^{1, 4}



1) Annualised 2) Cost/Income Ratio including bank levies 3) Cost/Income Ratio excluding bank levies 4) Net provisioning for impairment losses divided by average customer loans

Distribution of Profit before Tax by Segments

in EUR mn



Note: Percentage changes are y-o-y

1) Due to the mostly internal nature of Corporate Center, amount is netted with Reconciliation for illustration purposes

Overview of Key Financials

in EUR mn	1-9/2013	1-9/2012	y-o-y	Q3/2013	Q2/2013	q-o-q
Net interest income	2,776	2,596	7.0%	940	972	(3.2)%
Net fee & commission income	1,203	1,120	7.3%	417	411	1.6%
Net trading income	240	220	9.0%	100	60	66.1%
Other net operating income ¹	48	63	(24.6)%	(3)	25	-
Operating income	4,267	4,000	6.7%	1,454	1,467	(0.9)%
General admin expenses	(2,430)	(2,336)	4.0%	(813)	(829)	(1.9)%
Staff expenses	(1,227)	(1,178)	4.1%	(411)	(409)	0.5%
Other admin expenses	(920)	(884)	4.1%	(304)	(324)	(6.2)%
Depreciation	(283)	(274)	3.3%	(97)	(96)	1.7%
Operating result	1,837	1,664	10.4%	641	638	0.5%
Net provisioning for imp losses	(800)	(623)	28.3%	(330)	(249)	32.6%
Other results ²	(342)	74	-	(82)	(173)	(52.8)%
Net inc from derivatives	(243)	(108)	125.3%	(56)	(66)	(16.2)%
Net inc fin investments	73	299	(75.6)%	9	(23)	-
Goodwill impairment	(3)	(1)	154.2%	0	0	(33.9)%
Profit before tax	696	1,115	(37.6)%	229	216	6.0%
Consolidated profit	411	842	(51.2)%	134	120	12.1%
Net interest margin (%)	3.08%	2.60%	48BP	3.15%	3.25%	(11)BP
ROE before tax (%)	8.6%	14.1%	(5.4)PP	8.8%	8.0%	0.8PP

1) Excluding goodwill impairment and bank levies

2) Including income from disposal of group assets, goodwill impairment and bank levies

Development (y-o-y)

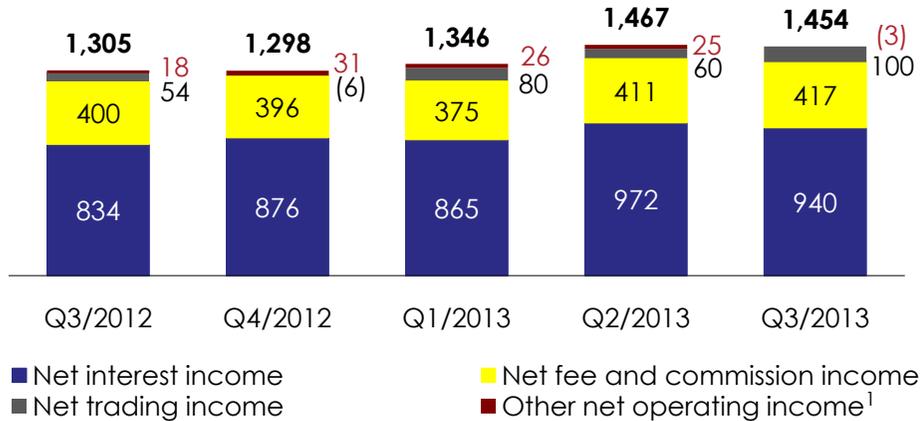
- **NIM** up 48bps to 3.08%, driven by optimization of excess liquidity and re-pricing measures (assets and liabilities)
- **Fee income** up 7% due to higher transaction volume and repricing (in payment transfer and securities business)
- **Provisioning** up EUR 176 mn due to EUR 117 mn higher portfolio based loan provisioning (mainly head office and Russia) and EUR 62 mn higher individual provisioning (mainly Group Corporates and SEE)
- **Other results** negatively influenced by EUR 48 mn due to higher bank levies in Hungary and Slovakia, EUR 67 mn from fair value option on credit spread and EUR 269 mn from one-off gains from 2012

Development (q-o-q)

- **NIM** down 11bps to 3.15% mainly due to lower results from derivatives for macro hedging purposes
- **Net trading income** up EUR 40 mn mostly related to valuation results in currency-based business in Russia and Hungary
- **Provisioning** increased in Q3 mostly due to higher individual loan-loss provisions in Group Corporates (head office and Asia) and SEE
- **Other results** up EUR 91 mn due to upfront booking of Hungarian bank levy and special financial transaction tax in Q2

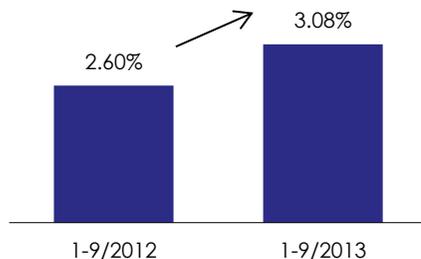
Revenue Composition

Split of Operating Income (in EUR mn)¹

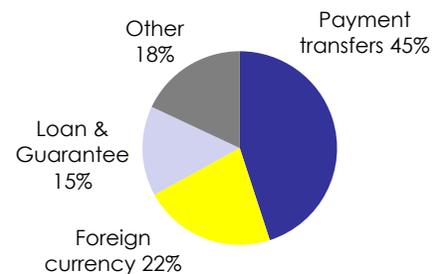


1) Excluding goodwill impairment and bank levies

Net Interest Margin



Net Fee and Commission Income



Total 1-9/2013: EUR 1,203 mn

Development (y-o-y)

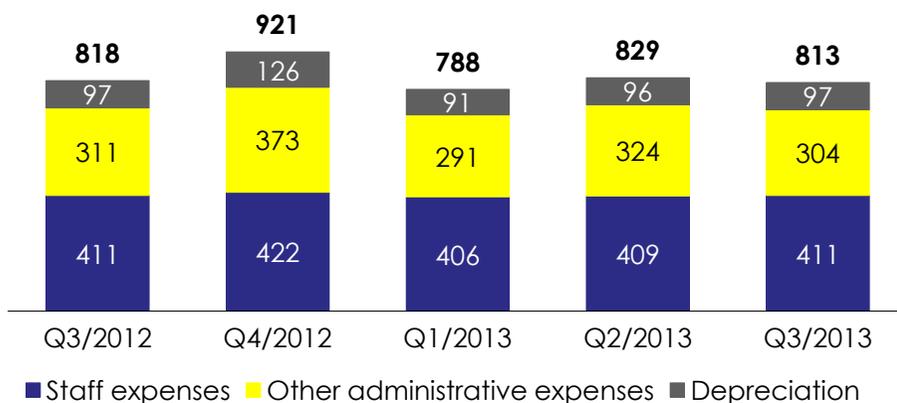
- **Net interest income** up EUR 181 mn despite volume decrease
- **Net fee and commission income** up EUR 82 mn increased volumes and higher fees
- **Net trading income** up EUR 20 mn due to strong increase from currency-based business related to valuation gains

Development (q-o-q)

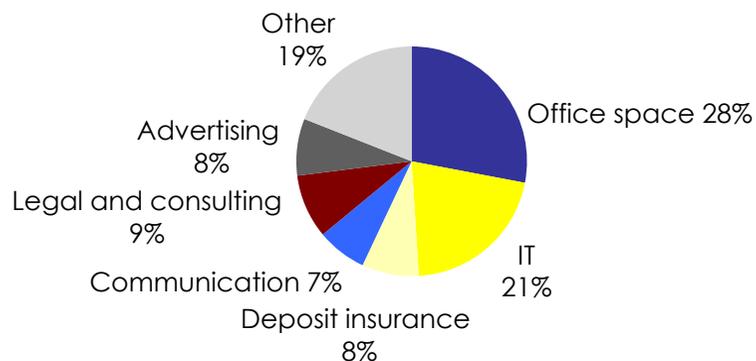
- **Net interest income** down EUR 31 mn due to a lower NIM of 3.15%
- **Net fee and commission income** up EUR 6 mn as a result of improved payment transfer and foreign currency and precious metals business
- **Net trading income** up EUR 40 mn mainly due to higher currency-based transactions and valuation gains in interest-based business in Russia

Expense Base Breakdown

Development of General Admin Expenses (in EUR mn)



Split of Other Admin Expenses (1-9/2013)



Total 1-9/2013: EUR 920 mn

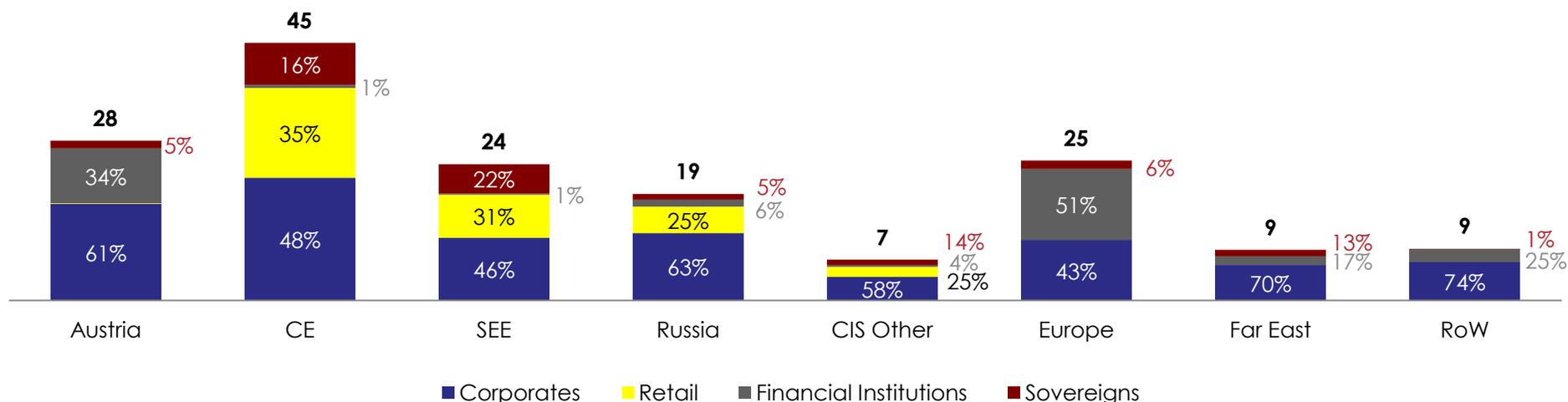
Development (y-o-y)

- **General admin. expenses** up by EUR 94 mn; generally stable except for Polbank integration and salary inflation in Russia
- **Staff expenses** up by EUR 48 mn mainly influenced by Poland and Russia
- **Other administrative expenses** up EUR 36 mn; mainly influenced by Poland and Russia

Development (q-o-q)

- **Staff expenses** stable development (up EUR 2 mn)
- **Other administrative expenses** down EUR 20 mn, decrease is mostly related to lower legal, consulting and advertising expenses

Exposure to Business Lines by Region at end of September 2013 (in EUR bn)



