CEE BANKING: THE NEW MODEL OUT OF THE CRISIS

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EXECUTIVE SUMMARY

- CEE convergence continues, with a rebalanced economic model and average long term growth expected at 4% vs the pre-crisis 6%. The Greek crisis confirms the end of cheap cost of country risk
- CEE banking resilient even in the years of the crisis. But back to business needs time and a rebalancing of the banking model
    - We are still in the middle of a demand driven credit crunch. Competition holds, with margins pressure
    - Credit quality gradually stabilizing, with peak in NPL in H2 2010 all-over (except TK 2009 and KZ 2011)
    - CEE long term profitability holds, with a multi-equilibrium scenario. Russia, Turkey and Romania confirm for the best opportunity/risk mix. Other CE and SEE countries look more “mature-style”
    - Capital is not a key constraint in CEE today. New regulatory developments, including Basel 3, have to be monitored
- UniCredit confirms as a committed strategic investor in CEE
    - CEE remains a key pillar for UCG strategy and UniCredit CEE continues to deliver solid results, even in challenging market conditions
    - UniCredit is well positioned for the future: it has capital, funding, relatively low legacies, lots of Group synergies and an excellent network to exploit
- All stakeholders committed to find strategies for reigniting growth in CEE - demand rather than supply of credit should be the driver out of the crisis. In a scenario of strict fiscal control and high country risk, countries have to find a way to stimulate demand
    - EU Funds full utilization is a must, which has the potential to contribute in the range of 0.8pps to 2.0pps to annual growth (in nominal terms)
    - Strategies for increasing competitiveness and quality of the operating environment have to remain a priority, to compensate other long term weaknesses (first of all ageing of population)
    - UniCredit on the frontline to re-start: capital and funding available and strong effort to realign business and risk

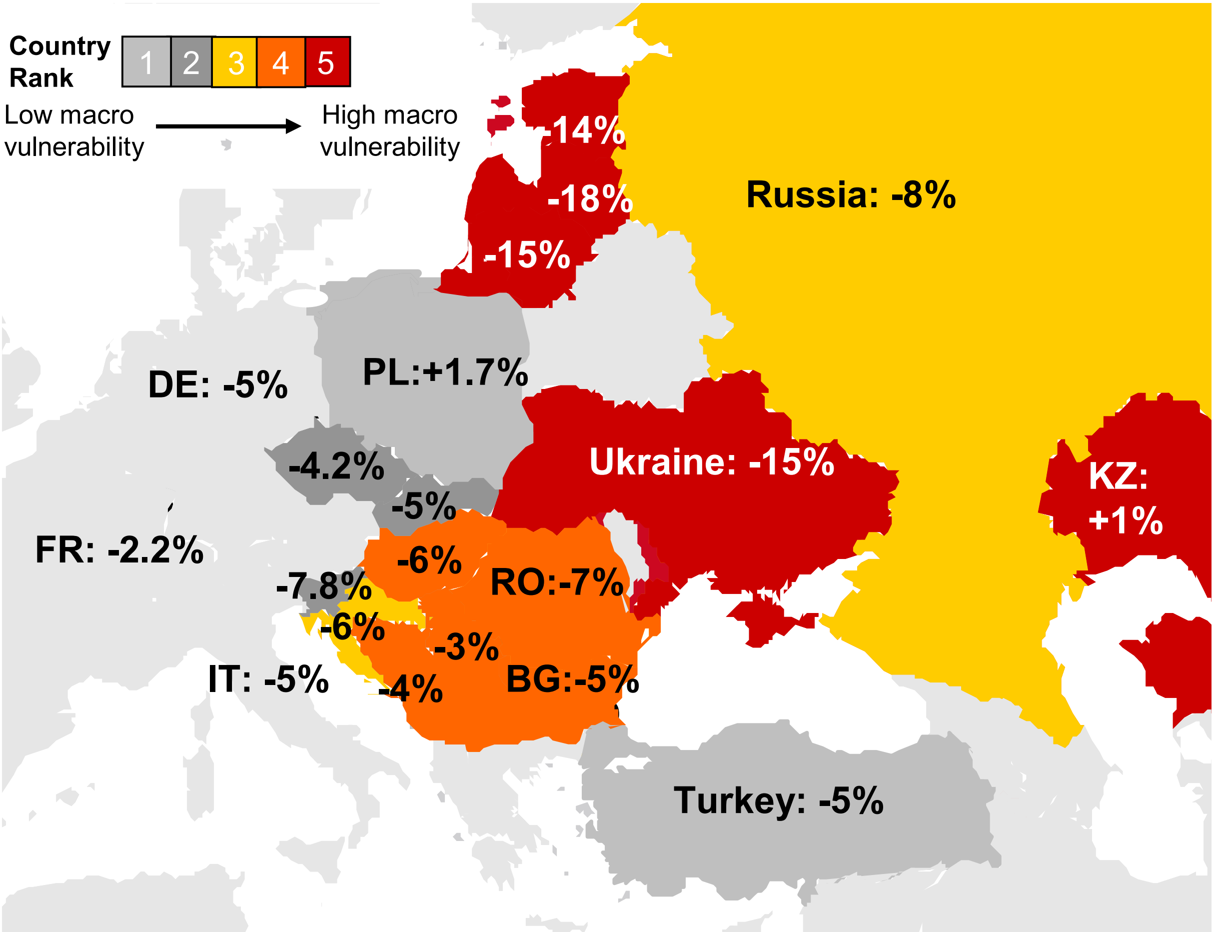
AGENDA

- **CONVERGENCE CONTINUES, WITH A REBALANCED MODEL**
- CEE BANKING HOLDS AS AN OPPORTUNITY
- UNICREDIT GROUP: A COMMITTED STRATEGIC INVESTOR WITH PROVEN SUCCESS EVEN DURING THE CRISIS
- HOW TO RE-START
- CONCLUSIONS

2009: A VERY TOUGH YEAR. LOTS OF THINGS WENT WRONG BUT THE WORST HAS BEEN AVOIDED

Economic growth in 2009

(GDP yoy growth %)



Negative shocks:

- Trade collapse
- Capital Inflows collapse
- Overshooting in the repricing of CEE risk

Stabilizers:

- Strong international support (IMF and EU packages)
- Strong commitment of international banks active in the region
- Continuous trust in long term fundamentals

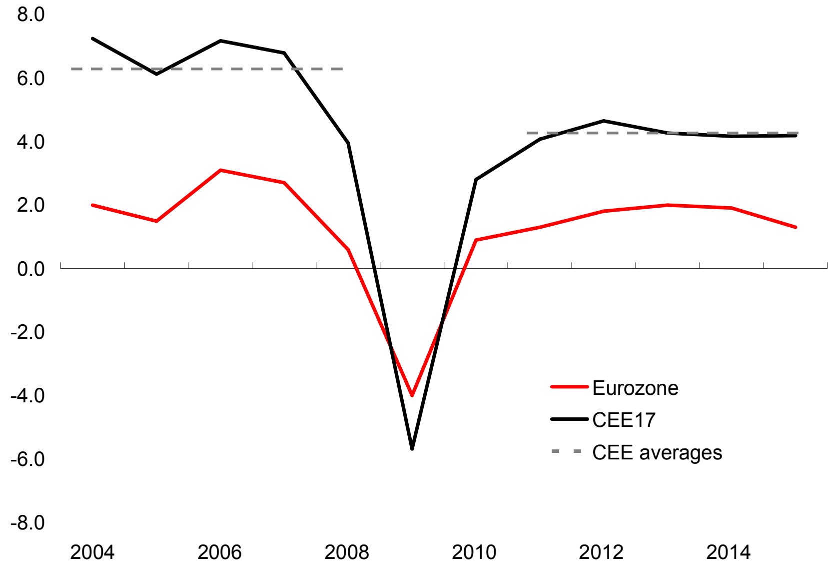
Colors are assigned to different countries on the basis of a qualitative and quantitative assessment, including several macro (GDP growth, CA balance, fiscal and external debt position, etc.) and financial variables (banking performance, credit quality, fx lending, etc.);
SOURCE: UniCredit Research, UniCredit Group CEE Strategic Analysis

RECOVERY IS UNDERWAY - OUT OF THE CRISIS, THE GROWTH MODEL HOLDS BUT LONG TERM GROWTH WILL REMAIN BELOW PRE-CRISIS

Real GDP growth
(% yoy growth)

	2009	2010F	2011F
Poland	1.7	2.6	2.7
Hungary	-6.3	-0.1	2.8
Czech Rep.	-4.2	1.6	2.4
Slovakia	-4.7	3.1	3.8
Slovenia	-7.8	0.6	1.5
Lithuania	-15.0	-3.0	3.0
Latvia	-18.0	-2.5	5.5
Estonia	-14.1	-1.3	3.4
Bulgaria	-5.0	-1.0	2.2
Romania	-7.1	0.4	3.5
Croatia	-5.8	-1.0	1.3
Bosnia-H.	-3.5	-1.0	0.8
Serbia	-3.0	-0.5	2.2
Turkey	-4.7	4.5	4.5
Ukraine	-15.1	3.0	4.0
Russia	-7.9	3.4	5.0
Kazakhstan	1.2	3.5	5.0
CEE-17	**-5.7**	**2.8**	**4.1**

Long term economic trends CEE vs Eurozone
(GDP yoy growth %)



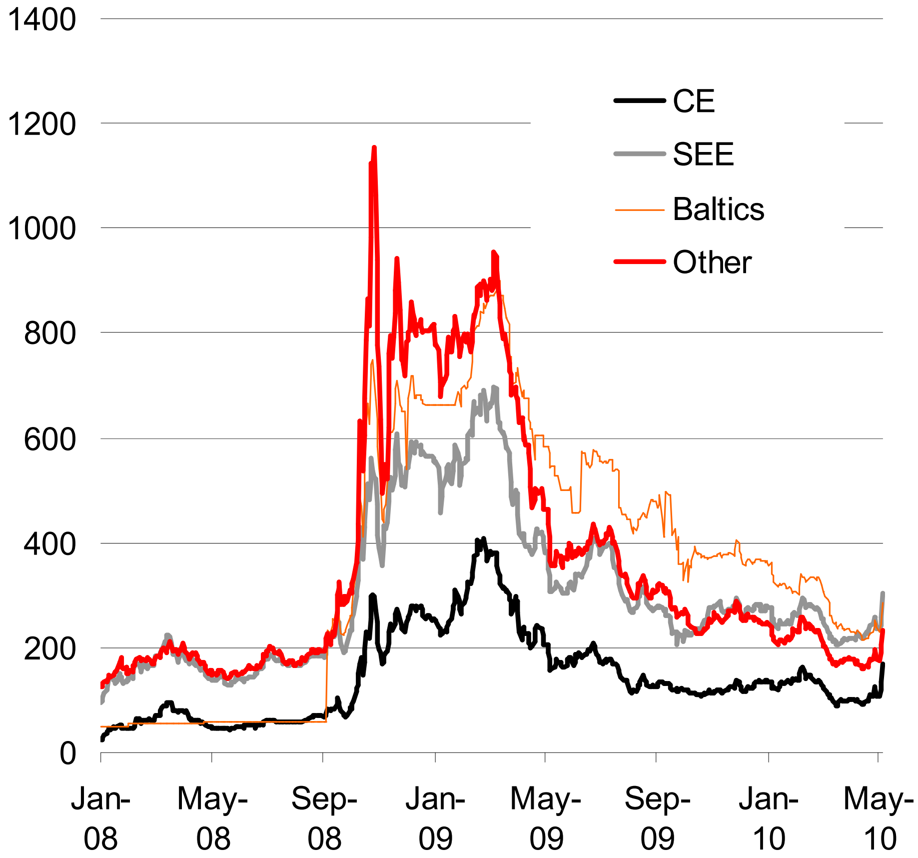
Drivers of convergence hold but are weaker than in the past

