



UniCredit Group: recasting of 2015 divisional data

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Main changes to divisional reporting

- Starting from 1Q16, UCG divisional segmentation is revised following the application of new financial criteria and the allocation of several BS and P&L items from Corporate Centre & Other ("CC") to Business Divisions ("BDs")
- For comparison reasons, 2015 divisional data have been restated. While the full set of data with the new vs. old perimeter is illustrated in the following pages, the main changes are:
 - **Fund Transfer Pricing of sight deposits** (FTP) is revised in view of market conditions. Consequently, the remuneration of sight deposits in BDs financials decreases by c.1bn in 2015
 - **The investment portfolio** is centralised within CIB. The transfer of the portfolio leads to a shift of c.120m of interest income from CC to CIB
 - **The insurance JVs** with CNP, Aviva and Credit RAS are transferred from CC to CBK Italy, with a c.65m revenue increase in the dividends line and related funding costs for 14m
 - **P&L generated by the JV between CIB and the three Commercial Banks** are now shared between CIB and the Commercial Banks. For 2015, CIB Germany revenues increase by 53m and costs by 18m⁽¹⁾
 - **RWA** related to significant participations in Financial Sector Entities & to DTAs due to temporary differences⁽²⁾ are reallocated from CC to BDs (approx. 8bn in 2015)
 - **The outsourcing of NPL workout** and the deconsolidation of UCCMB lead to a reclassification in Non Core of c.70m, with lower operating costs counterbalanced by lower fees post recasting
- Among the BDs, CBK Italy and CIB are the most affected:
 - **CBK Italy** net profit decreases by 578m post recasting, mostly due to the revised FTP on sight deposits (c.1bn lower net interest) partly offset by higher revenues from Bancassurance JVs (c.60m dividends)
 - **CIB** net profit increases by 88m post recasting, with the centralisation of the investment portfolio mitigating FTP revision. The JV with CBKs further contributes with 23m net profit
- **Figures for the consolidated Group are unaffected**

(1) The result of the JV between CIB and CBK Italy is already shared properly in 2015 divisional data pre recasting.

(2) Significant participations in Financial Sector Entities ("FSE") and DTA that rely on future profitability and arise from temporary differences below the thresholds (10%/15% of CET 1).

Corporate Centre & Other – Revenues mostly benefitting from changes in FTP model on the remuneration of sight deposits to BDs. RWA down by 10.5bn following the allocation FSE and DTA to BDs and by the transfer of the investment portfolio to CIB

Corporate Centre & Other

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	-375	-390	-365	-370	-1,500	-150	-164	-127	-125	-566	225	227	237	245	934
Dividends and other income from equity inv.	5	118	31	44	197	5	94	10	26	134	-1	-24	-21	-17	-63
Net fees and commissions	-44	-53	-11	6	-103	-29	-26	10	13	-31	16	27	21	8	71
Net trading income	105	-65	6	52	97	101	-65	5	52	93	-4	1	-1		-4
Net other expenses/income	9	-27	8	11	1	9	-27	8	11	1					
OPERATING INCOME	-301	-418	-331	-258	-1,308	-64	-188	-95	-23	-369	236	230	236	235	938
Operating costs	-149	-149	-185	-162	-645	-168	-183	-205	-158	-714	-19	-34	-21	5	-69
OPERATING PROFIT	-450	-567	-516	-420	-1,953	-233	-371	-300	-180	-1,083	218	196	216	240	869
Net write-downs of loans	-2	0	0	-8	-9	0	0	0	-9	-9	1			-1	0
NET OPERATING PROFIT	-452	-567	-515	-428	-1,962	-233	-371	-300	-190	-1,093	219	196	216	238	869
Other Charges & Provisions	-6	-59	28	-147	-184	-6	-59	28	-141	-177				6	6
o/w Systemic Charges	0	-20		-48	-68	0	-20		-48	-68					
Integration Costs	1	1	1	-95	-93	1	1	1	-95	-93					
Net income from investments	3	5	8	-8	8	3	5	8	-8	8					
PROFIT BEFORE TAX	-454	-620	-479	-678	-2,231	-235	-424	-263	-433	-1,355	219	196	216	245	876
CONSOLIDATED PROFIT	-413	-482	-319	-426	-1,641	-275	-368	-188	-272	-1,102	138	115	131	155	538
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.	n.m.	n.m.	n.m.	n.m.	n.m.
VOLUMES															
Total customer loans	-6,359	-6,561	-6,531	-7,639	-7,639	-6,275	-6,502	-6,512	-7,556	-7,556	84	58	19	83	83
Total customer funding	65,015	65,042	67,703	67,742	67,742	62,878	62,920	65,329	65,399	65,399	-2,137	-2,123	-2,374	-2,343	-2,343
Total RWA eop	43,271	43,868	42,725	42,689	42,689	32,710	33,303	32,647	32,227	32,227	-10,560	-10,564	-10,078	-10,462	-10,462
OTHER FIGURES															
FTEs (eop, 100%)	15,837	15,945	16,033	16,233	16,233	15,925	16,031	16,122	16,305	16,305	88	86	89	72	72

