

Mandatory disclosure

Inside Information

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3Q 2017 Results

9 November 2017

According to IFRS, Consolidated

Today's presentation

	Presenter
1 Key Highlights	Tomáš Spurný
2 Sales Performance	Jan Novotný & Andrew Gerber
3 Financial Performance	Philip Holemans
4 Risk performance	Carl Normann Vökt
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2017 Financial KPIs Guidance

Metrics	Results		2017 guidance ³	
	2016	3Q 2017	Initial ⁴	Revised ⁵
Loan Growth (YoY) ¹	4.1%	10.1%	high single digit	high single digit
Return on Tangible Equity ²	15.3%	17.5%	~ 14%	~ 16%
Consolidated Net Profit	CZK 4.1bn	CZK 3.1bn	~ CZK 3.4bn	~ CZK 3.9bn
Cost to Income	45.1%	44.6%	upper mid 40s	upper mid 40s
Cost Base	CZK 5.0bn	CZK 3.5bn	< CZK 4.9bn	~ CZK 4.8bn ⁵
Cost of Risk	93bps	46bps	100-110bps	50-60bps
NPL Ratio	6.3%	4.4%	< 6%	< 5%
Total NPL Coverage	82.5%	81.1%	~ 80%	~ 80%
CET1 Ratio	20.5%	18.1%	> 17%	> 17%

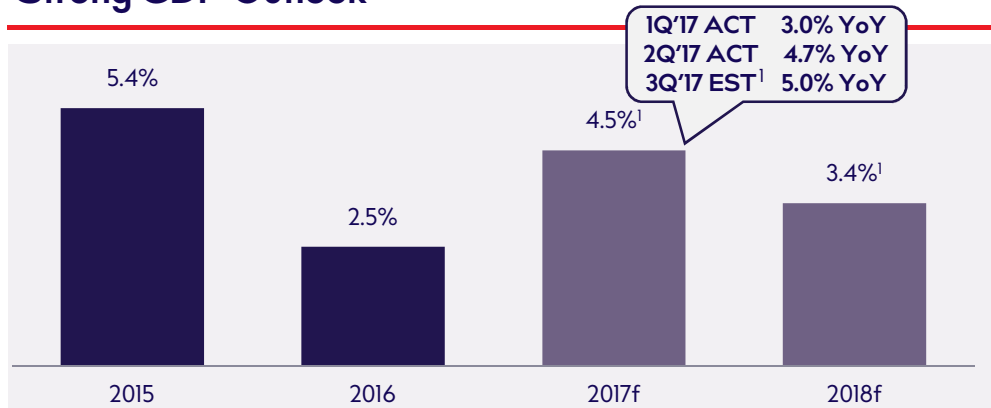
Management intends to propose to shareholders for their approval 2017 dividend payout significantly above 70% of consolidated net profit⁶

Notes: (1) Gross performing loan growth; (2) Reported RoTE; (3) See slides "Forward-looking statements" and "Material Assumptions for forward-looking statements" below, including material assumptions for the 2017 guidance; (4) Announced on 10 February 2017; (5) Revised in 3Q'17 except Cost Base which was updated in 1Q'17; (6) Subject to corporate, regulatory and regulator's limitations and approval of the Annual General Meeting to be held in 2018;

Macroeconomic environment

Outlook positive, 2nd repo rate hike of additional 25bps effective from 3rd November 2017

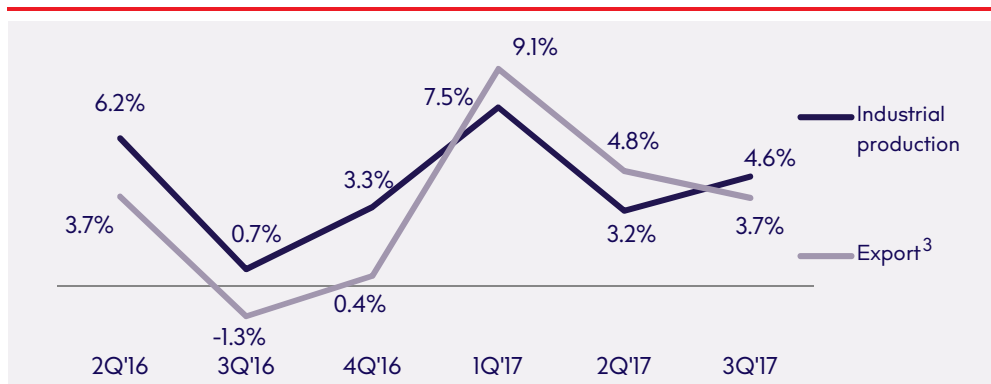
Strong GDP Outlook



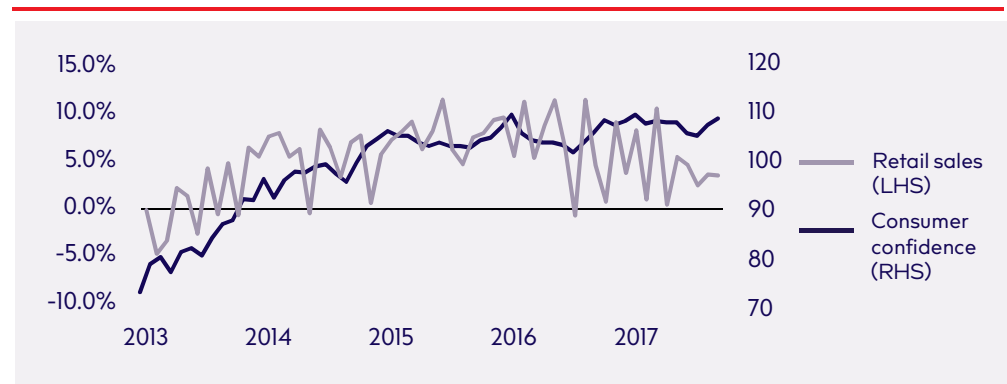
Key Macroeconomic Indicators²

	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17
3M PRIBOR	0.29%	0.29%	0.29%	0.28%	0.30%	0.40%
Unemployment	5.4%	5.3%	5.0%	5.1%	4.2%	3.9%
Inflation	0.2%	0.6%	1.5%	2.5%	2.2%	2.5%
EUR/CZK	27.0	27.0	27.0	27.0	26.5	26.1
Banks' NPL ratio	5.3%	5.2%	4.8%	4.5%	4.3%	4.0%

Industrial Production and Export²



Consumer Confidence and Retail Sales

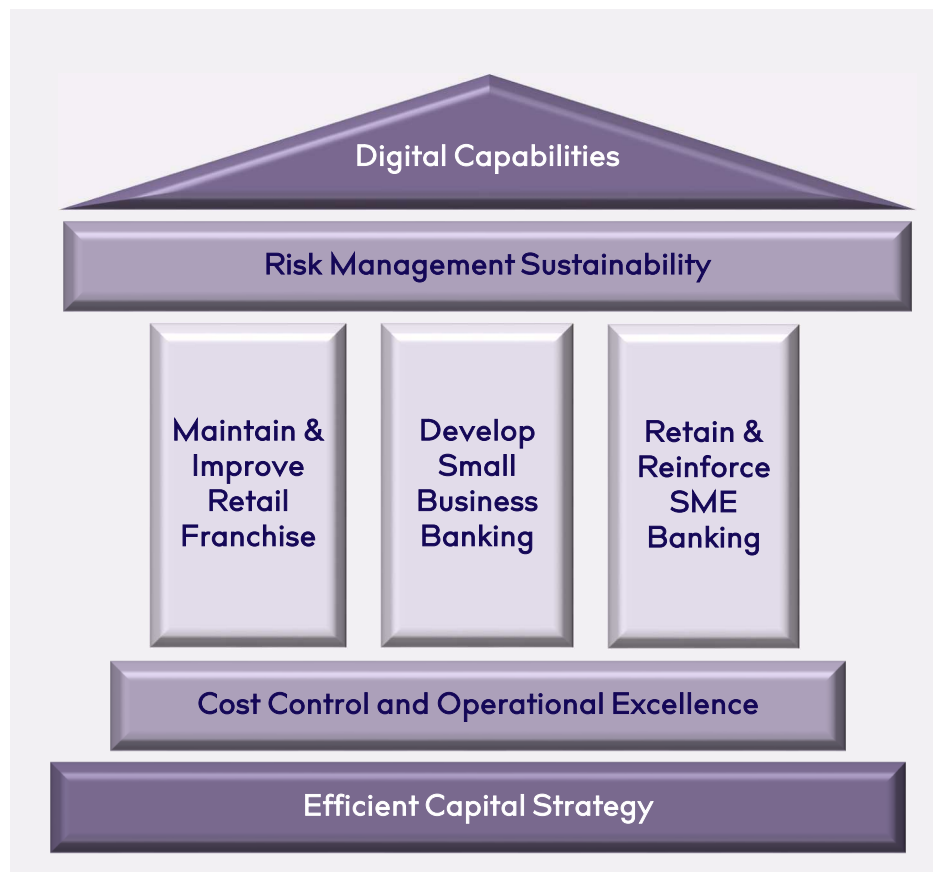


Source: Czech Statistical Office, Ministry of Labour, Ministry of Finance, Czech National Bank, Latest (revised) data;

Notes: (1) Latest CNB forecast (http://www.cnb.cz/en/monetary_policy/forecast/); (2) All data except Bank's NPL ratio represents quarterly averages; (3) Export following national concept;

Executing on strategy

Accelerating growth, CET1 ratio medium term target remains unchanged



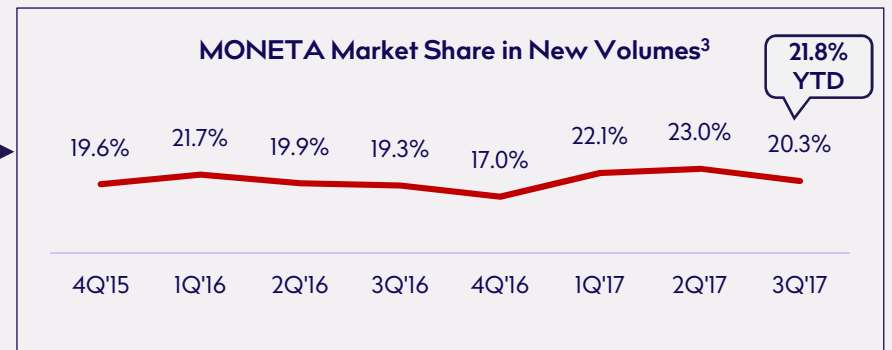
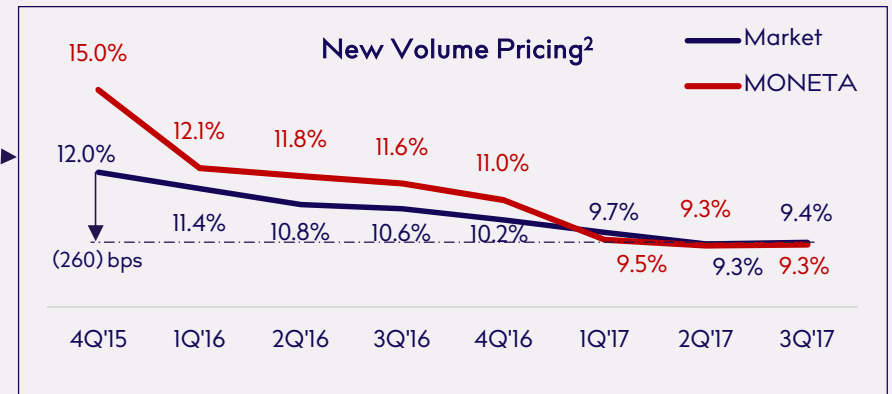
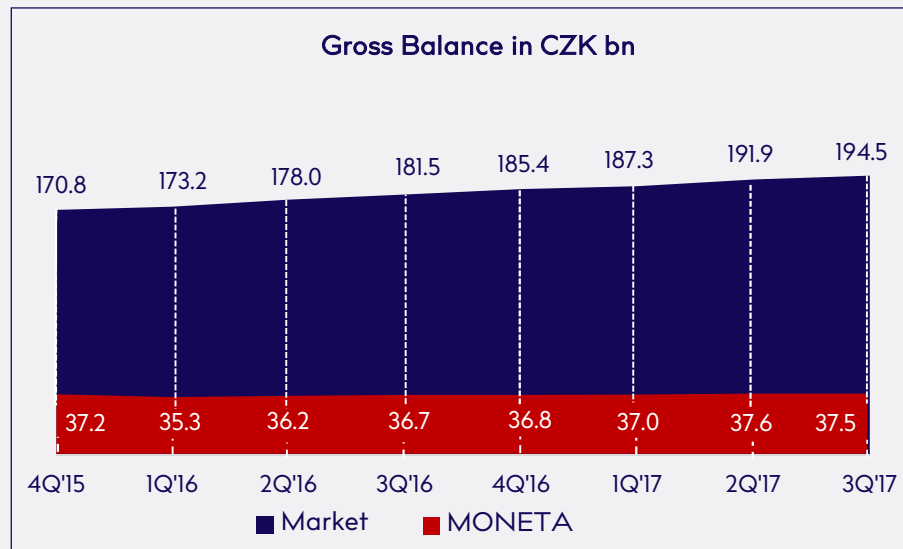
Notes: (1) Gross performing loans and receivables to customers; (2) Mortgage book includes American mortgages; (3) Source: market data based on signed contracts from Hypoindex.cz (4) Does not include net profit for 9 months of 2017; (5) Management target of 15.5% CET1 consists of (a) 11% total SREP capital ratio (b) 2.5% conservation buffer (c) 1% countercyclical buffer (including additional 0.5% effective from 1st July 2018); (6) CNB may re-asses SREP capital requirement on the basis of further CNB's oversight activities or at least annually.

