# Komerční banka Group

# Financial results as of 30 September 2016

According to International Financial Reporting Standards, consolidated, unaudited

Prague, 3 November 2016

NA PARTNERSTVÍ ZÁLEŽÍ



## 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 30 September 2016, 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

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# Economy driven by domestic consumption and foreign demand. Fixed investments to recover next year

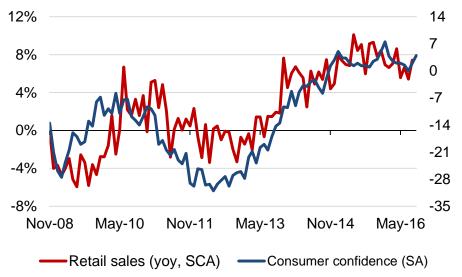
- Czech GDP +2.6% YoY in 2Q16 (+0.9% QoQ)
- Foreign trade with goods on track for a record surplus, exports +2% (Jan-August), imports -1% due to low investments and cheaper commodities
- Retail sales excl. cars up 5.6% in August supported by low unemployment (5.2% in September) and wage inflation (nominal wages +3.9% in Q2)
- The solid pace of industry production was due to cars and electronics production
- Construction down by 8.4% (August) due to drop in public investments and administrative bottlenecks
- Consumer Price Inflation in September +0.5% YoY, rising modestly. Core inflation at 1.3%
- On 29 September, CNB announced it would not exit from the currency floor before 2Q 2017, probably in mid-2017. The policy 2W repo rate stays at 0.05%
- 10Y IRS rate hovering around 0.5% during the quarter, up to 0.7% in October
- 4 Note: year-over-year comparisons, seasonally adjusted where applicable

Real GDP outlook (YoY, %)



Source: CSO, 2016-2017\* KB Economic & Strategy Research forecasts

### Recovery in confidence supports retail sales



Source: Czech Statistical Office \*KB Economic & Strategy Research forecasts

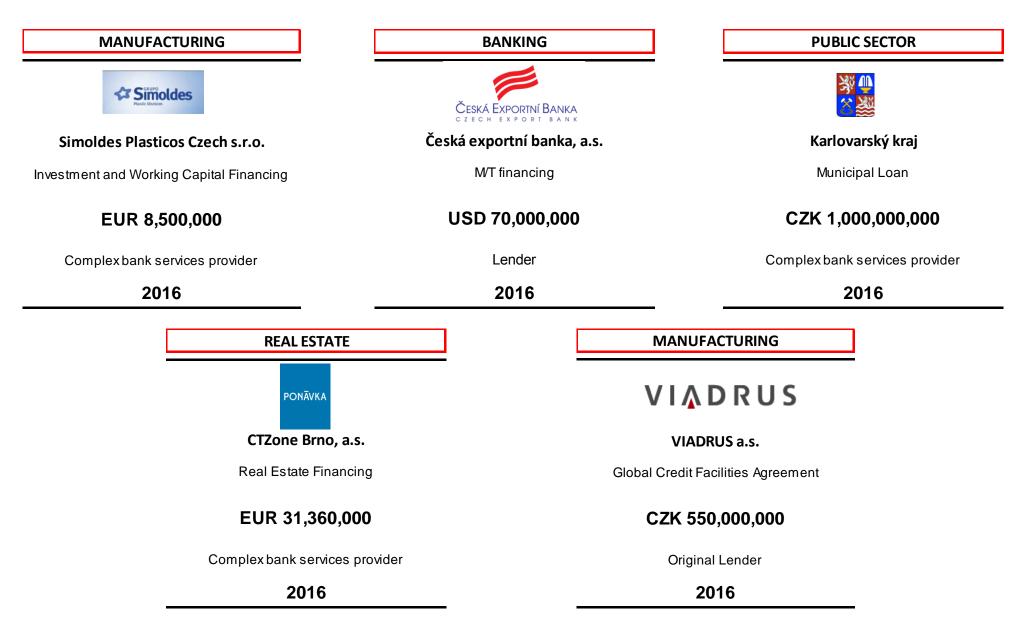
# Strong contribution to the Czech Republic's economic growth via increased lending and investments

Dynamic growth in lending	<ul> <li>Loans to clients rose by 11.1% year-on-year to CZK 593.4 billion, outperforming the market in focus sectors. Loans to individuals as well as businesses grew by 11%</li> <li>Acquisition of <b>PSA Finance</b> with CZK 4.7 billion of outstanding financing marks an entry of ESSOX in the new cars financing market in the Czech Republic and Slovakia</li> </ul>
Development of electronic payments	<ul> <li>The KB SmartPay alliance for merchant acquiring combines strengths of Worldline's digital payment products and platform with KB's entrenched relationships with clients</li> <li>KB introduced a payment card in a mobile phone - MojeMobilní karta (MyMobile card) for contactless payments using the Host Card Emulation technology</li> </ul>
Advancing multichannel distribution model	<ul> <li>Expanding investments into business development projects, including in cyber security, multichannel CRM, cash handling (deposit ATMs), refurbishment of branches</li> <li>New generation of Mobilní banka mobile banking offers more features and information on the clients' products in KB and subsidiaries as well as more intuitive navigation</li> </ul>
Maintaining solid financial performance	<ul> <li>The total revenues increased by 3.7% to CZK 24.0 billion, influenced by gains from stake in VISA Europe. Excluding this item, revenues were stable (-0.4%).</li> <li>The reported net profit rose by 7.7% year-on-year to CZK 10.6 billion. Recurring operating profit before provisions stable. Recurring net profit* down by 8.9%</li> </ul>
Addressing challenges from regulatory initiatives	After the period of increased dividend pay-out releasing surplus capital of KB, and following the important increase in regulatory capital requirements, KB's Board of Directors intends to propose a <b>dividend payment</b> at the level of 55% of attributable consolidated net profit for 2016. This level is consistent with a pay-out ratio of approximately <b>61% of recurring net profit</b> excluding the extraordinary gains of 2016

