

## Komerční banka Group

Financial results as of 30 June 2017

According to International Financial Reporting Standards, consolidated, unaudited

Prague, 2 August 2017

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 June 2017, 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

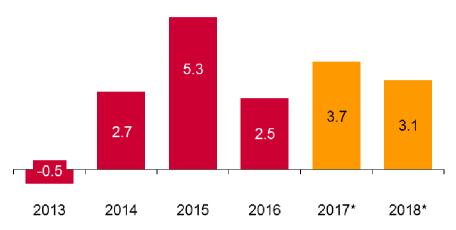
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## **Dynamic growth of the Czech economy**

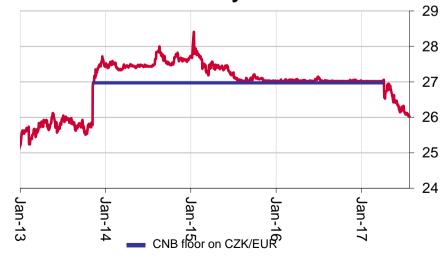
- GDP in 1Q17 up 1.5% QoQ, (+3.0% YoY) as private consumption and foreign demand remained strong. Investments contributed still negatively, due to delays in public infrastructure projects
- On the supply side, GDP was driven mainly by industry, growing at around 6% pace
- Unemployment (2.9% in June, according to Eurostat)
   the lowest in the European Union
- CPI inflation +2.3% YoY in June. Nominal wages up
   5.3% in 1Q17
- On 6 April, CNB removed floor on CZK/EUR.
   Subsequently, CZK appreciated by 3.6% in quite a smooth trend¹
- Monetary policy 2W repo rate stays at 0.05% with hints of a hike approaching
- Market rates: 3M PRIBOR still at 30 bps. 10Y IRS increased to 1.3%, 10Y CZGB around 100 bps¹

Notes: Source of indicators Czech Statistical Office, unless stated otherwise 1) as of 31 July 2017

#### Real GDP outlook (YoY, %)



## CZK appreciating smoothly following removal of the currency floor



Source: CNB, CSO, 2017-2018\* KB Economic & Strategy Research forecasts

## KB in first half 2017: strong and responsible participation to the Czech economic growth



Solid growth of business volumes

Improving commercial offer and tools

Recognised for long-term partnerships with employees

Important increase in bottom line result

- KB Group's lending to clients expanded by 5.1% year on year to CZK 599.8 billion
- Total client deposits rose by 11.8% from year earlier to CZK 771.2 billion
- Assets of KB Group's clients in mutual funds, pension savings and life insurance climbed by 8.8% to CZK 157.3 billion
- SGEF has become a partner of the Expanze (Expansion) programme for financing SMEs' investments in equipment and fixed assets. It is supported by the Czech government's development bank CMZRB
- KB launched a new CRM front-end application in retail banking. It covers the full scope of KB's offer in this segment while upgrading the service level and quality of relationships with clients
- Clients showed great appreciation for limited edition payment cards featuring their favourite comic superheroes (Wonder Woman, Superman, Batman). In co-operation with Warner Bros., KB was the first bank on the Czech market to introduce such cards
- KB was awarded second place in the Employer of the Year 2017 competition for the category of companies with more than 5,000 employees. In Prague region, KB was named Employer of the Year 2017 in the same category
- Revenues reached CZK 15.6 billion. Recurring revenues were up by 2.0%, driven by gains from financial operations, boosted by extraordinary hedging activity of clients around removal of the currency floor. Net interest income and net fees slightly declined
- Recurring operating costs grew by 1.9%, less than the inflation
- Net release of provisions for loan losses amounting to CZK 0.1 billion, as a result of successful recovery performance and favourable economic conditions
- Net profit was up 15.0% both in reported as well as recurring view. Excluding extraordinary contributions related to restructuring of KB's portfolio of headquarters buildings it amounted to CZK 6.8 billion. Including this one-off item, reported net profit reached CZK 7.7 billion

## Selected deals of the second quarter of 2017

Manufacturing



Revolving Credit Facility

CZK 6,750,000,000

Mandated Lead Arranger and Bookrunner

2017

**Consumer Financing** 



HOME CREDIT B.V.

Syndicated Term Facility

EUR 650,000,000

Joint Mandated Lead Arranger and Joint Bookrunner / Original Lender

2017

Automotive



#### AAA AUTO INTERNATIONAL A.S.

Syndicated term and revolving credit facility

CZK 1,592,609,500 EUR 23,250,000 EUR 20,000,000

Lender

2017

Energy



NET4GAS, S.R.O.

