INSIDE INFORMATION
MANDATORY DISCLOSURE
ACCORDING TO IFRS
Published: May 10, 2018, 07:00 CET
Consolidated, unaudited

1Q 2018

May 10, 2018

MONETA MONEY BANK

Updating guidance, targeting consolidated net profit of CZK 3.5 billion, amid exceptionally low Cost of Risk

	RESULTS		2018 GUIDANCE	
METRICS	1Q 2017	1Q 2018	Initial[1]	Revised
LOAN BOOK GROWTH (YoY)[2]	5.7%	12.6%	≥ 9%	≥ 9%
TOTAL OPERATING INCOME (CZK)	2.5bn	2.4bn	≥ 9.5bn	≥ 9.5bn
COST BASE (CZK)	1.2bn	1.3bn	~ 4.9bn	~ 4.9bn
COST OF RISK[3] *Cost of Risk (excluding legacy NPL sales)*	28bps *61bps*	(90bps) *62bps*	45 – 55bps *90 – 100bps*	35 – 45bps *80 – 90bps*
CONSOLIDATED NET PROFIT (CZK)	1.0bn	1.2bn	≥ 3.4bn	**≥ 3.5bn**
RETURN ON TANGIBLE EQUITY	15.3%	18.9%	≥ 14%	≥ 14%
EFFECTIVE TAX RATE	20.0%	16.9%	~ 17%	~ 17%

DIVIDEND OF CZK 4.1 BILLION PRE-TAX **APPROVED** BY ANNUAL GENERAL MEETING HELD ON 25 APRIL 2018

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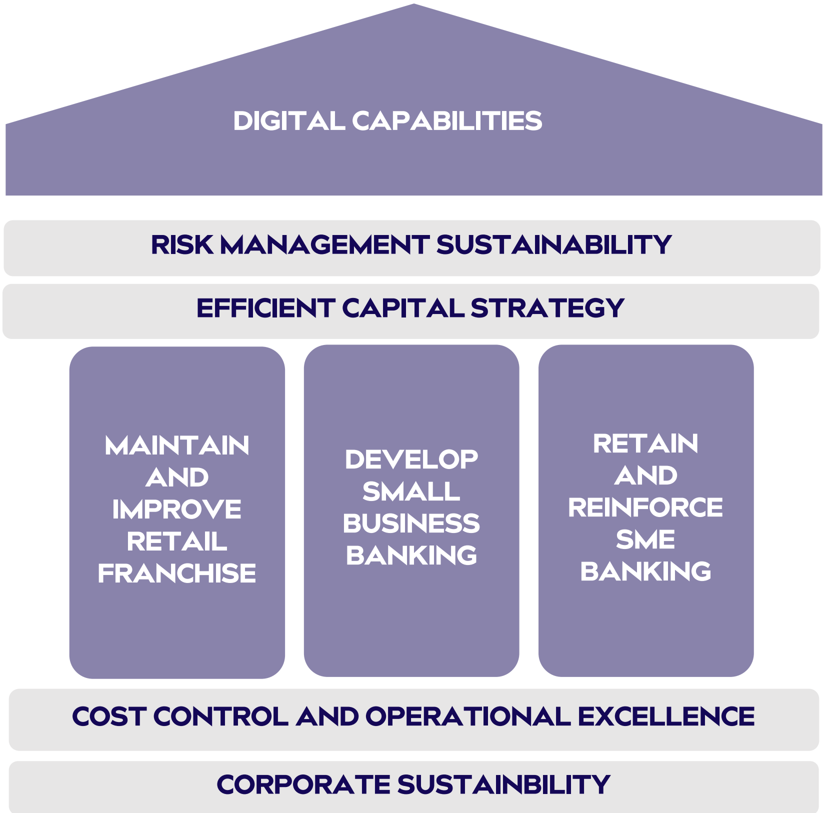
Note: All ratios are annualized
(1) Initial guidance announced on February 7, 2018 except Cost of Risk excluding legacy NPL sales ; (2) Gross performing loans and receivables to customers growth; (3) 2017 based on IAS39, 2018 based on IFRS9; .

Portfolio growth supported by improved digital capabilities and underpinned by strong capital adequacy ratio



12.6% YoY growth **in gross performing loans** outperforming guidance

16.1% YoY increase in **RETAIL gross performing loan balance**

- **35.9% YoY** continued growth in gross performing **mortgage balance**[1], achieving **market share** of **2.0%**[2] in 1Q'18 (**1.6%** in 1Q'17)
- **9.5% YoY** growth in gross performing **consumer loans balance** and maintaining **market share above 19%**[3]

9.2% YoY growth in **COMMERCIAL gross performing loan balance**

- **90.5% YoY** strong growth in gross performing **small business instalment loan balance**, with new volume up **89.9% YoY**
- **9.1% YoY** increase in gross performing **investment loan balance**

Fully online Credit Card originated via mobile for both retail and commercial clients introduced in **1Q´18**

16.6% Capital Adequacy Ratio[4] following IFRS 9 charge against equity, **CZK 120 billion of RWA**, **8.1% YoY RWA** growth

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Note: (1) Mortgage book includes American mortgages; (2) Source: CNB ARAD (3) Source: CNB ARAD, Bank. Gross loans excluding Non-residents and loans in foreign currencies. Consumer loans represent Non-purposed and purposed consumer loans, Debt consolidations, American mortgages and all other MONETA products classified as consumer loans;; (4) Does not include net profit for 2017 and 1Q'18.

EXECUTING ON STRATEGY

Generated consolidated net profit of CZK 1.2 billion, +12.8% increase compared to 1Q 2017

METRICS (CZK m, %)	**1Q'18**	**1Q'17**	**CHANGE**
NET INTEREST INCOME	1,796	1,892	(5.1%)
NET FEE AND COMMISSION INCOME	445	458	(2.8%)
OTHER INCOME	144	182	(20.9%)
TOTAL OPERATING INCOME	**2,385**	**2,532**	**(5.8%)**
TOTAL OPERATING EXPENSES	**(1,255)**	**(1,152)**	**8.9%**
COST OF RISK	**281**	**(80)**	**>(100%)**
PROFIT BEFORE TAX	1,411	1,300	8.5%
NET PROFIT	**1,173**	**1,040**	**12.8%**
RETURN ON TANGIBLE EQUITY	**18.9%**	**15.3%**	**360bps**

- **CZK 2.4bn** of **operating income, down 5.8% YoY**, in line with guidance
- **CZK 103m higher operating expenses YoY (up 8.9%), remained flat when adjusted for one-off provision release** in 1Q'17
- **52.6% Cost to Income** ratio in line with management expectations
- **Positive Cost of Risk**, supported by gain from legacy NPL sales (**62bps Cost of Risk** excluding gain of legacy NPL sale)
- **12.8% YoY** higher **net profit** driven by legacy NPL sale in 1Q'18 resulting in **18.9% RoTE**

MONETA MONEY BANK

Key highlights

8.8%

Pricing stabilization in consumer loan production

30bps uplift versus **4Q 2017 and 10bps above market**[1], defending **market share above 19%**[2]

CZK 475 m

Legacy NPL monetization continued

CZK 475 million gain delivered to **Cost of Risk** from sale of nominal value of **CZK 2.3bn**

8.2ths

New client acquisition accelerated

8,202 new clients acquired on net basis during 1Q 2018 versus **5,047** in 1Q 2017

26 branches

Completed first phase of branch network optimization

26 branch closures since 4Q 2017 enabled by success in digital origination

CZK 4.1bn

Pay-out of 2017 dividend of CZK 4.1bn pre-tax approved

Annual General Meeting held on 25 April 2018 **Payment date** scheduled for **31 May 2018**

Note: (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 Czech residents denominated in CZK only; (2) Source: CNB ARAD, Bank. Gross loans excluding Non-residents and loans in foreign currencies. Consumer loans represent Non-purposed and purposed consumer loans, Debt consolidations, American mortgages and all other MONETA products classified as consumer loans.

Held on 25 April 2018 with quorum of more than 56%

01. ✓

Annual Consolidated Financial Statements of MONETA Money Bank, a.s. as at 31 December 2017

02. ✓

Annual Separate Financial Statements of MONETA Money Bank, a.s. as at 31 December 2017

03. ✓

Resolution on distribution of profit of MONETA Money Bank, a.s.

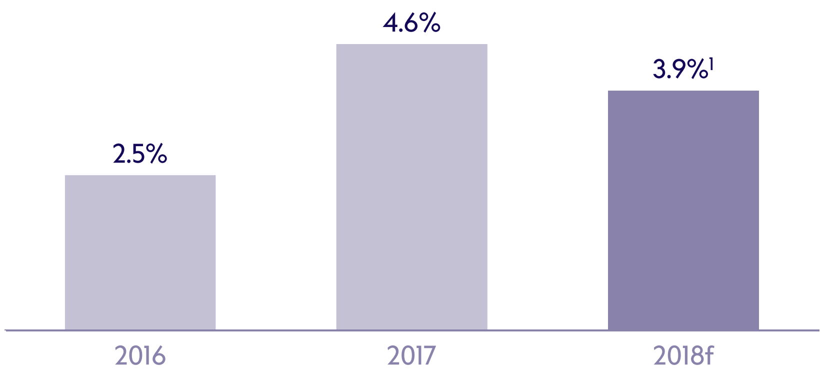
04. ✓

Appointment of KPMG Česká republika Audit, s.r.o. to conduct statutory audit of MONETA Money Bank, a.s. for financial year 2018

MACROECONOMIC ENVIRONMENT

Macroeconomic outlook remains positive, no imminent rate hikes expected, MONETA consumer loan pricing above market

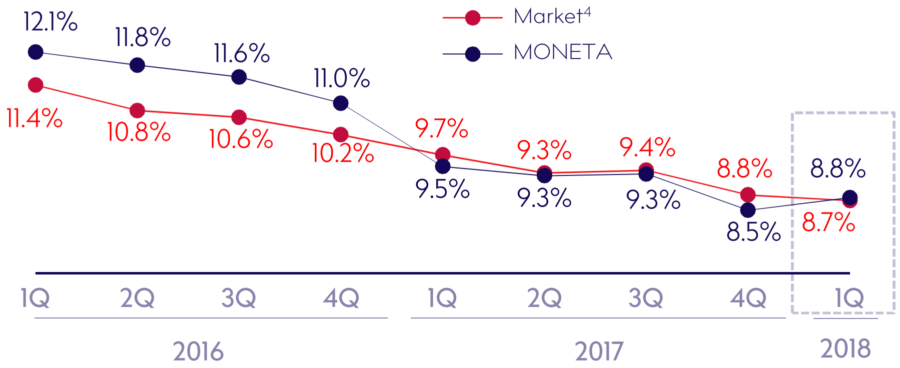
STRONG GDP OUTLOOK



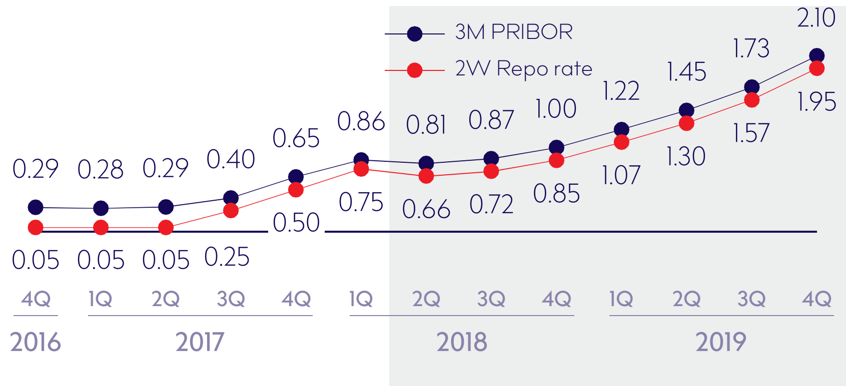
KEY MACROECONOMIC INDICATORS[1]

INDICATOR	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18
Export[2]	0.4%	9.1%	4.8%	4.1%	4.4%	n/a
Industrial production	3.3%	7.5%	3.2%	5.0%	7.3%	n/a
Unemployment	5.0%	5.1%	4.2%	3.9%	3.6%	2.4%
Inflation	1.5%	2.5%	2.2%	2.5%	2.6%	2.4%
EUR/CZK	27.0	27.0	26.5	26.1	25.7	25.4
Banks' NPL ratio	4.8%	4.5%	4.3%	4.0%	4.0%	3.7%

NEW VOLUME PRICING OF CONSUMER LOANS



INTEREST RATE FORECAST[3]



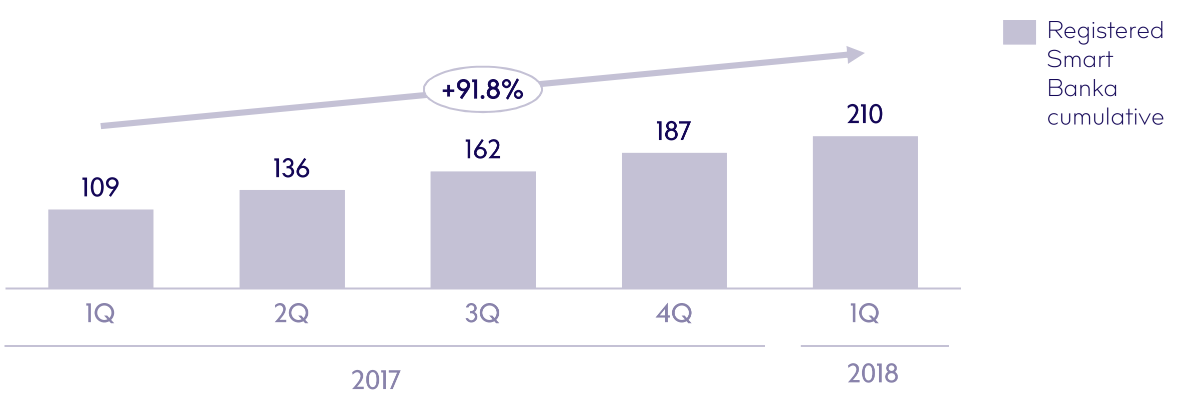
Source: Czech Statistical Office, Ministry of Labor, Ministry of Finance, Czech National Bank, Latest (revised data)
(1) All data except Bank's NPL ratio, export and industrial productions represents quarterly averages; (2) Export following national concept; (3) Latest CNB forecast from May 3, 2018 used for period 2Q 2018 to 4Q 2019 (http://www.cnb.cz/cs/menova_politika/zpravy_o_inflaci/2018/2018_II/download/ZOI_II_2018_T_1_Makroindikatory.xlsx); (4) 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 Czech residents denominated in CZK only.