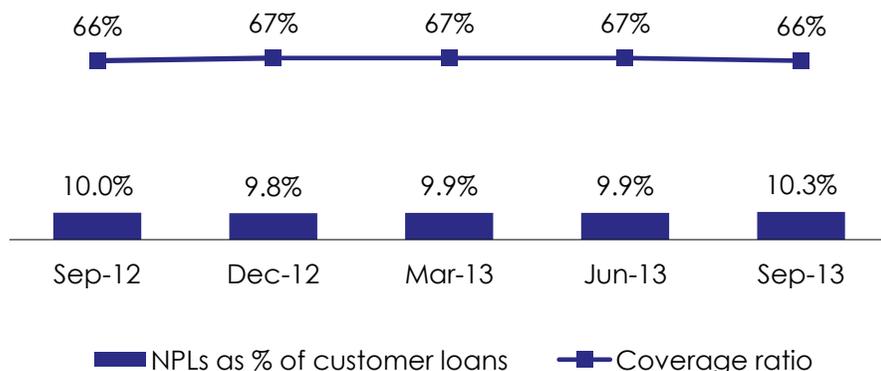
Total: EUR 166 bn

Highlights

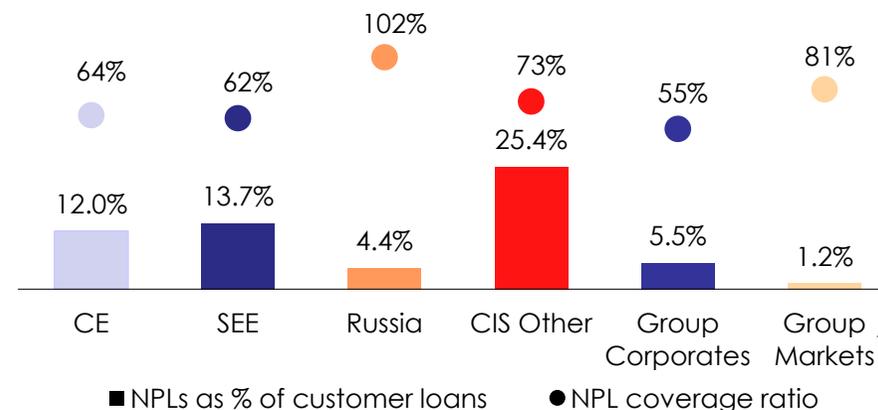
- **Portfolio structure** is **stable q-o-q** and in line with our business model, corporates are represented in all regions, retail in CEE only
- Majority of **Financial Institutions** exposure is to Western European banks and to Raiffeisen Banking Group in Austria (as part of intra-group liquidity management)
- **Sovereign** portfolio in CEE held for minimum reserve requirements and liquidity management. Largest exposures to Slovakia and Poland, followed by Hungary

NPL Development

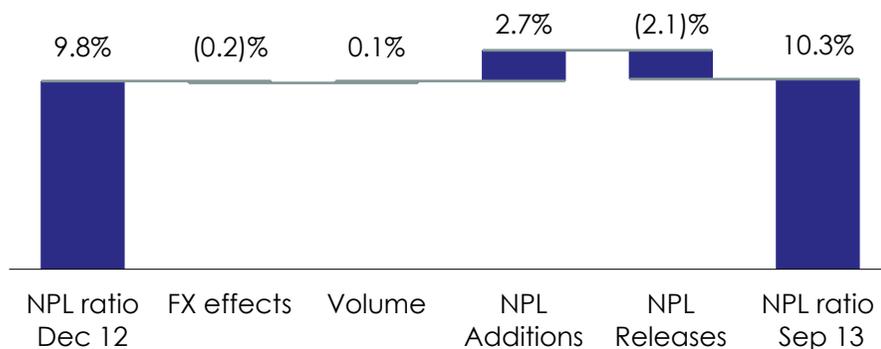
NPLs as % of Customer Loans and NPL Coverage Ratio



NPL Breakdown by Segment



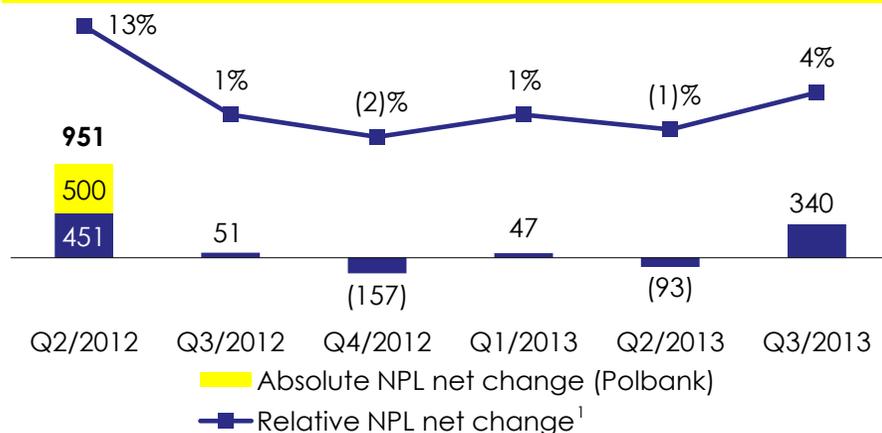
NPL Ratio Development in 1-9/2013



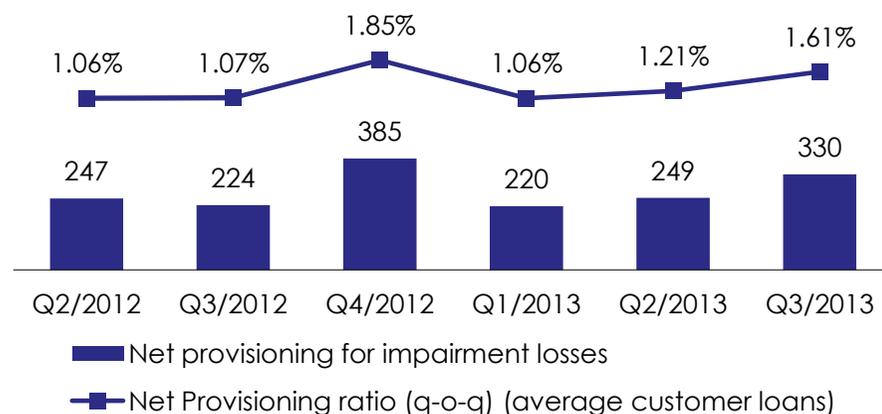
- **NPLs** up EUR 295 mn YTD to EUR 8,478 mn
- **Main release** (YTD net of FX effects) in Ukraine (EUR 76 mn), Group Markets (EUR 16 mn) and Czech Republic (EUR 13 mn)
- **NPL ratio** up 0.5PP YTD; highest increase in SEE with 1.2PP and Group Corporates with 0.6PP, decrease in CIS Other (2.8PP) and Russia (0.7PP)
- **NPL coverage ratio** down 0.9PP to 66.1% YTD primarily driven by Group Corporates

1) Including exposure to banks

Quarterly Change in NPL Stock (in EUR mn)



Development of Provisioning Ratio



1) Relative to NPLs recorded at previous end of period; NPLs at the end of Q3/2013 EUR 8,478 mn

- **Loan loss provisioning** increased by 28% or EUR 176 mn y-o-y and still remained on an elevated level at EUR 800 mn in line with outlook
- **Y-o-y developments** driven by additional portfolio-based loan loss provisioning (up EUR 117 mn) and an increase in individual loan loss provisioning (up EUR 62 mn)
- **Individual loan loss provisioning** up EUR 62 mn y-o-y mainly driven by increases in Group Corporates (head office and Asia) and SEE while improvements recorded in CE (Hungary, Czech Republic) and Group Markets
- **Portfolio loan loss provisioning** up EUR 117 mn; 2012 affected by releases of EUR 90 mn (mainly in head office and Russia); 2013 allocations of EUR 28 mn (mainly Group Corporates)

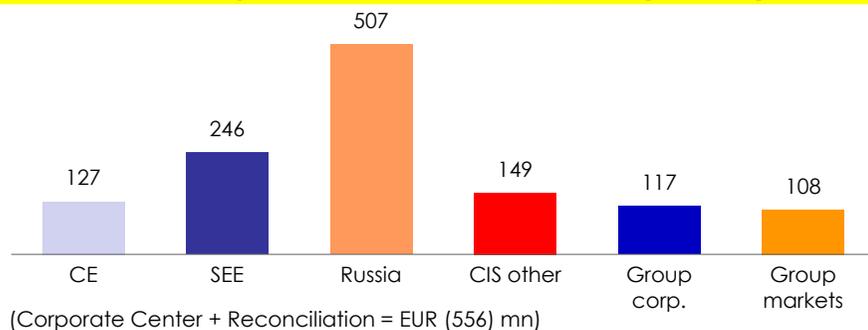
■ Strategic Priorities	4
■ Financials	14
■ Appendix	25

RBI at a Glance

RBI Group's Key Figures

Financials	FY 2011	FY 2012	1-9/2013
Total assets	EUR 147 bn	EUR 136 bn	EUR 131 bn
Profit before tax	EUR 1,373 mn	EUR 1,038 mn	EUR 696 mn
ROE before tax	13.7%	9.7%	8.6%
Core Tier 1 ratio (total risk)	9.0%	10.7%	10.1%
Tier 1 ratio (total risk)	9.9%	11.2%	10.6%
NPL ratio	8.6%	9.8%	10.3%
Coverage ratio	68.4%	67.0%	66.1%
Loan/deposit ratio	127%	122%	123%
Employees	59,261	60,084	58,772
Business outlets	2,928	3,106	3,051

RBI Group's PBT Distribution 1-9/2013 (EUR mn)



Raiffeisen Banking Group and Cross-Guarantee Scheme

Raiffeisen Banking Group (RBG)

1.7 mn members (mainly private individuals)

494 Raiffeisen Banks (total c. 2,200 outlets)

8 Regional Raiffeisen Banks and other shareholders



78.5% 21.5% free float



Raiffeisen Banking Group (RBG)

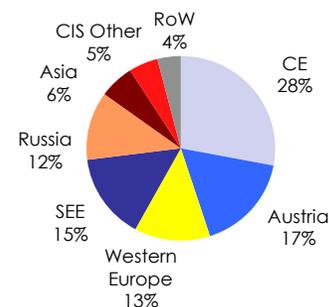
- **RBG** - largest banking group in Austria with total assets of EUR 292 bn as of year end 2012
- Solid funding profile of RBG based on a domestic market share of 30% of total deposits, not least due to superior brand recognition
- It is a **three-tiered cooperative structure** with RZB as the head institute of the RBG

Comprehensive Cross-Guarantee Scheme

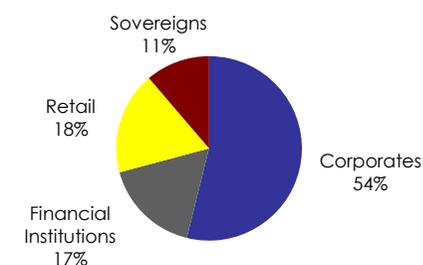
Cross-guarantee scheme (RKÖ¹) protecting up to 100% of customers' deposits and issued securities (including senior unsecured notes and commercial paper/ certificate of deposit senior programs)

RBI Group's Exposure Breakdown (EUR 165.7 bn)¹

By Region



By Clients



¹) Total exposure incl. on- and off-balance sheet positions as of end 1-9/2013 including project finance. Based on concentration risk