- Competitiveness (but uncertain global outlook and competition from Asia)
- Capital inflows (but higher cost of country risk)
- Convergence in standards of living (but households sector delays recovery)
- EU Funds and infrastructural projects

SOURCE: UniCredit Group CEE Strategic Analysis, UniCredit Research

END OF CHEAP FUNDING – COST OF COUNTRY RISK REMAINS HIGHER THAN PRE-CRISIS AND VOLATILE, WITH "EURO BONUS" TODAY SUBSTANTIALLY LOWER THAN IN THE PAST

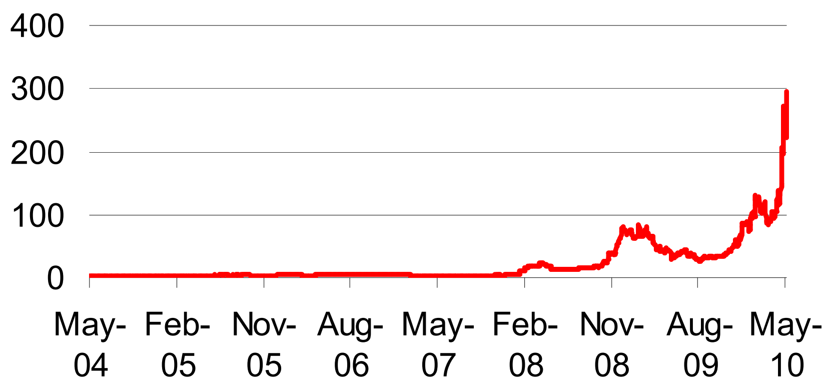
Country risk by CEE sub-regions
(CDS spreads by CEE sub-regions 5Y USD, bps)[1]



Euro convergence process

	Joined ERM II Date	Criteria fulfilled No.(3)	Euro Adoption (first possible date)
Estonia	Jun-04	3	2011-12
Lithuania	Jun-04	2	2014
Poland	-	1	2015
Latvia	Apr-05	2	2014
Czech Rep.	-	3	2015
Bulgaria	-	2	2014
Romania	-	1	2015
Croatia	-	1	2018
Hungary	-	0	2014

Euro not any more homogeneous in terms of risk[2]
(Volatility in EMU cost of country risk - standard deviation of 5Y USD CDS spreads)

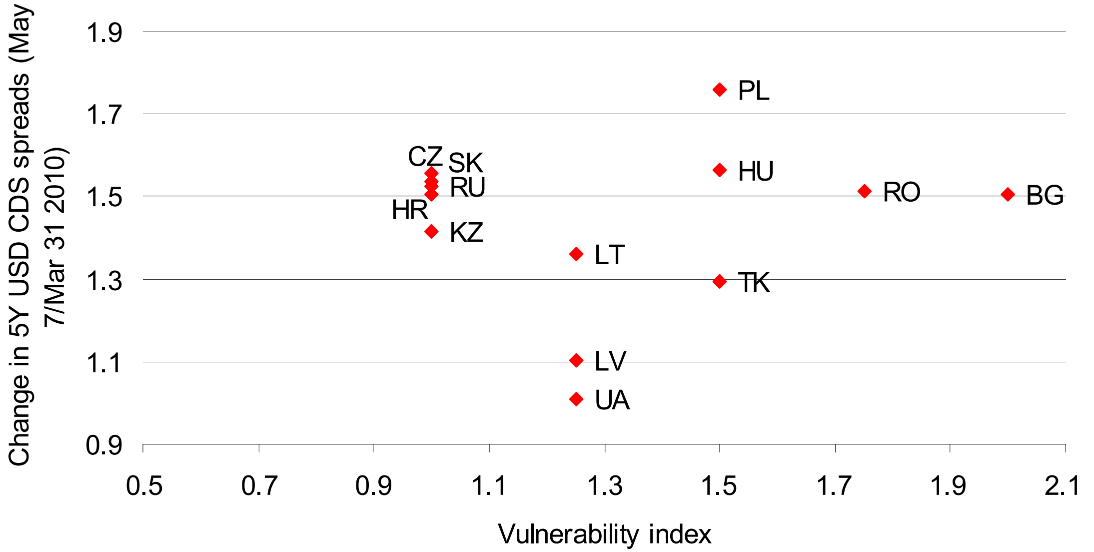


(1) CE: HU, CZ, PL, SK; SEE: RO, BG, HR, SRB; Other: RU, TK, UA, KZ; (2) Incl. France, Germany, Greece, Italy and Portugal (from Jan 2009 also Slovakia); (3) Criteria: i) CPI no more than 1.5 percentage points higher than the average of the three best performing ; ii) Bond yields not higher than the avg of best 3 EMU members +1% point; iii) Public debt/GDP not over 60%; iv) Budget deficit not over 3% of GDP; v) FX stability (+/-15%) and in ERM-II. SOURCE: UniCredit Group CEE Strategic Analysis, UniCredit Research, Bloomberg

CEE COUNTRIES VULNERABILITY TO THE EURO/GREEK CRISIS VARIES FROM COUNTRY TO COUNTRY

Structural and perceived vulnerability to Euro/Greek crisis

CDS spreads reaction and structural vulnerability indicator[1]



Indirect channels	Level of vulnerability	Most influenced	Direct channels	Level of vulnerability	Most influenced
Public Debt/ Fiscal Budget	High	PL, HU, RO, Baltics	Banking	Medium	BG, RO, SRB
			Trade and FDI	Low	BG
			Portfolio investment	Low	HU, TK, PL

(1) Index (3=highest level of vulnerability) calculated considering average countries' vulnerabilities through banking sector channel, trade and FDI, portfolio investment and public finances

SOURCE: UniCredit CEE Strategic Analysis

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THE IMPACT OF THE CRISIS HAS BEEN FELT, BUT ON THE OVERALL, THE REGIONAL BANKING SECTOR HAS REMAINED RESILIENT

- **Liquidity crisis**
  - Avg CEE funding cost up from 60bps end 2006 to 230bps in Dec 2009 (peaking at 800bps in March 2009)

- **Credit quality problems**
  - 2009 NPLs ratio x2.3 relative to end of 2007 (x16 in the Baltics, x5 in CIS (ex RU), x3 in SEE, while lower in CE)

- **Business and credit crunch**
  - Credit crunch, with average regional growth in total loan volumes at -0.1% yoy in 2009 (2008: 14% yoy)
  - Loan-to-deposits ratio down to 104% in 2009 from 116 the year before

- **Never an issue of capital**
  - CAR well above minimum requirement all over the region (from x1.3 the minimum regulatory requirement in HR and BH to x2.2 in EE)
  - Issues in terms of capital in Ukraine, Russia and Kazakhstan, but resolution has been fast (UA EUR 8.3bn[1], RU EUR 36bn[1], KZ EUR 1.8bn[2] in capital injections since beginning of the crisis)

- **Profitability**
  - ROA down from 2.1% in 2007 to 0.2% in 2009 (only KZ, UA and the Baltics' banking systems in loss), but the overall system remains in profit

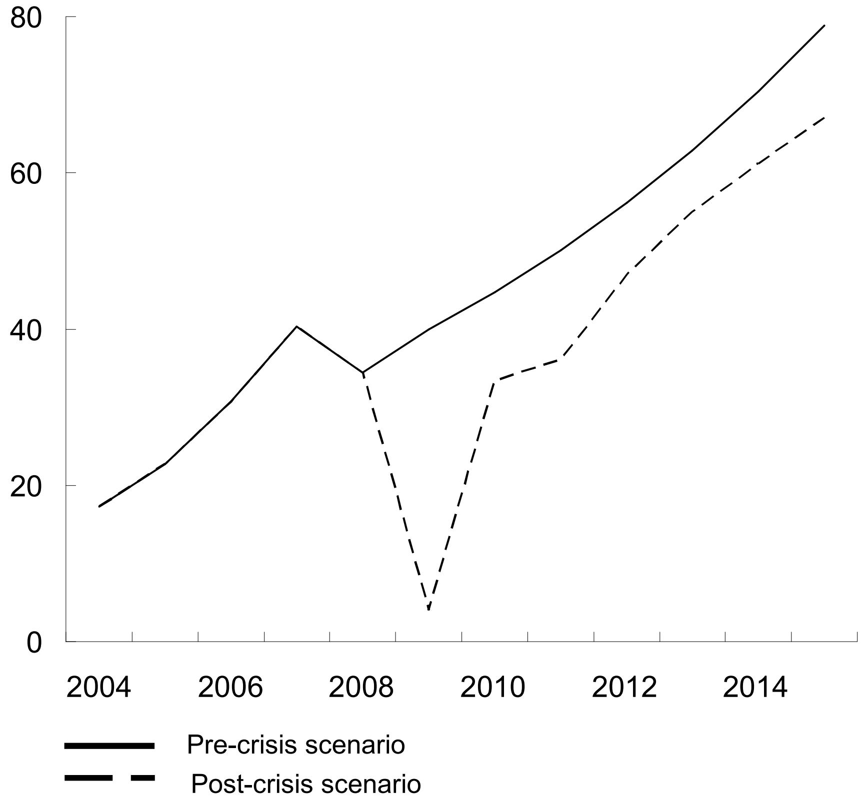
(1) Privately and state-owned banks including subordinated debt; (2) State capital injections in banks (2009)

OUT OF THE CRISIS, CEE REGION IS EXPECTED TO RECOVER TOWARDS A LOWER GROWTH RATE PATH, ALTHOUGH MAINTAINING A SIGNIFICANT ADVANTAGE VS WESTERN EUROPE

