

FY 2019 Results

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According to IFRS, Consolidated, Unaudited

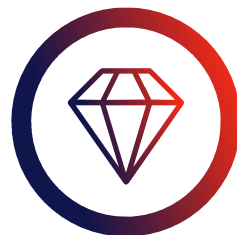
FY 2019 HIGHLIGHTS



LENDING
GROWTH¹

+11.8% YoY

In line with
expectations



FY'19
NET PROFIT²

CZK 4.0 billion

CZK 300 million above
initial guidance



RECURRING
PROFITABILITY³

+13.4% YoY

Growth continued
in 4Q 2019



RETURN ON
TANGIBLE EQUITY

18.2%

270bps above
initial guidance

KEY DEVELOPMENTS IN 2019

Solid operating performance, driven by online lending, accompanied by further NPL sales and strong capitalization

NET INTEREST INCOME

+7.0%

Driven by 11.8% increase in lending portfolio

CZK 7,925 million of Net interest income in FY'19 YTD exceeding FY'18 YTD by **CZK 516 million**

NET CLIENT ACQUISITION

+64ths

Achieved excellent rate of acquisition of 104ths clients in 2019

Net client acquisition **grew to 63.8 thousands**, up 104% year-on-year, total number of primary customers **up 4.3%**

DIGITAL LENDING

+40.8%

Increasing activity through digital platform

40.8% YoY growth in fully online consumer lending; rising interest in digital payment platforms

NPL DISPOSALS

CZK 358m

Legacy NPL monetization completed

CZK 358m gain delivered in 2019 from legacy NPL disposals, with nominal value of **CZK 3.2 billion**¹

INTERIM DIVIDEND²

CZK 3.30

Paid interim dividend in December 2019

Maintaining commitment to distribute additional **CZK 3.35 per share**³ to meet dividend pay-out for 2019⁴

KEY FINANCIAL METRICS

Strong profitability, supported by operating income growth, enabled by solid liquidity and strong capitalisation

		FY'18	FY'19
PROFITABILITY	TOTAL OPERATING INCOME (CZK m)	10,162	10,519
	NET PROFIT (CZK m)	4,200	4,019
	RETURN ON TANGIBLE EQUITY	17.9%	18.2%
LOANS & DEPOSITS	NET CUSTOMER LOANS (CZK bn)	140.1	156.4
	CORE CUSTOMER DEPOSITS (CZK bn)	149.2	174.4
ASSET QUALITY	COST OF RISK	21bps	35bps
	CORE COST OF RISK	72bps	57bps
	NPL RATIO	2.8%	1.8%
LIQUIDITY	LOAN TO DEPOSIT RATIO	83.0%	86.2%
	LIQUIDITY COVERAGE RATIO	160.8%	172.3%
	REGULATORY LEVERAGE	8.2%	8.7%
CAPITAL	TOTAL CAPITAL ADEQUACY RATIO	16.4%	18.0%
	RISK WEIGHTED ASSETS (CZK bn)	122.2	125.6

ACQUISITION OF WÜSTENROT CZECH SUBSIDIARIES

Accelerating organic plan by two years in terms of earnings growth and balance sheet volume as well as number of clients

Purchase price EUR 180.4m (CZK 4.6 bn)

Total consideration of EUR 180.4 million (CZK 4.6 billion) to be settled in cash, no new shares will be issued.

- Financed through existing excess capital and liquidity
- Consideration deemed fair based on opinion provided by EY

Minimum agreed equity level at closing in the amount of EUR 205 million (CZK 5.2 billion), the purchase price shall be reduced by 100% of any shortfall between actual equity and minimum agreed equity.

Transaction perimeter

MONETA will acquire 100% of the equity of Czech subsidiaries of German W&W group:

- Wüstenrot - stavební spořitelna a.s. (Building savings bank)
- Wüstenrot hypoteční banka a.s. (Mortgage bank)

The total transaction perimeter is referred to as Wüstenrot CZ.

Next steps

Closing of the Transaction is planned for 1st April 2020 or imminently thereafter, subject to:

- Approval from CNB and the Czech Antimonopoly Office
- The application for approval was submitted by the end of January 2020

Shareholder return

- No new shares to be issued, buy-back program to be postponed
- Immediate EPS accretion is expected despite restructuring costs
- No impact on 2019 & 2020 dividend guidance¹

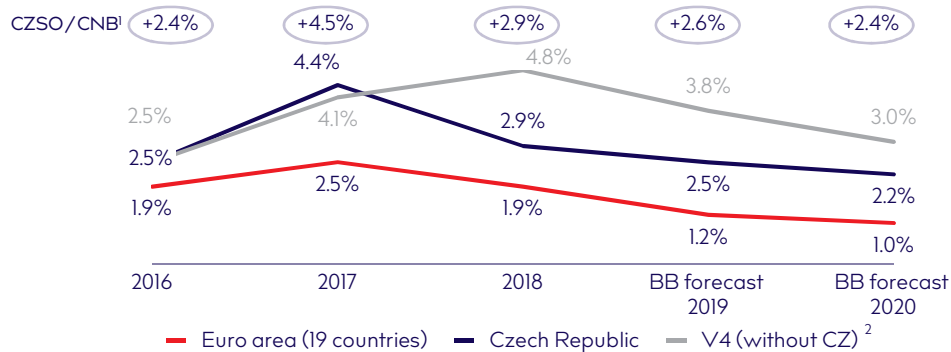
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MACROECONOMIC ENVIRONMENT

Increasing inflation rate, appreciating currency and decrease in GDP growth outlook

STRONG GDP OUTLOOK



Czech Republic Country Rating³: Aa3/AA-/AA-. Outlook Positive/Stable/Stable

GOVERNMENT BONDS YIELDS (%)



KEY MACROECONOMIC INDICATORS

INDICATOR	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19
Export ⁴	4.9%	7.1%	3.8%	3.6%	4.7%	n/a
Industrial production	3.7%	2.0%	0.3%	1.0%	(0.9%)	n/a
EUR/CZK	25.7	25.9	25.7	25.7	25.7	25.6
Banks' NPL ratio	3.3%	3.3%	3.2%	3.0%	2.8%	2.6%
Inflation ⁵	2.3%	2.1%	2.3%	2.5%	2.6%	2.7%
Unemployment	3.0%	2.9%	3.1%	2.6%	2.7%	2.7%
Wage inflation	7.9%	6.5%	7.4%	7.2%	6.9%	n/a

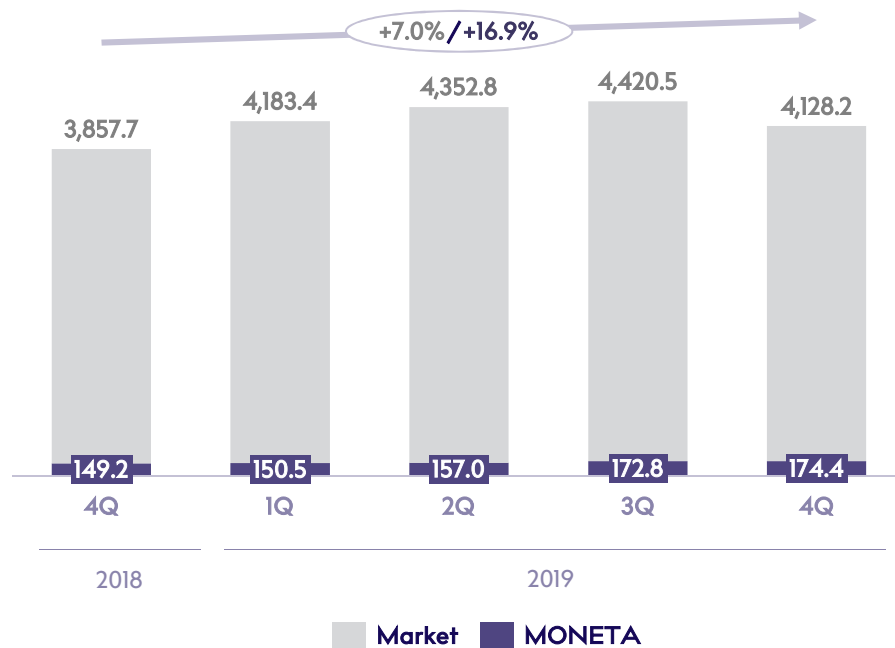
INTEREST RATE ACTUALS AND FORECAST (%)



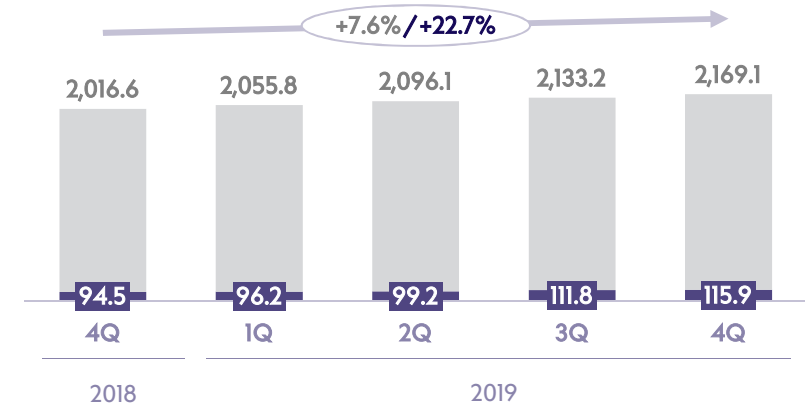
CZECH DEPOSIT MARKET

MONETA significantly outperformed deposit market growth in retail segment

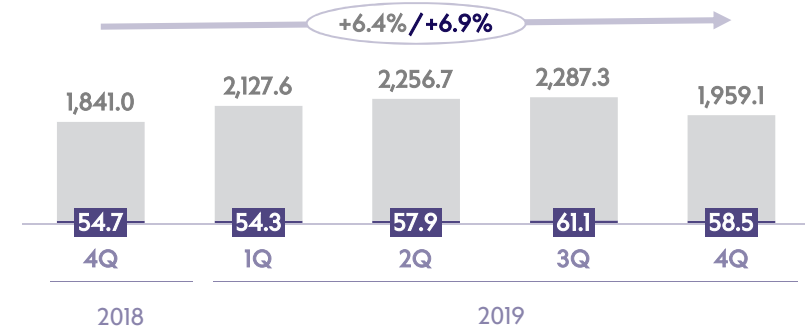
DEPOSIT MARKET (CZK bn)



RETAIL DEPOSITS (CZK bn)



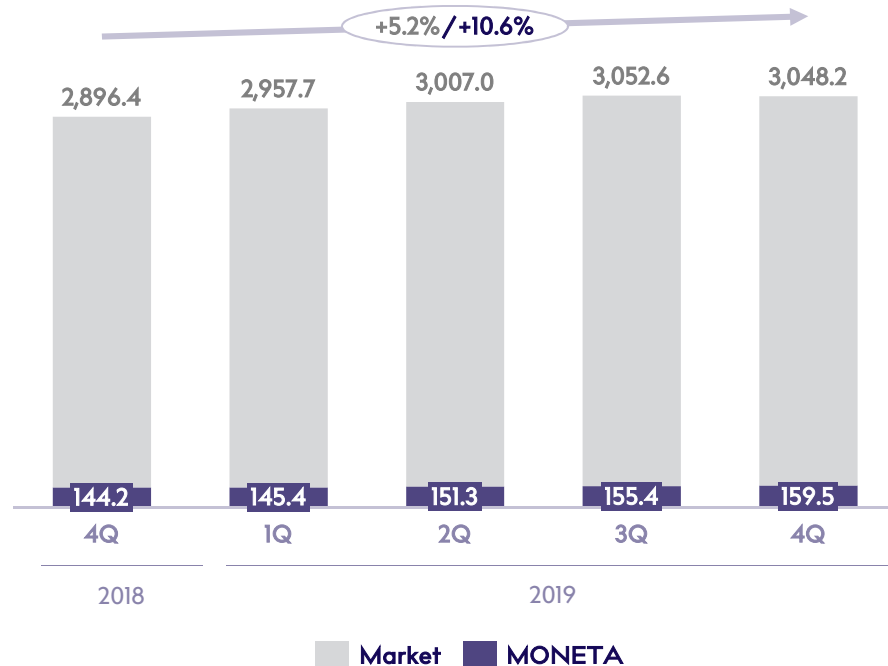
COMMERCIAL DEPOSITS (CZK bn)



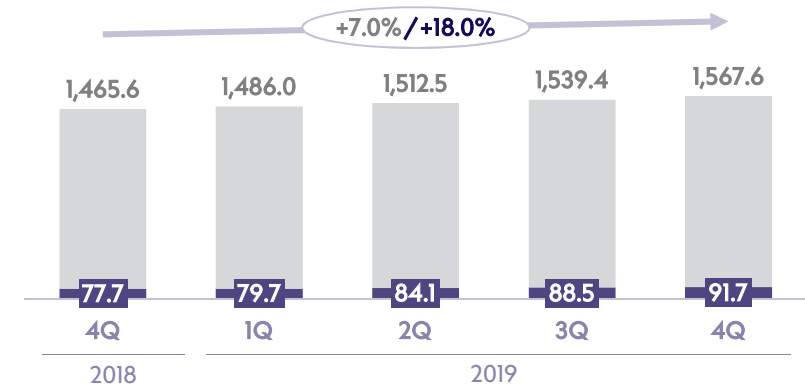
CZECH LENDING MARKET

MONETA also substantially outperformed lending market growth in retail segment

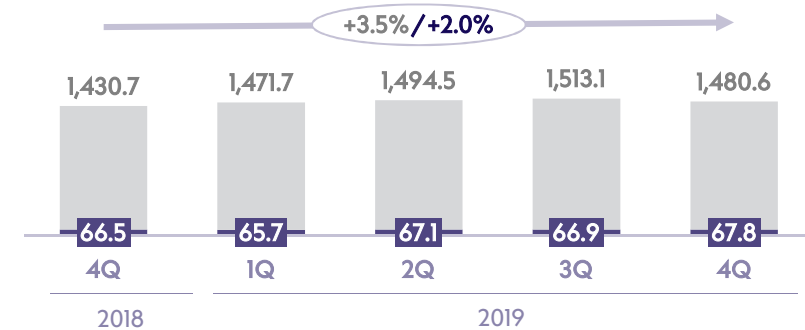
LENDING MARKET - GROSS LOANS (CZK bn)



RETAIL GROSS LOANS (CZK bn)



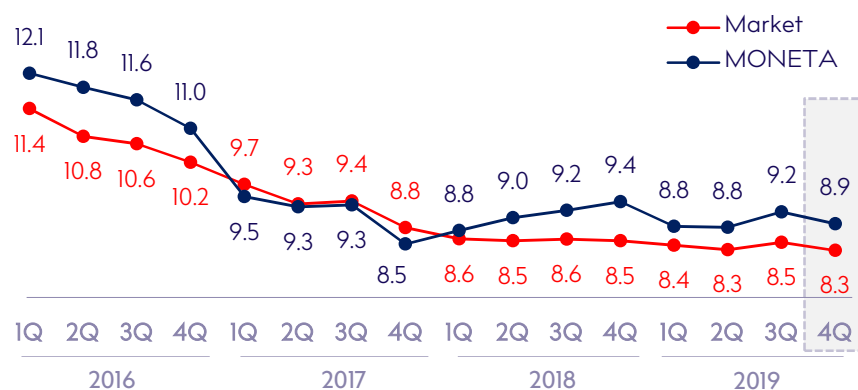
COMMERCIAL GROSS LOANS (CZK bn)



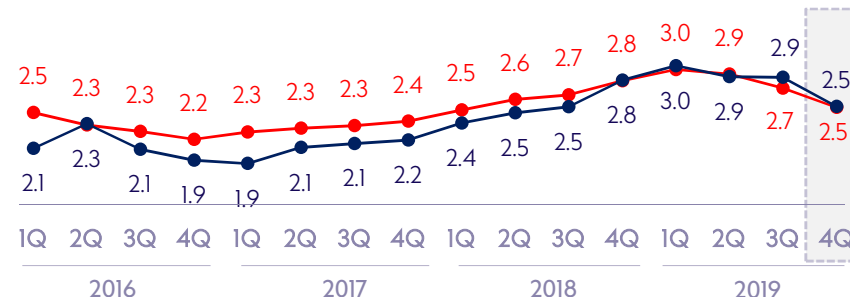
PRICING EVOLUTION IN THE CZECH BANKING MARKET

MONETA operated at pricing premium in retail unsecured market and incurred increasing costs of funding

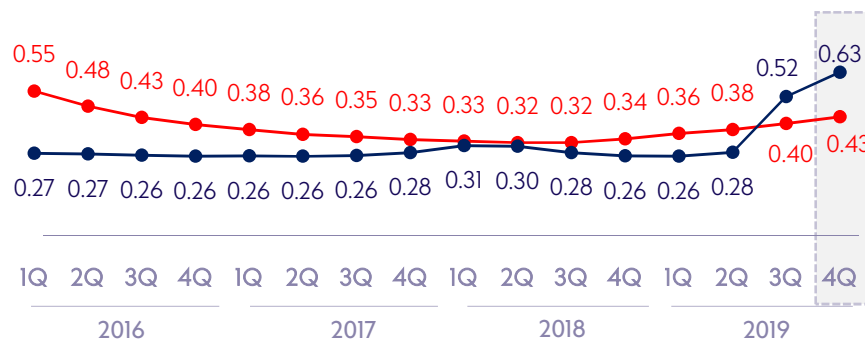
NEW VOLUME PRICING OF CONSUMER LOANS¹ (%)



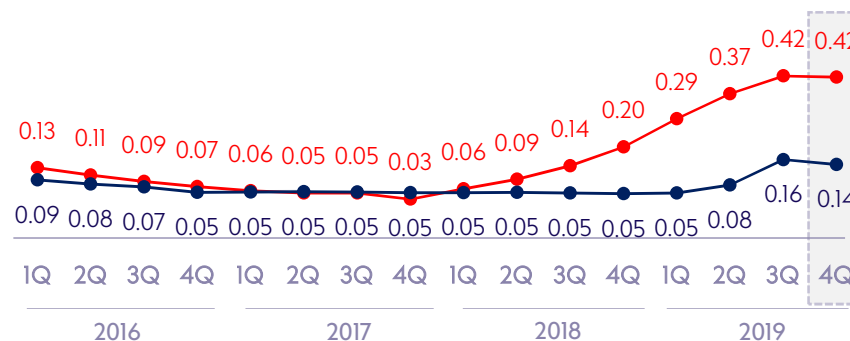
NEW VOLUME PRICING OF MORTGAGE LOANS² (%)



RETAIL DEPOSIT PRICING³ (%)



COMMERCIAL DEPOSIT PRICING³ (%)



MONEY BANK

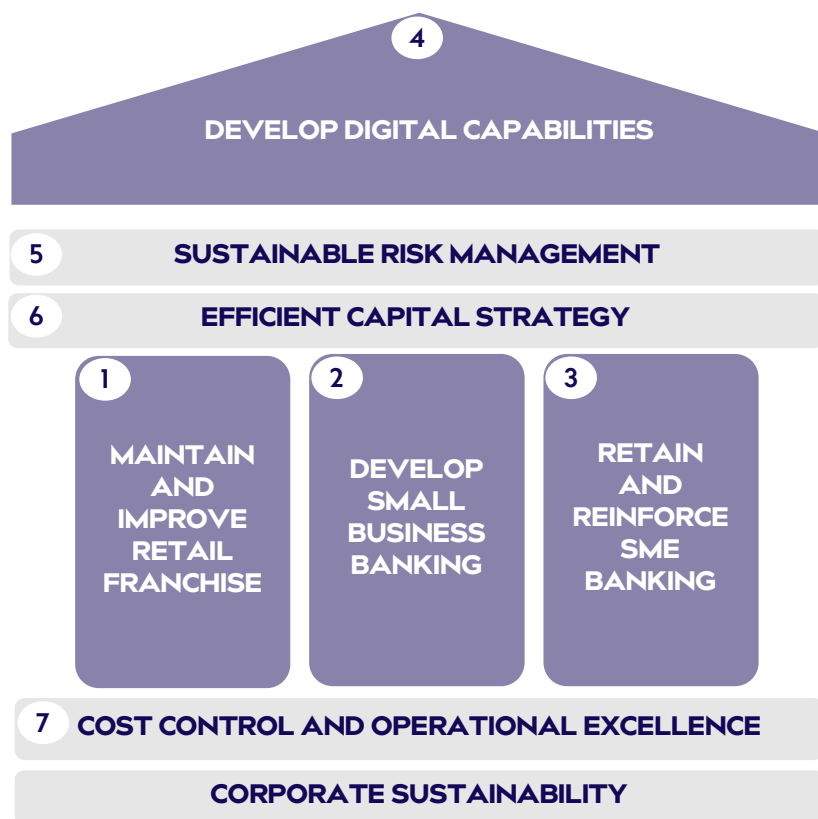
Source: CNB ARAD, loans and deposits denominated in CZK only; (1) Following CNB definition (includes non-purposed and purposed consumer loans, debt consolidations and American mortgages). New volume pricing represented by annualized weighted average rate for Czech residents; (2) Following CNB definition (loans for house purchase). New volume pricing represented by annualized weighted average rate for Czech residents; (3) Calculated as annualized weighted average rate for deposits, reflects contractual rates and balances as at the end of period. Commercial deposits include non-financial institutions only.

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STRATEGIC PILLARS & OBJECTIVES

MONETA seeks to deliver shareholder value through profitable and sustainable growth



MEDIUM TERM TARGETS¹:

- 01 | MAINTAIN AND IMPROVE RETAIL FRANCHISE**
 - ~ 5% mortgage portfolio market share
 - ~ 20% consumer lending portfolio market share
 - ~ 5% deposits and assets management market share
- 02 | DEVELOP SMALL BUSINESS BANKING**
 - ~ 10% market share in small business
 - ~ Double digit growth of number of customers
 - ~ 40% share of digital channels on new production
- 03 | RETAIN AND REINFORCE SME BANKING**
 - ~ Expand SME profitable relationships with incremental **RoE >20%**
 - ~ Maintain strong presence in profitable agricultural sector
 - ~ Improve RoE on **CZK 15 billion** of exposures
- 04 | DEVELOP DIGITAL CAPABILITIES**
 - ~ 40% of total retail unit production to be originated online²
 - ~ 50% of consumer loans new production to be originated online²
 - ~ 400k registered Smart Banka users by 2021
- 05 | RISK MANAGEMENT SUSTAINABILITY**
 - ~ **CZK 350 million** of income from NPL portfolio disposals in 2019
 - ~ Maintain Core Cost of Risk at **75 – 85bps** through short to medium term
 - ~ Manage NPL ratio below **2.5%** during 2019
- 06 | EFFICIENT CAPITAL STRATEGY**
 - ~ **15.9%** capital adequacy ratio management target
 - ~ Optimise capital through T2 bond issuance (around **CZK 5 billion**)
 - ~ **80%** dividend pay-out ratio as minimum (min **CZK 3.4 billion** gross annually)¹
 - ~ Seek regulatory approval for share buy back \cong **CZK 1 billion**
- 07 | COST CONTROL AND OPERATIONAL EXCELLENCE**
 - ~ Maintain cost base at **CZK 5 billion** in 2019 and **CZK 5.1 billion** in 2020
 - ~ Strong cost control, maintain Cost to Income ratio below **50%**
 - ~ Reduce branch network footprint in line with digital development




PROGRESS ON STRATEGIC OBJECTIVES

MONETA successfully delivered against committed strategic objectives

- | | |
|---|--|
| 01 MAINTAIN & IMPROVE RETAIL FRANCHISE¹ | <ul style="list-style-type: none">• 20.2% YoY increase in retail loan portfolio• 38.9% YoY continued growth in mortgages² with market share of 3.3%³ as of FY'19• 9.2% YoY growth in consumer loan portfolio with market share of 18.3%⁴ as of FY'19 |
| 02 DEVELOP SMALL BUSINESS BANKING¹ | <ul style="list-style-type: none">• 51.5% YoY increase in small business loan portfolio• 27.4% of total small business lending production originated online• 41.8% YoY increase in new volumes of instalment lending |
| 03 RETAIN & REINFORCE SME BANKING¹ | <ul style="list-style-type: none">• 1.4% YoY decrease in SME loan portfolio• Commercial yield increased to 4.2%⁵, incremental RoE on SME portfolio at 19.8%⁶ (17.3% in FY 2018)• CZK 632 million of capital savings from commercial portfolio optimization initiatives |
| 04 DEVELOP DIGITAL CAPABILITIES | <ul style="list-style-type: none">• 40.8% YoY growth in consumer loans originated fully online (3.5% YoY growth originated online), digital distribution has 34.8% share on total new production• 44.4% YoY growth in small business instalment loans originated online (169.1% YoY increase in fully online origination), 27.4% share of total new production |
| 05 SUSTAINABLE RISK MANAGEMENT | <ul style="list-style-type: none">• 109.2% total NPL coverage, 1.8% NPL ratio• 35bps Cost of Risk, 57bps excluding gain on NPL disposals |
| 06 EFFICIENT CAPITAL STRATEGY | <ul style="list-style-type: none">• 18.0% strong Total Capital Adequacy Ratio supported by Tier 2 bonds issuance and capital optimization initiatives of CZK 2,939 million, CET1 ratio at 16.4%• Tier 2 bonds issuance of CZK 2 billion issued at below average yield of 3.3% p.a.⁷• Share buy back program approved by CNB and shareholders (currently postponed) |
| 07 COST CONTROL AND OPERATIONAL EXCELLENCE | <ul style="list-style-type: none">• 3.4% YoY increase in total operating expenses due to higher depreciation and amortization and higher contribution into regulatory funds• 23 branches closed in 2019 and further 19 planned in 1Q 2020 |

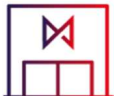



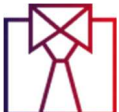
FINANCIAL PERFORMANCE AGAINST GUIDANCE

MONETA met revised 2019 guided targets

	 INITIAL GUIDANCE ¹	 REVISED GUIDANCE ²	 RESULTS
METRICS (CZK, bps, %)	FY 2019	FY 2019	FY 2019
TOTAL OPERATING INCOME	≥10.3bn	≥10.4bn	10.5bn ✓
COST BASE	≤5.0bn	≤5.0bn	5.0bn ✓
COST OF RISK	45 - 55bps	30 - 40bps	35bps ✓
<i>CORE COST OF RISK (EXCL. LEGACY NPL SALES)</i>	<i>70 - 80bps</i>	<i>55 - 65bps</i>	<i>57bps</i> ✓
EFFECTIVE TAX RATE	~ 20%	~ 19.5%	19.3% ✓
NET PROFIT	≥3.7bn	≥4.0bn	4.0bn ✓
EARNINGS PER SHARE	≥7.2	≥7.8	7.9 ✓
TARGETED 2019 DIVIDEND PER SHARE	≥5.40	≥6.65	6.65
<i>OF WHICH - INTERIM 2019 DIVIDEND</i>		<i>3.30</i>	<i>3.30</i> ✓
<i>- FINAL 2019 DIVIDEND</i>		<i>≥3.35</i>	<i>3.35</i>
RETURN ON TANGIBLE EQUITY (RoTE)	≥15.5%	≥16.5%	18.2% ✓

