

# **KB** Group

Unaudited Financial Results as at 31 March 2011 (International Financial Reporting Standards)

Prague 5 May 2011





#### **Disclaimer**

This document contains a number of forward-looking statements relating to the targets and strategies of the Komerční banka Group. These statements are based on a series of assumptions, both general and specific. As a result, there is a risk that these projections will not be met. Readers are therefore advised not to rely on these figures more than is justified as the Group's future results are liable to be affected by a number of factors and may therefore differ from current estimates.

Readers are advised to take into account factors of uncertainty and risk when basing their investment decisions on information provided in this document.

Results and ratios in this presentation are as of 31 March 2011, unless stated otherwise.

Komerční banka, a.s., public limited company with registered office: Prague 1, Na Příkopě 33/969; identification number: 45 31 70 54; registered in the Commercial Register maintained by the Municipal Court in Prague, Section B, file 1360



# **Agenda**

- Business Highlights
- Consolidated Financial Results
- Loan Portfolio Quality and Cost of Risk
- Appendix

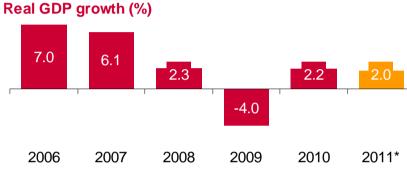




# Resilient activity in private sector

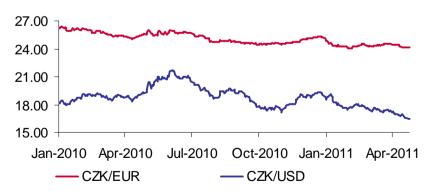
- Expectation for GDP growth in 2011 limited by public savings measures in CZ and abroad. Result ultimately determined by external environment
- Strong retail sales in first two months of 2011 pulled by big discounts. Labour market slightly supportive with unemployment down to 9.2% in March from 9.7% in January
- Exports and Industrial production keep momentum
- Inflation in March at 1.7% YoY below market expectation. Pressure on prices from imported commodities and food offset by weak domestic demand
- 2W REPO rate still at 0.75%, first 25bps increase possible in May but no aggressive tightening expected

Source: Czech Statistical Office, Ministry of Finance, KB estimates



Source: Czech Statistical Office; 2011\* KB estimates

#### **Development of CZK exchange rate**



Source: Czech National Bank, January 2010 - April 2011

#### Highlights of the first quarter of 2011



Year on year comparisons

# Growth of net profit driven by reduction in risk costs

- Gross lending to clients up 4.2% to CZK 398.2 billion
- Total revenues stable at CZK 8.0 billion, as slight growth of interest and fee income was offset by lower gains from financial operations
- Stable net interest margin 3.3%
- Operating cost-to-income ratio at low 39.5%
- Reduced cost of risk, by 42.4% to CZK 548 million
- Consolidated attributable net profit up 5.2% to CZK 3.4 billion
- Return on average equity 17.9%
- Good liquidity, net loans-to-deposits ratio at 71.4%
- Total capital adequacy 15.5% and core Tier 1 ratio at 14.2%



#### Business achievements and initiatives in the first quarter of 2011 – Individuals

Year on year comparisons

# Focus on meeting clients' expectations

# **MojeOdměny**

Full launch of MojeOdměny (MyRewards) programme intended to support clients loyalty, transaction activity and cross selling, client domiciliation with KB and new acquisitions.

- New credit cards (Lady card, A card) credit 1% of the volume of point-of-sale payments to client accounts with Penzijní fond KB, along with unique insurance package and additional benefits
- MůjÚčet account package includes embossed payment card with travel insurance, all incoming payments and access to all direct banking channels for a flat fee. Clients get reward for domiciliation with KB, volume of assets, loans or regular savings with KB Group
- One free of charge withdrawal from KB ATMs introduced for all KB clients for every payment card transaction made at points-of-sale
- Sales of mortgages rose by 76% to CZK 6.8 billion, outperforming market dynamics. Total outstanding volume of mortgages up 10.1% to CZK 112.0 billion
- Modrá pyramida, as the only building society on the Czech market, increased production of new loans by 8% to CZK 1.8 billion, despite decline of loan sales on the market of building societies
- Penzijní fond KB won the "Best pension fund in the Czech Republic" award from World Finance magazine