Overview of RBI's Management Team



Karl Sevelda

CEO

Joined Raiffeisen in 1998
Experience: 36 years



Johann Strobl

**Deputy CEO/
Chief Risk Officer**

Joined Raiffeisen in 2007
Experience: 24 years



Martin Grill

Chief Financial Officer

Joined Raiffeisen in 1982
Experience: 31 years



Aris Bogdaneris

**Chief Operating Officer/
Retail Customers**

Joined Raiffeisen in 2004
Experience: 25 years



Peter Lennkh

Corporate Business

Joined Raiffeisen in 1988
Experience: 25 years

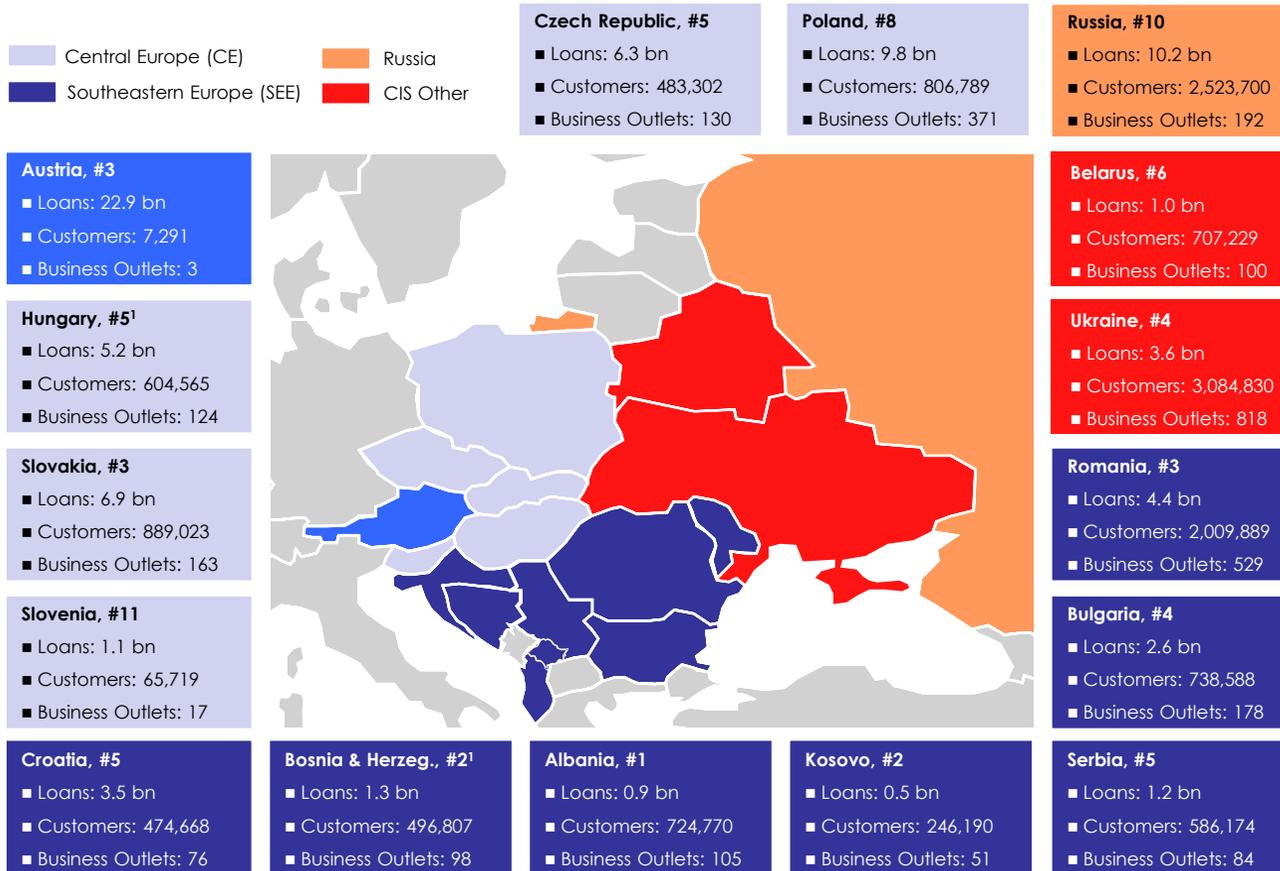


Klemens Breuer

Markets

Joined Raiffeisen in 2012
Experience: 20 years

Leading Position in Most CEE Markets

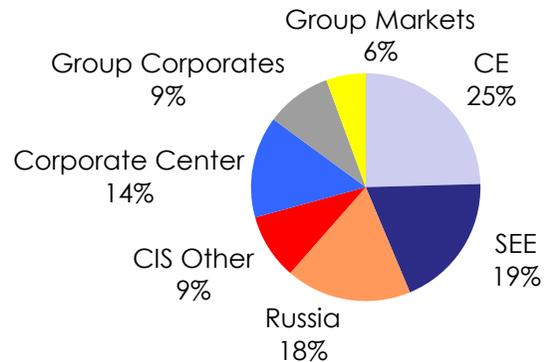


- Leading regional player with CEE presence of over 25 years
- Covering 16 markets (incl. Austria), of which nine are EU members. In addition, Serbia has candidate status
- Top 5 position in 12 markets
- Strong market position with Austrian corporates focusing on CEE
- Strategic focus: Russia, Poland, Czech Republic, Slovakia, Romania, Austria

Note: Position based on loans and advances to customers as of Q2 2013. All loan data in EUR. Countries above represent head office and network units. Additionally, RBI operates leasing units in Moldova and Kazakhstan.
 1) Hungary and Bosnia & Herzegovina data from Q4 2012

Diversified Country Mix and Strong Underlying Result

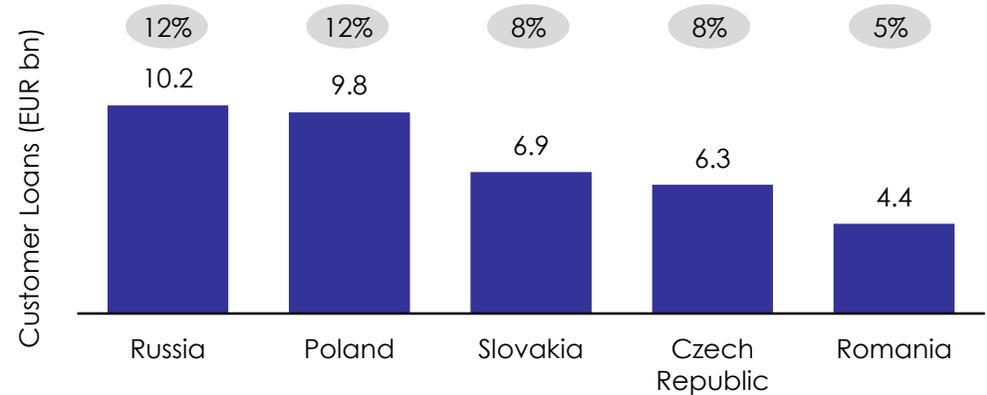
Balanced and Diversified Business Mix 1-9/2013



Total Operating Income: EUR 4,267 mn

Note: Chart excludes reconciliation

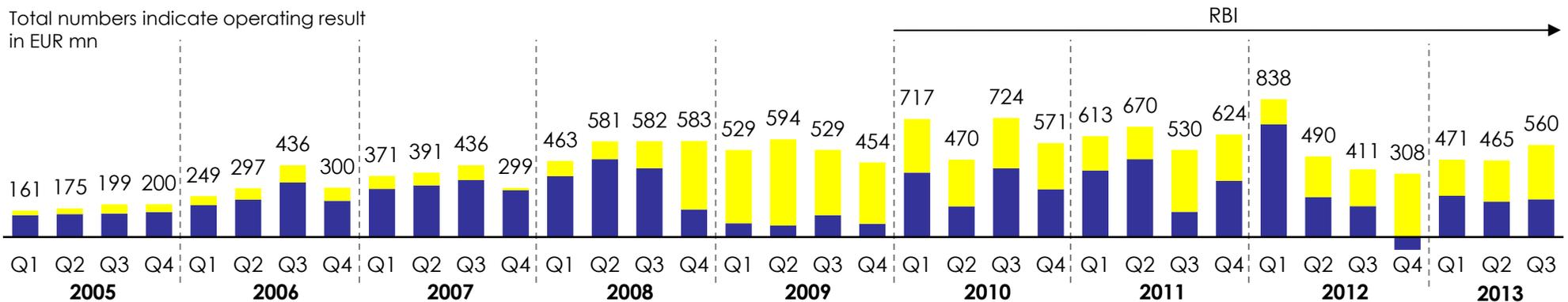
Well-diversified CEE Country Exposure



Note: Percentage indicates % of total exposure, based on 1-9/2013 financials

Strong underlying result

Total numbers indicate operating result in EUR mn



Source: RBI and Raiffeisen International financial disclosure

■ Profit before Tax

■ Provisioning for impairment losses

Overview of Asset Quality Review (AQR)

Comprehensive Assessment of European Banking System to be conducted by ECB

Timing

- Approach disclosed on October 23
- Process to run for 12 months
- Completion ahead of ECB taking over bank supervision in November 2014

Scope

- 130 banks in 18 Eurozone member countries covered (85% of Eurozone bank assets)
- Implemented by ECB together with national regulators

Elements

- Supervisory risk assessment of intrinsic risk profile of various banks
- AQR with 3 sub-phases
- Stress tests led jointly by ECB and EBA

AQR details

- 3 sub-phases:
 - portfolio selection
 - execution of AQR
 - collation (final quality assurance and central review of results)
- Capital threshold at 8% CET 1 on a transitional Capital Requirements Regulation / Capital Requirements Directive IV definition of capital
- RWA definition based on AQR
- Balance sheet data as of 31 December 2013 using harmonized definitions
- Focus on most risky/non-transparent assets

RBI is Well Positioned to Respond to AQR and Meet its Targets



NPLs and Provisioning by Country

1-9/2013	Loans to customers (EUR mn)	NPL ratio	NPLs (EUR mn)	Coverage ratio	Provisions (EUR mn)
Russia	10,173	4.4%	443	101.9%	452
Poland	9,832	10.3%	1,008	71.6%	722
Slovakia	6,911	5.4%	371	62.7%	233
Czech Republic	6,289	6.6%	413	62.7%	259
Hungary	5,161	29.1%	1,499	60.9%	914
Romania	4,396	10.8%	475	70.5%	335
Ukraine	3,619	32.6%	1,179	70.2%	828
Croatia	3,468	13.8%	479	64.4%	308
Bulgaria	2,629	20.0%	525	51.2%	269
Bosnia & Herzegovina	1,258	11.4%	144	54.6%	79
Serbia	1,167	13.5%	157	77.2%	121
Slovenia	1,097	20.3%	223	50.1%	112
Belarus	1,013	0.7%	7	500.2%	33
Albania	899	14.6%	131	58.9%	77
Kosovo	454	8.8%	40	60.7%	24
Group Markets	2,423	1.2% ¹	360 ¹	81.1% ¹	292 ¹
Group Corp.	21,424	5.5%	1,169	55.5%	648
Total RBI Group²	82,431	10.3%	8,478	66.1%	5,734