OPERATING PLATFORM

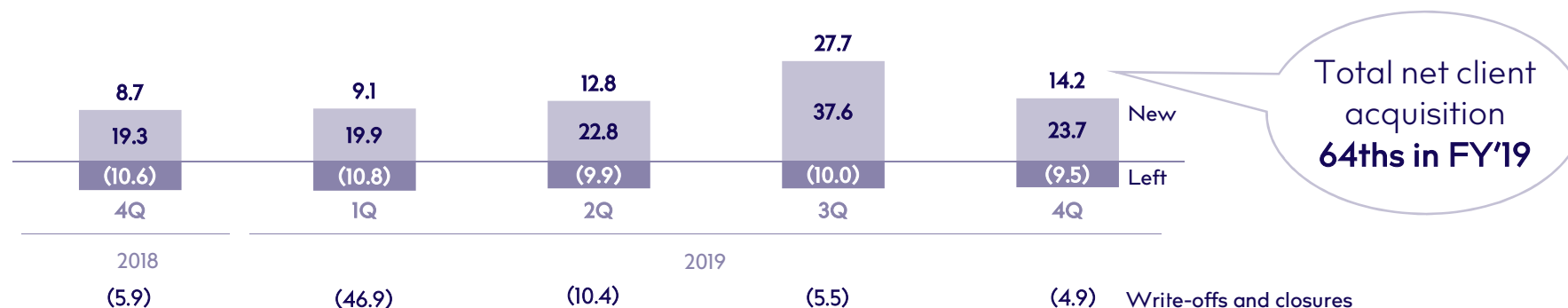
Operating platform efficiency enabled through solid commercial results of digital strategy

		FY 2018	FY 2019
	BRANCHES <ul style="list-style-type: none"> Rented space in thousands m² Branches in new design 	202 44.8 28	179 41.9 36
	ATMs <ul style="list-style-type: none"> of which deposit ATMs of which contactless ATMs 	654 50 406	632 81 466
	NUMBER OF PERFORMING CLIENTS (ths)¹ <ul style="list-style-type: none"> Retail Small business² SME³ 	965 873 87 5	999 901 93 5
	REGISTERED USERS DIGITAL CHANNELS <ul style="list-style-type: none"> SMART BANKA (ths) INTERNET BANKA⁴ (ths) 	265 879	365 941
	NUMBER OF EMPLOYEES (FTEs)	3,099	2,943

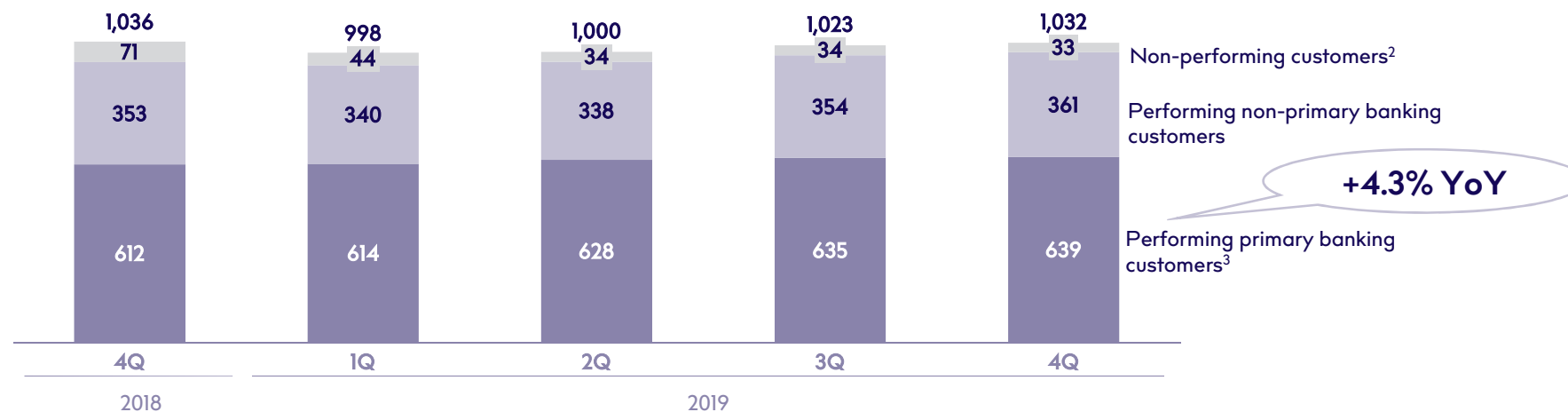
CLIENT BASE EVOLUTION

Client acquisition was driven mainly by successful offer of digital retail saving account „Sporito“

NET CLIENT ACQUISITION¹ (number of clients in thousands)



CLIENT BASE EVOLUTION (number of clients in thousands)



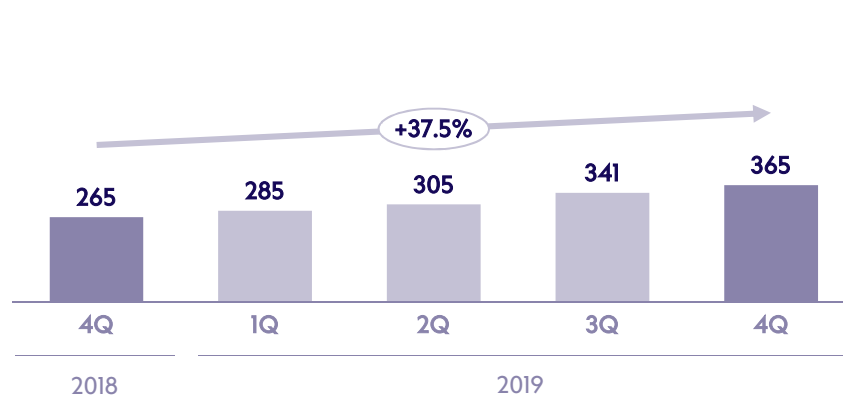
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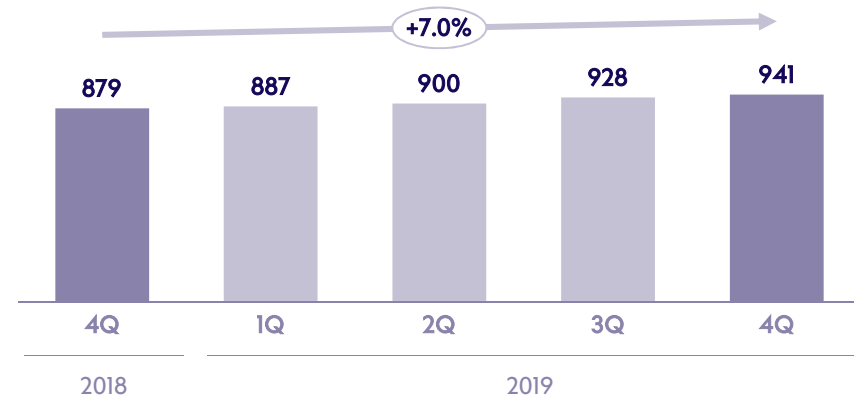
DIGITAL DISTRIBUTION AND SERVICE PLATFORM

MONETA successfully attracts clients and activity to its digital banking platform

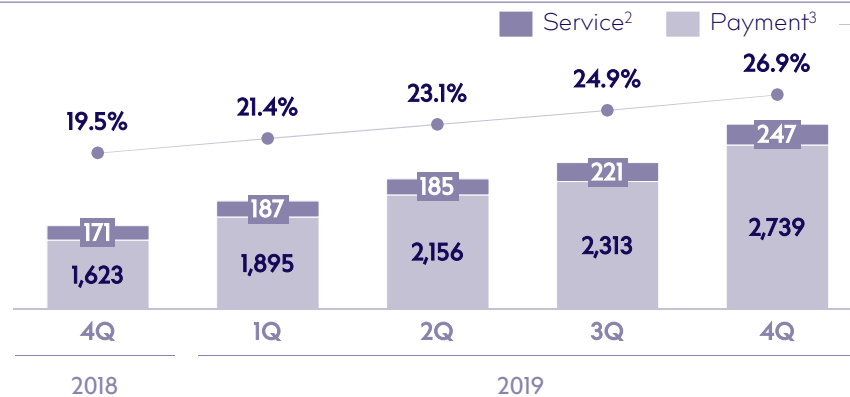
MOBILE BANKING¹ PENETRATION (cumulative number of clients in thousands)



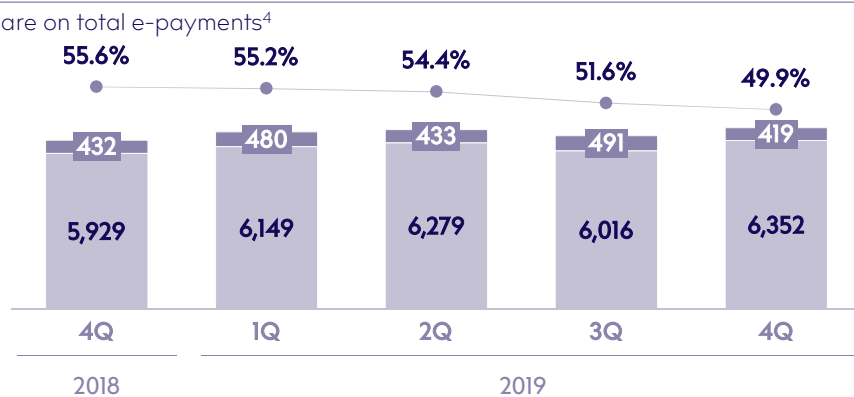
INTERNET BANKING PENETRATION (cumulative number of unique clients in thousands)



MOBILE BANKING¹ TRANSACTIONS (number of transactions in thousands)



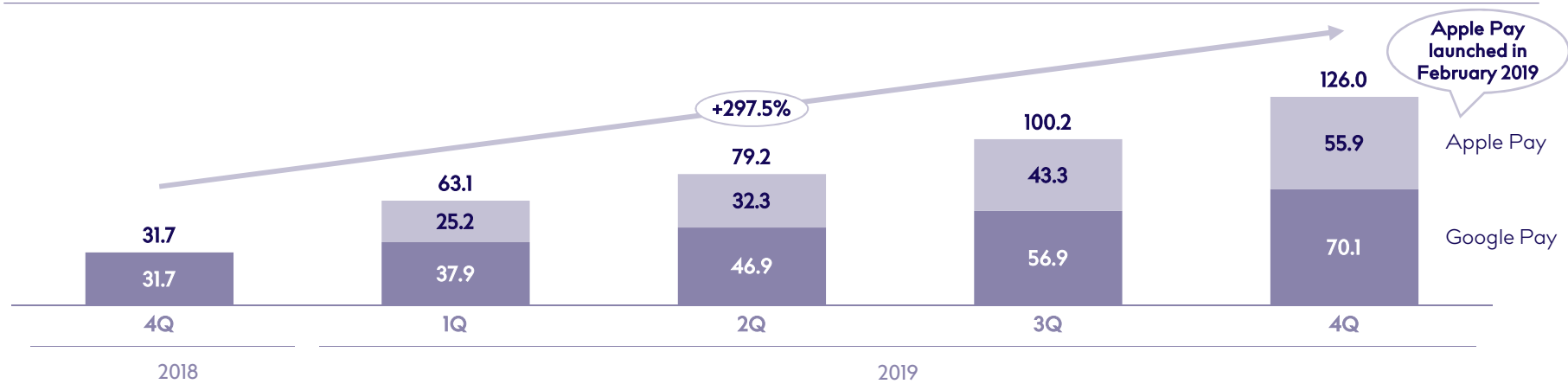
INTERNET BANKING TRANSACTIONS (number of transactions in thousands)



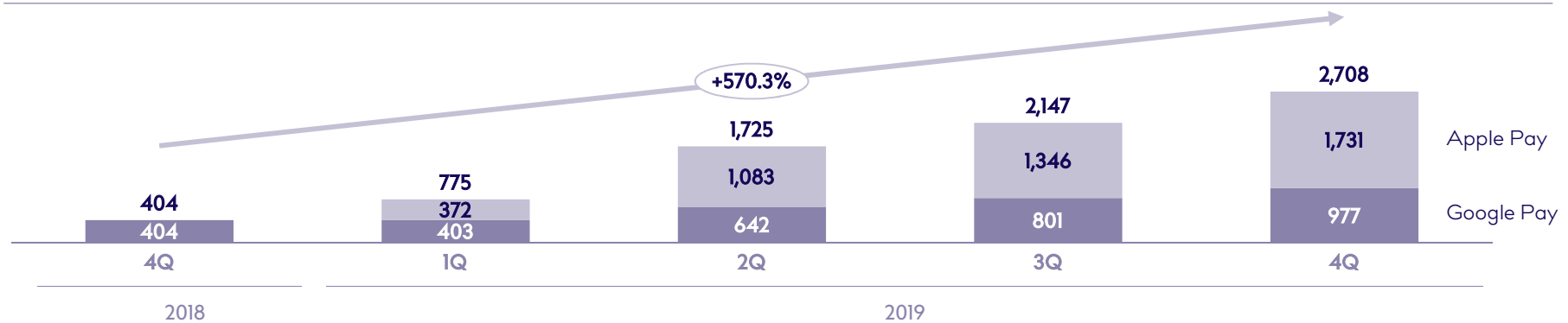
GOOGLE PAY AND APPLE PAY EVOLUTION

Digital payment platforms enhance the MONETA's strength in retail market

GOOGLE PAY¹ AND APPLE PAY PENETRATION (cumulative number of unique tokenized cards in thousands)



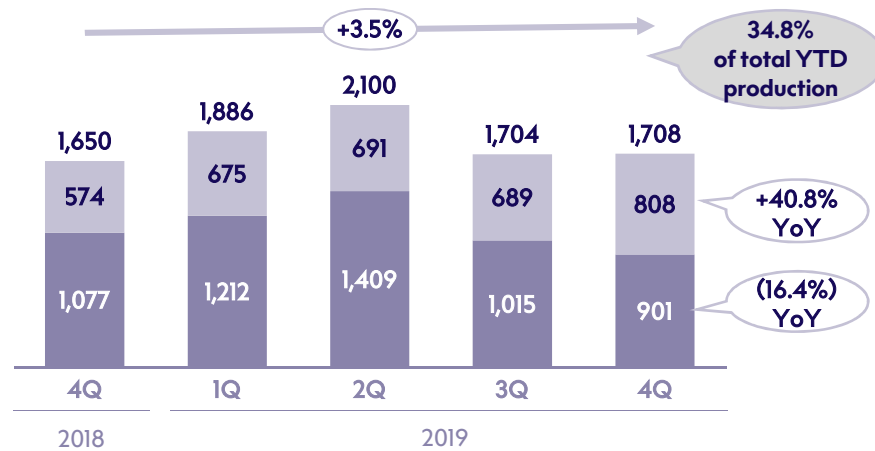
GOOGLE PAY¹ AND APPLE PAY TRANSACTIONS (number of transactions in thousands)



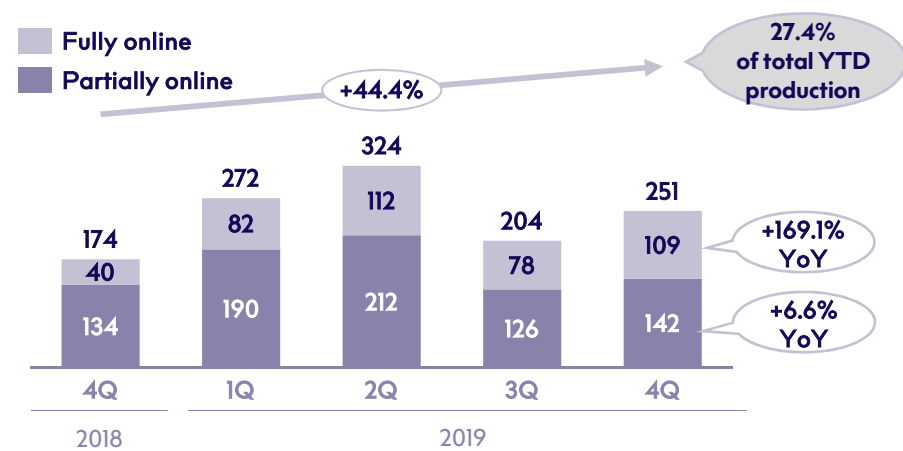
ONLINE LENDING PERFORMANCE

Increasing volume of new loans originated fully online

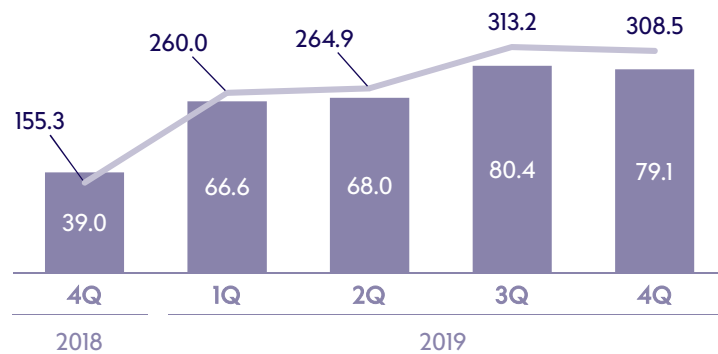
CONSUMER LOAN VOLUMES ORIGINATED ONLINE^{1,2} (CZK m)



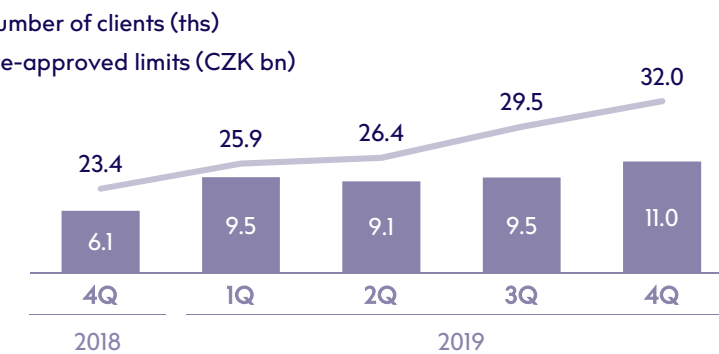
SMALL BUSINESS INSTALMENT LOANS ORIGINATED ONLINE¹ (CZK m)



CONSUMER LOAN PRE-APPROVED CREDIT LIMITS³



SMALL BUSINESS PRE-APPROVED CREDIT LIMITS³



DEVELOPMENT OF DIGITAL CAPABILITIES

MONETA continued to deliver digital capabilities in line with the digital strategy and road map

	1Q 2019	2Q 2019	3Q 2019	4Q 2019
CREDIT DISTRIBUTION	<ul style="list-style-type: none"> ✓ Fully online loans for new to bank small business clients ✓ Fully online overdraft in Smart Banka and Internet Banka 	<ul style="list-style-type: none"> ✓ Fully online loans for new to bank small business clients via brokers ✓ Real time price optimization enabled for consumer loans via branches (digital channels enabled 4Q 2018) 	<ul style="list-style-type: none"> ✓ Fully online retail credit card for new to bank clients via web ✓ Fully online property valuation via automated model ✓ Fully online consumer finance proposition (card based) via web 	<ul style="list-style-type: none"> ✓ Pilot of fully online retail mortgage refinancing via web "refinanso.cz" ✓ Fully online retail loans for new to bank clients via web ✓ Consumer loans upsell capability via digital channels
TRANSACTION BANKING DISTRIBUTION	<ul style="list-style-type: none"> ✓ Fully online retail current account for new to bank clients via web ✓ Successful Apple Pay launch 	<ul style="list-style-type: none"> ✓ Fully online retail savings account for new to bank clients via web 	<ul style="list-style-type: none"> ✓ Automated fraud checks integrated into digital current account ✓ New Foreign exchange proposition in Smart Banka 	<ul style="list-style-type: none"> ✓ Instant clearing of domestic payments ✓ Savings account opening via Smart Banka
FEE PRODUCTS DISTRIBUTION	<ul style="list-style-type: none"> ✓ Expansion of investment funds proposition (new closed ended products) 	<ul style="list-style-type: none"> ✓ Pilot automated investment advice ✓ Addition of new investment partners and funds 	<ul style="list-style-type: none"> ✓ Digitalization of life insurance process for branches 	<ul style="list-style-type: none"> ✓ Asset Management distribution via Smart Banka

UPDATED DIGITAL DISTRIBUTION STRATEGY 2018-2020 at www.moneta.cz

DEVELOPMENT OF DIGITAL CAPABILITIES

MONETA will focus on digital distribution, completion of major card platform upgrade and Wüstenrot integration

	1H 2020 ¹	2H 2020 ¹
CREDIT DISTRIBUTION	<ul style="list-style-type: none"> • Unified platform for online distribution via 3rd parties • Retail credit account proposition via Smart Banka • Enhanced coverage of online automated valuations for all channels 	<ul style="list-style-type: none"> • Post purchase financing via Smart Banka • Instant virtual credit card via Smart Banka and web • Unified third-party distribution platform for brokers
TRANSACTION BANKING DISTRIBUTION	<ul style="list-style-type: none"> • New acquisition propositions via modular onboarding process • Enhanced retail and entrepreneur current account propositions via web • Building savings (Wüstenrot) fully online via web 	<ul style="list-style-type: none"> • Unified fully online deposits product onboarding via web for entrepreneurs • New savings account for entrepreneurs fully online • Full "travel money" FX proposition via Smart Banka
FEE PRODUCTS DISTRIBUTION	<ul style="list-style-type: none"> • Accident insurance via Smart Banka • Legal protection insurance via Smart Banka 	<ul style="list-style-type: none"> • Aggregator platform for Insurance products • Further extension of our digital insurance offering
UPDATED DIGITAL DISTRIBUTION STRATEGY 2018-2020 at www.moneta.cz		

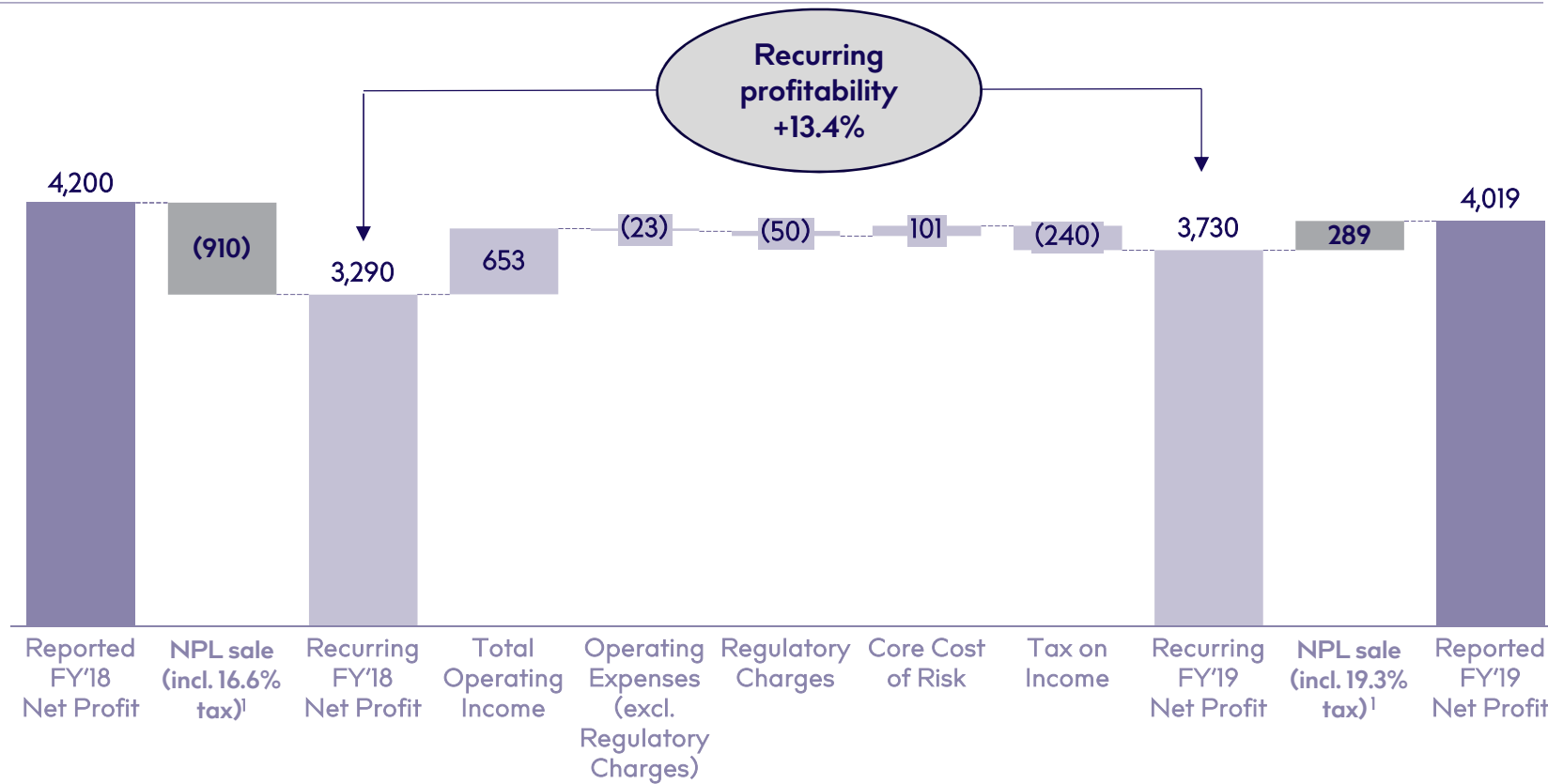
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NET PROFIT DEVELOPMENT

Increase in recurring profitability was driven by improvement in operating income and focused cost management

NET PROFIT COMPOSITION YEAR ON YEAR (CZK m)



PROFIT AND LOSS STATEMENT

Delivered CZK 4.0 billion of net profit resulting in 18.2% RoTE and 16.5% RoE

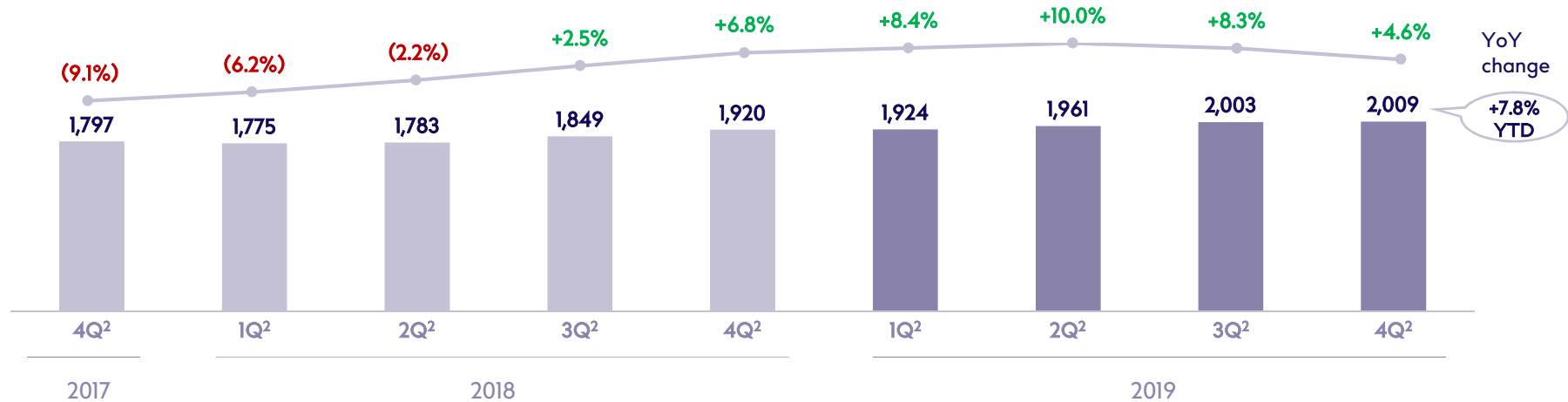
METRICS (CZK m, %)	FY 2018	FY 2019	CHANGE
NET INTEREST INCOME	7,409	7,925	7.0%
NET FEE AND COMMISSION INCOME	1,892	1,950	3.1%
INCOME FROM FINANCIAL OPERATIONS	396	529	33.6%
OTHER INCOME	465	115	(75.3%)
TOTAL OPERATING INCOME	10,162	10,519	3.5%
TOTAL OPERATING EXPENSES	(4,852)	(5,019)	3.4%
COST OF RISK	(274)	(517)	88.7%
PROFIT BEFORE TAX	5,036	4,983	(1.1%)
NET PROFIT	4,200	4,019	(4.3%)
RETURN ON TANGIBLE EQUITY	17.9%	18.2%	0.3pp
RETURN ON EQUITY	16.6%	16.5%	(0.1pp)