Core Bank – Divisional recasting translates into Core Bank P&L impact of only 22m on 2015 net profit

Core Bank

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	2,937	2,987	2,925	3,061	11,910	2,942	2,991	2,930	3,065	11,929	5	5	5	4	19
Dividends and other income from equity inv.	118	269	192	250	829	118	269	192	250	829					
Net fees and commissions	1,968	1,966	1,868	1,928	7,730	1,983	1,994	1,886	1,935	7,797	15	28	18	7	67
Net trading income	620	462	248	299	1,629	621	460	247	299	1,628	1	-2	-1	0	-1
Net other expenses/income	41	6	74	84	206	41	6	74	84	206	0	0	0	0	0
OPERATING INCOME	5,685	5,690	5,308	5,622	22,304	5,706	5,720	5,330	5,634	22,389	21	30	22	12	85
Operating costs	-3,251	-3,305	-3,242	-3,285	-13,082	-3,264	-3,331	-3,258	-3,293	-13,146	-13	-27	-16	-9	-64
OPERATING PROFIT	2,434	2,385	2,066	2,337	9,222	2,442	2,389	2,072	2,340	9,244	8	4	6	3	22
Net write-downs of loans	-569	-615	-548	-723	-2,455	-575	-596	-545	-724	-2,441	-6	19	3	-2	15
NET OPERATING PROFIT	1,865	1,770	1,518	1,614	6,767	1,867	1,793	1,527	1,616	6,803	2	23	9	2	36
Other Charges & Provisions	-251	-313	-153	-720	-1,437	-251	-313	-153	-720	-1,437					
o/w Systemic Charges	-210	-172	-85	-355	-822	-210	-172	-85	-355	-822					
Integration costs	-1	-2	-8	-389	-401	-1	-2	-8	-389	-401					
Net income from investments	-5	20	20	-39	-4	-5	20	20	-39	-4					
PROFIT BEFORE TAX	1,607	1,474	1,377	466	4,925	1,610	1,497	1,387	468	4,961	2	23	9	2	36
CONSOLIDATED PROFIT	877	814	896	640	3,228	877	830	902	641	3,250		15	6	1	22
INCOME STATEMENT RATIOS															
Cost income ratio	57.2%	58.1%	61.1%	58.4%	58.7%	57.2%	58.2%	61.1%	58.5%	58.7%	0.2 pp				0.1 pp
VOLUMES															
Total customer loans	440,008	432,574	436,136	437,963	437,963	440,380	432,871	436,472	438,192	438,192	372	297	337	230	230
Total customer funding	571,579	579,046	586,035	582,541	582,541	572,319	579,567	586,605	583,025	583,025	739	521	570	484	484
Total RWA eop	384,156	370,754	367,705	359,388	359,388	384,385	370,873	367,820	359,425	359,425	228	119	116	36	36
OTHER FIGURES															
FTEs (eop, 100%)	126,500	125,768	125,177	124,793	124,793	126,500	125,768	125,177	124,793	124,793					

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

Commercial Bank Italy – Restated net profit decreases by c.600m, mostly related to the revised FTP (-c.1bn net interest) and net income from Bancassurance JVs (+c.60m dividends). RWA up by 1.2bn due to FSE and DTA segmentation

