# Komerční banka Group

# Financial results as of 31 December 2015

According to International Financial Reporting Standards, consolidated, unaudited

Prague, 11 February 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 31 December 2015, 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

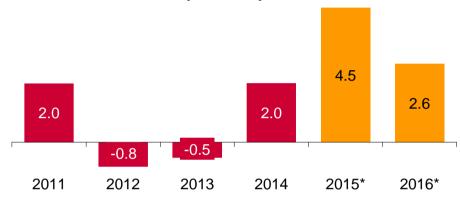
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# Strong GDP growth driven by domestic demand, exceptional boost from EU funds and lower fuel prices

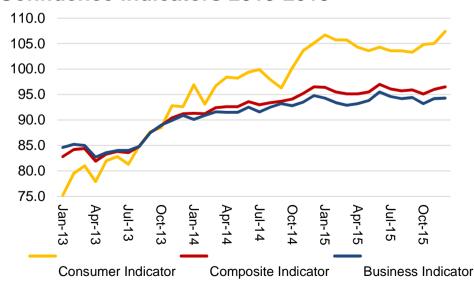
- Czech GDP in 3Q15 +4.7% YoY, +0.7% QoQ
- In 2015, retail sales rose 7.6%, industrial production +4.4%, construction +5.5% YoY
- Strong investment activity driven by highly profitable businesses and accelerated tapping of remaining EU funds
- Household disposable income growing on sinking unemployment (6.2% in December, -1.3 p.p. YoY) and growing real wages (+3.4% YoY in 3Q15)
- Recovery in house prices after 5 years stagnation (price of flats +5.4% YoY)
- Low CPI in December +0.1% but "core inflation" +1.6%\*. CNB expects fulfilment of inflation target, as a condition for normalisation of monetary policy, in 1H 2017.
- CZK yields oscillating in correlation with EUR

### Real GDP outlook (YoY, %)



Source: CSO, 2015-2016\* KB Economic & Strategy Research forecasts

### **Confidence Indicators 2013-2015**



Source: CSO, year 2005 average = 100

<sup>\*</sup> Core inflation = CPI excluding food, fuels, regulated prices and effects of indirect tax changes

# Komerční banka in the fourth quarter 2015

Building pillars of future growth

- KB introduced a new generation of mobile banking for businesses, featuring multi-layer authorisation of transactions
- Clients may newly access mobile banking via fingerprints with Touch ID
- KB and SGEF supports financing of start-up micro companies and SMEs with the help of guarantee programmes of the European Investment Fund
- Modrá pyramida implemented biometric signature of client contracts as part of comprehensive digitalisation of its front- and back-office processes

Substantial growth in lending and assets under management

- Number of the Bank's clients increased by more than 21,000 to 1,647,000
- As KB gained market share in lending to individuals, entrepreneurs and non-financial corporates in the C.R., volume of Group's loans to clients expanded by 6.8% to CZK 548.2 billion
- Total client assets in mutual funds, pension savings and life insurance grew by 12.4%. Client deposits rose by 3.3% to CZK 656.7 billion

Resilient profitability despite margin squeeze

- Consolidated revenues at the same level year on year (-0.1%), as growing business volumes were offset by an overall drop in margins.
- Recurring operating expenditures down by 0.3%. Reported OPEX increased by 2.9% due to a one-off impact from revaluation of the buildings portfolio
- Reflecting the sound quality of the assets portfolio, the cost of risk dropped by 17.1%. Increase in 4Q affected by a few specific cases in corporate segment

Note: Year over year comparisons, adjusted for deconsolidation of the Transformed Fund

### Selected deals of the fourth quarter of 2015

**CONSUMER GOODS** 



#### STOCK SPIRITS GROUP PLC

Revolving Facility Agreement

EUR 200,000,000

Arranger

2015

**REAL ESTATE** 



#### CTPARK BUCHAREST SRL

Real Estate Financing

EUR 26,870,000

Club Loan Facility

2015

**INFRASTRUCTURE** 



# CGN Holdings Sarl CGN Holdings 2 Sarl

Facilities Agreement

CZK 9,100,000,000

Mandated Lead Arranger, Facility Agent

2015

**MANUFACTURING** 



ASE, s.r.o.

**Acquisition Financing** 

Financing of Working Capital

CZK 355,000,000

Complex Bank Services Provider

2015

**RETAIL** 



#### **Dr.Max Group**

Syndicated Term and Revolving Facilities

CZK 5,000,000,000 and EUR 115,245,000

Mandated Lead Arranger, Hedge Counterparty

2015

**HEALTHCARE** 



Krajská zdravotní, a.s.