- **CZK 7,925m of net interest income, up 7.0% YoY**, showing continued strong growth
- **CZK 1,950m of net fee and commission income, up 3.1% YoY**, driven by third party commission and transaction fees growth
- **CZK 115m of other income, down 75.3% YoY**, impacted by lower gain from NPL disposals in FY'19 (CZK 24m) vs. FY'18 (CZK 320m)
- **CZK 5,019m of operating expenses, increase of 3.4% YoY**, however Cost/Income ratio maintained at **47.7%**
- **57bps Cost of Risk** excluding gain on legacy NPL disposals compared to **72bps** in FY'18 (**CZK 334m positive** impact on **Cost of Risk** from legacy NPL disposals)
- **CZK 4,019m of net profit** generated **18.2% RoTE and 16.5% RoE**

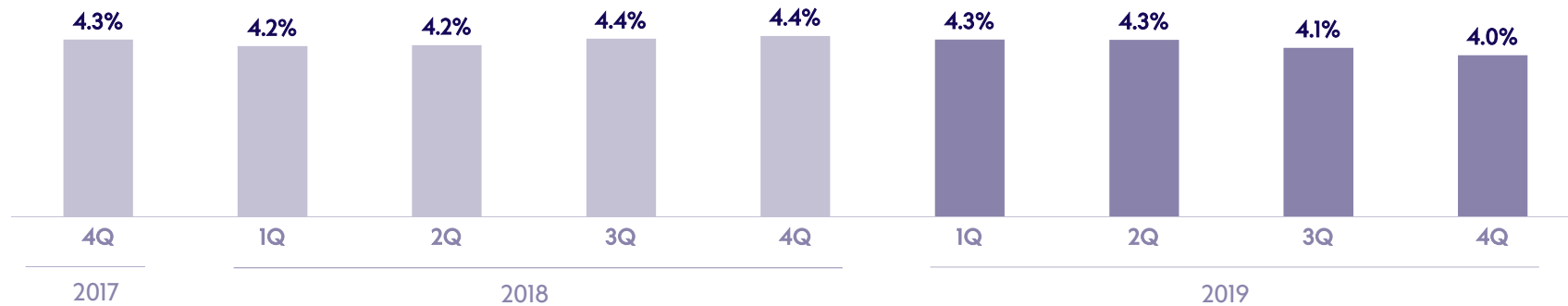
NET INTEREST INCOME PERFORMANCE & EXPECTATIONS

Continuing growth in NII as a result of lending portfolio expansion, NIM impacted by higher cost of funds

CORE NET INTEREST INCOME¹ AND GROWTH (CZK m)



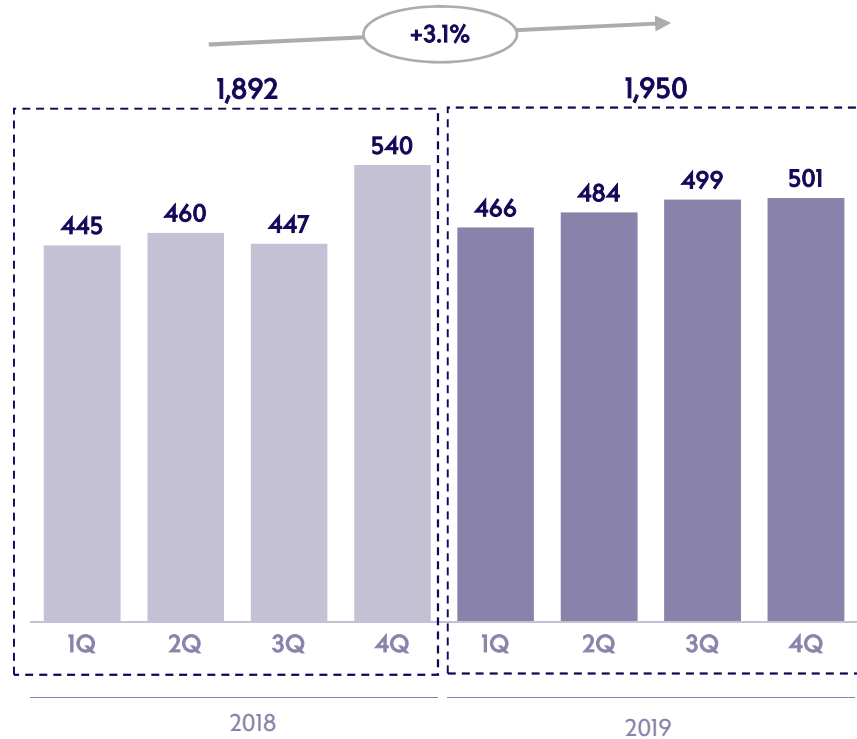
CORE NET INTEREST MARGIN¹



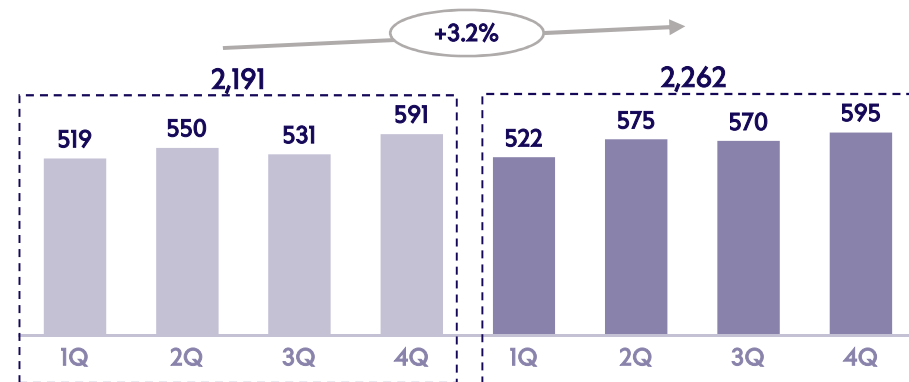
FEE AND COMMISSION INCOME & EXPENSE

Growth in net fee & commission income driven by transaction fees and third party commissions and stabilization of other categories

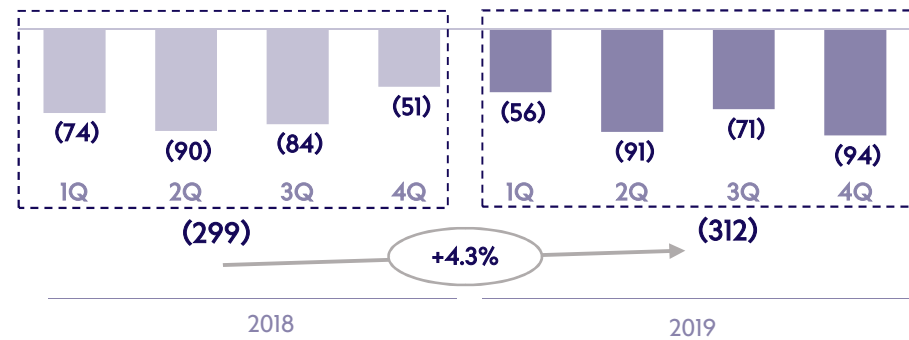
NET FEE & COMMISSION INCOME (CZK m)



FEE & COMMISSION INCOME (CZK m)



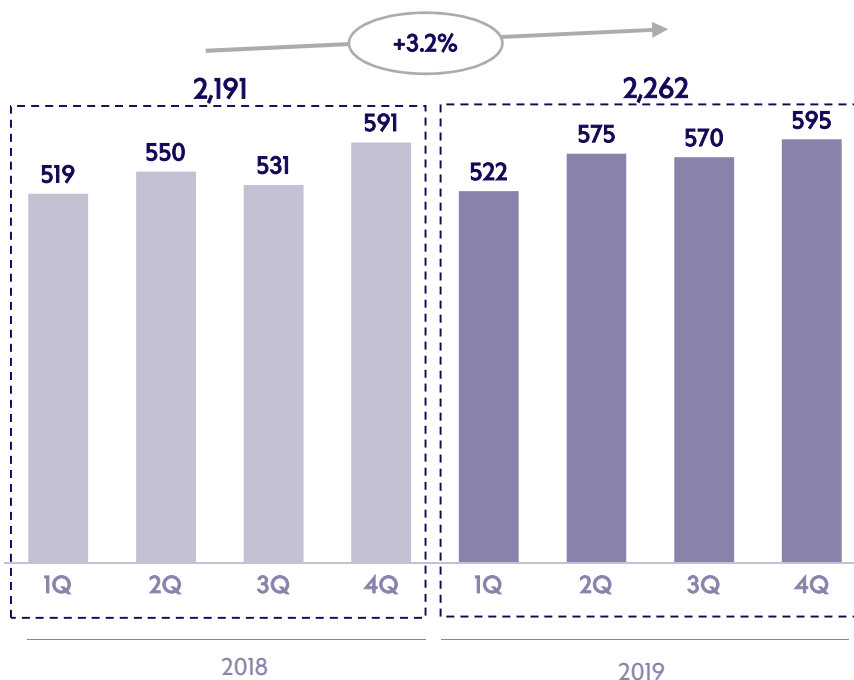
FEE & COMMISSION EXPENSES (CZK m)



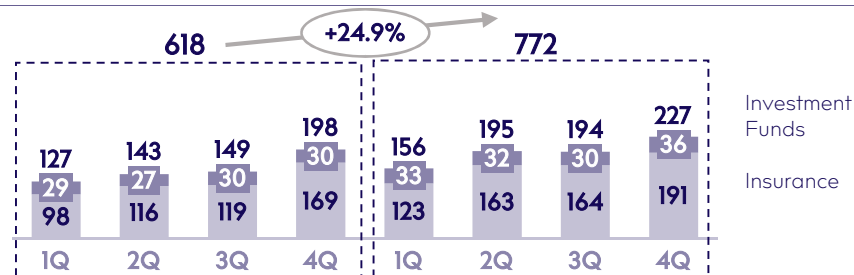
DEVELOPMENT IN FEE & COMMISSION INCOME CATEGORIES

Third party commission income driven through successful distribution of insurance and investment products

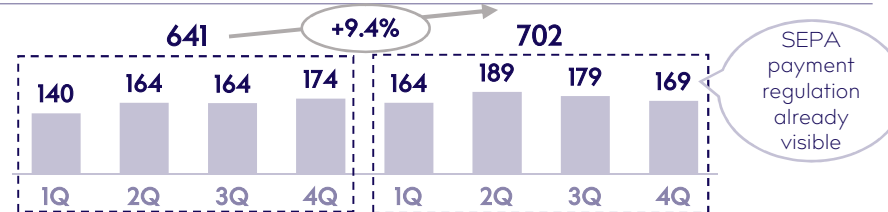
FEE & COMMISSION INCOME (CZK m)



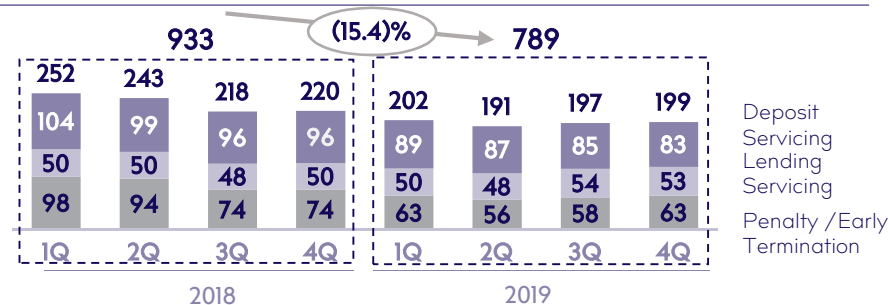
THIRD PARTY COMMISSION INCOME (CZK m)



TRANSACTION & OTHER FEE INCOME (CZK m)



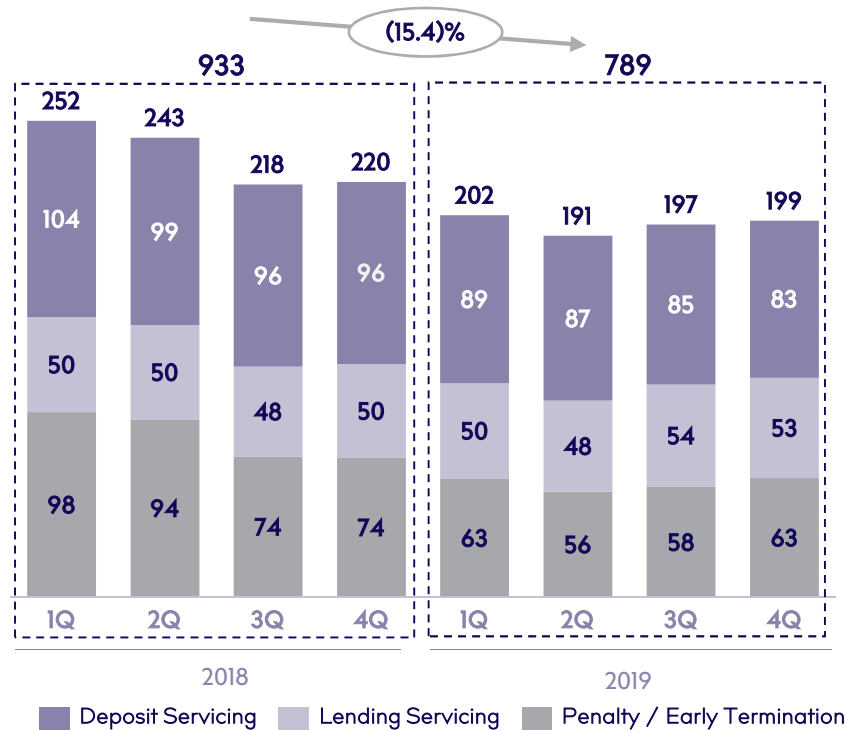
SERVICING AND PENALTY FEE INCOME (CZK m)



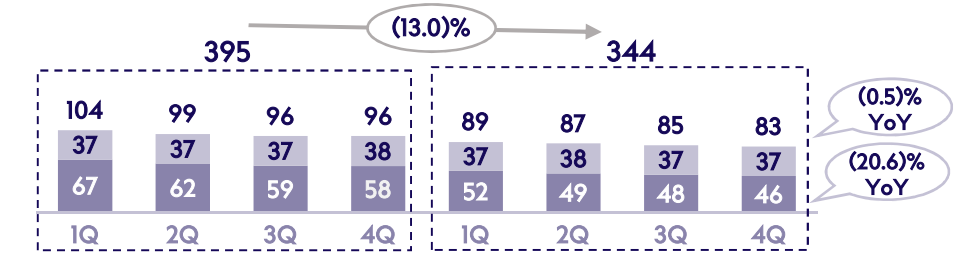
SERVICING & PENALTY FEES

Stabilization in penalty & early termination fees contribute to overall stability in total servicing & penalty fees

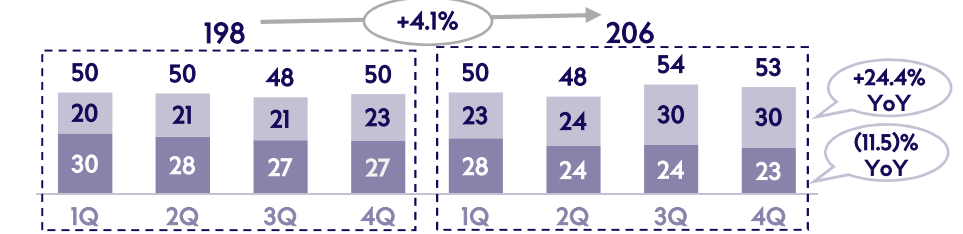
SERVICING AND PENALTY FEES (CZK m)



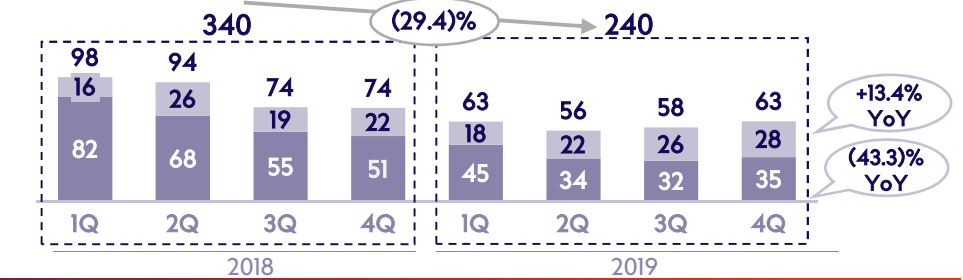
DEPOSIT SERVICING FEES (CZK m)



LENDING SERVICING FEES (CZK m)



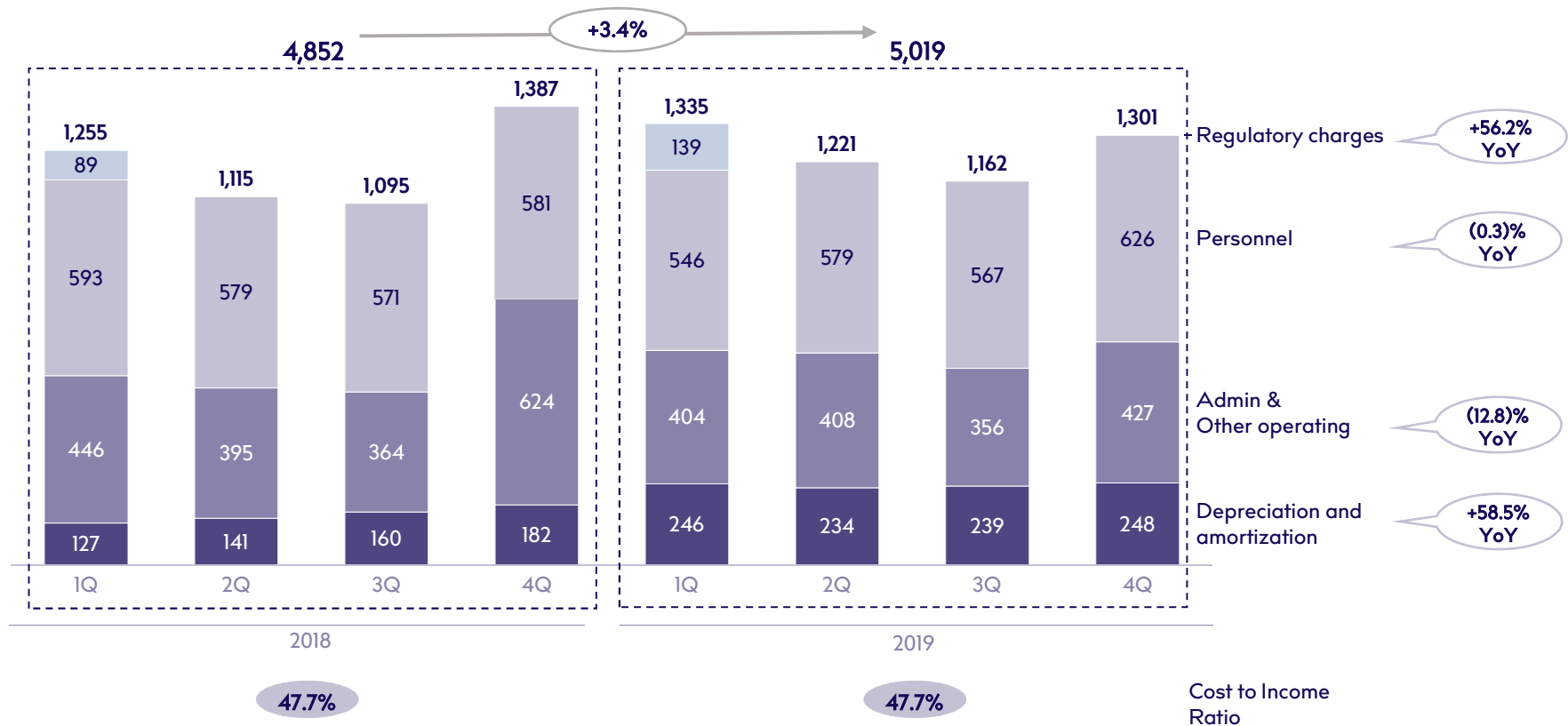
PENALTY AND EARLY TERMINATION FEES (CZK m)



OPERATING EXPENSES

Cost to Income ratio remained flat despite inflation pressures and higher regulatory charges

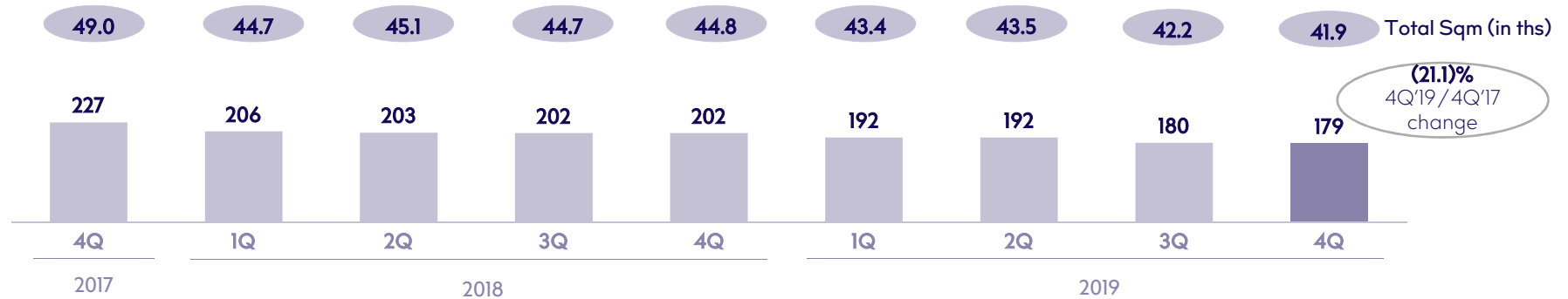
OPERATING EXPENSES (CZK m)



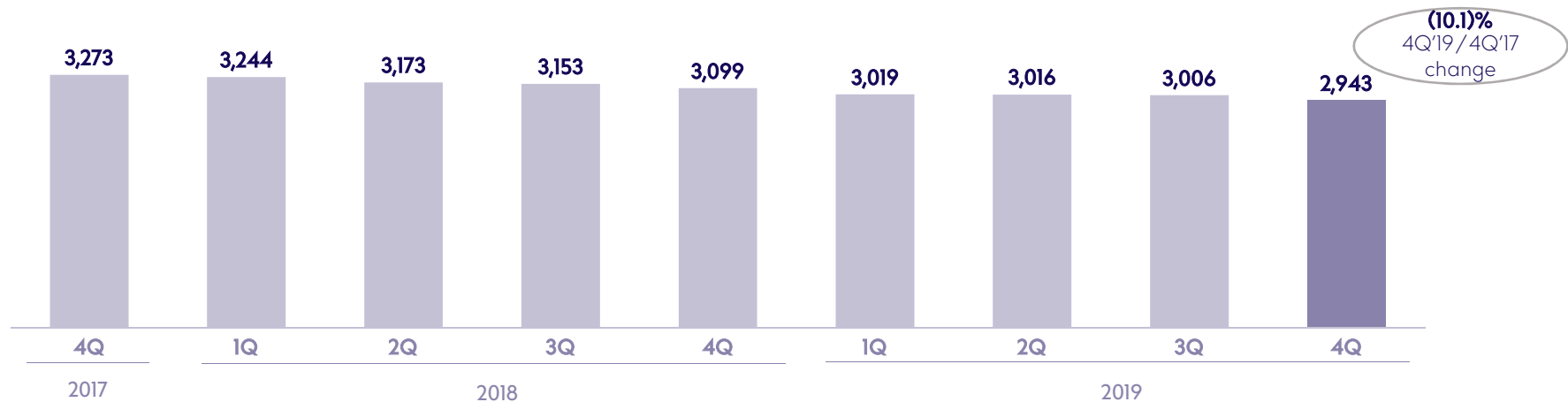
COST DRIVERS

Overall productivity managed through branch network reduction and better workforce utilization

NUMBER OF BRANCHES AND SQUARE METERS¹



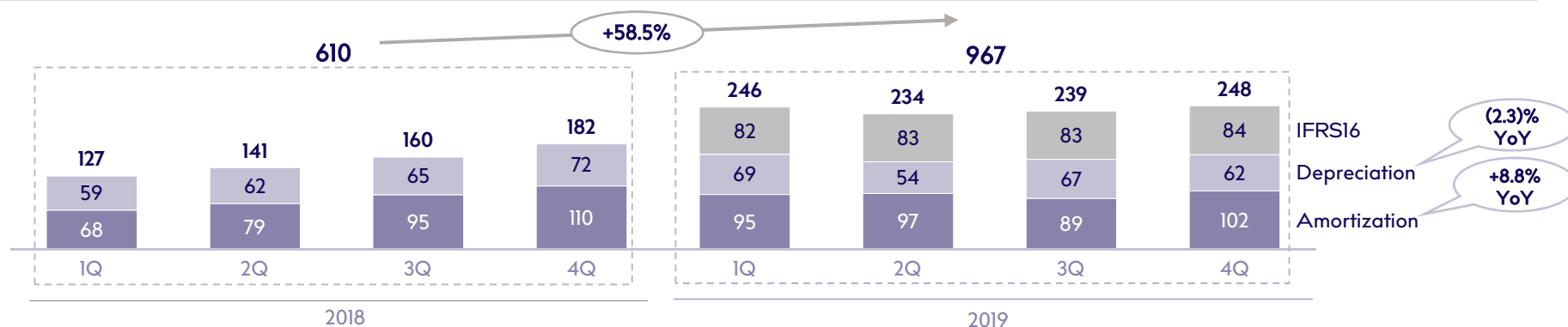
NUMBER OF EMPLOYEES (FTE's as of end of period)



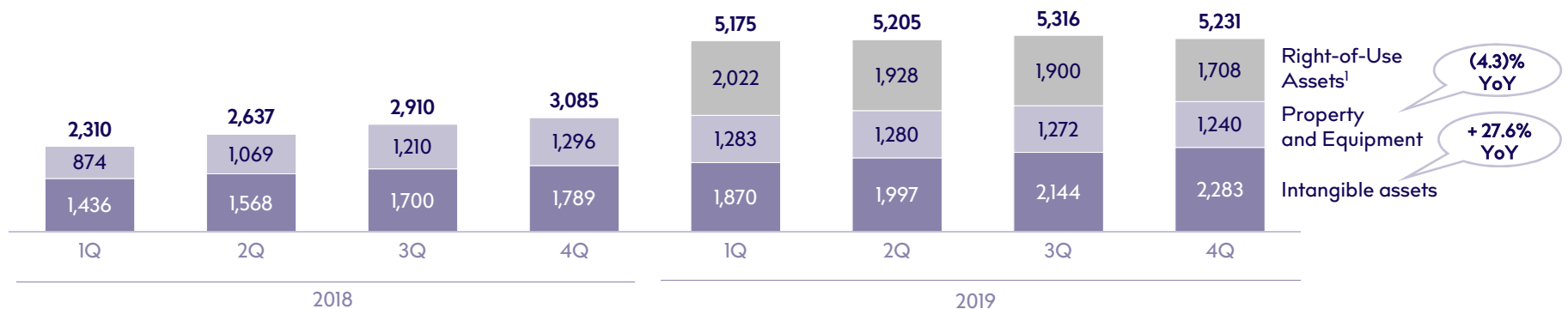
COST DRIVERS

Investments into operating platforms and impact of IFRS 16 drive increase in depreciation & amortization costs