Commercial Bank Italy

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	1,284	1,279	1,261	1,255	5,079	1,052	1,038	1,010	996	4,096	-231	-241	-251	-260	-983
Dividends and other income from equity inv.						1	24	21	17	63	1	24	21	17	63
Net fees and commissions	925	930	826	825	3,506	921	924	825	821	3,491	-5	-5		-5	-15
Net trading income	1	20	1	10	32	3	19	2	10	34	1	-1	2		1
Net other expenses/income	-13	-14	-5	4	-28	-13	-14	-5	4	-28					
OPERATING INCOME	2,198	2,215	2,083	2,094	8,590	1,963	1,992	1,854	1,847	7,656	-234	-224	-229	-247	-934
Operating costs	-1,062	-1,070	-1,050	-1,049	-4,231	-1,055	-1,061	-1,043	-1,063	-4,223	7	9	7	-14	8
OPERATING PROFIT	1,136	1,146	1,033	1,045	4,359	908	931	811	784	3,433	-228	-215	-222	-261	-926
Net write-downs of loans	-280	-260	-245	-423	-1,208	-297	-239	-248	-426	-1,210	-18	22	-3	-3	-1
NET OPERATING PROFIT	856	885	788	622	3,151	611	692	563	358	2,223	-245	-193	-225	-264	-927
Other Charges & Provisions	-17	-54	-17	-190	-277	-17	-54	-17	-196	-284				-6	-6
o/w Systemic Charges	0	-29		-100	-129	0	-29		-100	-129					
Integration Costs	0	0	0	-485	-485	0	0	0	-485	-485					
Net income from investments	0	-3	-6	-7	-15	0	-3	-6	-7	-15					
PROFIT BEFORE TAX	839	829	765	-60	2,372	594	635	540	-330	1,439	-245	-193	-225	-270	-934
CONSOLIDATED PROFIT	559	558	509	-73	1,552	401	444	372	-244	974	-158	-114	-136	-170	-578
INCOME STATEMENT RATIOS															
Cost income ratio	48.3%	48.3%	50.4%	50.1%	49.3%	53.8%	53.3%	56.3%	57.6%	55.2%	5.4 pp	5.0 pp	5.9 pp	7.5 pp	5.9 pp
VOLUMES															
Total customer loans	134,106	134,063	133,643	132,279	132,279	133,130	133,206	133,076	131,558	131,558	-976	-856	-568	-721	-721
Total customer funding	144,209	144,222	142,403	145,760	145,760	143,709	143,698	141,927	145,257	145,257	-500	-524	-475	-502	-502
Total RWA eop	83,206	80,563	80,097	75,775	75,775	83,753	81,048	80,965	77,008	77,008	547	485	868	1,233	1,233
OTHER FIGURES															
FTEs (eop, 100%)	37,185	37,301	37,073	37,325	37,325	37,076	37,195	36,965	37,237	37,237	-108	-106	-108	-88	-88

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

Commercial Bank Germany – Recasted net profit affected by the JV with CIB for 23m. RWA up by 2.5bn due to FSE and DTA segmentation

Commercial Bank Germany

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	406	420	423	439	1,688	406	420	423	439	1,688					
Dividends and other income from equity inv.	1	4	42	5	51	1	4	42	5	51					
Net fees and commissions	210	193	184	164	751	203	183	175	156	717	-7	-10	-9	-8	-34
Net trading income	2	64	4	28	97	-4	59	0	23	79	-5	-4	-5	-4	-19
Net other expenses/income	27	27	29	31	114	27	27	29	31	114					0
OPERATING INCOME	646	707	681	667	2,701	633	693	668	654	2,649	-13	-15	-13	-12	-53
Operating costs	-519	-507	-501	-490	-2,016	-514	-503	-497	-484	-1,997	5	4	4	6	19
OPERATING PROFIT	127	201	180	177	685	119	190	171	171	651	-8	-10	-9	-6	-34
Net write-downs of loans	-24	-41	22	-1	-44	-24	-41	22	-1	-44					
NET OPERATING PROFIT	103	159	203	176	641	95	149	193	170	607	-8	-10	-9	-6	-34
Other Charges & Provisions	-37	-43	-47	-51	-177	-37	-43	-47	-51	-177					
o/w Systemic Charges	-36	-13	-7	-6	-62	-36	-13	-7	-6	-62					
Integration Costs	0	0	0	-74	-74	0	0	0	-74	-74					
Net income from investments	0	11	6	32	49	0	11	6	32	49					
PROFIT BEFORE TAX	66	128	161	83	439	58	117	152	77	405	-8	-10	-9	-6	-34
CONSOLIDATED PROFIT	43	86	107	197	433	37	79	101	193	410	-6	-7	-6	-4	-23
INCOME STATEMENT RATIOS															
Cost income ratio	80.3%	71.6%	73.6%	73.4%	74.6%	81.2%	72.5%	74.4%	73.9%	75.4%	0.9 pp	0.9 pp	0.9 pp	0.5 pp	0.8 pp
VOLUMES															
Total customer loans	79,256	79,563	80,143	80,431	80,431	79,256	79,563	80,143	80,431	80,431					
Total customer funding	101,088	101,978	101,504	103,889	103,889	101,088	101,978	101,504	106,389	106,389				2,500	2,500
Total RWA eop	33,334	31,121	31,782	31,488	31,488	35,616	33,402	34,086	34,030	34,030	2,281	2,281	2,304	2,541	2,541
OTHER FIGURES															
FTEs (eop, 100%)	12,960	12,237	12,078	11,781	11,781	12,965	12,241	12,082	11,781	11,781	4	4	4		