Multicurency Financing

EUR 347,100,000

Lender nad Facility Agent

2017

**Energy** 



OTE. A.S.

Syndicated overdraft and revolving facility

CZK 4,000,000,000

lender



Mandated lead arranger, Facility Agent and

2017

**Public sector** 

#### STATUTÁRNÍ MĚSTO PARDUBICE

Municipal Loan

CZK 1,000,000,000

Complex bank services provider

2017

Transportation



Dopravní podnik města České Budějovice, a.s.

Investment Financing

CZK 500,000,000

Complex bank services provider

2017

Manufacturing



AG FOODS Group a.s. + Biogena CB s.r.o.

Acquisition Financing

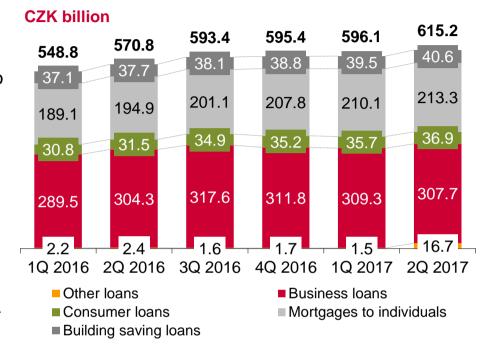
CZK 438,000,000

Complex bank services provider

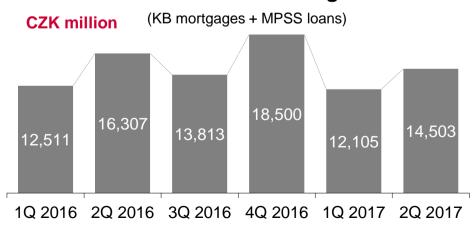
2017

## Dynamic retail lending, corporate borrowing affected by abundant liquidity

- Gross loans (excluding repo) up by 5.1% YoY¹, +0.6% QoQ to CZK 599.8 billion. Total Loans and advances to customers +7.8% YoY, +3.2% QoQ to CZK 615.2 billion
- Group housing loans +9.2% YoY, of which
  - Mortgages +9.5% YoY to CZK 213.3 billion
  - Modrá pyramida's loan portfolio +7.7% to CZK 40.6 billion
- Consumer loans (KB + ESSOX + retail lending by PSA Finance) up by 17.1% YoY to CZK 36.9 billion. Excluding retail financing by PSA, consumer loans expanded by 11.2%
- Business loans up 1.1% YoY, of which:
  - Small businesses (KB) +5.0% to CZK 33.2 bil.
  - Corporations (incl. Factoring KB) +0.4% to
     CZK 249.0 billion. Excluding wholesale financing
     by PSA, corporate loans down by 0.6%
  - SGEF (leasing) +3.3% to CZK 25.5 billion



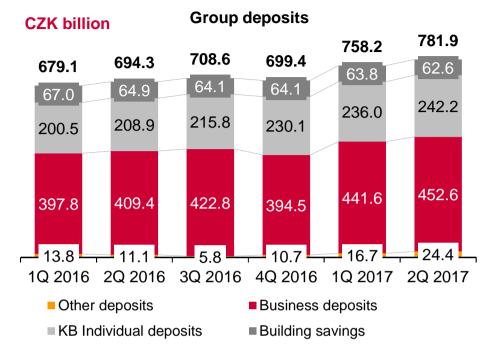
#### Sales volume of housing loans



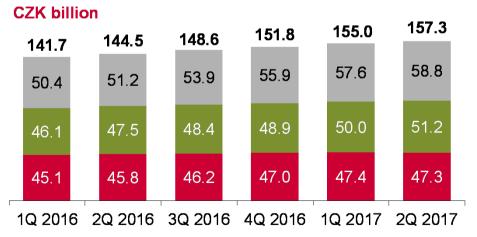
# Fast growth in deposits commensurate to inflow of liquidity onto the market

- Standard Group deposits (excluding repo) grew by +11.8% YoY to CZK 771.2 billion, +1.7% QoQ. Total amounts due to clients +12.6% YoY, +3.1% QoQ.
- Deposits from business clients +10.6% YoY to CZK 452.6 billion
- KB (bank) deposits from individuals +15.9% YoY to CZK 242.2 billion
- MPSS building savings -3.5% YoY to CZK 62.6 billion, influenced by repricing
- Current accounts +14.8% to CZK 570.3 billion, term and savings accounts +4.4% to CZK 193.6 billion
- Clients' pension assets +7.9% to CZK 51.2 billion
- KP life insurance technical reserves rose by 3.1% YoY to CZK 47.3 billion
- AUM in mutual funds (sold by KB+MPSS) increased by 14.8% YoY to CZK 58.8 billion