#### Business achievements and initiatives in the first quarter of 2011 – Businesses

Year on year comparisons

## Market activity moderated in line with expectation

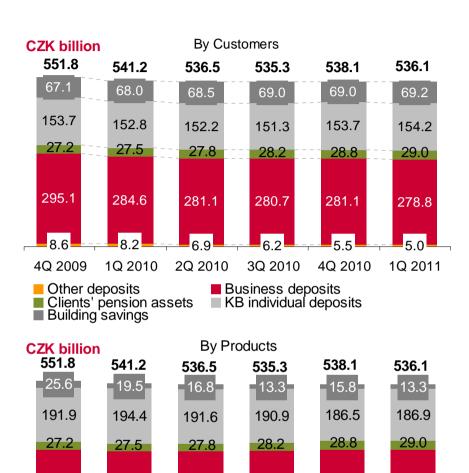
- Volume of loans to small businesses increased by 4.9% to CZK 26.0 billion. Lending to corporations rose by 1.3% to CZK 178.9 billion
- Factoring KB reversed trend in the volume of its financing. Volume of client receivables increased by 27.9% to CZK 1.9 billion, factoring turnover rose by 31.3% to CZK 3.1 billion
- As part of MojeOdměny programme for entrepreneurs and corporate clients, the new ProfiÚčet account package offers discounts for start-up businesses and those exceeding minimum transaction volumes or number of transactions
- KB received the Best Deal of 2010 award from the Global Trade Review magazine for export financing for deliveries of infrastructure, special equipment and services in Azerbaijan. The deal has been insured by the Czech government's EGAP and Slovak EXIMBANKA agencies.
- KB launched, in co-operation with other important companies, a project of contactless payments by telephone handset based on NFC technology. A pilot operation will commence in summer

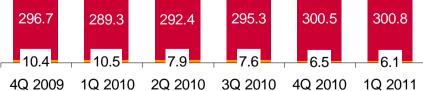
#### **Group deposits**



# **Deposits from individuals increasing**

- YoY group deposits decreased by 0.9%, QoQ down by 0.4%
- KB represents 81% of CZK 536.1 billion of total depositary base, of which:
  - KB deposits from individuals increased by 0.9% CZK 154.2 billion
- Deposits from business clients decreased by 2.0% to CZK 278.8 billion
- Clients' pension assets in PF KB grew by 5.4%
   YoY to CZK 29.0 billion
- MPSS deposits up 1.7% to CZK 69.2 billion
- Sales of non-bank saving products in 1Q 2011:
  - IKS sales through KB CZK 0.8 billion (-11%), redemptions CZK 2.5 billion (+5%)
  - KP Vital life insurance written premium CZK 1.8 billion (-31%), life insurance reserves up 43.5% to CZK 20.7 billion





■ Loans from Customers (excl. Repo operations)

■ Term and Savings Accounts

Other payables to pension scheme beneficiaries

Current Accounts

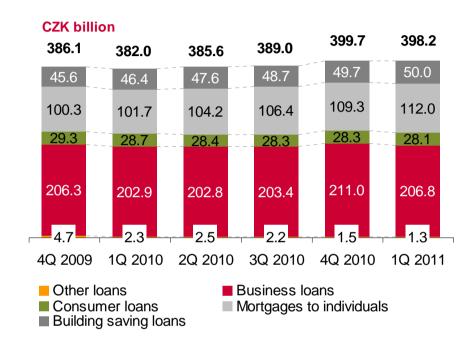
Other payables to customers and Repo operations

#### **Group lending activities**

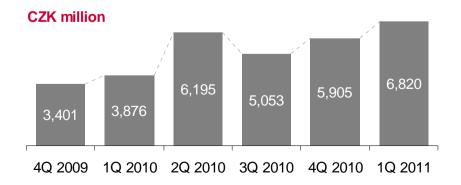


# Loans trending upwards, corporations more volatile

- Gross loans rose 4.2% YoY, slightly declined 0.4% QoQ
- Business loans increased by 1.9% YoY:
  - Small businesses (KB) +4.9% to CZK 26.0 billion
  - Corporations (KB) +1.3% to CZK 178.9 billion
  - Factoring KB +27.9% to CZK 1.9 billion
- Consumer loan outstandings provided by KB and ESSOX declined 1.9% YoY to CZK 28.1 billion, but new lending up 11.7% to CZK 2.6 billion
- Mortgages to individuals up 10.1% YoY to CZK
   112.0 billion (outstanding volume)
- Building loans (standard and bridging) provided by MPSS stood at CZK 50.0 billion, higher 7.8% YoY
- Irrevocable off-balance sheet commitments declined to CZK 159.7 billion (-8.1% YoY) due to increased utilisation of committed lines



#### Sales volume of mortgages to individuals





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## **Consolidated financial results**

Profit and Loss Statement (CZK million, unaudited)	1Q 2010	1Q 2011	Change YoY
Net interest income	5,294	5,372	1.5%
Net fees & commissions	1,855	1,866	0.6%
Income from financial operations	782	713	-8.8%
Other income	25	15	-40.0%
Net banking income	7,957	7,966	0.1%
Personnel expenses	-1,457	-1,605	10.2%
General administrative expenses	-1,156	-1,122	-2.9%
Depreciation, impairment and disposal of fixed assets	-348	-421	21.0%
Operating costs	-2,961	-3,148	6.3%
Gross operating income	4,996	4,818	-3.6%
Cost of risk	-951	-548	-42.4%
Net operating income	4,045	4,270	5.6%
Profit on subsidiaries and associates	14	19	35.7%
Share of profit of pension scheme beneficiaries	-145	-175	20.7%
Profit before income taxes	3,914	4,114	5.1%
Income taxes	-683	-709	3.8%
Net profit	3,231	3,406	5.4%
Minority profit/(loss)	22	30	36.4%
Net profit attributable to equity holders	3,209	3,376	5.2%