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

Commercial Bank Austria – P&L impact limited to -3m due to adjustments between CEE and CBK perimeters. RWA up by 3bn after the segmentation of FSE and DTA. Securities up by 0.4bn after the reclassification of FVO trading liabilities

Commercial Bank Austria

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	176	187	182	186	732	174	186	181	185	726	-2	-2	-1	-1	-5
Dividends and other income from equity inv.	26	44	40	62	171	26	44	40	62	171					
Net fees and commissions	153	155	152	160	620	153	155	153	160	621					1
Net trading income	10	20	-3	13	41	10	20	-3	13	39				-1	-1
Net other expenses/income	5	0	6	9	20	5	0	3	9	18	1		-3	1	-2
OPERATING INCOME	370	406	377	429	1,583	369	404	373	429	1,575	-1	-2	-4	-1	-8
Operating costs	-339	-338	-329	-329	-1,335	-336	-337	-327	-333	-1,333	3	1	2	-5	2
OPERATING PROFIT	31	68	49	101	248	32	67	47	96	242	2	-1	-2	-5	-6
Net write-downs of loans	-27	31	-8	-10	-15	-27	31	-7	-9	-12	1	0	1	1	3
NET OPERATING PROFIT	3	99	40	91	233	6	98	39	86	230	3	-1	-1	-4	-4
Other Charges & Provisions	-41	-33	-70	-52	-195	-41	-33	-70	-52	-195					
o/w Systemic Charges	-37	-32	-25	-40	-135	-37	-32	-25	-40	-135					
Integration Costs	0	0	0	321	320	0	0	0	321	320					
Net income from investments	1	-2	0	-17	-18	1	-2	0	-17	-18					
PROFIT BEFORE TAX	-37	64	-29	342	340	-34	64	-30	338	337	3	-1	-1	-4	-4
Consolidated Profit	-20	83	-18	527	571	-18	82	-20	524	568	2	0	-1	-3	-3
INCOME STATEMENT RATIOS															
Cost income ratio	91.7%	83.2%	87.1%	76.5%	84.3%	91.2%	83.3%	87.5%	77.7%	84.6%	-0.5 pp	0.1 pp	0.3 pp	1.2 pp	0.3 pp
VOLUMES															
Total customer loans	48,744	48,785	48,677	49,305	49,305	48,567	48,603	48,494	49,119	49,119	-177	-182	-183	-186	-186
Total customer funding	65,119	63,847	64,494	63,358	63,358	65,658	64,308	64,950	63,783	63,783	540	461	456	425	425
Total RWA eop	24,339	23,052	21,993	22,085	22,085	27,642	26,657	25,557	25,076	25,076	3,303	3,605	3,564	2,991	2,991
OTHER FIGURES															
FTEs (eop, 100%)	6,570	6,522	6,486	6,439	6,439	6,544	6,488	6,457	6,423	6,423	-26	-33	-29	-16	-16

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

CIB – Net profit increases by c.90m as the additional revenues from the investment portfolio and from the contribution of the JV with Commercial Banks mitigate the impact of the FTP reduction. RWA up by 2.9bn mainly due to the transfer of the investment portfolio