Promissory Notes Program

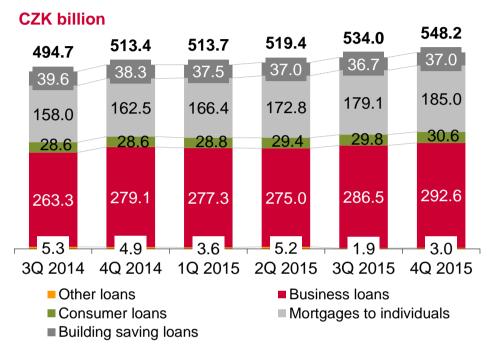
CZK 200,000,000

Complex Bank Services Provider

2015

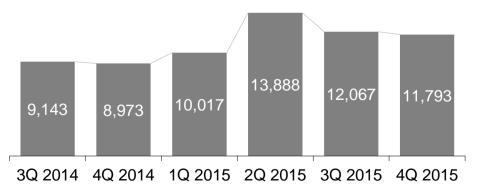
## Successful growth of loan portfolio

- Gross loans up 6.8% YoY\*, +2.7% QoQ
- Group housing loans +10.6% YoY. Growth in mortgage lending accelerated to +13.9% YoY (to CZK 185.0 billion). Volume of Modrá pyramida's loan portfolio down -3.4% YoY but already growing in 4Q (to reach CZK 37.0 billion)
- Consumer loans (KB + ESSOX) up by 6.7% YoY to CZK 30.6 billion.
- Business loans up 4.8%\* YoY, of which:
  - Small businesses (KB) +8.7% to CZK 30.9 bil.
  - Corporations (incl. Factoring KB) +4.1%\* to CZK 237.2 billion
  - SGEF (leasing) +6.7% to CZK 24.5 billion
- KB gained market share in consumer loans and lending to small businesses thanks to simplified granting procedures and investments in sales and advisory skills of relationship managers



### Sales volume of mortgages to individuals

#### **CZK** million

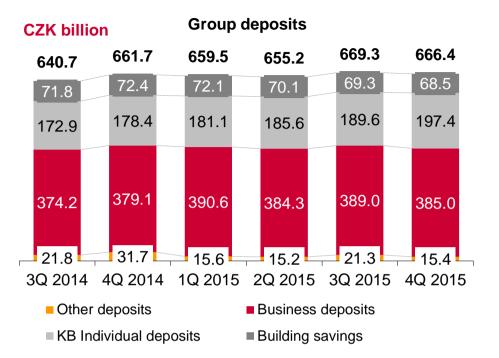


<sup>\*</sup> In 2Q 2015, KB reclassified an exposure from 'Loans to clients' to 'Amounts due from banks', following a client's merger

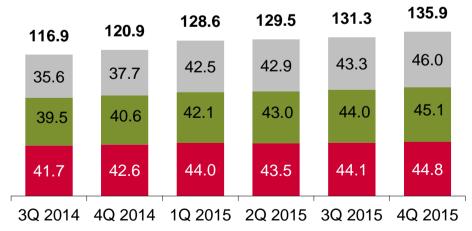
### Deposits and other assets under management

### Reasonable deposit growth

- Total amounts due to clients +0.7% YoY. Standard Group deposits (excluding repo) grew by +3.3% YoY to CZK 656.7 billion, +0.6% QoQ
- Deposits from business clients +1.6% YoY to CZK 385.0 billion
- KB (bank) deposits from individuals +10.7% YoY to CZK 197.4 billion
- MPSS deposits down 5.3% YoY to CZK 68.5 billion
- Current accounts +8.1% to CZK 449.7 billion, term and savings accounts -5.0% YoY to CZK 189.8 billion
- Clients' pension assets grew +11.3% YoY to CZK 45.1 bil. (o/w Transformed Fund, deconsolidated since 1Q 2015, +9.0% to CZK 43.2 billion)
- KP life insurance technical reserves rose by 5.1% YoY to CZK 44.8 billion
- AUM in mutual funds (sold by KB+MPSS) increased by 21.9% YoY to CZK 46.0 billion







- AUM in mutual funds
- Client assets managed by KB Penzijní společnost
- KP life insurance technical reserves

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# Net profit almost stable despite pressure on margins

Profit and Loss Statement	FY 2014	FY 2014	FY 2015	Change YoY	Change YoY
(CZK million, unaudited)	Reported	Pro forma	Reported		Like-for-like*
Net interest income	21,423	20,595	20,456	-4.5%	-0.7%
Net fees & commissions	6,752	7,085	6,956	3.0%	-1.8%
Income from financial operations	2,385	2,380	2,610	9.4%	9.7%
Other income	116	109	109	-6.0%	0.0%
Net banking income	30,677	30,169	30,131	-1.8%	-0.1%
Personnel expenses	-6,784	-6,784	-6,793	0.1%	0.1%
General administrative expenses	-4,489	-4,489	-4,406	-1.8%	-1.8%
Depreciation, impairment and disposal of fixed assets	-1,791	-1,791	-2,240	25.1%	25.1%
Operating costs	-13,065	-13,065	-13,439	2.9%	2.9%
Gross operating income	17,612	17,104	16,692	-5.2%	-2.4%
Cost of risk	-1,296	-1,296	-1,075	-17.1%	-17.1%
Net operating income	16,316	15,808	15,617	-4.3%	-1.2%
Profit on subsidiaries and associates	191	191	153	-19.9%	-19.9%
Share of profit of pension scheme beneficiaries	-508	0	0	n.a.	n.a.
Profit before income taxes	15,999	15,999	15,770	-1.4%	-1.4%
Income taxes	-2,669	-2,669	-2,638	-1.2%	-1.2%
Net profit	13,330	13,330	13,132	-1.5%	-1.5%
Minority profit/(loss)	376	376	374	-0.5%	-0.5%
Net profit attributable to equity holders	12,954	12,954	12,758	-1.5%	-1.5%

Note: \* On the same consolidation basis, ie. adjusted for deconsolidation of the Transformed Fund.