Strategic focus

1) Including exposure to banks

2) Total also includes Corporate Center and Reconciliation

Comments

- Comprehensive scope: credit and market risk exposures will be covered, on- and off-balance, domestic and non-domestic
- The supervisor will choose the sub-portfolios for further investigation most likely by January 2014
- In on-site visits during the first half of 2014, the supervisor will examine sample deals
- Additional impact on NPLs and provisioning can't be determined yet
- RBI with above-average asset quality in larger CEE markets and well positioned compared to peers
- CEE focus markets with average NPL ratio of 7.2% and coverage ratio of 74%

Corporate

- Intensified sale of capital light products and focus on cross-selling
- Implementation of structured sales approach on group level
- Streamlining of project and export finance products across the group
- Further increased offering of treasury and advisory products (e.g. M&A, ECM, DCM)

Retail

- Organic growth of retail customer base in CEE focus countries
- Leverage of network to further increase share-of-wallet of customers via product penetration initiatives
- Strengthen market position through product innovations
- Process optimization to reduce time to market of products and cash to customers

Markets

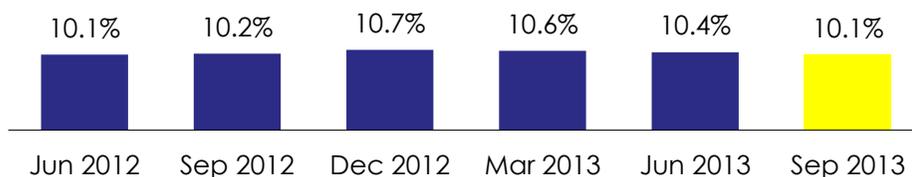
- Holistic and group-wide coverage of institutional clients
- Roll out of investment banking products and offering of complex capital markets solutions all over the network
- Streamlining and standardization of group products e.g. capital markets sales/trading, wholesale custody, research

Tier 1 Capital/RWA

in EUR mn	Sep 2013	Dec 2012
Paid-in capital ¹	2,446	2,405
Earned capital	2,947	3,071
Non-controlling interest	448	848
Participation capital	2,500	2,500
Hybrid Tier 1 capital or equivalent	441	441
Total	8,783	9,265
RWA (credit risk)	68,132	68,136
Own funds requirement	6,617	6,626
Tier 1 ratio (total risk)	10.6%	11.2%
Core Tier 1 ratio (total risk)	10.1%	10.7%

1) Deductions from core capital including intangible assets are subtracted from paid-in capital

Core Tier 1 Ratio Development



Note: Interim figures excl. accrued profits in accordance with Austrian regulations

Changes in Regulatory Capital

- **Core Tier 1 ratio** of 10.1% due to lower Core Tier 1 capital resulting from FX effects and acquisition of non-controlling interest in Croatia
- **Core Tier 1 ratio** of 10.2% incl. interim profit less pro rata dividends and coupons
- **Tier 1 capital** negatively affected by FX devaluation (down EUR 308 mn) mainly in Russia and Poland, other items stable
- **Basel III** pro-forma impact on Common Equity Tier 1 ratio is minus 0.7 PP on a 2023 calculation basis (fully phased-in but without deduction of participation capital)
- **Leverage ratio** of 5.4 % clearly exceeds envisaged Basel III requirement (3%) due to conservative business model (fully phased in, including participation capital)

Changes in RWAs (Own Funds Requirement)

- **Own funds requirement** stable, down EUR 9 mn YTD mainly from
 - Unchanged in **credit risk**
 - Increase in **market risk** (up EUR 14 mn YTD) and **FX risk** (up EUR 6 mn YTD)
 - Decrease in **operational risk** (down EUR 28 mn YTD) due to methodology change

Country and Segment Overview

1-9/2013	Total Assets (EUR mn)	Share of Total Assets ²	Loan/Deposit Ratio	LLSFR ³ (network banks)	Net Interest Margin ⁴	Provisioning Ratio ⁵	NPL Ratio	NPL Coverage Ratio
Czech Republic	8,274	6.3%	108.3%	93.7%	3.03%	0.55%	6.6%	62.7%
Hungary	6,270	4.8%	126.4%	95.0%	3.15%	2.50%	29.1%	60.9%
Slovakia	9,769	7.5%	94.4%	79.5%	3.37%	0.58%	5.4%	62.7%
Slovenia	1,339	1.0%	276.1%	209.6%	1.45%	3.86%	20.3%	50.1%
Poland	12,708	9.7%	139.4%	110.9%	2.52%	0.97%	10.3%	71.6%
Segment CE	38,353	29.3%	118.8%	-	2.90%	1.18%	12.0%	63.7%
Albania	2,161	1.6%	48.4%	43.1%	4.08%	2.54%	14.6%	58.9%
Bosnia and Herzegovina	2,013	1.5%	80.9%	67.9%	3.90%	0.75%	11.4%	54.6%
Bulgaria	3,409	2.6%	121.9%	88.1%	3.95%	2.59%	20.0%	51.2%
Croatia	4,948	3.8%	115.9%	88.2%	3.43%	1.82%	13.8%	64.4%
Kosovo	654	0.5%	88.0%	80.1%	6.20%	1.03%	8.8%	60.7%
Romania	6,315	4.8%	106.1%	80.1%	4.65%	2.33%	10.8%	70.5%
Serbia	1,862	1.4%	104.3%	77.0%	6.21%	1.58%	13.5%	77.2%
Segment SEE	21,358	16.3%	99.5%	-	4.33%	2.03%	13.7%	62.2%
Segment Russia	15,796	12.1%	98.5%	89.0%	4.81%	0.26%	4.4%	101.9%
Belarus	1,450	1.1%	118.2%	95.3%	6.56%	0.06%	0.7%	500.2%
Ukraine	4,495	3.4%	136.5%	84.6%	7.51%	3.44%	32.6%	70.2%
Segment CIS Other¹	5,981	4.6%	132.9%	-	7.27%	2.65%	25.4%	72.7%
Segment Group Corporates	21,667	16.5%	201.8%	-	2.32%	1.37%	5.5%	55.5%
Segment Group Markets	20,778	15.9%	104.4%	-	0.72%	(0.25)%	1.2%	81.1%
Segment Corporate Center	34,496	26.3%	-	-	-	-	-	-
Total RBI Group	131,034	100.0%	122.6%	-	3.08%	1.29%	10.3%	66.1%

1) Includes Kazakhstan, excludes reconciliation 2) Excludes reconciliation of EUR 33.0 bn 3) Loans to local stable funding ratio for network banks in respective countries as of March 2013, according to definition of Austrian Finish recommended target of 110% in new business 4) Calculated as net interest income divided by average interest bearing assets 5) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CE) – Czech Republic Raiffeisen Bank International

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	8,274	8,265	0.1%	8,510	8,938	9,054	8,274	9,054	(8.6)%
Loans and advances to customers	6,289	6,196	1.5%	6,353	6,380	6,368	6,289	6,368	(1.2)%
- Hereof corporate % ¹	43.4%	43.9%	(0.6)PP	45.3%	44.0%	43.6%	43.4%	43.6%	(0.2)PP
- Hereof retail % ¹	56.2%	56.0%	0.2PP	54.6%	55.8%	56.2%	56.2%	56.2%	0.0PP
- Hereof FCY %	9.4%	9.7%	(0.2)PP	8.7%	7.1%	6.8%	9.4%	6.8%	2.6PP
Deposits from customers	5,804	5,752	0.9%	5,950	6,319	6,317	5,804	6,317	(8.1)%
Operating income	93	106	(12.3)%	94	97	99	292	298	(1.7)%
- Net interest income	56	61	(7.5)%	60	60	64	177	197	(10.0)%
- Net fee and commission income	30	34	(11.3)%	31	33	31	96	92	4.9%
- Net trading income	2	8	(74.5)%	0	0	1	10	5	124.6%
- Other net operating income	4	3	43.9%	2	4	3	9	5	91.6%
Net provisioning for impairment losses	(7)	(12)	(47.0)%	(7)	(40)	(15)	(26)	(35)	(26.3)%
General administrative expenses	(67)	(57)	17.5%	(58)	(69)	(60)	(182)	(168)	8.3%
Other results	(2)	(1)	131.4%	1	2	7	(3)	14	-
Profit before tax	17	35	(52.7)%	30	(10)	30	82	109	(24.5)%
Profit after tax	12	29	(57.7)%	23	(7)	24	65	85	(23.5)%
Return on equity before tax ²	9.4%	19.8%	(10.4)PP	17.3%	-	18.5%	15.9%	23.9%	(7.9)PP
Return on equity after tax ²	6.9%	16.3%	(9.4)PP	13.6%	-	14.5%	12.6%	18.6%	(6.0)PP
Net interest margin ³	2.93%	3.20%	(27)BP	3.00%	3.00%	3.19%	3.03%	3.20%	(17)BP
Loan/deposit ratio	108.3%	108.3%	0.0PP	106.8%	101.0%	100.8%	108.3%	100.8%	7.5PP
Cost/income ratio	72.2%	53.9%	18.3PP	61.8%	70.7%	61.0%	62.2%	56.5%	5.8PP
Business outlets	130	132	(1.5)%	129	132	132	130	132	(1.5)%
Number of employees	2,832	2,994	(5.4)%	3,037	3,066	3,044	2,832	3,044	(7.0)%
Number of customers	483,302	481,500	0.4%	484,650	486,261	487,292	483,302	487,292	(0.8)%
Provisioning Ratio ⁴	0.42%	0.79%	(37)BP	0.44%	2.49%	0.94%	0.55%	0.73%	(18)BP
NPL Ratio	6.6%	6.8%	(22)BP	6.7%	6.8%	6.6%	6.6%	6.6%	1BP
NPL Coverage Ratio	62.7%	62.6%	0.1PP	62.4%	60.2%	59.2%	62.7%	59.2%	3.5PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CE) – Hungary



In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	6,270	6,324	(0.9)%	6,802	7,155	7,401	6,270	7,401	(15.3)%
Loans and advances to customers	5,161	5,324	(3.1)%	5,121	5,231	5,434	5,161	5,434	(5.0)%
- Hereof corporate % ¹	53.0%	53.2%	(0.2)PP	56.8%	55.8%	56.0%	53.0%	56.0%	(3.0)PP
- Hereof retail % ¹	36.0%	35.3%	0.7PP	37.2%	37.9%	38.6%	36.0%	38.6%	(2.7)PP
- Hereof FCY %	61.7%	65.7%	(4.0)PP	64.9%	63.3%	62.2%	61.7%	62.2%	(0.5)PP
Deposits from customers	4,082	4,368	(6.6)%	4,700	4,927	4,984	4,082	4,984	(18.1)%
Operating income	68	59	15.7%	59	61	49	185	182	1.9%
- Net interest income	48	54	(11.7)%	47	62	57	149	177	(16.2)%
- Net fee and commission income	30	29	3.8%	26	20	20	84	57	46.9%
- Net trading income	2	(14)	-	(4)	(17)	(26)	(16)	(45)	(65.5)%
- Other net operating income	(12)	(10)	26.3%	(10)	(4)	(2)	(32)	(8)	324.6%
Net provisioning for impairment losses	(25)	(37)	(33.9)%	(36)	(94)	(39)	(97)	(147)	(33.8)%
General administrative expenses	(45)	(45)	0.4%	(47)	(53)	(48)	(137)	(145)	(5.4)%
Other results	5	(42)	-	7	17	21	(29)	17	-
Profit before tax	3	(65)	-	(16)	(69)	(17)	(78)	(93)	(16.4)%
Profit after tax	2	(63)	-	(20)	(77)	(14)	(81)	(97)	(16.7)%
Return on equity before tax ²	-	-	-	-	-	-	-	-	-
Return on equity after tax ²	-	-	-	-	-	-	-	-	-
Net interest margin ³	3.24%	3.44%	(20)BP	2.85%	3.58%	3.24%	3.15%	3.36%	(21)BP
Loan/deposit ratio	126.4%	121.9%	4.5PP	109.2%	106.5%	109.9%	126.4%	109.9%	16.6PP
Cost/income ratio	66.6%	76.7%	(10.1)PP	79.0%	87.3%	99.3%	73.7%	79.4%	(5.7)PP
Business outlets	124	125	(0.8)%	125	125	125	124	125	(0.8)%
Number of employees	2,715	2,772	(2.1)%	2,820	2,865	2,904	2,715	2,904	(6.5)%
Number of customers	604,565	608,749	(0.7)%	615,660	622,990	631,653	604,565	631,653	(4.3)%
Provisioning Ratio ⁴	1.88%	2.86%	(98)BP	2.74%	7.05%	2.84%	2.50%	3.57%	(107)BP
NPL Ratio	29.1%	28.2%	83BP	28.3%	28.1%	27.7%	29.1%	27.7%	138BP
NPL Coverage Ratio	60.9%	61.5%	(0.6)PP	61.1%	61.1%	57.9%	60.9%	57.9%	3.1PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CE) – Poland