CIB

	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
(mln Euro)															
Net interest	560	563	514	641	2,278	573	583	533	661	2,350	13	20	20	20	72
Dividends and other income from equity inv.	10	5	9	3	28	10	5	9	3	28					39
Net fees and commissions	158	142	138	165	604	168	157	142	176	643	10	15	4	11	39
Net trading income	335	303	126	55	819	344	306	129	60	840	9	3	3	6	21
Net other expenses/income	4	-12	25	11	28	4	-12	25	10	27					
OPERATING INCOME	1,067	1,003	812	875	3,757	1,099	1,040	839	911	3,888	31	38	27	36	131
Operating costs	-443	-458	-434	-424	-1,759	-450	-463	-439	-422	-1,774	-6	-5	-5	2	-15
OPERATING PROFIT	624	545	378	451	1,998	649	577	399	489	2,114	25	33	21	38	117
Net write-downs of loans	-28	-92	73	16	-31	-17	-95	78	19	-15	10	-2	5	2	16
NET OPERATING PROFIT	597	452	451	467	1,967	632	483	477	507	2,099	35	30	27	40	132
Other Charges & Provisions	-64	-71	-7	-85	-227	-64	-71	-7	-85	-227					
o/w Systemic Charges	-64	-27	-10	-39	-140	-64	-27	-10	-39	-140					
Integration Costs	0	0	0	-35	-35	0	0	0	-35	-35					
Net income from investments	-8	8	-3	-42	-44	-8	8	-3	-42	-44					
PROFIT BEFORE TAX	525	390	441	305	1,661	560	420	468	345	1,793	35	30	27	40	132
CONSOLIDATED PROFIT	362	257	295	298	1,212	386	279	311	324	1,300	24	21	17	26	88
INCOME STATEMENT RATIOS															
Cost income ratio	41.5%	45.7%	53.4%	48.5%	46.8%	40.9%	44.5%	52.4%	46.3%	45.6%	-0.6 pp	-1.2 pp	-1.1 pp	-2.1 pp	-1.2 pp
VOLUMES															
Total customer loans	95,524	88,203	92,341	96,876	96,876	96,765	89,281	93,169	97,743	97,743	1,241	1,077	828	867	867
Total customer funding	96,022	101,546	105,754	96,181	96,181	98,836	104,228	108,688	96,559	96,559	2,814	2,682	2,934	378	378
Total RWA eop	72,386	67,944	68,719	65,382	65,382	75,332	70,685	71,127	68,249	68,249	2,946	2,741	2,407	2,867	2,867
OTHER FIGURES															
FTEs (eop, 100%)	3,962	3,985	3,992	3,918	3,918	3,979	4,001	4,007	3,934	3,934	16	16	15	16	16

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

CEE division – P&L broadly unaffected by divisional recasting

CEE Division

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	579	617	598	595	2,389	581	619	599	596	2,395	2	2	1	1	7
Dividends and other income from equity inv.	73	92	67	132	364	73	92	67	132	364					
Net fees and commissions	168	184	178	189	718	168	184	178	189	718					1
Net trading income	85	83	74	88	330	86	83	74	88	331					1
Net other expenses/income	4	6	1	15	26	4	7	4	14	28	-1	1	3	-1	2
OPERATING INCOME	909	982	918	1,018	3,826	910	985	923	1,018	3,836	2	3	5	1	10
Operating costs	-350	-372	-359	-400	-1,482	-352	-374	-361	-403	-1,490	-2	-2	-2	-2	-9
OPERATING PROFIT	558	610	559	617	2,345	558	611	561	616	2,346		1	2	-1	2
Net write-downs of loans	-174	-220	-359	-265	-1,017	-175	-220	-359	-266	-1,020	-1	0	-1	-1	-3
NET OPERATING PROFIT	384	391	200	353	1,327	383	391	202	350	1,326	-1	1	2	-2	-1
Other Charges & Provisions	-59	-33	-25	-107	-223	-59	-33	-25	-107	-223					
o/w Systemic Charges	-55	-33	-26	-41	-155	-55	-33	-26	-41	-155					
Integration Costs	-1	-1	-3	-4	-8	-1	-1	-3	-4	-8					
Net income from investments	-1	0	0	-3	-4	-1	0	0	-3	-4					
PROFIT BEFORE TAX	323	357	172	239	1,092	322	358	174	236	1,091	-1	1	2	-2	-1
Consolidated Profit	178	152	158	6	494	177	153	159	5	494	-1	1	2	-2	-1
INCOME STATEMENT RATIOS															
Cost income ratio	38.6%	37.9%	39.1%	39.3%	38.7%	38.7%	38.0%	39.2%	39.5%	38.8%	0.1 pp	0.1 pp	0.1 pp	0.2 pp	0.1 pp
VOLUMES															
Total customer loans	59,142	58,870	57,851	57,166	57,166	59,342	59,069	58,092	57,353	57,353	201	199	241	187	187
Total customer funding	54,533	56,073	57,770	58,665	58,665	54,556	56,098	57,800	58,692	58,692	23	25	30	27	27
Total RWA eop	97,274	94,992	92,960	92,532	92,532	97,735	95,342	93,342	92,757	92,757	461	350	382	225	225
OTHER FIGURES															
FTEs (eop, 100%)	28,918	28,834	28,668	28,486	28,486	28,945	28,867	28,697	28,502	28,502	26	33	29	16	16