## **Consolidated financial results**

Profit and Loss Statement (CZK million, unaudited)	1Q 2010	4Q 2010	1Q 2011	Change YoY	Change QoQ
Net interest income	5,294	5,449	5,372	1.5%	-1.4%
Net fees & commissions	1,855	2,028	1,866	0.6%	-8.0%
	782	804	713		-0.0 <i>%</i> -11.3%
Income from financial operations				-8.8%	
Other income	25	24	15	-40.0%	-37.5%
Net banking income	7,957	8,305	7,966	0.1%	-4.1%
Personnel expenses	-1,457	-1,491	-1,605	10.2%	7.6%
General administrative expenses	-1,156	-1,446	-1,122	-2.9%	-22.4%
Depreciation, impairment and disposal of fixed assets	-348	-458	-421	21.0%	-8.1%
Operating costs	-2,961	-3,395	-3,148	6.3%	-7.3%
Gross operating income	4,996	4,911	4,818	-3.6%	-1.9%
Cost of risk	-951	-698	-548	-42.4%	-21.5%
Net operating income	4,045	4,212	4,270	5.6%	1.4%
Profit on subsidiaries and associates	14	21	19	35.7%	-9.5%
Share of profit of pension scheme beneficiaries	-145	-164	-175	20.7%	6.7%
Profit before income taxes	3,914	4,069	4,114	5.1%	1.1%
Income taxes	-683	-685	-709	3.8%	3.5%
Net profit	3,231	3,385	3,406	5.4%	0.6%
Minority profit/(loss)	22	18	30	36.4%	66.7%
Net profit attributable to equity holders	3,209	3,367	3,376	5.2%	0.3%



## **Consolidated financial results**

Balance Sheet (CZK million, unaudited)	31 March 2010	31 Dec 2010	31 March 2011	Change YoY	Change YtD
Assets	695,674	698,014	703,984	1.2%	0.9%
Cash and balances with central bank	9,829	13,689	14,016	42.6%	2.4%
Amounts due from banks	137,162	112,179	112,411	-18.0%	0.2%
Loans and advances to customers (net)	367,773	384,593	382,982	4.1%	-0.4%
Securities and trading derivatives	147,985	157,160	166,014	12.2%	5.6%
Other assets	32,924	30,392	28,560	-13.3%	-6.0%
Liabilities and shareholders' equity	695,674	698,014	703,984	1.2%	0.9%
Amounts due to banks	22,285	29,073	33,673	51.1%	15.8%
Amounts due to customers	541,151	538,051	536,134	-0.9%	-0.4%
Securities issued	18,211	17,431	17,439	-4.2%	0.0%
Other liabilities	35,254	31,379	33,061	-6.2%	5.4%
Subordinated debt	6,001	6,001	6,001	0.0%	0.0%
Shareholders' equity	72,771	76,078	77,676	6.7%	2.1%



## **Consolidated financial ratios**

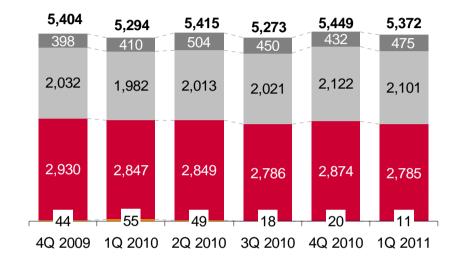
Key ratios and indicators (year-to-date)	31 March 2010	31 Dec 2010	31 March 2011	Change YoY	Change QoQ
Capital adequacy	14.1%	15.3%	15.5%	<b>A</b>	<b>A</b>
Tier 1 ratio	12.8%	14.0%	14.2%		<b>A</b>
Total capital requirement (CZK billion)	27.2	27.5	27.0	-0.8%	-1.7%
Capital requirement for credit risk (CZK billion)	23.0	23.3	22.5	-2.2%	-3.1%
Net interest margin (NII/Av. interest bearing assets)	3.3%	3.3%	3.3%	lacktriangledown	•
Loans (net) / deposits ratio	68.0%	71.5%	71.4%	<b>A</b>	▼
Cost / income ratio	37.2%	39.1%	39.5%	<b>A</b>	
Return on average equity (ROAE), annualized	18.5%	18.7%	17.9%	lacktriangledown	▼
Return on average assets (ROAA), annualized	1.8%	1.9%	1.9%	<b>A</b>	
Earnings per share (CZK), annualized	338	351	355	5.2%	1.3%
Average number of employees during the period	8,659	8,619	8,600	-0.7%	-0.2%