- ✓ 10.1% YoY growth of gross performing loan book¹, equally spread between retail and commercial, accelerated high single digit growth (7.5% YTD growth)
- ✓ 171.9% YoY growth of new mortgage production², achieving market share of 3.8%³ and net balance growth of 22.7% YoY
- ✓ 153.2% YoY growth in small business production in 3Q'17, resulting in net balance growth of 43.5% YoY
- ✓ Launched fully digital unsecured loan for existing retail and small business customers in 3Q'17
- ✓ 46bps incurred Cost of Risk, positively driven by monetization of non-performing loans and favorable macroeconomic situation
- ✓ 4.0% YoY reduction in operating expenses with Cost to Income ratio of 44.6%
- ✓ 18.1%⁴ CET1 ratio remains solid against 15.5% CET1 medium term target⁵. Capital adequacy requirement confirmed by CNB⁶ at 14% (total SREP capital ratio of 11% and 2.5% covering conservation and 0.5% countercyclical buffers). Excess capital at CZK 2.9bn.

Overview of consumer lending market dynamics

Consumer lending prices showing signs of stabilisation

Consumer loans portfolio balances and new volume pricing¹



Notes: (1) Source: CNB ARAD, following CNB definition (includes Non-purposed and purposed consumer loans, Debt consolidations and American mortgages). New Volume pricing represented by annualized weighted average rate for residents denominated in CZK only. Portfolio balances in CZK bn, gross loans excluding non-residents and loans in foreign currencies; (2) Quarterly average of new volume pricing; (3) Includes new lending, consolidation and repricing; figures may defer from the previously reported market data due to standard CNB revision process;

Overall business performance

Delivered consolidated net profit of CZK 3.1bn, RoTE of 17.5%

<p>Growth +10.1%</p>	<ul style="list-style-type: none"> 10.1% YoY increase in gross performing loan portfolio¹, affirming commitment of high single digit growth 10.4% YoY growth in retail net performing loans, driven by mortgages² (net loans up 22.7% YoY) and net consumer loans (up 5.8% YoY, consumer loan production achieving market share of 21.8%³ in 1-3Q'17) 10.2% YoY growth in commercial net performing loans, driven by investment loans (net loans up 15.8% YoY) and small business lending (net loans up 43.5% YoY, with significant growth in small business instalment loan new production – up 153.2% YoY in 3Q'17)
<p>Income (6.9)%</p>	<ul style="list-style-type: none"> CZK 7.8bn of operating income, down 6.9% YoY, aiming to deliver CZK 10.3bn of operating income in line with 2017 guidance NIM at 4.6%, due to continuing pricing pressure and high liquidity in the market NII erosion slowing down in 3Q'17 due to growth and rate hike – trend to be confirmed in 4Q'17
<p>Cost (4)%</p>	<ul style="list-style-type: none"> CZK 145m lower operating expenses (down 4% YoY) 44.6% Cost to Income ratio On track to deliver CZK 4.8bn in line with revised full year guidance
<p>Risk 46bps</p>	<ul style="list-style-type: none"> 46bps Cost of Risk, supported by gain from NPL sales and favorable economic environment (core Cost of Risk at 68 bps) 4.4% NPL ratio, further reduction compared to 4Q'16 with stable total NPL coverage at 81.1% 2017 Cost of Risk currently expected to be 50bps to 60bps
<p>RoTE 17.5%</p>	<ul style="list-style-type: none"> CZK 3.1bn of consolidated net profit, targeting to deliver annual consolidated net profit of CZK 3.9bn CZK 23.7bn tangible equity, with total equity of CZK 25.0bn 17.5% Reported RoTE, Adjusted RoTE of 20.0% (calculated at 15.5% CET1 ratio⁴)
<p>CET1 18.1%</p>	<ul style="list-style-type: none"> CZK 114.6bn of RWA, up 4.8% YTD (vs. gross performing loan book growth of 7.5% YTD) 18.1% of CET1 ratio⁵ on consolidated basis, 18.7%⁵ on individual basis 15.5% CET1 ratio⁴ medium term target maintained and unchanged based on the results of completed SREP process⁶

Digital transformation progressing

Growing digital credit distribution capabilities

Digital transformation progress

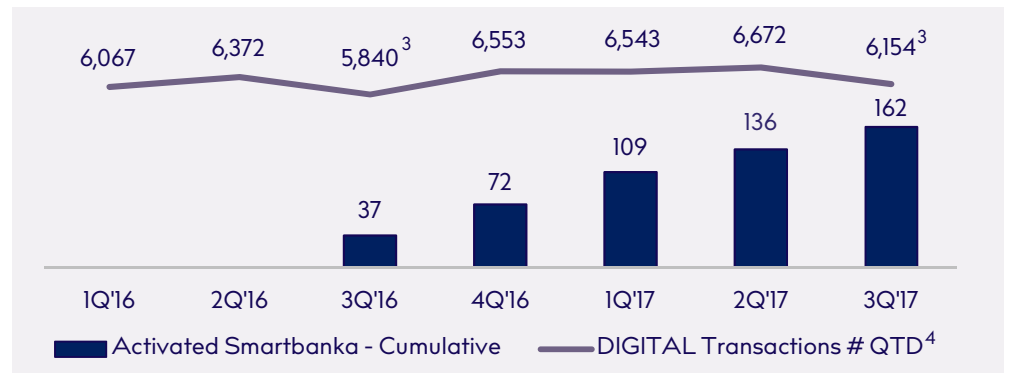
- **Fully digital pre-approved unsecured loans for existing retail and small business clients** disbursed within 10 minutes after confirmation¹
- **Foreign currency exchange for retail and small business clients** now available through Smart Banka
- **162ths registered Smart Banka users at the end of 3Q'17** confirms client preferences (newly added features e.g. multiple user profile management or TouchID payment authorization)

Forthcoming developments

- **Pilot of digitally enabled unsecured loan process for new-to-bank retail clients** via branch planned for 4Q'17
- **Travel insurance via internet and mobile banking** to be introduced by year end
- **Mobile payments** to be launched in 4Q'17 via Google's and Android Pay platform

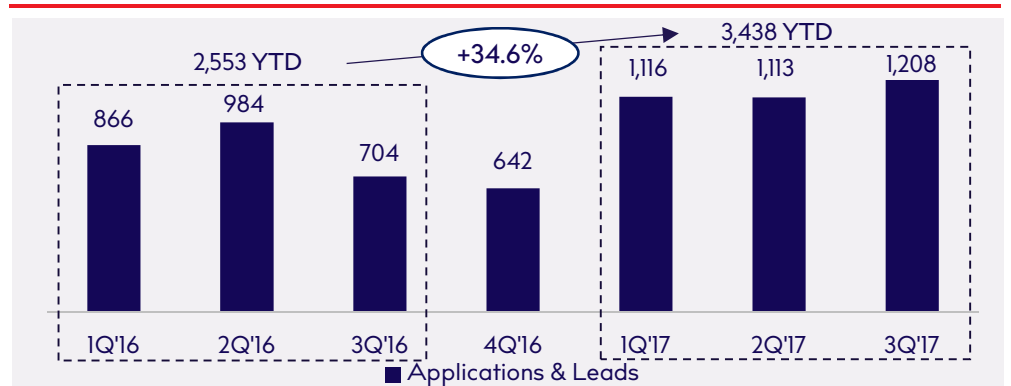
Increasing digital banking penetration²

ths



Consumer loan volumes originated online⁵

CZK m



Notes: Figures in chart may not add up due to rounding differences;

(1) Available from 2am to 8pm daily; (2) Smart Banka introduced in July 2016; (3) Impact of seasonality; (4) Digital transaction stands for transactions not originated via branch network; (5) Represents volume originated from online applications and leads (client with contact details);

Today's presentation

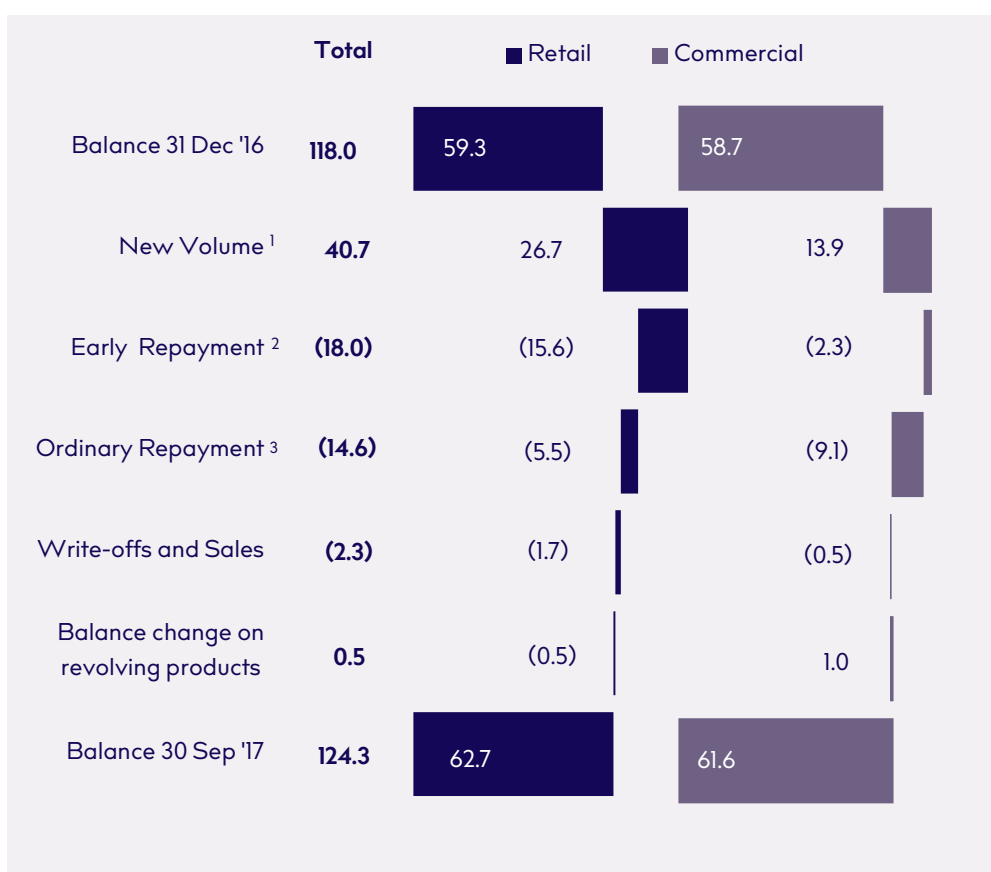
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Gross loan portfolio development

Strong balance growth amid gradually declining early repayments pressure

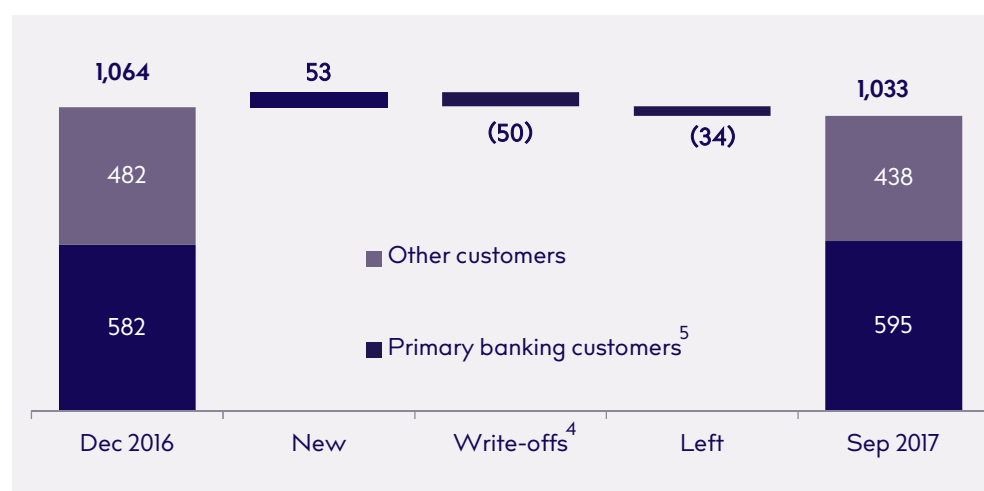
Gross loans and receivables to customers

CZK bn



Underlying client base stable

Nr. of clients, ths



- **CZK 6.3bn gross balance increase**, driven by strong growth in new production in both retail and commercial
- **CZK 18.0bn of early repayments mainly** driven by consumer loan repricing and internal consolidation, continuing trend in decline of external refinancing by **15.5% YoY (12.1% YoY in 1H'17)**
- **19,000 new clients added** on net basis excluding impact of NPL write-offs⁴

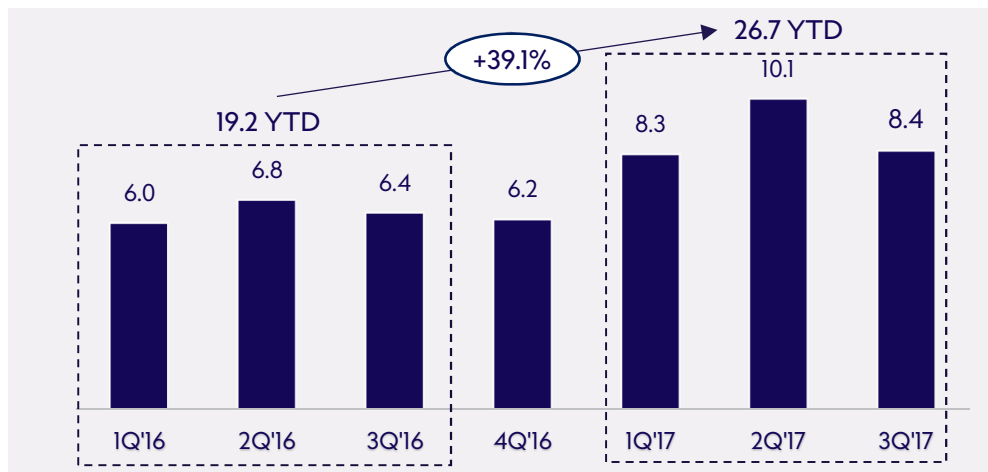
Notes: Figures in chart may not add up due to rounding differences;

(1) New volume excluding revolving loans and Other. New volume includes internal repricing for consumer loans only; (2) Early repayments represent full or partial repayments of principal balance outside of the ordinary repayment schedule – include internal refinancing of loan balances and exclude repayments of overdue balance, write-offs and debt sales; (3) Includes impact of FX revaluation; (4) Also includes 4ths customer accounts closures by MONETA; (5) Customer with credit income on current account of more than 7ths CZK at least 2 times in last 3 months;

