

Fio banka

Quarterly Results - 2Q2019

Fio banka made a net profit of CZK 530 mil in the second quarter of 2019, up 88.6% when compared to the previous year. Total revenues increased 94.6% yoy to CZK 860 mil, ROE amounted to 66.1% and the NPL ratio stood at 10.2%. In the last three years, the bank grew its loans by -4.44% a year, revenues rose by 39.1% and net profit increased by 295% a year, on average.

- ✓ Revenues increased 94.6% yoy to CZK 860 mil in the second quarter of 2019. Interest income formed 66.1% of total revenues with the net interest margin increasing 0.712 pp to 1.55% of total assets. Fees added a further 17.0% to total revenue generated in 2Q2019, up from an average of 16.7% as seen in the previous two years.
- ✓ Operating costs grew by 8.65% yoy to CZK 162 mil, so cost to income ratio reached 18.9%, down by 54% compared to the previous two years. Staff accounted for 8.91% of total operating expenditures. At the end of second quarter of 2019, Fio banka operated a network of 103 branches and 48.0 employees.
- ✓ Loans and deposits grew by 7.63% and 5.36% qoq respectively, so loan to deposit ratio reached 11.7% at the end of 2Q2019. That's up from 11.3% the previous year. Equity reached 2.30% of assets and capital adequacy ratio amounted to 15.0% at the end of the second quarter of 2019.
- ✓ NPLs were 10.2% of total loans at the end of the quarter. Provisions covered 40.6% of non-performing loans
- ✓ When compared to selected peers, Fio banka was 46.9 pp more profitable in terms of ROE, achieved 20.4 pp better cost efficiency when measured by cost to income ratio and grew its loans by 17.4 pp faster based on a last year comparison.

Sector:
Banking

Country:
Czech Republic

Employees:
48.0

Clients:
N/A

Branches:
103

ATMs:
N/A

Bank Cards:
N/A

Capital Adequacy Ratio:
15.0%

Tier 1 Ratio:
14.5%

KEY FIGURES									
	REVENUES	REVENUE GROWTH	NET PROFIT	PROFIT GROWTH	ROE	COST TO INCOME	LOAN / DEPOSITS	EQUITY / ASSETS	NPL RATIO
	CZK mil	%	CZK mil	%	%	%	%	%	%
2Q2019	860	94.6	530	88.6	66.1	18.9	11.7	2.30	10.2
2018	2,155	44.4	1,028	152	47.8	31.8	12.6	2.12	5.59
2017	1,493	101	408	129	28.1	41.6	12.7	1.54	7.92
2016	743	-26.7	178	237	15.5	79.0	17.7	1.55	9.94
2015	1,013	31.9	52.9	30.7	5.14	55.9	24.0	1.83	11.4

Source: Company Data, Helgi Analytics



1 Company Overview

Fio banka is a young Czech bank established only in 2008. But, the history of Fio dates back to 1993 when a group of students established a securities broker. Since then, Fio has expanded both geographically (as it entered a number of stock exchanges in the Central Europe and elsewhere) as well as business-wise (with a credit union started in 1996). The expansion has been crowned by an acquisition of RM-System, Czech Republic's off-market securities exchange. Nowadays, the bank already services more than 900,000 clients through a network of 80 branches occupying around 1% of the Czech banking market by assets (2018 figures).

Fio banka has been growing its revenues and asset by 37.5% and 35.8% a year on average in the last 5 years. Its loans and deposits have grown by 12.9% and 36.2% a year during that time and loans to deposits ratio reached 11.7% at the end of 2Q2019. The company achieved an average return on equity of 23.7% in the last five years with net profit growing 61.3% a year on average. In terms of operating efficiency, its cost to income ratio reached 18.9% in 2Q2019, compared to 46.6% average in the last five years.

Equity represented 2.30% of total assets or 20.5% of loans at the end of 2Q2019. Fio banka's non-performing loans were 10.2% of total loans while provisions covered some 40.6% of NPLs at the end of the second quarter of 2019.