MONETA MONEY BANK

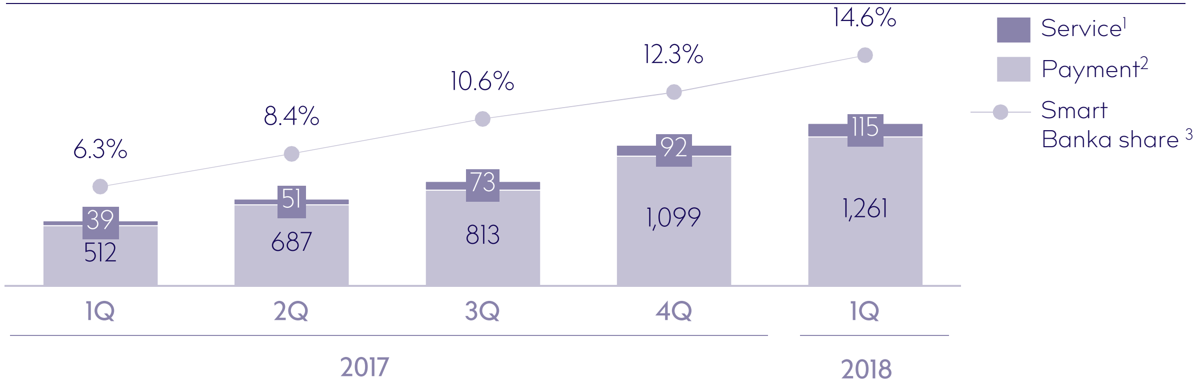
DIGITAL TRANSFORMATION PROGRESSING

Significant growth of mobile banking acceptance confirming phenomenal success of Smart Banka

DIGITAL BANKING PENETRATION DOUBLED (number of clients in thousands)



SMART BANKA TRANSACTIONS (number of transactions in thousands)



DELIVERIES

- **91.8% YoY growth** in Smart Banka; registered **users** reaching 210 thousand
- **14.6%** Smart Banka **payment transactions**[3] **share** of Bank's total e-payments[2] in 1Q 2018
- **Google Pay** activation & **payment protection insurance** newly available in Smart Banka

ASPIRATIONS FOR 2018

- **Further enhancement of digital pre-approved unsecured loan** offer to expand the pool of eligible clients and accelerate take-up
- **Digitally** enabled **retail unsecured lending for new to bank clients** via tablet to be rolled out **during 1H´18**
- **New web presence** to be developed **in 2018** to drive online origination

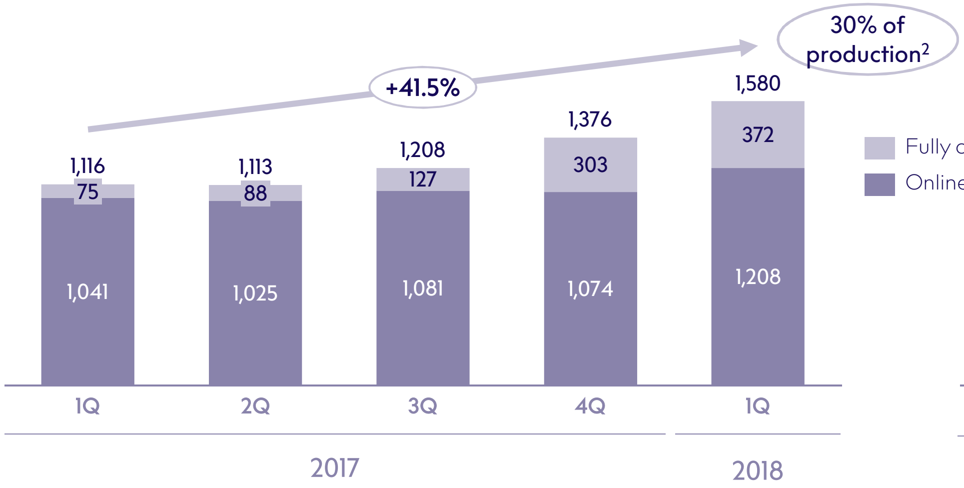
MONETA MONEY BANK

Note: Figures in chart may not add up due to rounding differences
(1) Service transactions include: standing orders cancellation/activation/change, Direct debit cancellation/activation/change, credit/debit card setting;
(2) Payment transactions include: one-time payments, credit top up (O2, Vodafone, T-Mobile)
(3) Calculated as one-time payments on Bank's total e-payments.

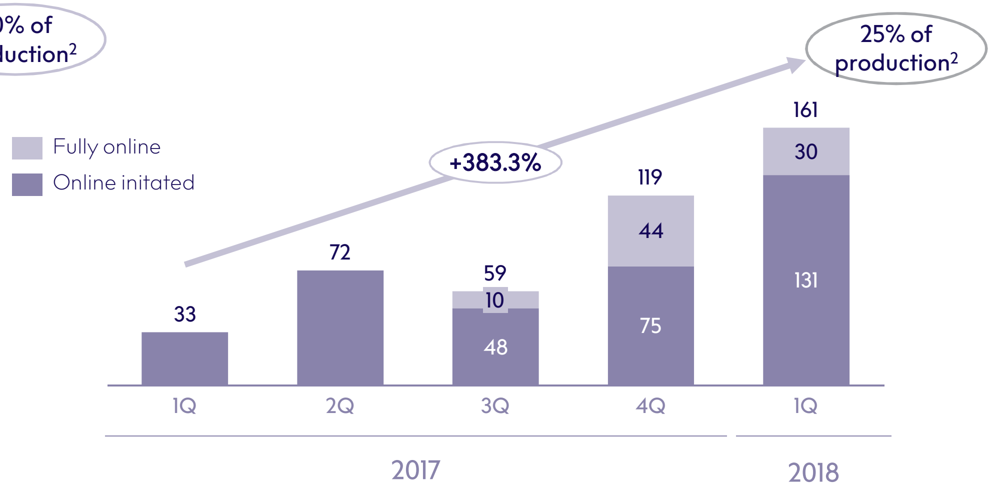
STRONG ONLINE LENDING PERFORMANCE

Continued increase in online originated lending in both consumer and small business segments

CONSUMER LOAN VOLUMES ORIGINATED ONLINE[1] (CZK m)



SMALL BUSINESS LOANS ORIGINATED ONLINE[1] (CZK m)



HIGHLIGHTS

- **CZK 1.6bn consumer loans originated online,** reaching **30%** share of the MONETA' s consumer loan production in 1Q'18 versus **17%** in 1Q'17
- **CZK 372m consumer loan volumes originated fully online** through Smart Banka and internet banking
- **CZK 19.4bn** of pre-approved unsecured loan limits available fully online to more than 100,000 existing retail clients

HIGHLIGHTS

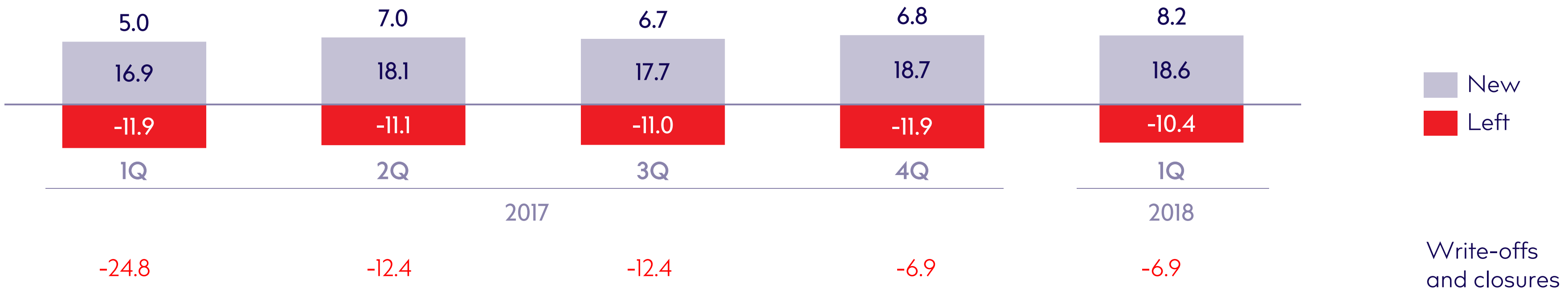
- **CZK 161m originated online,** reaching **25%** share of small business lending volume in 1Q'18 versus **10%** in 1Q'17
- **CZK 30m of small business loan volumes completed fully online; 4.6%** of total small business loan production during 1Q'18
- **CZK 4.2bn** of pre-approved limits to more than 18,000 existing clients available online

Note: (1) Digital represents volume from leads initiated through digital channels and disbursed either through digital channels or branches; fully online = volume from leads both initiated and disbursed in digital channels; online initiated = volume from leads initiated in digital channels but disbursed at branch; (2) Proportion of total new volume.

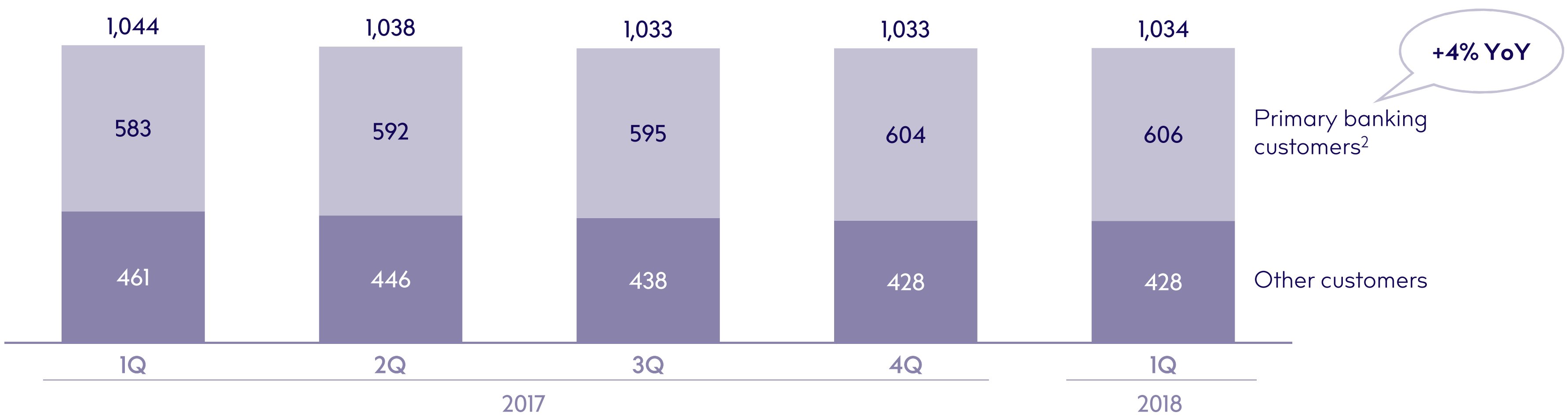
CLIENT BASE EVOLUTION

Improving client acquisition by 63% year on year

NET CLIENT ACQUISITION[1] (number of clients in thousands)



CLIENT BASE EVOLUTION[2] (number of clients in thousands)



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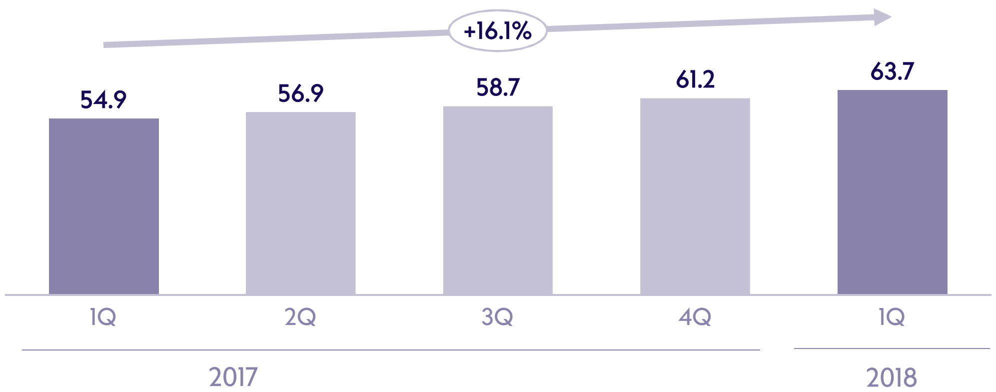
Note: (1) Net acquisition result, excluding write-offs of NPL debtors and bank initiated closures; (2) Retail customer with credit income on current account of more than 7 thousand CZK at least twice in last 3 months and commercial customers with at least nine initiated debit transactions in previous 3 months.

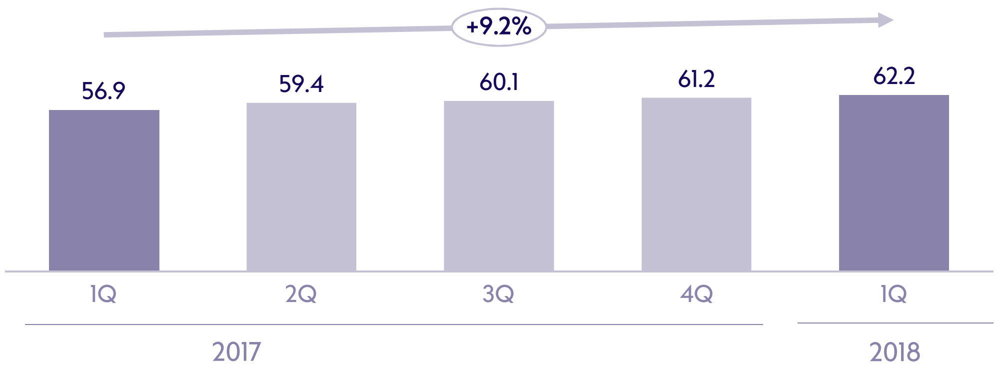
GROSS PERFORMING LOAN PORTFOLIO DEVELOPMENT[1]

Solid performance in retail and commercial segments, supported by strong growth in mortgages and small business lending

RETAIL GROSS PERFORMING LOAN BALANCE (CZK bn)



COMMERCIAL GROSS PERFORMING LOAN BALANCE (CZK bn)



RETAIL

- **35.9% YoY growth** in gross performing mortgage balance
- **25.5% YoY growth** in gross performing auto lending balance
- **9.5% YoY growth** in gross performing consumer loan balance
- **(14.3)% YoY decline** in gross performing credit card and overdraft balance

COMMERCIAL

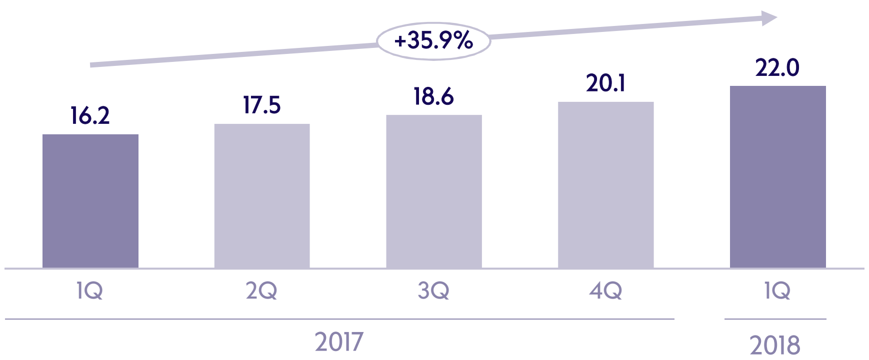
- **90.5% YoY growth** in small business gross performing instalment lending balance
- **15.0% YoY growth** in gross performing balance of drawn working capital
- **9.1% YoY growth** in investment loans gross performing balance
- **(1.7)% YoY decline** in gross performing balance of auto, inventory loans and leasing

Note: (1) Net loan portfolio development disclosed in the appendix.