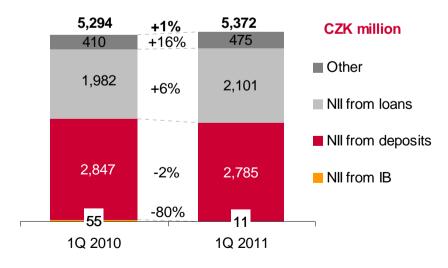
#### **Net interest income**



# Slight rise in interest income

- NII up by 1.5% YoY, down by 1.4% QoQ
- Solid contribution from retail subsidiaries ESSOX
   +8%, Modrá pyramida +7%, PF KB +12% YoY
- NII from loans slightly improved product spreads,
   increase in volumes with rising share of housing loans
- NII from deposits lower average spread due to
  clients shift volumes from term to saving accounts.
   Still low rates weigh on yield from reinvestment. Since
  3Q 2010 approx. CZK 60 mil. quarterly negative effect
  of increased contribution to Deposit insurance
- NII from Other driven by yield on capital. CZK 10.3
   billion in dividends to be paid on 23 May



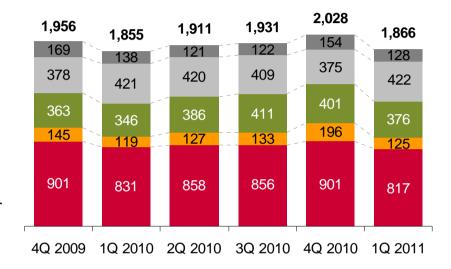


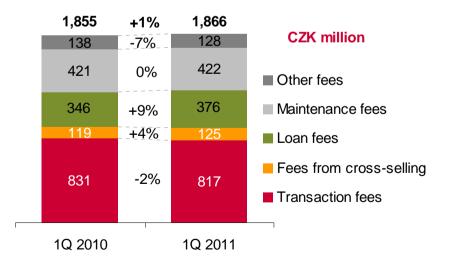
#### **Net fees and commissions**



#### Stable fee income

- Fee income rose 0.6% YoY, down 8.0% QoQ due to seasonally strong 4Q
- Maintenance fees flat upon declining average price.
   New packages introduced to support client loyalty
- Loan fees solid production of retail loans, improved issuance of credit cards, negative influence from higher commissions paid to third party sellers of mortgages
- Fees from cross-selling roughly stable, slightly up due to increased share of sales through own networks.
   Sales of life insurance and mutual funds declined. Q4 2010 influenced by sales-performance bonus from Komerční pojišťovna
- Transaction fees positive trend in use of payment cards did not fully offset overall price pressures
- Other fees good contribution from trade finance, private banking.



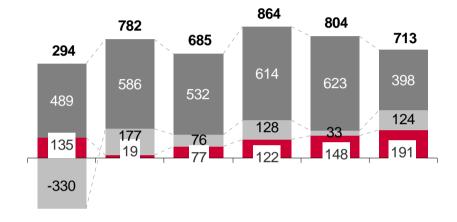


# KB

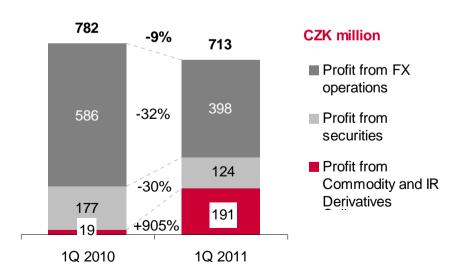
#### Net profit from financial operations

# Mixed result in a challenging environment

- Net profit from financial operations decreased by 8.8%
   YoY. QoQ result down 11.3%
- Treasury operations good result of proprietary trading despite low market liquidity, increased share of prop on overall IB revenues
- Client operations slightly improved activity but increasing competition puts margins under pressure
- Demand for IR hedging affected by end of large-scale investments in photovoltaic plants
- Result from FX operations limited by low volatility
- Activity of institutional clients remained low
- Net fees and commissions from FX transactions remained stable YoY



4Q 2009 1Q 2010 2Q 2010 3Q 2010 4Q 2010 1Q 2011

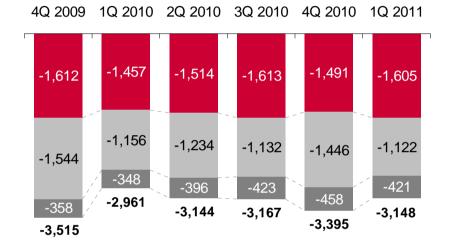


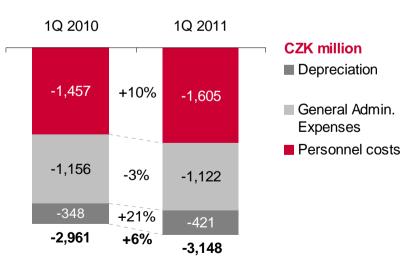
#### **Operating costs**



# Operational expenses driven by investments in people and IT

- OPEX rose by 6.3% YoY. QoQ down 7.3% following seasonal pattern
- Personnel costs up 10.2% YoY (adjusted for 2010 one-off release of bonus overaccrual up 5.5%), driven by increased accrual for variable part of remuneration. Average number of employees slightly down 0.7%.
- General administrative expenses further down 2.9% thanks to lasting effects of 2010 efficiencies in procurement and operations. Lower spend (mainly seasonal) for marketing. Property maintenance costs down too.
- Depreciation & amortization up by 21.0%, or 11.4% adjusted for positive impact from sales of unused buildings (CZK 30 mil. in 1Q 2010). Underlying growth driven mainly by implementation of new and improved software.