DEPRECIATION AND AMORTIZATION COST (CZK m)



INTANGIBLE ASSETS, PROPERTY AND EQUIPMENT (CZK m)



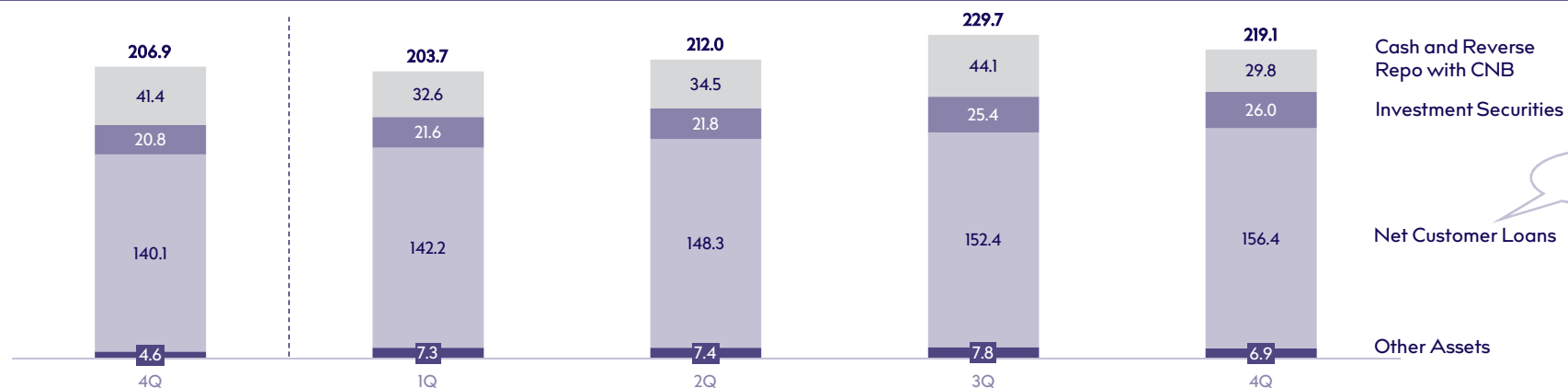
Content

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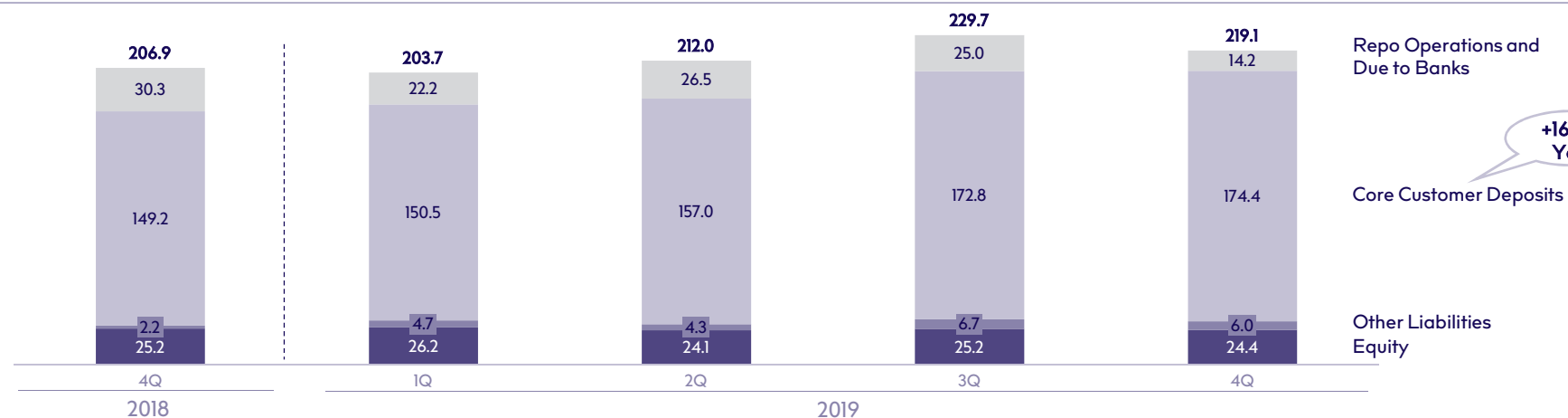
SOLID BALANCE SHEET FUNDAMENTALS

Strong expansion of asset side fully funded by significant increase of customer deposit base

ASSETS (CZK bn)



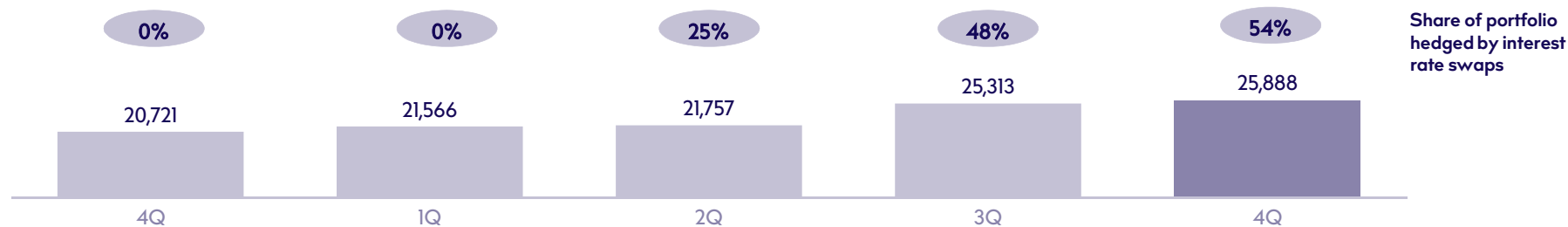
LIABILITIES AND EQUITY (CZK bn)



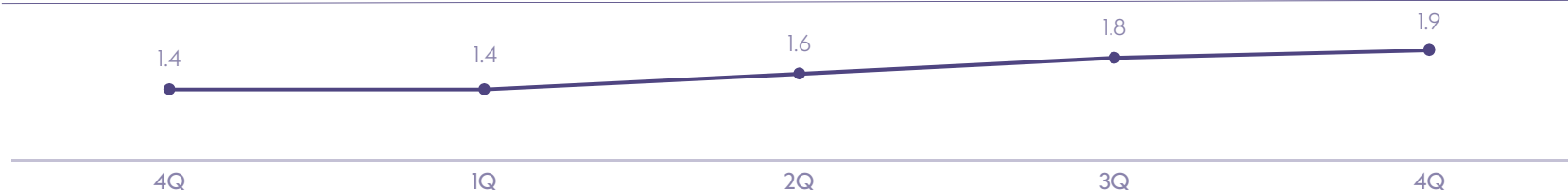
INVESTMENT PORTFOLIO DEVELOPMENT

Portfolio of investment securities yielded 190bps and generated unrecognized revaluation gain of CZK 139 million

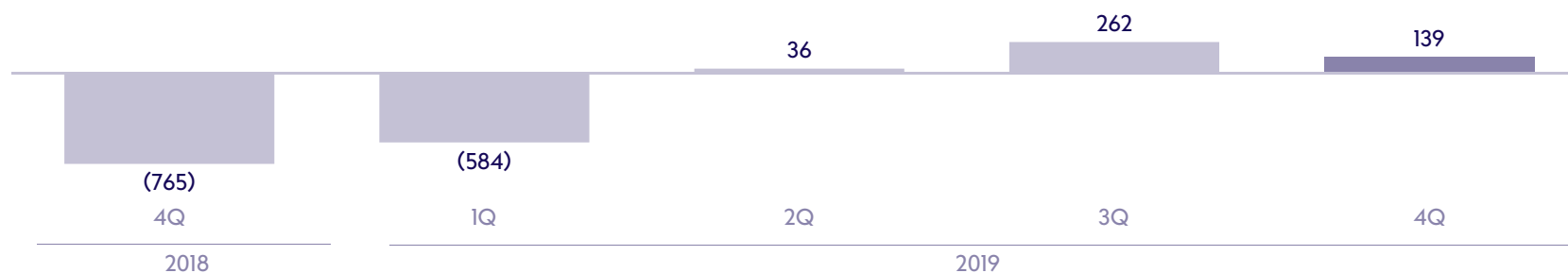
INVESTMENT SECURITIES CARRYING AMOUNT¹ (CZK m)



YIELD INCLUDING HEDGING (%)



UNRECOGNIZED MARKET REVALUATION INCLUDING IMPACT OF HEDGING (CZK m)



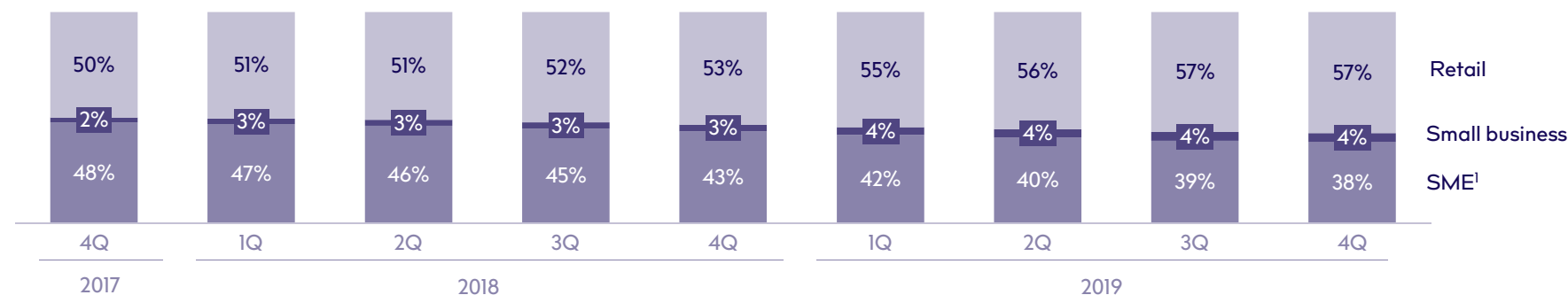
GROSS PERFORMING LOAN PORTFOLIO

Expansion in retail and small business in line with MONETA's overall strategy and capital management objectives

TOTAL GROSS PERFORMING LOAN PORTFOLIO PER SEGMENTS (CZK bn)



SEGMENT PROPORTION ON TOTAL GROSS PERFORMING LOAN PORTFOLIO



LOAN PORTFOLIO YIELD EVOLUTION

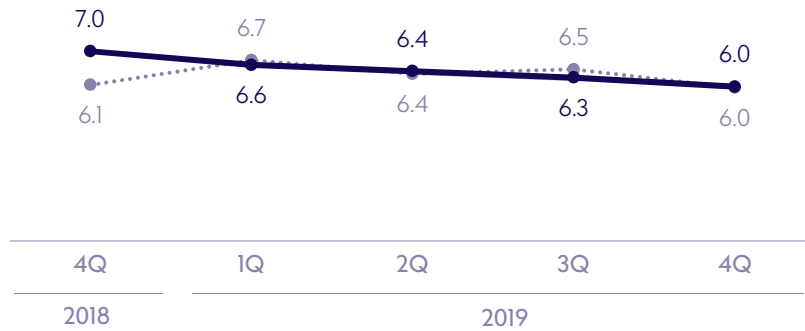
New production yields under pressure from intense competition

- New volume yield
- Portfolio yield

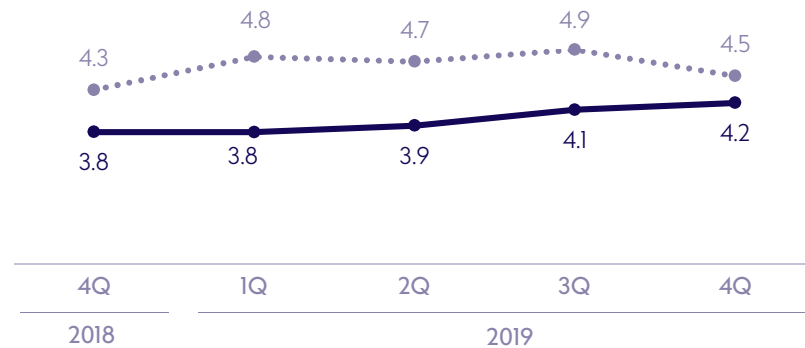
LOAN PORTFOLIO & NEW PRODUCTION YIELD (%)



RETAIL LOAN PORTFOLIO & NEW PRODUCTION YIELD (%)



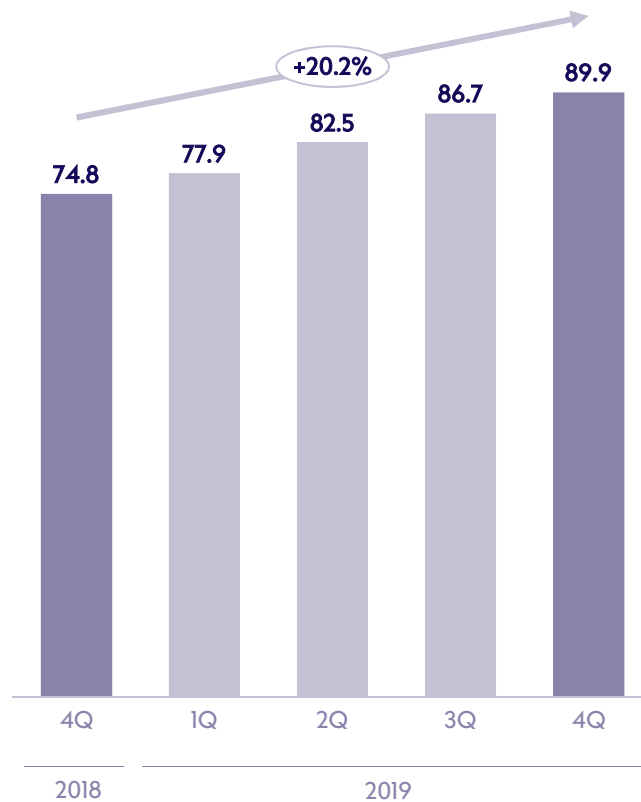
COMMERCIAL LOAN PORTFOLIO & NEW PRODUCTION YIELD (%)



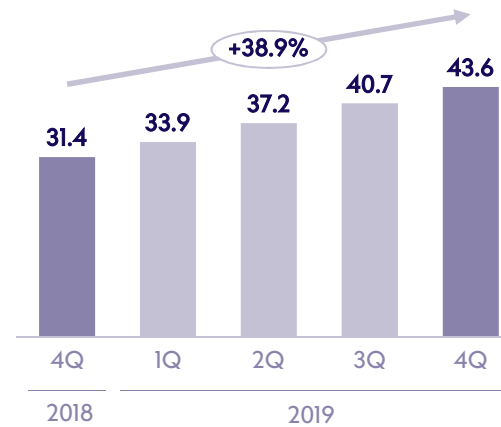
RETAIL GROSS PERFORMING LOAN PORTFOLIO

Strong focus on mortgage and consumer lending drove 20.2% growth in retail portfolio

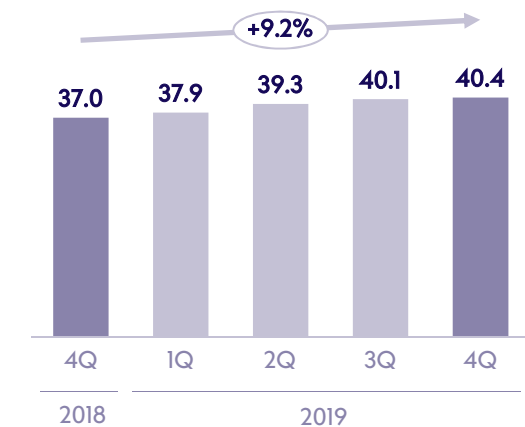
RETAIL LOAN PORTFOLIO (CZK bn)



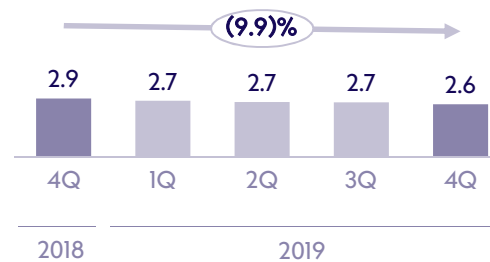
MORTGAGE PORTFOLIO (CZK bn)



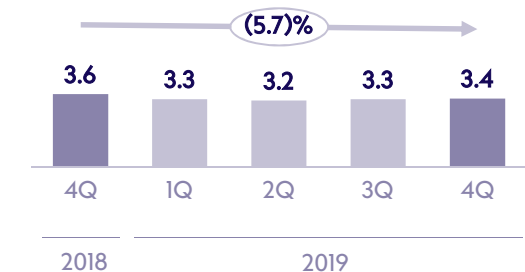
CONSUMER LOAN PORTFOLIO (CZK bn)



AUTO LOANS AND LEASING PORTFOLIO (CZK bn)



CREDIT CARD AND OVERDRAFT (CZK bn)

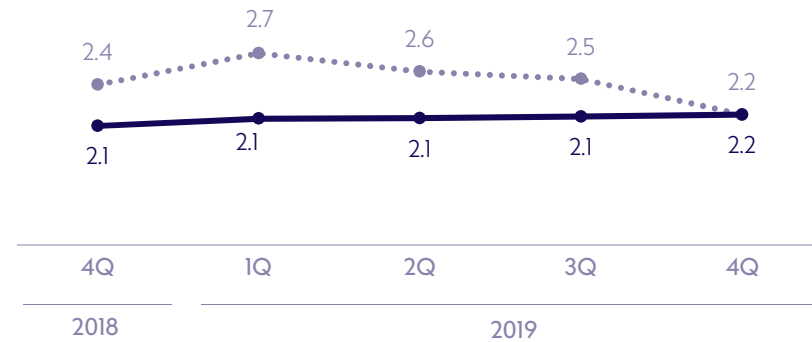


YIELDS ON KEY RETAIL PRODUCTS

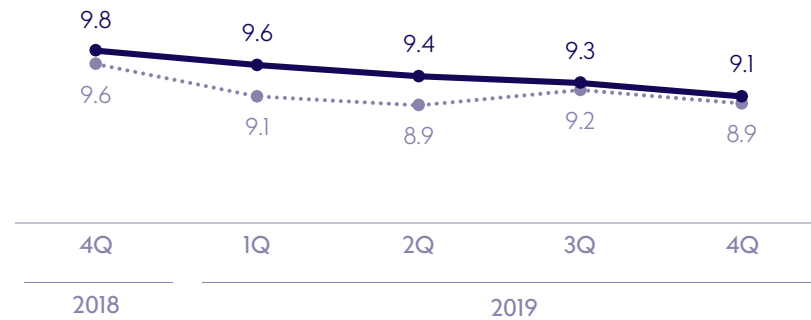
Mortgage yield impacted by promotional campaign in 4Q, whilst consumer loan pricing continues to stabilize

•• New volume yield
 ■ Portfolio yield

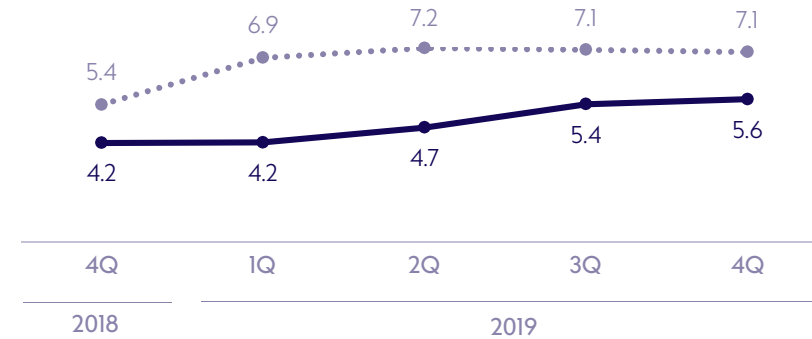
MORTGAGE YIELDS (%)



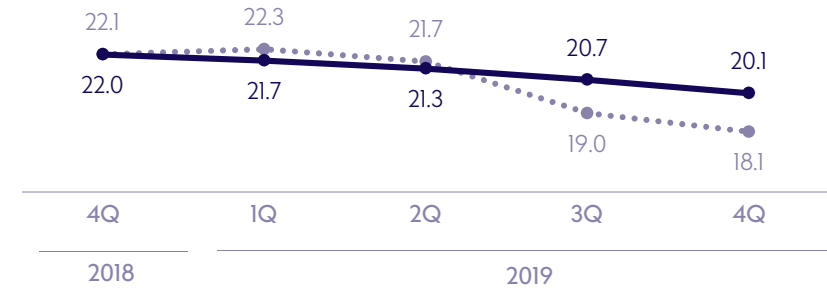
CONSUMER LOAN YIELDS (%)



AUTO LOANS AND LEASING YIELDS¹ (%)



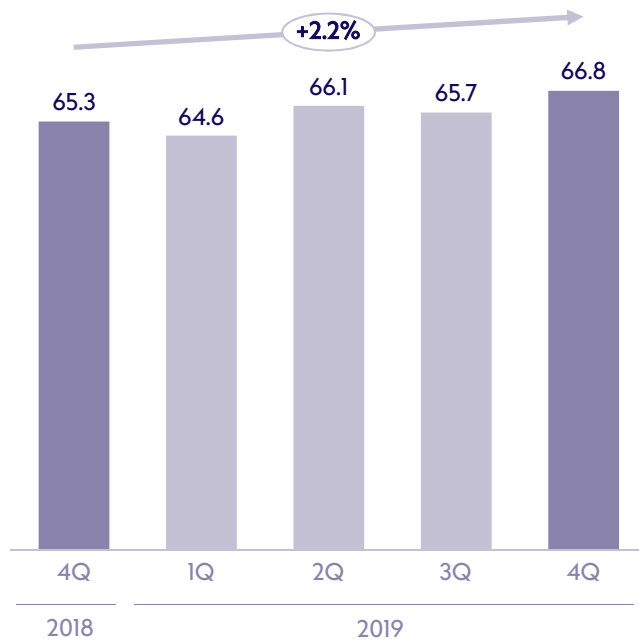
CREDIT CARD YIELDS (%)



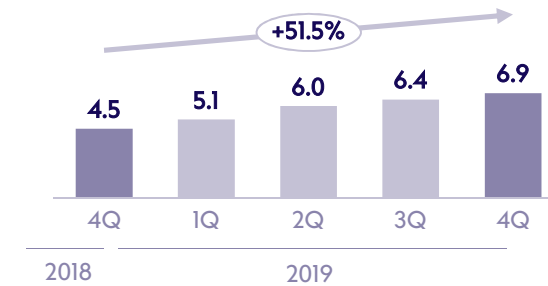
COMMERCIAL GROSS PERFORMING LOAN PORTFOLIO

MONETA's strategy focused on expansion in small business segment accompanied by effort to improve SME profitability

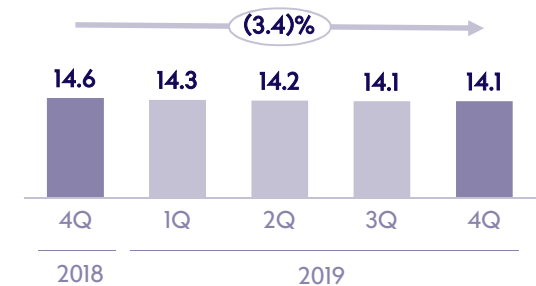
COMMERCIAL LOAN PORTFOLIO (CZK bn)



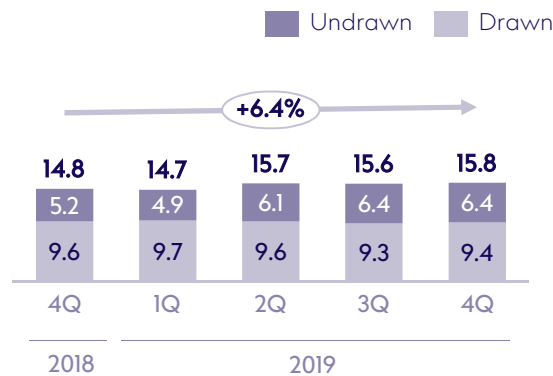
SMALL BUSINESS LOAN PORTFOLIO (CZK bn)



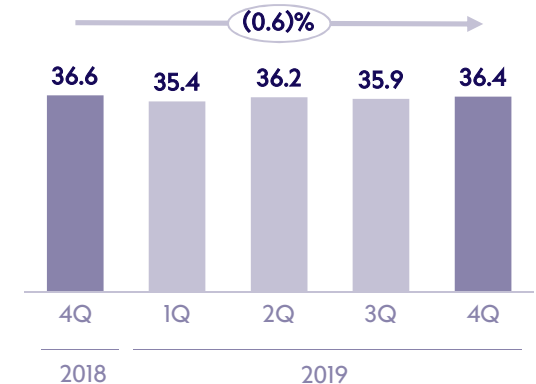
AUTO LOAN AND LEASING PORTFOLIO (CZK bn)



WORKING CAPITAL PORTFOLIO⁽¹⁾ (CZK bn)



INVESTMENT LOAN PORTFOLIO (CZK bn)

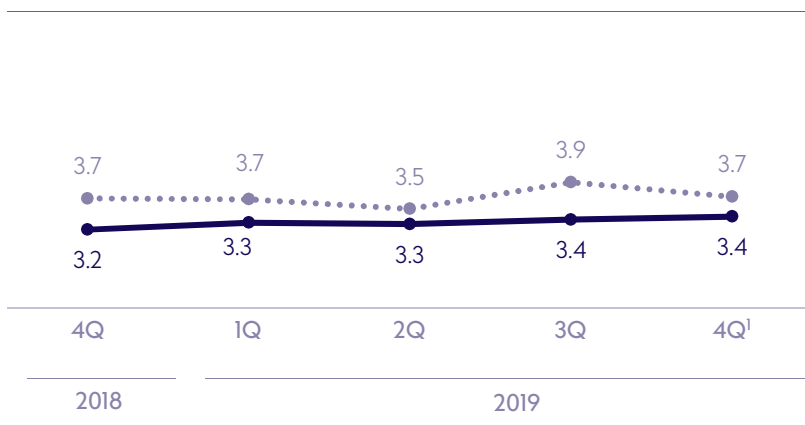


YIELDS ON KEY COMMERCIAL PRODUCTS

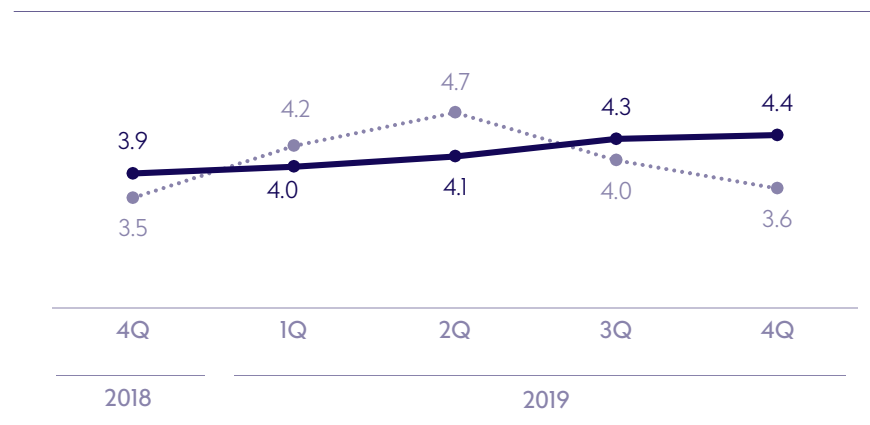
Commercial yield remains stable, except for working capital facilities, impacted by strong competition