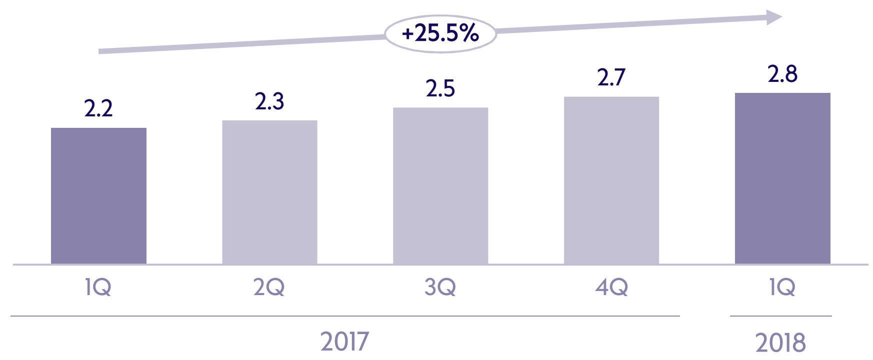
GROSS PERFORMING RETAIL LOAN PORTFOLIO DEVELOPMENT[1]

Strong growth across all retail products except credit cards and overdrafts

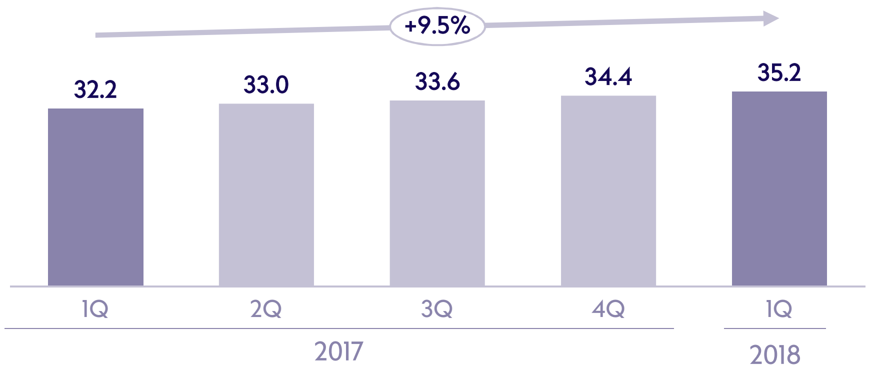
MORTGAGE BOOK DEMONSTRATING STRONG GROWTH (CZK bn)



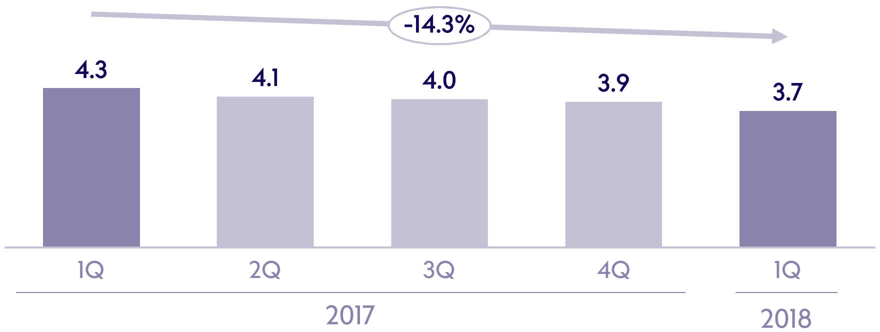
AUTO LENDING BALANCE EXHIBITS STRONG PERFORMANCE (CZK bn)



CONSUMER LOANS BALANCE SHOWS SOLID GROWTH (CZK bn)



CREDIT CARD & OVERDRAFT BALANCE DECLINED (CZK bn)



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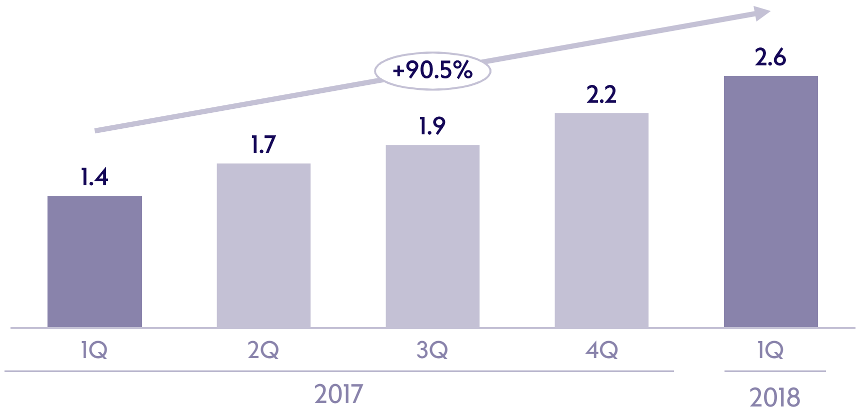
Note: (1) Net loan portfolio development disclosed in the appendix.

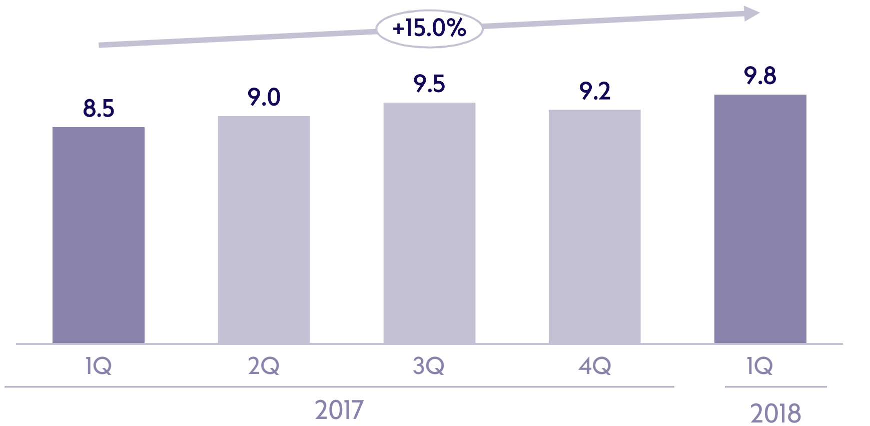
GROSS PERFORMING COMMERCIAL LOAN PORTFOLIO DEVELOPMENT[1]

Accelerated growth in small business lending complemented by strong increase in investment and working capital lending

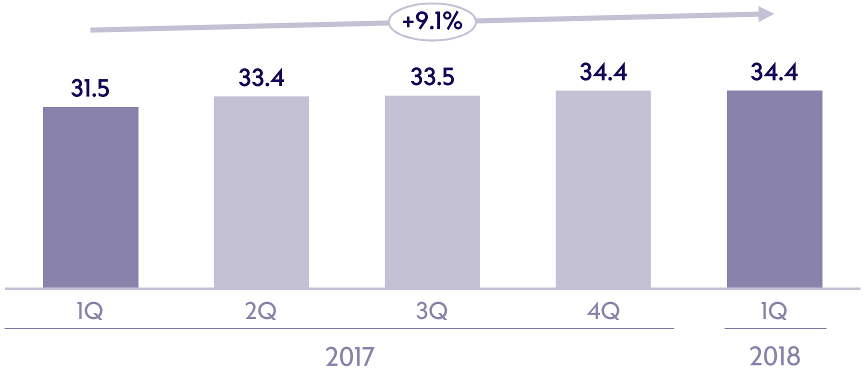
SMALL BUSINESS INSTALMENT LENDING BALANCE (CZK bn)



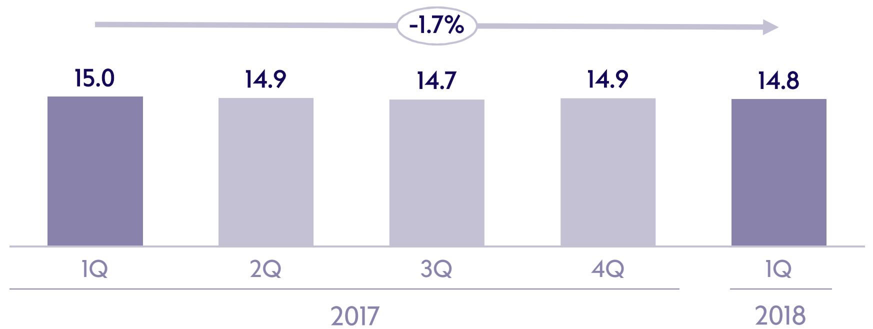
WORKING CAPITAL BALANCE (CZK bn)



INVESTMENT LOAN BALANCE (CZK bn)



AUTO AND LEASING BALANCE (CZK bn)

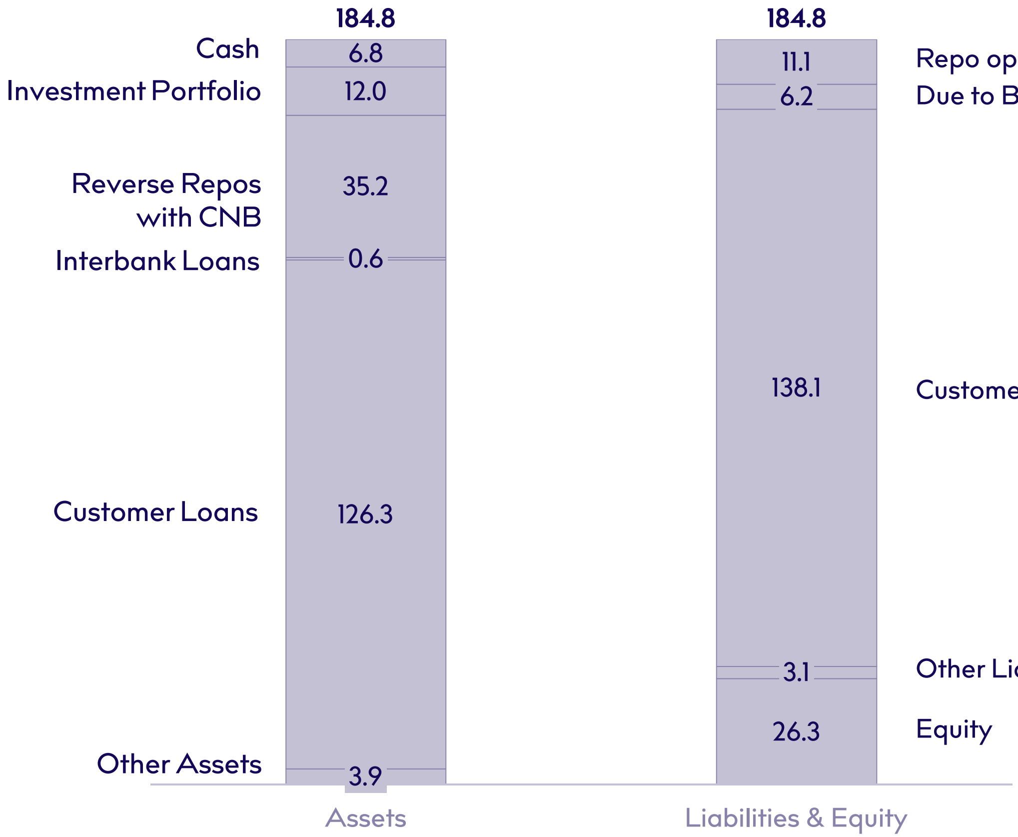


Note: (1) Net loan portfolio development disclosed in the appendix.

SOLID BALANCE SHEET FUNDAMENTALS

Maintaining highly liquid balance sheet with lower volume of opportunistic repo operations

BALANCE SHEET INFLUENCED BY REPO OPERATIONS (CZK bn)



HIGHLIGHTS

- **CZK 17.9bn YtD decrease** in reverse repo operations
- **CZK 6.1bn YtD increase** in customer deposits[1]
- **CZK 638m** adjustment to IFRS9 into equity position
- **91.4% Loan to Deposit**[1] ratio remained stable compared to **93.7% in 4Q'17**
- **200.4% LCR** confirms **excellent liquidity position**
- **8.9% regulatory leverage**[2] (2017 at **8.1%**) against Czech bank industry leverage of **6.5%**[3]
- Sufficient capital to support 2018 lending growth and investments

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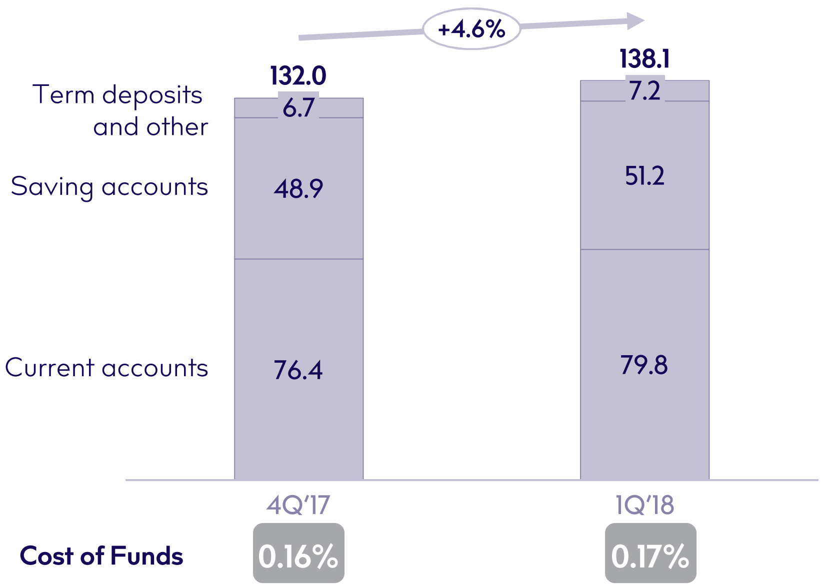
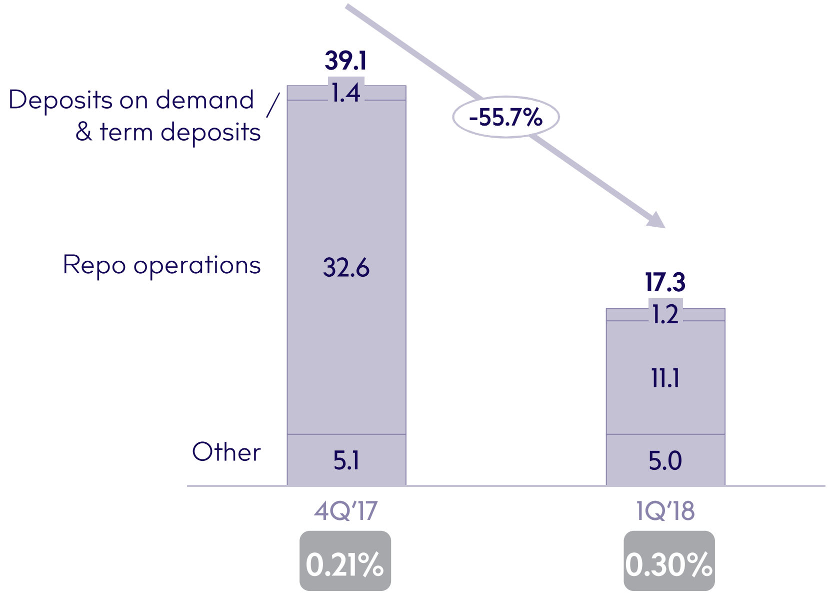
Notes: Figures in chart may not add up due to rounding differences; (1) Excluding CZK 7.1 billion of opportunistic repo transactions (2017: 9.4 billion); (2) Calculated pursuant to CRR; (3) Source: CNB web page <http://www.cnb.cz/cs/dohled_financni_trh/souhrnne_informace_fin_trhy/zakladni_ukazatele_fin_zdravi/fsi_ukazatele_kons.html>, as of 31 Dec 2017.