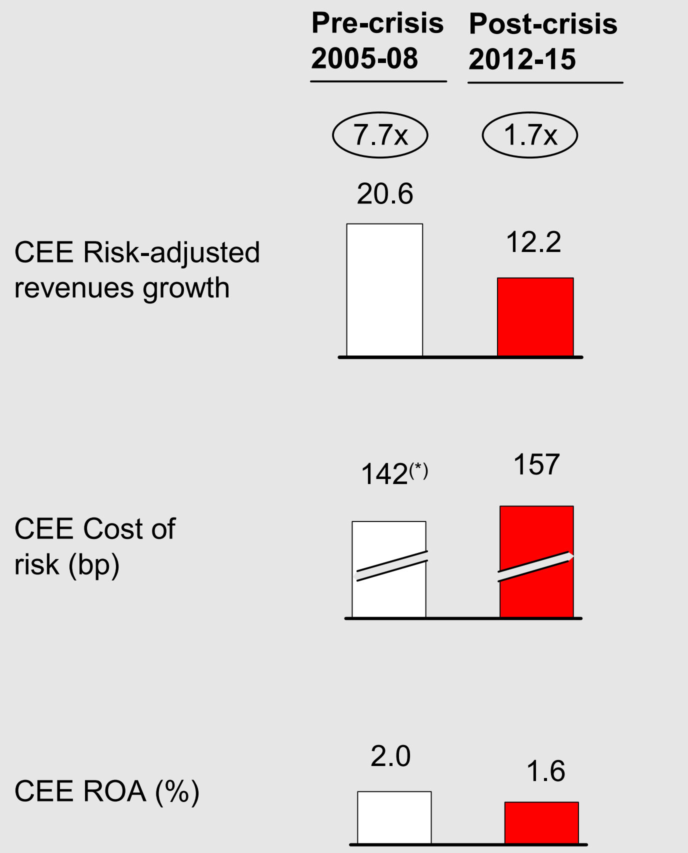
(x) CEE vs WE

CEE expected to recover towards a lower growth path…

CEE-17 total CEE banking profits - bn euro



… yet maintaining a significant advantage vs. Western Europe

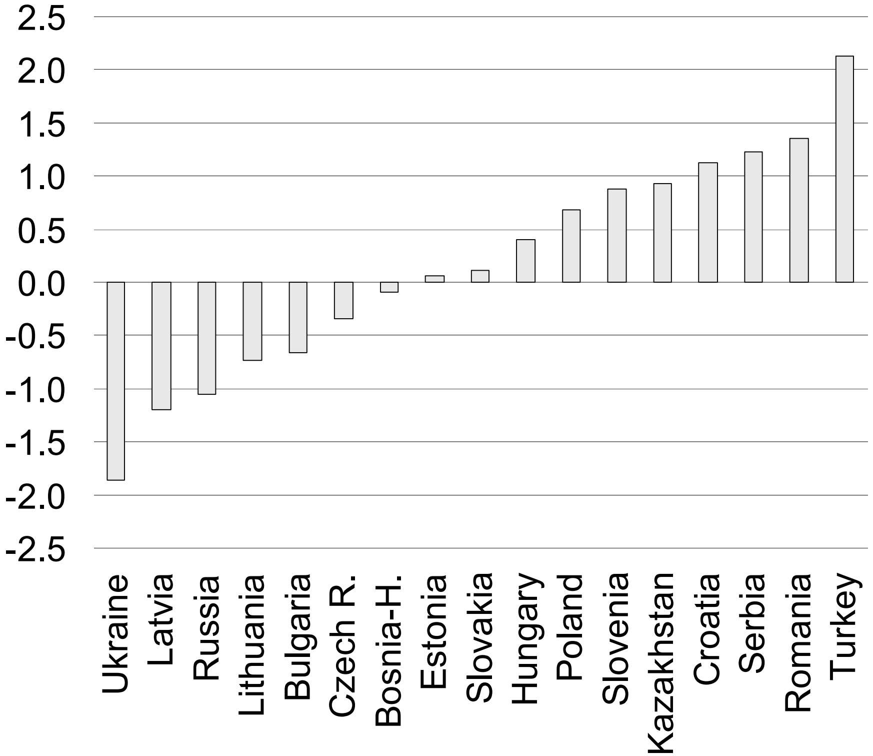


(*) 2005-2007

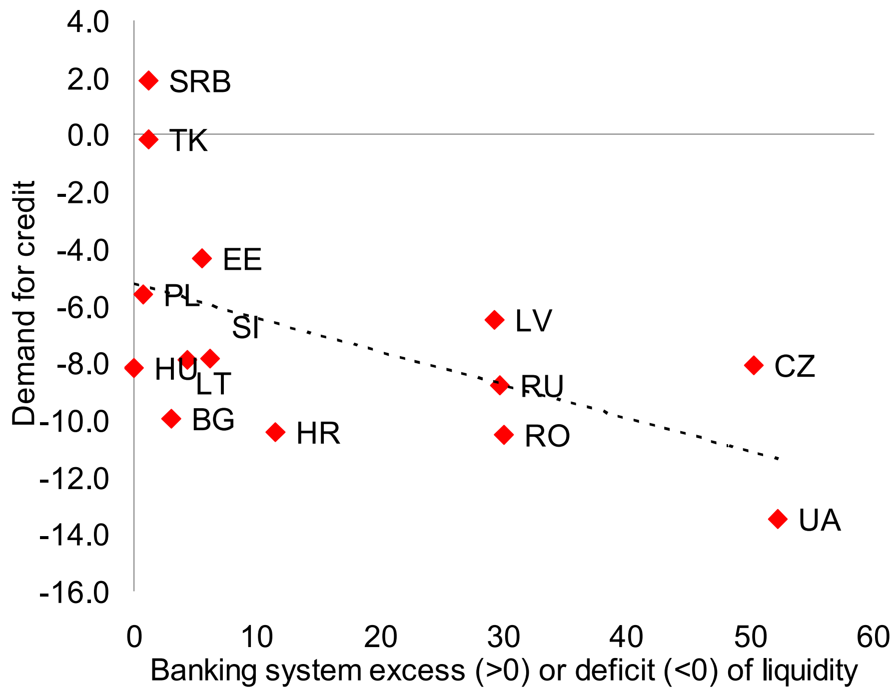
SOURCE: UniCredit Group CEE Strategic Analysis

CREDIT CRUNCH – A MATTER OF LACK OF DEMAND, IN THE CONTEXT OF OVER-LIQUIDITY

Credit crunch visible…
(Total loans - YTD change Feb 2010, adjusted for FX movements)



…Low demand rather than liquidity the driver
(Banking sector liquidity and demand for credit - Feb 2010)[1]

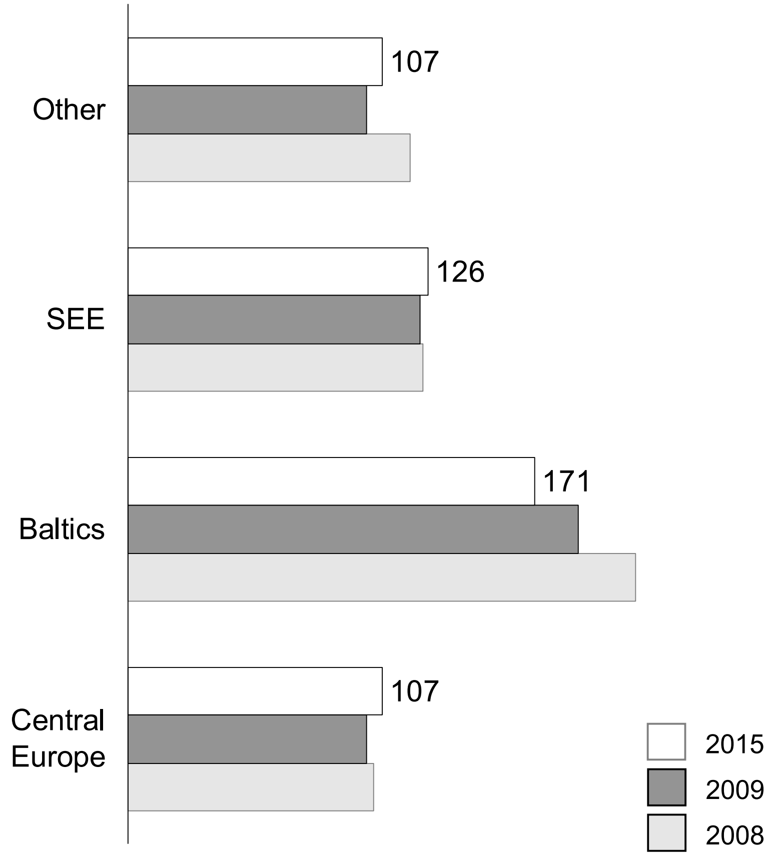


(1) BANKING SYSTEM LIQUIDITY: a value of the index equal to 100 means highest level of excess liquidity in the region; the index is obtained considering average excess reserves of commercial banks with the CB (as a share of MRR) and change in the difference b/w local interbank and reference rates (compared to end of 2009). DEMAND FOR CREDIT: value based on average change in IP, Retail sales and Economic confidence indicator between Feb 2010 and Dec 2009. SOURCE: UniCredit Group CEE Strategic Analysis, Eurostat

DELEVERAGING ACHIEVED, BUT THE GROWTH MODEL CONTINUES TO BE BASED ON EXTERNAL FUNDING

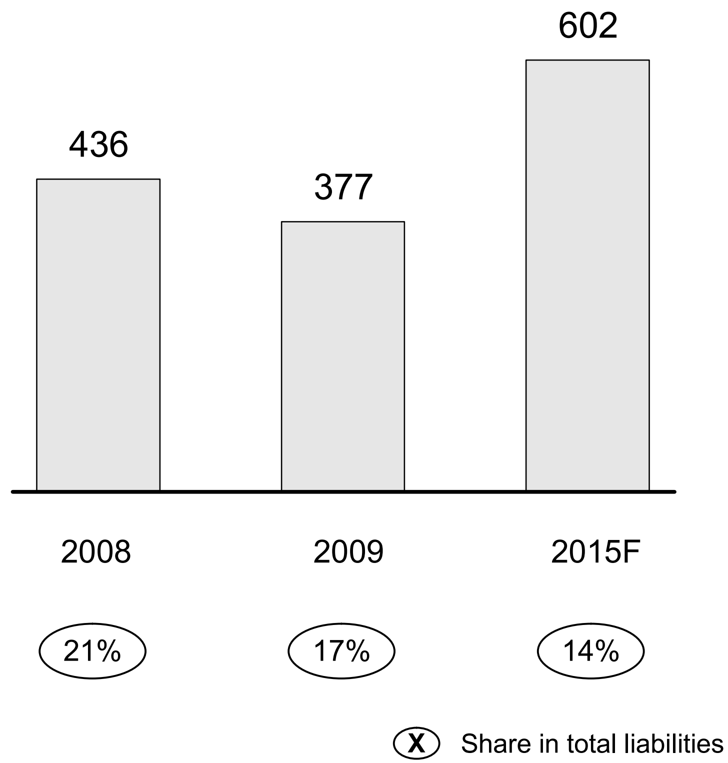
A more balanced banking model

CEE Banks loan-to-deposits ratio, %[1]