Since 1 January 2015, the results of Transformed Fund (TF) managed by KB Penzijní společnost, a.s., have been deconsolidated from the consolidating group of Komerční banka.

# Optimisation of balance sheet through decrease of liabilities to financial markets

Balance Sheet	31 Dec 2014	31 Dec 2014	31 Dec 2015	Change YoY	Change YoY
(CZK million, unaudited)	Reported	Pro forma	Reported	Reported	Like-for-like*
Assets	953,261	911,829	891,555	-6.5%	-2.2%
Cash and balances with central bank	152,903	152,903	128,336	-16.1%	-16.1%
Amounts due from banks	59,699	59,279	47,799	-19.9%	-19.4%
Loans and advances to customers (net)	494,706	494,706	532,617	7.7%	7.7%
Securities and trading derivatives	195,927	154,583	138,144	-29.5%	-10.6%
Other assets	50,026	50,357	44,658	-10.7%	-11.3%
Liabilities and shareholders' equity	953,261	911,829	891,555	-6.5%	-2.2%
Amounts due to banks	61,360	61,360	56,230	-8.4%	-8.4%
Amounts due to customers	701,867	661,703	666,407	-5.1%	0.7%
Securities issued	22,584	22,584	11,283	-50.0%	-50.0%
Other liabilities	57,956	58,176	51,408	-11.3%	-11.6%
Shareholders' equity	109,494	108,006	106,228	-3.0%	-1.6%

Note: \* Adjusted for deconsolidation of the Transformed Fund. As of 1 January 2015, the Transformed Fund (TF) managed by KB Penzijní společnost, which gathers the funds of supplementary pension insurance with government contribution, was deconsolidated from the consolidating group of Komerční banka. The fund continues to be administrated by KB Penzijní společnost, a fully owned subsidiary of Komerční banka, whose own consolidation has not changed.

The deconsolidation of TF follows approval of a pertinent change in the Statutes of TF by CNB with effective date 1 January 2015. That change limits the discretion of KB Penzijní společnost for investments in variable income instruments (such as equity, real estate, etc.) Therefore, the probability of triggering the generic legal guarantee of KB with regard to potential negative annual yield of TF has been reduced. The three elements of control which must be met according to IFRS 10 in order to consolidate an entity in the parent's financial statements were not proven from that date.

# Smaller equity due to revaluation and amortisation of hedges

Total shareholders' equity as of 31 December 2014



Development year-to-date

Total shareholders' equity as of 31 December 2015

	31/12/2014	1/1/2015 <sup>1</sup>	Increase	Decrease	31/12/2015
Share capital	19,005	19,005			19,005
Capital and reserve funds	51,321	64,275		-11,724	52,551
- Retained earnings, reserve funds and dividends	52,046	65,001		-11,724	53,276
- Treasury shares	-726	-726			-726
Current year attributable net profit	12,954	0	12,758		12,758
Cash flow hedge <sup>1</sup>	15,980	15,919		-3,266	12,653
AFS securities' fair value changes <sup>1</sup>	6,660	5,233		-273	4,960
Others	443	443	43		486
Minority equity	3,131	3,131	685		3,816
Total Shareholders' equity	109,494	108,006	13,486	-15,263	106,228
Equity for adjusted ROAE calculation <sup>2</sup>	83,723	83,723	12,801	-11,724	84,800

<sup>1)</sup> Influenced by deconsolidation revaluation differences pertaining to the Transformed fund (CZK 1,427 mil. in AFS revaluation reserve and CZK 61 mil. in cash flow hedge as of 31 December 2014)

<sup>2)</sup> Group shareholders' equity excluding minority equity, cash flow hedging and revaluation of AFS securities

# Capital and liquidity remains solid

Key ratios and indicators (year-to-date)	31 Dec 2014	31 Dec 2015	Change YoY
Capital adequacy	16.4%	16.3%	•
Tier 1 ratio	16.4%	16.3%	lacktriangledown
Total risk weighted assets (CZK billion)	384.2	407.6	6.1%
Risk weighted assets for credit risk (CZK billion)	319.2	342.0	7.1%
Net interest margin (NII/Av. interest bearing assets), annualised	2.6%	2.5%	•
Loans (net) / deposits ratio <sup>2</sup>	74.7%	79.9%	<b>A</b>
Cost / income ratio <sup>2</sup>	43.3%	44.6%	<b>A</b>
Return on average equity (ROAE), annualised <sup>2</sup>	13.1%	12.3%	▼
Adjusted return on average equity (adjusted ROAE), annualised	15.9%	15.1%	lacktriangledown
Return on average assets (ROAA), annualised <sup>2</sup>	1.5%	1.4%	•
Earnings per share (CZK), annualised	343	338	-1.5%
Average number of employees during the period	8,525	8,421	-1.2%

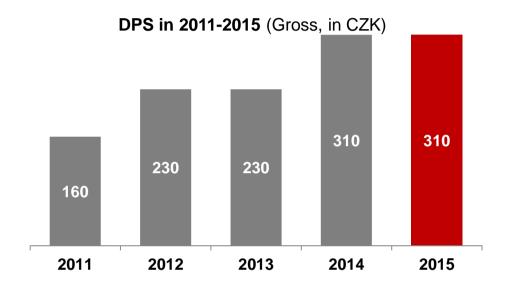
<sup>1)</sup> As part of gradual phase-in of Basel III rules, the regulatory capital from 1 January 2015 newly includes a part of the AFS revaluation reserve related to disposable securities in AFS portfolio. As a result, Total capital and Core Tier 1 adequacy is higher by 61 bps as of 31 December 2015