\* Adjusted for gains from disposals of stakes in VISA Europe, Cataps and for effects of changed methodology for booking Resolution Fund charges Information from the Income statement is for results of January to September 2016, compared to first nine months of 2015

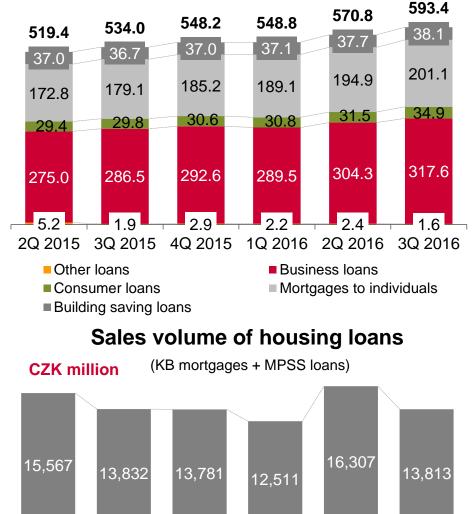
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# Selected deals of the third quarter of 2016



# KB contributing to growth of economy, delivering on strategic ambitions

- Gross loans up 11.1% YoY, +3.9% QoQ to CZK 593.4 billion. Contribution from PSA Finance acquisition amounted to CZK 4.7 bil. or 0.9 p.p.
- Group housing loans +10.8% YoY, of which
  - Mortgages +12.3% YoY to CZK 201.1 billion
  - Modrá pyramida's loan portfolio +3.7% to CZK 38.1 billion
- Consumer loans (KB + ESSOX + retail lending by PSA Finance) up by 17.0% YoY to CZK 34.9 billion.
   Excluding newly acquired retail financing by PSA, consumer loans expanded by 9.2%
- Business loans up 10.9% YoY, of which:
  - Small businesses (KB) +5.9% to CZK 32.4 bil.
  - Corporations (incl. Factoring KB) +12.0% to CZK 260.1 billion. Excluding wholesale financing by PSA, corporate loans up by 11.7%
  - SGEF (leasing) +6.6% to CZK 25.2 billion



2Q 2015 3Q 2015 4Q 2015 1Q 2016 2Q 2016 3Q 2016

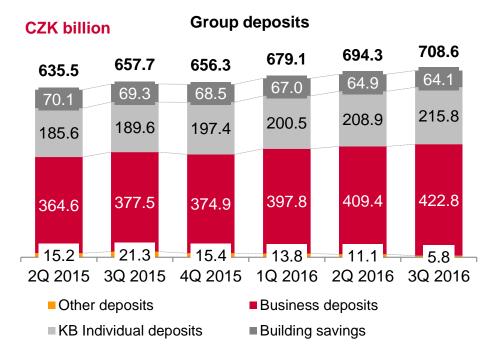
**CZK** billion

#### Deposits and other assets under management

# Clients increase their savings

- Standard Group deposits (excluding repo) grew by +10.5% YoY to CZK 708.6 billion, +2.7% QoQ. Total amounts due to clients +7.7% YoY, +2.1% QoQ.
- Deposits from business clients +12.0% YoY to CZK 422.8 billion
- KB (bank) deposits from individuals +13.8% YoY to CZK 215.8 billion
- MPSS building savings -7.5% YoY to CZK 64.1 billion
- Current accounts +14.5% to CZK 510.0 billion, term and savings accounts +0.8%% YoY to CZK 191.0 billion
- Clients' pension assets +10.1% YoY to CZK 48.4 bil.
- KP life insurance technical reserves rose by 4.9% YoY to CZK 46.2 billion
- AUM in mutual funds (sold by KB+MPSS) increased by 14.5% YoY to CZK 53.9 billion

Note: As of 1 January 2016, KB reclassified depository bills of exchange from 'Amounts due to customers' to 'Securities issued'. The volume of depository bills reached CZK 3.6 billion in 3Q 2016 (v. CZK 4.3 bil. in 2Q 2016, CZK 7.1 bil. in 1Q 2016, CZK 10.1 bil. in 4Q 2015 and 11.5 bil. in 3Q 2015).