# Shareholders' equity

Total shareholders' equity as at 31 December 2010



Total shareholders' equity as at 31 March 2011

Shareholders' equity	31/12/2010	1/1/2011	Increase	Decrease	31/03/2011
Share capital	19,005	19,005			19,005
Capital and reserve funds	36,174	49,504		-10	49,493
- Retained earnings, reserve funds and dividends	36,324	49,654		-10	49,643
- Treasury shares	-150	-150			-150
Attributable net profit	13,330	0	3,376		3,376
Hedging revaluation reserve	3,908	3,908		-1,242	2,666
AFS securities' fair value changes	2,207	2,207		-567	1,641
Others	155	155	11		166
Minorities	1,299	1,299	30		1,329
Total Shareholders' equity	76,078	76,078	3,416	-1,819	77,676



# **Agenda**

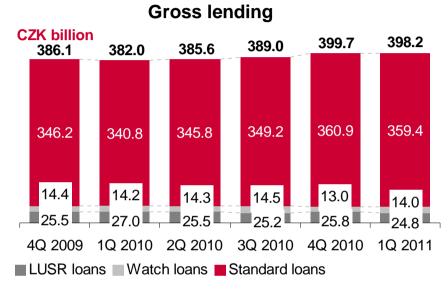
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#### Loan quality

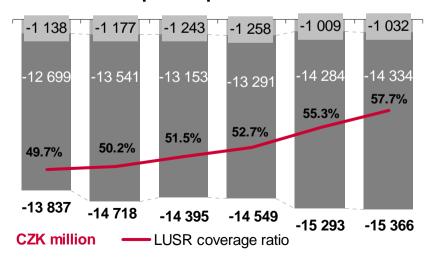


# Stable portfolio quality

- Loan exposure rose by 4.2% YoY and moderately decreased by 0.4% QoQ (CZK 1.5 billion)
- Share of Standard and Watch loan exposure remained stable at 93.8% (93.5% in Q4 2010)
- Share of LUSR exposure stable at 6.2% (6.5% in 4Q 2010) as a result of continued low intensity of inflows into LUSR
- Provision coverage ratio increased on LUSR portfolio to 57.7%, mainly impacted by repayment of exposure with lower coverage
- Total volume of NPL at CZK 16.1 billion, down 0.9% QoQ



#### **Specific provisions**

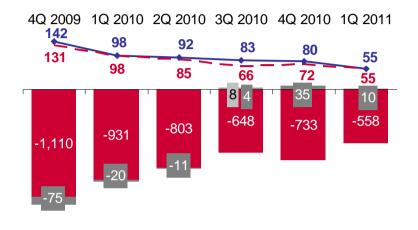


#### Cost of risk



#### Cost of risk decline continued

- Cost of risk down on a YoY basis at 55 bps in Q1 2011 from 98 bps in 1Q 2010
- YoY decrease in net provisioning by 42% confirms improved trend of asset quality since the beginning of 2010
- 1Q 2011 cost of risk enhanced by a successful recovery of a significant legacy case (CZK 165 mil.)
- Continued stability of mid-size corporate risk profiles
- Decreasing trend in retail provisioning mitigated by seasonal increase on Individuals
- From 2011 new cost of risk calculation formula aligned to market practice (for details see Appendix p. 31)





Note: Pro forma recalculated according to the new Cost of Risk Bp calculation



#### **Cost of risk - Corporate**



# **Zoom on corporate client segments**

- YoY corporate cost of risk down to 57 bps compared to 94 bps in 1Q 2010
- YoY decrease in provisioning by 40% confirms improving trend on corporates since the beginning of 2010
- 1Q 2011 cost of risk driven by provision complements posted on already defaulted and previously provisioned cases
- Persisting low cost of risk on mid- and smallsized corporate exposures
- Stable and well diversified sectorial distribution of corporate exposures

#### **KB Group – Corporate Segments**

4Q 2009 1Q 2010 2Q 2010 3Q 2010 4Q 2010 1Q 2011

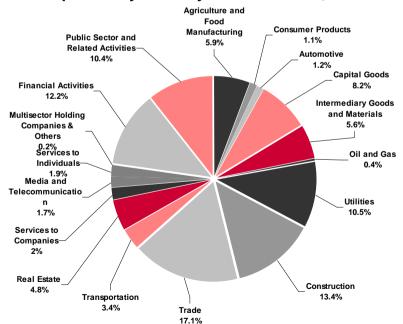


CoR Corporates → CoR in bp Corporates

Note 1: CoR calculation on YtD basis.

