

## Financial Highlights – HVB Group

### Key performance indicators

	1/1–30/9/2013	1/1–30/9/2012
Net operating profit	€1,462m	€1,773m
Cost-income ratio (based on operating income)	62.4%	55.1%
Profit before tax	€1,569m	€2,050m
Consolidated profit	€1,076m	€1,220m
Return on equity before tax <sup>1</sup>	10.1%	12.2%
Return on equity after tax <sup>1</sup>	7.0%	7.3%
Earnings per share	€1.30	€1.47

### Balance sheet figures

	30/9/2013	31/12/2012
Total assets	€315.4bn	€348.3bn
Shareholders' equity	€21.8bn	€23.3bn
Leverage ratio <sup>2</sup>	14.5x	15.0x

### Key capital ratios compliant with Basel II

	30/9/2013	31/12/2012
Core capital without hybrid capital (core Tier 1 capital)	€19.1bn	€19.1bn
Core capital (Tier 1 capital)	€19.1bn	€19.5bn
Risk-weighted assets (including equivalents for market risk and operational risk)	€92.5bn	€109.8bn
Core capital ratio without hybrid capital (core Tier 1 ratio) <sup>3</sup>	20.7%	17.4%
Core capital ratio (Tier 1 ratio) <sup>3</sup>	20.7%	17.8%

	30/9/2013	31/12/2012
Employees (in full-time equivalents, FTEs)	18,770	19,247
Branch offices	918	941

<sup>1</sup> return on equity calculated on the basis of average shareholders' equity compliant with IFRS and projected profit before tax at 30 September 2013 for the year as a whole

<sup>2</sup> ratio of total assets to the shareholders' equity compliant with IFRS

<sup>3</sup> calculated on the basis of risk-weighted assets, including equivalents for market risk and operational risk

## Consolidated Income Statement for the period from 1 January to 30 September 2013

Income/Expenses	NOTES	1/1–30/9/2013	1/1–30/9/2012	CHANGE	
		€ millions	€ millions	€ millions	in %
Interest income		4,351	5,579	(1,228)	(22.0)
Interest expense		(2,155)	(2,862)	+ 707	(24.7)
Net interest	4	2,196	2,717	(521)	(19.2)
Dividends and other income from equity investments	5	91	97	(6)	(6.2)
Net fees and commissions	6	884	841	+ 43	+ 5.1
Net trading income	7	903	1,123	(220)	(19.6)
Net other expenses/income	8	183	110	+ 73	+ 66.4
Payroll costs		(1,370)	(1,424)	+ 54	(3.8)
Other administrative expenses		(1,149)	(1,128)	(21)	+ 1.9
Amortisation, depreciation and impairment losses					
on intangible and tangible assets		(136)	(139)	+ 3	(2.2)
Operating costs		(2,655)	(2,691)	+ 36	(1.3)
Net write-downs of loans and provisions					
for guarantees and commitments	9	(140)	(424)	+ 284	(67.0)
Provisions for risks and charges	10	1	102	(101)	+ 99.0
Restructuring costs		(2)	—	(2)	
Net income from investments	11	108	175	(67)	(38.3)
<b>PROFIT BEFORE TAX</b>		<b>1,569</b>	<b>2,050</b>	<b>(481)</b>	<b>(23.5)</b>
Income tax for the period		(493)	(830)	+ 337	(40.6)
<b>PROFIT AFTER TAX</b>		<b>1,076</b>	<b>1,220</b>	<b>(144)</b>	<b>(11.8)</b>
attributable to the shareholder of UniCredit Bank AG		1,045	1,181	(136)	(11.5)
attributable to minorities		31	39	(8)	(20.5)

### Earnings per share

(in €)

	NOTES	1/1–30/9/2013	1/1–30/9/2012
Earnings per share (undiluted and diluted)	12	1.30	1.47

## Consolidated Income Statement for the period from 1 January to 30 September 2013 (Continued)

Consolidated statement of total comprehensive income for the period from 1 January to 30 September 2013

(€ millions)

	1/1–30/9/2013	1/1–30/9/2012
<b>Consolidated profit recognised in the income statement</b>	<b>1,076</b>	<b>1,220</b>
<b>Income and expenses recognised in other comprehensive income</b>		
<b>Income and expenses not to be reclassified to the income statement in future periods</b>		
Actuarial profit/(loss) on defined benefit plans (pension commitments)	(88)	—
Taxes on income and expenses not to be reclassified to the income statement in future periods	27	—
<b>Income and expenses to be reclassified to the income statement in future periods</b>		
Changes from foreign currency translation	(33)	(6)
Change in valuation of financial instruments (AFS reserve)	12	184
Unrealised gains	36	183
Gains/(losses) reclassified to the income statement	(24)	1
Change in valuation of financial instruments (hedge reserve)	3	—
Unrealised gains	—	—
Gains/(losses) reclassified to the income statement	3	—
Taxes on income and expenses to be reclassified to the income statement in future periods	(12)	(49)
<b>Total income and expenses recognised in equity under other comprehensive income</b>	<b>(91)</b>	<b>129</b>
<b>Total comprehensive income</b>	<b>985</b>	<b>1,349</b>
of which:		
attributable to the shareholder of UniCredit Bank AG	972	1,301
attributable to minorities	13	48