#### Deposits and other assets under management



#### Non-bank assets under management



- ■AUM in mutual funds
- Client assets managed by KB Pension company
- KP life insurance technical reserves

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## Net result boosted by clients' extraordinary hedging activity on CZK rate, release of provisions

Profit and Loss Statement		Reported			Recurring	
(CZK million, unaudited)	1H 2016	1H 2017	Change YoY	1H 2016	1H 2017	Change YoY
Net interest income	10,446	10,313	-1.3%	10,446	10,313	-1.3%
Net fees & commissions	3,408	3,225	-5.4%	3,408	3,225	-5.4%
Income from financial operations	2,359	1,992	-15.6%	1,400	1,992	42.3%
Other income	65	100	53.8%	65	100	53.8%
Net banking income	16,279	15,630	-4.0%	15,319	15,630	2.0%
Personnel expenses	-3,429	-3,630	5.9%	-3,429	-3,630	5.9%
General admin. expenses (excl. regulatory funds)	-2,029	-2,089	3.0%	-2,029	-2,089	3.0%
Resolution and similar funds	-874	-854	-2.3%	-874	-854	-2.3%
Depreciation, impairment and disposal of assets	-864	60	+/-	-864	-757	-12.4%
Operating costs	-7,196	-6,513	-9.5%	-7,196	-7,330	1.9%
Gross operating income	9,083	9,116	0.4%	8,123	8,300	2.2%
Cost of risk	-788	103	+/-	-788	103	+/-
Net operating income	8,295	9,219	11.1%	7,335	8,403	14.6%
Profit on subsidiaries and associates	97	108	11.3%	97	108	11.3%
Profit before income taxes	8,392	9,327	11.1%	7,432	8,511	14.5%
Income taxes	-1,492	-1,446	-3.1%	-1,310	-1,525	16.4%
Net profit	6,899	7,881	14.2%	6,122	6,986	14.1%
Minority profit/(loss)	205	184	-10.2%	205	184	-10.2%
Net profit attributable to equity holders	6,695	7,697	15.0%	5,917	6,802	15.0%

#### Note for recurring figures:

<sup>1</sup>H 2016: Adjusted for the reimbursement for KB's stake in VISA Europe Ltd (CZK 959 mil. in NPFO, CZK -182 mil. in Income taxes)

<sup>1</sup>H 2017: Adjusted for net positive contribution from the sale and revaluation of KB's headquarters buildings (CZK 817 mil. in Depreciation, impairment and disposal of fixed Assets, CZK 79 mil. in Income taxes).

## Balance sheet structure influenced by inflow of deposits

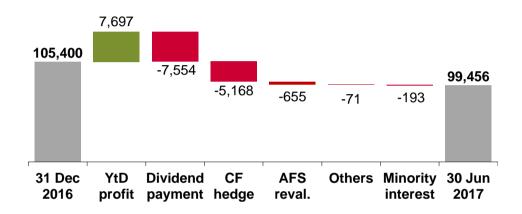
Balance Sheet (CZK million, unaudited)	30 Jun 2016 Reported	31 Dec 2016 Reported	30 Jun 2017 Reported	YoY	Ytd
Assets	939,782	922,737	1,039,362	10.6%	12.6%
Cash and balances with central bank	143,035	112,241	214,365	49.9%	91.0%
Amounts due from banks	55,151	51,771	61,452	11.4%	18.7%
Loans and advances to customers (net)	555,813	580,198	601,634	8.2%	3.7%
Securities and trading derivatives	135,723	134,591	123,974	-8.7%	-7.9%
Other assets	50,061	43,935	37,936	-24.2%	-13.7%
Liabilities and shareholders' equity	939,782	922,737	1,039,362	10.6%	12.6%
Amounts due to banks	61,773	54,124	88,165	42.7%	62.9%
Amounts due to customers	694,320	699,377	781,919	12.6%	11.8%
Securities issued	15,752	13,423	15,106	-4.1%	12.5%
Other liabilities	65,290	50,412	54,716	-16.2%	8.5%
Shareholders' equity	102,648	105,400	99,456	-3.1%	-5.6%

## Shareholders' equity lower year-to-date due to impact of higher interest rates on revaluation of hedges

#### Contributions to equity in 1H 2017

- Shareholders' equity declined year to date by 5.6% to CZK 99.5 billion
- Profit generation was offset by payment of the annual dividend in May of CZK 7.6 billion
- Higher market interest rates pushed down revaluation gains on cash flow hedges and available-for-sale securities (10Y IRS rate went up to 1.29% on 30 June 2017 from 0.89% on 31 December 2016)
- AFS revaluation gains also influenced by gradual amortisation of securities reclassified from the AFS to HTM portfolio in 2014
- Total regulatory capital = Core Tier 1 capital amounted to CZK 74.2 billion, up +12.6% YoY driven by accrual of retained earnings