#### Non-bank assets under management

#### **CZK** billion



2Q 2015 3Q 2015 4Q 2015 1Q 2016 2Q 2016 3Q 2016

AUM in mutual funds

Client assets manged by KB Pension company

■ KP life insurance technical reserves

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## **Resilient recurring revenues**

Profit and Loss Statement	Reported			On a comparable basis		oasis
(CZK million, unaudited)	9M 2015	9M 2016	Change YoY	9M 2015	9M 2016	Change YoY
Net interest income	16,003	15,769	-1.5%	16,003	15,769	-1.5%
Net fees & commissions	5,204	5,084	-2.3%	5,204	5,084	-2.3%
Income from financial operations	1,836	3,012	64.1%	1,836	2,053	11.8%
Other income	75	116	54.7%	75	116	54.7%
Net banking income	23,118	23,981	3.7%	23,118	23,022	-0.4%
Personnel expenses	-5,093	-5,239	2.9%	-5,093	-5,239	2.9%
General admin. expenses (excl. regulatory funds)	-3,109	-3,063	-1.5%	-3,109	-3,063	-1.5%
Resolution and similar funds	-1,091	-877	-19.6%	-910	-877	-3.6%
Depreciation, impairment and disposal of fixed assets	-1,335	-1,338	0.2%	-1,335	-1,338	0.2%
Operating costs	-10,629	-10,516	-1.1%	-10,447	-10,516	0.7%
Gross operating income	12,489	13,465	7.8%	12,671	12,506	-1.3%
Cost of risk	-442	-1,225	>100%	-442	-1,225	>100%
Net operating income	12,047	12,240	1.6%	12,229	11,281	-7.8%
Profit on subsidiaries and associates	125	864	>100%	125	136	8.8%
Profit before income taxes	12,172	13,105	7.7%	12,354	11,417	-7.6%
Income taxes	-1,981	-2,170	9.5%	-2,015	-1,988	-1.4%
Net profit	10,192	10,935	7.3%	10,339	9,429	-8.8%
Minority profit/(loss)	308	294	-4.5%	308	294	-4.5%
Net profit attributable to equity holders	9,884	10,641	7.7%	10,031	9,135	-8.9%

#### Note for reported figures:

9M 2015: On the same consolidation basis. Since 1 January 2016, Deposit Insurance Fund charge and contribution to Investor Compensation Fund (of Securities Brokers) have been reclassified from NII and NFC, respectively, to GAE.

#### Note for comparable basis:

9M 2015: Resolution and similar funds (Resolution and Deposit Insurance Funds) at the final amount for FY 2015. 9M 2016: Adjusted for sale of Cataps (CZK 728 mil.) and reimbursement for KB's stake in VISA Europe Ltd. (CZK 959 mil. in NPFO and CZK -182 mil. taxes)

## Loans and deposits main drivers of balance sheet growth

Balance Sheet	30 Sep 2015	31 Dec 2015	30 Sep 2016	ΥοΥ	Ytd
(CZK million, unaudited)	Restated*	Restated*	Reported		
Assets	911,302	891,555	962,791	5.7%	8.0%
Cash and balances with central bank	141,487	128,336	147,234	4.1%	14.7%
Amounts due from banks	58,676	47,799	52,173	-11.1%	9.2%
Loans and advances to customers (net)	517,666	532,617	578,272	11.7%	8.6%
Securities and trading derivatives	146,068	138,144	137,080	-6.2%	-0.8%
Other assets	47,405	44,658	48,031	1.3%	7.6%
Liabilities and shareholders' equity	911,302	891,555	962,791	5.7%	8.0%
Amounts due to banks	53,314	56,230	71,450	34.0%	27.1%
Amounts due to customers	657,727	656,286	708,592	7.7%	8.0%
Securities issued	34,613	21,403	15,044	-56.5%	-29.7%
Other liabilities	61,656	51,408	61,407	-0.4%	19.5%
Shareholders' equity	103,994	106,229	106,298	2.2%	0.1%

Note: \* Adjusted for reclassification of Depository bills of exchange from 'Amounts due to customers' to 'Securities issued'.

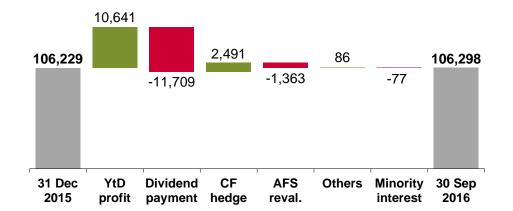
Consolidated income statement and balance sheet per quarters of 2015 in the format as reported and adjusted for the effects of reclassifications are available at <a href="http://www.kb.cz/en/about-the-bank/investor-relations">www.kb.cz/en/about-the-bank/investor-relations</a>

## Accounting equity stable year-to-date

- Shareholders' equity stable year-to-date (+0.1%) at CZK 106.3 billion, as the comprehensive income broadly matched the volume of dividends paid
- Revaluation of cash flow hedges went up due to decrease in long-term interest rates in comparison with the end of 2015
- The revaluation of the AFS portfolio (which represents primarily reinvestment of client deposits) declined due to amortisation of the revaluation difference on securities reclassified from the AFS to HTM portfolio (in 2014). In 2Q 2016, KB also disposed its stake in VISA Europe Ltd., leading to reduction in the respective valuation reserve
- Total regulatory capital = Core Tier 1 capital amounted to CZK 66.5 billion (+0.8% YoY)

As of 30 September 2016, CZK -2,445 million was transferred from Other comprehensive income (Cash flow hedging) to Net profit (net of tax)

### Contributions to equity in 9M 2016



### Shareholders' equity

(CZK million)	30/09/2016
Share capital & reserve funds	72,669
Current year attributable net profit	10,641
Others	509
Equity for adjusted ROAE calculation	83,819
Cash flow hedge	15,144
AFS securities' fair value changes	3,597
Minority equity	3,739
Total Shareholders' equity	106,298