Banks access to external funding remains crucial

CEE-17 Banks External liabilities (bn € and % in total)

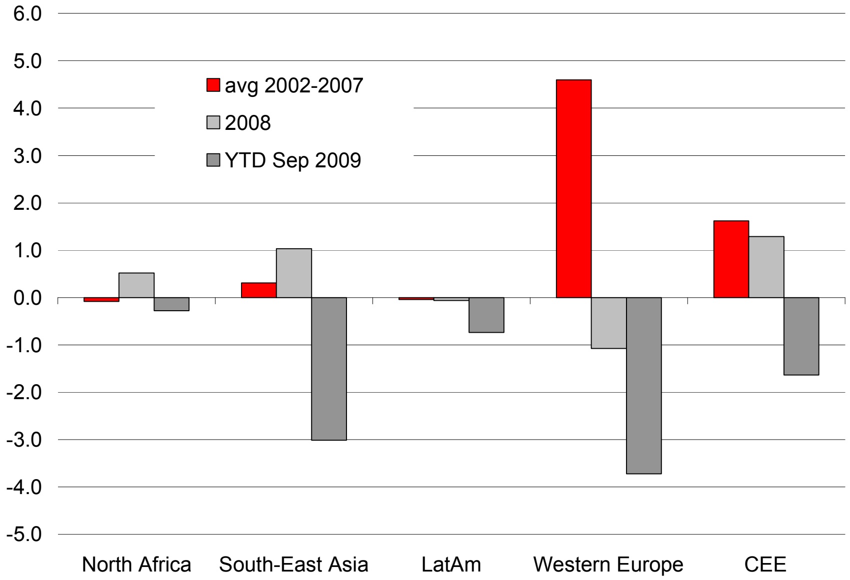


(1) Central Europe: HU, CZ, PL, SI, SK; SEE: RO, BG, HR, SRB, BH; Other: RU, TK, UA, KZ

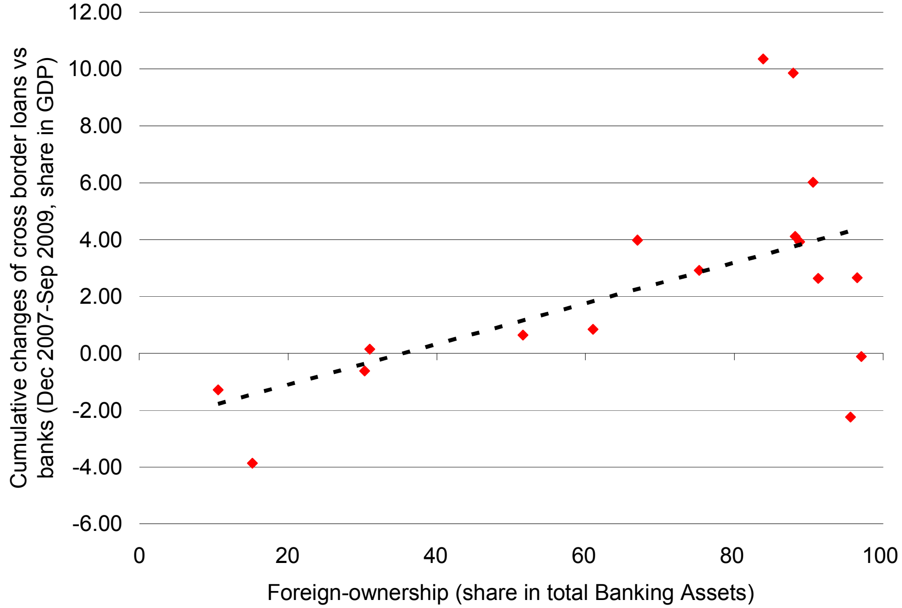
SOURCE: UniCredit Group CEE Strategic Analysis

INTERNATIONAL PLAYERS ACTIVE IN CEE ARE SUPPORTIVE

International banks loans to banks by region of destination
(estimated exchange rate adjusted changes, % GDP)



Foreign ownership and cross-border capital flows[1]
(banks foreign ownership % assets in 2009 and 2007-2009 change in international banks funding % GDP)

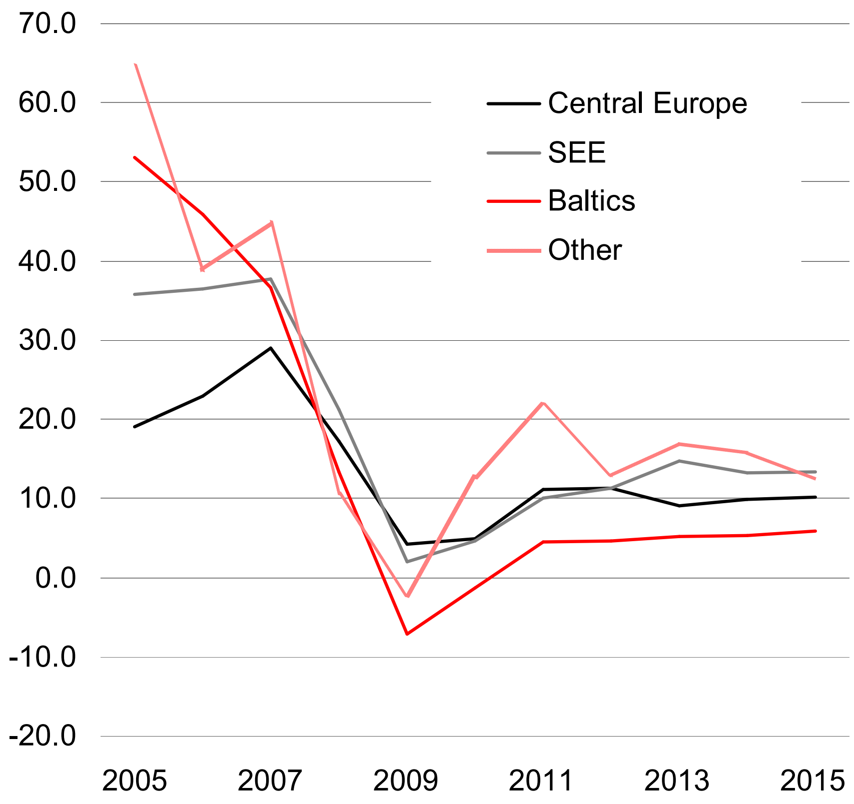


- Cross-border capital inflows in the CEE region proved to be quite stable relative to other emerging markets
- CEE countries where banks have strategic foreign ownership experienced relatively higher stability of cross-border flows during the crisis despite some deleveraging

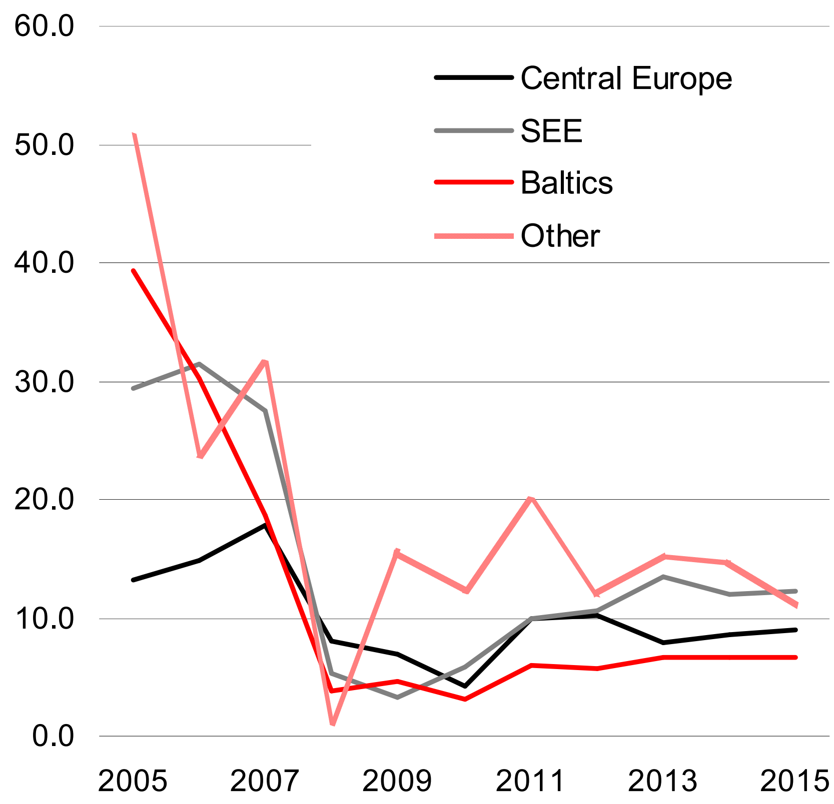
(1) Estimated exchange rate adjusted changes
SOURCE: UniCredit Group CEE Strategic Analysis, BIS

FULL RECOVERY OF BANKING BUSINESS TAKES TIME AND EVEN OUT OF THE CRISIS VOLUMES GROWTH WILL BE MORE MODERATE

Total loans' volumes (% yoy growth)[1]



Total deposits' volumes (% yoy growth)[1]

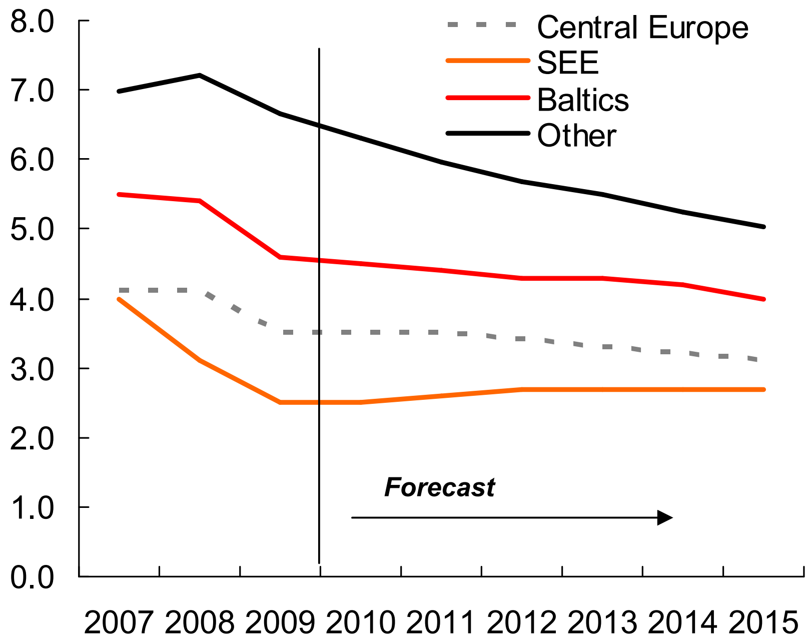


(1) Central Europe: HU, CZ, PL, SI, SK; SEE: RO, BG, HR, SRB, BH; Other: RU, TK, UA, KZ