Fully self-funded with low cost of funds

CUSTOMER DEPOSITS[1] (CZK bn)



DUE TO BANKS AND REPO OPERATIONS[2] (CZK bn)



HIGHLIGHTS

- **17bps** in 1Q'18 of **customer deposit Cost of Funds** remained relatively flat compared to 4Q'17
- **19bps total Cost of Funds** higher in 1Q'18 compared to **17bps** in 4Q'17, due to repo operations and higher expense on other non-deposit funding,
- **63%** share of **retail deposits** on customers deposits remained stable

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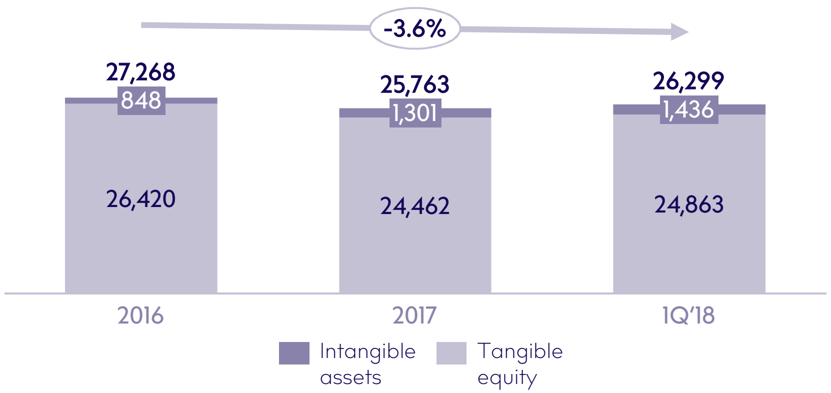
Notes: Figures in chart may not add up due to rounding differences;
(1) Excluding CZK 7.1 billion of opportunistic repo transactions as at end of 1Q'18 (as at end of 4Q'17: 9.4 billion);
(2) Including opportunistic repo operations of CZK 9.5 billion as at end of 1Q'18 (out of which CZK 7.1 billion are classified as Customer deposits) and CZK 29.4 billion as at end of 4Q'17 (out of which CZK 9.4 billion are classified as Customer deposits).

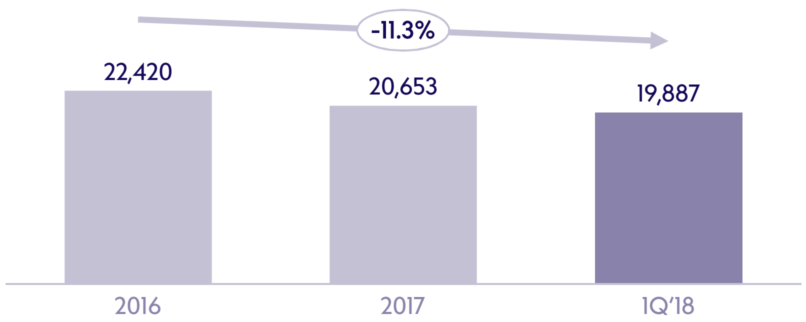
CAPITAL MANAGEMENT

Progressively moving towards 15.5% of medium term capital target

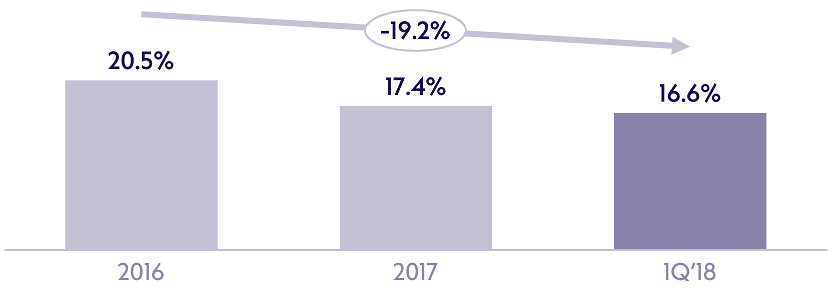
ACCOUNTING EQUITY (CZK m)



REGULATORY EQUITY (CZK m)



CAPITAL ADEQUACY RATIO[1]



INITIATIVES FOR CAPITAL OPTIMIZATION IN 2018

- Optimization of other assets with respect to risk weights
- Utilization of respective credit risk mitigation techniques connected to secured commercial loans
- Inclusion of half-year profit net of expected 70% dividend into regulatory capital[2]
- Review of credit conversion factor for off balance sheet exposures

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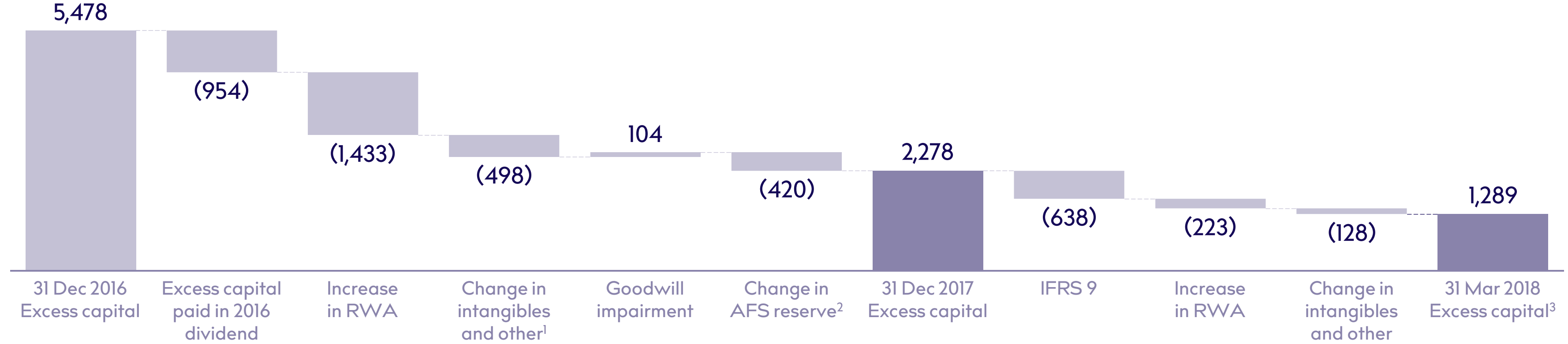
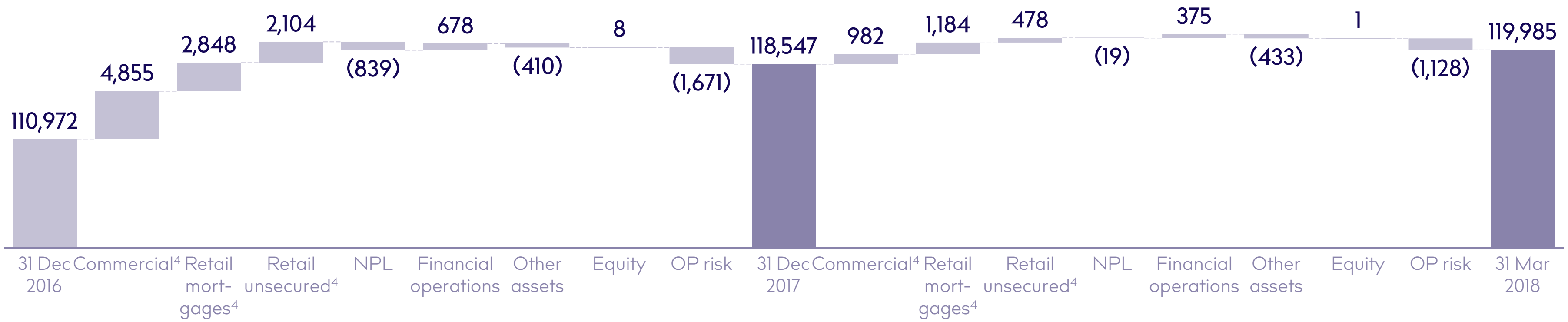
Note: (1) Excluding net profit for the relevant period; (2) Subject to prior permission of CNB, verification by MONETA's statutory auditor and other regulatory requirements and limitations.

Existing excess capital expected to be used for 2017 dividend payment, organic growth and investment initiatives in 2018

EXCESS CAPITAL EVOLUTION (CZK m)



RISK WEIGHTED ASSETS WALK (CZK m)



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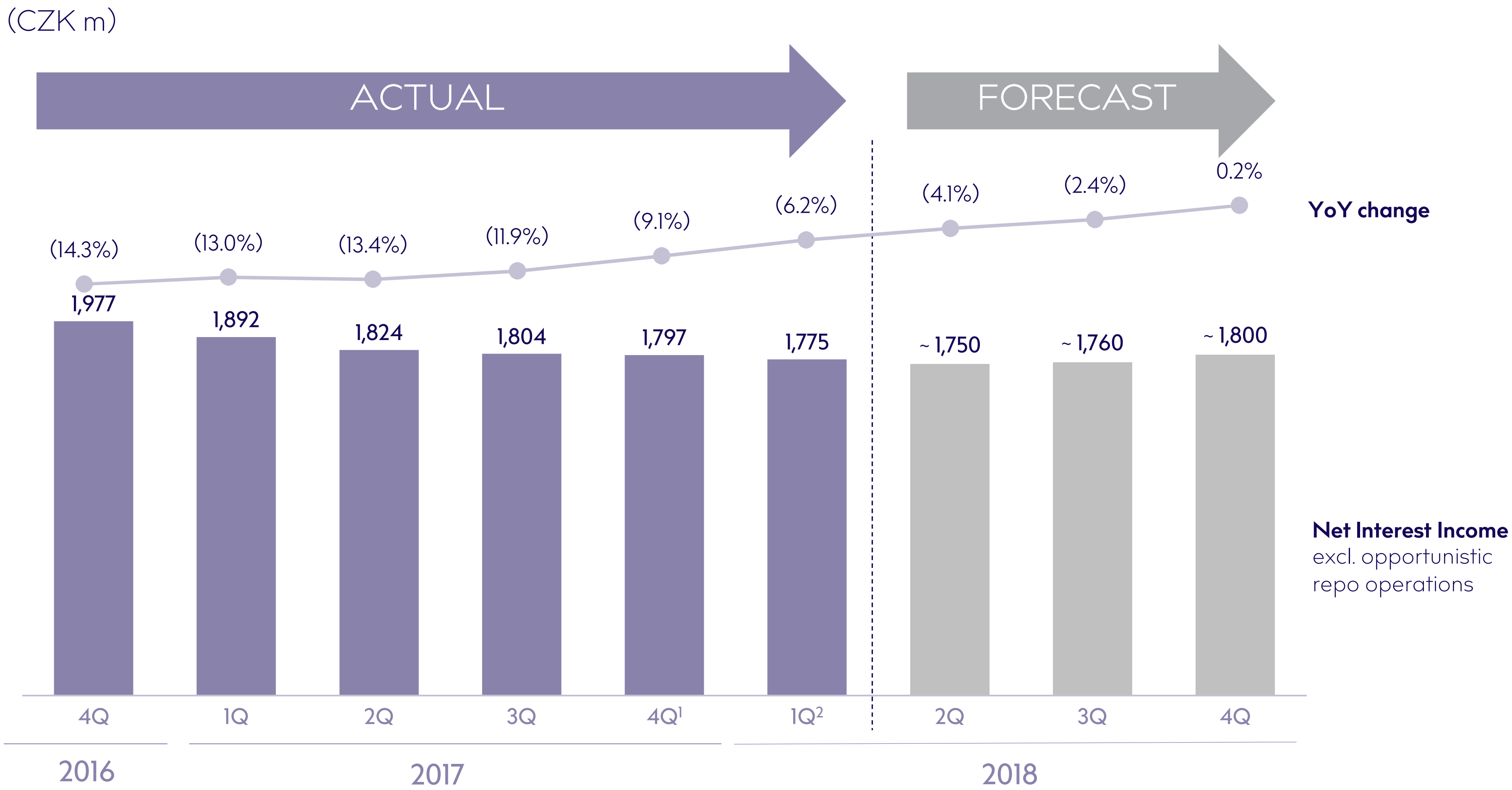
Note: Figures in chart may not add up due to rounding differences; (1) Excluding goodwill impairment of MONETA Leasing of CZK 104m; (2) CZK 343 gain from bond sale included in 2017 profit before tax; (3) Subject to corporate, regulatory and regulator´s limitations, does not include 2017 and 1Q'18 net profit, CZK 165 million of excess capital will be paid as part of 2017 dividend as approved by the Annual General Meeting held on 25 April 2018; (4) Including off-balance sheet exposures

NET INTEREST INCOME OVERVIEW

Slow down in erosion of NII, management believes reversal point is approaching due to margin stabilization and growth



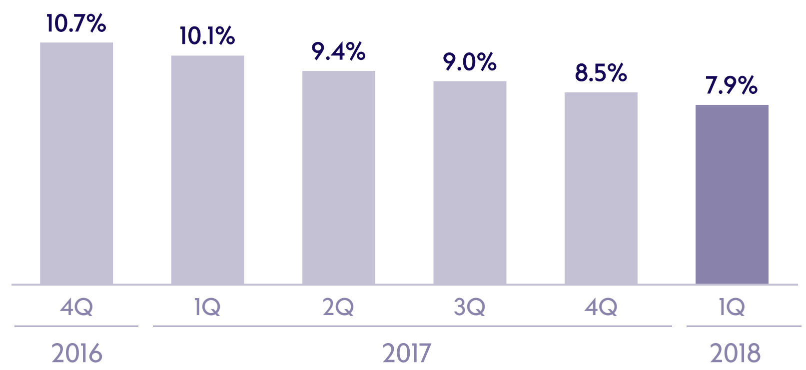
Note: (1) Reported number of CZK 1,844 million, incl. income from opportunistic repo operations; (2) Reported number of CZK 1,796 million, incl. income from opportunistic repo operations .