<sup>2)</sup> Adjusted for deconsolidation of the Transformed Fund

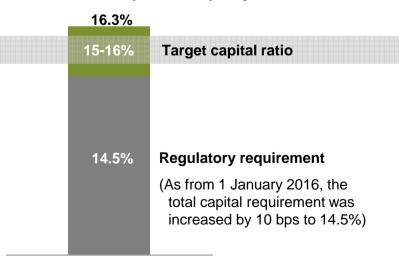
<sup>3)</sup> Adjusted ROAE is computed as net profit attributable to equity holders divided by (average Group shareholders' equity w/o minority equity, cash flow hedging and revaluation of AFS securities)

## Elevated dividend payout ratio maintained

- Out of KB's attributable net income for 2015, Board of Directors proposed to pay in dividends CZK 11,783 million, or CZK 310 per share
- The proposed amounts would represent a dividend payout of 92.4% from the consolidated attributable net profit, and 6.3% gross dividend yield based on 2015's closing share price
- The proposal is subject to approval by KB's Supervisory Board and by the Annual General Meeting of the bank on 22 April 2015
- Given the current state of affairs, the Board of Directors intends to maintain increased distribution of 80-100% of attributable net income also from the result of 2016, subject to change of external conditions.
- The dividend distribution policy for the subsequent periods will be reset in 2017
- The Board also resolved to propose to the General Meeting a split of KB's shares in the ratio 5 to 1 improve the title's liquidity on stock markets.

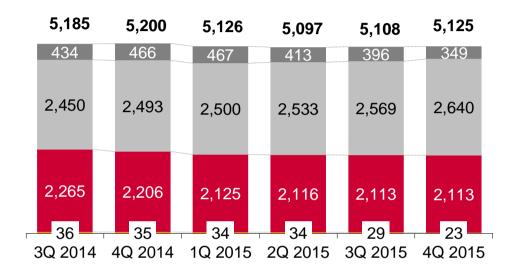


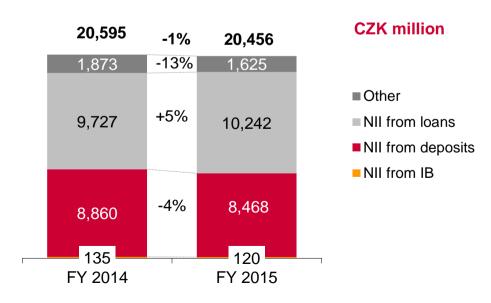
### Capital adequacy ratio



# Income maintained thanks to rise in lending

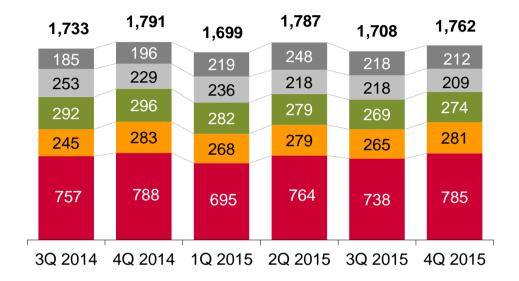
- NII adjusted for impact of deconsolidation of Transformed Fund down -0.7% in FY 2015, in 4Q 2015 increased by 0.3% QoQ
- NII from loans rising due to growing volumes. Some decline in spreads in retail lending except for stable mortgages
- NII from deposits down because of diminishing yields from reinvesting deposits. Mitigated by longterm hedging policy and adequate pricing
- NII from other gradual decrease in yield from reinvestment of capital
- The net interest margin stable throughout 2015 (2.49%). Adjusted NIM for 2014 was at 2.58%

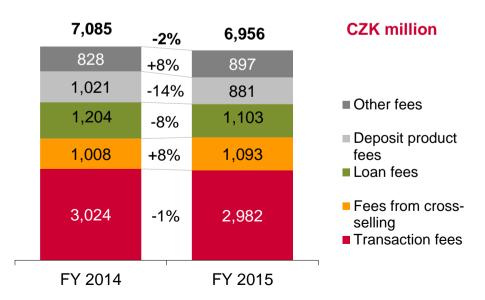




## Stabilising fees from basic services

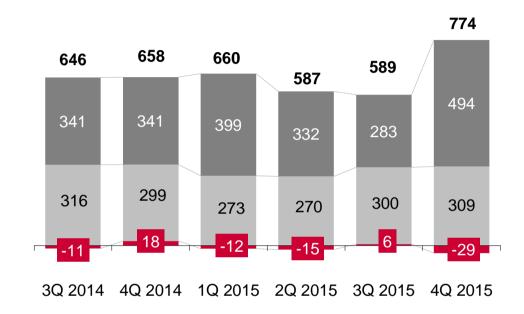
- Like-for-like NFC in FY 2015 declined by 1.8% YoY,
   4Q15 up 3.2% QoQ
- Deposit product fees stabilising. QoQ decline affected by seasonally higher sales of savings contracts in Modrá pyramida
- Loan fees down, even if lending expanded, as the share of loans that does not charge administration fees increases, and higher commissions were paid out reflecting higher sales of housing loans
- Fees from cross-selling benefitting from growth in the volumes of client savings in mutual funds, life insurance policies, as well as pension funds
- Transaction fees increasing transaction activity, offset by more transactions included in account packages, and preference for lower-priced direct banking channels
- Other fees solid activity in structured financing,
   private banking and other services for corporations