# Key ratios and proposed dividend policy for 2016

(year-to-date)	30/9/2015 <sup>1</sup>	31/12/2015 <sup>1</sup>	30/9/2016	YoY	Ytd
Capital adequacy (reported, comprising only Core Tier 1) <sup>2</sup>	16.4%	16.3%	15.0%	▼	▼
Capital adequacy (pro forma assuming new 2016 dividend policy)	n.a.	n.a.	15.9%		
Total risk weighted assets (CZK billion)	403.2	407.6	443.0	9.9%	8.7%
Risk weighted assets for credit risk (CZK billion)	337.4	342.0	377.9	12.0%	10.5%
Net interest margin (NII/Av. interest bearing assets), annualised	2.6%	2.6%	2.5%	▼	▼
Loans (net) / deposits ratio	78.7%	81.2%	81.6%		
Cost / income ratio	46.0%	46.2%	43.9%	▼	▼
Return on average equity (ROAE), annualised	12.8%	12.3%	13.8%		
Adjusted return on average equity (adjusted ROAE), annualised <sup>3</sup>	15.9%	15.1%	16.8%		
Return on average regulatory capital	20.4%	19.7%	21.3%		
Return on average assets (ROAA), annualised	1.4%	1.4%	1.5%		
Earnings per share (CZK), annualised	70	68	75	7.7%	11.2%
Average number of employees during the period	8,416	8,421	8,473	0.7%	0.6%

- Considering KB's capital position in the context of upcoming regulatory capital requirements (with a minimum of 15.5% from January 2017), outlook for growth of risk-weighted assets as well as the aim to ensure appropriate remuneration of shareholders for their investment;
- Following the period of elevated dividend pay-out releasing surplus capital of the Bank, Komerční banka's Board of Directors announces its intention to propose to the Supervisory Board a dividend payment at the level of 55% of KB Group's attributable consolidated net profit for 2016 (including one-off gains). This level is consistent with a pay-out ratio of approximately 61% of recurring net profit adjusted for the extraordinary gains (listed on p. 10).
- The pay-out ratio may be changed without notice. The distribution of the financial result is subject to a vote of KB's General Meeting, which will take place upon submission of audited financial statements for the year 2016.

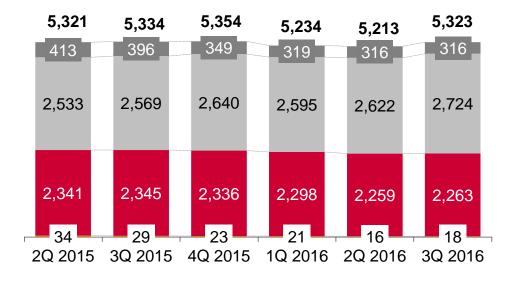
3) Adjusted ROAE = net profit attributable to equity holders divided by (average Group shareholders' equity w/o minority equity, cash flow hedging and revaluation of AFS securities)

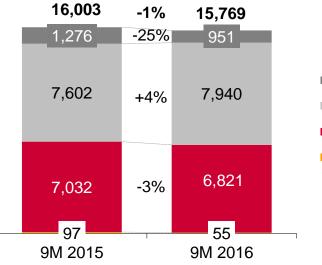
<sup>1)</sup> Data for 2015 are reported in accordance with 2016 reporting methodology

<sup>2)</sup> Contribution to the regulatory capital from a part of the AFS revaluation reserve related to disposable securities amounted to 35 bps of Total capital adequacy, as of 30 September 2016

# Loan growth underpins interest income in the market facing pressure on margins

- NII -1.5% YoY\* in 9M 2016, 3Q 2016 +2.1% QoQ
- NII from loans increase driven by growth in volumes, since 3Q 2016 including financing by PSA Finance. Intense market competition put pressure on spreads
- NII from deposits low interest rates pushed down yields from reinvestment of deposits. Negative effect moderated by long-term hedging policy
- NII from other low market interest rates push down yield from capital reinvestments. ALM operations gained from recent widening of cross-currency swap spreads
- The net interest margin at 2.48% in 9M 2016 (compared to 2.56%\* in 9M 2015)
- \* adjusted for impact of reclassification of Deposit Insurance Fund charge from NII to GAE as from 1 January 2016 (CZK 901 million in FY 2015)