LOAN PORTFOLIO MARGIN EVOLUTION

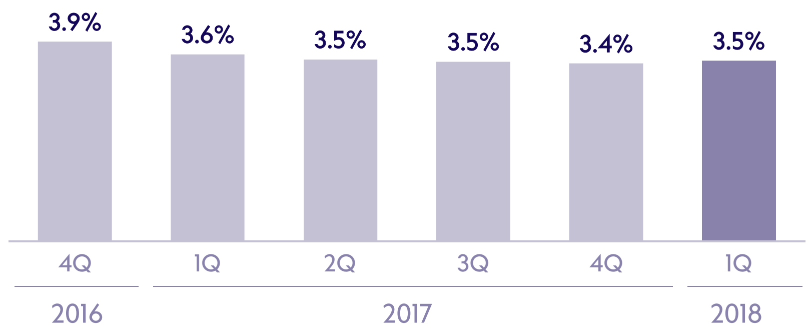
Retail yield impacted mainly by back book repricing on consumer loans; continued stabilisation in commercial yield

LOAN PORTFOLIO YIELD

RETAIL PORTFOLIO YIELD



COMMERCIAL PORTFOLIO YIELD

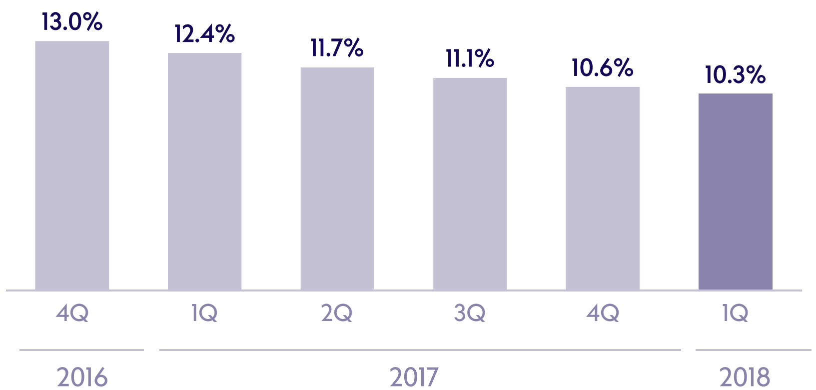


RETAIL LOAN PORTFOLIO MARGIN EVOLUTION

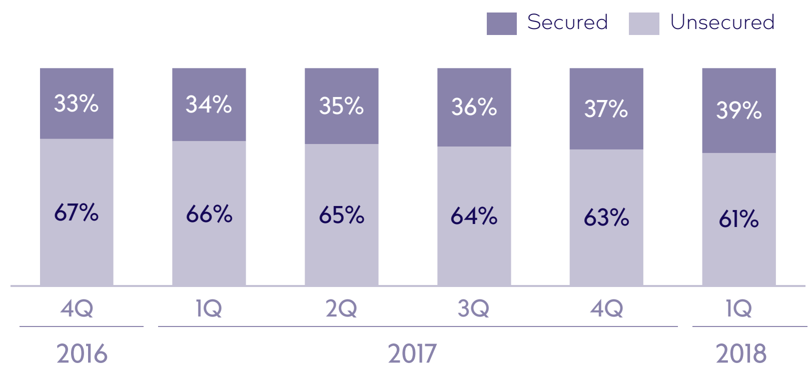
Decline in yield driven by consumer loans rate pressure, back book repricing and mix more balanced towards secured loans

RETAIL PORTFOLIO YIELD

CONSUMER LOAN PORTFOLIO YIELD



RETAIL PORTFOLIO COMPOSITION[1]

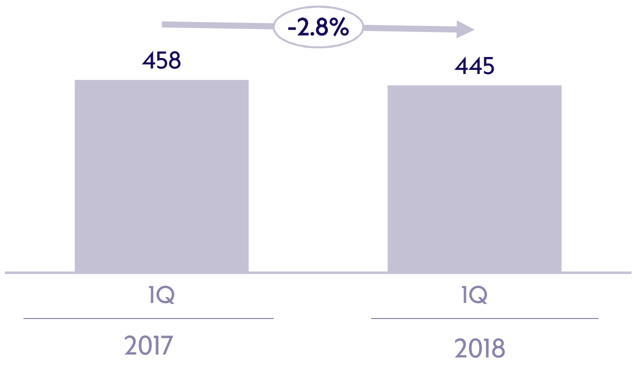


Note: (1) Based on gross performing receivables, secured includes mortgages, auto loans and financial leases; Unsecured includes consumer loans, consumer authorized overdrafts and credit cards

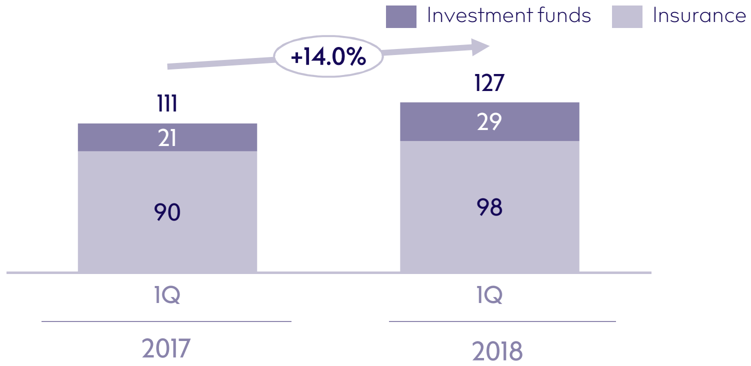
NET FEE AND COMMISSION INCOME

Share of 3rd party income increasing to 28.5% of net fee and commission income

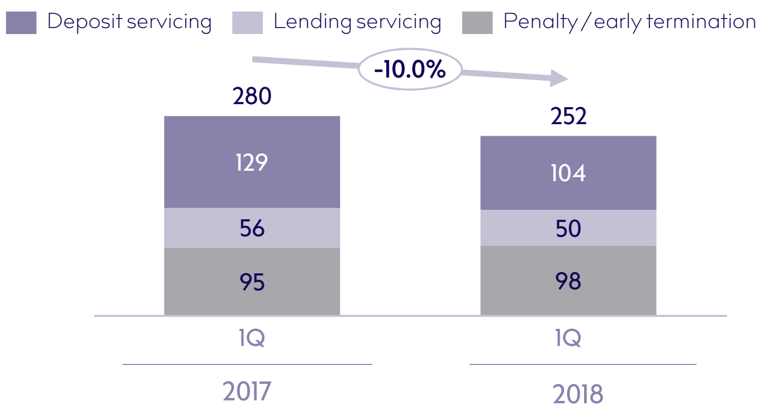
NET FEE & COMMISSION INCOME (CZK m)



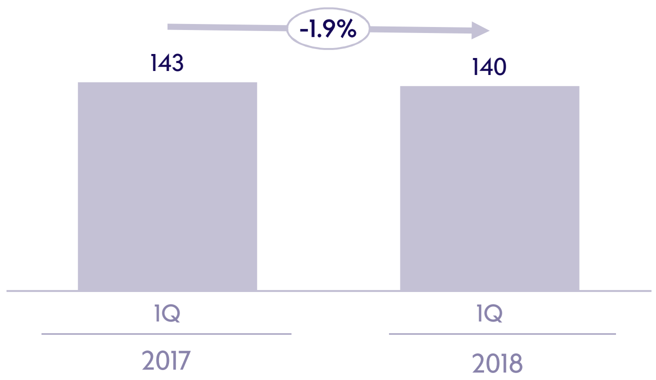
THIRD PARTY COMMISSION INCOME DRIVEN BY INVESTMENT FUNDS UP 37% AND INSURANCE UP 9% YoY, (CZK m)



SERVICING AND PENALTY FEES CONTINUED TO ERODE (CZK m)



TRANSACTIONAL & OTHER FEES IMPACTED BY SEASONALITY (CZK m)

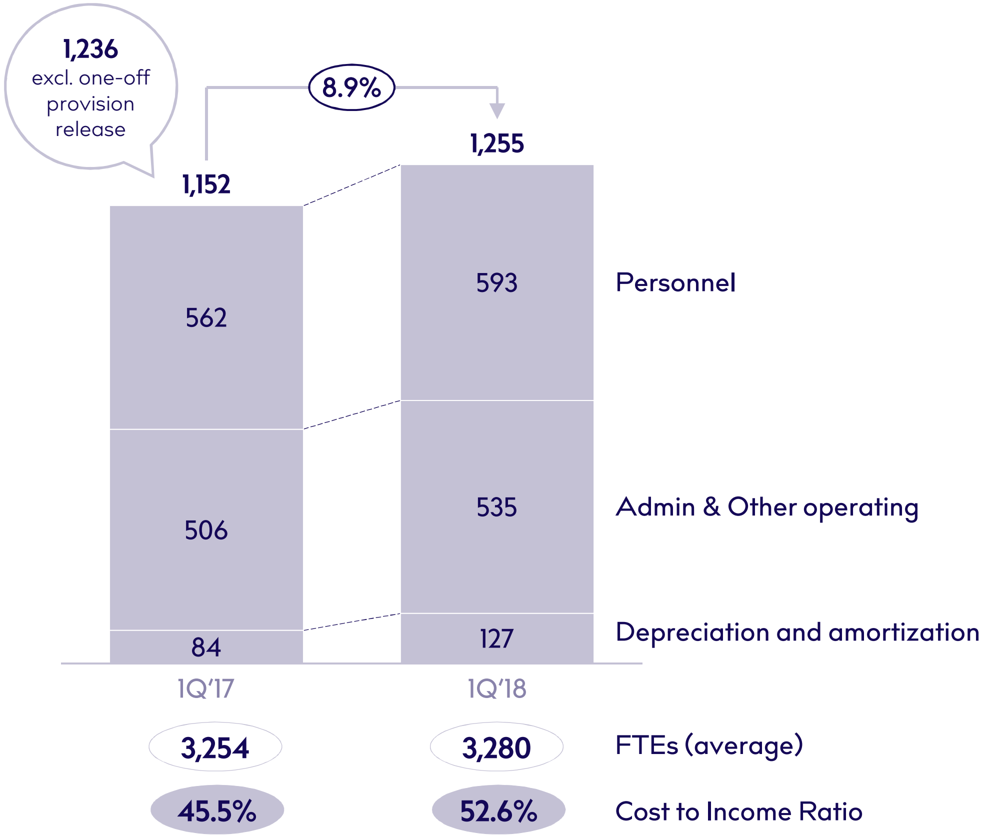


Note: Figures in chart may not add up due to rounding differences.

OPERATING EXPENSES

Operating expenses flat year on year when adjusted for one-off provision release in 1Q'17

OPERATING EXPENSES (CZK m)



HIGHLIGHTS

- **5.5% YoY increase** to **CZK 593m** in personnel expenses :
  - Primarily driven by wage inflation and change in FTE structure, mainly at digital related and front-end roles
- **5.7% YoY increase** to **CZK 535m** in admin & other operating expenses:
  - **CZK 84m** one-off provision release in 1Q'17
  - **CZK (42)m** savings from no MSA/TSA charge in 2018
  - **CZK 87m** contribution to Deposit Insurance Fund and Resolution and Recovery fund in 1Q'18 (**CZK 96m** in 1Q'17)
- **51.2% YoY increase** to **CZK 127m** in depreciation and amortization:
  - Primarily driven by higher amortization due to investments in IT separation and Digital
  - **72% YoY** intangible assets balance growth

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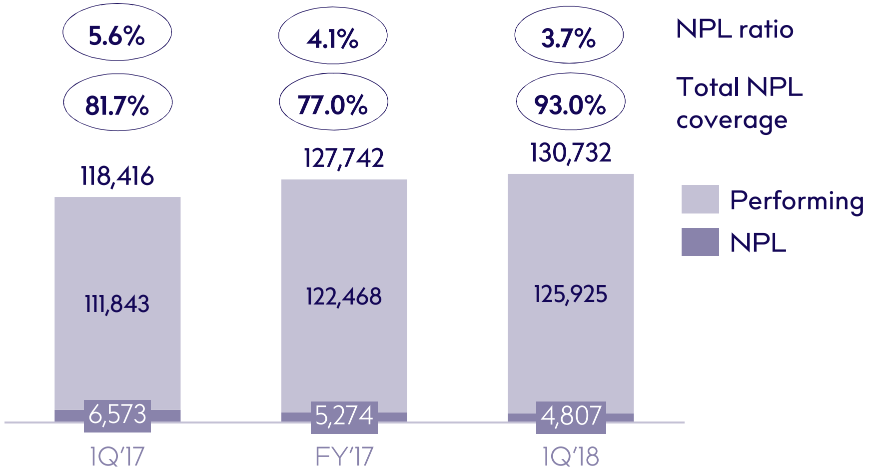
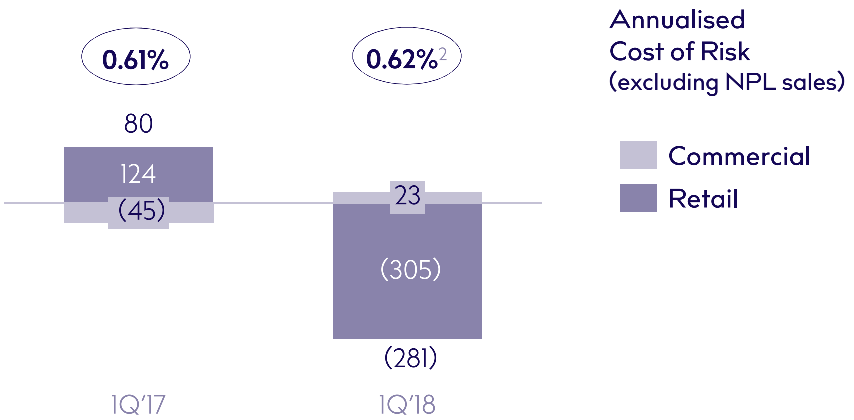
CONTINUED IMPROVEMENT IN ASSET QUALITY

Cost of Risk positively impacted by legacy NPL sales with gain of CZK 475 million

DECREASING NPL PORTFOLIO, COVERAGE IMPACTED BY IFRS 9 (CZK m)



COST OF RISK IMPACTED BY LEGACY NPL SALES (CZK m)



HIGHLIGHTS

- **3.7% NPL** ratio in Q1'18, down from **5.6%** in Q1'17 due to sales of legacy NPLs and write-offs
- **93.0%** total NPL coverage[1], increase due to adoption of IFRS 9 in January'18
- During 2018 MONETA will further seek to monetize on and off balance sheet NPLs

HIGHLIGHTS

- **CZK 281m** net release of provisions or **(90)bps** total annualized YTD Cost of Risk in 1Q'18
- **CZK 475m** positive impact of legacy NPL sales in Cost of Risk , **62bps** Cost of Risk in 1Q'18, excl. income from legacy NPL sales
- **CZK 2.3bn** of NPL sales in 1Q'18 – balance sheet gross receivable value of **CZK 0.3bn,** off balance sheet value of **CZK 2.0bn**

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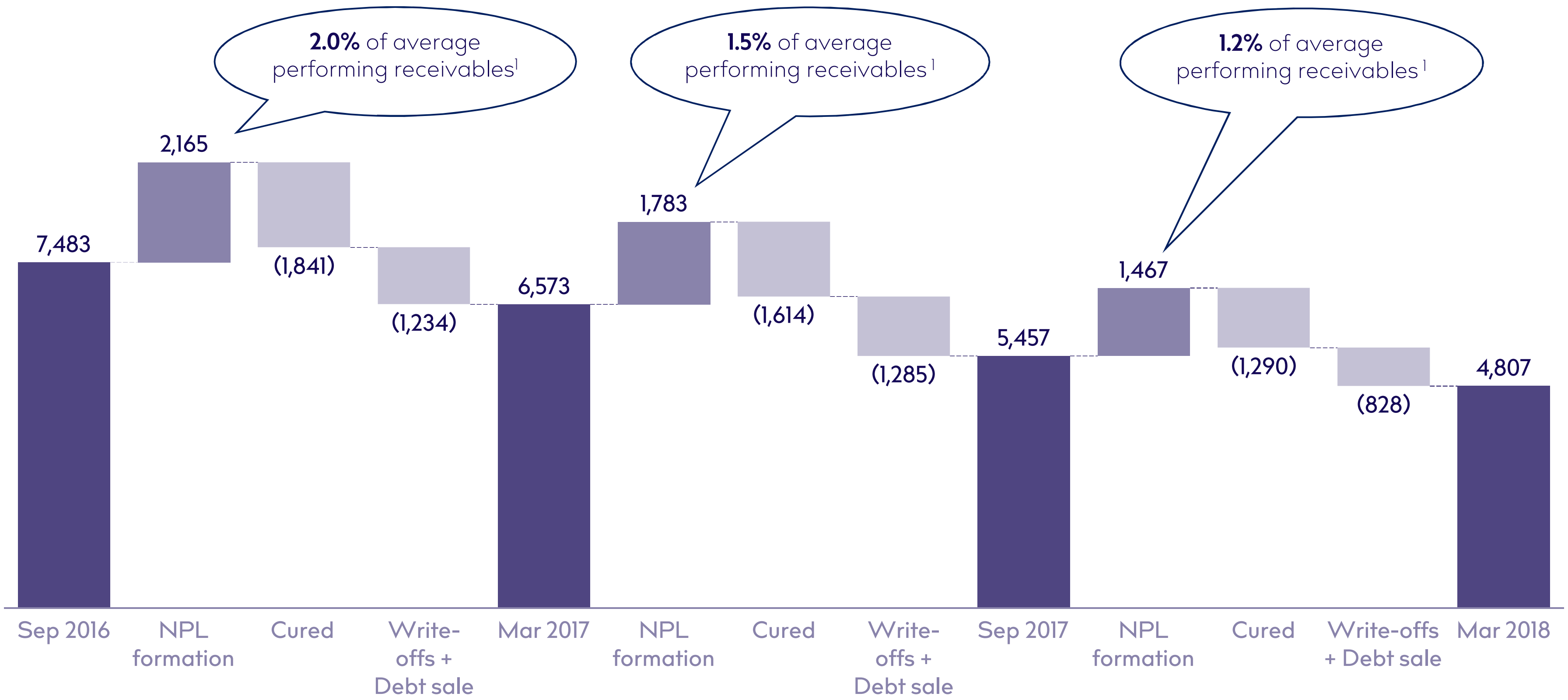
Note: Figures in chart may not add up due to rounding differences; NPL definition includes un-allowed debits (technical overdrafts); (1) Total NPL coverage represents total allowances (including Stage 1, Stage 2 and Stage 3) over NPL; (2) Excluding impairment of other assets.