Note 2: Pro forma recalculated according to the new Cost of Risk Bp calculation

#### Exposure by industry as of March 31, 2011



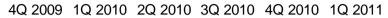


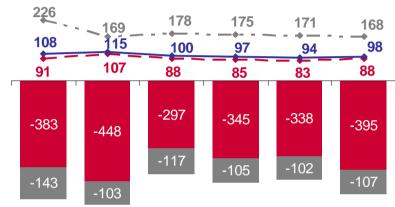


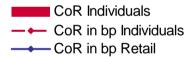
# **Zoom on retail client segments**

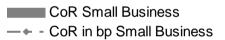
- YoY cost of risk down on Individuals and stable throughout the year on Small Business
- QoQ increase in overall cost of risk due to Individuals is driven by seasonality effect on mortgages already observed in 1Q 2010
- Cost of risk on mortgages down YoY to 46 bps compared to 51 bps in 1Q 2010
- Consumer lending risk profile shows improving trend since the beginning of 2010
- Contribution to cost of risk by main KB group entities: KB 71%, ESSOX 25%, MPSS 4%
- Continued pressure on recovery performance across client segments and product types but with limited impact on cost of risk

#### **KB Group – Retail Segments**



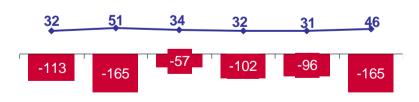


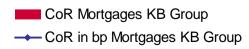




#### **KB Group – Mortgages**

4Q 2009 1Q 2010 2Q 2010 3Q 2010 4Q 2010 1Q 2011





Note 1: CoR calculation on YtD basis.

Note 2: Pro forma recalculated according to the new Cost of Risk Bp calculation



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#### Number of clients and distribution network



# **Evolution of clients' portfolio and networks**

#### Clients

- KB bank 1,583,000 clients (-2%)
- MPSS 679,000 clients (-5%)
- PFKB 500,000 clients (+1%)
- ESSOX 301,000 active clients (-5%)

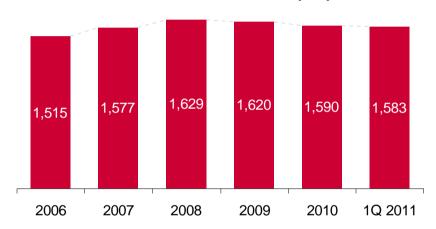
#### Network

- 395 branches for retail clients, 20 business centres for MEM, 4 corporate divisions for large corporate clients in CZ, 1 in Slovakia
- 680 ATMs
- MPSS: 238 points of sale; 1,234 sales agents (of which 386 full-time professionals)

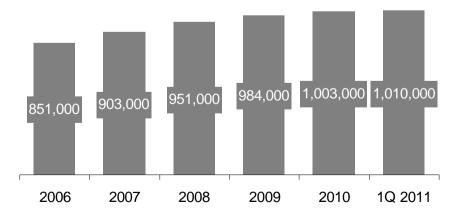
#### Direct Channels

- Two call centres, internet and mobile banking
- 1,010,000 clients (i.e. 64% of KB client base)
   using direct banking products

#### Number of KB clients (CZ)



#### Direct channels - number of clients







Pension
insurance

Penzijní fond KB (100%)

#4 pension fund in the Czech Republic with more than 500,000 clients

Building society

Modrá pyramida stavební spořitelna (100%)

Second largest building society according to loan volume with 679,000 clients and 1,234 strong agent distribution network

Consumer credit

ESSOX (51%)

Consumer credit and car finance company. #4 consumer loan provider in CZ

Insurance

Komerční pojišťovna (49%)

Insurance company focused on life insurance. #2 life insurer in CZ in 2010

Corporate services

KB, branch in Slovakia

The Slovak business division focuses on serving large corporate clients

Factoring KB (100%)

One of top 5 companies in CZ, offering domestic, foreign and reverse factoring



# **Business performance of subsidiaries 1/2**

		1Q 2010	1Q 2011	Change YoY
MPSS	Volume of new loans (CZK million)	1,665	1,798	8%
	Volume of total loans (gross, CZK million)	46,403	50,022	8%
	Target volume of new contracts (CZK million)	8,847	6,843	-23%
	Volume of deposits (CZK million)	68,040	69,182	2%
	Average number of FTEs	362	355	-2%
	Number of points of sale	216	238	10%
PF KB	Number of new contracts	13,419	12,043	-10%
	Number of contracts (stock)	497,846	500,484	1%
	Assets under management (CZK million)	27,494	28,968	5%
	Average number of FTEs	61	58	-5%
ESSOX	Volume of new contracts (CZK million)	1,159	1,154	0%
	Volume of total loans (gross, CZK million)	9,474	9,629	2%
	Average number of FTEs	330	348	5%



# **Business performance of subsidiaries 2/2**

		1Q 2010	1Q 2011	Change YoY
Factoring KB	Factoring turnover (CZK million) Volume of total financing (gross, CZK million) Average number of FTEs	2,351 1,496 39	3,088 1,913 38	
KP	Newly concluded policies (number) of which in life insurance of which in non-life insurance Premium written (CZK milion) of which in life insurance of which in non-life insurance	94,404 23,988 70,416 2,900 2,733 167	133,660 32,746 100,914 2,047 1,902 145	43% -29%
	Average number of FTEs	145	149	3%