••• New volume yield
 —●— Portfolio yield

INVESTMENT LOAN YIELDS (%)



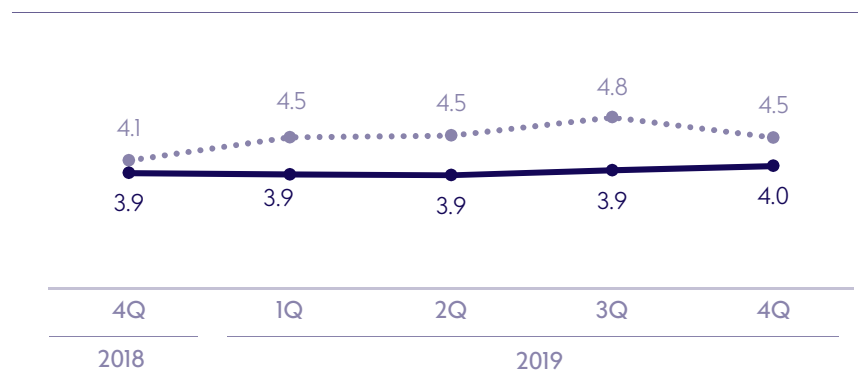
WORKING CAPITAL YIELDS (%)



SMALL BUSINESS INSTALMENT LOAN YIELDS (%)



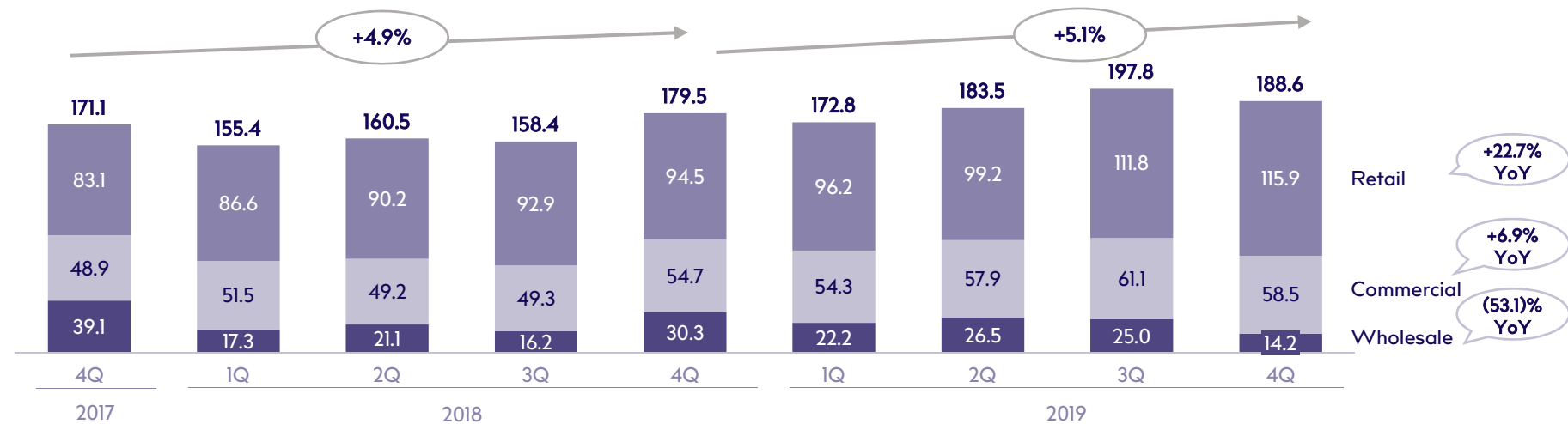
AUTO LOAN AND LEASING YIELDS (%)



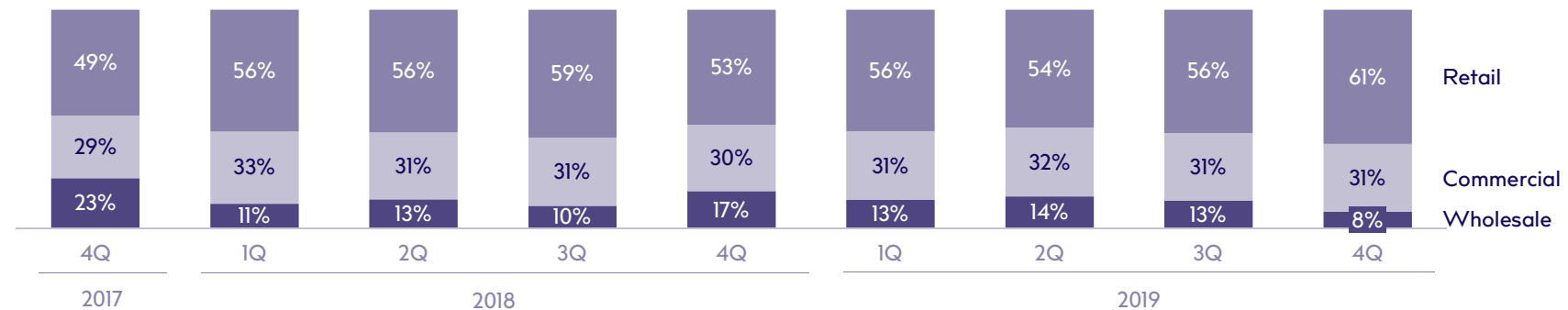
DUE TO CUSTOMERS AND BANKS

Growth in core customer deposit volume supported by promotional activity in retail segment

CORE CUSTOMER DEPOSITS AND WHOLESALE¹ (CZK bn)



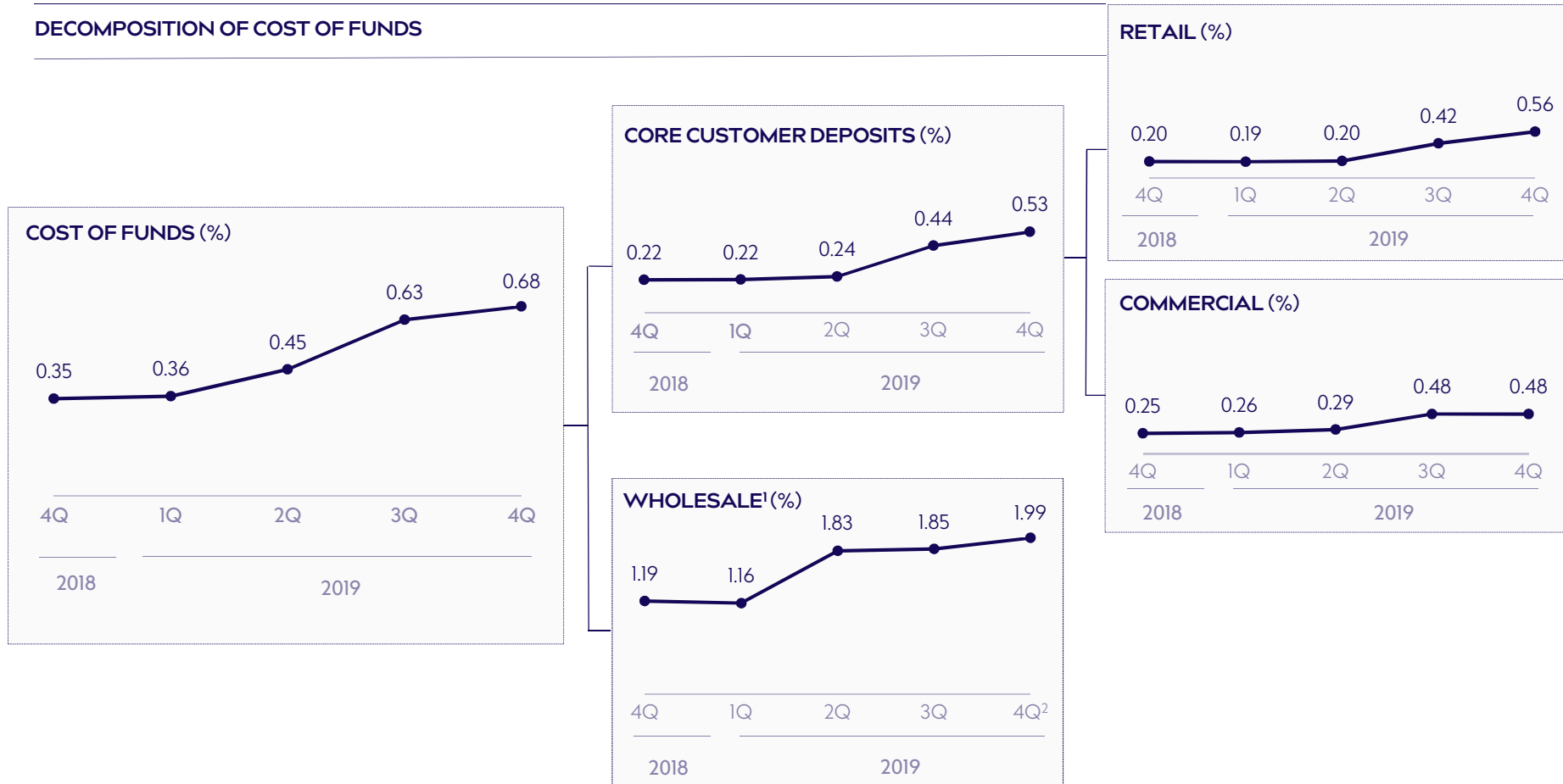
SEGMENT PROPORTION ON CORE CUSTOMER DEPOSITS AND WHOLESALE¹



COST OF FUNDS

Higher interest rates paid on retail savings accounts and commercial term deposits increased overall Cost of Funding

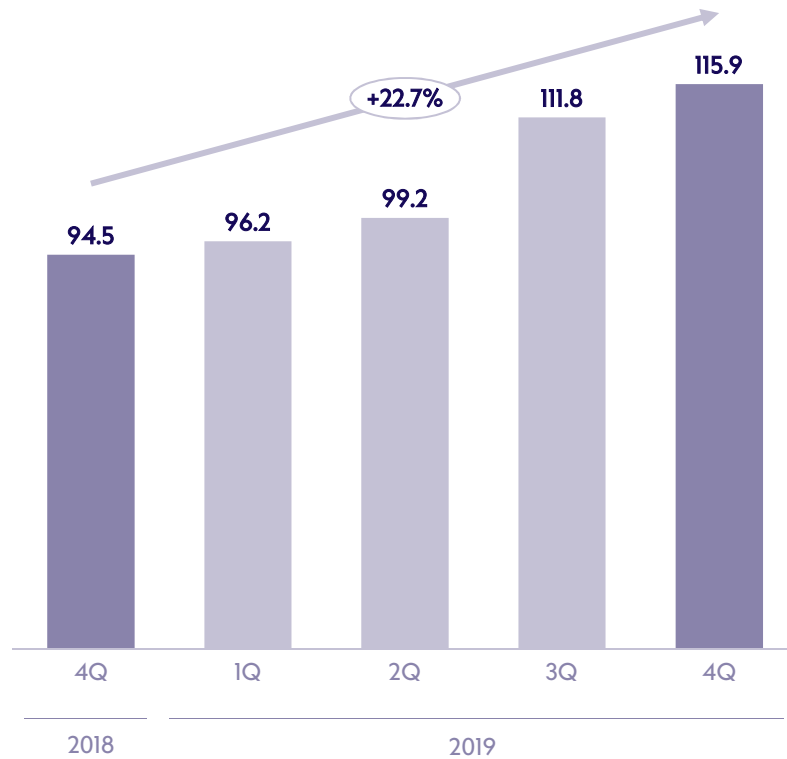
DECOMPOSITION OF COST OF FUNDS



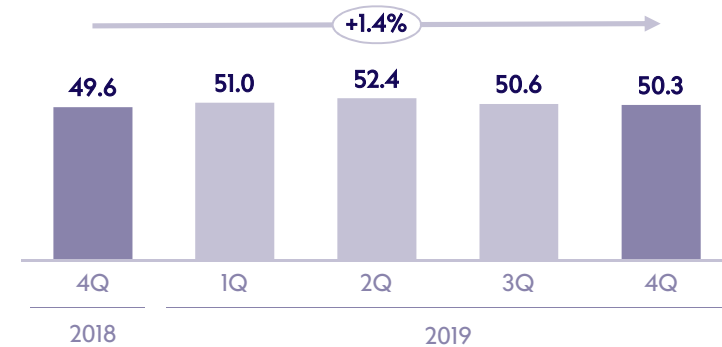
RETAIL DEPOSIT PORTFOLIO DEVELOPMENT

Growth in retail deposits driven by strong customer demand for MONETA's competitively priced retail saving accounts

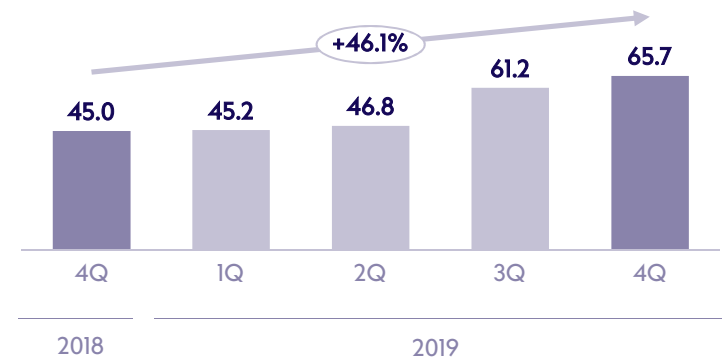
RETAIL CORE CUSTOMER DEPOSITS (CZK bn)



CURRENT ACCOUNT DEPOSITS (CZK bn)



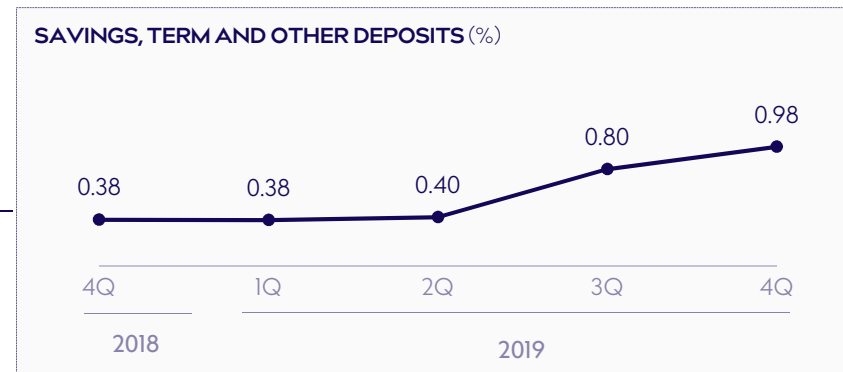
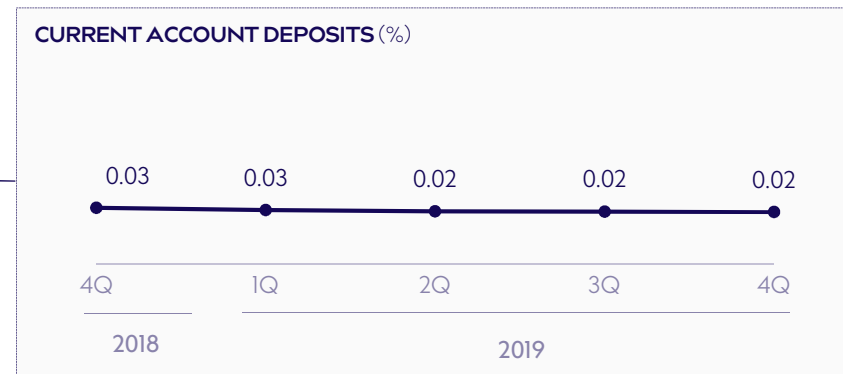
SAVINGS, TERM AND OTHER DEPOSITS (CZK bn)



RETAIL COST OF FUNDS

During second half of 2019, incremental volumes of saving deposits increased overall retail Cost of Funds by 36bps

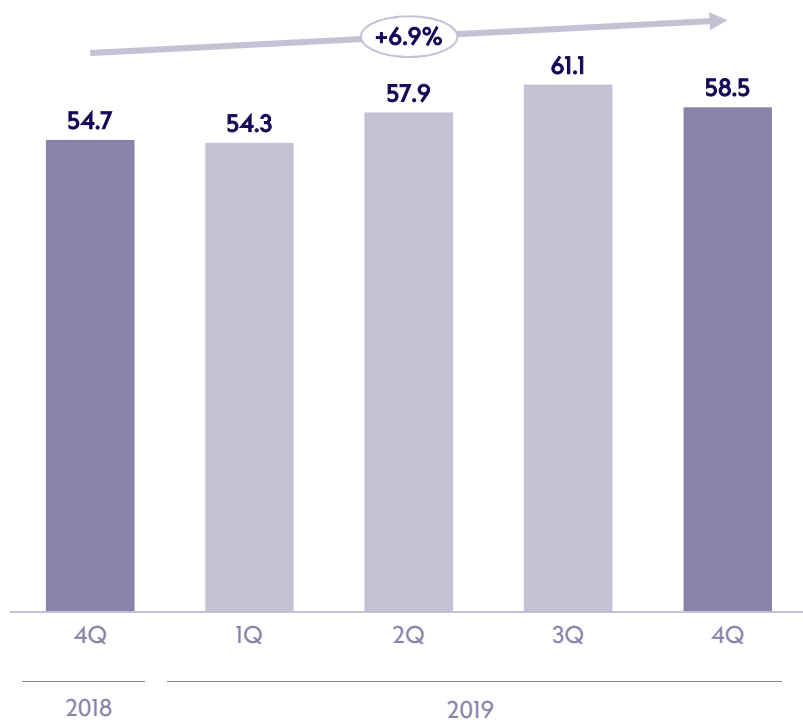
DECOMPOSITION OF COST OF FUNDS



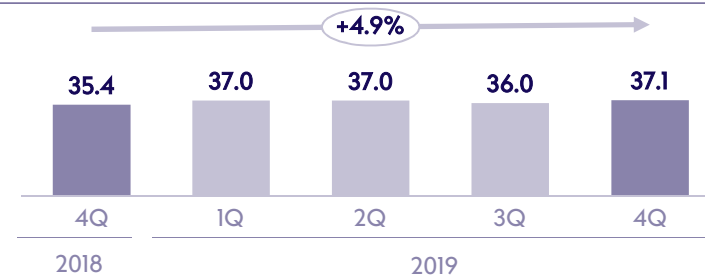
COMMERCIAL DEPOSITS PORTFOLIO DEVELOPMENT

Growth in commercial deposit base driven by increase in demand deposits

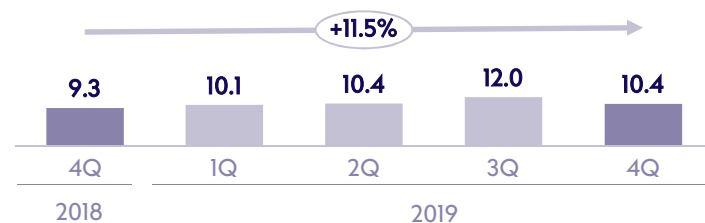
COMMERCIAL CORE CUSTOMER DEPOSITS (CZK bn)



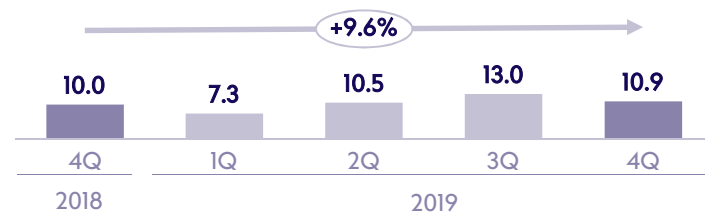
CURRENT ACCOUNT DEPOSITS (CZK bn)



SAVINGS, TERM AND OTHER DEPOSITS (CZK bn)



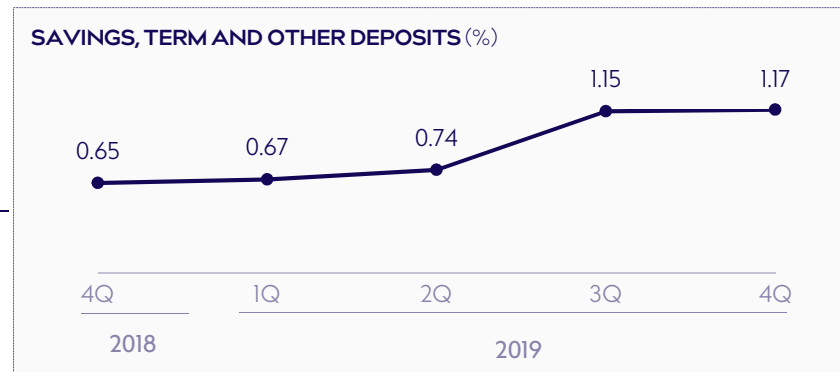
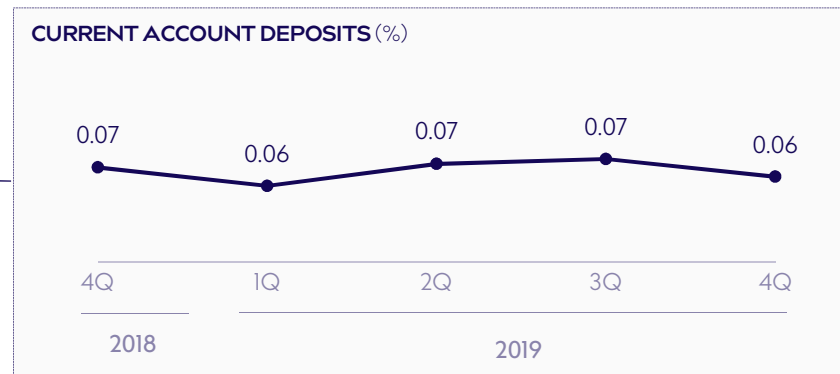
FINANCIAL INSTITUTIONS DEPOSITS⁽¹⁾ (CZK bn)



COMMERCIAL COST OF FUNDS

Overall, cost of commercial deposits increased by 23bps YoY

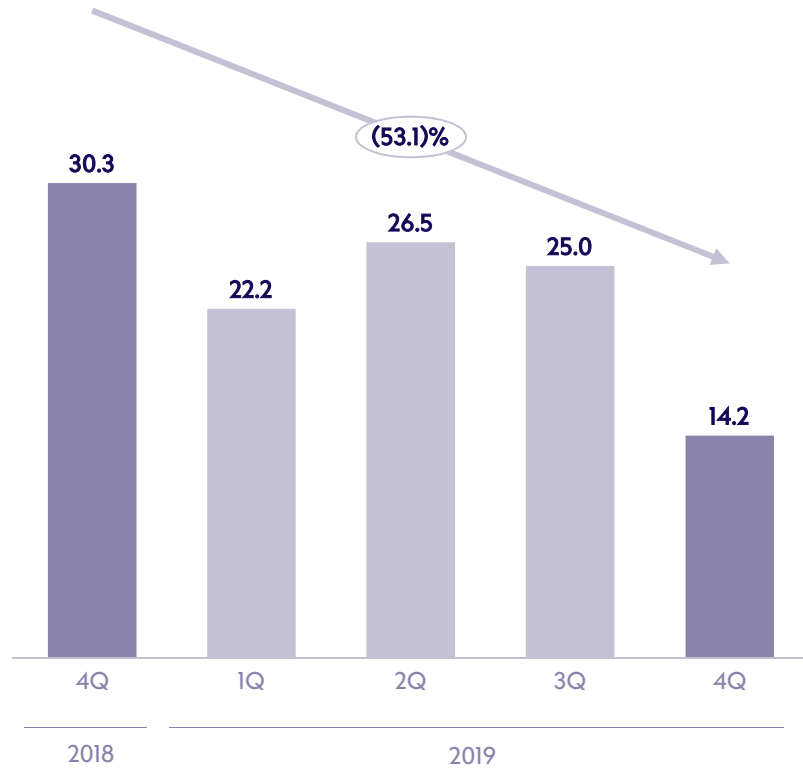
DECOMPOSITION OF COST OF FUNDS



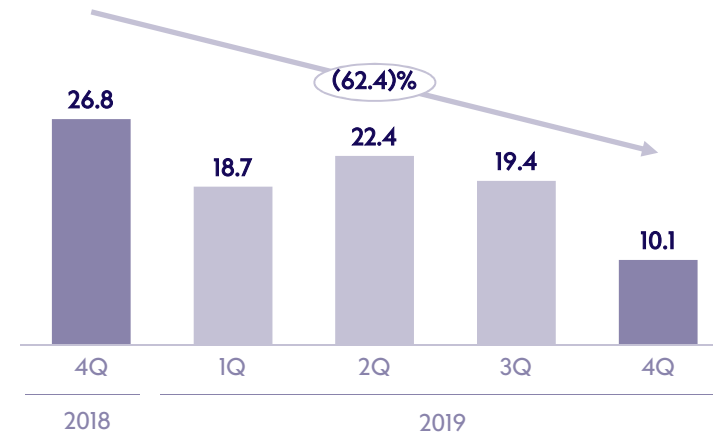
WHOLESALE FUNDING DEVELOPMENT

MONETA decreased wholesale funding in line with diminishing market opportunities for repo operations

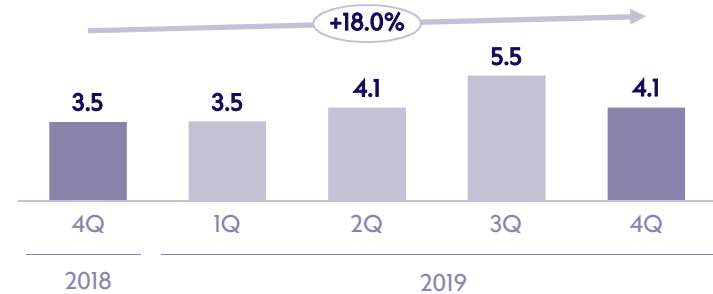
WHOLESALE FUNDING (CZK bn)



REPO OPERATIONS (CZK bn)



DUE TO BANKS EXCL. REPO OPERATIONS (CZK bn)

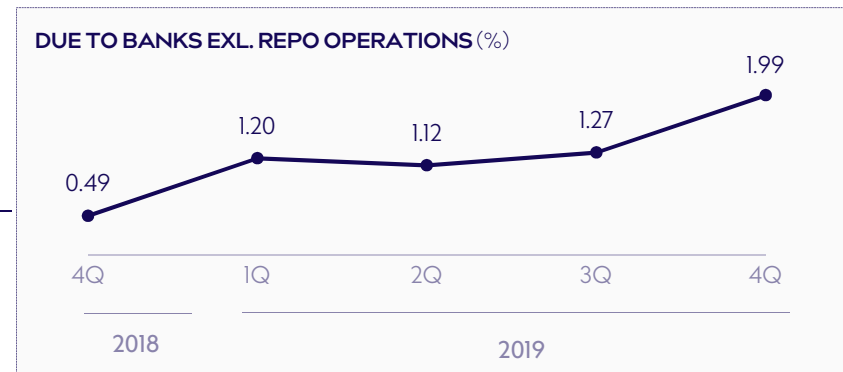
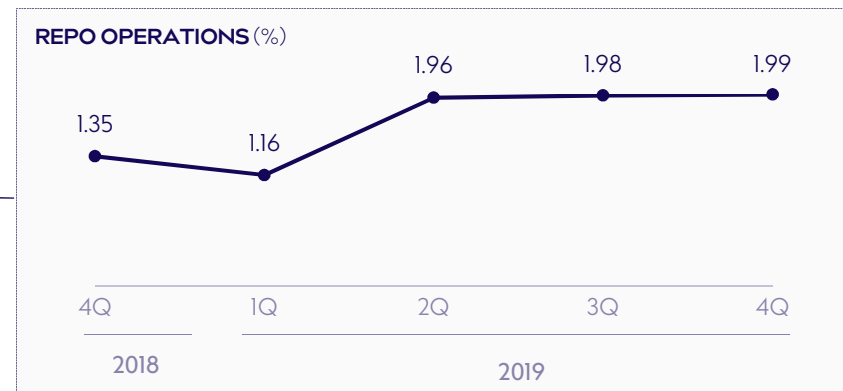
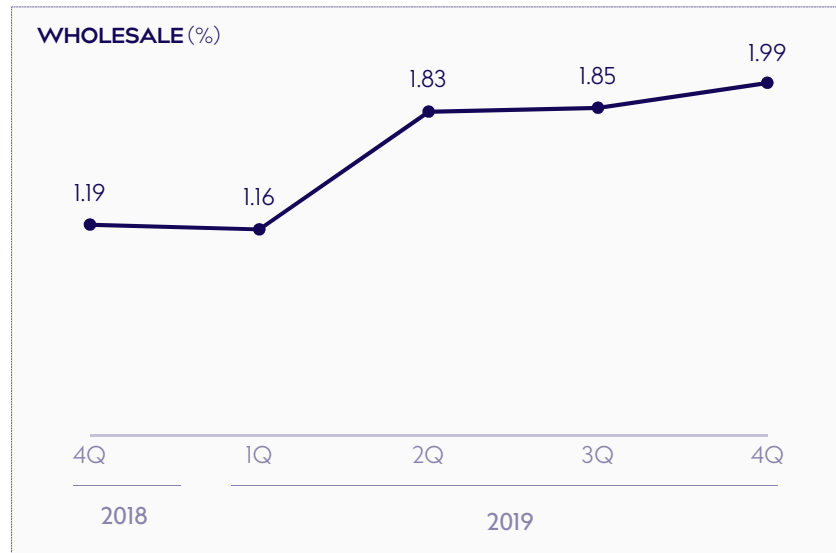


Notes: Figures in chart may not add up due to rounding differences.