As of 30 June 2017, CZK -1,511 million was transferred from Other comprehensive income (Cash flow hedging) to Net profit (net of tax)



#### Shareholders' equity

(CZK million)	30/6/2017
Share capital & reserve funds	78,716
Current year attributable net profit	7,697
Others	425
Equity for adjusted ROAE calculation	86,838
Cash flow hedge	6,212
AFS securities' fair value changes	2,769
Minority equity	3,638
Total Shareholders' equity	99,456

## Improved capital and profitability indicators

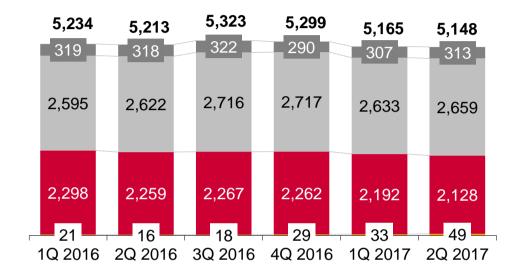
	Reported			Recurring	
(year-to-date)	30/6/2016	31/12/2016	30/6/2017	30/6/2016	30/6/2017
Capital adequacy (reported, comprising only Core Tier 1	15.3%	16.2%	16.5%		
Total risk weighted assets (CZK billion)	429.8	442.9	451.3		
Risk weighted assets for credit risk (CZK billion)	363.8	376.9	381.5		
Net interest margin (NII/Av. interest bearing assets), annualised	2.5%	2.5%	2.3%		
Loans (net) / deposits ratio (excl. repo operations with clients)	80.6%	83.6%	76.0%		
Cost / income ratio	44.2%	44.2%	41.7%	47.0%	46.9%
Return on average equity (ROAE), annualised	13.3%	13.4%	15.6%	11.8%	14.0%
Adjusted return on average equity (adjusted ROAE), annualised *	16.3%	16.0%	17.7%	14.4%	15.9%
Return on average regulatory capital	20.2%	19.8%	21.1%	17.9%	18.8%
Return on average assets (ROAA), annualised	1.5%	1.5%	1.6%	1.3%	1.4%
Earnings per share (CZK), annualised	71	72	82	63	72
Average number of employees during the period	8,434	8,458	8,455		

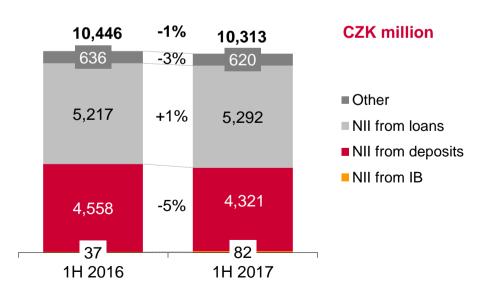
 Contribution to the regulatory capital from a part of the AFS revaluation reserve related to disposable securities in AFS portfolio amounted to 25 bps of Total capital and Core Tier 1 adequacy, as of 30 June 2017

<sup>\*)</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)

## NII underpinned by volume growth

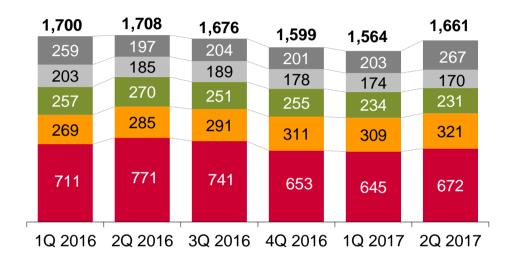
- NII in 1H 2017 -1.3% YoY. NII in 2Q 2017 -0.3% QoQ
- NII from loans supported by volumes. Pressure on lending margin continued in the overliquid market
- Decline in spreads from consumer loans driven by competition and optimisation by clients (loan refinancing / consolidation)
- Current reinvestment opportunities on the market still yielding less than the average yields on existing and maturing placements
- The net interest margin narrowed to 2.3% in 1H 2017 from 2.5% one year earlier, affected by still low reinvestment yields and a strong inflow of deposits