FINANCIALS		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Net Interest Income	CZK mil	145	207	165	268	386	485	503	569
Total Revenues	CZK mil	383	444	388	442	606	720	725	860
Operating Profit	CZK mil	198	286	225	292	433	519	505	697
Net Profit	CZK mil	73.2	172	230	281	234	283	295	530
Customer Loans	CZK mil	12,129	12,794	13,756	13,616	16,274	15,134	15,744	16,945
Total Assets	CZK mil	109,120	107,574	126,230	129,302	129,591	124,500	142,506	150,932
Shareholders' Equity	CZK mil	1,490	1,659	1,896	2,124	2,361	2,642	2,937	3,473
Interbank Borrowing	CZK mil	...	173	0	0	0	237	...	...
Customer Deposits	CZK mil	105,484	103,711	116,520	120,409	124,074	120,583	137,149	144,499
Issued Debt Securities	CZK mil	0	0	0	0	0	90.0	0	0

RATIOS		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
ROE	%	20.2	43.6	51.7	55.9	41.8	45.3	42.2	66.1
Costs (As % Of Income)	%	48.4	35.7	42.0	33.8	28.5	27.8	30.2	18.9
Net Interest Margin	%	0.553	0.765	0.563	0.838	1.19	1.53	1.51	1.55
Equity (As % Of Assets)	%	1.37	1.54	1.50	1.64	1.82	2.12	2.06	2.30
Loans (As % Of Deposits)	%	11.5	12.3	11.8	11.3	13.1	12.6	11.5	11.7
Loans (As % Assets)	%	11.1	11.9	10.9	10.5	12.6	12.2	11.0	11.2
NPLs (As % Of Loans)	%	11.9	12.1	4.48	5.11	4.21	5.59	9.99	10.2
Provisions (As % Of NPLs)	%	34.3	32.7	84.8	33.6	54.5	63.2	42.4	40.6

Source: Company Data, Helgi Analytics



2 Revenues & Costs

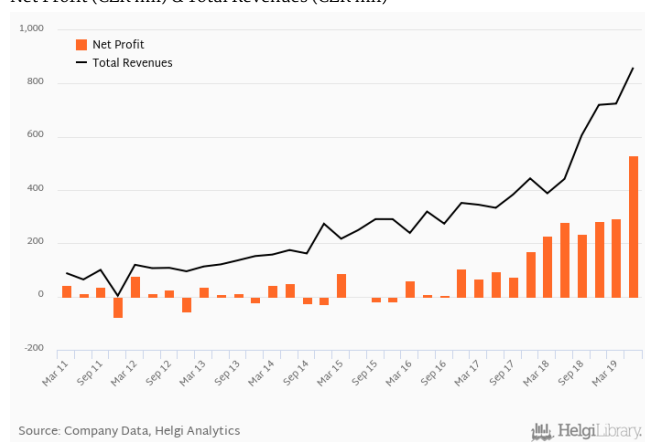
2.1 Revenues

Fio banka generated total operating revenues of CZK 860 mil in the second quarter of 2019, up 94.6% compared to the same period of the previous year. Net interest income represented 66.1% of revenues, fee income contributed 17.0% and other non-interest income added further 16.9% to the overall revenue generated.

Over the previous three years, revenues rose by 39.1% a year on average.

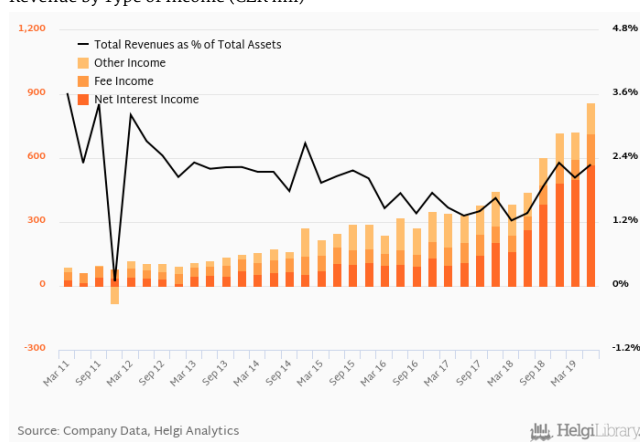
Revenue & Profitability

Net Profit (CZK mil) & Total Revenues (CZK mil)



Revenue Breakdown

Revenue by Type of Income (CZK mil)



Net interest margin amounted to 1.55% in the second quarter of 2019, up from the 0.838% of the previous year. Historically, Fio banka's net interest margin reached a high of 1.55% in 2Q2019 and a low of 0.263% in 4Q2012.

Average asset yield was 1.94% in the second quarter of 2019 (up from 0.963%) while cost of funding amounted to 0.395% in 2Q2019 (up from 0.126%).