WHOLESALE COST OF FUNDS

Extraordinary prepayment of EIB funding line elevated Cost of Funds in this category

DECOMPOSITION OF COST OF FUNDS



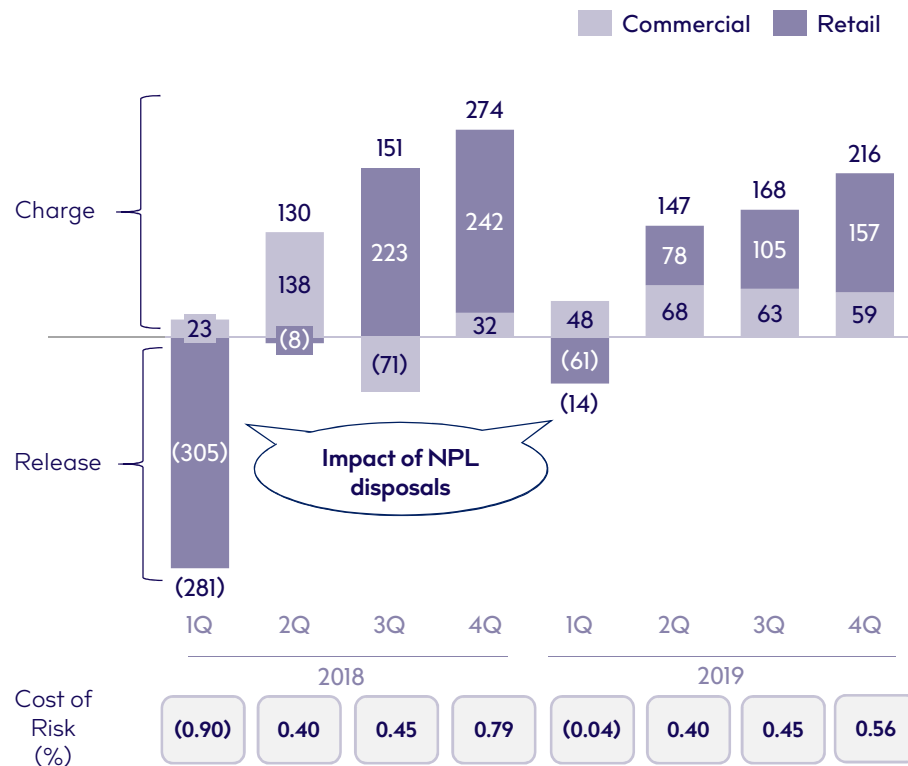
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COST OF RISK

Improved Cost of Risk due to expected portfolio performance and still significant impact of NPL disposals

NET IMPAIRMENTS (CZK m)



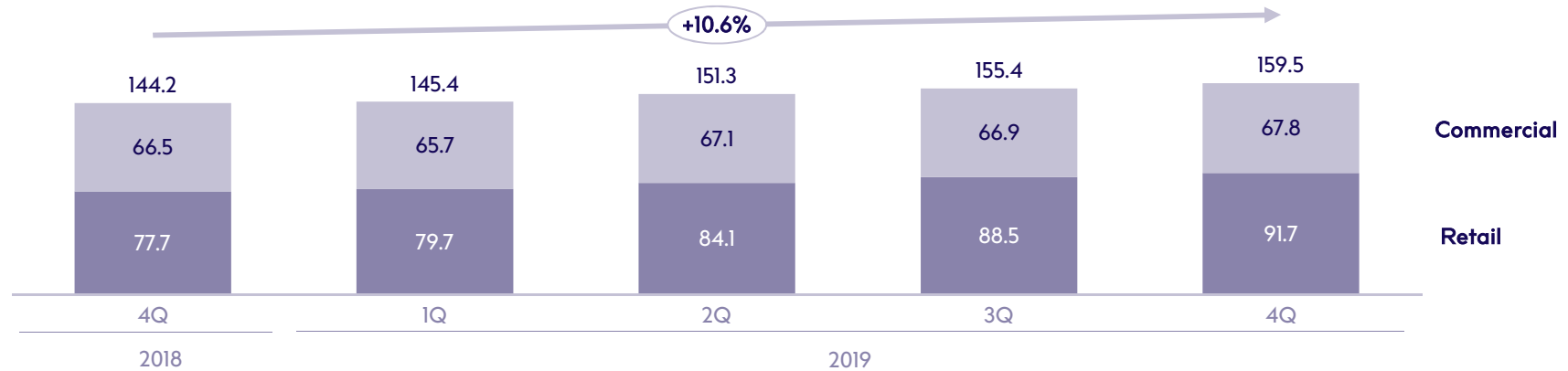
COST OF RISK

METRICS	FY 2018	FY 2019
COST OF RISK	0.21%	0.35%
Retail	0.22%	0.34%
Commercial	0.19%	0.36%
CORE COST OF RISK	0.72%	0.57%
Retail	1.18%	0.65%
Commercial	0.23%	0.48%
IMPACT OF LEGACY NPL DISPOSALS	(0.51)%	(0.22)%
TOTAL NPL COVERAGE¹	99.9%	109.2%

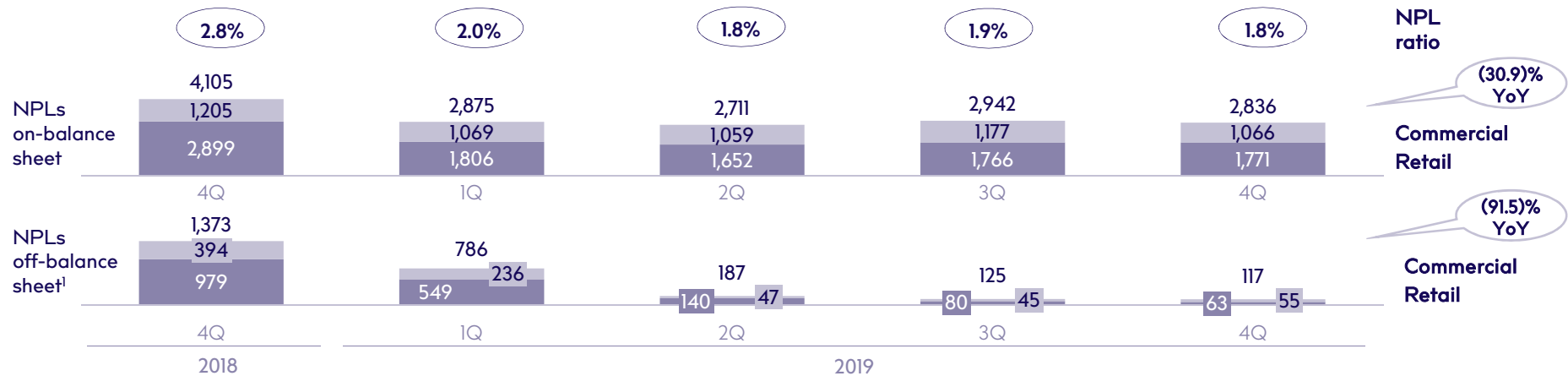
LOAN BOOK QUALITY OVERVIEW

Completion of NPL disposal strategy led to additional decline in non-performing assets

GROSS LOAN PORTFOLIO BALANCE (CZK bn)



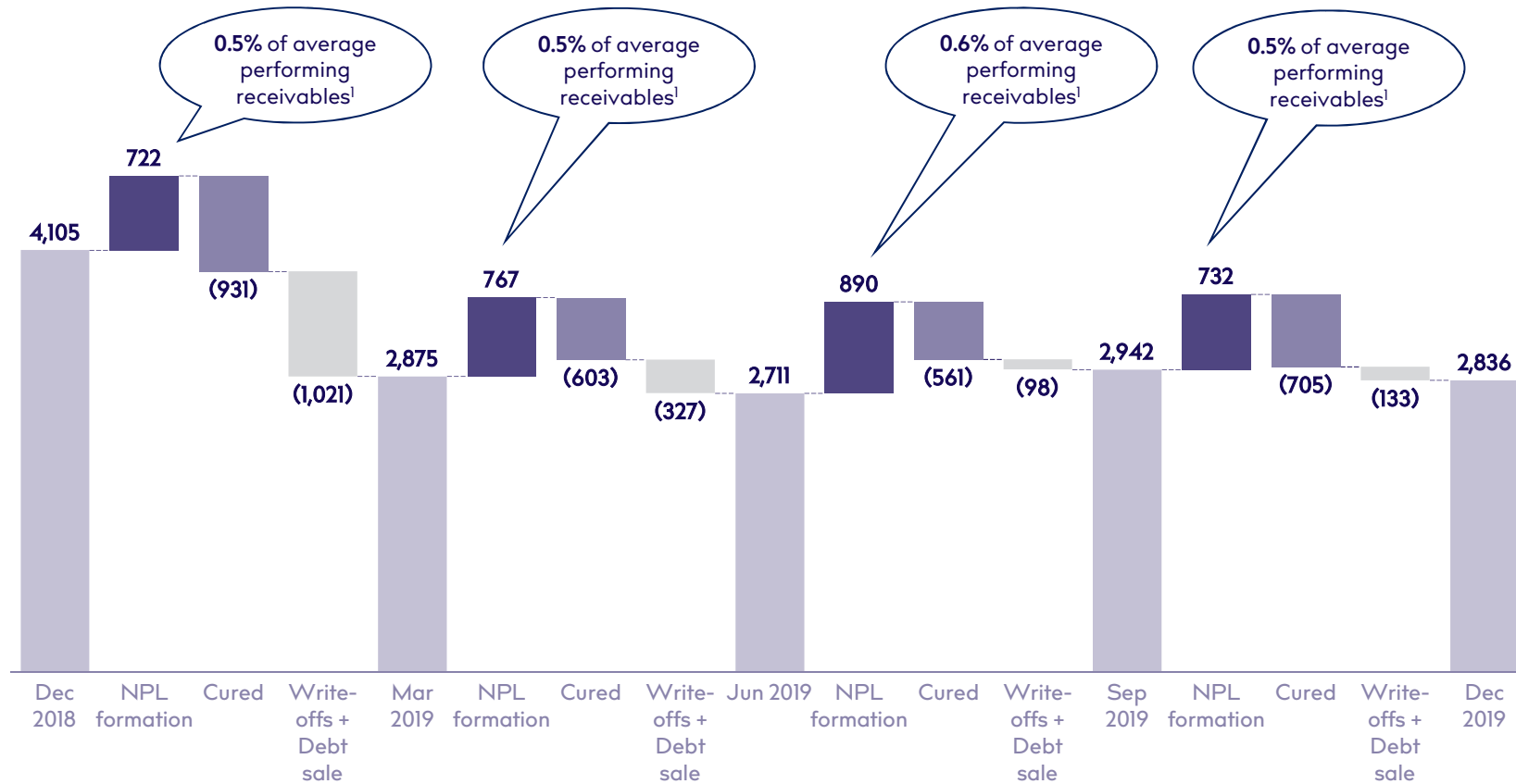
NPL DEVELOPMENT (CZK m)



NON-PERFORMING LOAN DEVELOPMENT

MONETA managed a stable performance in terms of net formation of NPLs

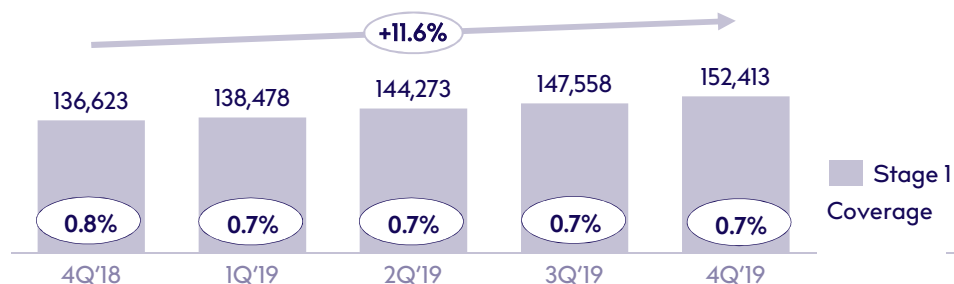
GROSS NPL WALK (CZK m)



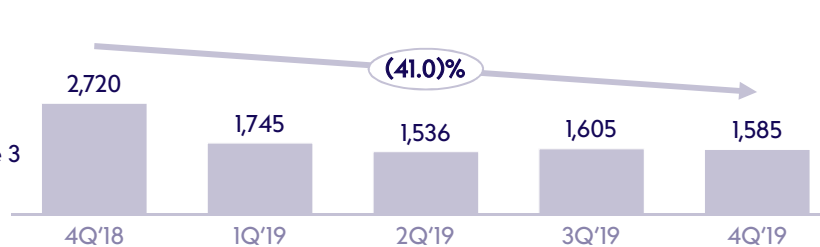
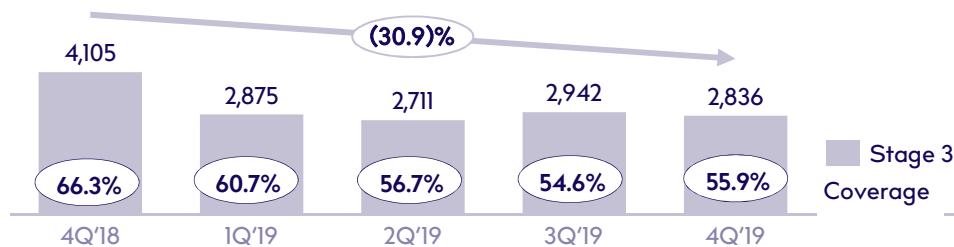
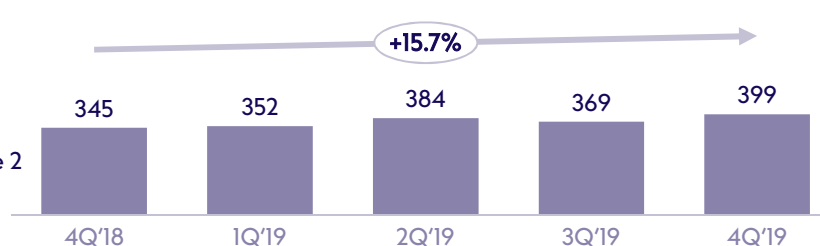
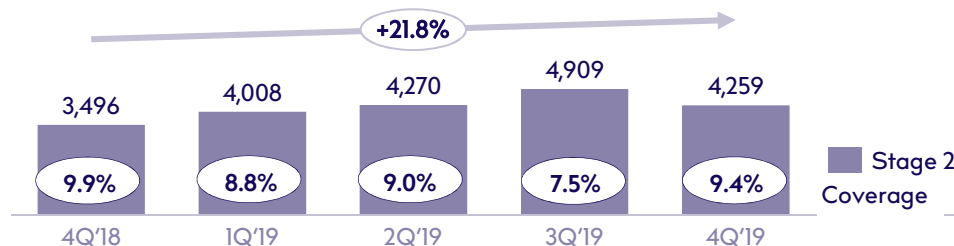
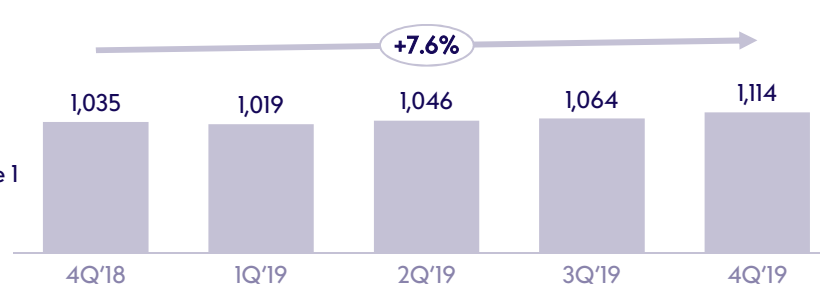
LOAN PORTFOLIO BALANCES, QUALITY AND COVERAGE

Portfolio growth supported by prudent provisioning and quantitative model-driven classification

GROSS LOAN PORTFOLIO BALANCE (CZK m)



PORTFOLIO ALLOWANCES BALANCE (CZK m)



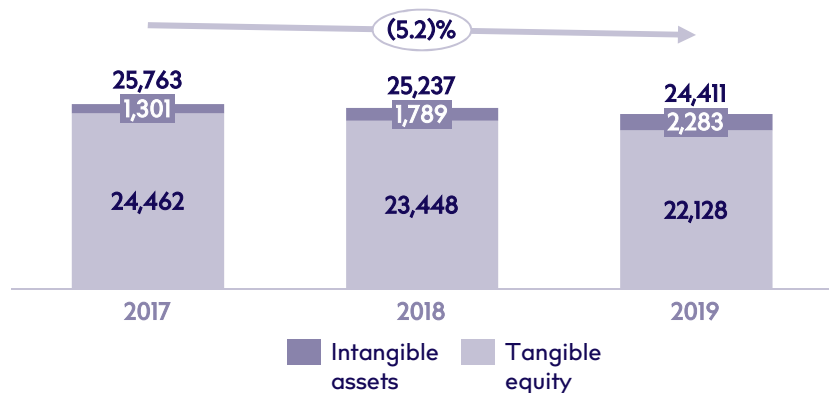
Content

- Operating Environment and Banking Market Dynamics
- Strategic Objectives & Results
- Digital Distribution & Services
- Profit and Loss Development
- Balance Sheet Development
- Risk Metrics & Asset Quality
- **Capital Management**
- Guidance and Investor Relations
- Appendix

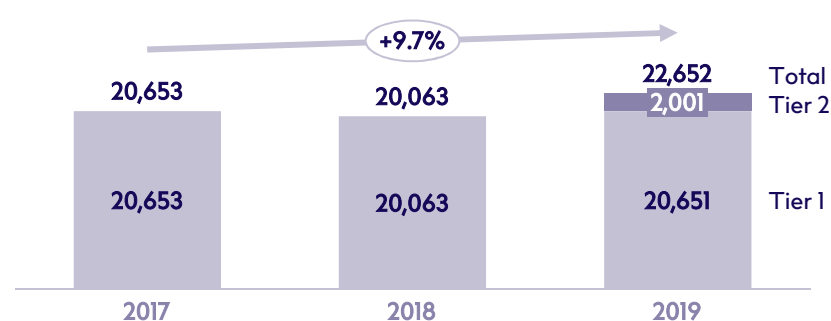
CAPITAL MANAGEMENT

Capital adequacy of 18%, improved by Tier 2 bond issuance, combined with decreasing lending portfolio RWA density

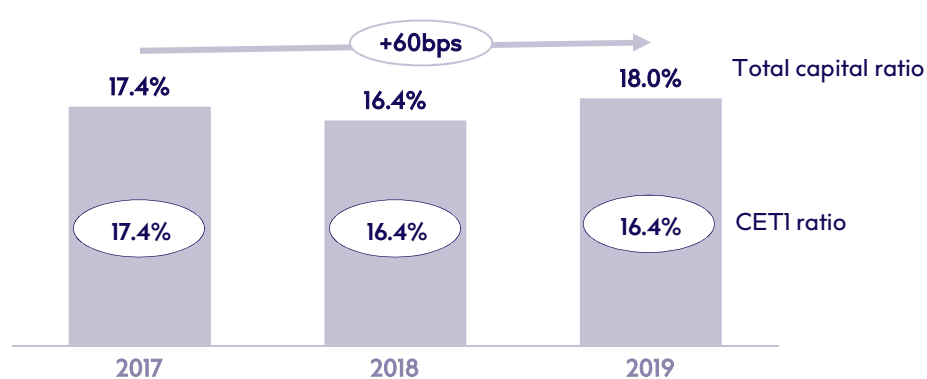
ACCOUNTING EQUITY (CZK m)



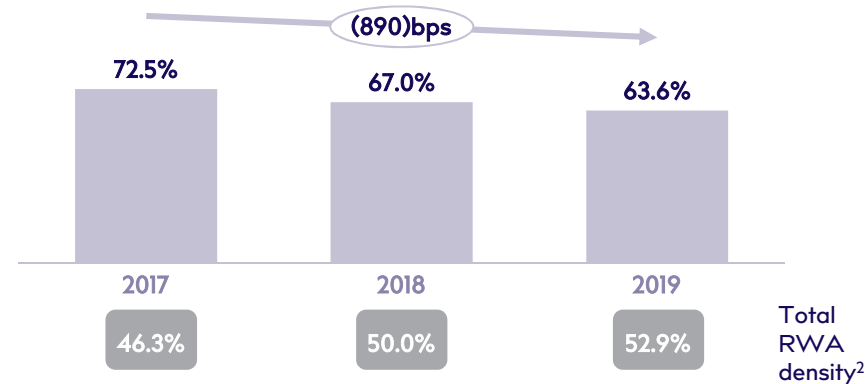
REGULATORY EQUITY (CZK m)



TOTAL CAPITAL ADEQUACY RATIO¹



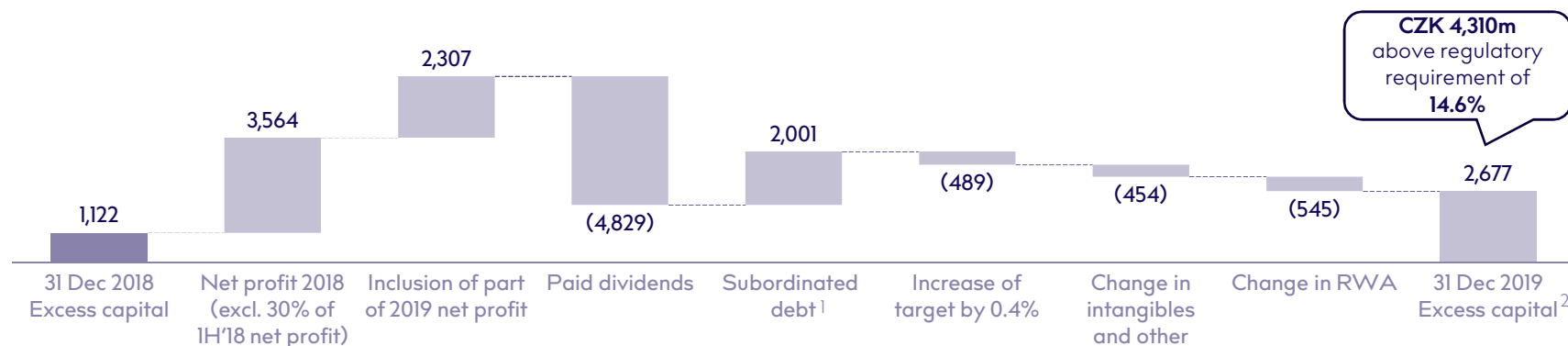
LENDING PORTFOLIO RWA DENSITY²



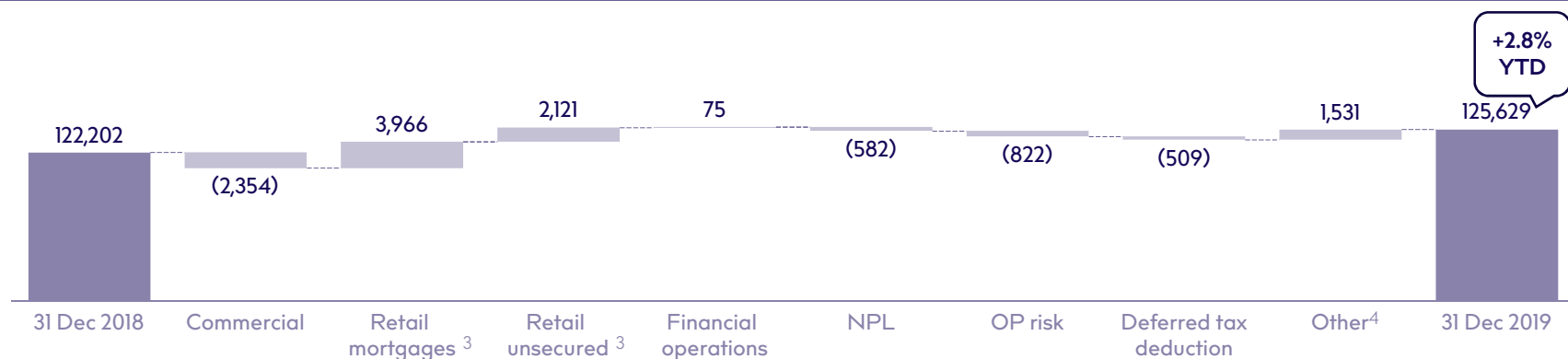
EXCESS CAPITAL OVERVIEW

Capital buffer underpinned by CZK 2bn subordinated debt issuance, RWA increased only by marginal 2.8%

EXCESS CAPITAL EVOLUTION AGAINST CAPITAL ADEQUACY RATIO TARGET OF 15.9% (CZK m)