In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	12,708	12,639	0.5%	13,068	13,428	13,711	12,708	13,711	(7.3)%
Loans and advances to customers	9,832	9,768	0.7%	10,057	10,451	10,561	9,832	10,561	(6.9)%
- Hereof corporate % ¹	33.0%	32.6%	0.4PP	32.4%	32.3%	32.3%	33.0%	32.3%	0.7PP
- Hereof retail % ¹	66.8%	67.3%	(0.5)PP	67.5%	67.6%	67.6%	66.8%	67.6%	(0.7)PP
- Hereof FCY %	21.6%	56.0%	(34.4)PP	54.8%	54.0%	54.0%	21.6%	54.0%	(32.4)PP
Deposits from customers	7,053	7,179	(1.8)%	7,731	7,901	7,920	7,053	7,920	(10.9)%
Operating income	129	126	2.3%	132	139	120	387	321	20.6%
- Net interest income	82	76	9.0%	76	83	82	233	186	25.4%
- Net fee and commission income	42	42	(0.4)%	38	42	43	123	112	9.4%
- Net trading income	1	(8)	-	15	1	(2)	8	19	(55.4)%
- Other net operating income	3	16	(78.4)%	3	13	(3)	23	4	428.2%
Net provisioning for impairment losses	(30)	(28)	6.4%	(16)	(50)	(28)	(74)	(77)	(4.0)%
General administrative expenses	(87)	(89)	(1.8)%	(90)	(115)	(93)	(266)	(215)	23.9%
Other results	0	11	(99.7)%	(13)	2	0	(2)	0	-
Profit before tax	12	20	(39.3)%	13	(23)	(0)	45	30	53.7%
Profit after tax	9	16	(41.5)%	9	(21)	(1)	35	22	57.3%
Return on equity before tax ²	3.5%	5.8%	(2.2)PP	3.6%	-	-	4.2%	3.7%	0.5PP
Return on equity after tax ²	2.7%	4.5%	(1.9)PP	2.6%	-	-	3.2%	2.7%	0.5PP
Net interest margin ³	2.72%	2.46%	26BP	2.40%	2.58%	2.51%	2.52%	2.46%	6BP
Loan/deposit ratio	139.4%	136.1%	3.3PP	130.5%	132.3%	133.3%	139.4%	133.3%	6.1PP
Cost/income ratio	67.4%	70.3%	(2.9)PP	68.4%	82.5%	76.9%	68.7%	66.9%	1.8PP
Business outlets	371	370	0.3%	371	416	422	371	422	(12.1)%
Number of employees	6,124	6,080	0.7%	6,134	6,656	6,471	6,124	6,471	(5.4)%
Number of customers	806,789	828,605	(2.6)%	847,807	871,102	891,009	806,789	891,009	(9.5)%
Provisioning Ratio ⁴	1.22%	1.13%	9BP	0.63%	1.89%	1.06%	0.97%	1.29%	(32)BP
NPL Ratio	10.3%	9.7%	59BP	9.3%	9.8%	9.2%	10.3%	9.2%	101BP
NPL Coverage Ratio	71.6%	72.5%	(0.8)PP	72.1%	73.4%	72.2%	71.6%	72.2%	(0.5)PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CE) – Slovakia



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	9,769	9,637	1.4%	9,594	9,667	9,794	9,769	9,794	(0.3)%
Loans and advances to customers	6,911	6,853	0.8%	6,732	6,645	6,652	6,911	6,652	3.9%
- Hereof corporate % ¹	47.3%	47.8%	(0.6)PP	48.8%	49.3%	49.5%	47.3%	49.5%	(2.2)PP
- Hereof retail % ¹	52.5%	51.9%	0.6PP	51.0%	50.5%	50.3%	52.5%	50.3%	2.2PP
- Hereof FCY %	0.6%	0.6%	(0.0)PP	0.8%	0.9%	0.7%	0.6%	0.7%	(0.1)PP
Deposits from customers	7,321	7,345	(0.3)%	7,191	7,233	7,213	7,321	7,213	1.5%
Operating income	122	120	1.6%	110	124	106	352	328	7.3%
- Net interest income	79	77	1.9%	73	74	70	229	217	5.2%
- Net fee and commission income	34	35	(2.7)%	31	36	33	100	96	4.0%
- Net trading income	1	1	14.9%	1	0	2	3	6	(43.8)%
- Other net operating income	7	6	19.3%	6	14	2	19	8	145.6%
Net provisioning for impairment losses	(11)	(9)	21.0%	(9)	(16)	(8)	(29)	(24)	20.0%
General administrative expenses	(63)	(61)	2.3%	(59)	(72)	(56)	(183)	(178)	3.2%
Other results	(9)	(16)	(45.9)%	(8)	(11)	(12)	(33)	(16)	101.6%
Profit before tax	39	34	17.3%	33	25	30	106	109	(2.9)%
Profit after tax	31	27	12.6%	25	22	23	83	84	(0.8)%
Return on equity before tax ²	17.0%	13.4%	3.6PP	13.0%	10.2%	12.3%	14.9%	15.5%	(0.5)PP
Return on equity after tax ²	13.3%	11.0%	2.4PP	9.8%	9.0%	9.3%	11.7%	11.9%	(0.2)PP
Net interest margin ³	3.47%	3.41%	5BP	3.23%	3.25%	3.03%	3.37%	3.15%	22BP
Loan/deposit ratio	94.4%	93.3%	1.1PP	93.6%	91.9%	92.2%	94.4%	92.2%	2.2PP
Cost/income ratio	51.6%	51.2%	0.4PP	53.9%	58.2%	52.8%	52.2%	54.2%	(2.1)PP
Business outlets	163	163	0.0%	163	163	152	163	152	7.2%
Number of employees	3,844	3,828	0.4%	3,845	3,827	3,823	3,844	3,823	0.5%
Number of customers	889,023	879,227	1.1%	859,019	840,728	830,408	889,023	830,408	7.1%
Provisioning Ratio ⁴	0.64%	0.54%	10BP	0.55%	0.97%	0.50%	0.58%	0.49%	9BP
NPL Ratio	5.4%	5.5%	(10)BP	5.2%	5.1%	5.2%	5.4%	5.2%	18BP
NPL Coverage Ratio	62.7%	61.8%	0.9PP	65.7%	64.2%	60.0%	62.7%	60.0%	2.7PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CE) – Slovenia



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	1,339	1,502	(10.9)%	1,468	1,612	1,651	1,339	1,651	(18.9)%
Loans and advances to customers	1,097	1,157	(5.2)%	1,208	1,225	1,275	1,097	1,275	(14.0)%
- Hereof corporate % ¹	61.1%	62.0%	(0.9)PP	62.6%	62.4%	62.5%	61.1%	62.5%	(1.4)PP
- Hereof retail % ¹	31.8%	31.2%	0.6PP	30.9%	31.2%	31.3%	31.8%	31.3%	0.5PP
- Hereof FCY %	4.3%	4.6%	(0.3)PP	4.7%	4.9%	5.0%	4.3%	5.0%	(0.7)PP
Deposits from customers	397	404	(1.7)%	380	495	489	397	489	(18.9)%
Operating income	6	8	(17.9)%	8	9	8	21	25	(14.2)%
- Net interest income	5	5	(8.9)%	5	6	6	15	18	(18.7)%
- Net fee and commission income	2	2	(7.0)%	2	2	2	6	6	0.7%
- Net trading income	0	0	36.3%	0	0	0	1	0	42.5%
- Other net operating income	(1)	0	-	0	0	0	(0)	0	-
Net provisioning for impairment losses	(19)	(9)	106.8%	(6)	(25)	(4)	(34)	(9)	273.1%
General administrative expenses	(5)	(5)	(5.0)%	(6)	(6)	(6)	(16)	(18)	(11.6)%
Other results	(0)	(0)	(20.8)%	0	0	(1)	(1)	(0)	37.9%
Profit before tax	(18)	(7)	151.9%	(4)	(22)	(2)	(29)	(3)	>500.0%
Profit after tax	(18)	(7)	156.4%	(4)	(23)	(2)	(29)	(2)	>500.0%
Return on equity before tax ²	-	-	-	-	-	-	-	-	-
Return on equity after tax ²	-	-	-	-	-	-	-	-	-
Net interest margin ³	1.42%	1.50%	(8)BP	1.45%	1.60%	1.59%	1.45%	1.56%	(11)BP
Loan/deposit ratio	276.1%	286.4%	(10.2)PP	318.3%	247.6%	260.4%	276.1%	260.4%	15.7PP
Cost/income ratio	81.6%	70.5%	11.1PP	74.6%	69.1%	73.5%	75.2%	73.0%	2.2PP
Business outlets	17	17	0.0%	17	17	17	17	17	0.0%
Number of employees	253	264	(4.2)%	276	310	321	253	321	(21.2)%
Number of customers	65,719	66,019	(0.5)%	66,404	68,593	67,914	65,719	67,914	(3.2)%
Provisioning Ratio ⁴	6.69%	3.08%	361BP	1.87%	7.90%	1.24%	3.86%	0.93%	293BP
NPL Ratio	20.3%	17.2%	314BP	15.8%	14.7%	10.5%	20.3%	10.5%	>500BP
NPL Coverage Ratio	50.1%	46.9%	3.2PP	44.0%	43.5%	41.9%	50.1%	41.9%	8.2PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Albania