NET INTEREST MARGIN									
NAME	COUNTRY	Total Assets (CZK mil)	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	1.71	1.72	1.62	1.76	2.00	2.05	1.89
Ceska Sporitelna	Czechia	1,504,530	2.04	1.99	1.93	1.99	2.16	1.99	1.96
Komerční Banka	Czechia	1,185,990	2.10	2.07	2.00	2.06	2.20	2.15	2.02
UniCredit Czech Republic	Czechia	855,348	1.52	1.66	1.60	1.69	1.88	1.73	1.50
Raiffeisenbank Czech Republic	Czechia	369,654	1.81	2.06	2.01	2.10	2.24	2.35	2.35
Hypoteční Banka	Czechia	316,813	1.32	1.24	1.07	1.23	1.17	1.10	1.06
PPF Banka	Czechia	212,055	1.22	1.40	1.49	1.63	2.09	1.84	1.81
MONETA Money Bank	Czechia	211,951	3.90	3.74	3.84	4.00	4.02	3.79	3.76
Ceskomoravská Stavební Sporitelna	Czechia	148,769	1.40	1.33	1.30	1.32	1.37	1.44	1.44
Fio banka	Czechia	150,932	0.765	0.563	0.838	1.19	1.53	1.51	1.55
Weighted Average			1.84	1.85	1.79	1.89	2.07	2.01	1.91
Median			1.61	1.69	1.61	1.72	2.05	1.92	1.85

Source: Company Data, Helgi Analytics



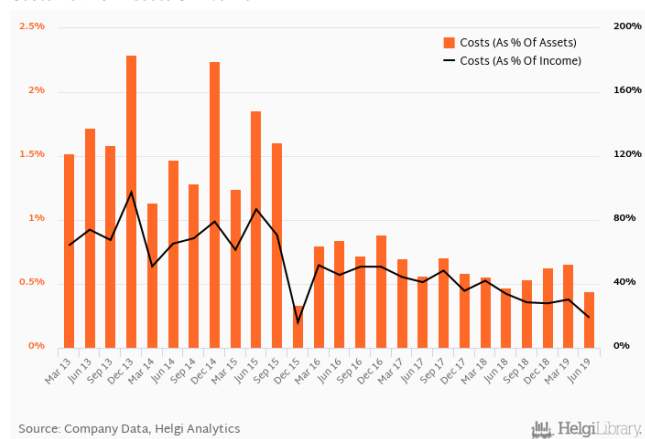
2.2 Costs

Operating costs increased by 8.65% yoy to CZK 162 mil in the second quarter of 2019. Fio banka's cost to income ratio therefore reached 18.9%, down from 33.8% when compared to the previous year.

Historically, operating costs reached a high of 2,685% of income in 4Q2011 and a low of 16.1% in 4Q2015:

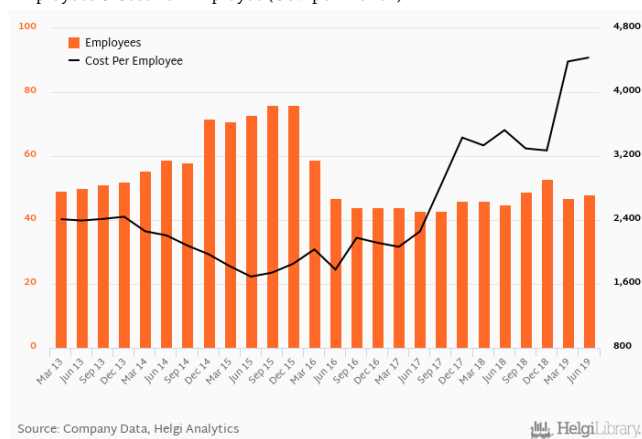
Cost Efficiency

Costs As % Of Assets & Income



Workforce

Employees & Cost Per Employee (USD per month)



When compared to its peer's weighted average, Fio banka operated with a 20.4 pp lower cost to income ratio in the second quarter of 2019:

COSTS (AS % OF INCOME)								
NAME	COUNTRY	Total Assets (CZK mil)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	48.5	49.3	47.0	46.9	47.7	38.8
Ceska Sporitelna	Czechia	1,504,530	48.9	49.4	45.0	44.6	47.3	44.2
Komerční Banka	Czechia	1,185,990	53.6	45.2	41.0	42.7	52.6	42.9
UniCredit Czech Republic	Czechia	855,348	50.2	35.3	33.6	35.4	46.0	31.7
Raiffeisenbank Czech Republic	Czechia	369,654	64.3	50.1	49.3	52.6	62.2	49.3
Hypoteční Banka	Czechia	316,813	33.0	23.8	23.1	22.8	34.3	23.8
PPF Banka	Czechia	212,055	16.5	20.7	40.8	30.4	25.4	28.5
MONETA Money Bank	Czechia	211,951	52.6	46.8	39.7	52.6	52.4	46.3
Ceskomoravská Stavební Sporitelna	Czechia	148,769	53.9	48.1	45.9	55.4	59.4	46.5
Fio banka	Czechia	150,932	42.0	33.8	28.5	27.8	30.2	18.9
Weighted Average			49.0	44.2	41.9	42.7	47.7	39.3
Median			49.6	46.0	40.9	43.7	47.5	40.8

Source: Company Data, Helgi Analytics

When compared to total assets, operating costs amounted to 0.443% in 2Q2019 down from 0.468% the previous year.

Fio banka had 48.0 employees in the second quarter of 2019, up by 6.67% when compared to the previous year. The company operated a network of 103 branches in 2Q2019.



The average cost per employee stood at USD 4,434 per month, 25.8% above the previous year. This figure was USD 2,208 per month five years earlier.

Staff accounted for 8.91% of total operating expenditures in 2Q2019.

STAFF COST (AS % OF TOTAL COST)								
NAME	COUNTRY	Total Assets (CZK mil)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	45.0	49.9	52.0	49.4	43.0	51.1
Ceska Sporitelna	Czechia	1,504,530	49.4	53.1	54.5	51.5	50.8	54.3
Komerční Banka	Czechia	1,185,990	45.5	60.9	56.5	52.4	45.5	55.0
UniCredit Czech Republic	Czechia	855,348	32.0	47.5	51.4	44.7	35.1	53.7
Raiffeisenbank Czech Republic	Czechia	369,654	43.9	55.6	55.6	53.1	42.0	57.8
Hypoteční Banka	Czechia	316,813	40.8	62.8	60.5	63.2	40.3	62.0
PPF Banka	Czechia	212,055	46.2	45.7	31.4	39.0	48.6	37.2
MONETA Money Bank	Czechia	211,951	47.3	51.9	52.1	41.9	40.9	47.4
Ceskomoravská Stavební Sporitelna	Czechia	148,769	33.8	43.2	42.9	38.6	30.6	41.2
Fio banka	Czechia	150,932	5.92	6.84	6.22	5.76	6.41	8.91
Weighted Average			43.1	52.0	52.0	48.9	43.0	52.0
Median			44.4	50.9	52.1	47.0	41.5	52.4

Source: Company Data, Helgi Analytics



3 Balance Sheet Growth, Capital, Funding & Asset Quality

3.1 Balance Sheet Growth

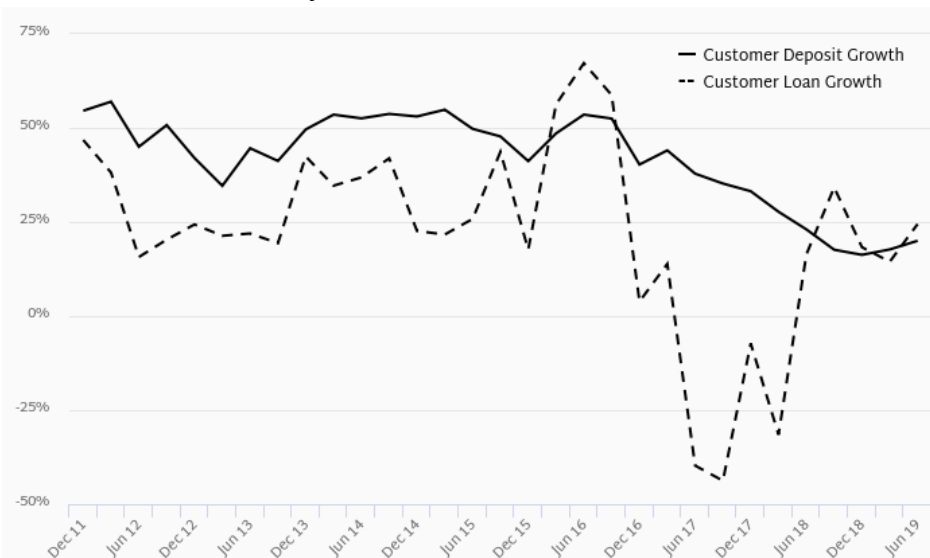
Fio banka's customer loans grew 7.63% qoq and 24.5% yoy in the second quarter of 2019. On the other side of the balance sheet, customer deposit growth amounted to 5.36% qoq and 20.0% yoy. That's compared to average of 5.16% and 30.4% seen in the last three years.