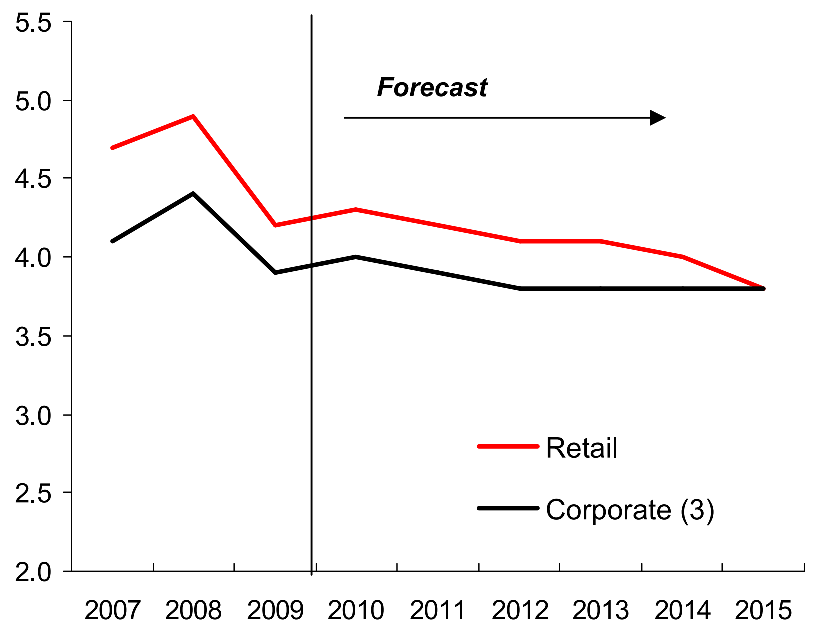
SOURCE: UniCredit Group CEE Strategic Analysis

PRESSURES ON MARGINS, ON THE BACK OF STRONG COMPETITION FOR BEST CLIENTS AND HIGH COST OF FUNDING (AND COUNTRY RISK)

CEE Region banking sector revenues
(Revenues over avg volumes – L+D, by sub-region)[1]



CEE Region banking sector revenues
(Revenues over avg volumes – L+D, by segment)[2]

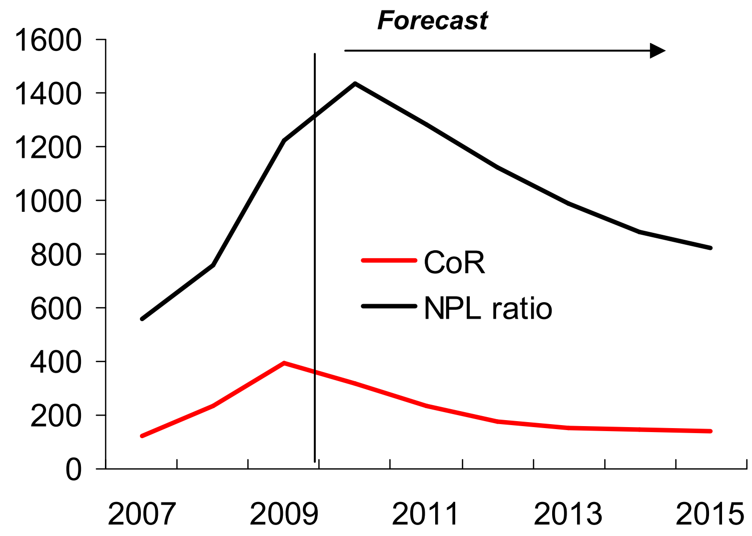


(1) Central Europe: HU, CZ, PL, SI, SK; SEE: RO, BG, HR, SRB, BH; Other: RU, TK, UA (excl KZ)
(2) CEE including PL, SK, HU, CZ, SI, BG, RO, RU; (3) Excluding interbank and trading activities
SOURCE: UniCredit Group CEE Strategic Analysis

COST OF RISK CONVERGING, BUT REMAINING ABOVE THE PRE-CRISIS LEVELS – ADJUSTMENTS IN THE RETAIL SEGMENT LAGGING BEHIND THOSE IN CORPORATE

CEE Cost of Risk (provisions[1] % Ø gross loans) and NPL[2]

In basis points



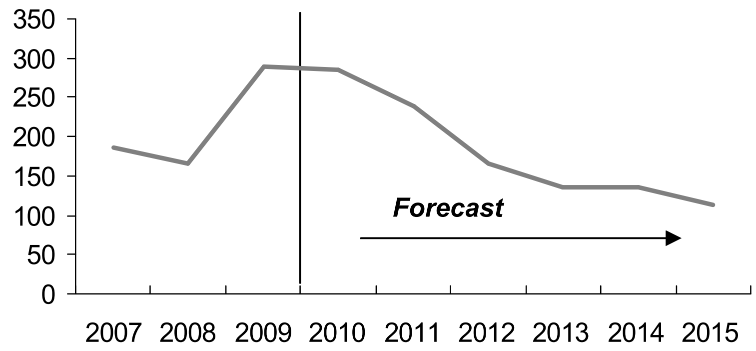
Year of the peak in Cost of Risk:

2009: PL,TK,RU,HU,SK,SRB,SI,UA,KZ,BALTICS
2010: HR,BG,CZ,RO,BH

Year of the peak in NPL ratio:
2009: TK
2010: Rest of CEE (KZ 2011)

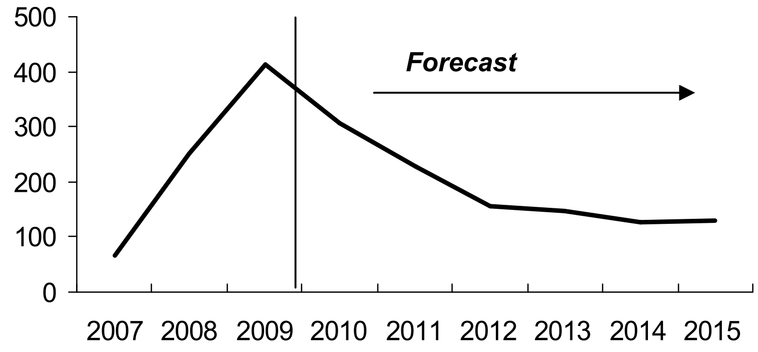
CEE Retail Cost of Risk (provisions[1] in % Ø gross loans)[3]

In basis points



CEE Corporate Cost of Risk (provisions[1] in % Ø gross loans)[3]

In basis points

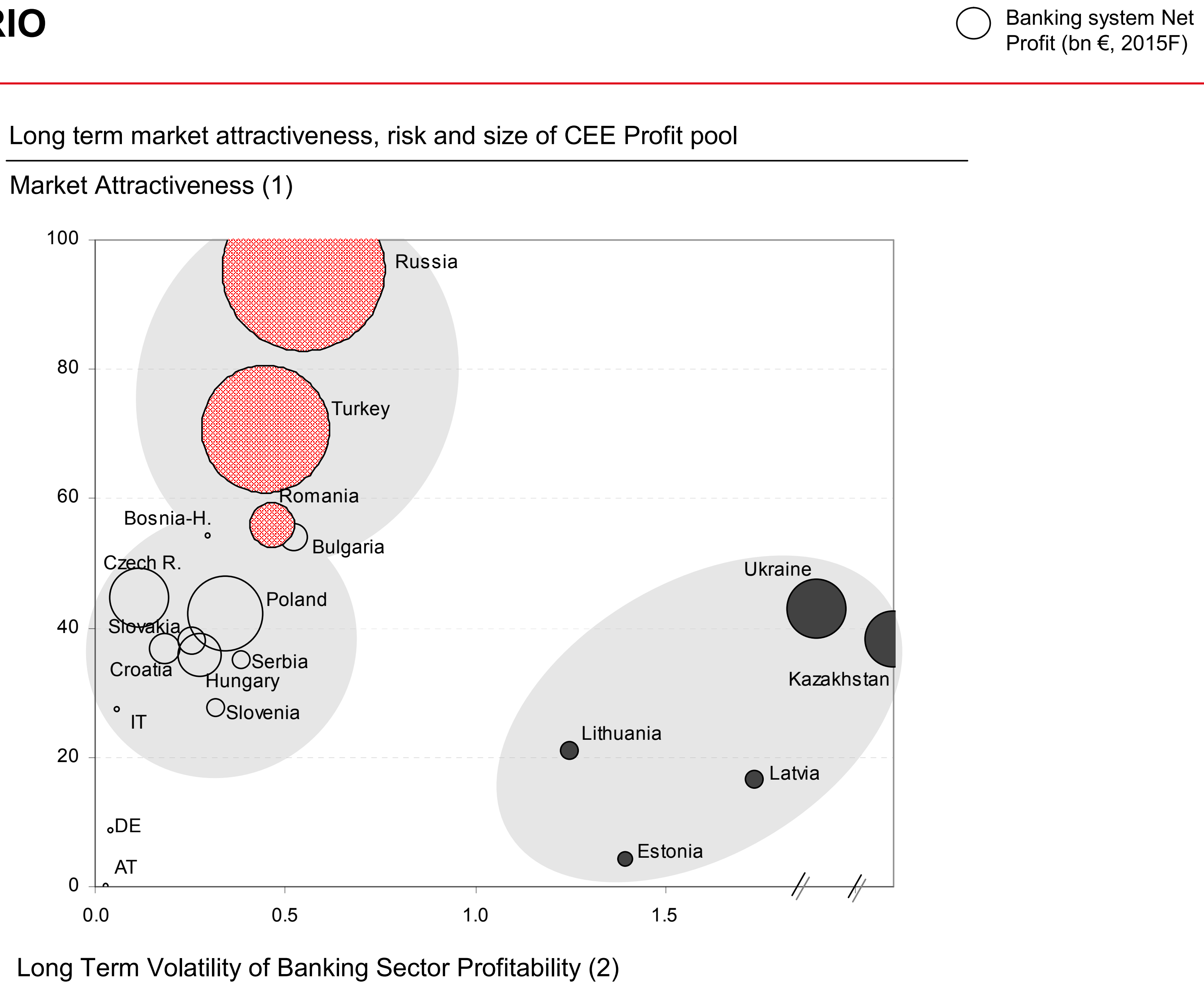


(1) General + specific provisions; (2) CEE-16 (excl. KZ); (3) CEE including Poland, Slovakia, Hungary, Czech R., Slovenia, Bulgaria, Romania, Russia