Continued positive portfolio performance and proactive NPL management further reduce NPL stock

GROSS NPL WALK (CZK m)



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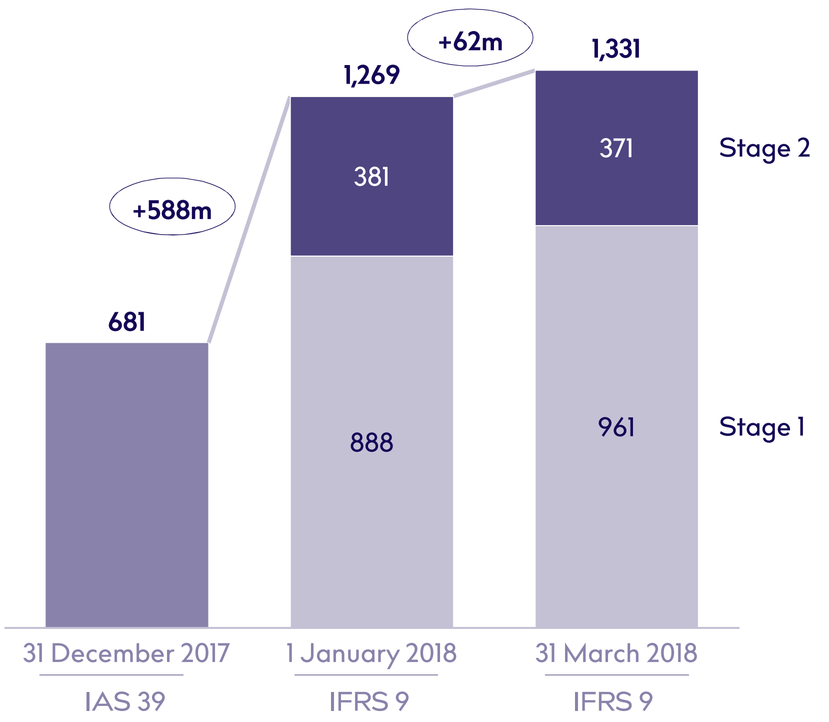
Note: Figures in chart may not add up due to rounding differences;
(1) Calculated as two point average.

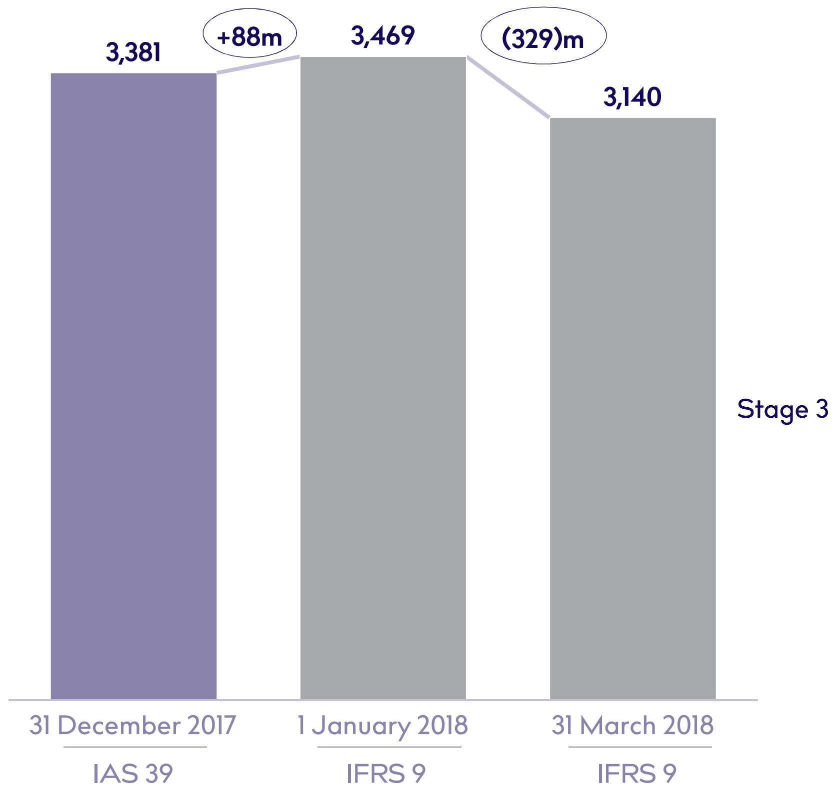
ASSET QUALITY

Impact of IFRS 9 implementation into allowances for lending portfolio

ALLOWANCES FOR NON-IMPAIRED PORTFOLIO[1] (CZK m)



ALLOWANCES FOR IMPAIRED PORTFOLIO[1] (CZK m)



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(1) Total impact of IFRS 9 transition into equity is CZK 638 million, out of which: expected credit loss is CZK 695 million (CZK 676 million related to allowances book-up to lending portfolio (CZK 588 million in Stage 1 and Stage 2 and CZK 88 million in Stage 3) and CZK 19 million related to provision for unused limits); remaining amount of CZK (57) million related to other adjustments such as classification and measurement.

Improving 2018 guidance, targeting to deliver consolidated net profit of CZK 3.5 billion underpinned by low Cost of Risk

METRICS	INITIAL GUIDANCE[1]	REVISED GUIDANCE
GROSS PERFORMING LOAN BOOK GROWTH	≥9%	≥9%
TOTAL OPERATING INCOME (CZK)	≥9.5bn	≥9.5bn
COST BASE (CZK)	~4.9bn	~4.9bn
COST OF RISK *Cost of Risk (excluding legacy NPL sales)*	45 – 55bps *90 – 100bps*	35 – 45bps *80 – 90bps*
CONSOLIDATED NET PROFIT (CZK)	≥ 3.4bn	**≥3.5bn**
RETURN ON TANGIBLE EQUITY	≥14%	≥14%
EFFECTIVE TAX RATE	~ 17%	~ 17%

(1) Initial guidance announced on February 7, 2018 except Cost of Risk excluding legacy NPL sales;

KPI FOR 2018 PERFORMANCE YEAR

Chief Executive Officer

QUANTITATIVE TARGETS — **TOTAL WEIGHT 70%**

Nr.	Objective	Weight	Target	Floor
01.	**Net income** (CZK bn)	25%	≥3.5	3.5
02.	**Operating income** (CZK bn)	15%	≥9.7	9.5
03.	**Reported RoTE** (%)	5%	14.0 - 15.3	14.0
04.	**Total OPEX** (CZK bn)	5%	≤4.9	5.0
05.	**Core Cost of Risk** (BPS)	5%	≤92	94
06.	**Gross Performing Receivables** (CZK bn)	5%	≥136.6	133.2
07.	**Capital adequacy ratio** (%)	10%	15.6 - 15.9	15.5

QUALITATIVE TARGETS — **TOTAL WEIGHT 30%**

Nr.	Objective	Weight
01.	**Digital strategy implementation**	6%
02.	**Manage relationship with regulator**	6%
03.	**Customer satisfaction for commercial and retail stable or improved**	6%
04.	**Drive Moneta culture and employee engagement throughout the organization**	6%
05.	**Engagement with investors**	6%

Note: KPIs in red are qualifying criteria:: conditional requirement to qualify for EVIP component for each Management Board member and result in overall evaluation of 0% if breached

KPI FOR 2018 PERFORMANCE YEAR

Chief Financial Officer

QUANTITATIVE TARGETS — **TOTAL WEIGHT 70%**

Nr.	Objective	Weight	Target	Floor
01.	**Net income** (CZK bn)	25%	≥3.5	3.5
02.	**Operating income** (CZK bn)	15%	≥9.7	9.5
03.	**Reported RoTE** (%)	5%	14.0 - 15.3	14.0
04.	**Total OPEX** (CZK bn)	10%	≤4.9	5.0
05.	**Core Cost of Risk** (BPS)	5%	≤92	94
06.	**Capital adequacy ratio** (%)	10%	15.6 - 15.9	15.5

QUALITATIVE TARGETS — **TOTAL WEIGHT 30%**

Nr.	Objective	Weight
01.	**Develop Treasury income**	5%
02.	**Implement and monitor efficient interest rate hedging of the balance sheet**	5%
03.	**Implement monitoring and reporting on Investments & Initiatives**	5%
04.	**Engagement with investors**	5%
05.	**Improve ETR to ≤ 17% in 2018**	5%
06.	**Digitalize internal processes**	5%

Note: KPIs in red are qualifying criteria: : conditional requirement to qualify for EVIP component for each Management Board member and result in overall evaluation of 0% if breached

KPI FOR 2018 PERFORMANCE YEAR

Chief Risk Officer

QUANTITATIVE TARGETS — **TOTAL WEIGHT 70%**

Nr.	Objective	Weight	Target	Floor
01.	**Gain on NPL sale** (CZK bn)	20%	≥0.75	0.73
02.	**NPL ratio** (%)	15%	0 - 3	3.1
03.	**Core Cost of Risk** (BPS)	10%	≤92	94
04.	**Stage 3 Coverage** (%)	5%	55 - 66	53.5
05.	**Gross Performing Receivables** (CZK bn)	10%	≥136.6	133.2
06.	**Capital adequacy ratio** (%)	10%	15.6 - 15.9	15.5

QUALITATIVE TARGETS — **TOTAL WEIGHT 30%**

Nr.	Objective	Weight
01.	**Review and change organizational structure to improve efficiency, reinforce managerial and expert skills**	6%
02.	**Regulatory fitness:** timely completion (progress) to fulfill regulatory milestones	4%
03.	Cyber security strategy implementation	4%
04.	Improve quality and accuracy of Cost of Risk planning	4%
05.	Implement small business credit risk assessment model	4%
06.	Improve retail mortgage credit risk assessment process	4%
07.	Improve processes to retail & small business "Credit limits to existing clients"	4%

MONETA MONEY BANK

Note: KPIs in red are qualifying criteria:: conditional requirement to qualify for EVIP component for each Management Board member and result in overall evaluation of 0% if breached

KPI FOR 2018 PERFORMANCE YEAR

Chief Commercial Banking Officer

QUANTITATIVE TARGETS		TOTAL WEIGHT 70%		
Nr.	Objective	Weight	Target	Floor
01.	**Net income** (CZK bn)	10%	≥3.5	3.5
02.	**Revenue (Commercial)**[1] (CZK bn)	30%	≥2.9	2.8
03.	**Gross RoE**[2] **(Commercial excl. NPL sale)** (%)	15%	≥21	20
04.	**Gross Performing Receivables (Commercial, excl. Inventory Financing)** (CZK bn)	5%	≥66.6	64.9
05.	**Capital adequacy ratio** (%)	10%	15.6 - 15.9	15.5

QUALITATIVE TARGETS		TOTAL WEIGHT 30%
Nr.	Objective	Weight
01.	**RWA optimization & sales staff motivation**	10%
02.	**Leasing restructuring or run-off scenario**	5%
03.	**Digital strategy & agile transformation**	5%
04.	**New to the Bank client acquisition: drive small business and SME sales forces to increase marketing efforts and improve overall client metrics**	5%
05.	**3rd party product distribution: enable auxiliary product distribution to grow / enhance fee income**	5%

MONETA MONEY BANK

Note: KPIs in red are qualifying criteria: : conditional requirement to qualify for EVIP component for each Management Board member and result in overall evaluation of 0% if breached
1) Includes gross interest income, gross Fee & Commission income, forex income,
2) Risk adjusted operating income after tax (using Core CoR; total customer deposit CoF percentage; excl. fee expense) devided by average equity at 15.5% CAR

KPI FOR 2018 PERFORMANCE YEAR

Chief Operating Officer

QUANTITATIVE TARGETS — **TOTAL WEIGHT 70%**

Nr.	Objective	Weight	Target	Floor
01.	**OPEX (COO Divisions)** (CZK bn)	**20%**	**≤1.11**	**1.13**
02.	**New Volume Fully Online (Consumer and small business loans)** (CZK bn)	**20%**	**≥2.52**	**2.46**
03.	**Depreciation & Amortization** (CZK bn)	**15%**	**≤0.59**	**0.61**
04.	**Net Income** (CZK bn)	**10%**	**≥3.5**	**3.5**
05.	**Investment Budget (CAPEX)** (CZK bn)	**5%**	**≤1.16**	**1.19**

QUALITATIVE TARGETS — **TOTAL WEIGHT 30%**

Nr.	Objective	Weight
01.	Delivery of agreed milestones of IT strategy	**6%**
02.	Delivery of digital strategy and project management	**6%**
03.	Data & API strategy to support digital distribution	**6%**
04.	Organizational skills, efficiency and sustainability	**6%**
05.	Support service functions overall efficiency and quality of delivered services	**6%**

Note: KPIs in red are qualifying criteria: : conditional requirement to qualify for EVIP component for each Management Board member and result in overall evaluation of 0% if breached

REPORTING DATES AND INVESTOR MEETINGS

Calendar for 2nd quarter 2018

2Q 2018 Earnings

8 August 2018

MONETA Roadshow

East Coast

22 and 25 May 2018

WOOD's CEE Investor days

New York

23 - 24 May 2018

European Financial Conference

Frankfurt

7 – 8 June 2018

CalGEMs Global Emerging Markets Conference

Rancho Palo Verde

6 – 7 June 2018

MONETA Roadshow

West Coast

7 – 8 June 2018

WOOD's Emerging Europe Financials

Warsaw

13 – 14 June 2018

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Bloomberg: MONET CP
ISIN: CZ0008040318