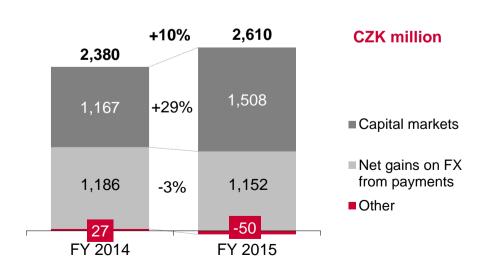




### Demand for hedging benefits from strong economy

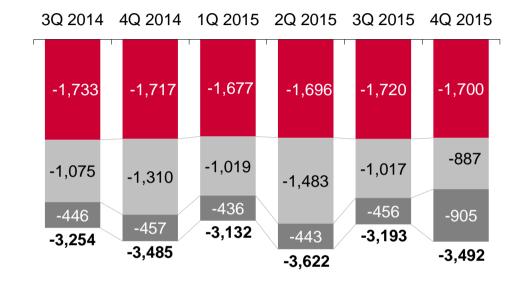
- Net profit from financial operations in FY 2015 increased by 9.7% YoY, in 4Q 2015 up by 31.4% QoQ, influenced by positive CVA adjustment reflecting changes in market rates and additional collateralisation of certain deals
- Corporate clients' IR and FX hedging activity up thanks to growth in financing and well-accepted offer of appropriate strategies for current environment
- Successful uptake of eTrading application contributed to increase in number of FX trades and term deposits
- KB active in structured financing
- Positive influence from growing FX transaction activity compensated by pressure on average FX spreads due to preference of cheaper payment and conversion methods, as well as intense competition

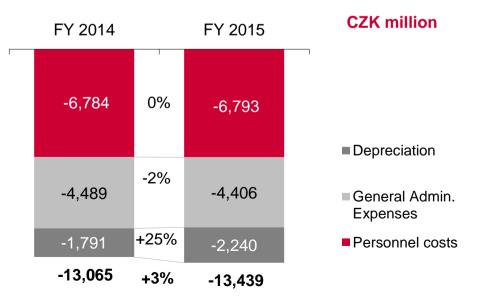




### **Costs under control**

- OPEX in FY 2015 increased by 2.9% YoY. Excluding one-off charge for buildings (see below) OPEX was down 0.3% YoY. 4Q15 up 9.4% QoQ, significantly affected by one-off items and seasonality
- Personnel costs in FY 2015 almost stable at +0.1%
   YoY. Average staff level declined by 1.2%
- GAE down by 1.8% YoY, savings achieved across all main areas except for IT
- Provision of CZK 409 million created in 2Q15 in GAE for estimated amount of the Group's 2015 duty toward the Banks Resolution Fund was released in 4Q15 because the law entered in force only in 2016
- D&A rose by 25.1% due to non-cash impairment charge of CZK 418 million in 4Q 2015 for real estate portfolio, in relation to optimisation of the ratio of owned and rented buildings



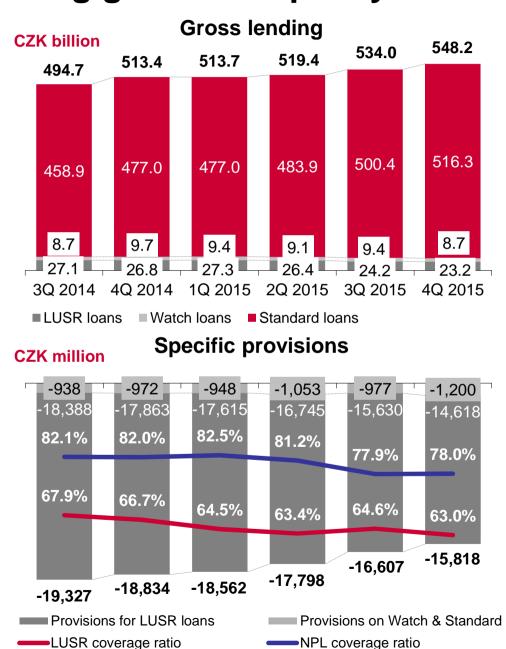


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# Exposure growth with persisting good loan quality

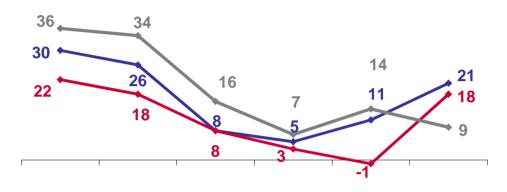
- Loan exposure +6.8% YoY, QoQ +2.7%
- LUSR exposure down to 4.2% (5.2% in 2014) and NPL exposure down to 2.8% (3.9% in 2014) driven by successful recovery, write-offs and strong exposure growth
- Provision coverage ratio for LUSR portfolio down to 63% (66.7% in 2014) driven by writeoffs and by inflow of several bigger tickets with low percentage of uncovered risk. QoQ slightly decreased
- Provision coverage for NPL portfolio down to 78% (82% in 2014) driven by write-off of one legacy case in 3Q 2015. QoQ stable