SOURCE: UniCredit Group CEE Strategic Analysis

PROFITABILITY HOLDS, WITH A MULTI EQUILIBRIUM SCENARIO

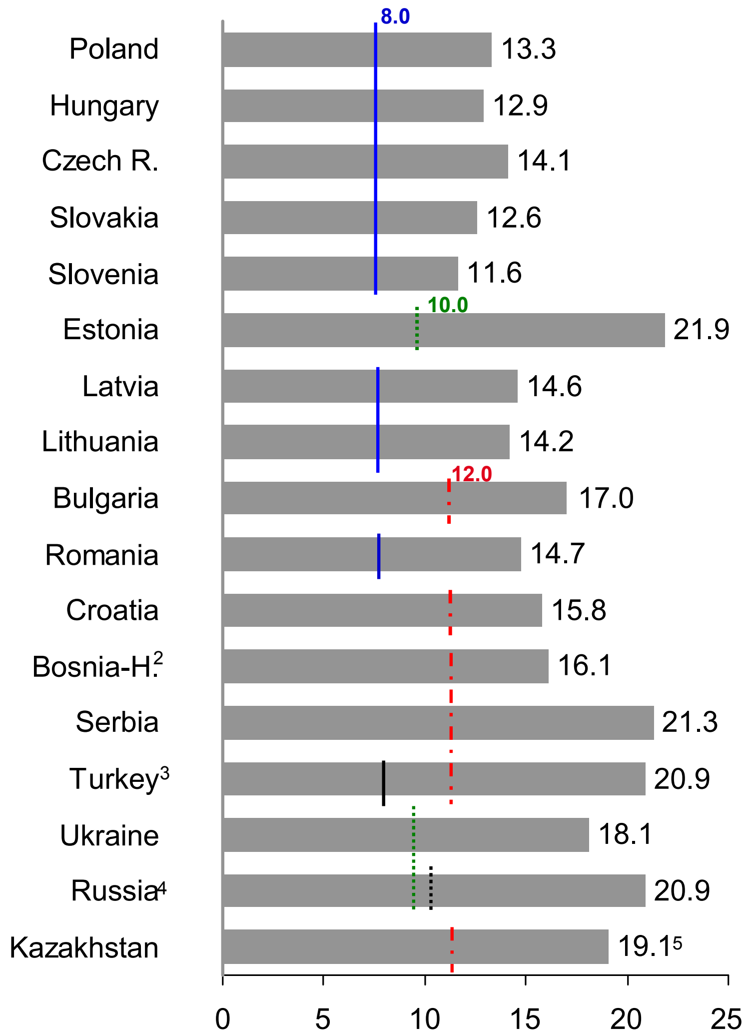
Long term market attractiveness, risk and size of CEE Profit pool



(1) Market Attractiveness is an index ranked between 0 (low attractiveness) and 100 (high attractiveness). It is obtained by considering growth potential (50% weight) and profitability (50% weight). Growth potential is measured in terms of volumes growth, while profitability in terms of ROA.
(2) Long Term Volatility of Banking Sector Profitability means the standard deviation of banking system ROA.
SOURCE: UniCredit Group CEE Strategic Analysis

STRONG CAPITAL BUFFERS AT SYSTEM LEVEL COMBINED WITH ALREADY VERY PRUDENT MINIMUM CAPITAL RATIOS

Capital Adequacy ratio, % (Dec. 2009[1])



- **Prudent standards in terms of Minimum Capital Requirements (MCR) in the region, with even higher "suggested ratios" to be implemented in some countries**
- **High buffers - Capital Adequacy Ratios (CAR) higher than the MCR**
- **Basel 2 and Basel 3 introduction to potential impact capital needs**

Data as of Mar.10 for Kazakhstan and Romania, Feb.10 for Estonia, Sept.09 for Serbia; [2]Data refers to FBiH, while RS is 15,80% [3] For Turkey, Minimum Capital Requirement is 12% for banks which continue opening branches or have offshore activity, otherwise 8%; [4] In Russia, for banks with capital less than RUB 180 mn, the MCR is 11%, while for banks with capital more that RUB 180 mn, it is 10%. (BoR directive N 110-И 16.01.2004). [5] For Kazakhstan, estimated excluding BTA, Temirbank and Alliance Bank (with negative capital). Source: UniCredit Group CEE Strategic Analysis

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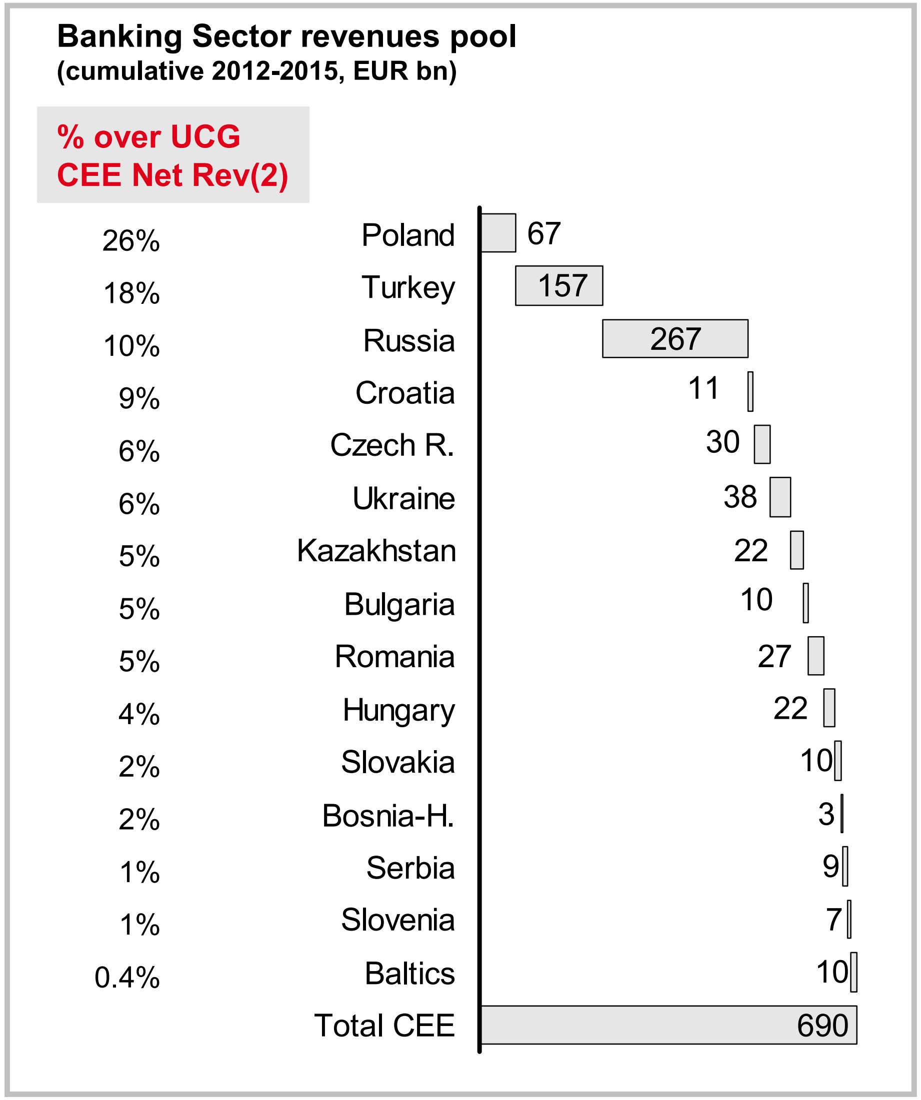
CEE REMAINS A KEY PILLAR FOR UCG STRATEGY

- **CEE is a key pillar of UCG diversified and balanced business model**
- **CEE is a key contributor to UCG profitability**
  - ✓ CEE Region weights for 23% of Group Revenues[2]
  - ✓ 68% of UCG CEE Revenues generated in 5 countries accounting for 77% of regional revenues pool
- **UCG is undisputed leader in CEE with a unique franchise and strong position in its 19 countries of presence** (among top 5 players in 11 countries)[1]



(1) Ranking as of Q2 2009; (2) FY 2009 including Profit Center Vienna

SOURCE: UniCredit Group CEE Strategic Analysis

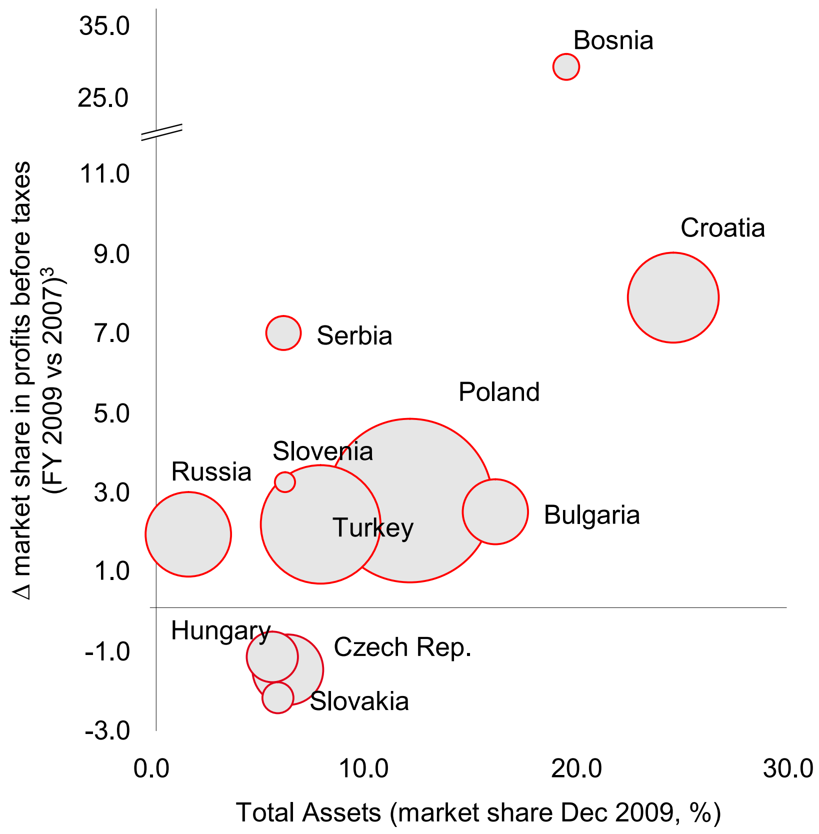
UNICREDIT GROUP IN CEE CONTINUES TO DELIVER SOLID RESULTS DESPITE CHALLENGING MARKET CONDITIONS