In the previous five years, the average annual loan growth amounted to -4.44% while deposit growth reached 26.7% on average a year.

At the end of second quarter of 2019, Fio banka's loans accounted for 11.7% of total deposits and 11.2% of total assets.

Loan & Deposit Growth

Customer Loan Growth & Customer Deposit Growth (%)



Source: Company Data, Helgi Analytics

HelgiLibrary

LOANS (AS % OF DEPOSITS)								
NAME	COUNTRY	Total Assets (CZK mil)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	74.9	75.6	75.9	87.1	83.2	83.2
Ceska Sporitelna	Czechia	1,504,530	73.7	75.8	75.9	72.0	72.0	69.7
Komerční Banka	Czechia	1,185,990	73.7	73.6	72.6	76.7	73.0	71.1
UniCredit Czech Republic	Czechia	855,348	107	108	92.8	92.4	66.5	64.9
Raiffeisenbank Czech Republic	Czechia	369,654	66.6	69.2	68.7	67.7	71.2	69.6
Hypoteční Banka	Czechia	316,813	113	114	114	113	113	113
PPF Banka	Czechia	212,055	17.9	21.2	21.4	25.9	22.5	19.0
MONETA Money Bank	Czechia	211,951	87.0	90.3	90.9	83.0	84.6	84.6
Ceskomoravská Stavební Sporitelna	Czechia	148,769	82.2	82.8	83.9	83.0	84.5	84.7
Fio banka	Czechia	150,932	11.8	11.3	13.1	12.6	11.5	11.7
Weighted Average			77.2	78.4	76.4	78.8	73.9	72.7
Median			74.3	75.7	75.9	79.8	72.5	70.4

Source: Company Data, Helgi Analytics

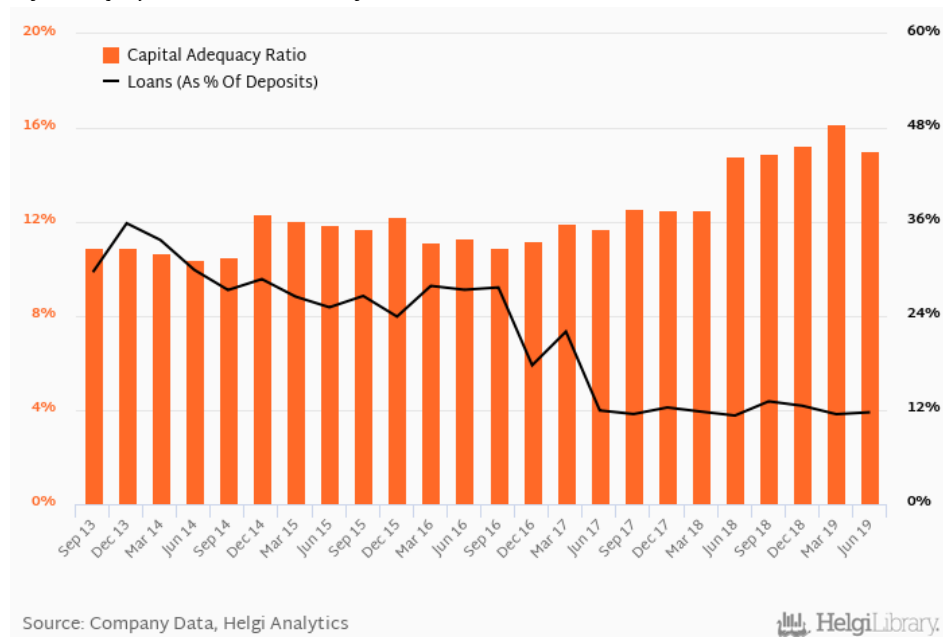


3.2 Capital & Liquidity

Fio banka's capital adequacy ratio reached 15.0% in the second quarter of 2019, up from 14.8% for the previous year. The Tier 1 ratio amounted to 14.5% at the end of the second quarter of 2019:

Capital & Liquidity

Capital Adequacy Ratio & Loans (As % Of Deposits)