**CZK** million

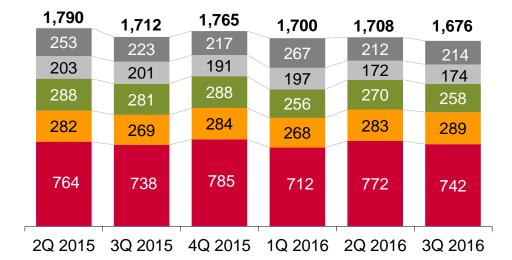


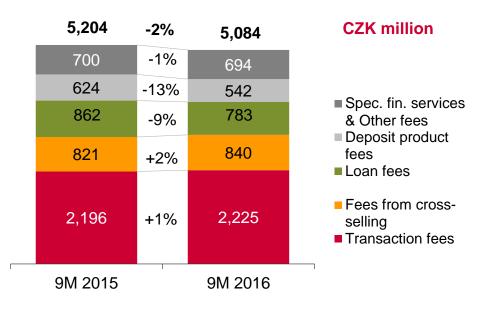
NII from loans

- NII from deposits
- NII from IB

## Positive trend of underlying client activity

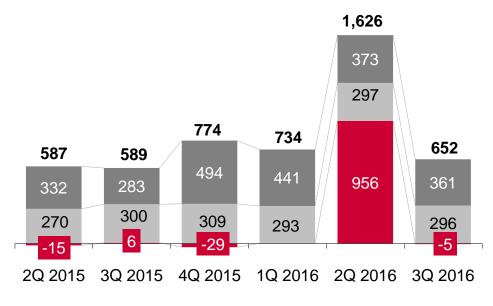
- NFC in 9M 2016 declined by 2.3% YoY, 3Q 2016 down 1.9% due to seasonally slower transactions
- Deposit product fees More rewards paid out in the MojeOdměny loyalty programme. Lower number of accounts in Modrá pyramida
- Loan fees declined as a result of previously cancelling retail loan administration fees, lower mortgage fees
- Fees from cross-selling growth driven by rising volume of client assets under management
- Transaction fees YoY transaction activity increased, negative impact from regulation of interchange fees.
   Income from 4Q 2016 to be affected by deconsolidation of merchant acquiring (Cataps)
- Specialised financial services and other fees affected by drop in public investments and construction activity reducing demand for bank guarantees. Revenues from custody, depository, syndication services improved

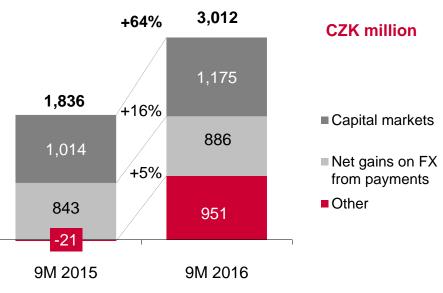




# Financial markets affected by currency interventions complicating hedging strategies for clients

- Net profit from financial operations in 9M 2016 rose by 64.1% YoY, 3Q 16 -59.9% QoQ
- Excluding one-off gain, 9M 2016 NPFO +11.8%
   YoY, 3Q 2016 -2.0% QoQ
- 9M result boosted by gain from KB's stake in VISA Europe, booked in Q2 (CZK 959 million, before tax)
- IR hedging activity linked to new financing provided
- Overwhelming expectation of CZK appreciation after exit from CZK interventions increased demand for FX hedging but limited numbers of willing counterparties for certain products
- The strong foreign transactions turnover reflected in growth of fees from FX transactions

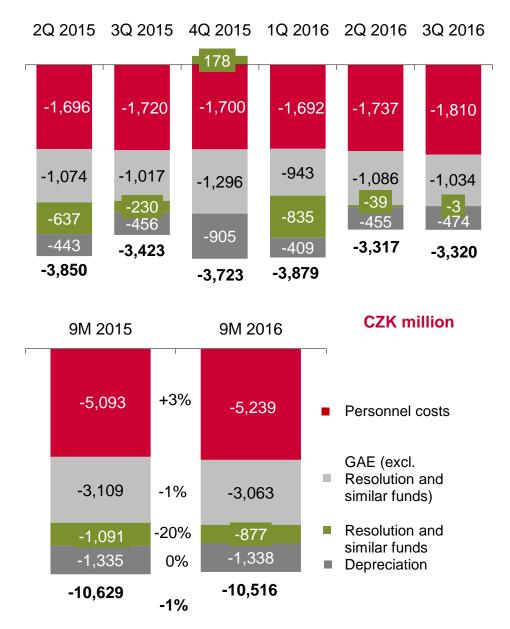




#### **Operating expenditures**

## Maintaining costs flat, increasing productivity

- 9M 2016 OPEX adjusted for the different accrual in 2016 and 2015 of costs of Deposit insurance and Resolution funds +0.7% YoY
- Reported OPEX in 9M 2016 -1.1% YoY, QoQ flat
- Average number of employees +0.7%. Number of branches stable (-1 YoY). Productivity rising in midsingle digits (measured by sales and business volumes per employee)
- Savings in administrative expenses were achieved across all main areas except for marketing
- The full 2016 cost of the Deposit Insurance Fund and Resolution Fund totals CZK 867 million, booked in the first half in accordance with IFRIC 21
- The full 2015 cost of the DIF stood at CZK 901 million

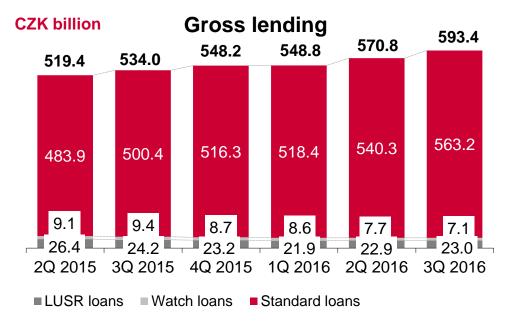


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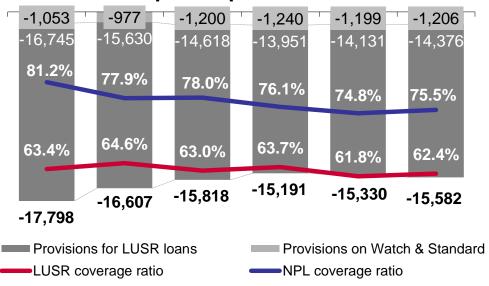
## Asset quality reflecting low default rates

- Loan exposure +11.1% YoY, QoQ +3.9%
- LUSR exposure ratio down to 3.9% (4.5% in 3Q 2015) and NPL exposure ratio down to 2.6% (3.2% in 3Q 2015) driven by dynamic exposure growth, successful recovery, low default rates and write-offs
- Provision coverage ratio for LUSR portfolio down to 62.4% (64.6% in 3Q 2015) driven by write-offs
- Provision coverage ratio for NPL portfolio down to 75.5% (77.9% in 3Q 2015) driven by write-offs