## HVB Group Balance Sheet at 30 September 2013

### Assets

	NOTES	30/9/2013	31/12/2012	CHANGE	
		€ millions	€ millions	€ millions	in %
Cash and cash balances		11,455	15,655	(4,200)	(26.8)
Financial assets held for trading	13	100,593	131,017	(30,424)	(23.2)
Financial assets at fair value through profit or loss	14	28,930	24,282	+ 4,648	+ 19.1
Available-for-sale financial assets	15	5,073	5,482	(409)	(7.5)
Shares in associates accounted for using the equity method and joint ventures accounted for using the equity method	16	64	65	(1)	(1.5)
Held-to-maturity investments	17	220	261	(41)	(15.7)
Loans and receivables with banks	18	44,191	36,320	+ 7,871	+ 21.7
Loans and receivables with customers	19	112,946	122,212	(9,266)	(7.6)
Hedging derivatives		2,483	3,262	(779)	(23.9)
Hedge adjustment of hedged items in the fair value hedge portfolio		172	193	(21)	(10.9)
Property, plant and equipment		2,962	3,013	(51)	(1.7)
Investment properties		1,534	1,557	(23)	(1.5)
Intangible assets		521	540	(19)	(3.5)
of which: goodwill		418	418	—	—
Tax assets		2,563	3,113	(550)	(17.7)
Current tax assets		358	370	(12)	(3.2)
Deferred tax assets		2,205	2,743	(538)	(19.6)
Non-current assets or disposal groups held for sale		23	70	(47)	(67.1)
Other assets		1,634	1,258	+ 376	+ 29.9
<b>Total assets</b>		<b>315,364</b>	<b>348,300</b>	<b>(32,936)</b>	<b>(9.5)</b>

## HVB Group Balance Sheet at 30 September 2013 (Continued)

### Liabilities

	NOTES	30/9/2013	31/12/2012	CHANGE	
		€ millions	€ millions	€ millions	in %
Deposits from banks	22	58,757	45,216	+ 13,541	+ 29.9
Deposits from customers	23	103,311	110,268	(6,957)	(6.3)
Debt securities in issue	24	32,191	35,863	(3,672)	(10.2)
Financial liabilities held for trading	25	89,487	121,501	(32,014)	(26.3)
Hedging derivatives		1,016	1,386	(370)	(26.7)
Hedge adjustment of hedged items in the fair value hedge portfolio		1,969	2,858	(889)	(31.1)
Tax liabilities		2,102	2,596	(494)	(19.0)
Current tax liabilities		722	893	(171)	(19.1)
Deferred tax liabilities		1,380	1,703	(323)	(19.0)
Liabilities of disposal groups held for sale		22	20	+ 2	+ 10.0
Other liabilities		3,009	3,375	(366)	(10.8)
Provisions	26	1,734	1,948	(214)	(11.0)
Shareholders' equity		21,766	23,269	(1,503)	(6.5)
Shareholders' equity attributable to the shareholder of UniCredit Bank AG		20,995	22,475	(1,480)	(6.6)
Subscribed capital		2,407	2,407	—	—
Additional paid-in capital		9,791	9,791	—	—
Other reserves		7,692	7,759	(67)	(0.9)
Change in valuation of financial instruments	27	60	56	+ 4	+ 7.1
Afs reserve		32	30	+ 2	+ 6.7
Hedge reserve		28	26	+ 2	+ 7.7
Consolidated profit 2012		—	2,462	(2,462)	(100.0)
Net profit 1/1 – 30/9/2013 <sup>1</sup>		1,045	—	+ 1,045	
Minority interest		771	794	(23)	(2.9)
<b>Total shareholders' equity and liabilities</b>		<b>315,364</b>	<b>348,300</b>	<b>(32,936)</b>	<b>(9.5)</b>

<sup>1</sup> attributable to the shareholder of UniCredit Bank AG

## Segment reporting

Income statement broken down by segment for the period from 1 January to 30 September 2013

(€ millions)

INCOME/EXPENSES	COMMERCIAL BANKING	CORPORATE & INVESTMENT BANKING	ASSET GATHERING	OTHER/ CONSOLIDATION	HVB GROUP
Net interest	1,185	910	27	74	2,196
Dividends and other income from equity investments	5	84	—	2	91
Net fees and commissions	634	181	63	6	884
Net trading income	(3)	774	1	131	903
Net other expenses/income	1	46	—	136	183
<b>OPERATING INCOME</b>	<b>1,822</b>	<b>1,995</b>	<b>91</b>	<b>349</b>	<b>4,257</b>
Payroll costs	(576)	(325)	(30)	(439)	(1,370)
Other administrative expenses	(937)	(625)	(42)	455	(1,149)
Amortisation, depreciation and impairment losses on intangible and tangible assets	(8)	(6)	(9)	(113)	(136)
<b>Operating costs</b>	<b>(1,521)</b>	<b>(956)</b>	<b>(81)</b>	<b>(97)</b>	<b>(2,655)</b>
<b>OPERATING PROFIT</b>	<b>301</b>	<b>1,039</b>	<b>10</b>	<b>252</b>	<b>1,602</b>
Net write-downs of loans and provisions for guarantees and commitments	(81)	(193)	—	134	(140)
<b>NET OPERATING PROFIT</b>	<b>220</b>	<b>846</b>	<b>10</b>	<b>386</b>	<b>1,462</b>
Provisions for risks and charges	13	(14)	(1)	3	1
Restructuring costs	(2)	—	—	—	(2)
Net income from investments	1	47	6	54	108
<b>PROFIT BEFORE TAX</b>	<b>232</b>	<b>879</b>	<b>15</b>	<b>443</b>	<b>1,569</b>