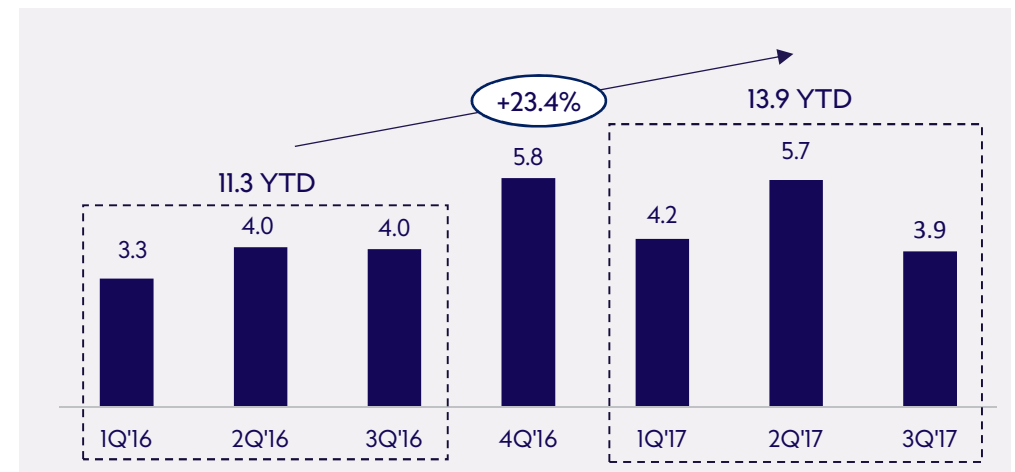
Net loan portfolio development

Strong balance growth in both retail and commercial despite seasonality

Total retail loans new volume¹ CZK bn



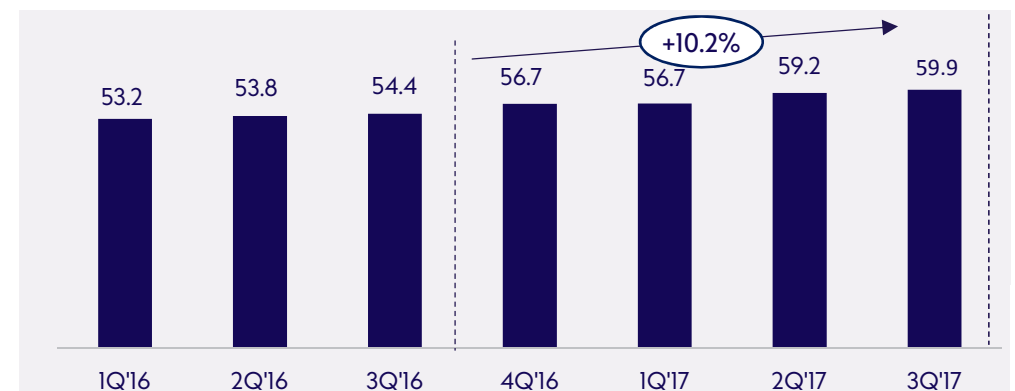
Total commercial loans new volume¹ CZK bn



Net retail loan performing balance CZK bn



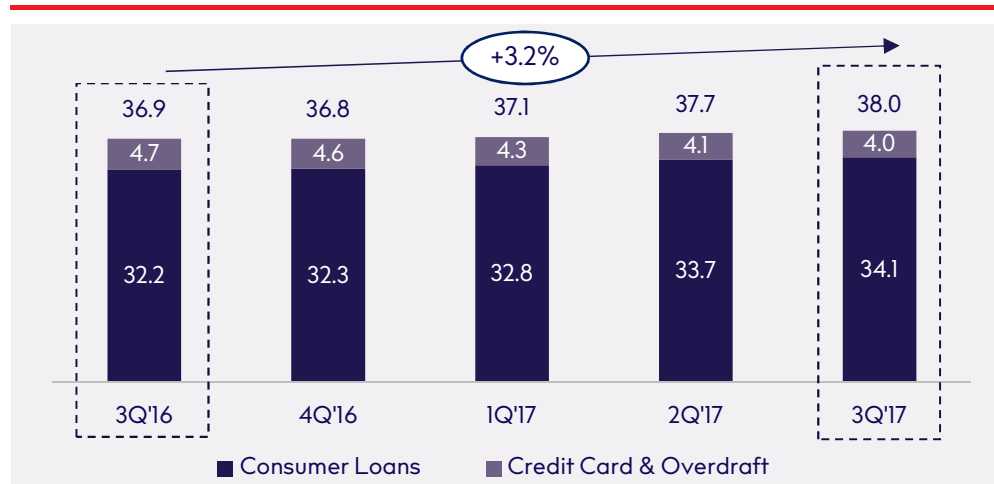
Net commercial loan performing balance CZK bn



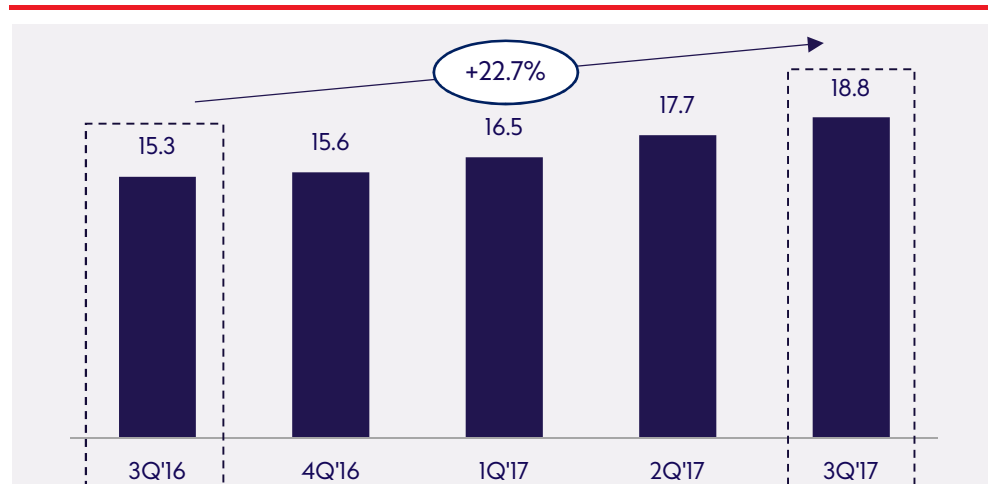
Net retail loan portfolio development

Continued growth across all instalment lending products, particularly in mortgages

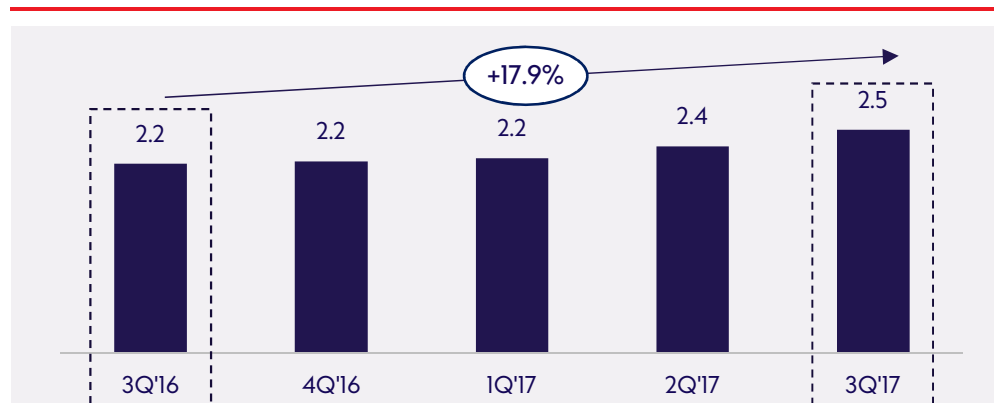
Unsecured retail net loan balance keeps growing CZK bn



Continuing growth in net mortgage book CZK bn



Auto net lending balance strong performance CZK bn



Highlights

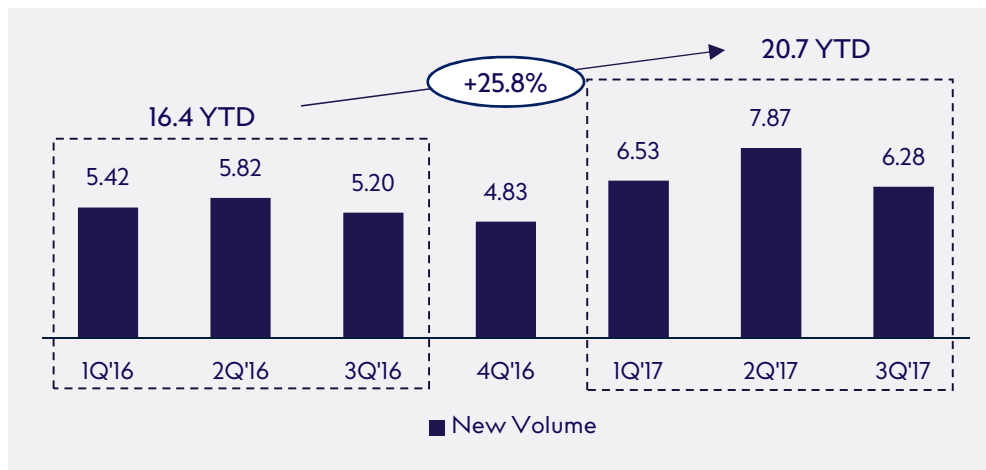
- 5.8% YoY growth in net consumer loans, stabilization of pricing in 3Q'17 due to seasonality
- 22.7% YoY increase of net mortgage book and achieved new production market share of 3.8%¹ in 3Q'17
- 17.9% YoY net balance increase in auto lending due to the favorable market conditions

Consumer loans production and balance attrition

Growth through strong production and proactive retention efforts

New consumer loans production

CZK bn

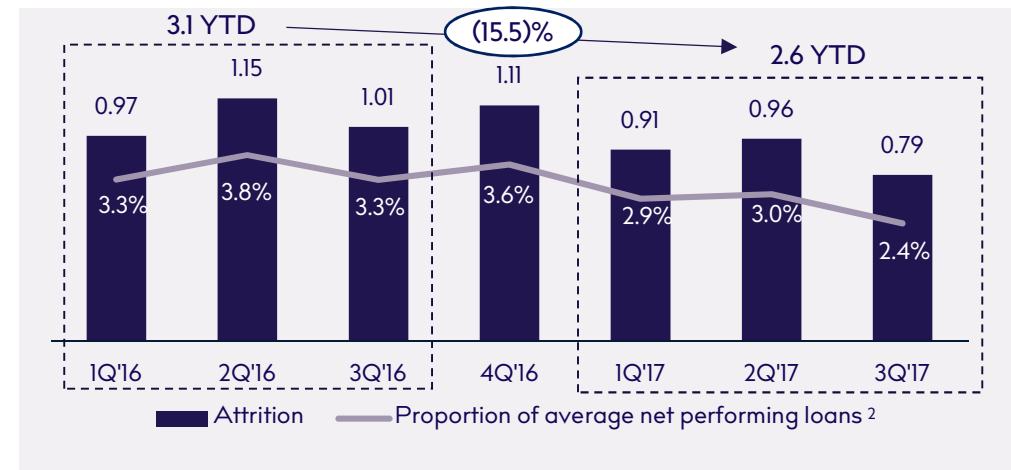


Highlights on new production

- **25.8% YoY production growth**, continued strong performance despite usual seasonality in 3Q'17
- **21.8% of new volume market share³** in 3Q'17 YTD (**19.4%** in 2016), observing rate stabilization in 3Q'17; however expecting pricing pressure to increase in 4Q'17 driven by seasonality
- **5.8% YoY balance growth** supported by continuing efforts to protect portfolio against competitors

External loan balance attrition¹

CZK bn



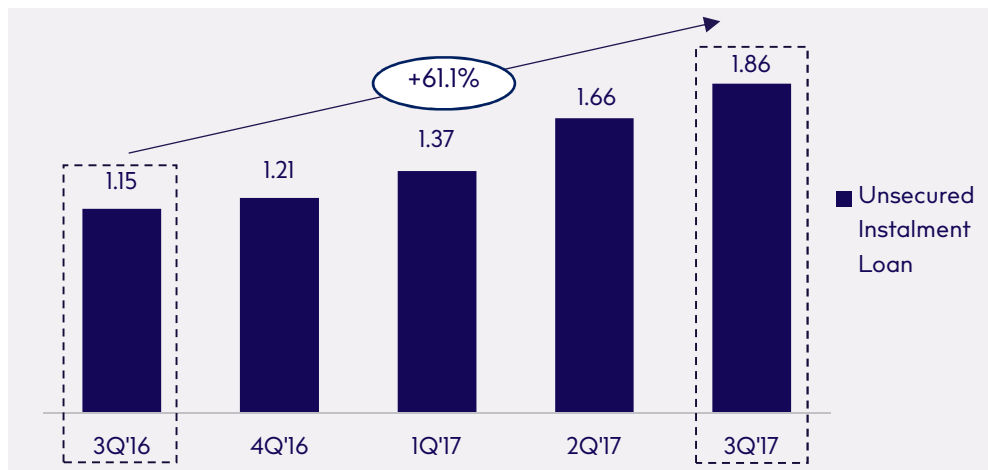
Highlights on retention efforts

- **15.5% YoY improvement** in preventing external refinancing of existing portfolio (**12.1%** in 1H'17)
- **External refinancing reduction** supported by predictive modelling as well as trigger based and win-back strategies
- **Call center retention team extensively trained and highly motivated** to retain consumer clients

