

# Financial Highlights – HVB Group

## Key performance indicators

|   | 2013    | 2012    |
|---|---------|---------|
| Net operating income                          | €1,839m | €1,807m |
| Cost-income ratio (based on operating income) | 63.6%   | 58.1%   |
| Profit before tax                             | €1,458m | €2,058m |
| Consolidated profit                           | €1,074m | €1,287m |
| Return on equity before tax <sup>1</sup>      | 7.1%    | 9.2%    |
| Return on equity after tax <sup>1</sup>       | 5.8%    | 5.8%    |
| Earnings per share                            | €1.29   | €1.55   |

## Balance sheet figures

|                             | 31/12/2013 | 31/12/2012 |
|-----------------------------|------------|------------|
| Total assets                | €290.0bn   | €347.3bn   |
| Shareholders' equity        | €21.0bn    | €23.3bn    |
| Leverage ratio <sup>2</sup> | 7.1%       | 6.6%       |

## Key capital ratios compliant with Basel II

|   | 31/12/2013 | 31/12/2012 |
|---|------------|------------|
| Core capital without hybrid capital (core Tier 1 capital)                         | €18.4bn    | €19.1bn    |
| Core capital (Tier 1 capital)   | €18.5bn    | €19.5bn    |
| Risk-weighted assets (including equivalents for market risk and operational risk) | €85.5bn    | €109.8bn   |
| Core capital ratio without hybrid capital (core Tier 1 ratio) <sup>3</sup>        | 21.5%      | 17.4%      |
| Core capital ratio (Tier 1 ratio) <sup>3</sup>                                    | 21.6%      | 17.8%      |

|                     | 31/12/2013 | 31/12/2012 |
|---------------------|------------|------------|
| Employees (in FTEs) | 19,092     | 19,247     |
| Branch offices      | 933        | 941        |

1 return on equity calculated on the basis of average shareholders' equity according to IFRS

2 ratio of shareholders' equity shown in the balance sheet less intangible assets to total assets less intangible assets

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

## Consolidated Income Statement for the year ended 31 December 2013

| Income/Expenses                                    | NOTES | 2013         | 2012         | CHANGE       |               |
|--|-------|--------------|--------------|--------------|---------------|
|  |       | € millions   | € millions   | € millions   | in %          |
| Interest income                                    |       | 5,734        | 7,189        | (1,455)      | (20.2)        |
| Interest expense                                   |       | (2,822)      | (3,725)      | + 903        | (24.2)        |
| Net interest                                       | 32    | 2,912        | 3,464        | (552)        | (15.9)        |
| Dividends and other income from equity investments | 33    | 117          | 147          | (30)         | (20.4)        |
| Net fees and commissions                           | 34    | 1,166        | 1,108        | + 58         | + 5.2         |
| Net trading income                                 | 35    | 1,118        | 1,190        | (72)         | (6.1)         |
| Net other expenses/income                          | 36    | 327          | 141          | + 186        | >+ 100.0      |
| Payroll costs                                      |       | (1,810)      | (1,839)      | + 29         | (1.6)         |
| Other administrative expenses                      |       | (1,567)      | (1,499)      | (68)         | + 4.5         |
| Amortisation, depreciation and impairment losses   |       |              |              |              |               |
| on intangible and tangible assets                  |       | (210)        | (178)        | (32)         | + 18.0        |
| Operating costs                                    | 37    | (3,587)      | (3,516)      | (71)         | + 2.0         |
| Net write-downs of loans and provisions for        |       |              |              |              |               |
| guarantees and commitments                         | 38    | (214)        | (727)        | + 513        | (70.6)        |
| Provisions for risks and charges                   | 39    | (222)        | 195          | (417)        |               |
| Restructuring costs                                | 40    | (362)        | (102)        | (260)        | >+ 100.0      |
| Net income from investments                        | 41    | 203          | 158          | + 45         | + 28.5        |
| <b>PROFIT BEFORE TAX</b>                           |       | <b>1,458</b> | <b>2,058</b> | <b>(600)</b> | <b>(29.2)</b> |
| Income tax for the period                          | 42    | (384)        | (771)        | + 387        | (50.2)        |
| <b>PROFIT AFTER TAX</b>                            |       | <b>1,074</b> | <b>1,287</b> | <b>(213)</b> | <b>(16.6)</b> |
| Impairment on goodwill                             | 43    | —            | —            | —            | —             |
| <b>CONSOLIDATED PROFIT</b>                         |       | <b>1,074</b> | <b>1,287</b> | <b>(213)</b> | <b>(16.6)</b> |
| attributable to shareholder of UniCredit Bank AG   |       | 1,033        | 1,246        | (213)        | (17.1)        |
| attributable to minorities                         |       | 41           | 41           | —            | —             |

### Earnings per share

(in €)

|  | Notes | 2013 | 2012 |
|--|-------|------|------|
| Earnings per share (undiluted and diluted) | 44    | 1.29 | 1.55 |

## Segment reporting

(€ millions)

| INCOME/EXPENSES  | COMMERCIAL BANKING | CORPORATE & INVESTMENT BANKING | ASSET GATHERING | OTHER/ CONSOLIDATION | HVB GROUP      |
|--|--------------------|--------------------------------|-----------------|----------------------|----------------|
| Net interest   | 1,600              | 1,194                          | 39              | 79                   | 2,912          |
| Dividends and other income   |                    |                                |                 |                      |                |
| from equity investments  | 8                  | 101                            | —               | 8                    | 117            |
| Net fees and commissions   | 847                | 231                            | 86              | 2                    | 1,166          |
| Net trading income   | 18                 | 964                            | 1               | 135                  | 1,118          |
| Net other expenses/income  | (7)                | 73                             | (1)             | 262                  | 327            |
| <b>OPERATING INCOME</b>  | <b>2,466</b>       | <b>2,563</b>                   | <b>125</b>      | <b>486</b>           | <b>5,640</b>   |
| Payroll costs  | (752)              | (436)                          | (39)            | (583)                | (1,810)        |
| Other administrative expenses  | (1,234)            | (860)                          | (58)            | 585                  | (1,567)        |
| Amortisation, depreciation and impairment losses on intangible and tangible assets | (11)               | (31)                           | (12)            | (156)                | (210)          |
| <b>Operating costs</b>   | <b>(1,997)</b>     | <b>(1,327)</b>                 | <b>(109)</b>    | <b>(154)</b>         | <b>(3,587)</b> |
| <b>OPERATING PROFIT</b>  | <b>469</b>         | <b>1,236</b>                   | <b>16</b>       | <b>332</b>           | <b>2,053</b>   |
| Net write-downs of loans and provisions for guarantees and commitments             | (74)               | (240)                          | —               | 100                  | (214)          |
| <b>NET OPERATING PROFIT</b>  | <b>395</b>         | <b>996</b>                     | <b>16</b>       | <b>432</b>           | <b>1,839</b>   |
| Provisions for risks and charges   | (34)               | (134)                          | (2)             | (52)                 | (222)          |
| Restructuring costs  | (325)              | —                              | —               | (37)                 | (362)          |
| Net income from investments  | 1                  | 116                            | 5               | 81                   | 203            |
| <b>PROFIT BEFORE TAX</b>   | <b>37</b>          | <b>978</b>                     | <b>19</b>       | <b>424</b>           | <b>1,458</b>   |