CEE Region: income statement and KPI
(change at constant FX)

€ mln	1Q09	4Q09	1Q10	% ch. on 4Q09 const FX
Total Revenues	**1,567**	**1,540**	**1,508**	**-6.3%**
-o/w Net interest	949	996	1,032	-0.6%
-o/w Fees & Commissions	372	427	411	-8.4%
Operating Costs	**-682**	**-727**	**-733**	**-2.5%**
Operating Profit	**885**	**814**	**775**	**-9.6%**
Net write-downs on loans	**-351**	**-529**	**-349**	**-39.3%**
Profit before taxes	**541**	**272**	**438**	**69.5%**

KPIs	1Q09	4Q09	1Q10	Δ const FX
Revenues/Avg. RWA,% (1)	6.3%	6.8%	6.5%	-0.4 pp
Cost/Income Ratio, %	43.5%	47.2%	48.6%	1.9 pp
FTEs, #	76,226	72,637	72,363	-273

UniCredit CEE banks positioning and performance[2]
(Market relevance of UCG CEE bank and increase in market shares in profits)



Size of the ball = FY 2009 Net profits (€ bn)

(1) Annualized figures; (2) Ukraine, the Baltics and Kazakhstan not reported due to losses recorded at system level; (3) Serbia and Bosnia latest available market figures (Sep 2009)

SOURCE: UniCredit Group CEE Strategic Analysis

UCG IS A LONG TERM INVESTOR IN CEE, WELL POSITIONED TO CAPTURE FUTURE OPPORTUNITIES FOR GROWTH

Key competitive factors	UCG positioning
Strong capital position	■ Strong capital ratios for UCG CEE banks - well above regulatory requirements and suitable for supporting growth… ■ … with additional EUR 2bn available in Bank Austria
Solid funding base and access to international markets	■ Rebalanced leverage position, through strengthening of the deposit base (Loan to Direct Funding(1) ratio in Q4 2009 slightly above parity) ■ Exploitation of supranational funding opportunities ■ Group funding to regional subsidiaries, with UCG access to the market at competitive pricing vs peers (CDS UCG at 99bps, vs avg of peers at 140bps)(2)
Sound risk	■ Stabilization in the cost of risk (at 178bp in 1Q10 down from 275bp in 4Q10) ■ Peers comparisons based on common definitions pointing to lower legacies for UCG ■ Loan restructuring measures and tailored repayment solutions implemented in several countries during the crisis
Network strength and Innovation capability	■ UCG can rely on a strong competitive advantage coming from its business model based on specialization (GTB, CIB, Family financing)

(1) Customer deposits and debt securities; (2) Average CDS spreads in Jan-Apr 2010; avg CDS spreads for peers including RZB, Erste, KBC, SG and ISP

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HOW TO RE-START THE ECONOMIC ACTIVITY

- Demand rather than supply of credit should be the driver out of the crisis. In a scenario of strict fiscal control and high country risk, countries have to find a way to stimulate demand

  1. EU Funds full utilization is a must, which has the potential to contribute in the range of 0.8pp to 2.0pps of annual growth (in nominal terms)
  2. Strategies for increasing competitiveness and quality of the operating environment have to remain a priority, to compensate other long term weaknesses (first of all ageing)
  3. UniCredit on the frontline to re-start: capital and funding available and strong effort to realign business and risk

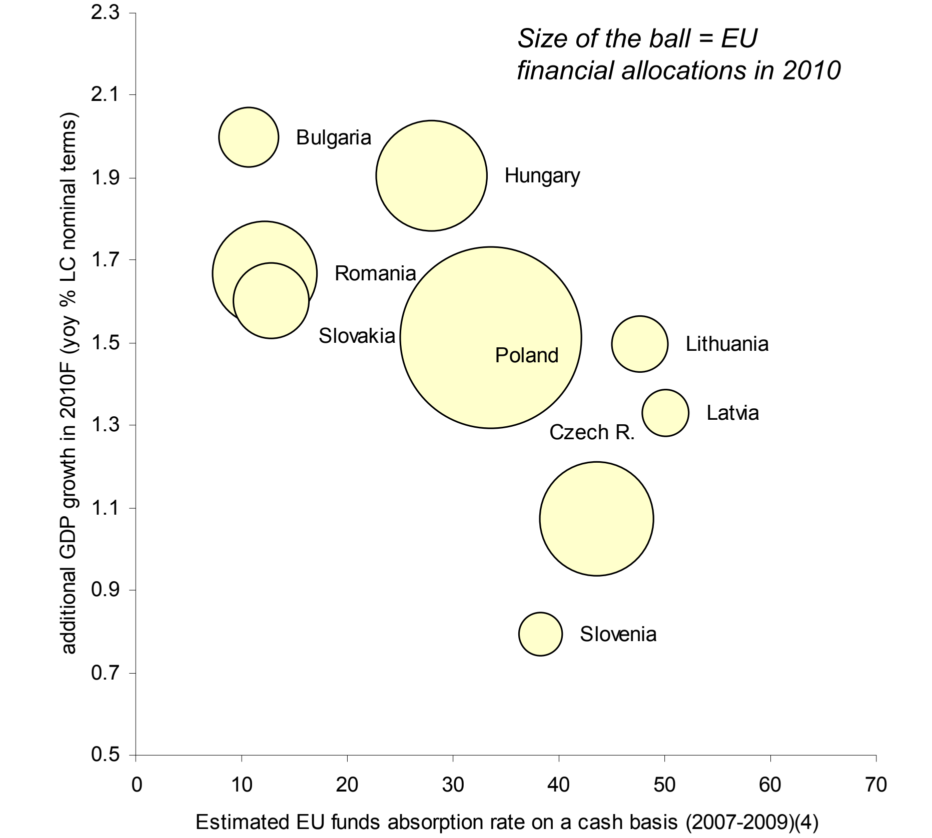
1. SHORT TERM BOOST TO THE ECONOMY VIA IMPROVED ABSORPTION OF EU FUNDS

EU funds (current prices)

Structural Funds	EU Financial Allocations 2007-2013 (€ bn)*
Bulgaria	6.7
Romania	19.7
Hungary	24.9
Poland	67.9(2)
Czech Rep.	31.0(1)(2)
Slovakia	11.7(2)
Lithuania	6.6
Estonia	3.5
Latvia	4.5
Slovenia	4.2
Total	**180.6**

Pre-Accession Assistance (IPA)	EU Financial Allocations 2007-2012 (€ bn)
Croatia	0.9
Bosnia	0.6
Serbia	1.2
Turkey	3.9
Total	**6.6**

Simulated impact of full absorption of EU funds on nominal GDP growth (2010F)[3]

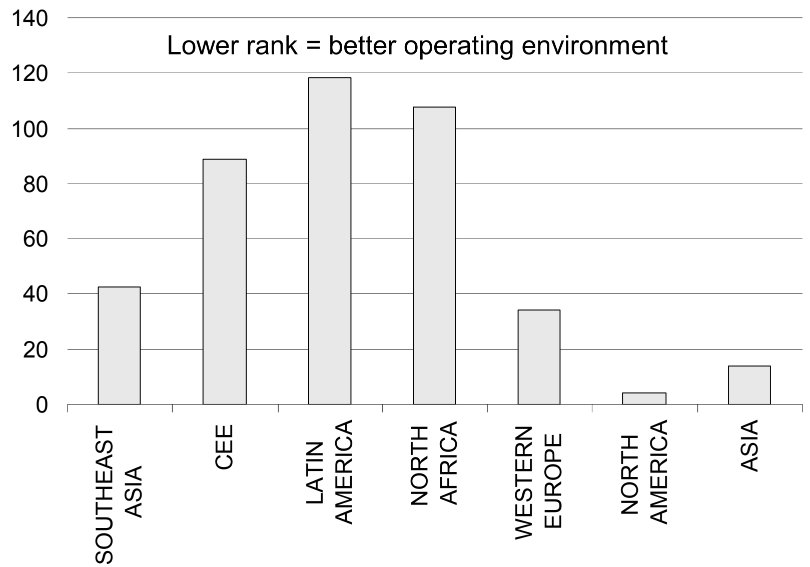


(*) Excluding funds for Rural Development and fisheries; (1) Including co-financing from local budget; (2) Incl. recently approved extra funds of EUR 633mn for PL, EUR 237mn for CZ and EUR 138mn for SK; (3) Based on short term government investment multipliers; interest rates are held constant at baseline value in all simulations; (4) Funds paid out % of EU funding 2007-2009 (March 2010 – SI as of Dec 2009, HU Oct 2009)

SOURCE: UniCredit Group CEE Strategic Analysis, OECD, European Commission

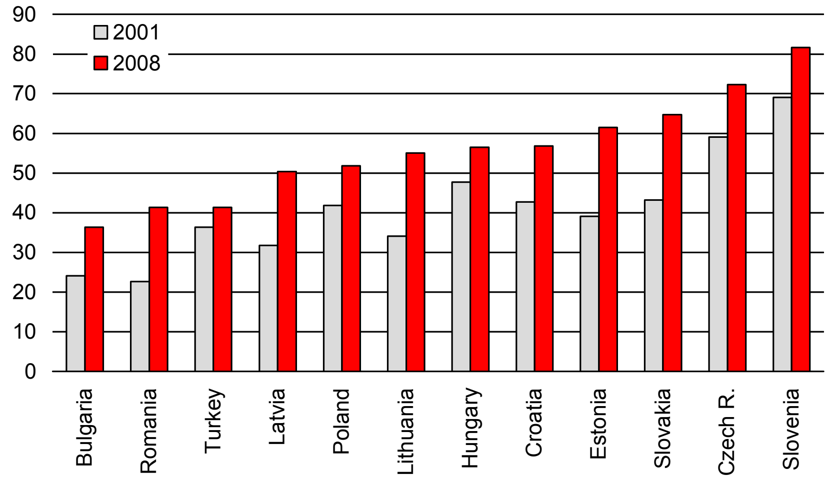
2. STRATEGIES FOR IMPROVING GENERAL COMPETITIVENESS AND QUALITY OF OPERATING ENVIRONMENT REMAIN CRUCIAL

Ease of doing business (2009)