In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	2,161	2,181	(0.9)%	2,238	2,289	2,361	2,161	2,361	(8.5)%
Loans and advances to customers	899	928	(3.2)%	955	974	968	899	968	(7.1)%
- Hereof corporate % ¹	69.4%	68.6%	0.8PP	69.0%	68.7%	67.9%	69.4%	67.9%	1.6PP
- Hereof retail % ¹	30.6%	31.4%	(0.8)PP	31.0%	31.3%	32.1%	30.6%	32.1%	(1.6)PP
- Hereof FCY %	65.5%	65.0%	0.5PP	65.2%	64.6%	67.8%	65.5%	67.8%	(2.4)PP
Deposits from customers	1,856	1,920	(3.4)%	1,970	2,037	2,116	1,856	2,116	(12.3)%
Operating income	28	28	1.2%	26	25	25	81	78	4.8%
- Net interest income	19	19	1.6%	18	19	17	57	59	(3.8)%
- Net fee and commission income	3	2	5.8%	2	2	2	7	6	34.3%
- Net trading income	6	6	1.9%	5	5	5	16	14	16.6%
- Other net operating income	0	1	(40.7)%	1	(0)	(0)	1	(0)	-
Net provisioning for impairment losses	(7)	(7)	(4.4)%	(4)	(8)	(6)	(18)	(12)	45.5%
General administrative expenses	(10)	(11)	(6.2)%	(9)	(13)	(10)	(30)	(29)	3.5%
Other results	0	0	-	0	0	0	0	0	-
Profit before tax	11	9	14.3%	13	4	9	33	36	(7.9)%
Profit after tax	10	8	14.5%	12	5	8	30	32	(7.5)%
Return on equity before tax ²	21.5%	17.1%	4.4PP	25.7%	9.2%	17.8%	23.6%	27.0%	(3.4)PP
Return on equity after tax ²	19.2%	15.3%	4.0PP	23.1%	10.4%	15.8%	21.1%	24.1%	(3.0)PP
Net interest margin ³	4.30%	4.14%	16BP	3.84%	3.76%	3.47%	4.08%	3.94%	14BP
Loan/deposit ratio	48.4%	48.3%	0.1PP	48.5%	47.8%	45.7%	48.4%	45.7%	2.7PP
Cost/income ratio	37.5%	40.5%	(3.0)PP	33.0%	51.1%	40.3%	37.1%	37.6%	(0.5)PP
Business outlets	105	105	0.0%	105	105	105	105	105	0.0%
Number of employees	1,389	1,386	0.2%	1,394	1,388	1,419	1,389	1,419	(2.1)%
Number of customers	724,770	722,839	0.3%	710,610	712,875	698,367	724,770	698,367	3.8%
Provisioning Ratio ⁴	2.96%	3.00%	(4)BP	1.66%	3.30%	2.45%	2.54%	1.68%	85BP
NPL Ratio	14.6%	14.1%	52BP	12.2%	11.6%	11.6%	14.6%	11.6%	299BP
NPL Coverage Ratio	58.9%	65.3%	(6.3)PP	71.6%	72.3%	74.5%	58.9%	74.5%	(15.5)PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Bosnia a. Herz.



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	2,013	1,985	1.5%	1,959	1,983	1,990	2,013	1,990	1.2%
Loans and advances to customers	1,258	1,279	(1.6)%	1,245	1,259	1,307	1,258	1,307	(3.7)%
- Hereof corporate % ¹	37.1%	39.2%	(2.1)PP	38.9%	39.5%	41.7%	37.1%	41.7%	(4.6)PP
- Hereof retail % ¹	62.1%	60.0%	2.1PP	60.2%	59.8%	57.6%	62.1%	57.6%	4.5PP
- Hereof FCY %	74.6%	73.1%	1.5PP	74.3%	73.5%	74.7%	74.6%	74.7%	(0.1)PP
Deposits from customers	1,556	1,541	1.0%	1,506	1,526	1,521	1,556	1,521	2.3%
Operating income	29	27	5.7%	26	26	27	82	79	4.2%
- Net interest income	19	18	3.0%	17	18	18	55	54	1.0%
- Net fee and commission income	9	7	21.8%	8	8	8	23	23	(0.0)%
- Net trading income	1	1	(24.7)%	0	0	0	2	1	99.7%
- Other net operating income	0	1	(44.2)%	1	(0)	0	2	0	>500.0%
Net provisioning for impairment losses	(1)	(4)	(80.6)%	(3)	(5)	(4)	(7)	(15)	(53.3)%
General administrative expenses	(17)	(15)	9.7%	(14)	(18)	(15)	(46)	(45)	1.1%
Other results	(0)	(0)	(60.1)%	0	(0)	(0)	(1)	2	-
Profit before tax	11	8	43.6%	10	3	7	29	20	44.1%
Profit after tax	10	7	40.4%	9	2	7	26	18	43.9%
Return on equity before tax ²	18.4%	12.4%	6.0PP	15.9%	4.8%	12.1%	16.0%	11.0%	5.0PP
Return on equity after tax ²	16.2%	11.2%	5.0PP	14.3%	2.6%	10.8%	14.3%	9.8%	4.4PP
Net interest margin ³	3.99%	3.97%	2BP	3.78%	3.80%	3.82%	3.90%	3.70%	21BP
Loan/deposit ratio	80.9%	83.0%	(2.1)PP	82.7%	82.5%	85.9%	80.9%	85.9%	(5.0)PP
Cost/income ratio	58.0%	55.9%	2.1PP	53.1%	68.3%	56.7%	55.7%	57.4%	(1.7)PP
Business outlets	98	98	0.0%	98	98	98	98	98	0.0%
Number of employees	1,504	1,510	(0.4)%	1,511	1,561	1,558	1,504	1,558	(3.5)%
Number of customers	496,807	488,254	1.8%	490,460	496,107	489,483	496,807	489,483	1.5%
Provisioning Ratio ⁴	0.23%	1.18%	(96)BP	0.84%	1.67%	1.28%	0.75%	1.52%	(77)BP
NPL Ratio	11.4%	11.2%	24BP	11.0%	10.7%	12.7%	11.4%	12.7%	(125)BP
NPL Coverage Ratio	54.6%	55.4%	(0.8)PP	55.9%	55.6%	47.7%	54.6%	47.7%	6.9PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Bulgaria



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	3,409	3,373	1.0%	3,464	3,486	3,581	3,409	3,581	(4.8)%
Loans and advances to customers	2,629	2,711	(3.0)%	2,812	2,883	2,893	2,629	2,893	(9.1)%
- Hereof corporate % ¹	44.4%	44.6%	(0.2)PP	45.7%	45.9%	45.5%	44.4%	45.5%	(1.1)PP
- Hereof retail % ¹	55.1%	54.9%	0.2PP	53.7%	53.5%	53.9%	55.1%	53.9%	1.2PP
- Hereof FCY %	71.6%	73.0%	(1.4)PP	74.7%	75.0%	75.6%	71.6%	75.6%	(4.0)PP
Deposits from customers	2,157	2,110	2.2%	2,152	2,156	2,227	2,157	2,227	(3.2)%
Operating income	44	44	1.7%	40	44	42	128	134	(4.4)%
- Net interest income	34	34	2.4%	30	33	30	98	103	(4.5)%
- Net fee and commission income	10	10	1.3%	9	10	10	28	28	1.7%
- Net trading income	1	0	94.1%	1	1	2	2	4	(58.7)%
- Other net operating income	(0)	0	-	0	(0)	0	0	(0)	-
Net provisioning for impairment losses	(22)	(17)	30.4%	(15)	(24)	(22)	(53)	(51)	4.1%
General administrative expenses	(23)	(23)	(0.5)%	(22)	(24)	(23)	(68)	(69)	(1.6)%
Other results	(0)	(0)	(17.9)%	(0)	0	0	(1)	0	-
Profit before tax	(0)	4	-	3	(4)	(3)	6	14	(55.6)%
Profit after tax	(0)	4	-	3	(3)	(2)	6	13	(53.0)%
Return on equity before tax ²	(0.4)%	3.0%	(3.4)PP	2.5%	-	-	1.7%	3.9%	(2.2)PP
Return on equity after tax ²	(0.1)%	2.9%	(3.0)PP	2.2%	-	-	1.7%	3.7%	(2.0)PP
Net interest margin ³	4.18%	4.07%	11BP	3.66%	3.94%	3.43%	3.95%	3.90%	5BP
Loan/deposit ratio	121.9%	128.4%	(6.5)PP	130.7%	133.7%	129.9%	121.9%	129.9%	(8.0)PP
Cost/income ratio	51.3%	52.4%	(1.1)PP	55.0%	54.3%	54.1%	52.8%	51.3%	1.5PP
Business outlets	178	181	(1.7)%	182	183	184	178	184	(3.3)%
Number of employees	3,029	3,070	(1.3)%	3,034	3,119	3,136	3,029	3,136	(3.4)%
Number of customers	738,588	733,506	0.7%	795,039	791,751	786,863	738,588	786,863	(6.1)%
Provisioning Ratio ⁴	3.28%	2.43%	85BP	2.08%	3.35%	3.07%	2.59%	2.33%	25BP
NPL Ratio	20.0%	19.1%	90BP	19.0%	18.2%	18.0%	20.0%	18.0%	197BP
NPL Coverage Ratio	51.2%	50.4%	0.8PP	51.1%	50.5%	47.7%	51.2%	47.7%	3.5PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Croatia



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	4,948	5,047	(1.9)%	4,948	5,097	5,293	4,948	5,293	(6.5)%
Loans and advances to customers	3,468	3,581	(3.2)%	3,498	3,525	3,694	3,468	3,694	(6.1)%
- Hereof corporate % ¹	41.5%	42.1%	(0.6)PP	39.6%	39.7%	41.2%	41.5%	41.2%	0.3PP
- Hereof retail % ¹	49.0%	48.6%	0.4PP	49.5%	49.4%	48.2%	49.0%	48.2%	0.9PP
- Hereof FCY %	60.9%	62.9%	(1.9)PP	62.1%	61.2%	64.3%	60.9%	64.3%	(3.4)PP
Deposits from customers	3,012	2,984	0.9%	2,870	3,040	3,159	3,012	3,159	(4.6)%
Operating income	63	60	3.7%	58	57	64	180	198	(8.7)%
- Net interest income	39	37	6.0%	36	38	36	112	114	(1.8)%
- Net fee and commission income	17	12	36.3%	14	13	16	43	43	(1.5)%
- Net trading income	1	5	(81.6)%	2	0	5	7	18	(59.1)%
- Other net operating income	6	6	(8.0)%	7	6	7	19	23	(17.4)%
Net provisioning for impairment losses	(7)	(25)	(70.6)%	(15)	(18)	(12)	(48)	(34)	40.0%
General administrative expenses	(32)	(33)	(3.6)%	(33)	(33)	(35)	(98)	(104)	(5.9)%
Other results	(0)	1	-	1	(5)	(4)	2	(6)	-
Profit before tax	23	3	>500.0%	11	2	15	37	54	(32.2)%
Profit after tax	19	2	>500.0%	8	2	12	29	44	(32.8)%
Return on equity before tax ²	13.1%	1.5%	11.6PP	5.7%	1.3%	7.7%	6.9%	9.5%	(2.7)PP
Return on equity after tax ²	10.5%	1.2%	9.2PP	4.6%	0.9%	6.2%	5.5%	7.7%	(2.2)PP
Net interest margin ³	3.64%	3.40%	24BP	3.28%	3.30%	3.06%	3.43%	3.13%	30BP
Loan/deposit ratio	115.9%	119.6%	(3.7)PP	121.6%	116.1%	116.6%	115.9%	116.6%	(0.7)PP
Cost/income ratio	50.5%	54.4%	(3.8)PP	58.0%	57.0%	53.8%	54.2%	52.6%	1.7PP
Business outlets	76	76	0.0%	79	79	79	76	79	(3.8)%
Number of employees	2,040	2,050	(0.5)%	2,063	2,066	2,056	2,040	2,056	(0.8)%
Number of customers	474,668	475,235	(0.1)%	475,925	479,399	482,265	474,668	482,265	(1.6)%
Provisioning Ratio ⁴	0.85%	2.87%	(202)BP	1.70%	1.97%	1.24%	1.82%	1.21%	61BP
NPL Ratio	13.8%	13.6%	18BP	13.3%	12.2%	11.9%	13.8%	11.9%	187BP
NPL Coverage Ratio	64.4%	63.9%	0.5PP	60.8%	61.9%	56.2%	64.4%	56.2%	8.2PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Kosovo