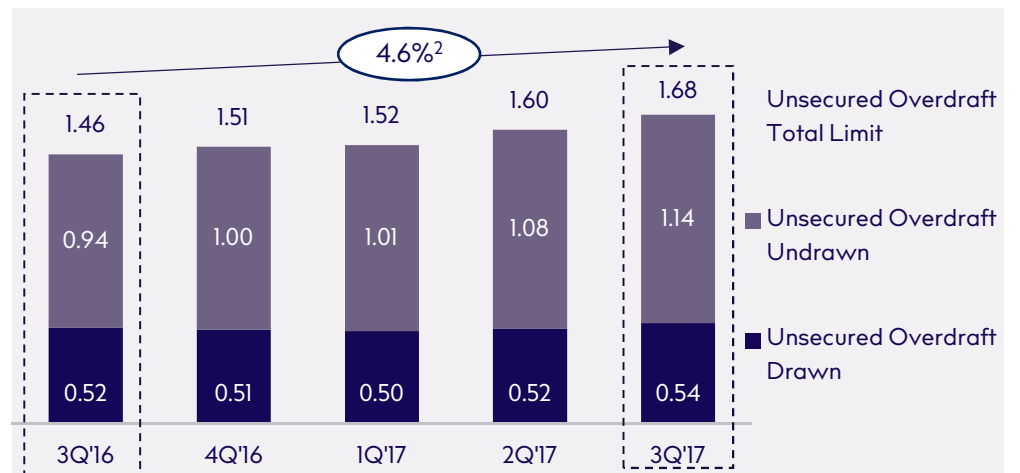
Small business net loan expansion

Significant growth in small business continues despite the seasonality in third quarter

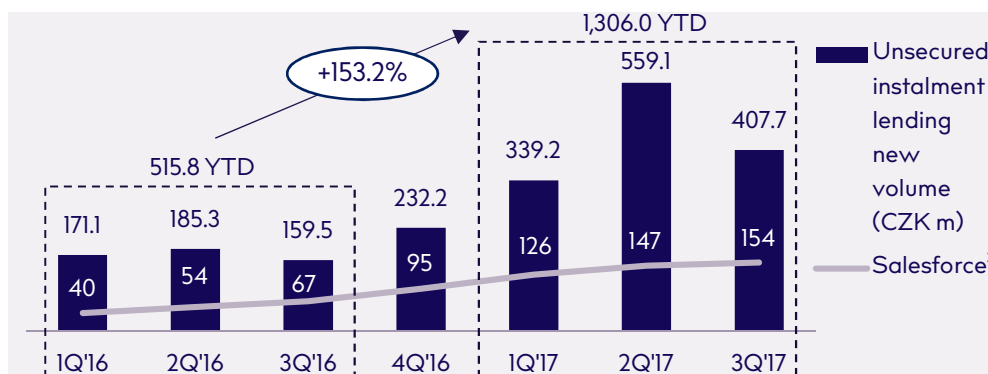
Small business net instalment lending balance CZK bn



Small business net overdraft draw-downs¹ CZK bn



Significant growth in new volumes



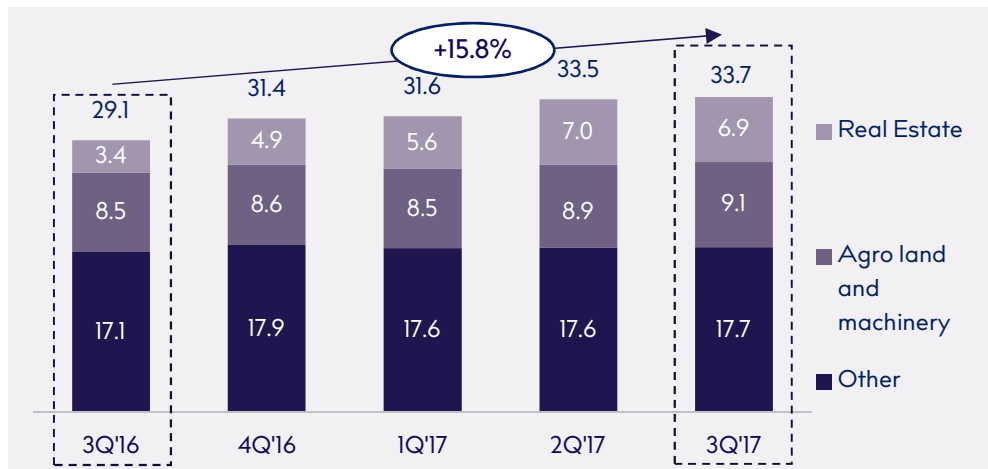
Highlights

- 43.5% YoY increase in net small business loan balance, with 61.1% YoY growth of net instalment loan balance while net overdraft¹ balance remained flat
- 153.2% YoY production growth in 3Q'17 in small business franchise with expanded network to 154 small business bankers³
- Fully digital small business loan launched via digital channels in 3Q'17 providing 19,000 existing customers of the bank the credit line with pre-approved limit

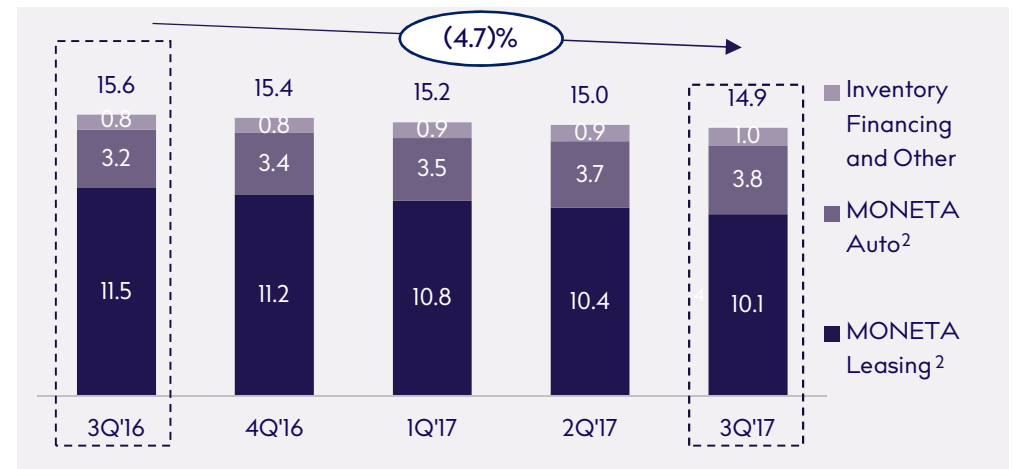
Net commercial loan portfolio development

Strong growth across all products, with exception of leasing

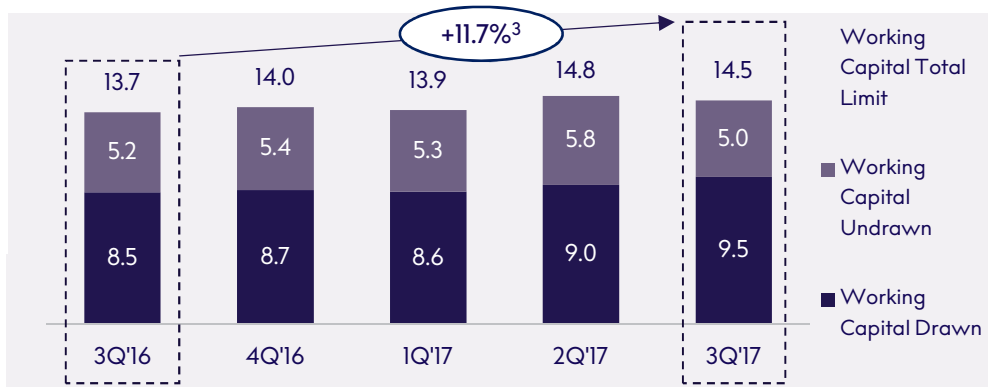
Investment loans portfolio balance CZK bn



Auto & equipment loans & leases balance¹ CZK bn



Working capital limits & portfolio balance CZK bn



Highlights

- 15.8% YoY strong growth recorded in net investment loans
- 11.7% YoY witnessed growth in net working capital receivables further supported by 5.6% YoY increase in working capital limits
- 18.4% YoY growth in MONETA Auto net commercial loan portfolio²
- Expected deceleration of commercial loan portfolio growth in 4Q'17 due to real estate early repayments

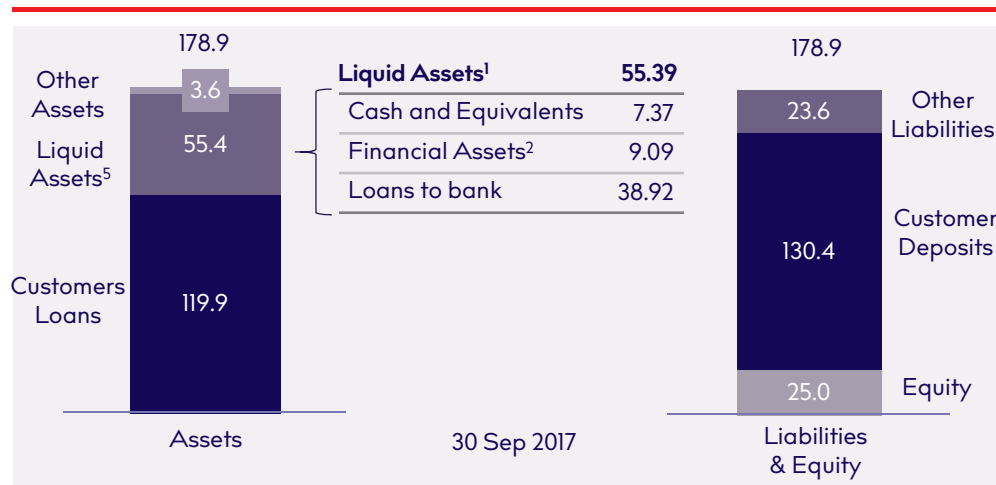
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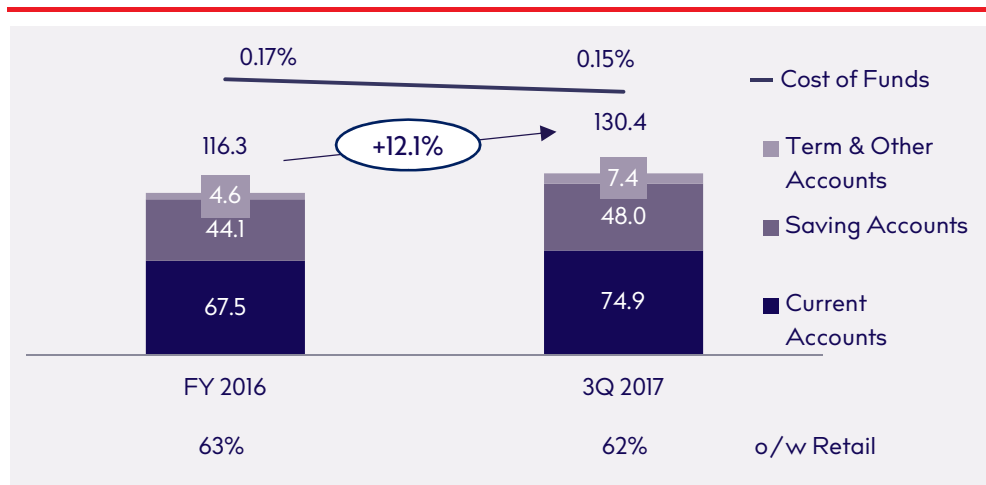
Solid balance sheet fundamentals

Strong, growing balance sheet with optimized investment structure

Balance sheet remains solid



Low cost of funds



Highlights

- 200.7% of LCR confirms excellent liquidity position, primarily consisting of CZK 38.5bn in repo transactions, CZK 7.4bn in cash and CZK 9.0bn² in Czech government bonds, with excess liquidity³ of CZK 18.8bn
- 12.1% YTD growth of customer deposit balance, remaining fully self-funded with LtD ratio of 92.0%, growing across both retail and commercial deposits, while keeping cost of funding at low level of 15bps
- 9.5% regulatory leverage⁴ (2016 at 13.1%) against Czech bank industry leverage of 6.4%⁵

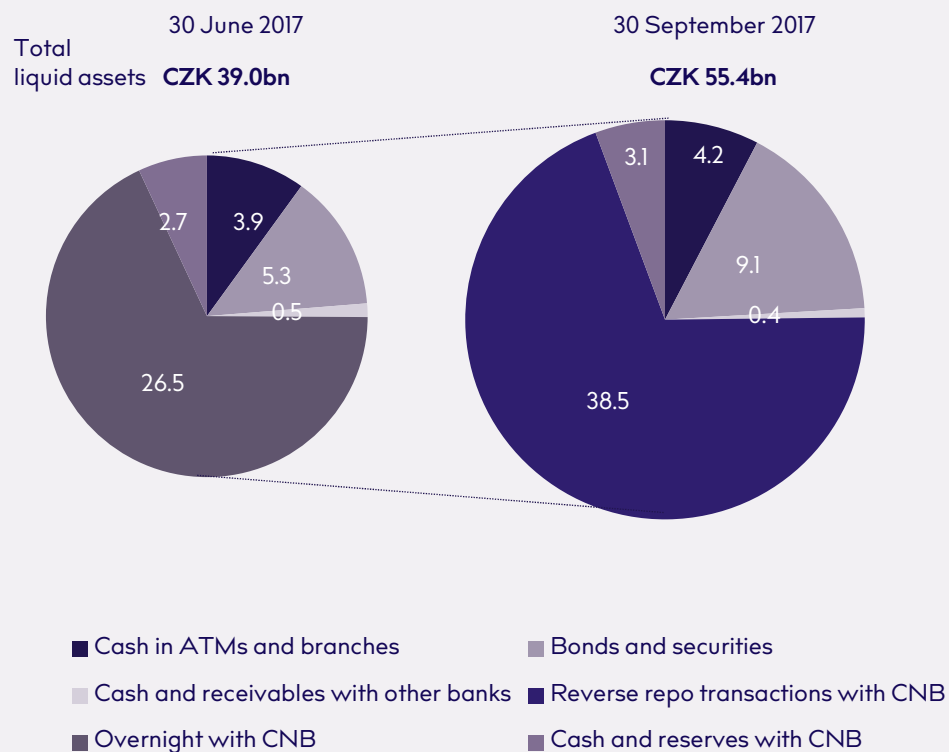
Notes: Figures in chart may not add up due to rounding differences; (1) Liquid assets are total of Cash and equivalents, Financial assets and Loans to banks as presented on Balance sheet; (2) includes CZK 4.4bn of encumbered assets; (3) Excess liquidity exceeding 100% LCR; (4) Calculated pursuant to CRR; regulatory leverage influenced in 3Q'17 by repo transaction of CZK 10bn; (5) Source: CNB web page <http://www.cnb.cz/cs/dohled_financni_trh/souhrnne_informace_fin_trhy/zakladni_ukazatele_fin_zdravi/fsi_ukazatele_kons.html>, as of 30 Jun 2017;