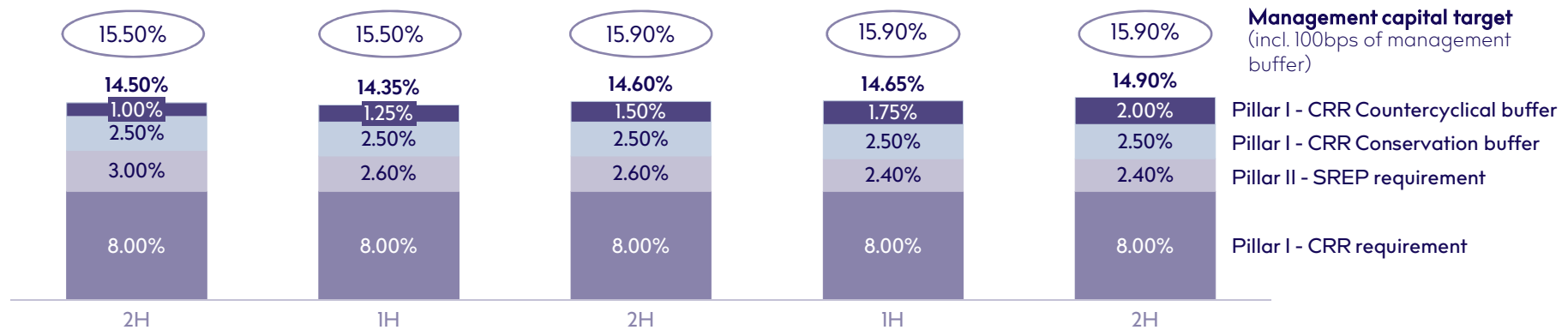
RISK WEIGHTED ASSETS (CZK m)



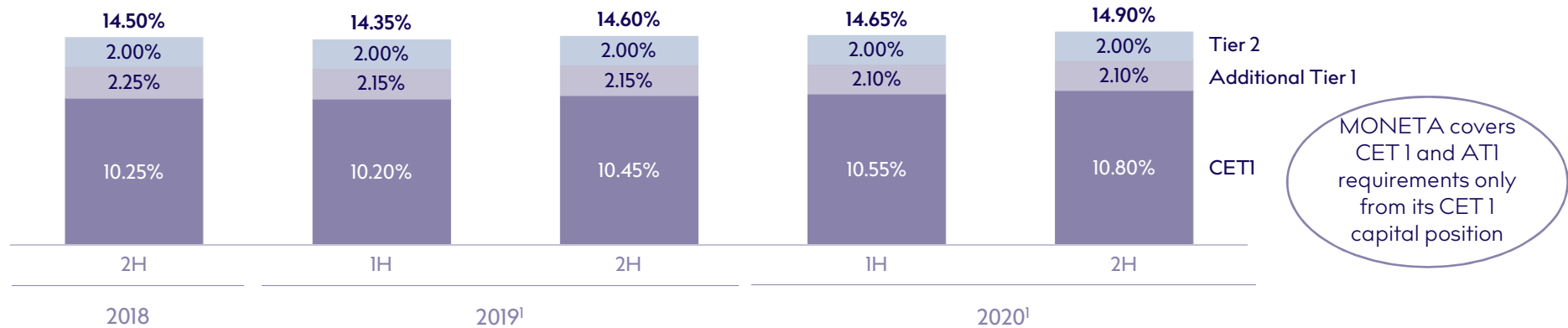
CAPITAL & REGULATORY REQUIREMENTS

Management capital target¹ increased to 15.9% following lower Pillar II requirement and increase in regulatory buffers

DEVELOPMENT AND DECOMPOSITION OF REGULATORY CAPITAL REQUIREMENT



ALLOWABLE CAPITAL STRUCTURE



Content

- Operating Environment and Banking Market Dynamics
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MEDIUM TERM GUIDANCE

MONETA guidance includes Wüstenrot CZ acquisition planned to be consolidated from 1 April 2020

METRICS	2020 ^{1,2}	2021 ¹	2022 ¹
TOTAL OPERATING INCOME (CZK)	≥12.5bn	≥12.7bn	≥13.1bn
COST BASE (CZK)	≤5.9bn	≤5.7bn	≤5.4bn
COST OF RISK	50 - 60bps	55 - 65bps	65 - 75bps
EFFECTIVE TAX RATE	~18% ⁴	~20%	~20%
NET PROFIT (CZK)	≥4.5bn	≥4.5bn	≥4.8bn
GROSS DIVIDEND PER SHARE (CZK)	≥6.65	≥7.35	≥7.65
EARNINGS PER SHARE (CZK)	≥8.8	≥8.8	≥9.4
RETURN ON TANGIBLE EQUITY³	≥18%	≥18%	≥18%



MONEY
BANK

Note: The acquisition closing is planned for 1 April 2020 or imminently thereafter. Prior to closing, MONETA must obtain regulatory approvals from the Czech National Bank and the Czech Office for the Protection of Competition (Antimonopoly Office). Applications for the regulatory approvals have been filed and the review process by the two governmental bodies is under way; (1) Please see pages 78 and 79 at the end of this presentation for limitations of forward-looking statement and their assumptions; (2) Includes extraordinary gain on purchase of approximately CZK 500m however only 9 months of 2020 profit of the acquired entities; (3) Net profit divided by tangible equity; (4) Effective tax rate is impacted by expected gain on acquisition of Wüstenrot CZ which is tax exempt.

MEDIUM TERM GUIDANCE

MONETA standalone: delivering net income above CZK 4.0bn amid increasing operating income and stable cost base

METRICS	2020 ^{1,2}	2021 ^{1,2}	2022
TOTAL OPERATING INCOME (CZK)	≥11.0bn	≥11.4bn	≥11.8bn
COST BASE (CZK)	≤5.0bn	≤5.0bn	≤5.0bn
COST OF RISK	65 – 75bps	75 – 85bps	85 – 95bps
EFFECTIVE TAX RATE	~20%	~20%	~20%
NET PROFIT (CZK)	≥4.0bn	≥4.1bn	≥4.2bn
GROSS DIVIDEND PER SHARE (CZK)³	≥6.65	≥6.65	≥6.65
EARNINGS PER SHARE (CZK)	≥7.8	≥8.0	≥8.2
RETURN ON TANGIBLE EQUITY⁴	≥17%	≥17%	≥17%

BASED ON OPERATING AND CAPITAL PLANS TARGETING **THREE YEAR CUMULATIVE DIVIDEND PAY-OUT OF AT MINIMUM CZK 10.2 BILLION GROSS** (CZK 6.65 GROSS PER SHARE FOR EACH OF 2019, 2020 AND 2021)³



MONEY
BANK

Note: Management's medium term guidance assumes purely organic growth without any potential acquisitions. Please see also pages 78 and 79 for limitations of Forward-looking statements and their assumptions; (1) Initial guidance for 2020 published on 7th February 2018 in the presentation of FY 2017 results, for 2021 on 6th February 2019 in the presentation of FY 2018 results; (2) 2020 and 2021 have been updated compared to previously communicated initial guidance; (3) Updated compared to initial gross dividend per share of more than CZK 5.4 in 2019, more than CZK 5.6 in 2020 and more than CZK 5.9 in 2021 published on 6th February 2019; (4) RoTE outlook positively impacted by semi-annual dividends assumed in the financial projections

REPORTING DATE AND INVESTOR MEETINGS

Calendar for first half of 2020

**WOOD's EME NYC
Conference**

New York
25 - 26 March 2020

1Q 2020 Earnings

5 May 2020

**Goldman Sachs
European Financial Conference**

Rome
10 - 12 June 2020

AWARDS RECEIVED IN 2019

MONETA received many recognition for digitalization and innovation

INTERNET EFFECTIVENESS AWARDS 2019



- **Overall winner** – GRAND PRIX IEA 2019 (calling clients based on web interactions, no need for a lead)
- **1st place** – MOST EFFECTIVE ORDERING PARTY
- **2nd place** – CORPORATE WEB PORTALS (New web www.moneta.cz)
- **1st place** – MOBILE APPLICATIONS (Smart Banka – increase in sale of loans finished fully online)
- **1st place** – USAGE OF AI, ML OR AUTOMATIZATION (calling clients based on web interactions, no need for a lead)
- **1st place** – BANKING, INSURANCE AND FINANCE (calling clients based on web interactions, no need for a lead)
- **2nd place** – BANKING, INSURANCE AND FINANCE (Smart Banka – increase in sale of loans finished fully online)

ZLATÁ KORUNA AWARDS 2019



SMART BANKA

- **2nd place** – PUBLIC AWARD (as the best financial product on the Czech market)
- **2nd place** – INNOVATION (first and only application with fully integrated solution of both platforms Apple Pay and Google Pay)
- **3rd place** – INNOVATION (for the first multibanking in the Czech Republic)
- **2nd place** – ONLINE APPLICATIONS (integrated solution Apple Pay & Google Pay, dark mode and most up to date malware protection)
- **2nd place** – PAYMENT CARDS (integrated solution Apple Pay & Google Pay and function for full control under payment cards and tokens usage)

RETAIL & SMALL BUSINESS LOANS

- **2nd place** – SMALL BUSINESS LOANS (for the fully online loan for small business clients)
- **2nd place** – RETAIL LOANS (for the easy and quick fully online retail loan)

THE BEST BANK 2019



SMART BANKA

1st place – BANKING INNOVATOR (MONETA Smart Banka new generation)

CZECH TOP 100



Special award - INFORMATION OPENNES AWARD (MONETA's Annual Report 2018)










FINCENTRUM 2019



1st place – THE BEST MORTGAGE

AWARDS RECEIVED IN 2018

MONETA received extensive recognition as a leader in products, innovation and digitalization

<p>Fincentrum 2018 MONETA awarded "The Best Mortgage 2018"</p>  <p>MONETA's mortgage offer named the Best mortgage by Fincentrum</p>	<p>Zlatá koruna 2018 1st place – Online application, 3rd place Public Award</p>  <p>Smart Banka awarded by Zlatá Koruna 1st place as the best online application and 3rd place as the best financial product on Czech market</p>	<p>MasterCard Innovations 2018 - Mobile payments</p>  <p>MONETA was awarded for card digitalization in wearables Garmin and Fitbit</p>
<p>VISA Best Innovator 2018 - Mobile payments and wearables</p>  <p>MONETA was awarded for launching mobile payments and for card digitalization in wearables Garmin and Fitbit</p>	<p>The Best Bank 2018 1st place – Banking innovator</p>  <p>MONETA with Smart Banka voted by public as the leading banking innovator</p>	<p>Finparáda 2018 2nd place – Debt consolidation</p>  <p>MONETA's debt consolidation offer received 2nd place in category debt consolidation by Finparada.cz</p>
<p>Business Vision 2018 The Best SME bank in the Czech Republic</p>  <p>MONETA was named the Best SME Bank in the Czech Republic by Business Vision</p>	<p>Global Banking & Finance Awards 2018: The Best Investor Relations Bank Czech Republic</p>  <p>MONETA was named the Best Investor Relations Bank Czech Republic by Global Banking & Finance</p>	<p>TOP Odpovědná Velká Firma 2018</p>  <p>The Bronze level certificate for Most Responsible Large Company in the Czech Republic 2018 by Business for Society</p>



MONEY BANK

Source: Fincentrum <https://www.bankaroku.cz/#vysledky>; Zlatá koruna <http://www.zlatakoruna.info/soutez/2018>; MasterCard <https://newsroom.mastercard.com/eu/cs/press-releases/mastercard-ocenila-banky-za-projekty-v-oblasti-platebnich-karet-2018-2/>; Visa <https://www.visa.cz/visaawards.html>; Nejlepší banka 2018 <http://www.nejbanka.cz>; Finparada <https://finparada.cz/5457-Zname-viteze-souteze-Financni-produkt-roku-2018.aspx>; Business Vision <https://bv.world/awards/2018/04/moneta-money-bank-best-sme-bank-czech-republic-2018/>; Global Banking & Finance <https://www.globalbankingandfinance.com/global-banking-finance-awards-2018-award-winners/>; TOP Odpovědná Velká Firma (www.odpovednefirmy.cz).

INVESTOR RELATIONS

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Identification number: 25672720*

*Bloomberg: MONET CP
ISIN: CZ0008040318*

*Reuters: MONET.PR
SEDOL: BD3CQ16*

Appendix

- MONETA's Credit Rating
- MONETA's Shareholder Structure
- MONETA's Share Price and Volumes and Dividend Overview
- Asset under Management
- Consolidated Statement of Financial Position
- Consolidated Statement of Profit or Loss and Other Comprehensive Income
- Key Performance Ratios
- Forward Looking Statements
- Alternative Performance Measures
- Glossary
- Disclaimer and Other Information

MONETA'S CREDIT RATING

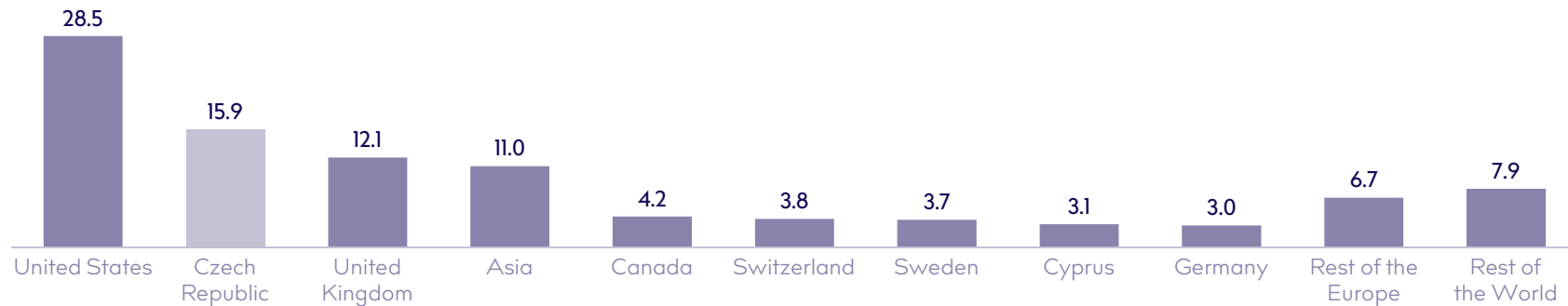
S&P reaffirmed investment grade rating with change of outlook to positive, Moody's reaffirmed investment grade rating

Rating Agency ¹	Long-term	Short-term	Outlook	Last report
Standard & Poor's	BBB	A-2	Positive	20 December 2019
Moody's	A2	P-1	Stable	8 January 2020

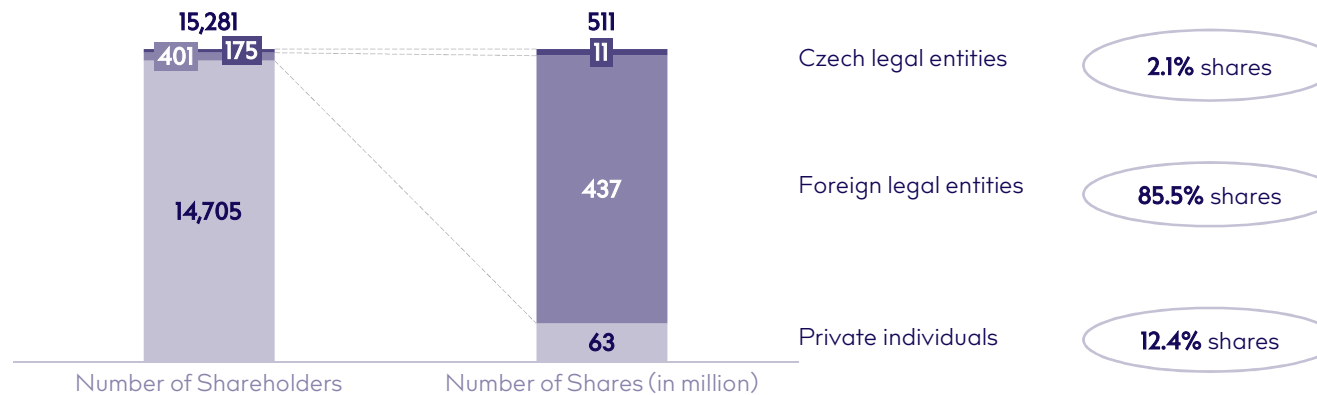
SHAREHOLDER STRUCTURE

More than 86% MONETA's shares owned by legal entities

GEOGRAPHICAL SUMMARY PER HOLDING (in % as at December 2019)



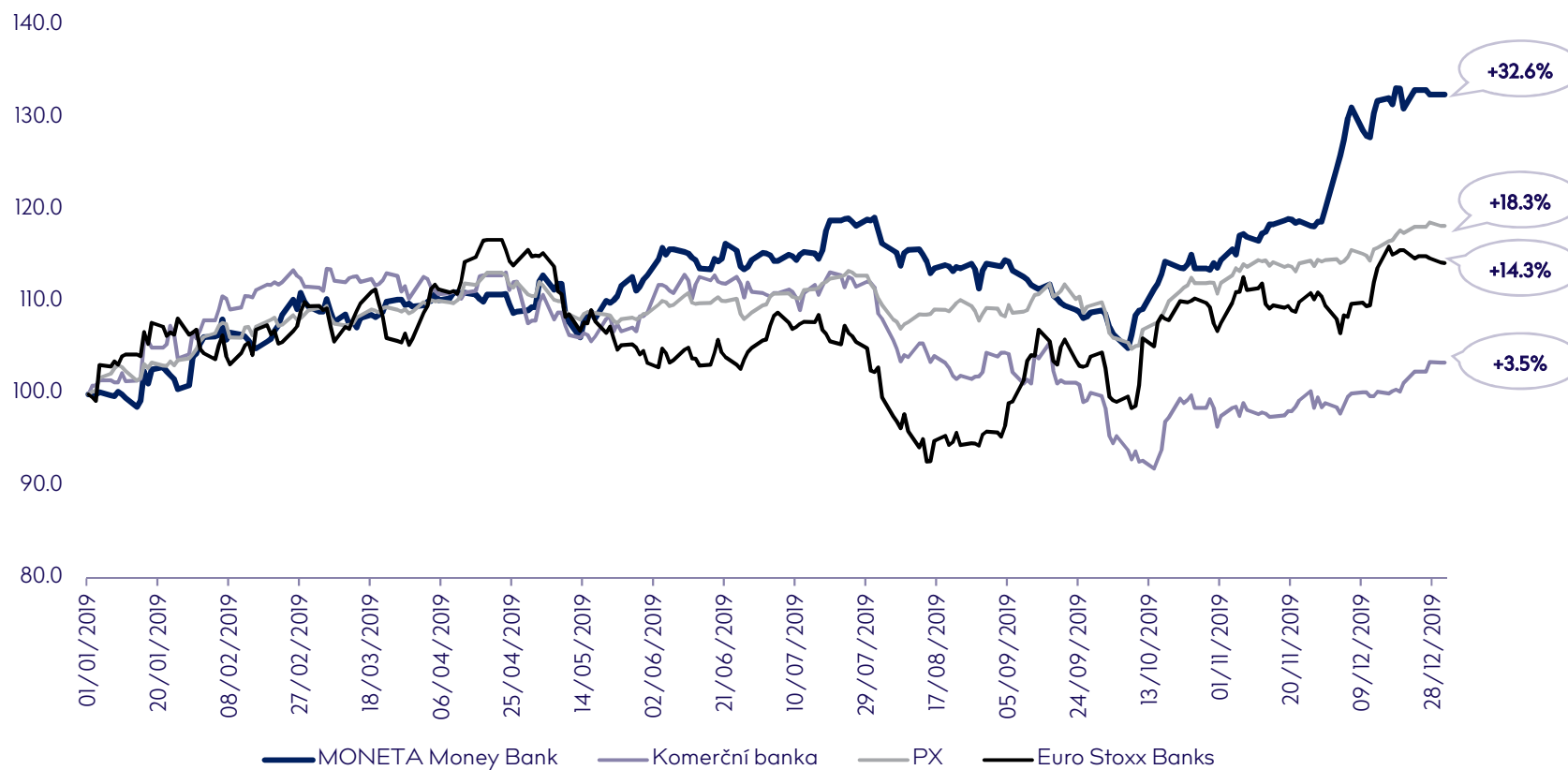
STRUCTURE BY TYPE OF SHAREHOLDER (as at December 2019)



MARKET PRICE

MONETA's total shareholder return

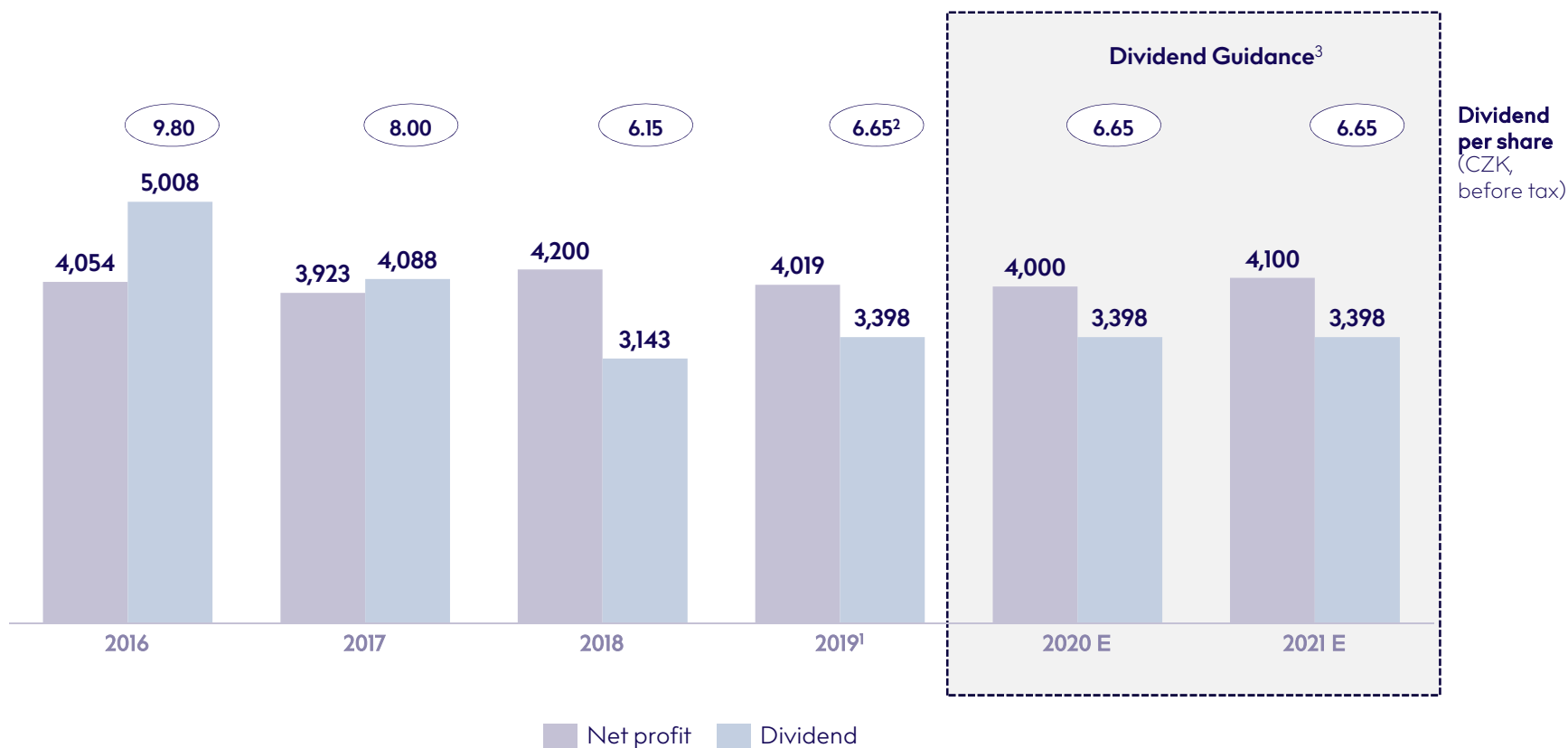
TOTAL SHAREHOLDERS RETURN (price rebased to 100)



DIVIDEND

Maintained commitment to distribute additional CZK 3.35 per share to meet dividend pay-out for 2019; from IPO MONETA generated cumulative net profit of CZK 16.2 billion

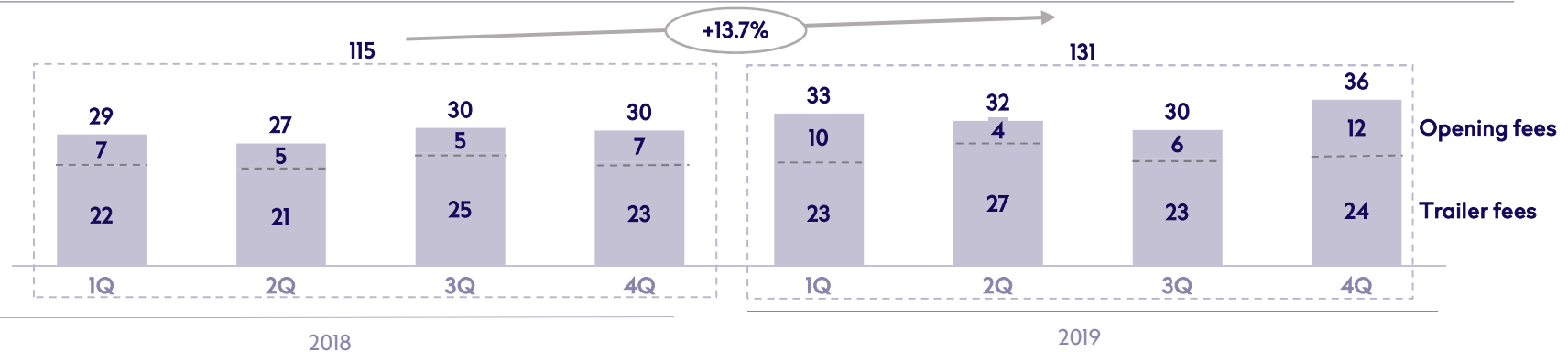
NET PROFIT AND DIVIDEND PAY-OUT¹ (CZK m)



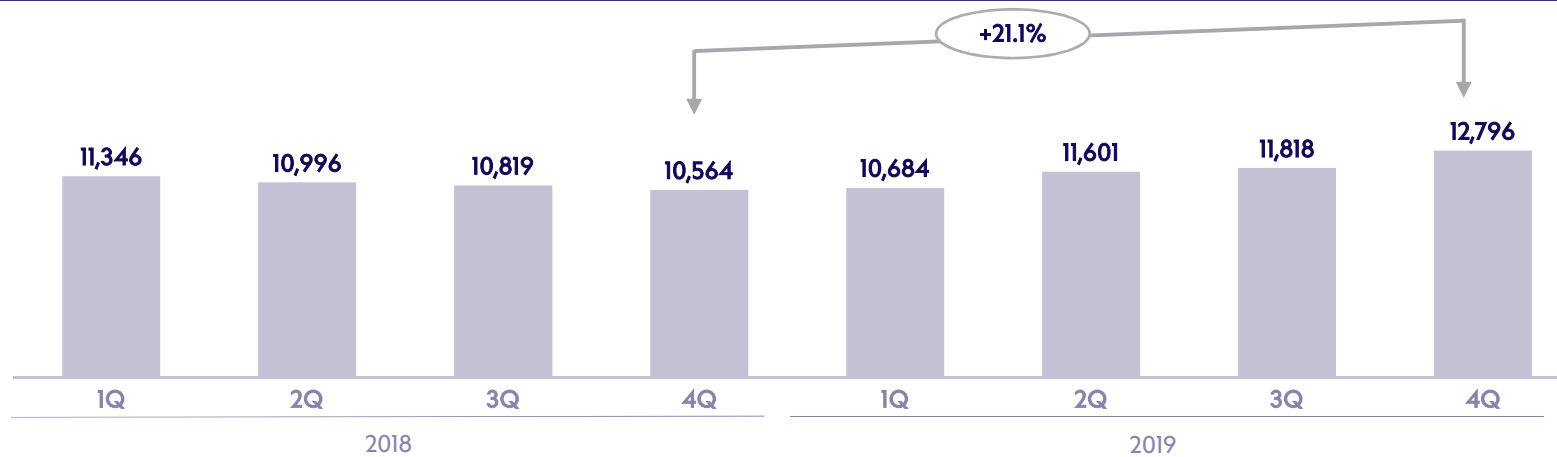
ASSET MANAGEMENT OVERVIEW

Trend in asset management continued gradually, supported by plans to further improve distribution during 2020