## 2015 cost of risk at satisfactory level

- Cost of Risk in FY 2015 -17.1% YoY, 4Q 2015+95.4% QoQ
- Cost of Risk decreased to 21 bps in FY 2015 (vs.
   26 bps in FY 2014)
- Very low Retail Cost of Risk driven by both
   Individuals (5 bps in FY 2015 vs. 22 bps in FY 2014) and Small Business (44 bps in FY 2015 vs. 131 bps in FY 2014)
- Satisfactory Corporate Cost of Risk (18 bps in FY 2015 vs.18 bps in FY 2014) thanks to low number of new defaults and successful recovery
- 4Q 2015 commercial Cost of Risk influenced by creation on a few specific cases in Corporate segment. 4Q 2015 non-commercial Cost of Risk influenced by upgrade of Corporate provisioning model

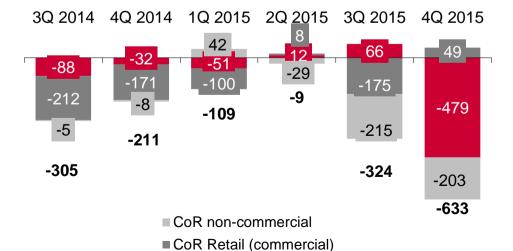
### **Total Cost of Risk** (Year-to-date, in basis points)



3Q 2014 4Q 2014 1Q 2015 2Q 2015 3Q 2015 4Q 2015

→ Total → Corporations → Retail

### Total Cost of Risk development (CZK million)



■ CoR Corporates (commercial)

# **Agenda**

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### Number of clients and distribution network

- KB Group's 2.4 million clients, of which
  - KB bank 1,647,000 clients (+1%)
  - MPSS 519,000 clients (-6%)
  - KBPS 545,000 clients (-2%)
  - ESSOX 219,000 active clients (-20%)

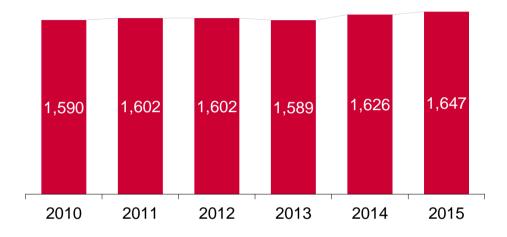
#### Network

- 396 branches for retail clients, 10 corporate divisions and 4 divisions for large corporate clients in CZ, 1 in Slovakia
- 772 ATMs
- MPSS: 215 points of sale; approx. 1,000 sales agents
- SGEF: 6 branches in CZ, 2 in Slovakia

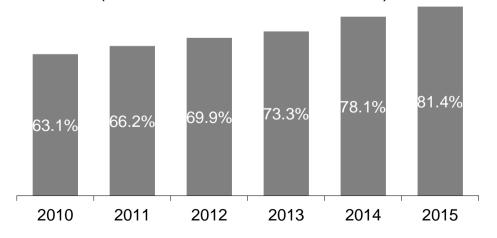
#### Direct Channels

- 1,340,000 clients (i.e. 81% of KB client base) using direct banking channels
- Two call centres, internet and mobile banking

### Number of bank clients (ths., CZ)



# Number of clients – Direct Channels (% share of bank's client base)



# Consolidated income statement – reported and like-for-like

Profit and Loss Statement	4Q 2014	4Q 2014	3Q 2015	4Q 2015	Change YoY	YoY Like-for-	Change QoQ
(CZK million, unaudited)	Reported	Pro forma	Reported	Reported	Reported	like	Reported
Net interest income	5,414	5,200	5,108	5,125	-5.3%	-1.4%	0.3%
Net fees & commissions	1,703	1,791	1,708	1,762	3.5%	-1.6%	3.2%
Income from financial operations	663	657	589	774	16.7%	17.8%	31.4%
Other income	30	28	24	34	13.3%	21.4%	41.7%
Net banking income	7,810	7,676	7,429	7,695	-1.5%	0.2%	3.6%
Personnel expenses	-1,717	-1,718	-1,720	-1,700	-1.0%	-1.0%	-1.2%
General administrative expenses	-1,310	-1,310	-1,017	-887	-32.3%	-32.3%	-12.8%
Depreciation, impairment and disposal of fixed assets	-457	-457	-456	-905	98.0%	98.0%	98.5%
Operating costs	-3,485	-3,485	-3,193	-3,492	0.2%	0.2%	9.4%
Gross operating income	4,325	4,191	4,236	4,203	-2.8%	0.3%	-0.8%
Cost of risk	-211	-211	-324	-633	200.0%	200.0%	95.4%
Net operating income	4,114	3,980	3,913	3,570	-13.2%	-10.3%	-8.8%
Profit on subsidiaries and associates	49	48	31	28	-42.9%	-41.7%	-9.7%
Share of profit of pension scheme beneficiaries	-146	0	0	0	n.a.	n.a.	n.a.
Profit before income taxes	4,017	4,028	3,944	3,598	-10.4%	-10.7%	-8.8%
Income taxes	-636	-647	-605	-657	3.3%	1.5%	8.6%
Net profit	3,382	3,381	3,339	2,941	-13.0%	-13.0%	-11.9%
Minority profit/(loss)	81	81	94	67	-17.3%	-17.3%	-28.7%
Net profit attributable to equity holders	3,300	3,300	3,245	2,874	-12.9%	-12.9%	-11.4%