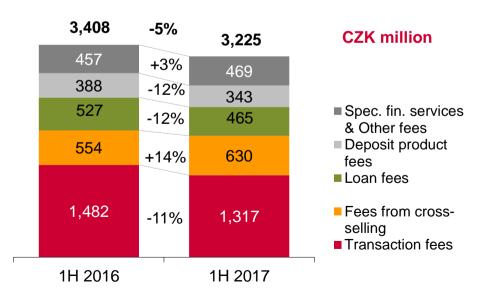




## Positive trend in fees from cross-selling and for services with higher added value

- NFC in 1H 2017 down by 5.4% YoY. 2Q +6.2% QoQ
- Deposit product fees More rewards paid out in the MojeOdměny loyalty programme. Lower number of accounts in Modrá pyramida due to repricing of old contracts
- Loan fees lower mortgage fees. Temporary drop in ESSOX linked to acquisition of PSA and the new consumer credit law. Lower prepayment fees in Modrá pyramida. Competitive pressure on service margins at Factoring KB
- Fees from cross-selling driven by rising volume of client assets under management
- Transaction fees rising number of transactions, mainly card and foreign. YoY impact from sale of merchant acquiring business from 4Q 2016
- Specialised financial services and other fees higher fee income from syndications, custody and depositary services, while income from guarantees and trade finance products declined

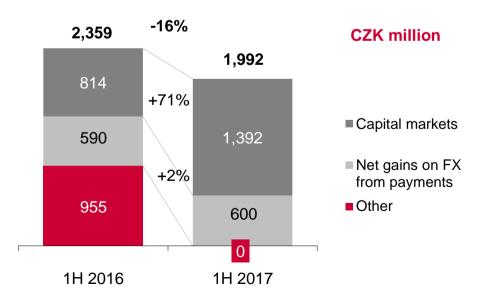




## Elevated client activity around end of currency floor

- NPFO in 1H 2017 down by 15.6% YoY due to last year's gain from VISA Europe share\*. Excluding this one-off, NPFO was up by strong 42.3%
- In 2Q 2017, NPFO -10.5% QoQ because the clients' currency hedging activity had been exceptionally strong before the CNB removed its floor on CZK exchange rate on 6 April.
- Client demand for currency hedging calmed down after the CNB eliminated the floor
- Demand for IR hedging improves with expectations of interest rates starting to increase
- The fees and commissions from FX transactions grew along with increasing foreign transactions turnover

<sup>1.626</sup> 373 297 1,051 941 826 734 652 739 653 504 441 956 361 293 315 308 293 296 1Q 2016 2Q 2016 3Q 2016 4Q 2016 1Q 2017 2Q 2017

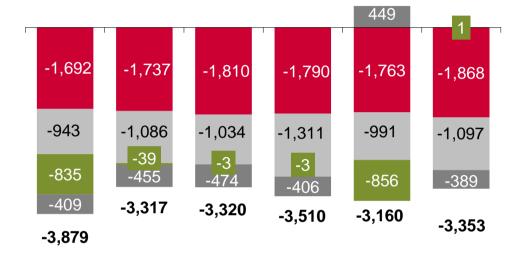


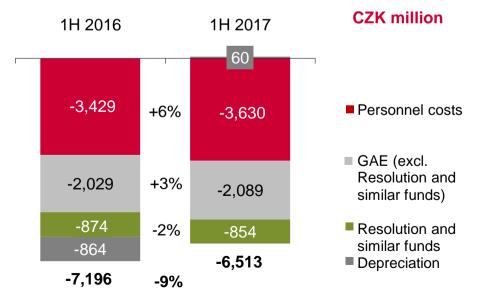
<sup>\*</sup> One-off reimbursement of CZK 959 million (before tax) for KB's stake in VISA Europe, recognised in 2Q 2016

### Cost increase responsible

- Recurring OPEX in 1H 2017 grew by 1.9% YoY, less than inflation. Recurring 2Q 2017 down by 15.7% QoQ due to recognition of full year cost of regulatory funds in the first quarter (IFRIC 21)
- Reported OPEX in 1H 2017 decreased by 9.5% YoY, 2Q 2017 +6.1% QoQ due to net gain from the sale and revaluation of KB's headquarters buildings¹
- Personnel expenses up 5.9% YoY. Average number of employees +0.3%. New contribution to employee share ownership plan. Increased bottlenecks on the labour market
- Higher investment in marketing, real estate costs linked to rationalisation of buildings portfolio
- Recurring D&A down mainly due to finished amortisation of certain software