## Standalone results of KB group companies and associated undertakings

CZK million	Account. standards	Share of KB	Net Profit	YoY	Equity	YoY	Assets	YoY
KB	IFRS	n.a.	2,817	n.a.	70,424	n.a.	612,433	n.a.
- o/w KB branch in Slovakia	IFRS	100%	15	n.a.	n.a.	n.a.	8,949	n.a.
ESSOX, s.r.o.	IFRS	51%	61	38.6%	2,710	7.2%	10,488	-0.4%
Factoring KB, a.s.	CAS	100%	8	+/-	1,516	0.0%	3,234	12.7%
Penzijní fond Komerční banky, a. s.*	CAS	100%	205	20.6%	1,597	5.3%	30,723	5.5%
Bastion European Investments S.A.	IFRS	100%	26	-16.1%	3,255	-5.7%	6,316	-5.5%
Komerční pojišťovna, a.s.	IFRS	49%	39	-17.0%	1,393	11.7%	23,658	35.2%
Modrá pyramida SS, a.s.	IFRS	100%	285	21.3%	5,841	30.5%	76,760	0.5%
Protos	IFRS	90%	133	-1.5%	14,020	-1.6%	14,040	-1.9%
Czech Banking Credit Bureau	CAS	20%	2	0.0%	7	16.7%	31	10.7%

<sup>\* 85%</sup> of net profit must be distributed to pension scheme beneficiaries

Note: Fully consolidated companies are: Essox, Factoring, PFKB, Bastion, Modra pyramida and Protos. CBCB is not consolidated.

#### Cost of risk in Bp calculation



# New methodology for CoR in bps calculation

- CoR calculation formula (in Bps) aligned with market practice applied from the beginning of 2011
- Two main changes:
  - ✓ Instead of On+Off B/S only On-B/S exposure taken into account
  - Only average of quarter-end stock of exposure taken into account instead of 12 months moving average
- More significant impact on Corporates due to large off-balance portion on Corporate portfolio
- New formula:

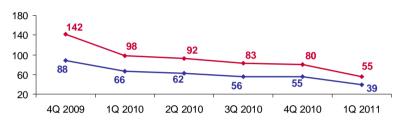
Q1: YtD CoR ×12 / N ×10000 /  $Q_4^{last\ year}$  on - balance exposure Q2-Q4: YtD CoR×12 / N×10000 / mavg  $\left[Q_{n-1},...,Q_4^{last\ year}\right]$  on - balance exposure QtD CoR×4×10000 /  $Q_{n-1}$  on - balance exposure

Previous formula:

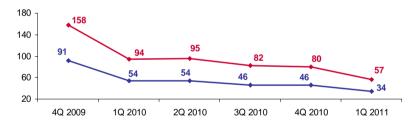
 $YtDCoR \times 12/N \times 10000/mavg[12 month total exposure]$  $QtDCoR \times 4 \times 10000/mavg[3 month total exposure]$ 

Note: N – order of month for which CoR Bp is calculated

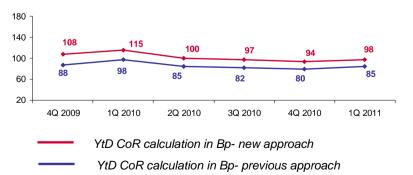
#### **KB Group CoR in Bp - Total**



#### **KB Group CoR in Bp - Corporates**



#### KB Group CoR in Bp - Retail



#### **Revaluation of MPSS balance sheet**



#### **Background**

- ▶ Remaining 60% in Modrá pyramida acquired in October 2006. Full consolidation of MPSS since 4Q 2006
- ▶ Preliminary goodwill on acquisition of Modrá pyramida at CZK 2,741 mil.
- ▶ In accordance with IFRS 3 A&L valuation to be completed within 12 months after acquisition
- Valuation based on detailed data on the contracts of Modrá Pyramida

#### Adjustments to provisional goodwill

- ▶ The fair value adjustments of MPSS balance sheet relating to acquired 60% stake amount to CZK 647 mil.
- ▶ Recognized goodwill on acquisition stands at CZK 3,389 mil.

#### Main sources of adjustments

Valuation of client's deposits, buildings and securities

#### P/L impact

▶ Impact from revaluation on consolidated P/L:

CZK million	2006	2007	2008	2009	2010	1Q 2011	2011	2012	2013
NII	94	387	267	149	102	14	45	20	-10
NPFO	0	-19	-2	0	0	0	0	0	0
Depreciation	1	5	5	5	5	1	5	5	5
Tax	-23	-117	-57	-31	-20	-3	-9	-4	1
Net profit	73	255	213	124	87	13	41	21	-4