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	654	624	4.9%	628	629	649	654	649	0.8%
Loans and advances to customers	454	462	(1.9)%	444	428	427	454	427	6.3%
- Hereof corporate % ¹	39.4%	39.8%	(0.5)PP	39.0%	37.7%	36.2%	39.4%	36.2%	3.1PP
- Hereof retail % ¹	60.6%	60.2%	0.5PP	61.0%	62.3%	63.8%	60.6%	63.8%	(3.1)PP
- Hereof FCY %	0.0%	0.0%	0.0PP	0.0%	0.0%	0.0%	0.0%	0.0%	0.0PP
Deposits from customers	515	500	3.1%	508	514	524	515	524	(1.7)%
Operating income	12	12	(0.2)%	11	11	12	35	35	0.2%
- Net interest income	10	10	(1.5)%	9	9	9	29	29	0.7%
- Net fee and commission income	2	2	11.3%	2	2	2	6	6	(0.8)%
- Net trading income	0	(0)	-	0	0	0	0	0	48.6%
- Other net operating income	(0)	(0)	387.4%	(0)	(0)	(0)	(0)	(0)	121.3%
Net provisioning for impairment losses	(1)	(1)	(16.6)%	(1)	(1)	(1)	(3)	(4)	(16.8)%
General administrative expenses	(6)	(6)	(0.2)%	(6)	(7)	(6)	(18)	(19)	(6.5)%
Other results	0	0	30.3%	0	(0)	(0)	0	0	213.2%
Profit before tax	5	5	4.8%	4	3	4	14	12	20.4%
Profit after tax	5	4	4.8%	4	3	4	13	10	20.9%
Return on equity before tax ²	21.4%	19.7%	1.7PP	17.1%	13.3%	18.2%	20.9%	17.9%	3.0PP
Return on equity after tax ²	19.1%	17.5%	1.6PP	15.4%	11.9%	16.2%	18.7%	15.9%	2.8PP
Net interest margin ³	6.26%	6.56%	(31)BP	5.87%	5.73%	5.99%	6.20%	6.03%	17BP
Loan/deposit ratio	88.0%	92.4%	(4.4)PP	87.5%	83.3%	81.4%	88.0%	81.4%	6.6PP
Cost/income ratio	51.1%	51.1%	(0.0)PP	53.3%	65.7%	55.2%	51.8%	55.5%	(3.7)PP
Business outlets	51	52	(1.9)%	52	52	54	51	54	(5.6)%
Number of employees	701	704	(0.4)%	698	688	697	701	697	0.6%
Number of customers	246,190	243,527	1.1%	258,799	273,486	269,087	246,190	269,087	(8.5)%
Provisioning Ratio ⁴	0.86%	1.04%	(18)BP	1.16%	0.55%	0.89%	1.03%	1.28%	(25)BP
NPL Ratio	8.8%	8.3%	46BP	8.5%	8.1%	8.5%	8.8%	8.5%	27BP
NPL Coverage Ratio	60.7%	68.9%	(8.2)PP	70.0%	77.0%	74.1%	60.7%	74.1%	(13.4)PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Romania



In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	6,315	6,252	1.0%	6,370	5,982	6,090	6,315	6,090	3.7%
Loans and advances to customers	4,396	4,244	3.6%	4,195	4,226	4,217	4,396	4,217	4.2%
- Hereof corporate % ¹	34.1%	34.4%	(0.3)PP	34.6%	35.3%	35.3%	34.1%	35.3%	(1.2)PP
- Hereof retail % ¹	62.7%	62.6%	0.1PP	62.6%	61.9%	62.0%	62.7%	62.0%	0.7PP
- Hereof FCY %	52.5%	52.9%	(0.4)PP	54.1%	51.8%	56.9%	52.5%	56.9%	(4.4)PP
Deposits from customers	4,144	3,983	4.0%	3,995	3,781	3,813	4,144	3,813	8.7%
Operating income	116	112	3.7%	115	111	116	343	346	(0.9)%
- Net interest income	71	69	2.5%	72	73	71	212	229	(7.7)%
- Net fee and commission income	42	39	8.1%	36	34	42	118	109	7.9%
- Net trading income	4	1	201.4%	6	3	2	11	7	72.2%
- Other net operating income	(1)	3	-	1	1	1	3	1	87.3%
Net provisioning for impairment losses	(28)	(27)	3.4%	(21)	(25)	(25)	(75)	(74)	1.7%
General administrative expenses	(66)	(69)	(4.8)%	(65)	(70)	(66)	(200)	(194)	3.2%
Other results	7	0	>500.0%	6	0	2	14	6	129.0%
Profit before tax	29	16	78.8%	36	17	27	81	84	(3.5)%
Profit after tax	25	26	(4.2)%	30	14	23	81	72	11.3%
Return on equity before tax ²	20.5%	10.9%	9.6PP	25.0%	13.3%	21.4%	20.1%	23.4%	(3.3)PP
Return on equity after tax ²	17.3%	17.1%	0.2PP	21.0%	11.0%	18.4%	19.8%	20.1%	(0.2)PP
Net interest margin ³	4.65%	4.54%	11BP	4.83%	5.07%	4.70%	4.65%	5.08%	(43)BP
Loan/deposit ratio	106.1%	106.6%	(0.5)PP	105.0%	111.8%	110.6%	106.1%	110.6%	(4.5)PP
Cost/income ratio	56.8%	61.9%	(5.1)PP	56.0%	62.8%	57.0%	58.2%	55.9%	2.3PP
Business outlets	529	526	0.6%	526	527	530	529	530	(0.2)%
Number of employees	5,383	5,246	2.6%	5,393	5,486	5,660	5,383	5,660	(4.9)%
Number of customers	2,009,889	2,004,802	0.3%	1,981,086	1,974,315	1,955,123	2,009,889	1,955,123	2.8%
Provisioning Ratio ⁴	2.55%	2.53%	2BP	2.01%	2.38%	2.36%	2.33%	2.29%	4BP
NPL Ratio	10.8%	10.9%	(11)BP	10.8%	9.9%	10.3%	10.8%	10.3%	48BP
NPL Coverage Ratio	70.5%	69.4%	1.0PP	67.4%	69.5%	72.4%	70.5%	72.4%	(1.9)PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (SEE) – Serbia



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	1,862	1,922	(3.1)%	1,849	1,883	1,975	1,862	1,975	(5.7)%
Loans and advances to customers	1,167	1,213	(3.8)%	1,195	1,204	1,280	1,167	1,280	(8.8)%
- Hereof corporate % ¹	49.3%	51.9%	(2.6)PP	51.2%	53.1%	55.9%	49.3%	55.9%	(6.6)PP
- Hereof retail % ¹	48.1%	45.6%	2.5PP	45.8%	44.4%	41.2%	48.1%	41.2%	6.9PP
- Hereof FCY %	67.0%	69.9%	(2.9)PP	72.0%	66.6%	67.7%	67.0%	67.7%	(0.6)PP
Deposits from customers	1,119	1,117	0.1%	1,097	1,139	1,165	1,119	1,165	(4.0)%
Operating income	37	41	(9.4)%	36	36	33	114	96	19.5%
- Net interest income	28	30	(6.2)%	25	24	21	83	66	25.2%
- Net fee and commission income	9	9	1.5%	8	9	9	27	26	2.8%
- Net trading income	1	0	484.3%	1	1	1	2	(0)	-
- Other net operating income	(1)	2	-	2	1	2	2	4	(38.3)%
Net provisioning for impairment losses	(5)	(5)	2.1%	(4)	(6)	(2)	(14)	(9)	60.1%
General administrative expenses	(19)	(19)	(2.2)%	(18)	(22)	(19)	(56)	(57)	(1.1)%
Other results	(1)	(3)	(63.2)%	4	2	3	1	11	(92.5)%
Profit before tax	13	15	(13.2)%	18	10	14	45	41	10.4%
Profit after tax	11	13	(15.6)%	16	9	12	39	38	3.7%
Return on equity before tax ²	10.6%	11.6%	(1.0)PP	15.1%	8.9%	12.5%	13.3%	11.7%	1.7PP
Return on equity after tax ²	9.0%	10.1%	(1.1)PP	13.3%	8.5%	11.3%	11.6%	10.8%	0.8PP
Net interest margin ³	6.33%	6.75%	(42)BP	5.60%	5.34%	4.58%	6.21%	4.58%	163BP
Loan/deposit ratio	104.3%	108.5%	(4.2)PP	109.0%	105.7%	109.8%	104.3%	109.8%	(5.5)PP
Cost/income ratio	50.1%	46.4%	3.7PP	50.8%	60.2%	59.2%	49.0%	59.2%	(10.2)PP
Business outlets	84	86	(2.3)%	86	85	85	84	85	(1.2)%
Number of employees	1,666	1,753	(5.0)%	1,757	1,769	1,776	1,666	1,776	(6.2)%
Number of customers	586,174	571,677	2.5%	561,702	550,790	526,210	586,174	526,210	11.4%
Provisioning Ratio ⁴	1.72%	1.66%	5BP	1.32%	2.09%	0.74%	1.58%	0.90%	68BP
NPL Ratio	13.5%	12.8%	72BP	12.7%	12.5%	11.2%	13.5%	11.2%	227BP
NPL Coverage Ratio	77.2%	75.7%	1.5PP	78.3%	75.9%	75.6%	77.2%	75.6%	1.7PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CIS) – Belarus