#### 1Q 2016 2Q 2016 3Q 2016 4Q 2016 1Q 2017 2Q 2017





#### Notes:

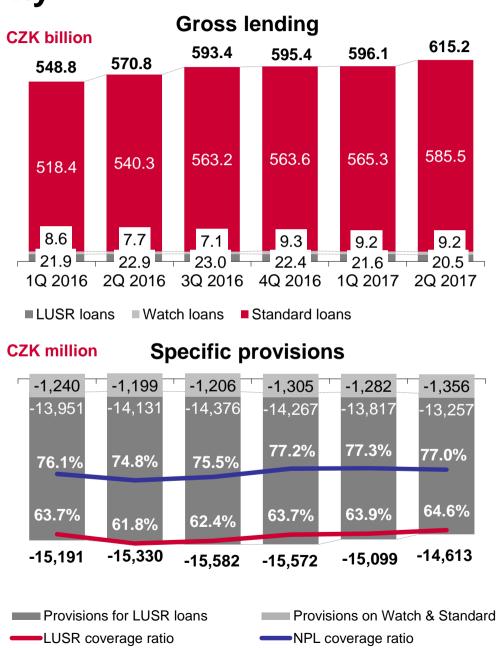
1) CZK 817 million in depreciation and CZK 79 mil. in taxes booked in 1Q 2017

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## Persisting sound asset quality

- Loan exposure +7.8% YoY, QoQ +3.2%
- LUSR exposure ratio down to 3.3% (vs. 4% in 2Q 2016) and NPL exposure ratio down to 2.2% (vs. 2.5% in 2Q 2016) driven by exposure growth, successful recovery, low default rates and write-offs
- Provision coverage ratio for LUSR portfolio slightly up to 64.6% (vs. 61.8% in 2Q 2016), for NPL portfolio slightly up to 77% (vs. 74.8% in 2Q 2016) both driven by additional provisions increase on a few defaulted Corporate clients. QoQ stable



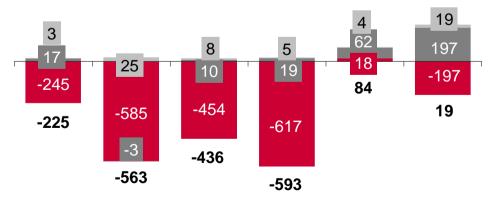
## Cost of risk at exceptionally low level

- CoR in 1H 2017 at CZK 103 million in comparison with CZK -788 million in 1H 2016
- YtD Cost of Risk in 1H 2017 at exceptionally low level of -3 bps
- Cost of Risk on Corporates at 13 bps in 1H 2017 (vs. 64 bps in 1H 2016) driven by good recoveries and low number of new defaults without any single big exposure
- Very low Cost of Risk on Retail at -16 bps in 1H 2017 (vs. -1 bps in 1H 2016) driven by extraordinary good recoveries and low number of defaults. Individuals at -18 bps in 1H 2017 (vs. -7 bps in 1H 2016). Retail Small Business flat at satisfactory level of 47 bps in 1H 2017 (vs. 47 bps in 1H 2016)
- 1H 2017 Cost of Risk on Retail significantly influenced by income from sales of defaulted receivables

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



## **Total Cost of Risk development** (CZK million) 1Q 2016 2Q 2016 3Q 2016 4Q 2016 1Q 2017 2Q 2017



- CoR non-commercial
- CoR Retail (commercial)
- CoR Corporates (commercial)

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#### Number of clients and distribution network

- KB Group's 2.4 million clients, of which
  - KB bank 1,654,000 clients (0%)
  - MPSS 482,000 clients (-4%)
  - KBPS 533,000 clients (-1%)
  - ESSOX (Group) 212,000 active clients (+1%)

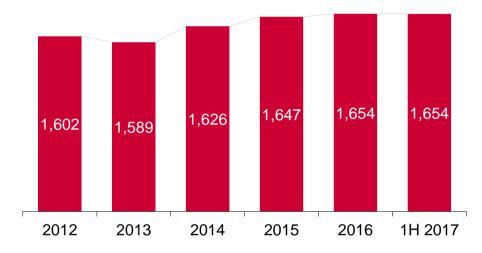
#### Network

- 390 branches for retail clients, 10 corporate divisions and 4 divisions for large corporate clients in CZ, 1 in Slovakia
- 769 ATMs (of which 201 deposit ATMs)
- MPSS: 216 points of sale; approx. 1,000 sales agents
- SGEF: 7 branches in CZ, 2 in Slovakia

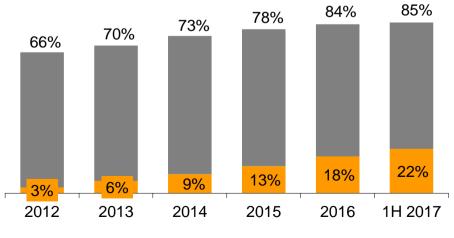
#### Direct Channels

- 1,400,000 clients (i.e. 85% 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**