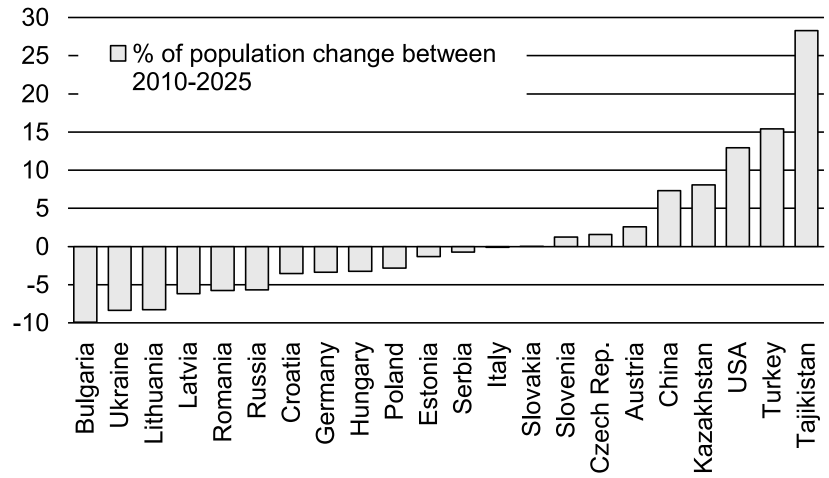


- **Room for improving the CEE operating environment,** when compared to Asia and South Asia
- **Cost competitiveness holds but squeezing**
- **Worsening of the demographic trends in the CEE region represent a risk to monitor** (only exception Turkey and Kazakhstan)

Compensation per employee, EU15=100



Demographic trends



SOURCE: UniCredit Group CEE Strategic Analysis, Eurostat, World Bank, UN

UniCredit

3. UNICREDIT ON THE FRONTIER TO RE-START

- UniCredit's strong commitment to CEE re-confirmed and even "subscribed" within the Vienna Initiative
- Capital and funding available to support growth in the region
- Strong effort to re-align business and risk to have a shorter time to answer to the client and catch first signs of recovery in demand
- Strong cooperation in all regulatory tables, to help re-start the engine in a sound way:
  - Private/public institutions working groups to strengthen local capital markets and foster local currency lending, without constraining the recovery

AGENDA

- CONVERGENCE CONTINUES, WITH A REBALANCED MODEL
- CEE BANKING HOLDS AS AN OPPORTUNITY
- UNICREDIT GROUP: A COMMITTED STRATEGIC INVESTOR WITH PROVEN SUCCESS EVEN DURING THE CRISIS
- HOW TO RE-START
- **CONCLUSIONS**

CONCLUSIONS

- CEE convergence continues, with a rebalanced economic model. The Greek crisis confirms the end of cheap cost of country risk and highlights remaining vulnerabilities, particularly for SEE
- CEE banking holds as an opportunity, but a rebalancing of the banking model is needed
  - We are still in the middle of a demand driven credit crunch, while credit quality is gradually stabilizing
  - Back to business needs time - 2010 still challenging
  - CEE long term profitability holds, with a multi-equilibrium scenario. Russia, Turkey and Romania confirm for the best opportunity/risk mix. Other CE and SEE countries look more “mature-style”
- UniCredit confirms as a committed strategic investors in CEE
  - CEE remains a key pillar for UCG strategy and UniCredit CEE region continues to deliver solid results – 1Q ‘10 net profit at € 438mn
  - UniCredit is well positioned for the future: it has capital, funding, relatively low legacies, lots of Group synergies and an excellent network to exploit
- Suggestions and strategies for reigniting growth in CEE
  - EU Funds full utilization is a must, which has the potential to contribute in the range of 0.8pps to 2.0pps to annual growth (in nominal terms)
  - Strategies for increasing competitiveness and quality of the operating environment have to remain a priority
  - UniCredit on the frontline to re-start: capital and funding available and strong effort to realign business and risk

ANNEX 1/3

	Total loans (% yoy LC growth)[1]				Total deposits (% yoy LC growth)[1]				Loan-to-deposits ratio (%)[1]			
	2008	2009	2010F	2011F	2008	2009	2010F	2011F	2008	2009	2010F	2011F
Poland	36.7%	8.6%	5.2%	6.8%	20.5%	10.2%	6.3%	7.0%	107	106	104	104
Hungary	18.5%	-3.5%	3.0%	6.3%	10.8%	4.6%	4.8%	6.4%	141	130	128	128
Czech R.	15.3%	1.5%	7.5%	11.0%	8.5%	5.3%	2.4%	6.1%	76	73	76	80
Slovakia	15.3%	0.6%	8.1%	11.0%	15.4%	-8.9%	3.3%	6.9%	78	86	90	94
Slovenia	18.1%	2.8%	3.9%	6.0%	7.5%	14.3%	2.3%	5.1%	155	139	142	143
Lithuania	19.1%	-8.8%	-3.4%	5.2%	-1.3%	8.2%	2.6%	5.7%	196	165	155	154
Latvia	12.4%	-7.3%	-2.3%	5.1%	8.7%	-0.9%	2.7%	7.1%	247	231	219	215
Estonia	7.9%	-4.8%	2.5%	3.2%	6.0%	5.9%	4.5%	5.2%	199	179	176	172
Bulgaria	32.9%	3.9%	3.5%	7.5%	8.8%	3.3%	4.0%	6.9%	123	124	123	124
Romania	34.6%	3.4%	7.5%	10.9%	18.7%	8.3%	9.6%	10.8%	126	121	118	118
Croatia	14.6%	2.2%	3.4%	4.8%	6.3%	-0.1%	2.5%	4.2%	120	123	124	125
Bosnia-H.	22.1%	-3.1%	2.1%	6.3%	-1.4%	2.1%	4.3%	5.2%	122	116	113	115
Serbia	34.8%	24.9%	6.2%	7.3%	7.7%	23.1%	9.3%	9.0%	125	127	123	121
Turkey	29.6%	5.9%	15.9%	19.5%	26.9%	13.0%	14.4%	15.7%	82	77	78	80
Ukraine	72.0%	-1.5%	0.2%	5.6%	26.7%	-6.9%	3.4%	6.9%	204	216	209	207
Russia	34.3%	-2.6%	9.6%	14.3%	20.2%	22.4%	9.5%	12.3%	128	102	102	104
Kazakhstan	5.5%	5.3%	11.3%	14.2%	19.9%	26.9%	12.6%	14.8%	176	146	144	143
Central Europe	**17.3%**	**4.2%**	**5.0%**	**11.2%**	**8.0%**	**6.9%**	**4.2%**	**10.0%**	**103**	**100**	**101**	**102**
Baltics	**13.4%**	**-7.1%**	**-1.3%**	**4.6%**	**3.8%**	**4.7%**	**3.2%**	**5.9%**	**213**	**189**	**181**	**178**
SEE	**21.3%**	**2.0%**	**4.7%**	**10.1%**	**5.3%**	**3.2%**	**5.8%**	**10.0%**	**124**	**122**	**121**	**121**
Other	**10.6%**	**-2.3%**	**12.6%**	**21.8%**	**1.0%**	**15.5%**	**12.2%**	**19.9%**	**118**	**100**	**100**	**102**
CEE Total	**13.7%**	**-0.1%**	**8.8%**	**16.7%**	**3.8%**	**11.1%**	**8.8%**	**15.6%**	**116**	**104**	**104**	**105**

(1) Central Europe: HU, CZ, PL, SI, SK; SEE: RO, BG, HR, SRB, BH; Other: RU, TK, UA, KZ

SOURCE: UniCredit Group CEE Strategic Analysis

ANNEX 2/3

Impaired loans ratio (% of gross loans)[1]

%	2008	2009	2010F	2011F
Poland	4.2%	7.0%	8.9%	8.0%
Hungary	4.5%	8.5%	8.8%	8.3%
Czech R.	3.3%	5.4%	7.3%	6.9%
Slovakia	3.2%	5.5%	6.7%	6.2%
Slovenia	2.9%	5.5%	6.0%	5.8%
Lithuania	4.6%	16.1%	18.4%	20.7%
Latvia	3.6%	16.4%	18.6%	20.0%
Estonia	2.9%	6.5%	8.0%	9.0%
Bulgaria	3.2%	6.2%	10.0%	9.6%
Romania	6.3%	14.7%	17.0%	13.5%
Croatia	3.2%	7.5%	9.0%	8.5%
Bosnia-H.	2.6%	5.3%	5.8%	4.9%
Serbia	5.3%	12.5%	15.5%	14.7%
Turkey	3.5%	5.2%	4.9%	4.8%
Ukraine	17.0%	30.0%	40.0%	30.0%
Russia	12.7%	18.7%	21.0%	19.0%
Kazakhstan	10.8%	28.7%	30.7%	31.2%
Central Europe	**3.9%**	**6.7%**	**8.1%**	**7.5%**
Baltics	**3.8%**	**13.5%**	**15.4%**	**17.1%**
SEE	**4.6%**	**10.4%**	**12.8%**	**11.2%**
Other	**10.7%**	**16.8%**	**19.1%**	**16.8%**
CEE Total	**7.7%**	**12.8%**	**15.0%**	**13.6%**

(1) Central Europe: HU, CZ, PL, SI, SK; SEE: RO, BG, HR, SRB, BH; Other: RU, TK, UA, KZ

SOURCE: UniCredit Group CEE Strategic Analysis

ANNEX 3/3

Return on assets (%)[1]

	2008	2009	2010F	2011F
Poland	1.5	1.0	1.0	1.1
Hungary	0.8	0.8	0.8	0.9
Czech R.	1.3	1.5	1.2	1.4
Slovakia	1.0	0.7	0.7	0.8
Slovenia	0.7	0.3	0.3	0.4
Lithuania	1.1	-2.4	-0.8	0.1
Latvia	0.4	-4.1	-1.1	0.1
Estonia	1.2	-2.8	-0.5	0.1
Bulgaria	2.2	1.2	0.6	1.2
Romania	1.6	0.3	0.2	0.4
Croatia	1.6	1.2	1.1	1.2
Bosnia-H.	0.5	0.2	-0.2	0.2
Serbia	1.8	0.6	0.7	0.7
Turkey	2.2	3.0	2.5	2.2
Ukraine	1.1	-4.5	-3.2	0.0
Russia	1.5	0.7	1.4	1.5
Kazakhstan	0.3	-19.4	10.1	0.9
Central Europe	**1.4**	**0.9**	**0.9**	**1.0**
SEE	**1.7**	**0.7**	**0.5**	**0.8**
Baltics	**0.8**	**-3.2**	**-0.8**	**0.1**
Other	**1.9**	**-0.1**	**2.0**	**1.6**
CEE Total	**1.6**	**0.2**	**1.4**	**1.3**

(1) Central Europe: HU, CZ, PL, SI, SK; SEE: RO, BG, HR, SRB, BH; Other: RU, TK, UA, KZ

SOURCE: UniCredit Group CEE Strategic Analysis