Optimizing returns on excess liquidity

Significant participation in reverse repo with CNB and investment into Czech bonds

Excellent liquidity position

CZK bn



Highlights

- Total liquid assets increased to **CZK 55.4bn** primarily driven by enhanced funding through:
 - Strong deposit growth
 - Funding from European Investment Bank
 - Repo operations with financial institutions (additional **CZK 10bn** in 3Q'17)
 - External funding to MONETA Leasing
- CZK 38.5bn** placed in reverse repo operations with CNB
- CZK 9.0bn¹** invested into Czech government bonds (held to maturity portfolio) with yield above **50bps**
 - Anticipation to increase investments in government securities in 4Q'17, subject to market conditions
- CZK 18.8bn** excess liquidity² confirming excellent liquidity position

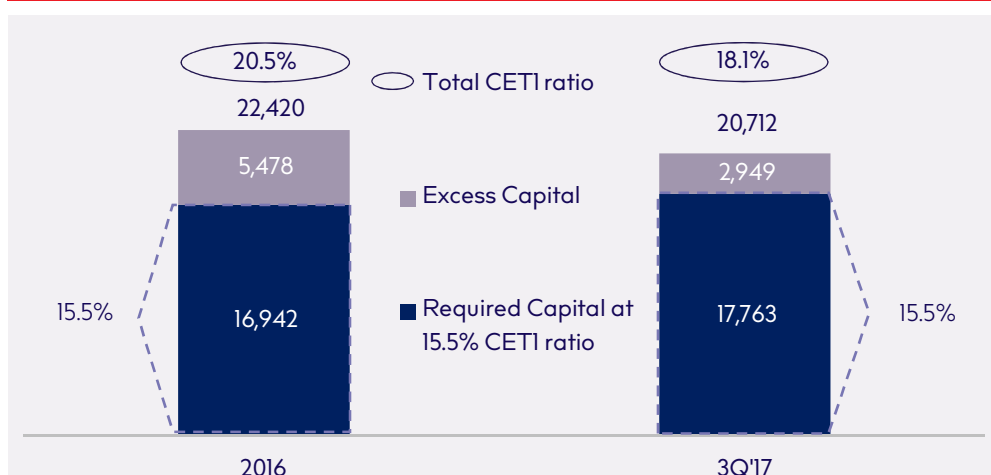
Note: (1) Including encumbered assets of CZK 4.4bn (2) Excess liquidity exceeding 100% LCR

Excess capital management

MONETA confirms capital target and intends to propose 2017 dividend payout significantly above 70% of consolidated net profit

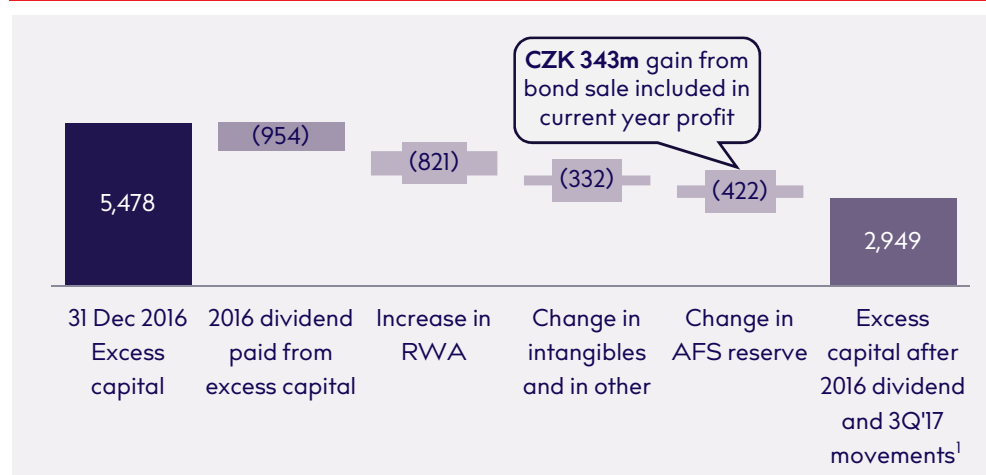
Capital position CET1

CZK m



Capital usage

CZK m



Highlights

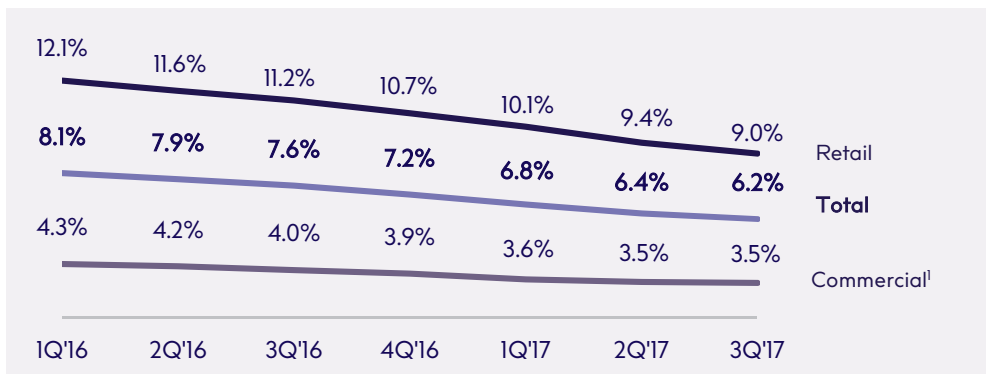
- Bank reaffirms its medium-term target CET1 ratio of 15.5%² over next 15 months
- Expected consumption of excess capital
 - IFRS 9 impact at CZK 0.9 – 1.1bn³ (confirming previous estimates)
 - High single digit growth of loan book going forward
 - Investments in digital and IT driving increase in intangibles (CZK 0.3 - 0.5bn)
- Management will propose to shareholders for their approval 2017 dividend payout significantly above 70% of consolidated net profit⁴

Note: (1) Subject to corporate, regulatory and regulator's limitations and approval of the general meetings; (2) Management target of 15.5% CET1 consists of (a) 11% total SREP capital ratio (b) 2.5% conservation buffer (c) 1% countercyclical buffer (including additional 0.5% effective from 1st July 2018) and (d) 1% management buffer; (3) Estimate, subject to changes during implementation phase; (4) See slides "Forward-looking statements" and "Material Assumptions for forward-looking statements". Subject to corporate, regulatory and regulator's limitations and approval of the Annual General Meeting to be held in 2018;

Loan portfolio margins evolution

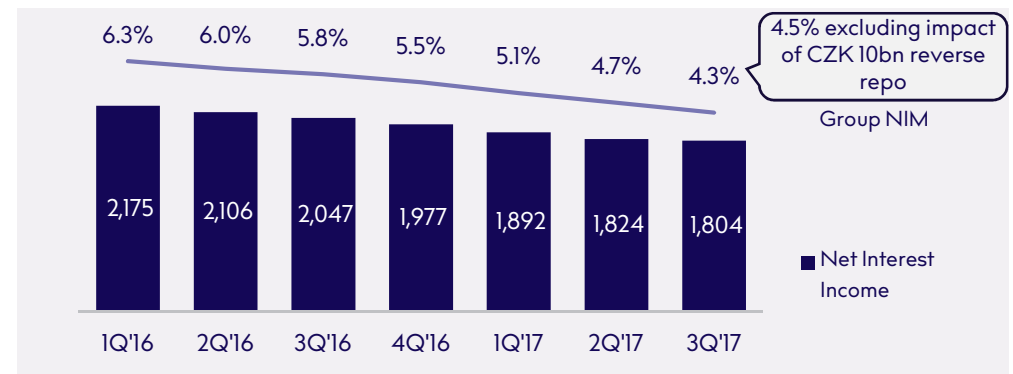
Rate hike and growth seem to slow down margin erosion despite persisting pressure

Loan Portfolio Yield



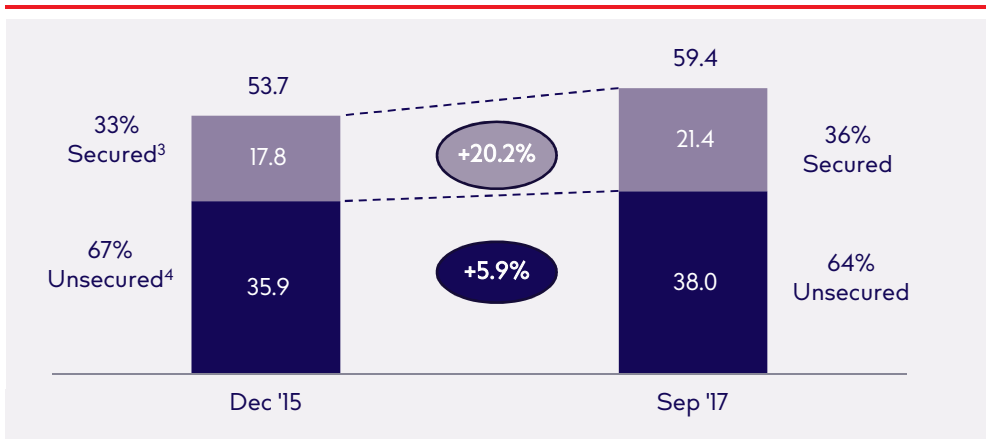
Net Interest Income¹

CZK m



Retail net portfolio composition

CZK bn



Yield development

- 6.4% overall yield YTD (down 120bps vs FY'16) continues to decline, driven by retail yield impacted by back book repricing and mix more balanced towards secured lending
- 12.8% NII decrease YoY to CZK 5.5bn showing slight deceleration of decline in 3Q'17, with strong loan book growth partially offsetting pricing pressure
- 9.3% average new volume pricing of consumer loans in 3Q'17, with new production market share of 21.8%² achieved in 1-3Q'17

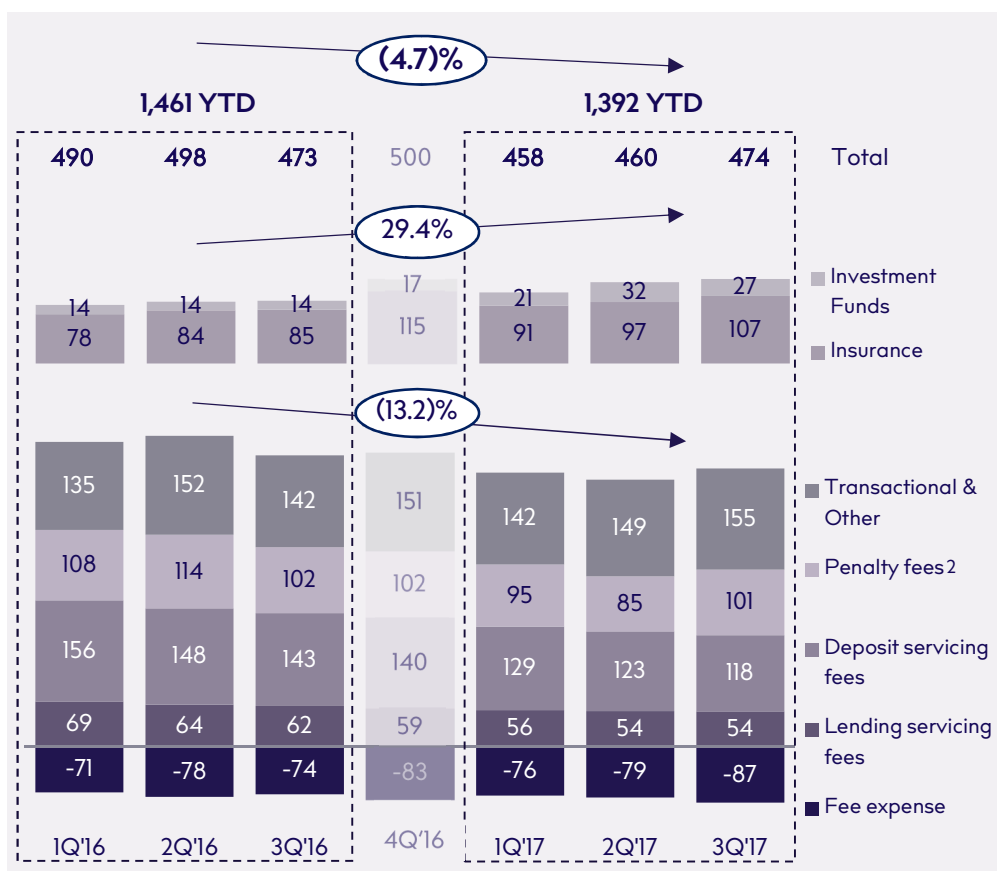
Notes: (1) Restated as a result of reclassification of operating lease contracts, in accordance with requirements of IAS 17 Leases during 2016; (2) Source: CNB ARAD, Bank. All data according to CNB definitions, consumer loans represent Non-purposed and purposed consumer loans, Debt consolidations and American mortgages; (3) Retail secured includes mortgages, auto loans and financial leases; (4) Retail unsecured includes consumer loans, consumer authorized overdrafts and credit cards;

Net fees and commissions

Moderate net fee income stabilization

Net Fee & Commission Income¹

CZK m



Highlights

- 29.4% (CZK 85m) YoY increase in fees from 3rd party products:
 - CZK 37m YoY growth in investment fund fee income supported by 11.7% YoY increase in balance of assets under management
 - CZK 48m YoY increase in insurance fee income supported by broader insurance products offering
- 4.0% YoY growth of transactional and other fees to CZK 446m
- 13.1% YoY decline in penalty and early termination fees to CZK 281m due to improving quality of MONETA loan book partially offset by change in payment allocation method
- 17.1% YoY decline in servicing fees to CZK 533m:
 - CZK 31m YoY decrease in loan servicing fee income due to fee-earning portfolio run off
 - CZK 78m YoY drop in deposit servicing fee income is driven by continuing market trend towards free current accounts

Net fee and commission income down 4.7% YoY (up 3.0% versus 2Q'17)