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

Poland - P&L unaffected by divisional recasting. RWA up by c.0.5bn after the segmentation of FSE and DTA

Poland

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	249	248	247	251	996	249	248	247	251	996					
Dividends and other income from equity inv.	4	7	3	2	15	4	7	3	2	15					
Net fees and commissions	116	127	122	121	486	116	127	122	121	486					
Net trading income	62	25	29	43	159	62	25	29	43	159					
Net other expenses/income	2	28	5	2	37	2	28	5	2	37					
OPERATING INCOME	433	435	405	419	1,692	433	435	405	419	1,692					
Operating costs	-190	-201	-194	-188	-774	-190	-201	-194	-188	-774					
OPERATING PROFIT	242	234	211	231	918	242	234	211	231	918					
Net write-downs of loans	-33	-32	-30	-29	-124	-33	-32	-30	-29	-124					
NET OPERATING PROFIT	209	202	181	202	794	209	202	181	202	794					
Other Charges & Provisions	-25	-15	-17	-78	-135	-25	-15	-17	-78	-135					
o/w Systemic Charges	-18	-15	-16	-78	-128	-18	-15	-16	-78	-128					
Integration costs															
Net income from investments	0	0	15	3	18	0	0	15	3	18					
PROFIT BEFORE TAX	185	187	179	126	677	185	187	179	126	677					
CONSOLIDATED PROFIT	75	76	72	52	275	75	76	72	52	275					
INCOME STATEMENT RATIOS															
Cost income ratio	44.0%	46.3%	47.9%	44.9%	45.7%	44.0%	46.3%	47.9%	44.9%	45.7%					
VOLUMES															
Total customer loans	28,798	28,815	29,128	28,621	28,621	28,798	28,815	29,128	28,621	28,621					
Total customer funding	30,670	30,784	31,096	30,862	30,862	30,670	30,784	31,096	30,862	30,862					
Total RWA eop	26,862	25,618	25,848	25,810	25,810	28,029	26,755	26,440	26,354	26,354	1,167	1,137	592	544	544
OTHER FIGURES															
FTEs (eop, 100%)	18,043	17,916	17,806	17,606	17,606	18,043	17,916	17,806	17,606	17,606					

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.