**Raiffeisen Bank
International**

In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	1,450	1,442	0.6%	1,472	1,355	1,331	1,450	1,331	9.0%
Loans and advances to customers	1,013	971	4.3%	1,010	869	789	1,013	789	28.4%
- Hereof corporate % ¹	73.9%	74.0%	(0.1)PP	76.8%	73.8%	72.4%	73.9%	72.4%	1.5PP
- Hereof retail % ¹	26.1%	26.0%	0.1PP	23.2%	26.2%	27.6%	26.1%	27.6%	(1.5)PP
- Hereof FCY %	70.6%	72.3%	(1.7)PP	73.0%	70.9%	73.4%	70.6%	73.4%	(2.8)PP
Deposits from customers	857	905	(5.3)%	926	872	850	857	850	0.8%
Operating income	43	38	10.8%	28	13	30	109	82	33.1%
- Net interest income	23	21	7.2%	20	15	17	65	50	30.3%
- Net fee and commission income	16	16	(3.0)%	15	16	16	47	44	7.1%
- Net trading income	4	1	236.7%	(6)	(16)	(2)	(1)	(10)	(92.0)%
- Other net operating income	(0)	(0)	(22.4)%	(1)	(2)	(0)	(1)	(1)	20.8%
Net provisioning for impairment losses	(0)	(0)	282.5%	0	20	(1)	(0)	(2)	(77.6)%
General administrative expenses	(18)	(19)	(3.4)%	(18)	(19)	(17)	(55)	(48)	13.2%
Other results	0	0	-	0	0	0	0	0	-
Profit before tax	24	20	22.6%	11	14	12	54	32	69.5%
Profit after tax	19	15	22.9%	9	6	8	43	20	117.5%
Return on equity before tax ²	46.3%	36.9%	9.5PP	21.6%	29.7%	26.5%	37.1%	24.1%	13.1PP
Return on equity after tax ²	35.9%	28.5%	7.4PP	18.0%	13.1%	17.2%	29.2%	14.7%	14.4PP
Net interest margin ³	6.84%	6.39%	45BP	6.39%	4.94%	5.52%	6.56%	5.64%	92BP
Loan/deposit ratio	118.2%	107.3%	10.9PP	109.0%	99.6%	92.8%	118.2%	92.8%	25.4PP
Cost/income ratio	42.4%	48.7%	(6.2)PP	62.6%	150.1%	56.5%	49.9%	58.6%	(8.8)PP
Business outlets	100	100	0.0%	100	100	100	100	100	0.0%
Number of employees	2,228	2,194	1.5%	2,201	2,190	2,168	2,228	2,168	2.8%
Number of customers	707,229	701,651	0.8%	695,067	691,925	685,846	707,229	685,846	3.1%
Provisioning Ratio ⁴	0.20%	0.05%	14BP	(0.08)%	(9.77)%	0.48%	0.06%	0.33%	(27)BP
NPL Ratio	0.7%	0.8%	(13)BP	0.8%	1.1%	1.5%	0.7%	1.5%	(87)BP
NPL Coverage Ratio	500.2%	447.0%	53.3PP	422.0%	363.6%	470.4%	500.2%	470.4%	29.9PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials (CIS) – Ukraine



In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	4,495	4,727	(4.9)%	4,832	4,922	4,978	4,495	4,978	(9.7)%
Loans and advances to customers	3,619	3,787	(4.4)%	3,806	3,715	3,932	3,619	3,932	(8.0)%
- Hereof corporate % ¹	54.0%	53.3%	0.7PP	51.9%	52.0%	51.4%	54.0%	51.4%	2.6PP
- Hereof retail % ¹	46.0%	46.7%	(0.7)PP	48.1%	48.0%	48.6%	46.0%	48.6%	(2.6)PP
- Hereof FCY %	48.0%	49.9%	(2.0)PP	50.8%	51.6%	53.5%	48.0%	53.5%	(5.6)PP
Deposits from customers	2,652	2,806	(5.5)%	2,835	2,646	2,607	2,652	2,607	1.7%
Operating income	131	117	12.2%	107	126	133	356	378	(6.0)%
- Net interest income	89	80	12.0%	72	84	89	241	266	(9.3)%
- Net fee and commission income	39	36	7.8%	34	41	40	109	109	0.1%
- Net trading income	4	2	94.2%	2	2	3	9	5	83.1%
- Other net operating income	(1)	(1)	13.2%	(1)	(1)	(0)	(3)	(1)	141.1%
Net provisioning for impairment losses	(36)	(32)	14.3%	(27)	(33)	(25)	(95)	(73)	29.0%
General administrative expenses	(70)	(71)	(0.7)%	(72)	(86)	(79)	(213)	(230)	(7.2)%
Other results	5	6	(22.1)%	32	5	(14)	44	(27)	-
Profit before tax	30	21	42.1%	41	12	15	91	48	88.8%
Profit after tax	23	17	37.3%	32	(1)	10	72	34	110.2%
Return on equity before tax ²	14.7%	10.0%	4.7PP	19.6%	5.8%	6.8%	15.3%	7.8%	7.5PP
Return on equity after tax ²	11.4%	8.0%	3.4PP	15.5%	-	4.9%	12.0%	5.5%	6.5PP
Net interest margin ³	8.53%	7.36%	117BP	6.66%	7.51%	7.83%	7.51%	7.62%	(11)BP
Loan/deposit ratio	136.5%	135.0%	1.5PP	134.2%	140.4%	150.8%	136.5%	150.8%	(14.4)PP
Cost/income ratio	53.5%	60.4%	(7.0)PP	67.4%	68.2%	59.6%	59.9%	60.7%	(0.8)PP
Business outlets	818	820	(0.2)%	822	825	826	818	826	(1.0)%
Number of employees	13,324	13,492	(1.2)%	13,787	13,849	14,493	13,324	14,493	(8.1)%
Number of customers	3,084,830	3,082,951	0.1%	3,023,416	3,029,424	3,033,169	3,084,830	3,033,169	1.7%
Provisioning Ratio ⁴	3.92%	3.34%	57BP	2.84%	3.50%	2.44%	3.44%	2.39%	105BP
NPL Ratio	32.6%	33.7%	(110)BP	35.0%	34.7%	37.4%	32.6%	37.4%	(480)BP
NPL Coverage Ratio	70.2%	68.1%	2.1PP	68.6%	68.4%	65.5%	70.2%	65.5%	4.7PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Country Financials – Russia



In EUR mn	Q3/2013	Q2/2013	Change	Q1/2013	Q4/2012	Q3/2012	1-9/2013	1-9/2012	Change
Total assets	15,796	16,208	(2.5)%	16,187	15,635	15,443	15,796	15,443	2.3%
Loans and advances to customers	10,173	9,935	2.4%	10,101	9,669	9,113	10,173	9,113	11.6%
- Hereof corporate % ¹	57.0%	59.1%	(2.1)PP	62.7%	64.1%	64.5%	57.0%	64.5%	(7.5)PP
- Hereof retail % ¹	43.0%	40.9%	2.1PP	37.2%	35.9%	35.5%	43.0%	35.5%	7.5PP
- Hereof FCY %	34.3%	36.5%	(2.2)PP	42.2%	44.2%	47.4%	34.3%	47.4%	(13.1)PP
Deposits from customers	10,329	10,437	(1.0)%	10,447	9,609	10,088	10,329	10,088	2.4%
Operating income	318	293	8.8%	283	264	279	894	834	7.2%
- Net interest income	176	184	(4.0)%	182	198	189	542	551	(1.7)%
- Net fee and commission income	76	86	(11.9)%	69	74	76	231	211	9.6%
- Net trading income	66	24	173.3%	31	5	9	121	65	87.4%
- Other net operating income	(0)	(1)	(92.8)%	1	(12)	5	(0)	8	-
Net provisioning for impairment losses	(27)	(7)	256.7%	15	2	(1)	(19)	13	-
General administrative expenses	(127)	(140)	(9.3)%	(125)	(151)	(122)	(392)	(360)	8.7%
Other results	(3)	1	-	26	(3)	(3)	24	(2)	-
Profit before tax	162	146	10.7%	198	113	153	507	485	4.4%
Profit after tax	125	101	23.6%	156	90	127	382	383	(0.1)%
Return on equity before tax ²	32.3%	25.9%	6.4PP	35.5%	22.8%	31.1%	34.1%	34.5%	(0.3)PP
Return on equity after tax ²	25.0%	17.9%	7.1PP	27.9%	18.2%	25.9%	25.8%	27.2%	(1.4)PP
Net interest margin ³	4.64%	4.75%	(11)BP	5.12%	5.45%	4.97%	4.81%	5.23%	(42)BP
Loan/deposit ratio	98.5%	95.2%	3.3PP	96.7%	100.6%	90.3%	98.5%	90.3%	8.1PP
Cost/income ratio	39.9%	47.8%	(7.9)PP	44.1%	57.0%	43.8%	43.8%	43.2%	0.6PP
Business outlets	192	190	1.1%	189	186	193	192	193	(0.5)%
Number of employees	8,572	8,358	2.6%	8,200	8,155	8,018	8,572	8,018	6.9%
Number of customers	2,523,700	2,431,687	3.8%	2,335,420	2,288,175	2,216,261	2,523,700	2,216,261	13.9%
Provisioning Ratio ⁴	1.06%	0.30%	76BP	(0.59)%	(0.11)%	0.06%	0.26%	-0.19%	45BP
NPL Ratio	4.4%	4.5%	(10)BP	4.8%	5.0%	5.8%	4.4%	5.8%	(144)BP
NPL Coverage Ratio	101.9%	100.5%	1.5PP	99.7%	100.0%	97.1%	101.9%	97.1%	4.8PP

Note: All data, except P/L, are dated to the end of the period 1) Sovereign as remaining share 2) Annualised 3) Calculated as net interest income divided by average interest bearing assets 4) Calculated as net provisioning for impairment losses divided by average customer loans

Shareholder Information and Rating Overview



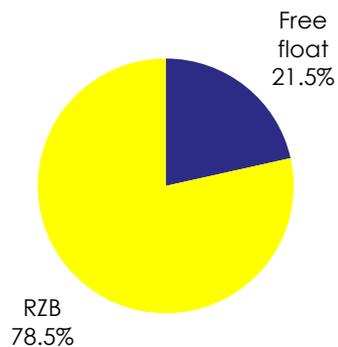
General Information

- Listed since 25-04-05 on the Vienna Stock Exchange Prime Market
- Indices: ATX, ATX Prime, MSCI Standard Index Europe
- 195.51 mn ordinary shares outstanding
- ISIN: AT0000606306
- Trading Symbols:
 - Vienna Stock Exchange: RBI
 - Bloomberg: RBI AV
 - Reuters: RBIV.VI

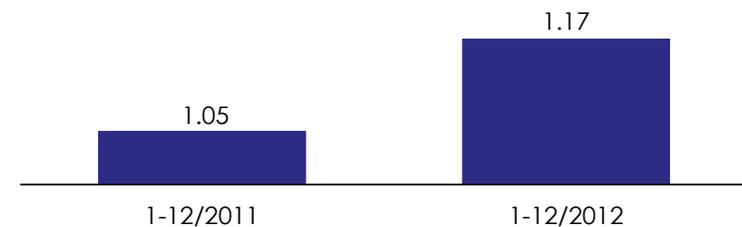
RBI Ratings

	Long-term	Outlook	Short-term
Moody's	A2	Negative	P-1
Standard & Poor's	A	Negative	A-1
Fitch	A	Stable	F1

Shareholder Structure as of 30-09-13



Dividend per share (in EUR)



Contact and Financial Calendar



Contact Details

Susanne E. Langer

Head of Group Investor Relations
Spokesperson

Raiffeisen Bank International AG

Am Stadtpark 9
1030 Vienna
Austria

Tel.: +43 1 71 707 2089
Fax: +43 1 71 707 2138

ir@rbinternational.com

www.rbinternational.com

Financial Calendar

Date	Event
27 February 2014	Start of Quiet Period ¹
27 March 2014	Annual Report 2013, Conference Call
28 March 2014	RBI Investor Presentation, London
8 May 2014	Start of Quiet Period
22 May 2014	First Quarter Report, Conference Call
4 June 2014	Annual General Meeting
11 June 2014	Ex-Dividend and Dividend Payment Date
7 August 2014	Start of Quiet Period
21 August 2014	Semi-Annual Report, Conference Call
6 November 2014	Start of Quiet Period
20 November 2014	Third Quarter Report, Conference Call

¹) Quiet Period: Two-week period before the publication of the quarterly financial statements and a four-week period before the publication of the annual report. During this period we do not hold investor or analyst meetings