Notes: Figures in chart may not add up due to rounding differences;

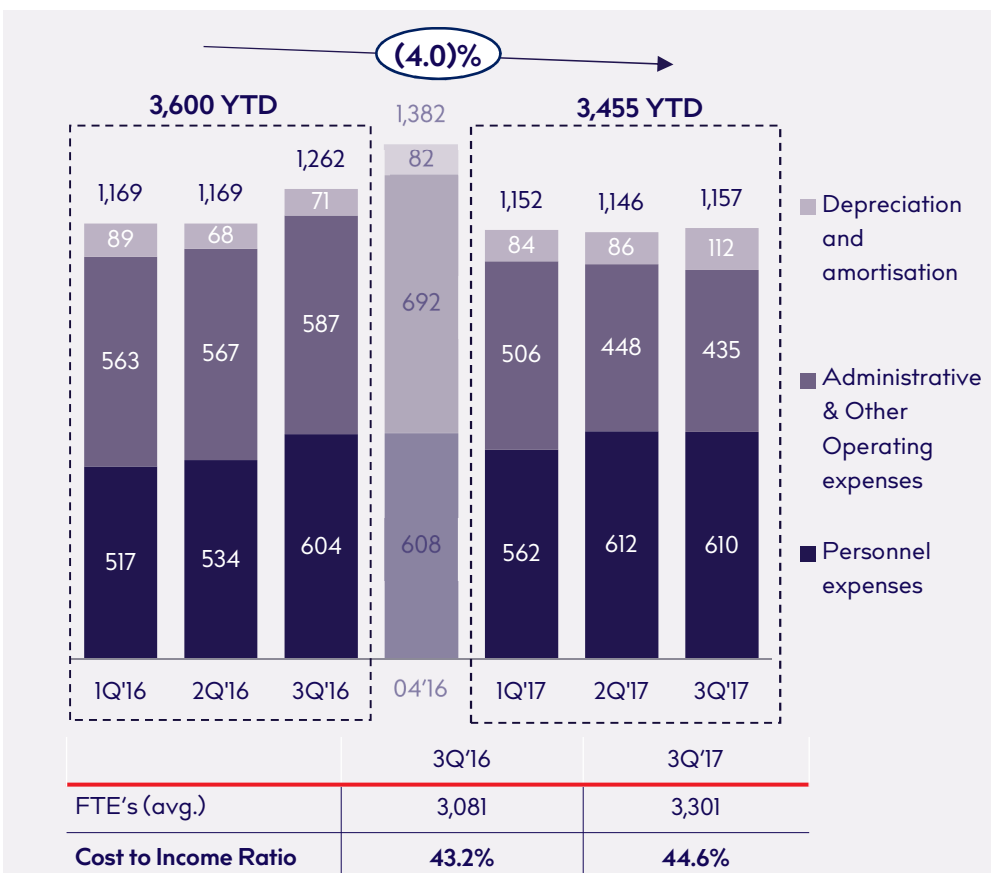
(1) 2016 insurance income restated to reflect change in accounting of premium paid to insurance companies by MONETA Leasing s.r.o. in each quarter of 2016; (2) Including early termination fees;

Operating expenses

Continue to manage flat costs against increase of front-end employment

Operating Expenses¹

CZK m



Highlights

- 7.8% YoY increase in personnel expenses to CZK 1,784m:
 - Retention reserve release impact in 2Q'16 (CZK 46m)
 - 7.1% YoY increase of average FTE's, mainly at front-end roles and digital related functions
- 19.1% YoY decrease in admin & other operating expenses to CZK 1,389m:
 - Rebranding & IPO costs in 3Q'16 (CZK 253m)
 - Saving on royalties (CZK 55m), lower MSA/TSA (CZK 120m)
 - Release of solicitors reserve (CZK 84m), partly offset by release of restructuring reserve in 2016 (CZK 40m)
 - Higher spend on Digital (CZK 44m) and IT separation costs (CZK 14m)²
 - Higher Deposit insurance and Resolution fund contribution (CZK 28m)
- 23.7% YoY increase in depreciation and amortization to CZK 282m:
 - Primarily driven by higher amortization due to investments in IT separation and Digital

On track to deliver full year 2017 cost base ~ CZK 4.8bn

Note: (1) Change in presentation of external collection cost directly attributable to related loan within the profit or loss line "Net impairment of loans and receivables". Due to this change, the line "Net impairment of loans and receivables" and the line "Other operating expenses" of the consolidated profit or loss statement in all quarters in 2016 were restated; (2) Out of total increase of IT separation costs of CZK 23m, CZK 9m was booked in Depreciation & Amortization line and CZK 14m in Administrative Expenses line;

Today's presentation

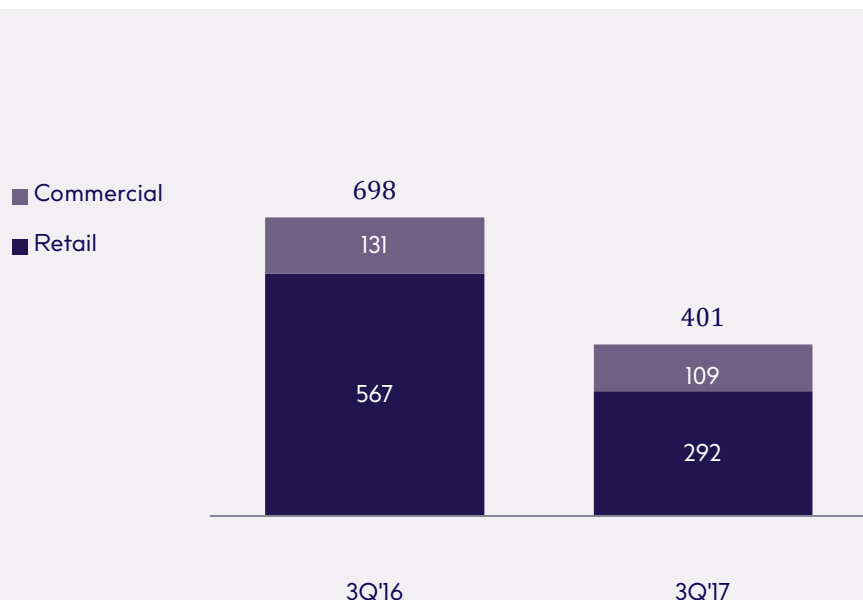
	Presenter
1 Key Highlights	Tomáš Spurný
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Cost of risk

Positive performance supported by benign economy and monetization of legacy NPLs

Net Impairments Evolution¹

CZK m



Annualized Cost of Risk (%)

	3Q'16	3Q'17
Retail	1.40%	0.68%
Commercial	0.32%	0.25%
Group	0.85%	0.46%

Highlights

- Positive macroeconomic environment persisted in 3Q'17
- 46bps** total annualized YTD Cost of Risk in 3Q'17
- CZK 191m** total impact of **legacy NPL portfolios sales, positively influenced** YTD Cost of Risk (out of which **CZK 98m** was realized in 3Q'17)
- 68bps** core Cost of Risk in 3Q'17 YTD, excluding debt sales
- CZK 2.9bn** YTD of NPL portfolio sale – balance sheet IFRS gross receivable value of **CZK 1.9bn** and off balance sheet value of **CZK 1bn** (retail **CZK 1.5bn** and commercial **CZK 1.4bn**)
- CZK 1.2bn** of NPL portfolio sale signed in Oct'17 - balance sheet IFRS gross receivables of **CZK 68m** and off balance sheet value **CZK 1.1bn**. Positive impact on Cost of Risk estimated at **CZK 120m**

Full year 2017 Cost of Risk currently expected to be 50 - 60bps

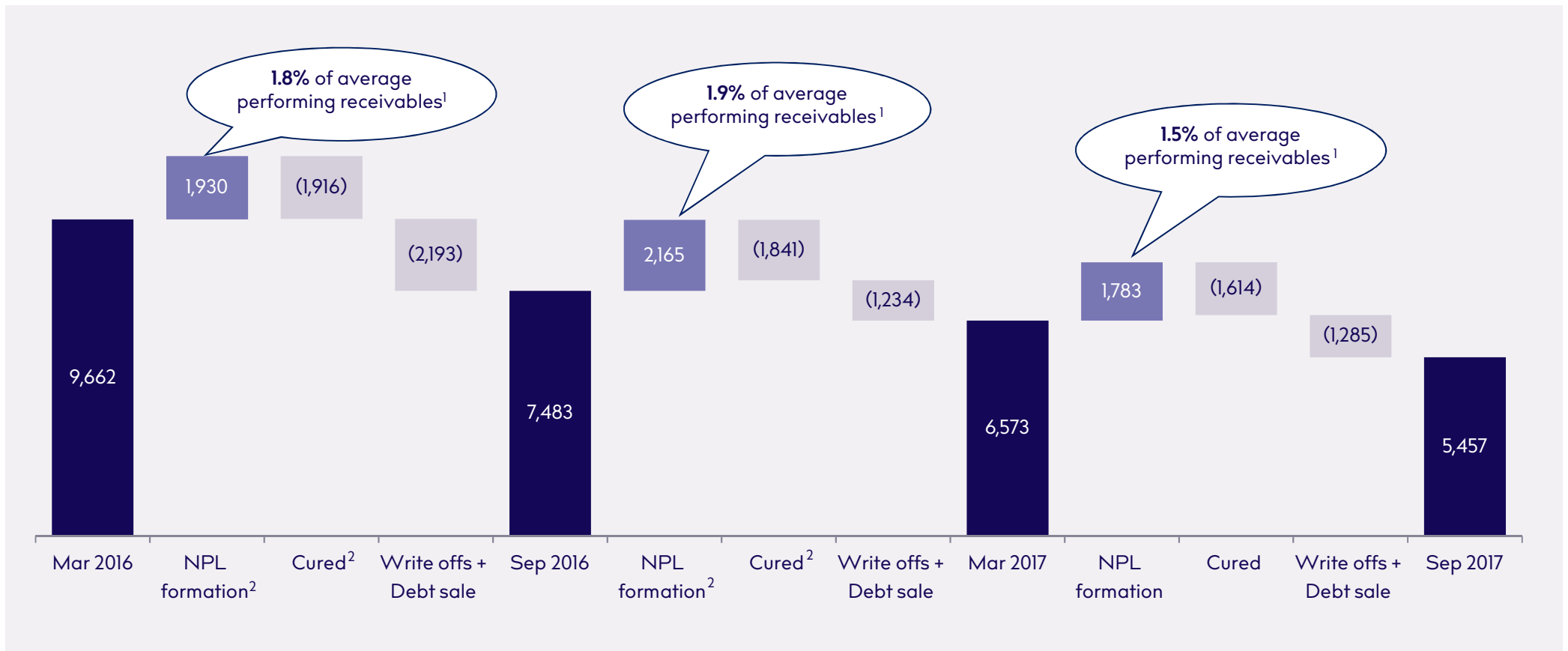
Note: (1) 1H'16 restated, both periods includes cost of collection reclassified from operating expenses;

Overview of NPL development

Continuing positive trend in NPL management

Gross NPL Walk

CZK m



Notes: Figures in chart may not add up due to rounding differences;

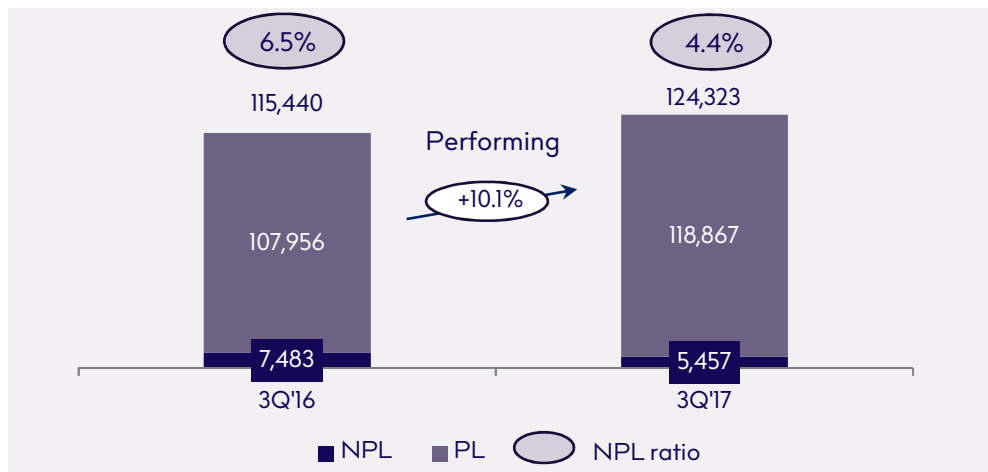
(1) Calculated as two point average; (2) Restated as a result of reclassification of operating lease contracts in accordance with requirements of IAS 17 Leases during 2016;

Gross receivables, NPL and coverage evolution

Proactive management drives portfolio quality improvement while conservative coverage maintained

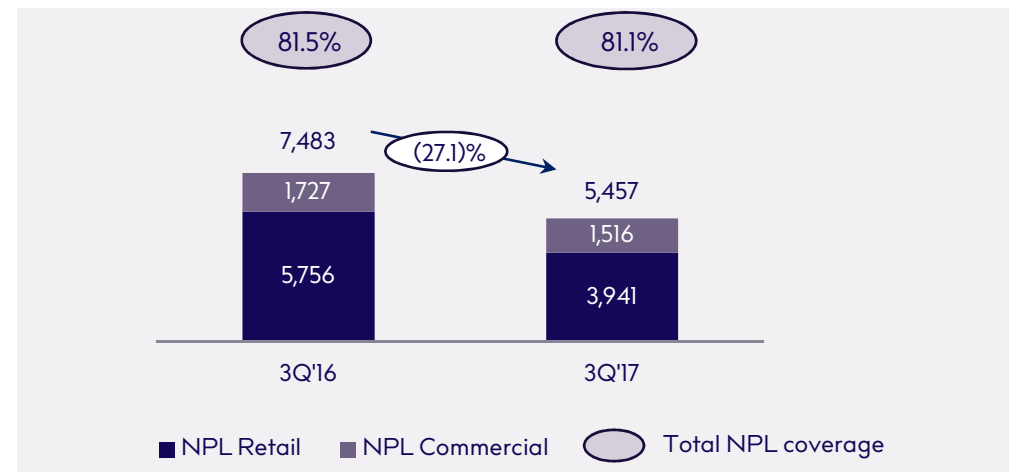
Gross receivables breakdown

CZK m



NPL & coverage

CZK m



Highlights

- 4.4% NPL ratio, drop due to NPL sales and write-offs (of which **CZK 1.1bn** of NPLs sold in 3Q'17)
- 81.1% solid total NPL coverage in line with the guidance
- During 4Q'17 and 2018 MONETA will further seek to monetize on and off balance sheet NPLs in line with NPL strategy and subject to market conditions