Asset Management – P&L unaffected by divisional recasting

Asset Management

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	1	1	1	1	3	1	1	1	1	3					
Dividends and other income from equity inv.	0	0	0	3	3	0	0	0	3	3					
Net fees and commissions	220	225	219	236	900	220	225	219	236	900					
Net trading income	2	0	0	-2	1	2	0	0	-2	1					
Net other expenses/income	3	1	4	4	12	3	1	4	4	12					
OPERATING INCOME	227	228	223	241	919	227	228	223	241	919					
Operating costs	-138	-150	-137	-184	-608	-138	-150	-137	-184	-608					
OPERATING PROFIT	89	78	86	57	311	89	78	86	57	311					
Net write-downs of loans		0			0		0			0					
NET OPERATING PROFIT	89	78	86	57	311	89	78	86	57	311					
Other Charges & Provisions o/w Systemic Charges	0	-5	2	0	-3	0	-5	2	0	-3					
Integration Costs	-1	-2	-5	-16	-24	-1	-2	-5	-16	-24					
Net income from investments		0	0	3	3		0	0	3	3					
PROFIT BEFORE TAX	88	70	84	45	287	88	70	84	45	287					
CONSOLIDATED PROFIT	62	55	57	32	206	62	55	57	32	206					
INCOME STATEMENT RATIOS															
Cost income ratio	60.6%	65.8%	61.3%	76.3%	66.2%	60.6%	65.8%	61.3%	76.3%	66.2%					
VOLUMES															
Total customer loans	0	0	0	0	0	0	0	0	0	0					
Total customer funding	0	0	0	0	0	0	0	0	0	0					
Total RWA eop	1,749	1,875	1,869	1,914	1,914	1,754	1,880	1,875	1,920	1,920	5	5	5	5	5
OTHER FIGURES															
FTEs (eop, 100%)	2,035	2,037	2,029	1,986	1,986	2,035	2,037	2,029	1,986	1,986					

Asset Gathering – P&L broadly unaffected by divisional recasting

Asset Gathering

	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
(mln Euro)															
Net interest	58	61	64	63	245	56	59	63	62	241	-1	-1	-1	-1	-4
Dividends and other income from equity inv.															
Net fees and commissions	62	63	61	62	248	63	64	62	64	252	1	1	1	1	4
Net trading income	17	11	13	13	54	17	11	13	13	54					
Net other expenses/income	0	-3	2	-1	-3	0	-3	2	-1	-3					
OPERATING INCOME	137	131	140	137	544	137	131	140	137	544					
Operating costs	-60	-60	-54	-59	-233	-60	-60	-54	-59	-233					
OPERATING PROFIT	77	71	86	78	311	77	71	86	78	311					
Net write-downs of loans	-2	-1	-1	-3	-7	-2	-1	-1	-3	-7					
NET OPERATING PROFIT	75	70	84	75	305	75	70	84	75	305					
Other Charges & Provisions	-3	-1	-1	-10	-16	-3	-1	-1	-10	-16					
o/w Systemic Charges		-3		-2	-5		-3		-2	-5					
Integration Costs		0		-1	-1		0		-1	-1					
Net income from investments				0	0				0	0					
PROFIT BEFORE TAX	72	69	83	64	288	72	69	83	64	288					
CONSOLIDATED PROFIT	31	30	36	28	125	31	30	36	28	125					
INCOME STATEMENT RATIOS															
Cost income ratio	43.8%	45.6%	38.7%	43.1%	42.7%	43.8%	45.6%	38.7%	43.1%	42.7%					
VOLUMES															
Total customer loans	797	836	885	923	923	797	836	885	923	923					
Total customer funding	14,922	15,554	15,311	16,084	16,084	14,922	15,554	15,311	16,084	16,084					
Total RWA eop	1,735	1,722	1,711	1,713	1,713	1,813	1,800	1,781	1,804	1,804	78	78	71	91	91
OTHER FIGURES															
FTEs (eop, 100%)	990	992	1,013	1,019	1,019	990	992	1,013	1,019	1,019					

Non Core – Bottom line decreases mainly on the back of FTP changes. After the sale of UCCMB, the related costs are reclassified to fees