Reuters: MONET.PR
SEDOL: BD3CQ16

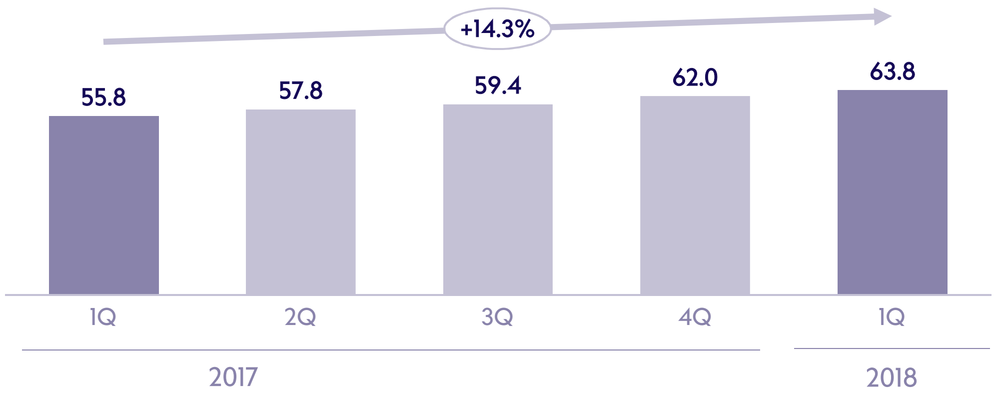
Appendix

- Net Retail Loan Portfolio Development
- Net Commercial Loan Portfolio Development
- Consolidated Statement of Financial Position
- Consolidated Statement of Profit or Loss and Other Comprehensive Income
- Key Performance Ratios
- Glossary
- Forward Looking Statement
- Material Assumptions and Estimates for 2018 Guidance

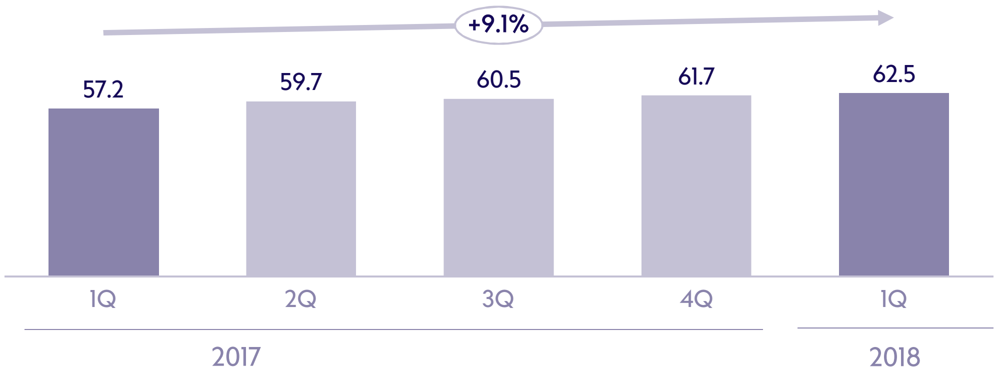
NET LOAN PORTFOLIO DEVELOPMENT

Continuing balance increase in both segments, supported by strong growth in retail mortgages and small business lending

NET RETAIL LOAN BALANCE (CZK bn)



NET COMMERCIAL LOAN BALANCE (CZK bn)



RETAIL

- **34.8% YoY growth** in net mortgage balance
- **24.9% YoY growth** in net auto lending balance
- **7.5% YoY growth** in net consumer loan balance
- **(17.4)% YoY decline** in net credit card and overdraft balance

COMMERCIAL

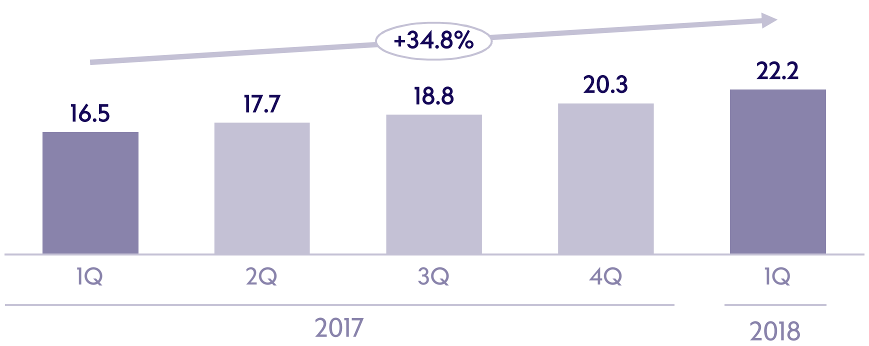
- **88.1% YoY growth** in small business net instalment lending balance
- **15.1% YoY growth** in net balance of drawn working capital
- **9.2% YoY growth** in net investment loan balance
- **(1.9)% YoY decline** in net balance of auto, inventory loans and leasing

Note: Figures in chart may not add up to rounding differences
1) New volume excluding revolving loans and Other retail/Other commercial

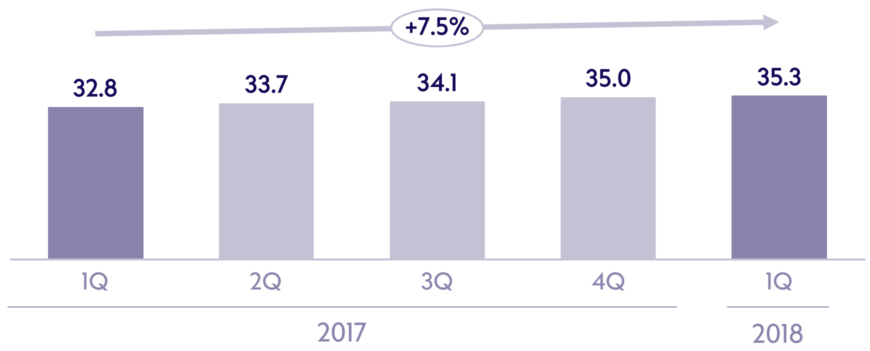
NET RETAIL LOAN PORTFOLIO DEVELOPMENT

Continuing strong growth in mortgages and other instalment lending products

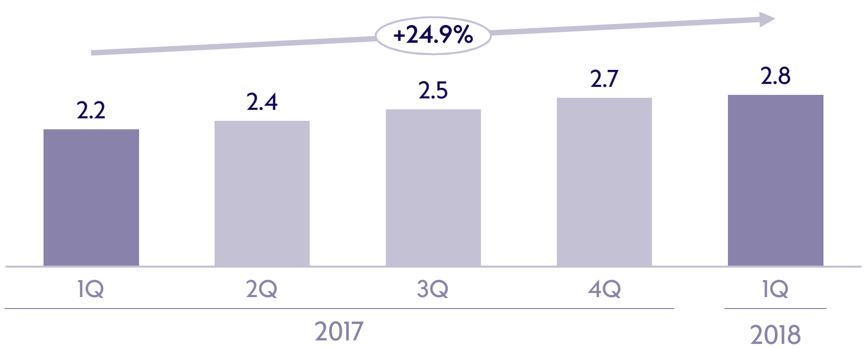
NET MORTGAGE BOOK DEMONSTRATING STRONG GROWTH (CZK bn)



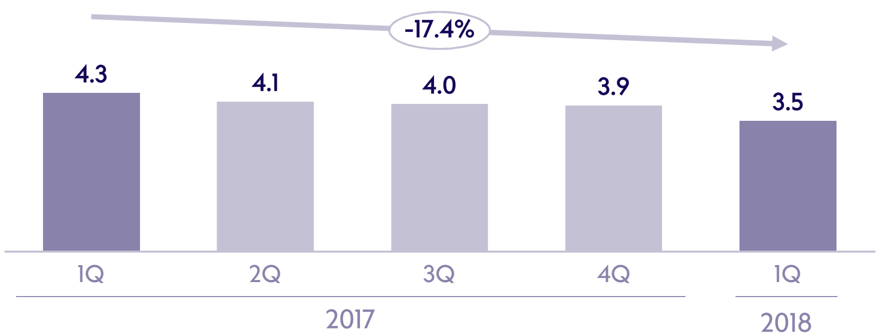
NET CONSUMER LOANS BALANCE SOLID GROWTH (CZK bn)



NET AUTO LENDING BALANCE STRONG PERFORMANCE (CZK bn)



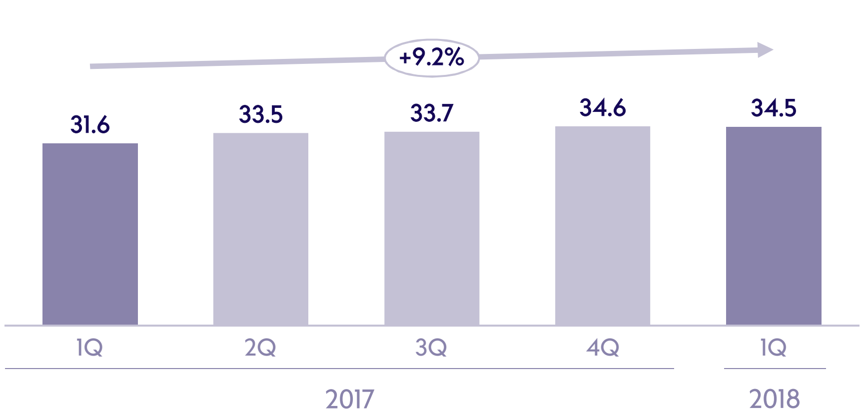
DECLINE IN NET BALANCE OF CREDIT CARD & OVERDRAFT (CZK bn)



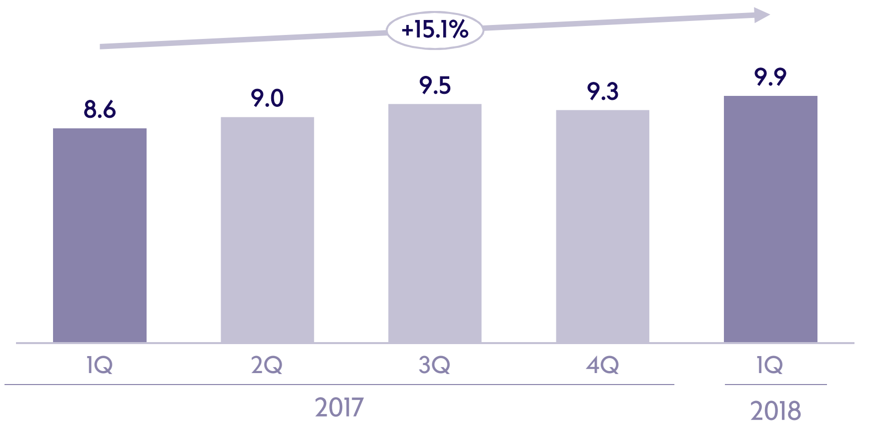
NET COMMERCIAL LOAN PORTFOLIO DEVELOPMENT

Robust growth performance

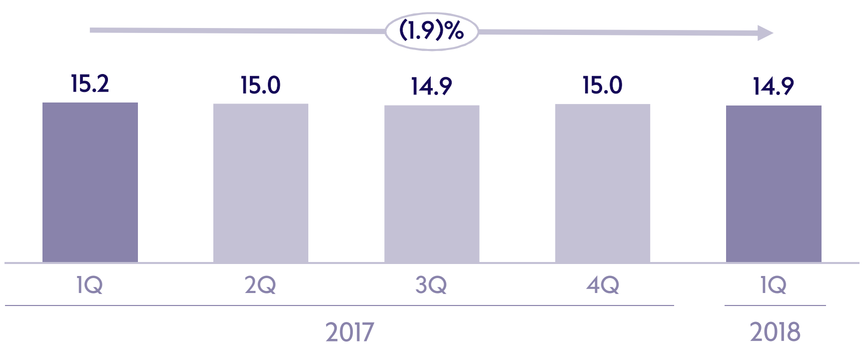
NET INVESTMENT LOAN BALANCE (CZK bn)



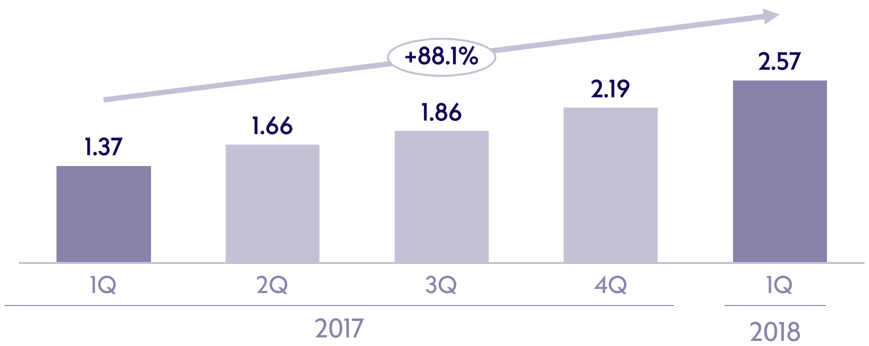
NET WORKING CAPITAL BALANCE (CZK bn)



NET AND LEASING FRANCHISE (CZK bn)



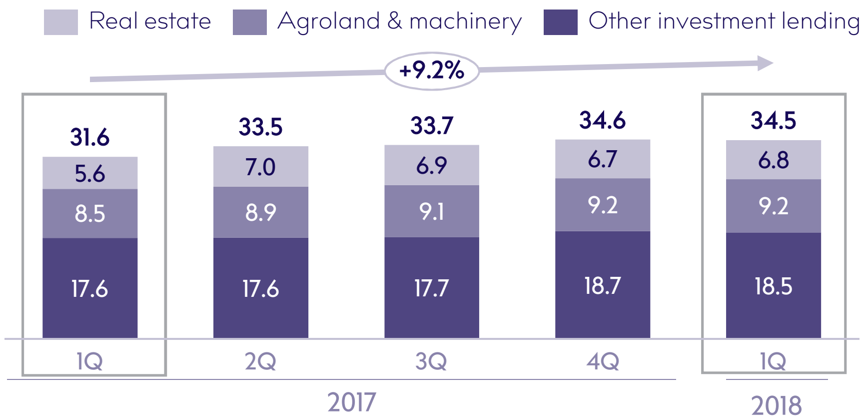
NET SMALL BUSINESS INSTALMENT LENDING BALANCE (CZK bn)



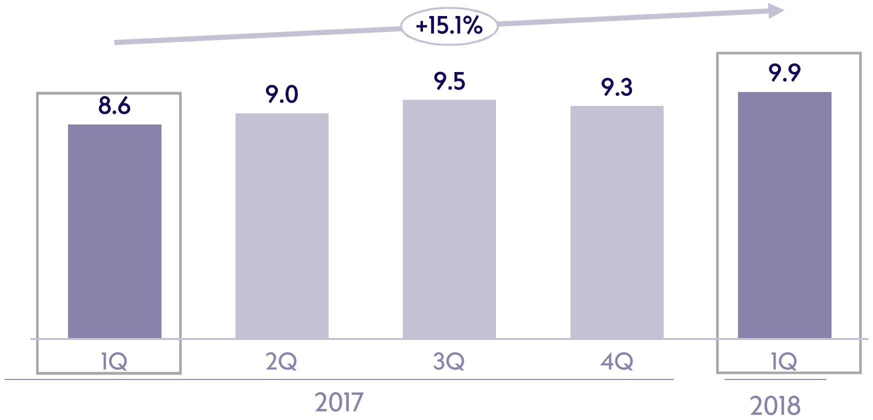
NET COMMERCIAL LOAN PORTFOLIO DEVELOPMENT