Note: Total NPL coverage represents total allowances (incl. IBNR – Incurred But Not Recognized) over NPL;

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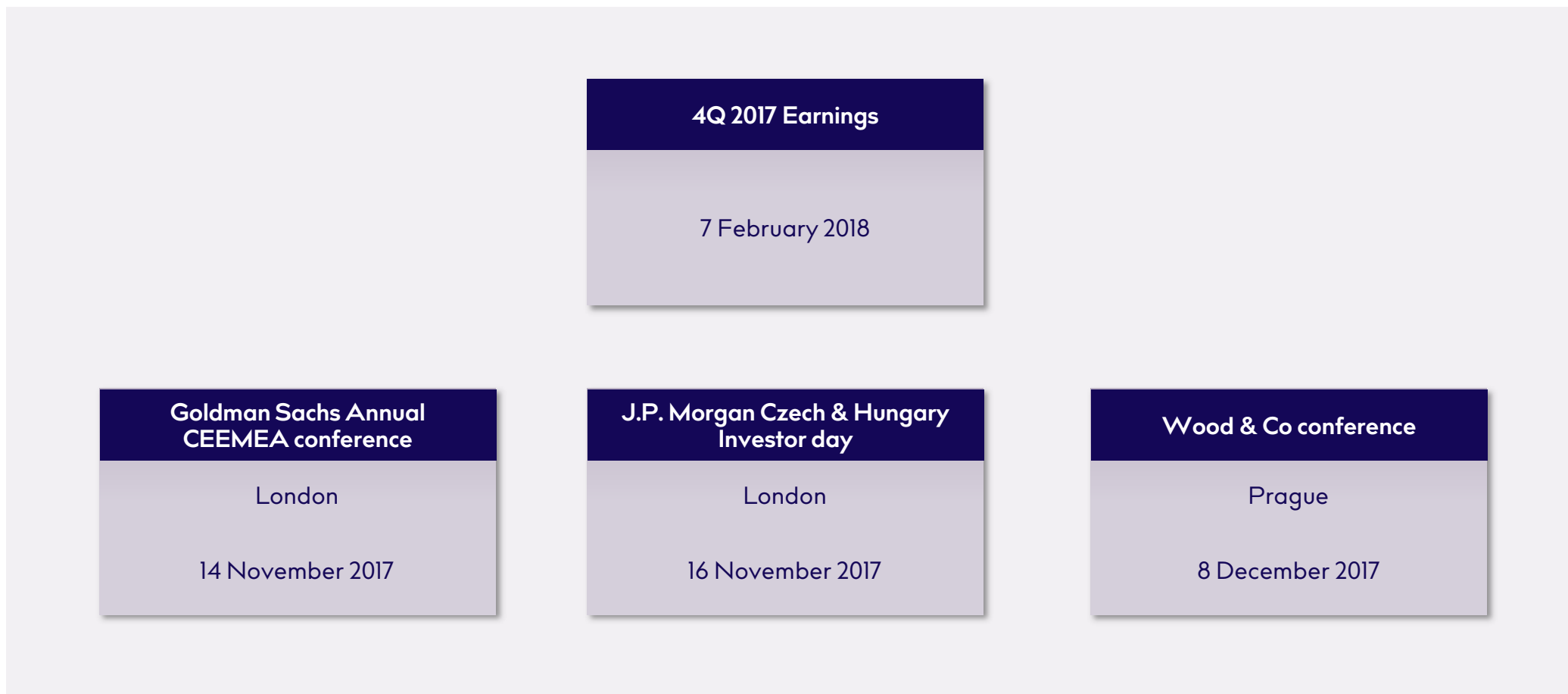
2017 guidance¹

Targeting to deliver consolidated net profit of CZK 3.9bn against guidance of CZK 3.4bn

Metric	2017 Guidance ¹	Delivery ¹
Profitability	<ul style="list-style-type: none"> Consolidated net profit > CZK 3.4bn Reported RoTE of ~ 14% / Adjusted RoTE (at 15.5% CET1) > 15.5% Operating Income at > CZK 10.3bn 	<ul style="list-style-type: none"> CZK 3.1bn net profit, targeting CZK 3.9bn for the full year 17.5% Reported RoTE, 20.0% Adjusted RoTE (at 15.5% CET1) CZK 7.8bn Operating Income reached YTD, targeting to deliver CZK 10.3bn for 2017
Efficiency	<ul style="list-style-type: none"> Maintaining Cost to Income ratio of upper mid 40s Cost base < CZK 4.9bn 	<ul style="list-style-type: none"> 44.6% Cost to Income ratio CZK 3.5bn of operating expenses YTD, targeting CZK 4.8bn for the full year
Asset quality	<ul style="list-style-type: none"> NPL ratio < 6% with total coverage of ~ 80% Cost of Risk of 100-110 bps 	<ul style="list-style-type: none"> 4.4% of NPL ratio, with total coverage of 81.1% 46bps annualized Cost of Risk well below revised guidance and currently expecting full year Cost of Risk of 50-60bps CZK 120m of estimated positive impact from additional NPL monetization expected in Oct'2017
Capital	<ul style="list-style-type: none"> Fully loaded CET1 ratio > 17% Dividend policy target at minimum 70% of consolidated net profit³ 	<ul style="list-style-type: none"> 18.1%² CET1 ratio with excess capital of CZK 2.9bn Management intends to propose to shareholders for their approval 2017 dividend payout significantly above 70% of consolidated net profit³ 15.5% CET1 ratio⁴ medium target unchanged as a result of completed SREP process⁵

Notes: (1) See slide "Forward-looking statements" and "Material assumptions for forward-looking statements" below, including material assumptions for the 2017 guidance; (2) Does not include net profit for the first 9 months 2017; (3) Subject to corporate, regulatory and regulator's limitations and approval of the Annual General Meeting to be held in 2018; (4) Management target of 15.5% CET1 consists of (a) 11% total SREP capital ratio (b) 2.5% conservation buffer (c) 1% countercyclical buffer (including additional 0.5% effective from 1st July 2018) and (d) 1% management buffer; (5) CNB may re-asses SREP capital requirement on the basis of further CNB's oversight activities or at least annually.

Reporting dates and investor meetings



Our IR team

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*Reuters: MONET.PR
SEDOL: BD3CQ16*



Today's presentation

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Consolidated statement of financial position

CZK m	30/09/2017	31/12/2016 ¹	% Change
Cash and balances with the central bank	7,373	20,235	(63.6%)
Financial assets at fair value through profit or loss	42	26	61.5%
Financial assets available for sale	55	13,749	(99.6%)
Financial assets - held to maturity	8,996	0	n/a
Loans and receivables to banks	38,919	189	20,492.1%
Loans and receivables to customers	119,900	111,860	7.2%
Intangible assets	1,108	744	48.9%
Property and equipment	677	649	4.3%
Non current assets held for sale	0	0	0.0%
Goodwill	104	104	0.0%
Investments in associates	2	2	0.0%
Current tax assets	262	267	(1.9%)
Deferred tax assets	449	805	(44.2%)
Other assets	980	749	30.8%
Total Assets	178,867	149,379	19.7%
Due to banks	20,303	2,657	664.1%
Due to customers	130,358	116,252	12.1%
Financial liabilities at fair value through profit or loss	41	7	485.7%
Provision	267	416	(35.8%)
Current tax liabilities	4	29	(86.2%)
Deferred tax liabilities	244	280	(12.9%)
Other liabilities	2,693	2,470	9.0%
Total Liabilities	153,910	122,111	26.0%
Share capital	511	511	0.0%
Share premium	5,028	5,028	0.0%
Statutory reserve	102	102	0.0%
Available for sale reserve	(59)	363	(116.3%)
Share based payment reserve	(2)	(2)	0.0%
Retained earnings	19,377	21,266	(8.9%)
Total Equity	24,957	27,268	(8.5%)
Total Liabilities & Equity	178,867	149,379	19.7%

Notes: (1) Reviewed by independent auditors pursuant to ISRE 2410;

Consolidated statement of profit or loss and other comprehensive income

CZK m	30/09/2017	30/09/2016 ¹	% Change
Interest and similar income	5,671	6,471	(12.4%)
Interest expense and similar charges	(151)	(143)	5.6%
Net interest income	5,520	6,328	(12.8%)
Fee and commission income	1,634	1,684	(3.0%)
Fee and commission expense	(242)	(223)	8.5%
Net fee and commission income	1,392	1,461	(4.7%)
Dividend income	0	12	(100.0%)
Net income from financial operations	619	404	53.2%
Other operating income	224	127	76.4%
Total operating income	7,755	8,332	(6.9%)
Personnel expenses	(1,784)	(1,655)	7.8%
Administrative expenses	(1,315)	(1,431)	(8.1%)
Depreciation and amortisation	(282)	(228)	23.7%
Other operating expenses	(74)	(286)	(74.1%)
Total operating expenses	(3,455)	(3,600)	(4.0%)
Profit for the period before tax and net impairment of loans, receivables and financial assets available for sale	4,300	4,732	(9.1%)
Net impairment of loans and receivables	(401)	(698)	(42.6%)
Profit for the period before tax	3,899	4,034	(3.3%)
Taxes on income	(780)	(847)	(7.9%)
Profit for the period after tax	3,119	3,187	(2.1%)
Change in fair value of AFS investments recognised in OCI	(178)	50	(456.0%)
Change in fair value of AFS investments recognised in P&L	(343)	(158)	117.1%
Deferred tax	99	22	350.0%
Other comprehensive income, net of tax	(422)	(86)	390.7%
Total comprehensive income attributable to the equity holders	2,697	3,101	(13.0%)

Notes: (1) In line with the 2016 Annual report the Group carried out several reclassifications: a) premium paid to insurance companies from "Other operating expenses" to "Fee and commission income" b) collection costs from "Administrative expenses" and "Other operating expenses" to "Net impairment of loans and receivables" c) The operating lease contracts were disclosed separately from finance lease in accordance with requirements of IAS 17 Leases, reclassification from "Interest and similar income" to "Other operating income" and "Depreciation and amortisation";

Key performance ratios

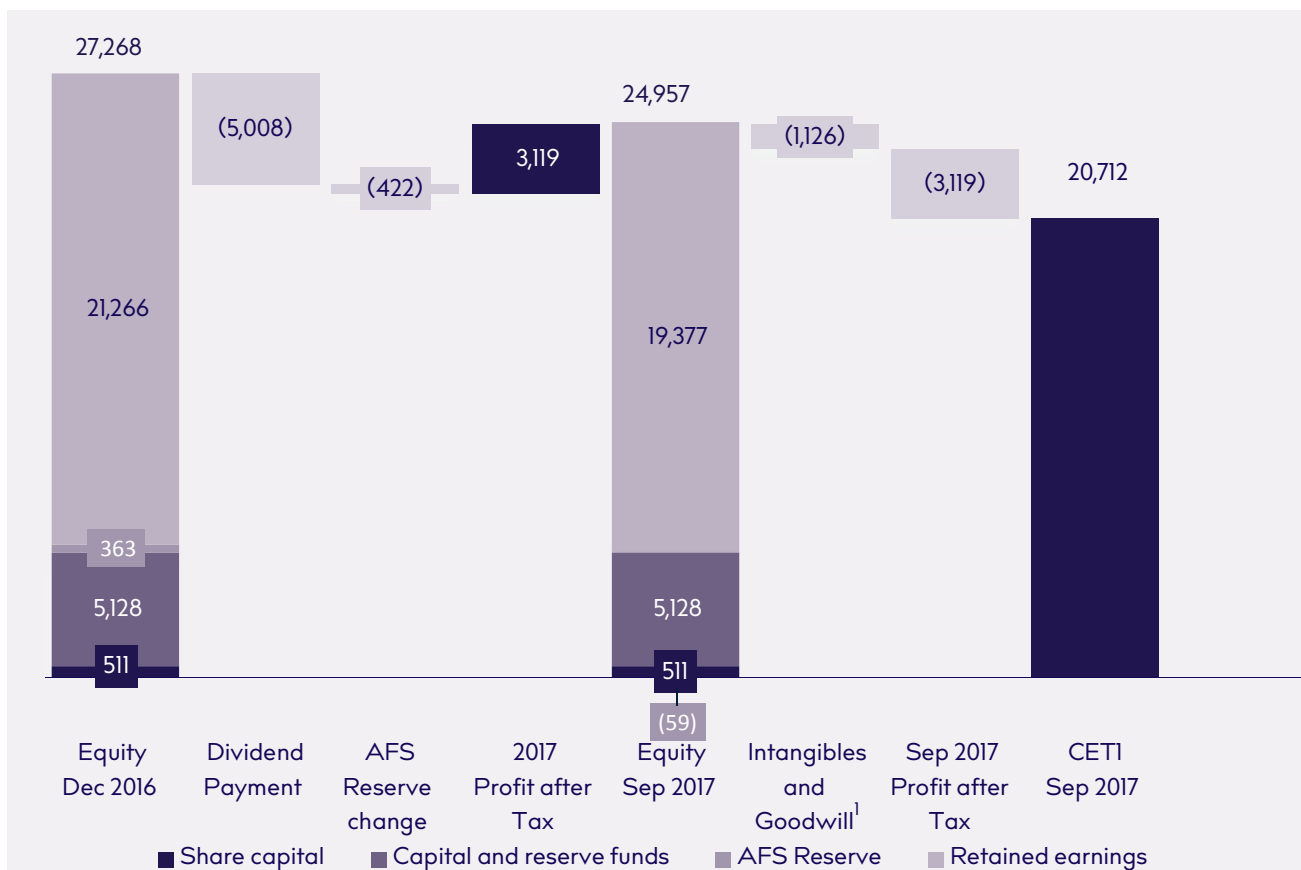
	3Q 2017 ¹	FY 2016 restated ²	Change in bps
Profitability			
Yield (% Avg. Net Customer Loans)	6.4%	7.6%	(120)
Cost of Funds (% Avg Deposits)	0.15%	0.17%	(2)
NIM (% Avg Int Earning Assets)	4.6%	5.9%	(130)
Cost of Risk (% Avg Net Customer Loans)	0.46%	0.93%	(47)
Risk-adj. yield (% Avg Net Customer Loans)	6.0%	6.7%	(70)
Net Fee & Commission Income / Operating Income (%)	17.9%	17.7%	20
Net Non-Interest Income / Operating Income (%)	28.8%	24.9%	390
Cost to Income Ratio	44.6%	45.1%	(50)
Reported RoTE	17.5%	15.3%	220
Adj. RoTE @ 15.5% CET1 Ratio	20.0%	19.3%	70
RoAA	2.5%	2.8%	(30)
Liquidity / Leverage			
Net Loan to Deposit ratio	92.0%	96.2%	(420)
Total Equity / Total Assets	14.0%	18.3%	(430)
Liquid Assets ³ / Total Assets	31.0%	22.9%	810
Capital Adequacy			
RWA / Total Assets	64.1%	73.2%	(910)
CET1 ratio (%)	18.1%	20.5%	(240)
Tier1 ratio (%)	18.1%	20.5%	(240)
Total capital ratio (%)	18.1%	20.5%	(240)
Profitability			
Non Performing Loan Ratio (%)	4.4%	6.3%	(190)
Core Non Performing Loan Coverage (%)	68.1%	70.9%	(280)
Total NPL Coverage (%)	81.1%	82.5%	(140)