COMMISSION INCOME FROM INVESTMENT FUNDS (CZK m)



ASSET MANAGEMENT (CZK m)



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

CZK m	31/12/2019	31/12/2018 ¹	% Change
Cash and balances with the central bank	6,697	8,139	(17.7%)
Derivative financial instruments with positive value	27	28	(3.6%)
Investment securities	25,972	20,780	25.0%
Hedging derivatives with positive fair values	651	53	1128.3%
Change in fair value of items hedged on portfolio basis	(239)	30	(896.7%)
Loans and receivables to banks	23,485	33,436	(29.8%)
Loans and receivables to customers	156,409	140,123	11.6%
Intangible assets	2,283	1,789	27.6%
Property and equipment	2,948	1,296	127.5%
Investments in subsidiaries and associates	2	2	0.0%
Current tax assets	7	16	(56.3%)
Deferred tax assets	0	127	(100.0%)
Other assets	811	1,113	(27.1%)
Total Assets	219,053	206,932	5.9%
Due to banks	7,091	10,716	(33.8%)
Due to customers	181,523	168,792	7.5%
Derivative financial instruments with negative value	40	44	(9.1%)
Hedging derivatives with negative fair values	148	167	(11.4%)
Change in fair value of items hedged on portfolio basis	(22)	0	n/a
Subordinated liabilities	2,006	0	n/a
Provisions	209	261	(19.9%)
Current tax liability	179	107	67.3%
Deferred tax liability	244	177	37.9%
Other liabilities	3,224	1,431	125.3%
Total Liabilities	194,642	181,695	7.1%
Share capital	10,220	511	1900.0%
Share premium	0	5,028	(100.0%)
Statutory reserve	102	102	0.0%
Share based payment reserve	0	(2)	(100.0%)
Other reserves	(17)	0	n/a
Retained earnings	14,106	19,598	(28.0%)
Total Equity	24,411	25,237	(3.3%)
Total Liabilities & Equity	219,053	206,932	5.9%

CONSOLIDATED STATEMENT OF FINANCIAL POSITION – QUARTERLY DEVELOPMENT

CZK m	31/12/2017 ¹	31/03/2018	30/06/2018 ²	30/09/2018	31/12/2018 ¹	31/03/2019	30/06/2019	30/09/2019	31/12/2019
Cash and balances with the central bank	7,127	6,823	7,498	7,336	8,139	5,381	7,334	6,684	6,697
Financial assets at fair value through profit or loss	48	0	0	0	0	0	0	0	0
Derivative financial instruments with positive value	0	45	146	42	28	25	19	21	27
Investment securities	0	11,965	21,013	20,772	20,780	21,647	21,834	25,394	25,972
Financial assets - available for sale	57	0	0	0	0	0	0	0	0
Financial assets - held to maturity	11,723	0	0	0	0	0	0	0	0
Hedging derivatives with positive fair values	4	0	33	242	53	57	36	156	651
Change in fair value of items hedged on portfolio basis	(6)	58	(81)	(331)	30	(5)	88	50	(239)
Loans and receivables to banks	53,380	35,849	21,981	17,836	33,436	28,184	28,443	38,926	23,485
Loans and receivables to customers	123,680	126,261	132,196	135,661	140,123	142,245	148,289	152,370	156,409
Intangible assets	1,301	1,436	1,568	1,700	1,789	1,870	1,997	2,144	2,283
Property and equipment	871	874	1,069	1,210	1,296	3,305	3,208	3,172	2,948
Investments in subsidiaries and associates	2	3	3	2	2	3	3	2	2
Current tax assets	308	279	368	25	16	30	28	18	7
Deferred tax assets	386	339	217	148	127	0	0	0	0
Other assets	853	862	816	770	1,113	986	672	766	811
Total Assets	199,734	184,794	186,827	185,413	206,932	203,728	211,951	229,703	219,053
Due to banks	29,643	10,264	14,139	9,201	10,716	4,660	8,353	5,549	7,091
Due to customers	141,469	145,175	146,391	149,209	168,792	168,128	175,186	192,273	181,523
Financial liabilities – at fair value through profit or loss	68	0	0	0	0	0	0	0	0
Derivative financial instruments with negative value	0	37	51	34	44	16	99	9	40
Hedging derivatives with negative fair values	4	88	16	2	167	157	292	513	148
Change in fair value of items hedged on portfolio basis	0	0	0	0	0	0	0	0	(22)
Subordinated liabilities	0	0	0	0	0	0	0	1,989	2,006
Provisions	364	333	285	260	261	241	246	227	209
Current tax liability	2	17	11	61	107	55	38	133	179
Deferred tax liability	267	254	251	238	177	237	249	258	244
Other liabilities	2,154	2,327	2,525	2,008	1,431	4,014	3,381	3,588	3,224
Total Liabilities	173,971	158,495	163,669	161,013	181,695	177,508	187,844	204,539	194,642
Share capital	511	511	511	511	511	511	511	511	10,220
Share premium	5,028	5,028	5,028	5,028	5,028	5,028	5,028	5,028	0
Statutory reserve	102	102	102	102	102	102	102	102	102
Available for sale reserve	(57)	0	0	0	0	0	0	0	0
Share based payment reserve	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	0
Other reserves	0	0	0	0	0	0	0	0	(17)
Retained earnings	20,181	20,660	17,519	18,761	19,598	20,581	18,468	19,525	14,106
Total Equity	25,763	26,299	23,158	24,400	25,237	26,220	24,107	25,164	24,411
Total Liabilities & Equity	199,734	184,794	186,827	185,413	206,932	203,728	211,951	229,703	219,053

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

CZK m	FY 2019	FY 2018	% Change
Interest and similar income	8,933	7,820	14.2%
Interest expense and similar charges	(1,008)	(411)	145.3%
Net interest income	7,925	7,409	7.0%
Fee and commission income	2,262	2,191	3.2%
Fee and commission expense	(312)	(299)	4.3%
Net fee and commission income	1,950	1,892	3.1%
Dividend income	2	3	(33.3%)
Net income from financial operations	529	396	33.6%
Other operating income	113	462	(75.5%)
Total operating income	10,519	10,162	3.5%
Personnel expenses	(2,318)	(2,324)	(0.3%)
Administrative expenses ¹	(1,286)	(1,559)	(17.5%)
Depreciation and amortisation	(967)	(610)	58.5%
Regulatory charges	(139)	(89)	56.2%
Other operating expenses ¹	(309)	(270)	14.4%
Total operating expenses	(5,019)	(4,852)	3.4%
Profit for the period before tax and net impairment of financial assets	5,500	5,310	3.6%
Net impairment of financial assets	(517)	(274)	88.7%
Profit for the period before tax	4,983	5,036	(1.1%)
Taxes on income	(964)	(836)	15.3%
Profit for the period after tax	4,019	4,200	(4.3%)
Change in fair value of investment securities recognised in OCI	1	0	n/a
Cash flow hedges – effective portion of changes in fair value	(22)	0	n/a
Deferred tax	4	0	n/a
Other comprehensive income, net of tax	(17)	0	n/a
Total comprehensive income attributable to the equity holders	4,002	4,200	(4.7%)

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME – QUARTERLY DEVELOPMENT

CZK m	4Q 2017	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019	2Q 2019	3Q 2019	4Q 2019
Interest and similar income	1,911	1,873	1,874	1,953	2,120	2,105	2,157	2,312	2,359
Interest expense and similar charges	(67)	(77)	(92)	(94)	(148)	(158)	(202)	(303)	(345)
Net interest income	1,844	1,796	1,782	1,859	1,972	1,947	1,955	2,009	2,014
Fee and commission income	589	519	550	531	591	522	575	570	595
Fee and commission expense	(48)	(74)	(90)	(84)	(51)	(56)	(91)	(71)	(94)
Net fee and commission income	541	445	460	447	540	466	484	499	501
Dividend income	0	0	1	1	1	1	0	0	1
Net income from financial operations	90	85	101	112	98	100	173	109	147
Other operating income	105	59	41	336	26	36	27	28	22
Total operating income	2,580	2,385	2,385	2,755	2,637	2,550	2,639	2,645	2,685
Personnel expenses	(672)	(593)	(579)	(571)	(581)	(546)	(579)	(567)	(626)
Administrative expenses ¹	(578)	(381)	(358)	(367)	(453)	(319)	(321)	(303)	(343)
Depreciation and amortisation	(132)	(127)	(141)	(160)	(182)	(246)	(234)	(239)	(248)
Regulatory charges	0	(89)	0	0	0	(139)	0	0	0
Other operating expenses ¹	(110)	(65)	(37)	3	(171)	(85)	(87)	(53)	(84)
Total operating expenses	(1,492)	(1,255)	(1,115)	(1,095)	(1,387)	(1,335)	(1,221)	(1,162)	(1,301)
Profit for the period before tax and net impairment of financial assets	1,088	1,130	1,270	1,660	1,250	1,215	1,418	1,483	1,384
Net impairment of financial assets	20	281	(130)	(151)	(274)	14	(147)	(168)	(216)
Goodwill Impairment	(104)	0	0	0	0	0	0	0	0
Profit for the period before tax	1,004	1,411	1,140	1,509	976	1,229	1,271	1,315	1,168
Taxes on income	(200)	(238)	(192)	(267)	(139)	(246)	(242)	(257)	(219)
Profit for the period after tax	804	1,173	948	1,242	837	983	1,029	1,058	949
Change in fair value of AFS investments recognised in OCI	2	0	0	0	0	0	0	0	0
Change in fair value of investment securities recognised in OCI	0	0	0	0	0	0	0	0	1
Cash flow hedges – effective portion of changes in fair value	0	0	0	0	0	0	0	0	(22)
Deferred tax	0	0	0	0	0	0	0	0	4
Other comprehensive income, net of tax	2	0	0	0	0	0	0	0	(17)
Total comprehensive income attributable to the equity holders	806	1,173	948	1,242	837	983	1,029	1,058	932

KEY PERFORMANCE RATIOS

	FY 2019	FY 2018	Change in bps
Profitability			
Yield (% Avg. Net Customer Loans)	5.3%	5.5%	(20)
Cost of Funds (% Avg Deposits and Loans) ¹	0.54%	0.23%	31
Cost of Funds on Core Customer Deposits (% Avg Deposits) ²	0.36%	0.18%	18
NIM (% Avg Int Earning Assets) ^{1,3,4}	3.8%	3.7%	10
Cost of Risk (% Avg Net Customer Loans)	0.35%	0.21%	14
Risk-adj. yield (% Avg Net Customer Loans)	4.9%	5.3%	(40)
Net Fee & Commission Income / Operating Income (%)	18.5%	18.6%	(10)
Net Non-Interest Income / Operating Income (%)	24.7%	27.1%	(240)
Cost to Income Ratio	47.7%	47.7%	0
RoTE	18.2%	17.9%	30
RoE	16.5%	16.6%	(10)
RoAA ¹	1.9%	2.1%	(20)
Liquidity / Leverage			
Net Loan to Deposit ratio ¹	86.2%	83.0%	320
Total Equity / Total Assets	11.1%	12.2%	(110)
Liquid Assets ^{1,3} / Total Assets	25.6%	30.1%	(450)
Capital Adequacy			
RWA density	52.9%	50.0%	290
Total CAR (%)	18.0%	16.4%	160
Tier 1 ratio (%)	16.4%	16.4%	0
Asset Quality			
Non-performing Loan Ratio (%)	1.8%	2.8%	(100)
Core Non-performing Loan Coverage (%)	55.9%	66.3%	(1,040)
Total NPL Coverage (%)	109.2%	99.9%	930

KEY PERFORMANCE RATIOS – QUARTERLY DEVELOPMENT

	1Q 2017	2Q 2017	3Q 2017	4Q 2017	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019	2Q 2019	3Q 2019	4Q 2019
Profitability												
Yield (% Avg. Net Customer Loans)	6.8%	6.4%	6.2%	6.0%	5.7%	5.5%	5.5%	5.5%	5.3%	5.3%	5.3%	5.2%
Cost of Funds (% Avg Deposits and Loans) ¹	0.15%	0.15%	0.15%	0.17%	0.19%	0.23%	0.24%	0.35%	0.36%	0.45%	0.64%	0.68%
Cost of Funds on Core Customer Deposits (% Avg Deposits) ²	0.16%	0.16%	0.16%	0.16%	0.17%	0.17%	0.17%	0.22%	0.22%	0.24%	0.44%	0.53%
NIM (% Avg Int Earning Assets) ^{1,3,4}	5.1%	4.7%	4.3%	4.0%	3.8%	3.9%	4.1%	4.1%	3.9%	3.9%	3.7%	3.7%
Cost of Risk (% Avg Net Customer Loans)	0.28%	0.63%	0.47%	(0.07%)	(0.90%)	0.40%	0.45%	0.79%	(0.04)%	0.40%	0.45%	0.56%
Risk-adj. yield (% Avg Net Customer Loans)	6.5%	5.8%	5.7%	6.0%	6.6%	5.1%	5.0%	4.7%	5.3%	4.9%	4.9%	4.7%
Net Fee & Commission Income / Operating Income (%)	18.1%	16.6%	19.3%	21.0%	18.7%	19.3%	16.2%	20.5%	18.3%	18.3%	18.9%	18.7%
Net Non-Interest Income / Operating Income (%)	25.3%	34.2%	26.4%	28.5%	24.7%	25.3%	32.5%	25.2%	23.6%	25.9%	24.0%	25.0%
Cost to Income Ratio	45.5%	41.4%	47.2%	57.8%	52.6%	46.8%	39.7%	52.6%	52.4%	46.3%	43.9%	48.5%
RoTE	15.3%	20.1%	15.6%	13.1%	18.9%	17.6%	21.9%	14.3%	16.1%	18.6%	18.4%	17.2%
RoE	14.8%	19.3%	14.8%	12.5%	17.8%	16.4%	20.4%	13.3%	15.0%	17.1%	16.8%	15.6%
RoAA ¹	2.7%	2.9%	2.2%	1.7%	2.4%	2.0%	2.7%	1.7%	1.9%	2.0%	1.9%	1.7%
Liquidity / Leverage												
Loan to Deposit ratio ¹	94.4%	93.1%	92.0%	87.4%	87.0%	90.3%	90.9%	83.0%	84.6%	84.6%	79.2%	86.2%
Total Equity / Total Assets	18.0%	15.0%	14.0%	12.9%	14.2%	12.4%	13.2%	12.2%	12.9%	11.4%	11.0%	11.1%
Liquid Assets ^{1,3} / Total Assets	25.3%	24.3%	30.9%	36.2%	29.6%	27.0%	24.8%	30.1%	27.1%	27.2%	30.9%	25.6%
Capital Adequacy												
RWA Density ⁵	62.5%	61.6%	53.0%	46.3%	54.3%	53.3%	54.2%	50.0%	51.9%	50.3%	48.4%	52.9%
Total CAR (%)	19.9%	18.4%	18.1%	17.4%	16.6%	16.0%	16.6%	16.4%	17.0%	16.7%	18.1%	18.0%
Tier I ratio (%)	19.9%	18.4%	18.1%	17.4%	16.6%	16.0%	16.6%	16.4%	17.0%	16.7%	16.5%	16.4%
Asset Quality												
Non-performing Loan Ratio (%)	5.6%	5.0%	4.4%	4.1%	3.7%	3.3%	3.0%	2.8%	2.0%	1.8%	1.9%	1.8%
Core NPL Coverage (%)	69.7%	69.3%	68.1%	64.1%	65.3%	61.5%	63.4%	66.3%	60.7%	56.7%	54.6%	55.9%
Total NPL Coverage (%)	81.7%	81.6%	81.1%	77.0%	93.0%	93.4%	95.8%	99.9%	108.4%	109.4%	103.3%	109.2%

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 management's medium term guidance, profitability, costs, assets, capital position, financial condition, results of operations, dividend and business of the Group (together, "**forward-looking statements**"). The forward looking statements assume a purely organic growth without regard to any potential acquisition.
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Material assumptions for forward-looking statements

- See slide "Material assumptions for medium term guidance" on page 79.

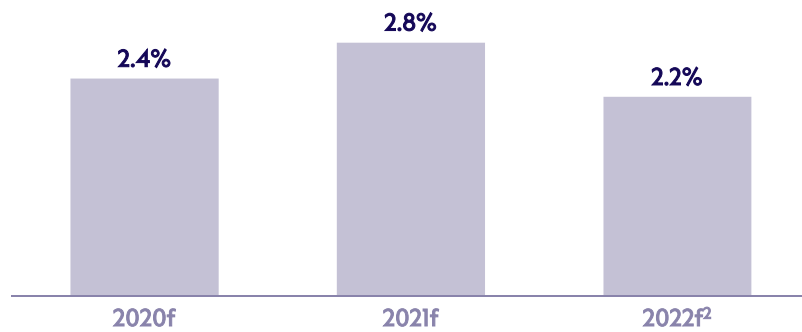
Dividend guidance

- In addition to the limitations of forward-looking statements stated above, provided dividend guidance in this presentation is subject to corporate, regulatory and regulator's limitations and approval of the relevant Annual General Meeting. The dividend guidance assumes purely organic growth without any potential acquisition and the ability to maintain capital adequacy ratio target at 15.9%. In addition, dividend guidance is subject to actual results of the Group in the years 2019 – 2021.

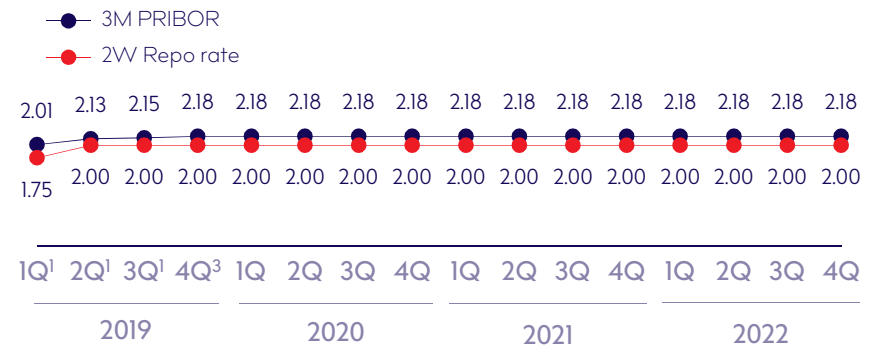
MATERIAL ASSUMPTIONS FOR MEDIUM TERM GUIDANCE

Combined entity – MONETA and Wüstenrot CZ

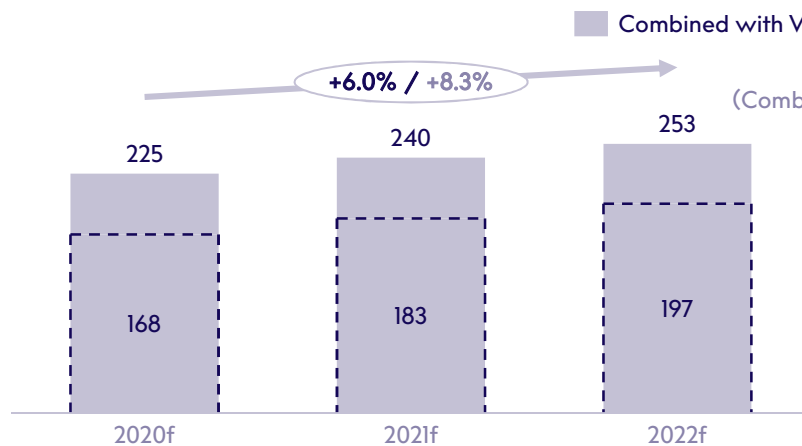
GDP OUTLOOK¹



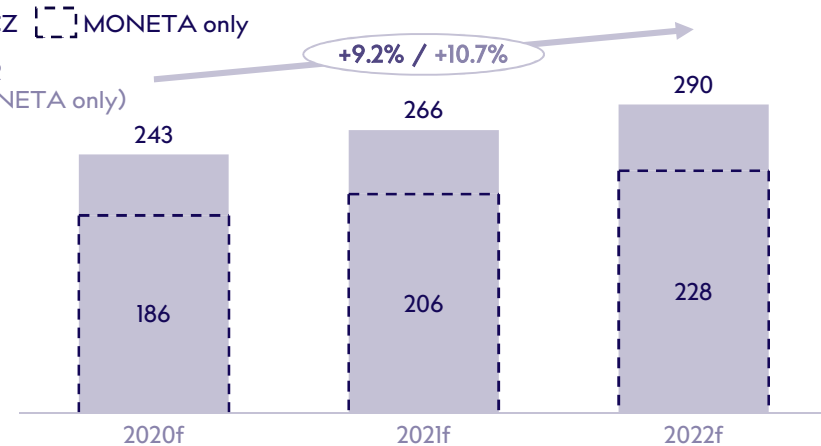
MONETA'S INTEREST RATES PROJECTION (%)



NET LOANS AND RECEIVABLES DEVELOPMENT (CZK bn)



DEPOSITS DEVELOPMENT (CZK bn)



BRANCH NETWORK

We continue our branch transformation to optimize and digitalize our physical customer touch points

We have reduced the branch network from **202** to **179** locations in 2019 and further invested in refurbishment and digitalization of key locations



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 measures as defined in the European Securities and Markets Authority Guidelines on Alternative Performance Measures. These financial data and measures are cost of funds, core cost of funds, incremental RoE, net interest margin / NIM, net non-interest income, return on average assets, yield / loan portfolio yield, cost to income ratio, tangible equity, return on tangible equity, excess capital, core cost of risk, cost of risk, risk adjusted yield, risk adjusted operating income, loan to deposit ratio, total NPL coverage, NPL / Non-performing loans, NPL ratio, RWA density, new production / new volume, Effective Tax Rate. 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 evaluating the Group's performance, and (ii) provide to investors further basis, along with IFRS measures, for measuring 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.
- Definition of other alternative performance measures is provided in Glossary section.

GLOSSARY (1/3)

AFS	Available for sale
AGM	Annual General Meeting
Annualized	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
Bank	MONETA Money Bank, a.s.
Back-to-back repo operations	Repo transactions with counterparties which are closed on back-to-back basis by reverse repo transactions with CNB.
BB forecast	Bloomberg forecast
bn	Billion
bps	Basis points
CAGR	Compound Annual Growth Rate
CAPEX	Capital expenditure
CAR / Capital Adequacy Ratio	Ratio calculated as regulatory capital as a percentage of risk-weighted assets
CNB	Czech National Bank
Cost of Funds (% Avg Deposits)	Interest expense and similar charges for the period (excl. Tier 2 bonds expenses) divided by average balance of due to banks and due to customers
Cost of Funds on Core Customer Deposits (% Avg Deposits) / Core Cost of Funds	Interest expense and similar charges on customer deposits for the period divided by average balance of customer deposits, excl. repo operations

Core Cost of Risk or Core CoR	Net impairment of financial assets for the period divided by average balance of net loans to customers excluding gain from monetization of NPLs since 2018 based on IFRS 9. If Core Cost of Risk shown in CZK then it corresponds to „Net impairment of financial assets” without impact of NPL sales.
CoR or Cost of Risk or Cost of Risk (% Avg Net Customer Loans)	Net impairment of financial assets divided by average balance of net loans to customers since 2018 based on IFRS9. If Cost of Risk shown in CZK then it corresponds to „Net impairment of financial assets”.
Core Customer Deposits	Due to customers excluding opportunistic repo operations
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
CZSO	Czech Statistical Office
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	Effective Tax Rate – calculated as taxes on income divided by profit for the period before tax
Excess capital	Capital exceeding the management target of CAR, currently 15.9%.
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.
Front end roles (employees)	Predominately employees whose variable compensation is sales-driven together with their immediate managers, and employees of Collections & Recovery department
FTE	Figure states full time equivalents as of the last day of quarter. The figures are reported regularly to Czech Statistical Office (CZSO) in accordance with Art. 15 of Czech Act No. 518/2004. The figures reported to CZSO states ratio of the following nominator and denominator. The nominator is defined as worked hours plus all paid leaves of all employees in respective period. The denominator is stated as monthly working time fund of all employees in respective period.

GLOSSARY (2/3)

FVTOCI	Financial assets measured at Fair Value Through Other Comprehensive Income
FVTPL	Financial assets measured at Fair Value Through Profit or Loss
FY	Financial year
GDP	Gross domestic product
Group	The Bank and its subsidiaries.
Gross performing loans	Performing loans and receivables to customers as determined in accordance with the MONETA's loan receivables categorization rules (Standard)
H	Half year
IFRS	International Financial Reporting Standards
Incremental RoE	Risk adjusted operating income on lending portfolio after tax (based on Cost of Risk excluding gain on debt sale and using average bank's cost of funds as interest expense) divided by internally allocated equity to the specific product, product group or segment. SME incremental RoE includes Investment loans and Working capital.
Interim dividend	Means first part of dividend for the particular year
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)
ISRE 2410	International Standard on Review Engagements 2410
k/th	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
MoLSA	Ministry of Labor and Social Affairs
MONETA	MONETA has the same meaning as the 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
New volume yield / New production yield	Instalment products: model output of yield expected to be generated on newly originated loans based on inputs combining actual contractual terms and expected behavior of the loan for the specific type of the loan product. Revolving products (credit cards and working capital): weighted average of contractual rate on newly originated loans (credit limit)
NPL / Non-performing loans	Non-performing loans as determined in accordance with the MONETA'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
OP risk	Operational risk
PL	Performing loans

GLOSSARY (3/3)

Portfolio yield	Please refer to definition of yield
PSD2	The Payment Services Directive 2 is an EU Directive 2015/2366, administered by the European Commission (Directorate General Internal Market) to regulate payment services and payment service providers throughout the European Union (EU) and European Economic Area (EEA)
Q	Quarter
QtQ	Quarter-to-quarter
Reported RoTE / RoTE	Return on tangible equity calculated as annualized profit after tax for the period divided by tangible equity
Return on average assets or RoAA	Return on average assets calculated as annualized 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, derivatives 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
Risk Adjusted Yield or Risk Adjusted Yield (% Avg Net Customer Loans)	Interest and similar income from loans to customers less net impairment of loans and receivables divided by average balance of net loans to customers.
Return on Equity or RoE	Return on equity calculated as annualized profit after tax for the period divided by total equity
RWA	Risk Weighted Assets calculated pursuant to CRR
RWA density	Calculates the average risk weight per unit of exposure. It is defined as the ratio of RWA to the Leverage Exposure (consisting of On&Off-balance sheet Gross Loans and counterparty credit risk).
RWA portfolio density	Calculates the weighted average risk weight of the loan portfolio only considering to the credit conversion factor effects per unit of exposure. It is defined as the ratio of RWA to the Gross Financing Receivables (consisting of On&Off-balance sheet)
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 small business customers
SME	An enterprise with an annual turnover of up to CZK 200 million.

SREP	Supervisory Review and Evaluation Process, when supervisor regularly assesses and measures the risks for each bank
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
Tier 1 Capital	The aggregate of Common equity tier 1 (CET1 Capital) and Additional Tier 1 which mainly consists of capital instruments and other items (including certain unsecured subordinated debt instruments without a maturity date) provided in Art. 51 of CRR
Tier 1 Capital Ratio	Tier 1 Capital as a percentage of risk weighted assets
Tier 2 Capital, T2	Regulatory Capital which consists of capital instruments, subordinated loans and other items (including certain unsecured subordinated debt obligations with payment restrictions) provided in Art. 62 of CRR
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
V4	Visegrád Group (Czech Republic, Hungary, Poland, Slovak)
Y	Year
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

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