Strong growth performance

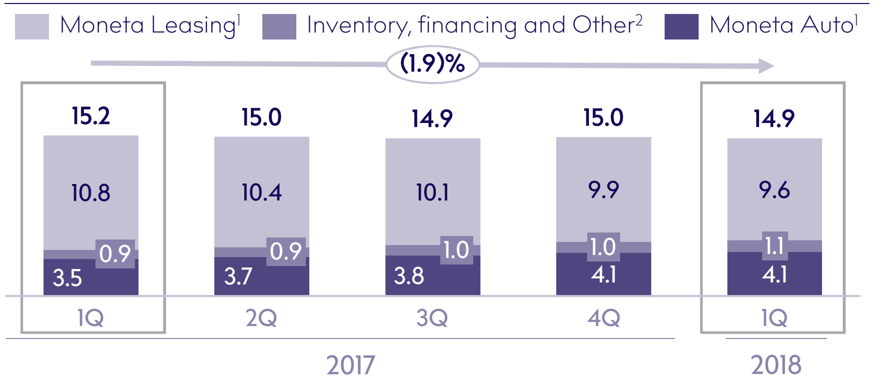
NET INVESTMENT LOAN BALANCE (CZK bn)



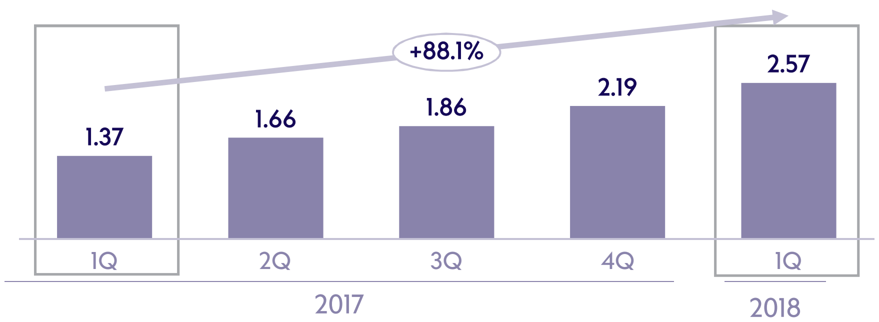
NET WORKING CAPITAL BALANCE (CZK bn)



NET AUTO AND LEASING FRANCHISE (CZK bn)



NET SMALL BUSINESS INSTALMENT LENDING BALANCE (CZK bn)



MONETA MONEY BANK

Note: (1) For MONETA Auto, only commercial segment shown. "MONETA Auto" and "Auto" denotes MONETA Auto s.r.o., "MONETA Leasing" and "Leasing" denotes MONETA Leasing, s.r.o.;(2) Includes inventory financing of MONETA Leasing and Moneta Auto.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

CZK m	31/03/2018	31/12/2017	% Change
Cash and balances with the central bank	6,823	7,127	(4.3%)
Financial assets at fair value through profit or loss	0	48	(6.3%)
Derivative financial instruments with positive value	45	0	
Financial assets - available for sale	0	57	1.6%
Financial assets - held to maturity	0	11,723	
Investment securities	11,965	0	
Hedging derivatives with positive fair values	0	4	(100.0%)
Change in fair value of items hedged on portfolio basis	58	(6)	(1066.7%)
Loans and receivables to banks	35,849	53,380	(32.8%)
Loans and receivables to customers	126,261	123,680	2.1%
Intangible assets	1,436	1,301	10.4%
Property and equipment	874	871	0.3%
Investments in subsidaries and associates	3	2	50.0%
Current tax assets	279	308	(9.4%)
Deferred tax assets	339	386	(12.2%)
Other assets	862	853	1.1%
Total Assets	**184,794**	**199,734**	**(7.5%)**
Derivative financial instruments with negative value	37	0	n/a
Due to banks	10,264	29,643	(65.4%)
Due to customers	145,175	141,469	2.6%
Financial liabilities – at fair value through profit or loss	0	68	n/a
Hedging derivatives with negative fair values	88	4	2100.0%
Provisions	333	364	(8.5%)
Current tax liability	17	2	750.0%
Deferred tax liability	254	267	(4.9%)
Other liabilities	2,327	2,154	8.0%
Total Liabilities	**158,495**	**173,971**	**(8.9%)**
Share capital	511	511	0.0%
Share premium	5,028	5,028	0.0%
Statutory reserve	102	102	0.0%
Reserve from revaluation of FVTOCI	0	0	n/a
Available for sale reserve	0	(57)	(100.0%)
Share based payment reserve	(2)	(2)	0.0%
Retained earnings	20,660	20,181	2.4%
Total Equity	**26,299**	**25,763**	**2.1%**
Total Liabilities & Equity	**184,794**	**199,734**	**(7.5%)**

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

CZK m	1Q 2018	1Q 2017	% Change
Interest and similar income	1,873	1,939	(3.4%)
Interest expense and similar charges	(77)	(47)	63.8%
Net interest income	1,796	1,892	(5.1%)
Fee and commission income	519	534	(2.8%)
Fee and commission expense	(74)	(76)	(2.6%)
Net fee and commission income	445	458	(2.8%)
Dividend income	0	0	0.0%
Net income from financial operations	85	103	(17.5%)
Other operating income	59	79	(25.3%)
Total operating income	2,385	2,532	(5.8%)
Personnel expenses	(593)	(562)	5.5%
Other administrative expenses	(468)	(525)	(10.9%)
Depreciation and amortisation	(127)	(84)	51.2%
Other operating expenses	(67)	19	(452.6%)
Total operating expenses	(1,255)	(1,152)	8.9%
Profit for the period before tax and net impairment of financial assets	1,130	1,380	(18.1%)
Net impairment of financial assets	281	(80)	(451.3%)
Impairment of financial assets available for sale	0	0	0.0%
Profit for the period before tax	1,411	1,300	8.5%
Taxes on income	(238)	(260)	(8.5%)
Profit for the period after tax	1,173	1,040	12.8%
Change in fair value of investments recognised in OCI (FVTOCI, resp. AFS)	0	(256)	(100.0%)
Change in fair value of AFS investments recognised in P&L		(23)	0.0%
Deferred tax (FTVTOCI, resp. AFS)	0	53	(100.0%)
Other comprehensive income, net of tax	0	(226)	(100.0%)
Total comprehensive income attributable to the equity holders	1,173	814	44.1%

KEY PERFORMANCE RATIOS

	1Q 2018	FY 2017	Change in bps
Profitability			
Yield (% Avg. Net Customer Loans)	5.7%	6.3%	(60)
Cost of Funds (% Avg Deposits)[1]	0.19%	0.15%	4
NIM (% Avg Int Earning Assets)[2]	3.8%	4.3%	(50)
Cost of Risk (% Avg Net Customer Loans)	(0.90)%	0.32%	(122)
Risk-adj. yield (% Avg Net Customer Loans)	6.6%	6.0%	60
Net Fee & Commission Income / Operating Income (%)	18.7%	18.7%	0
Net Non-Interest Income / Operating Income (%)	24.7%	28.7%	(400)
Cost to Income Ratio	52.6%	47.9%	470
RoTE	18.9%	16.0%	290
Adj. RoTE @ 15.5% CAR	19.9%	17.7%	220
RoAA[1]	2.4%	2.2%	20
Liquidity / Leverage			
Net Loan to Deposit ratio[1]	87.0%	87.4%	(40)
Total Equity / Total Assets[1]	14.2%	12.9%	130
Liquid Assets[1,2] / Total Assets[1]	29.6%	36.2%	(660)
Capital Adequacy			
RWA / Total Assets[1]	64.9%	59.4%	550
CAR (%)	16.6%	17.4%	(80)
Tier 1 ratio (%)	16.6%	17.4%	(80)
Asset Quality			
Non Performing Loan Ratio (%)	3.7%	4.1%	(40)
Core Non Performing Loan Coverage (%)	65.3%	64.1%	120
Total NPL Coverage (%)	93.0%	77.0%	1,600

Note: (1) Including opportunistic repo operations; (2) Interest earning assets include encumbered assets of CZK 4.5 billion.

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, CAR, LCR, total NPL coverage, NPL / Non-performing loans, NPL ratio, risk weighted assets, RWA density, new production / new volume, Effective Tax Rate, Regulatory Leverage. 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 of CAR currently 15.5 %, for the period of three months ended 31 March 2018 (annualized) and for the year ended 31 December 2017:

CZK m (unless otherwise indicated)	1Q 2018	FY 2017
Reported Profit after tax (A)	1,173	3,923
Excess Capital (B = H - (G x J))	1,289	2,278
Cost of funds% (C)	0.2%	0.2%
Tax Rate (D)	19%	19%
Adjustment for cost of funds (E = B x C x (1-D))	(0)	(3)
Adjusted Profit after tax (F)	1,173	3,920
Reported Total Risk Weighted Assets (G)	119,985	118,547
Regulatory Capital (H)	19,887	20,653
Reported CAR percentage (I = H / G)	16.6%	17.4%
Target CAR percentage (J)	15.5%	15.5%
Excess Capital (B = H - (G x J))	1,289	2,278
Equity (K)	26,299	25,763
Intangible Assets and Goodwill (L)	1,436	1,301
Tangible Equity (M = K - L)	24,863	24,462
Excess Capital (B = H - (G x J))	1,289	2,278
Adjusted Tangible Equity (N = M - B)	23,574	22,184
Reported Return on Tangible Equity (A / M)	18.9%	16.0%
Adjusted Return on Tangible Equity (F / N)	19.9%	17.7%

* 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% Capital Adequacy Ratio including 14.0% regulatory required capital (total SREP capital ratio of 11% and 2.5% capital conservation buffer and 0.5% countercyclical buffer). In addition to a capital rebase to 15.5% CAR, 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 three months of 2018 and 0.2 % in 2017) 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 of CAR, currently 15.5 %).

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

GLOSSARY (1/3)

Adjusted RoTE (at 15.5% CAR)	Adjusted return on tangible equity is based on a management target Capital Adequacy Ratio of 15.5% (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)
AFS	Available for sale
Annualised	Adjusted so as to reflect the relevant rate on the full year basis.
ARAD	ARAD is a public database that is part of the information service of the Czech National Bank. It is uniform system of presenting time series of aggregated data for individual statistics and financial market areas.
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 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
CAR	Capital Adequacy Ratio calculated as regulatory capital as a percentage of risk-weighted assets
CNB	Czech National Bank
Company	MONETA Money Bank, a.s.
Customer Deposits Cost of Funds	Interest expense and similar charges on customer deposits for the period divided by average balance of customer deposits, ecl.. repo operations
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 for the period divided by average balance of net loans to customers excluding gain from monetization of NPLs, in 2017 based on IAS39 and in 2018 based on IFRS 9

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, in 2017 based on IAS39 and in 2018 based on IFRS9
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
Core NPL Coverage	Ratio (expressed as a percentage) of Loss allowances for non-performing loans and receivables to total non-performing loans and receivables
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
E-payment	One-time payment transactions through internet banking or mobile banking
ETR	Effective Tax Rate – calculated as Taxes on income devided by Profit for the period before tax
Excess capital	Capital exceeding the management target of CAR, currently 15.5% (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)
Expected credit loss model	The impairment model that measures credit loss allowances using a three-stage approach based on the extent of credit deterioration of financial asset since origination; Stage 1 – financial assets with no significant increase in credit risk since initial recognition, Stage 2 - financial assets with significant increase in credit risk since initial recognition but not in default, Stage 3 – financial assets in default.
EVIP	Annual Executive Variable Incentive Plan,
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.
FVTOCI	Financial assets measured at Fair Value Through Other Comprehensive Income

GLOSSARY (2/3)

FVTPL	Financial assets measured at Fair Value Through Profit or Loss
FY	Financial year
GDP	Gross domestic product
Group	Company and its subsidiaries, MONETA
Gross performing loans	Performing Loans and Receivables to customers as determined in accordance with the Bank's loan receivables categorization rules (Standard)
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
Investment securities	Equity and debt securities in the Group´s portfolio, consist of securities measured at amortized cost, fair value through other comprehensive income (FVTOCI) and fair value through profit or loss (FVTPL)
k/ths	thousands
KPI	Key performance indicator
Leasing	MONETA Leasing, s.r.o.
Liquid Assets	Liquid assets comprise of cash and balances with central banks, investment securities (not transferred as collateral in repurchase agreements), loans and receivables to banks and prior transition to IFRS 9 also financial assets at fair value through profit or loss, financial assets available for sale, financial assets held to maturity (not transferred as collateral in repurchase agreements).
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
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
Market share – consumer loans	Consumer loans = Non-purposed and purposed consumer loans, Debt consolidations, Additional loan and American mortgages. Source: CNB ARAD, MMB in IFRS unconsolidated according to CNB definitions, gross loans excluding Non-residents and loans in foreign currency, CNB annualized average weighted rate.
Market interest rates	Based on CNB ARAD
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, investment securities, loans and receivables to banks, loans and receivables to customers and prior to transition to IFRS 9 also financial assets at fair value through profit and loss, financial assets available for sale, financial assets held to maturity
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
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), Stage 3 according to IFRS9
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
OCI	Other Comprehensive Income
Online Origination	Represents new volume originated from online applications and leads (client with contact details)
OPEX / Cost Base	Total operating expenses
PL	Performing loans
Q	Quarter
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	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)
Regulatory Leverage	Relative size of an institution's assets, off-balance sheet obligations and contingent obligations to pay or to deliver or to provide collateral, including obligations from received funding, made commitments, derivates or repurchase agreements, but excluding obligations which can only be enforced during the liquidation of an institution, compared to that institution's own funds.
Risk Adjusted Operating Income	Calculated as total operating income less net impairment of loans and receivables and Net impairment of other receivables
RWA	Risk Weighted Assets

GLOSSARY (3/3)

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 asses and measure the risks for each bank
Stage 1, Stage 2, Stage 3	Stage 1 – financial assets with no significant increase in credit risk since initial recognition, Stage 2 - financial assets with significant increase in credit risk since initial recognition but not in default, Stage 3 – financial assets in default.
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
TSA	Transition Service Agreement with General Electric Group
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

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 medium term 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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Material assumptions for forward-looking statements

- see slide "Material assumptions and estimates for 2018 Guidance"

MATERIAL ASSUMPTIONS AND ESTIMATES FOR 2018 GUIDANCE

A number of economic, market, operational and regulatory assumptions were made by the Company in preparing its forward looking guidance[1]

- Positive macroeconomic outlook will persist in the medium term:
- 3M PRIBOR assumed to gradually increase and reach **2.8%**[2] in **4Q'19**
- Consumer loan market portfolio yield expected to bottom out at around **8%**
- 2018 effective tax rate to be reduced by the impact of IFRS9 one-time charge
- Cost of risk assumptions:
  - 15 – 20% higher allowance level under IFRS9
  - 2018 supported by significant gain from legacy NPL monetization
  - Contingency for potential large commercial default
  - Cost of Risk likely to bottom out during 2018
- Flat operating cost impacted by 10% - 15% productivity improvement over next 3 years, offset by increased Depreciation and Amortization charges of additional investments

Source: Internal assumptions used for guidance;
Note: (1) See also slide „Forward looking statements"; (2) CNB forecast from 4Q 2017 (http://www.cnb.cz/cs/menova_politika/zpravy_o_inflaci/2017/2017_IV/download/ZOI_IV_2017_T_1_Makroindikatory.xlsx).

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