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

Profit and Loss Statement	2Q 2016	1Q 2017	2Q 2017	Change YoY	Change QoQ
(CZK million, unaudited)				101	QUQ
Net interest income	5,213	5,165	5,148	-1.2%	-0.3%
Net fees & commissions	1,708	1,564	1,661	-2.8%	6.2%
Income from financial operations	1,626	1,051	941	-42.1%	-10.5%
Other income	38	41	59	55.3%	43.9%
Net banking income	8,585	7,821	7,809	-9.0%	-0.2%
Personnel expenses	-1,737	-1,763	-1,868	7.5%	6.0%
General admin. expenses (excl. regulatory funds)	-1,086	-991	-1,097	1.0%	10.7%
Resolution and similar funds	-39	-856	1	+/-	+/-
Depreciation, impairment and disposal of assets	-455	449	-389	-14.5%	+/-
Operating costs	-3,317	-3,160	-3,353	1.1%	6.1%
Gross operating income	5,268	4,661	4,456	-15.4%	-4.4%
Cost of risk	-563	84	19	+/- *	-77.4%
Net operating income	4,705	4,745	4,474	-4.9%	-5.7%
Profit on subsidiaries and associates	46	55	53	15.2%	-3.6%
Profit before income taxes	4,750	4,800	4,527	-4.7%	-5.7%
Income taxes	-839	-615	-831	-1.0%	35.1%
Net profit	3,911	4,185	3,696	-5.5%	-11.7%
Minority profit/(loss)	110	104	80	-27.3%	-23.1%
Net profit attributable to equity holders	3,801	4,081	3,616	-4.9%	-11.4%

## Recurring P&L – quarterly view

Profit and Loss Statement	2Q 2016	1Q 2017	2Q 2017	Change	Change
(CZK million, unaudited)	recurring	recurring	recurring	YoY	QoQ
Net interest income	5,213	5,165	5,148	-1.2%	-0.3%
Net fees & commissions	1,708	1,564	1,661	-2.8%	6.2%
Income from financial operations	666	1,051	941	41.3%	-10.5%
Other income	38	41	59	55.3%	43.9%
Net banking income	7,625	7,821	7,809	2.4%	-0.2%
Personnel expenses	-1,737	-1,763	-1,868	7.5%	6.0%
General admin. expenses (excl. regulatory funds)	-1,086	-991	-1,097	1.0%	10.7%
Resolution and similar funds	-3	-856	1	+/-	+/-
Depreciation, impairment and disposal of assets	-455	-368	-389	-14.5%	5.7%
Operating costs	-3,281	-3,978	-3,353	2.2%	-15.7%
Gross operating income	4,344	3,843	4,456	2.6%	16.0%
Cost of risk	-563	84	19	+/- *	-77.4%
Net operating income	3,781	3,927	4,474	18.3%	13.9%
Profit on subsidiaries and associates	46	55	53	15.2%	-3.6%
Profit before income taxes	3,827	3,982	4,527	18.3%	13.7%
Income taxes	-664	-694	-831	25.2%	19.7%
Net profit	3,163	3,288	3,696	16.8%	12.4%
Minority profit/(loss)	110	104	80	-27.3%	-23.1%
Net profit attributable to equity holders	3,053	3,184	3,616	18.4%	13.6%

#### Notes:

2Q 2016: Adjusted for the reimbursement for KB's stake in VISA Europe Ltd (CZK 959 mil. in NPFO, CZK -182 mil. in Income taxes) and for difference between final amount of Resolution and similar funds for FY 2016 and the amount already booked in 1Q 2016. 1Q 2017: Adjusted for net positive contribution from the sale and revaluation of KB's headquarters buildings.

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

	1H 2016	1H 2017	YoY		
Modrá pyramida (100%), #2 building savings & loans company					
Volume of new loans (CZK million) Volume of total loans (gross, CZK million) Volume of deposits (CZK million) Number of clients Average number of FTEs Number of points of sale	4,723 37,698 64,936 503,104 332 217	7,054 40,602 62,591 482,246 330 216	49% 8% -4% -4% 0% 0%		
KB Penzijní společnost (100%), a manager of pension funds					
Number of new contracts Number of clients Assets under management (CZK million) of which in Transformed fund Average number of FTEs	16,224 540,216 47,481 45,022 47	16,636 533,150 51,237 48,174 47	3% -1% 8% 7% 0%		
ESSOX (50.93%), #2 non-bank consumer lender and car financing company					
Volume of new contracts (CZK million) Volume of total loans (gross, CZK million) Number of active clients Average number of FTEs	2,390 9,406 210,090 344	3,621 14,709 212,185 393	52% 56% 1% 14%		