# **Czech Republic**

Macroeconomic Indicators	2006	2007	2008	2009	2010*	2011*
Real GDP (%, average)	7.0	6.1	2.3	-4.0	2.2	2.0
Inflation (%, average)	2.5	2.8	6.3	1.0	1.5	1.8
Household consumption (%, average)	5.2	4.9	3.4	-0.2	0.3	0.3
Unemployment (%, av., MLSA meth.)	8.2	6.7	5.5	8.0	9.0	8.8
M2 (%, average)	9.0	11.2	8.4	6.2	4.0	3.3
3M PRIBOR (%, average)	2.3	3.1	4.0	2.2	1.3	1.4
Potential of the market **	2006	2007	2008	2009	2010*	2011*
Loans / GDP (year-end)	43.8	50.4	56.3	57.9	59.3	61.7
Mortgages / GDP (year-end)	11.5	14.4	16.6	18.9	19.9	20.4
Deposits / GDP (year-end)	62.8	66.9	69.6	74.3	76.0	78.4
Household loans / GDP (year-end)	16.8	20.6	24.1	27.3	28.9	29.8

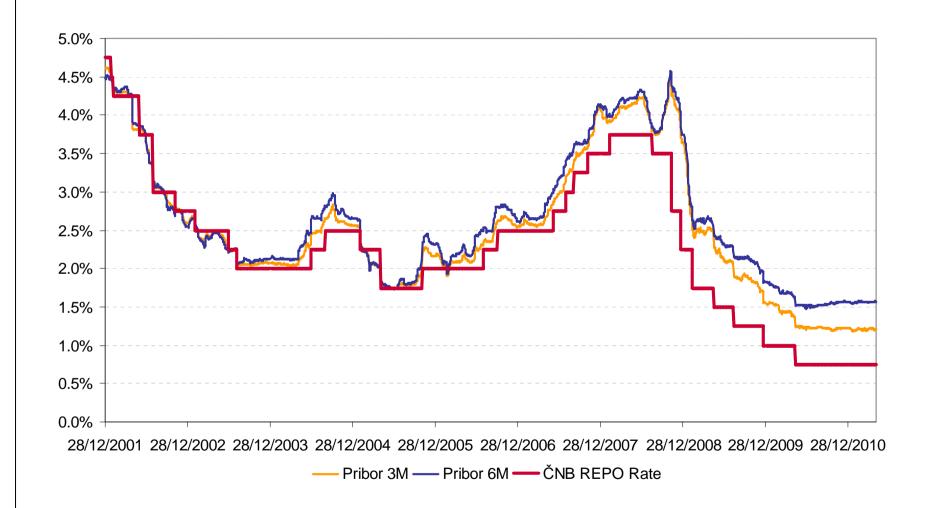
<sup>\*</sup> KB estimate

<sup>\*\*</sup> Banking sector

# КВ

#### Interest rates evolution

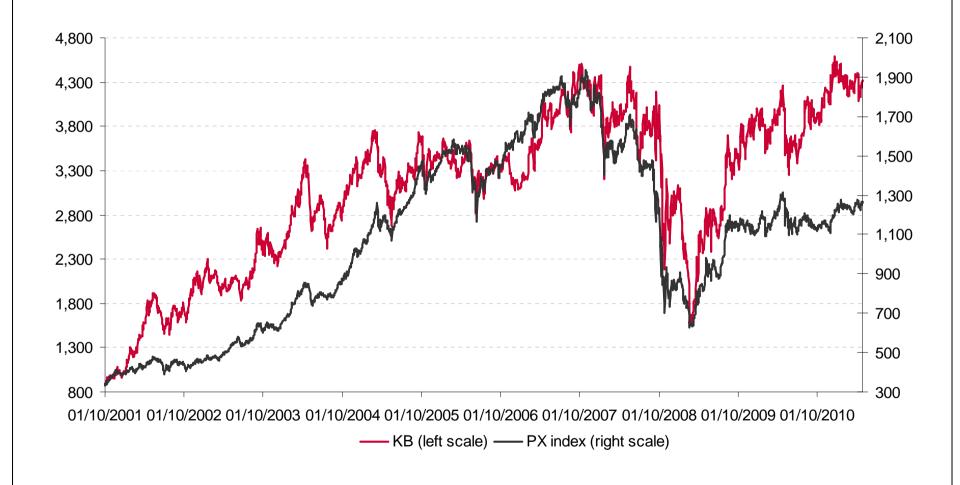
(for the period 28 December 2001 – 29 April 2011)





## **Development of KB's share price and PX Index**

(for the period 1 October 2001 – 29 April 2011)

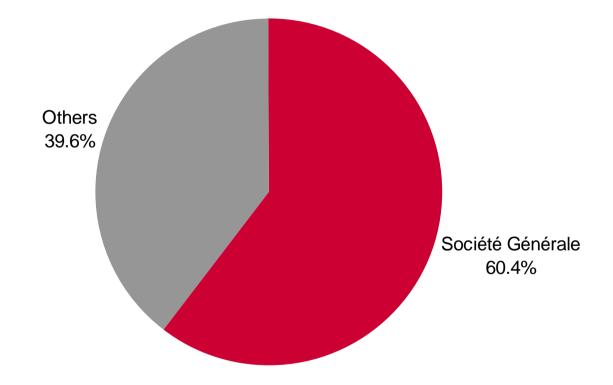






As at 31 March 2011

According to excerpt from the Securities centre







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