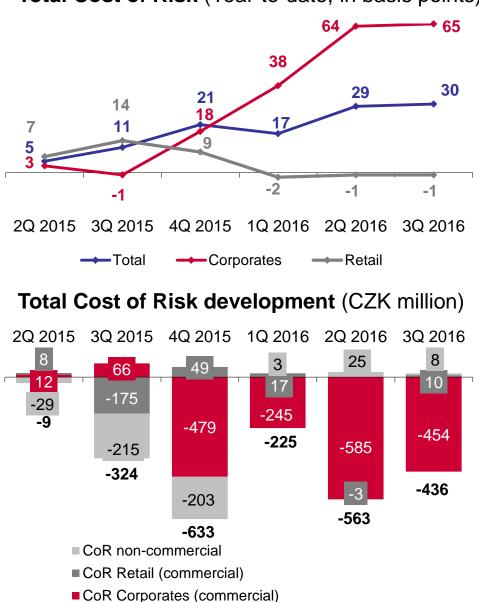
CZK million

#### **Specific provisions**



## **Provisioning limited to Corporate segment**

- YtD Cost of Risk at 30 bps (up from exceptionally low base at 11 bps in 3Q 2015)
- Increase of Cost of Risk on Corporates in 3Q 2016 to 65 bps (vs. -1 bps in 3Q 2015) driven by a few isolated cases
- Very low Cost of Risk on Retail driven by low number of defaults and successful recovery on both Individuals (-9 bps in 3Q 2016 vs. 8 bps in 3Q 2015) and Small Business (64 bps in 3Q 2016 vs. 56 bps in 3Q 2015)



**Total Cost of Risk** (Year-to-date, in basis points)

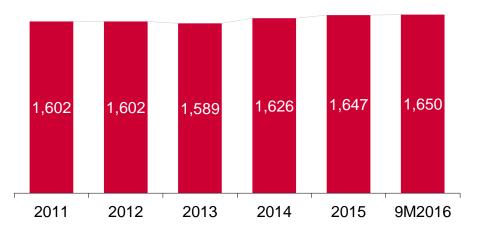
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# Number of clients and distribution network

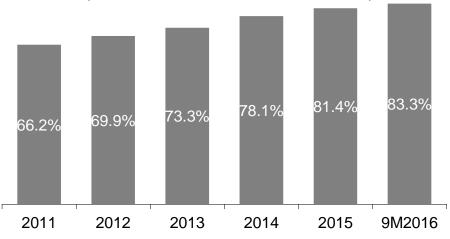
- KB Group's 2.4 million clients, of which
  - KB bank 1,650,000 clients (+1%)
  - MPSS 495,000 clients (-6%)
  - KBPS 536,000 clients (-2%)
  - ESSOX 206,000 active clients (-12%)
- Network
  - 395 branches for retail clients, 10 corporate divisions and 4 divisions for large corporate clients in CZ, 1 in Slovakia
  - 762 ATMs
  - MPSS: 215 points of sale; approx. 1,000 sales agents
  - SGEF: 7 branches in CZ, 2 in Slovakia
- Direct Channels
  - 1,374,000 clients (i.e. 83% of KB client base) using direct banking channels
  - Two call centres, internet and mobile banking

### Number of bank clients (thousands, CZ)



### Number of clients – Direct Channels

(% share of bank's client base)



## **Consolidated income statement – quarterly view**

Profit and Loss Statement (CZK million, unaudited)	3Q 2015 restated	2Q 2016	3Q 2016	Change YoY	Change QoQ
Net interest income	5,334	5,213	5,323	-0.2%	2.1%
Net fees & commissions	1,712	1,708	1,676	-2.1%	-1.9%
Income from financial operations	589	1,626	652	10.7%	-59.9%
Other income	24	38	51	>100%	34.2%
Net banking income	7,659	8,585	7,702	0.6%	-10.3%
Personnel expenses	-1,720	-1,737	-1,810	5.2%	4.2%
General admin. expenses (excl. regulatory funds)	-1,017	-1,086	-1,034	1.7%	-4.8%
Resolution and similar funds	-230	-39	-3	-98.7%	-92.3%
Depreciation, impairment and disposal of fixed assets	-456	-455	-474	3.9%	4.2%
Operating costs	-3,423	-3,317	-3,320	-3.0%	0.1%
Gross operating income	4,236	5,268	4,382	3.4%	-16.8%
Cost of risk	-324	-563	-436	34.6%	-22.6%
Net operating income	3,913	4,705	3,946	0.8%	-16.1%
Profit on subsidiaries and associates	31	46	767	>100%	>100%
Profit before income taxes	3,944	4,750	4,713	19.5%	-0.8%
Income taxes	-605	-839	-678	12.1%	-19.2%
Net profit	3,339	3,911	4,035	20.8%	3.2%
Minority profit/(loss)	94	110	89	-5.3%	-19.1%
Net profit attributable to equity holders	3,245	3,801	3,946	21.6%	3.8%

#### Note:

3Q 2015 restated - On the same consolidation basis. Since 1 January 2016, Deposit Insurance Fund charge and contribution to Investor Compensation Fund (of Securities Brokers) have been reclassified from NII and NFC, respectively, to GAE.