Consolidated income statement and balance sheet per quarters of 2014 in the format as reported and adjusted for the effects of deconsolidation of the Transformed Fund are available at <a href="https://www.kb.cz/en/about-the-bank/investor-relations">www.kb.cz/en/about-the-bank/investor-relations</a>

# **KB** consolidated group

Pension insurance	KB Penzijní společnost (100%)	Management company for Transformed Fund (pension fund with 545,000 clients) and for new pension funds in 2nd and 3rd pillars of the Czech pension system
Building society	Modrá pyramida stavební spořitelna (100%)	#3 largest building savings bank according to loan volume with 519,000 clients and approximately 1,000 strong agent distribution network
Consumer credit	ESSOX (50.93%)	Consumer credit and car finance company. #3 non-bank consumer loan provider in the Czech Republic
Insurance	Komerční pojišťovna (49%)	Universal insurance company focused on life insurance
Corporate services	KB, branch in Slovakia	KB's branch in Slovakia focuses on serving large corporate clients. It operates as a locally well-established focused corporate bank.
	Factoring KB (100%)	#2 on the Czech factoring market, offering domestic, foreign and reverse factoring
	SGEF Czech Republic (50.1%)	Leading provider of asset-backed financing in the Czech Republic and also active in Slovakia

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

		FY 2014	FY 2015	Change YoY
MPSS	Volume of new loans (CZK million)	3,441	6,298	83%
	Volume of total loans (gross, CZK million)	38,294	36,980	-3%
	Volume of deposits (CZK million)	72,396	68,547	-5%
	Number of clients	554,309	519,297	-6%
	Average number of FTEs	339	330	-3%
	Number of points of sale	215	215	0%
KB PS	Number of new contracts	26,915	24,527	-9%
	Number of clients	555,317	545,065	-2%
	Assets under management (CZK million)	40,568	45,137	11%
	of which in Transformed fund	39,628	43,201	9%
	Average number of FTEs	49	47	-4%
ESSOX	Volume of new contracts (CZK million)	4,460	4,462	0%
	Volume of total loans (gross, CZK million)	9,469	9,256	-2%
	Number of active clients	273,776	219,338	-20%
	Average number of FTEs	348	341	-2%

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

		FY 2014	FY 2015	Change YoY
Factoring KB	Factoring turnover (CZK million) Volume of total financing (gross, CZK million) Average number of FTEs	34,114 6,229 42	35,480 6,100 44	4% -2% 3%
KP	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	42,610 10,192 9,853 339 160	44,788 6,577 6,228 349 169	5% -35% -37% 3% 5%
SGEF	Volume of new financing (CZK million) Volume of total financing (gross, CZK million) Average number of FTEs	9,678 22,919 123	11,496 24,460 121	19% 7% -1%

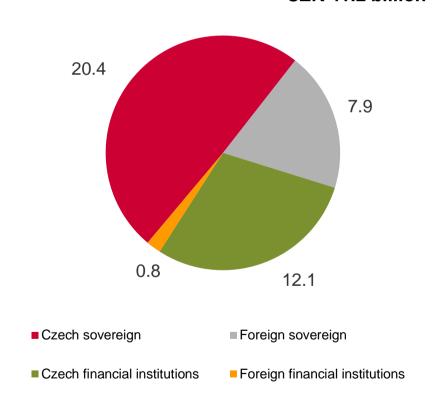
# Debt securities portfolio in the banking book