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

	1H 2016	1H 2017	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	17,402 6,647 45	20,252 7,437 45	16% 12% 1%	
Komerční pojišťovna (49%), a universal insurance company				
Volume of technical reserves (CZK million)	45,841	47,255	3%	
Premium written (CZK million)	3,788	3,518	-7%	
of which in life insurance	3,537	3,241	-8%	
of which in non-life insurance	251	276	10%	
Average number of FTEs	182	187	3%	
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	5,542 24,728 123	5,413 25,538 126	-2% 3% 2%	

## **Macroeconomic environment – Czech Republic**

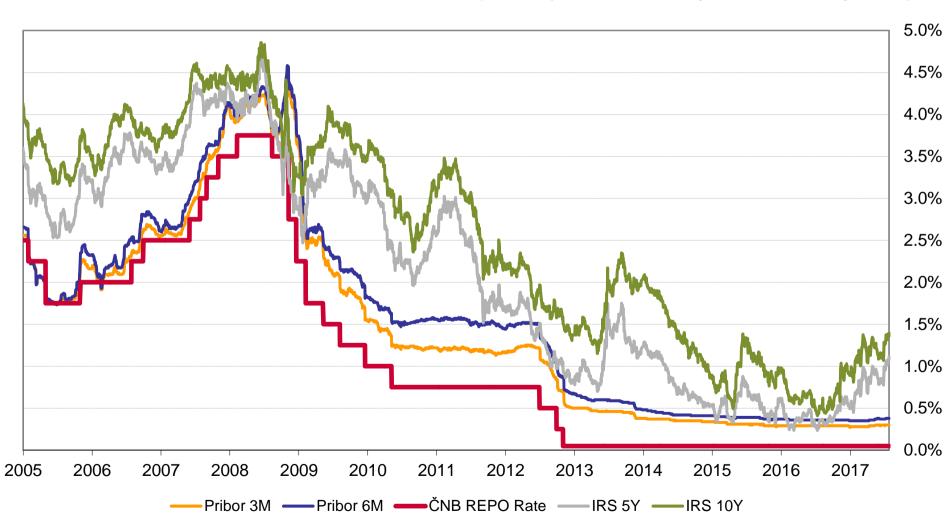
Macroeconomic Indicators	2013	2014	2015	2016	2017*	2018*
Real GDP (%, average)	-0.5	2.7	5.4	2.5	3.7	3.1
Inflation (%, average)	1.4	0.4	0.3	0.7	2.3	2.2
Household consumption (%, average)	0.5	1.8	3.8	3.6	3.5	3.5
Unemployment (%, av., MLSA meth.)	7.8	7.6	6.4	5.4	4.2	3.8
M2 (%, average)	4.7	5.4	7.9	8.6	10.3	9.5
3M PRIBOR (%, average)	0.5	0.4	0.3	0.3	0.4	1.0
Potential of the market **	2013	2014	2015	2016	2017*	2018*
Loans / GDP (year-end)	61.4	61.1	60.5	61.8	63.0	62.2
Real estate loans / GDP (year-end)	20.8	20.9	21.1	22.1	22.4	21.6
Deposits / GDP (year-end)	81.5	79.7	76.6	79.0	80.3	80.5
Household loans / GDP (year-end)	26.7	26.5	26.9	27.9	28.3	27.4

<sup>\*</sup> KB estimate

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

### Interest rates evolution

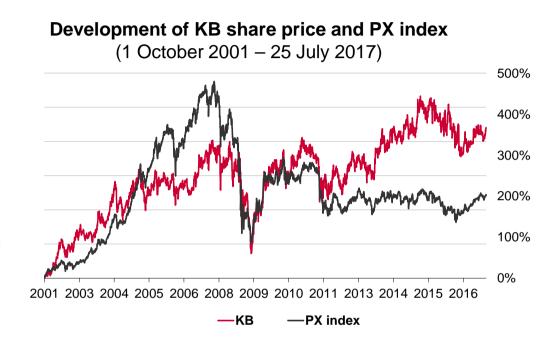
(for the period 1 January 2005 – 25 July 2017)



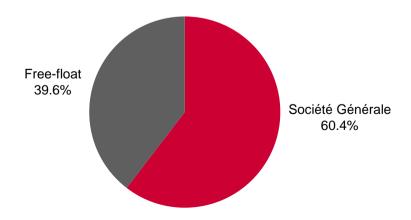
#### **KB #1 listed Czech bank**

#### As of 30 June 2017

- The Bank had 46,224 shareholders as of the end of the quarter (+398 year on year), of which 41,215 were private individuals from the Czech Republic (+971 year on year).
- 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



#### Shareholder structure





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