# **Recurring P&L – quarterly view**

<b>Profit and Loss</b> (CZK million, unaudited)	3Q 2015 recurring	2Q 2016 recurring	3Q 2016 recurring	Change YoY	Change QoQ
Net interest income	5,334	5,212	5,323	-0.2%	2.1%
Net fees & commissions	1,712	1,708	1,676	-2.1%	-1.9%
Income from financial operations	589	666	653	10.9%	-2.0%
Other income	24	38	51	>100%	34.2%
Net banking income	7,659	7,624	7,703	0.6%	1.0%
Personnel expenses	-1,719	-1,737	-1,810	5.3%	4.2%
General admin. expenses (excl. regulatory funds)	-1,017	-1,086	-1,034	1.7%	-4.8%
Resolution and similar funds	-4	-39	-3	-21.7%	-92.3%
Depreciation, impairment and disposal of fixed assets	-456	-455	-474	3.9%	4.2%
Operating costs	-3,196	-3,317	-3,320	3.9%	0.1%
Gross operating income	4,463	4,307	4,383	-1.8%	1.8%
Cost of risk	-324	-563	-437	34.9%	-22.4%
Net operating income	4,139	3,744	3,946	-4.7%	5.4%
Profit on subsidiaries and associates	31	46	39	25.8%	-15.2%
Profit before income taxes	4,170	3,790	3,985	-4.4%	5.1%
Income taxes	-639	-657	-678	6.0%	3.2%
Net profit	3,531	3,133	3,307	-6.3%	5.5%
Minority profit/(loss)	94	110	89	-5.3%	-19.1%
Net profit attributable to equity holders	3,437	3,023	3,218	-6.4%	6.4%

#### Note:

2015: On the same consolidation basis. Since 1 January 2016, Deposit Insurance Fund charge and contribution to Investor Compensation Fund (of Securities Brokers) have been reclassified from NII and NFC, respectively, to GAE.

2015: Resolution and similar funds (Resolution and Deposit Insurance Funds) recalculated according to the final amount for FY 2015.

2016: Without Cataps and reimbursement for KB's stake in VISA Europe Ltd.

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

	9M 2015	9M 2016	YoY
Modrá pyramida (100%), #3 building savings & loans company			
Volume of new loans (CZK million)	4,309	6,818	58% 4%
Volume of total loans (gross, CZK million) Volume of deposits (CZK million)	36,749 69,319	38,126 64,150	4% -7%
Number of clients	524,578	495,029	-6%
Average number of FTEs	332	326	-2%
Number of points of sale	217	215	-1%
KB Penzijní společnost (100%), a manager of pension funds			
Number of new contracts	18,671	22,445	20%
Number of clients	547,400	536,474	-2%
Assets under management (CZK million)	43,989	48,422	10%
	43,989 42,312 47	48,422 45,680	10% 8% 0%

Volume of new contracts (CZK million)	3,166	3,634	15%
Volume of total loans (gross, CZK million)	9,108	9,796	8%
Number of active clients	233,602	205,581	-12%
Average number of FTEs	339	344	2%

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

	9M 2015	9M 2016	YoY
Factoring KB (100%), #1 on the Czech factoring market			
Factoring turnover (CZK million) Volume of total financing (gross, CZK million) Average number of FTEs	26,191 5,855 43	27,111 7,178 45	4% 23% 4%
Komerční pojišťovna (49%), a universal insurance company			
Volume of technical reserves (CZK million) Premium written (CZK million) of which in life insurance of which in non-life insurance Average number of FTEs	44,078 5,321 5,024 297 168	46,238 4,816 4,501 315 186	5% -9% -10% 6% 11%

SGEF Czech Republic (50.1%), a provider of asset-backed financing in Czech Rep. and Slovakia

Volume of new financing (CZK million) Volume of total financing (gross, CZK million) Average number of FTEs

7,937	8,617	9%
23,623	25,185	7%
121	124	2%

# Debt securities portfolio in the banking book

CZK billion, as of 30 September 2016

CZK 39.8 billion

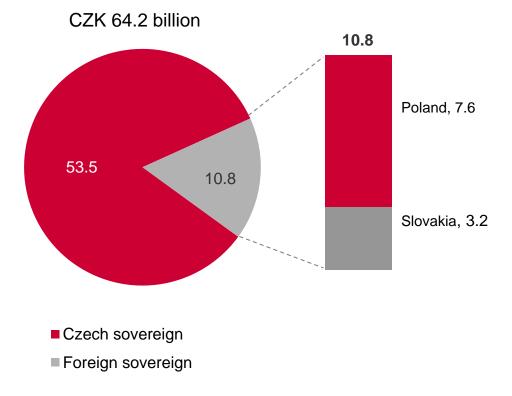
## 8.2 20.3 8.2 0.8 10.6 8.2 Slovakia, 4.3

Available-for-sale portfolio

Czech sovereign

- Foreign sovereign
- Czech financial institutions
- Foreign financial institutions