Non Core

(mln Euro)	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
Net interest	26	12	0	-32	7	21	8	-5	-36	-13	-5	-5	-5	-4	-19
Dividends and other income from equity inv.															
Net fees and commissions	46	31	34	7	119	31	4	16	0	51	-15	-28	-18	-7	-67
Net trading income	-1	11	1	4	15	-2	13	2	3	17	-1	2	1		1
Net other expenses/income	-7	-10	-11	-12	-40	-7	-10	-11	-12	-40					
OPERATING INCOME	64	45	24	-33	101	43	15	2	-45	15	-21	-30	-22	-12	-85
Operating costs	-167	-131	-141	-98	-536	-154	-104	-125	-89	-472	13	27	16	9	64
OPERATING PROFIT	-103	-86	-116	-131	-435	-111	-89	-123	-134	-457	-8	-4	-6	-3	-22
Net write-downs of loans	-411	-298	-457	-493	-1,659	-405	-317	-460	-491	-1,674	6	-19	-3	2	-15
NET OPERATING PROFIT	-514	-383	-574	-624	-2,094	-516	-406	-583	-625	-2,131	-2	-23	-9	-2	-36
Other Charges & Provisions	-13	-46	-1	-87	-147	-13	-46	-1	-87	-147					
o/w Systemic Charges		-24		-55	-79		-24		-55	-79					
Integration costs				-9	-9				-9	-9					
Net income from investments		-2	-1	0	-2		-2	-1	0	-2					
PROFIT BEFORE TAX	-527	-431	-575	-720	-2,254	-529	-455	-584	-722	-2,290	-2	-23	-9	-2	-36
CONSOLIDATED PROFIT	-365	-292	-389	-487	-1,534	-365	-307	-395	-488	-1,556	-15	-6	-1	-1	-22
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.	n.m.	n.m.	n.m.	n.m.	n.m.
VOLUMES															
Total customer loans	42,650	41,356	37,987	36,036	36,036	42,279	41,059	37,649	35,806	35,806	-372	-297	-338	-230	-230
Total customer funding	2,208	1,813	1,660	1,727	1,727	2,004	1,749	1,542	1,695	1,695	-204	-65	-119	-32	-32
Total RWA eop	36,480	35,143	32,775	31,211	31,211	36,252	35,024	32,660	31,174	31,174	-228	-119	-116	-36	-36
OTHER FIGURES															
FTEs (eop, 100%)	1,763	1,707	1,672	717	717	1,763	1,707	1,672	717	717					

Group – P&L classification unaffected. Trading liabilities at Fair Value now included in customer funding

Consolidated Income Statement

	2015 pre-recast					2015 post-recast					Δ New vs Old				
	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	2015	1Q	2Q	3Q	4Q	YTD
(mln Euro)															
Net interest	2,963	2,999	2,925	3,029	11,916	2,963	2,999	2,925	3,029	11,916					
Dividends and other income from equity inv.	118	269	192	250	829	118	269	192	250	829					
Net fees and commissions	2,014	1,997	1,902	1,935	7,848	2,014	1,997	1,902	1,935	7,848					
Net trading income	619	473	250	302	1,644	619	473	250	302	1,644					
Net other expenses/income	34	-3	63	73	166	34	-3	63	73	166					
OPERATING INCOME	5,749	5,735	5,332	5,589	22,405	5,749	5,735	5,332	5,589	22,405					
Operating costs	-3,418	-3,435	-3,383	-3,382	-13,618	-3,418	-3,435	-3,383	-3,382	-13,618					
OPERATING PROFIT	2,331	2,299	1,949	2,207	8,787	2,331	2,299	1,949	2,207	8,787					
Net write-downs of loans	-980	-913	-1,005	-1,216	-4,114	-980	-913	-1,005	-1,216	-4,114					
NET OPERATING PROFIT	1,351	1,386	944	991	4,672	1,351	1,386	944	991	4,672					
Other Charges & Provisions	-264	-359	-154	-807	-1,585	-264	-359	-154	-807	-1,585					
o/w Systemic Charges	-210	-196	-85	-410	-901	-210	-196	-85	-410	-901					
Integration Costs	-1	-2	-8	-398	-410	-1	-2	-8	-398	-410					
Net income from investments	-5	18	20	-39	-6	-5	18	20	-39	-6					
PROFIT BEFORE TAX	1,080	1,043	802	-254	2,671	1,080	1,043	802	-254	2,671					
CONSOLIDATED PROFIT	512	522	507	153	1,694	512	522	507	153	1,694					
INCOME STATEMENT RATIOS															
Cost income ratio	59.5%	59.9%	63.4%	60.5%	60.8%	59.5%	59.9%	63.4%	60.5%	60.8%					
VOLUMES															
Total customer loans	482,658	473,930	474,123	473,999	473,999	482,658	473,930	474,122	473,999	473,999				-1	
Total customer funding	573,787	580,859	587,695	584,268	584,268	574,322	581,316	588,147	584,720	584,720	535	457	452	452	452
Total RWA eop	420,637	405,897	400,480	390,599	390,599	420,637	405,897	400,480	390,599	390,599					
OTHER FIGURES															
FTEs (eop, 100%)	128,263	127,475	126,849	125,510	125,510	128,263	127,475	126,849	125,510	125,510					

Total customer funding: total customer deposits, securities issued and financial liabilities at fair value.