## Key financial and operating data

| Income statement (in EUR million) | 2014 | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 4,495.2 | 4,444.7 | 4,374.5 | 4,353.2 | 4,582.0 |
| Net fee and commission income | 1,869.8 | 1,861.8 | 1,783.0 | 1,851.6 | 1,908.4 |
| Net trading result and gains/losses from financial instruments at FVPL | 242.3 | 210.1 | 272.3 | 210.5 | 193.7 |
| Operating income | 6,877.9 | 6,771.8 | 6,691.2 | 6,669.0 | 6,915.6 |
| Operating expenses | -3,787.3 | -3,868.9 | -4,028.2 | -4,158.2 | -4,181.1 |
| Operating result | 3,090.7 | 2,902.9 | 2,663.0 | 2,510.8 | 2,734.6 |
| Impairment result from financial instruments | -2,083.7 | -729.1 | -195.7 | -132.0 | 59.3 |
| Other operating result | -1,752.9 | -635.6 | -665.0 | -457.4 | -304.5 |
| Pre-tax result from continuing operations | -727.7 | 1,639.1 | 1,950.4 | 2,077.8 | 2,495.0 |
| Net result attributable to owners of the parent | -1,382.6 | 968.2 | 1,264.7 | 1,316.2 | 1,793.4 |
|  |  |  |  |  |  |
| Cost/income ratio | 55.1\% | 57.1\% | 60.2\% | 62.4\% | 60.5\% |
| Tax rate | -71.7\% | 22.2\% | 21.2\% | 19.7\% | 13.3\% |
| Return on tangible equity | -15.8\% | 10.8\% | 12.3\% | 11.5\% | 15.2\% |
| Earnings per share (in EUR) | -3.23 | 2.27 | 2.93 | 2.94 | 4.02 |
|  |  |  |  |  |  |
| Balance sheet (in EUR million) | Dec 14 | Dec 15 | Dec 16 | Dec 17 | Dec 18 |
| Cash and cash balances | 7,835 | 12,350 | 18,353 | 21,796 | 17,549 |
| Trading, financial assets | 50,131 | 47,542 | 48,320 | 42,752 | 43,930 |
| Loans and advances to banks | 7,442 | 4,805 | 3,469 | 9,126 | 19,103 |
| Loans and advances to customers | 120,834 | 125,897 | 130,654 | 139,532 | 149,321 |
| Intangible assets | 1,441 | 1,465 | 1,390 | 1,524 | 1,507 |
| Miscellaneous assets | 8,604 | 7,685 | 6,775 | 5,929 | 5,382 |
| Total assets | 196,287 | 199,743 | 208,227 | 220,659 | 236,792 |
| Financial liabilities held for trading | 7,746 | 5,867 | 4,762 | 3,423 | 2,508 |
| Deposits from banks | 14,803 | 14,212 | 14,631 | 16,349 | 17,658 |
| Deposits from customers | 122,583 | 127,946 | 138,013 | 150,969 | 162,638 |
| Debt securities issued | 31,140 | 29,654 | 27,192 | 25,095 | 29,738 |
| Miscellaneous liabilities | 6,573 | 7,257 | 7,027 | 6,535 | 5,381 |
| Total equity | 13,443 | 14,807 | 16,602 | 18,288 | 18,869 |
| Total liabilities and equity | 196,287 | 199,743 | 208,227 | 220,659 | 236,792 |
|  |  |  |  |  |  |
| Loan/deposit ratio | 98.6\% | 98.4\% | 94.7\% | 92.4\% | 91.8\% |
| NPL ratio | 8.5\% | 7.1\% | 4.9\% | 4.0\% | 3.2\% |
| NPL coverage (exc collateral) | 68.9\% | 64.5\% | 69.1\% | 68.8\% | 73.0\% |
| Texas ratio | 55.8\% | 48.1\% | 34.6\% | 29.2\% | 24.5\% |
| Total own funds (CRR final, in EUR million) | 15,853 | 17,284 | 18,893 | 20,337 | 20,891 |
| CET1 capital ratio (CRR final) | 10.6\% | 12.0\% | 12.8\% | 12.9\% | 13.5\% |
| Total capital ratio (CRR final) | 15.6\% | 17.2\% | 18.2\% | 18.2\% | 18.1\% |
|  |  |  |  |  |  |
| About the share | 2014 | 2015 | 2016 | 2017 | 2018 |
| Shares outstanding at the end of the period | 429,800,000 | 429,800,000 | 429,800,000 | 429,800,000 | 429,800,000 |
| Weighted average number of outstanding shares | 427,533,286 | 426,726,297 | 426,668,132 | 426,679,572 | 426,696,221 |
| Market capitalisation (in EUR billion) | 8.3 | 12.4 | 12.0 | 15.5 | 12.5 |
| High (in EUR) | 29.71 | 29.04 | 29.59 | 37.99 | 42.38 |
| Low (in EUR) | 17.02 | 18.97 | 18.87 | 27.46 | 28.1 |
| Closing price (in EUR) | 19.24 | 28.91 | 27.82 | 36.105 | 29.05 |
| Price/earnings ratio | n.a. | 12.8 | 9.5 | 11.8 | 7.0 |
| Dividend per share (in EUR) | 0.00 | 0.50 | 1.00 | 1.20 | 1.40 |
| Payout ratio | 0.0\% | 22.2\% | 34.0\% | 39.2\% | 33.6\% |
| Dividend yield | 0.0\% | 1.7\% | 3.6\% | 3.3\% | 4.8\% |
| Book value per share | 22.9 | 25.6 | 27.8 | 30.0 | 31.1 |
| Price/book ratio | 0.8 | 1.1 | 1.0 | 1.2 | 0.9 |
|  |  |  |  |  |  |
| Additional information | Dec 14 | Dec 15 | Dec 16 | Dec 17 | Dec 18 |
| Employees (full-time equivalents) | 46,067 | 46,467 | 47,034 | 47,702 | 47,397 |
| Branches | 2,792 | 2,735 | 2,648 | 2,565 | 2,507 |
| Customers (in million) | 16.2 | 15.8 | 15.9 | 16.1 | 16.2 |

The figures for the comparative period 2014 are restated according to IAS 8 (for details about the resulting retrospective changes in the presentation, please refer to chapter B on significant accounting policies in the 2015 consolidated financial statements).
CRR: Capital Requirements Regulation
Shares outstanding include Erste Group shares held by savings banks that are members of the Haftungsverbund (cross-guarantee system).