### Held-to-maturity portfolio



# **Macroeconomic environment – Czech Republic**

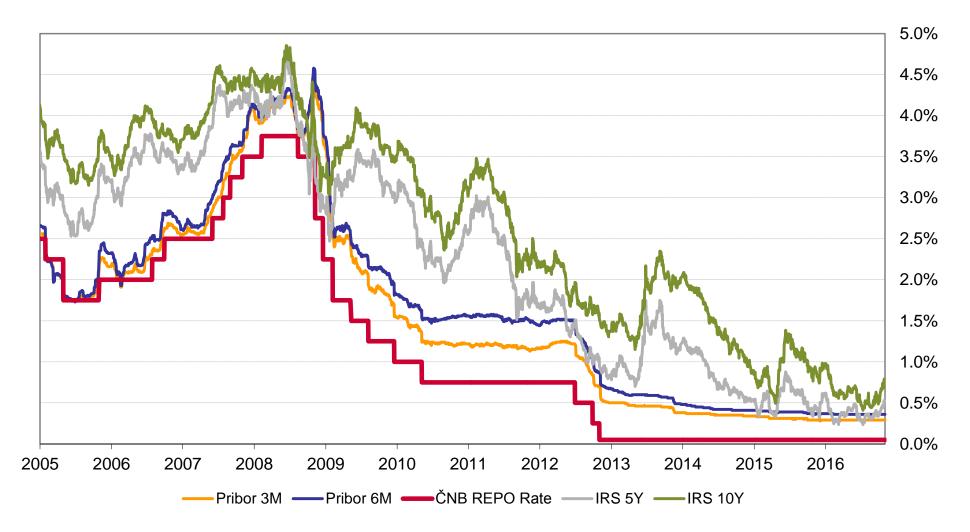
Macroeconomic Indicators	2012	2013	2014	2015	2016*	2017*
Real GDP (%, average)	-0.7	-0.5	2.7	4.6	2.5	2.7
Inflation (%, average)	3.3	1.4	0.4	0.3	0.6	2.0
Household consumption (%, average)	-1.2	0.5	1.8	3.1	2.4	2.6
Unemployment (%, av., MLSA meth.)	6.8	7.8	7.6	6.4	5.5	5.1
M2 (%, average)	6.0	4.6	4.3	6.3	7.4	7.3
3M PRIBOR (%, average)	1.0	0.5	0.4	0.3	0.3	0.2
Potential of the market **	2012	2013	2014	2015	2016*	2017*
Loans / GDP (year-end)	58.1	61.4	61.1	61.1	62.9	63.1
Real estate loans / GDP (year-end)	20.0	20.8	20.9	21.3	22.2	22.4
Deposits / GDP (year-end)	77.1	81.5	79.7	77.3	78.1	77.5
Household loans / GDP (year-end)	25.7	26.7	26.5	27.1	28.0	28.2

\* KB estimate

\*\* Banking sector, year end

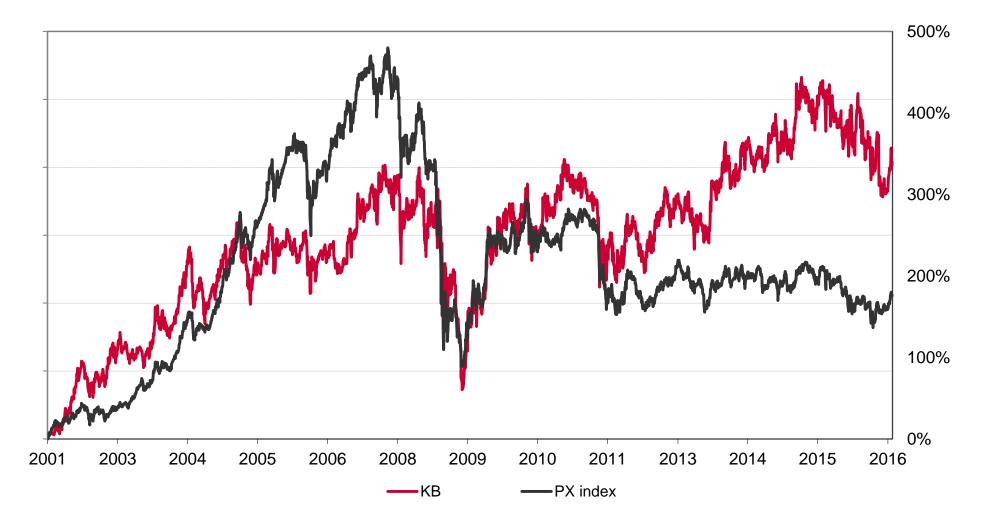
## **Interest rates evolution**

(for the period 1 January 2005 – 31 October 2016)



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

(for the period 1 October 2001 – 31 October 2016)



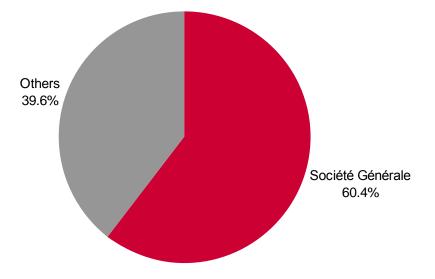
## **KB** shares and shareholders

The General Meeting held on 22 April 2016 approved a split of shares of Komerční banka in the ratio of 5:1. The split took effect on 25 April 2016 by its entry in the Register of companies. Central Securities Depository changed the KB entry as of 11 May 2016. As a results, shareholders received five new shares with nominal value of 100 CZK for each original share with a nominal value of 500 CZK.

As of 30 September 2016

The number of shareholders comprised 48,748 corporate entities and private individuals.

Of the Bank's total share capital of CZK 19,004,926,000 divided into 190,049,260 shares with a nominal value of CZK 100 each, Société Générale S.A. held 60.35%. KB held 1,193,360 own shares in treasury, representing 0.63% stake on registered capital.





### **Investor Relations**

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