Notes: (1) 3Q'17 ratios annualized; (2) Reclassification of collection costs from Administrative & Other operating expenses in Cost of Risk; (3) Liquid assets are total of Cash and equivalents, Financial assets and Loans to banks as presented on Balance sheet; Liquid Assets include CZK 4.4bn of encumbered assets;

Shareholder's equity

Equity and CET1 Breakdown

CZK m Highlights



- **9.2% decline** of shareholders' equity as a result of:
 - **CZK 5bn** dividend distribution in Jun'17
 - Negative AFS reserve revaluation as a result of bond sale (**CZK 343m** gain from government bond sale is part of current year net profit)

Note: 1) Net intangibles of CZK 1,022m and goodwill of CZK 104m;

Alternative performance measures

- In this presentation, certain financial data and measures are presented which are not calculated pursuant to any accounting standard and which are therefore non-IFRS measures and alternative performance measure as defined in the European Securities and Markets Authority Guidelines on Alternative performance measures. These financial data and measures are attrition / loan balance attrition, cost of funds, net interest margin / NIM, net non-interest income, return on average assets, reported return on tangible equity, yield / loan portfolio yield, cost to income ratio, tangible equity, adjusted return on tangible equity, adjusted tangible equity, adjustment for cost of funds, excess capital, core cost of risk, cost of risk, risk adjusted yield, risk adjusted operating income, loan to deposit ratio, regulatory capital, CETI, CETI Ratio, LCR, total NPL coverage, NPL / Non-performing loans, NPL ratio, risk weighted assets, RWVA density, new production / new volume. All alternative performance measures included in this document are calculated for specified period.
- These alternative performance measures are included to (i) extend the financial disclosure also to metrics which are used, along with IFRS measures, by the management in valuating of the Group's performance, and (ii) provide to investors further basis, along with IFRS measures, for measuring of the Group's performance. Because of the discretion that the Group has in defining these measures and calculating the reported amounts, care should be taken in comparing these various measures with similar measures used by other companies. These measures should not be used as a substitute for evaluating the performance of the Group based on the Consolidated Financial Statements of the Group. Non-IFRS measures have limitations as analytical tools, and investors should not consider them in isolation, or as a substitute for analysis of the Group's results as reported under IFRS and set out in the Consolidated Financial Statements of the Group, and investors should not place any undue reliance on non-IFRS measures. Non-IFRS measures presented in this report should not be considered as measures of discretionary cash available to the Group to invest in the growth of the business, or as measures of cash that will be available to the Group to meet its obligations. Investors should rely primarily on the Group's IFRS results and use the non-IFRS measures only as supplemental means for evaluating the performance of the Group.
- The following table shows the Group's adjusted return on tangible equity, adjusted at management target CETI Ratio currently 15.5 %, for the period of six months ended 30 June 2017 (annualized) and for the year ended 31 December 2016:

CZK million (unless otherwise indicated)	3Q'17	2016
Reported Profit after tax (A)	3,119	4,054
Excess Capital (B = H - (G x J))	2,949	5,478
Cost of funds% (C)	0.1%	0.2%
Tax Rate (D)	19%	19%
Adjustment for cost of funds (E = B x C x (I-D))	(3)	(7)
Adjusted Profit after tax (F)	3,116	4,047
Reported Total Risk Weighted Assets (G)	114,599	109,301
Regulatory Capital (H)	20,712	22,420
Reported CETI percentage (I = H / G)	18.1%	20.5%
Target CETI percentage (J)	15.5%	15.5%
Excess Capital (B = H - (G x J))	2,949	5,478
Equity (K)	24,957	27,268
Intangible Assets and Goodwill (L)	1,212	848
Tangible Equity (M = K - L)	23,745	26,420
Excess Capital (B = H - (G x J))	2,949	5,478
Adjusted Tangible Equity (N = M - B)	20,796	20,942
Reported Return on Tangible Equity (A / M)*	17.5%	15.3%
Adjusted Return on Tangible Equity (F / N)*	20.0%	19.3%

* annualized figures

The reported return on tangible equity (A/M) is based on actual financial figures for the respective period as calculated in the above tables (F/N). Adjusted return on tangible equity is based on a management target 15.5% CETI Ratio including 14.0% regulatory required capital (total SREP capital ratio of 11% and 2.5% covering conservation buffer and 0.5% countercyclical buffer). In addition to a capital rebase to 15.5%. CETI, net profit was adjusted (F) for substitution of capital with funding via deposits assuming cost of funding of the period (0.2 % annualized in the first six months of 2017 and 0.2 % in 2016) and 19.0 % corporate tax rate. Profit after tax was not adjusted for potential liquidity constraints.

Adjusted tangible equity (N) reflects the tangible equity (M) calculated as per the Consolidated Financial statements of the Group adjusted for the excess capital (i.e., capital exceeding the management target CETI Ratio, currently 15.5 %).

- Definition of other alternative performance measures is provided in Glossary section.

Glossary (1/2)

Adjusted RoTE (at 15.5% CETI Ratio)	Adjusted return on tangible equity is based on a management target CETI Ratio of 15.5% (an anticipated 14.5% required regulatory capital (including a 1% countercyclical buffer and 2.5% capital conservation buffer) and a 1% management buffer)
AFS	Available for sale
Annualised	Adjusted so as to reflect the relevant rate on the full year basis.
Attrition / Loan Balance Attrition	Extraordinary principal repayment transactions exceeding 40% of the prior month average principal and not recognized as internal refinancing. Loans more than 30 days past due are excluded
Auto	MONETA Auto, s.r.o.
Average balance of Due to banks and due to customers	Two-point average of the beginning and ending balances of Due to banks and Due to customers for the period
Average balance of net interest earning assets	Two-point average of the beginning and ending balances of Net Interest Earning Assets for the period
Average balance of net loans to customers	Two-point average of the beginning and ending balances of Loans and receivables to customers for the period
Average balance of total assets	Two-point average of the beginning and ending balances of Total Assets for the period
bn	Billion
bps	Basis points
CAPEX	Capital expenditure
CETI	Common equity tier 1 capital represents regulatory capital which mainly consists of paid-up registered share capital, share premium, retained profits, disclosed reserves and reserves for general banking risks, which must be netted off against accumulated losses, certain deferred tax assets, certain intangible assets and shares held by the Company in itself (calculated pursuant to CRR)
CETI Ratio	CETI as a percentage of risk-weighted assets
CNB	Czech National Bank
Company	MONETA Money Bank, a.s.
Cost of Funds (% Avg Deposits)	Interest expense and similar charges for the period divided by average balance of due to banks and due to customers
Core Cost of Risk or Core CoR	Net impairment of loans and receivables divided by average balance of net loans to customers excluding gain from monetization of NPLs
CoR or Cost of Risk or Cost of Risk (% Avg Net Customer Loans)	Net impairment of loans and receivables divided by average balance of net loans to customers
Cost to Income Ratio (C/I)	Ratio (expressed as a percentage) of total operating expenses for the period to total operating income for the period

CRR	Regulation (EU) No. 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms and amending Regulation (EU) No. 648/2012, as amended
Customer Deposits	Due to customers
CZK	Czech Koruna
Drawn limit / Overdraft Drawn	Loans and receivables to customer balance
Excess capital	Capital exceeding the management target CETI Ratio, currently 15.5% (consists of 11% of total SREP capital ratio, 2.5% of conservation buffer, 1% of countercyclical buffer (including additional 0.5% effective from 1st July 2018) and a 1% of management buffer)
Front end roles (employees)	Predominately employees whose variable compensation is sales-driven together with their immediate managers, and employees of Collections & Recovery department
FTE	The average recalculated number of employees during the period is an average of the figures reported to Czech Statistical Authority (CSA) on a monthly basis in accordance with Article 15 of Czech Act No. 518/2004. The figures reported to CSA equal to quotient of the following nominator and the following denominator. The nominator is defined as all hours worked by all employees, their related leaves/holidays and their related sick days. The denominator represents a standard working hours per an employee and a month.
FY	Financial year
GDP	Gross domestic product
Group	Company and its subsidiaries
Gross performing loans	Performing Loans and Receivables to customers as determined in accordance with the Bank's loan receivables categorization rules (Standard)
IBNR allowances	Allowances for incurred but not recognized losses for performing receivables
IFRS	International Financial Reporting Standards
IFRS9	International Financial Reporting Standards specifying how an entity should classify and measure financial assets, financial liabilities, and some contracts to buy or sell non-financial items
IPO	Initial public offering
ISRE / ISRE2410	International Standard on Review Engagements (review of interim financial statement by the independent auditor of the company)
k/thrs	thousands
KPI	Key performance indicator
Leasing	MONETA Leasing, s.r.o.
Liquid Assets	Liquid assets comprise of cash and balances with central banks, financial assets at fair value through profit or loss, financial assets - available for sale and loans and receivables to banks
LCR	Liquidity Coverage Ratio measures the ratio (expressed as a percentage) of a bank's buffer of high quality liquid assets to its projected net liquidity outflows over a 30-day stress period, as calculated in accordance with EU Regulation 15/61

Glossary (2/2)

LHS	Left-hand side
LtD Ratio or Loan to Deposit Ratio	Loan to deposit ratio calculated as net loans and receivables to customers divided by customer deposits
M	Millions
MREL	Minimum Requirement for own funds and Eligible Liabilities required by the Bank Recovery and Resolution Directive
MSA	Master Services Agreement with General Electric Group
Net Income/Net Profit	Profit for the period after tax
Net Interest Earning Assets	Cash and balances with the central bank, financial assets at fair value through profit and loss, financial assets available for sale, loans and receivables to banks and loans and receivables to customers
NII	Net Interest Income
Net Interest Margin or NIM	Net interest and similar income divided by average balance of net interest earning assets
Net Non-Interest Income	Total operating income less net interest and similar income for the period
Net Performing Loans	Performing Loans and Receivables to customers as determined in accordance with the Bank's loan receivables categorization rules (Standard) less Loss Allowances for Loans and Receivables to customers
New volume / New production	Aggregate of loan principal disbursed in the period for non-revolving loans
NPL / Non-performing loans	Non-performing loans as determined in accordance with the Bank's loan receivables categorization rules (Substandard, Doubtful, Loss)
NPL Ratio	Ratio (expressed as a percentage) of NPL to Gross loans and receivables to customers
NPL Coverage Coverage	Ratio (expressed as a percentage) of Loss allowances for loans and advances to customers to NPL
Nr.	Number
OPEX / Cost Base	Total operating expenses
PL	Performing loans
Q	Quarter
RE	Real estate
Reported RoTE / RoTE	Profit after tax divided by tangible equity
Return on average assets or RoAA	Return on average assets calculated as profit after tax for the period divided by average balance of total assets
Regulatory Capital	CET1

RHS	Right-hand side
Risk Adjusted Operating Income	Calculated as total operating income less net impairment of loans and receivables and Net impairment of other receivables
Risk Adjusted Yield or Risk Adjusted Yield (% Avg Net Customer Loans)	Interest and similar income from loans to customers less net impairment of loans and receivables divided by average balance of net loans to customers
RWA	Risk Weighted Assets
RWA density	Ratio of RWA to total assets
Small business loan balances	Loans and receivables of unsecured instalment loans, commercial credit cards and unsecured overdrafts provided to an enterprise with an annual turnover of up to CZK 60 million
Small business (new) production	New volume of unsecured instalment loans and receivables to customers
SME	An enterprise with an annual turnover of up to CZK 200 million
SREP	Supervisory Review and Evaluation Process, when supervisor regularly assesses and measures the risks for each bank
Tangible Equity	Calculated as total equity less intangible assets and goodwill
Total Capital Ratio	Tier 1 Capital and Tier 2 Capital as a percentage of risk-weighted assets
Total NPL Coverage	Ratio (expressed as a percentage) of individual and portfolio provisions for loans and receivables to total non-performing loans and receivables
VAT	Valued added tax
Yield (% Avg. Net Customer Loans)	Interest and similar income from loans to customer divided by average balance of net loans to customers
YoY	Year-on-year
YTD	Year to date

Forward-looking statements including material assumptions

Forward-looking statements

- This presentation and subsequent discussion may contain projections, estimates, forecasts, targets, opinions, prospects, results, returns and forward-looking statements with respect to the 2017 financial guidance, profitability, costs, assets, capital position, financial condition, results of operations, dividend and business of the Group (together, “forward-looking statements”).
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