As of 31 December 2015

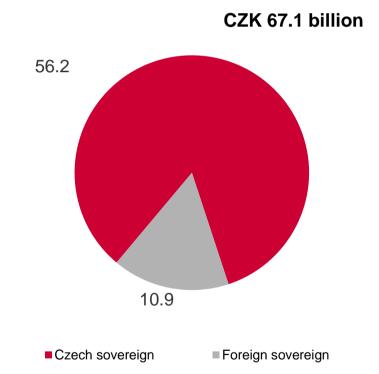
CZK billion

### Available-for-sale portfolio

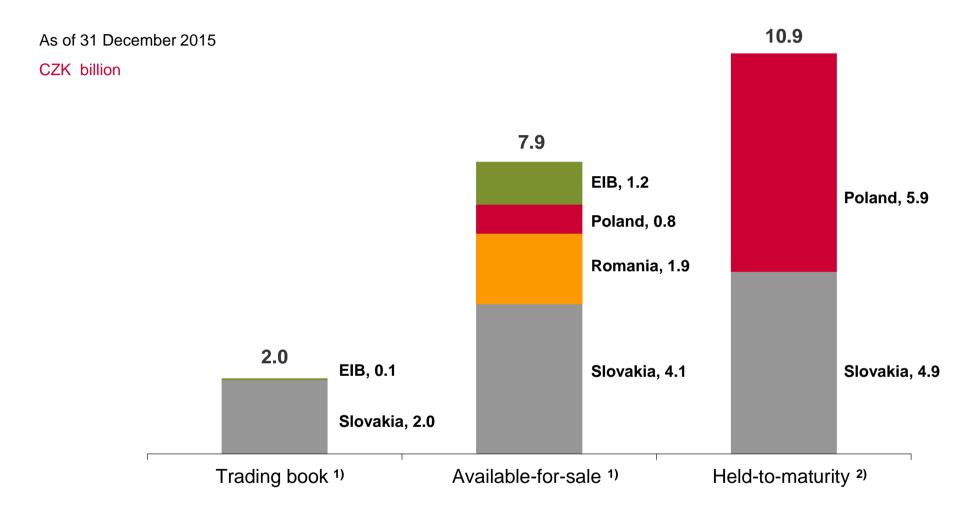
CZK 41.2 billion



### **Held-to-maturity portfolio**



# Foreign sovereign exposure



Measurement at [1] fair value; [2] amortised cost

# Macroeconomic environment – Czech Republic

Macroeconomic Indicators	2011	2012	2013	2014	2015*	2016*
Real GDP (%, average)	2.0	-0.8	-0.5	2.0	4.5	2.6
Inflation (%, average)	1.9	3.3	1.4	0.4	0.3	0.9
Household consumption (%, average)	0.3	-1.5	0.7	1.5	2.9	2.7
Unemployment (%, av., MLSA meth.)	6.6	6.8	7.8	7.6	6.4	5.4
M2 (%, average)	3.4	6.0	4.6	4.3	6.4	6.9
3M PRIBOR (%, average)	1.2	1.0	0.5	0.4	0.3	0.3
Potential of the market **	2011	2012	2013	2014	2015*	2016*
Loans / GDP (year-end)	57.3	58.4	61.7	61.8	63.3	65.3
Real estate loans / GDP (year-end)	19.2	20.0	20.9	21.1	21.7	22.7

72.5

25.1

77.4

25.9

81.9

26.8

80.6

26.8

81.9

27.6

83.8

28.8

Deposits / GDP (year-end)

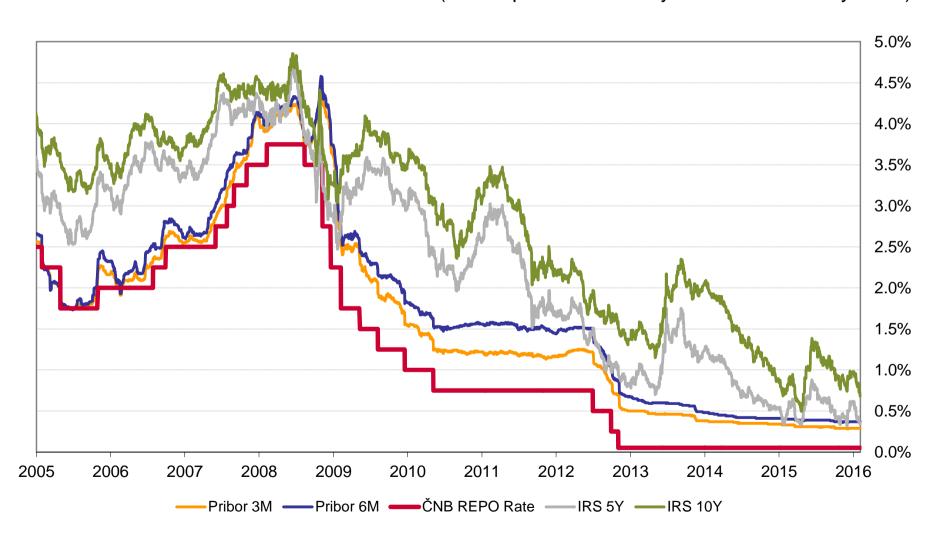
Household loans / GDP (year-end)

<sup>\*</sup> KB estimate

<sup>\*\*</sup> Banking sector, year end

### Interest rates evolution

(for the period 1 January 2005 – 4 February 2016)



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

(for the period 1 October 2001 – 4 February 2016)

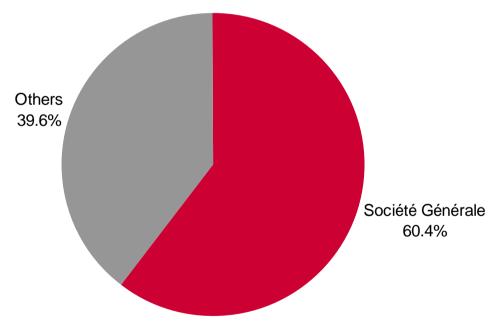


### **KB** shareholders

#### As of 31 December 2015

The number of shareholders comprised 45,118 corporate entities and private individuals.

Of the Bank's total share capital of CZK 19,004,926,000 divided into 38,009,852 shares with a nominal value of CZK 500 each, Société Générale S.A. holds 60.35%.



The Bank of New York Mellon ADR Department is, with the permission of the Czech National Bank, the holder of those shares for which Global Depository Receipts (GDRs) were issued and which are in the possession of a significant number of foreign investors.

KB held 238,672 own shares in treasury, representing 0.63% stake on registered capital.



### **Investor Relations**

Jakub Černý, Robert Janeček, Renata Swaczynová, Kamila Corbet

Tel.: +420 955 532 156, 955 532 734, 955 532 155

E-mail: investor\_relations@kb.cz - Internet: www.kb.cz