Fio banka's capital is below average compared to its peers when measured by the capital adequacy ratio:

CAPITAL ADEQUACY RATIO								
NAME	COUNTRY	Total Assets (CZK mil)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	17.9	17.5	17.3	18.0	19.0	18.7
Ceska Sporitelna	Czechia	1,504,530	17.8	17.3	17.6	19.2	18.8	20.6
Komerční Banka	Czechia	1,185,990	18.3	18.1	18.4	18.5	18.9	19.0
UniCredit Czech Republic	Czechia	855,348	19.1	18.6	18.3	20.3	19.7	18.4
Raiffeisenbank Czech Republic	Czechia	369,654	16.6	16.4	16.3	16.9	16.4	17.2
Hypoteční Banka	Czechia	316,813	37.5	41.2	35.5	36.5	39.1	42.2
PPF Banka	Czechia	212,055	15.6	16.3	15.9	16.3	16.1	16.6
MONETA Money Bank	Czechia	211,951	16.6	16.0	16.6	16.4	17.0	16.7
Ceskomoravská Stavební Sporitelna	Czechia	148,769	14.7	15.7	15.5	17.5	18.5	22.7
Fio banka	Czechia	150,932	12.5	14.8	14.9	15.3	16.2	15.0
Weighted Average			18.7	18.6	18.3	19.3	19.6	20.1
Median			17.2	16.8	17.0	17.7	18.6	18.5

Source: Company Data, Helgi Analytics



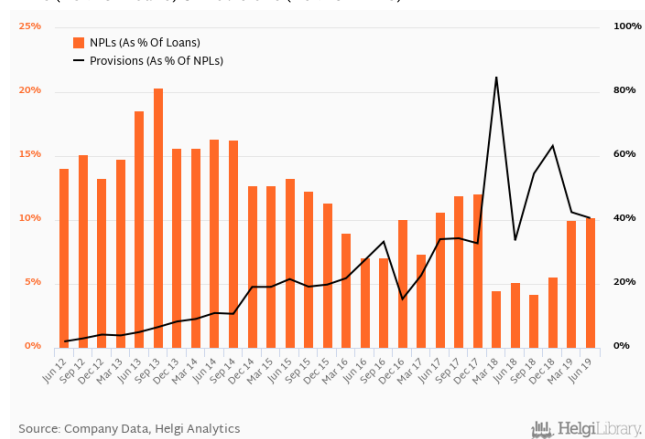
3.3 Asset Quality

Fio banka's non-performing loans were 10.2% of total loans, up from 9.99% when compared to the previous quarter. Historically, the NPL ratio hit a high of 20.4% in 3Q2013 and a low 4.21% in 3Q2018.

Provisions covered some 40.6% of NPLs at the end of the second quarter of 2019, down from 42.4% for the previous three months:

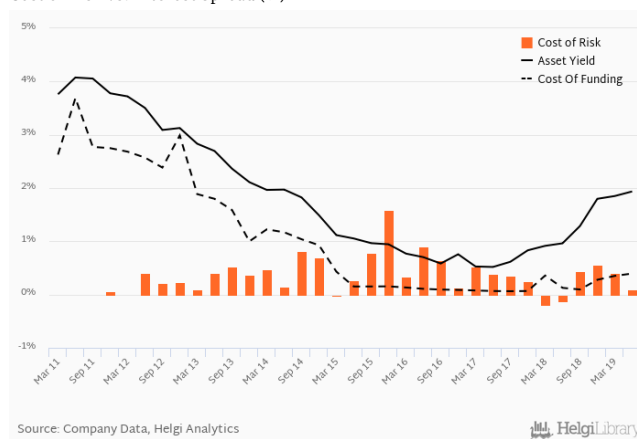
Asset Quality

NPLs (As % Of Loans) & Provisions (As % Of NPLs)



Cost of Risk

Cost of Risk vs. Interest Spread (%)



Fio banka operated with an NPL ratio 7.62 pp higher than the market average at the end of the second quarter of 2019:

NPLS (AS % OF LOANS)								
NAME	COUNTRY	Total Assets (CZK mil)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	2.02	2.88	3.05	3.06	2.92	2.39
Ceska Sporitelna	Czechia	1,504,530	2.00	2.10	1.90	1.80	1.80	1.80
Komerční Banka	Czechia	1,185,990	2.85	2.73	2.77	2.71	2.50	2.30
UniCredit Czech Republic	Czechia	855,348	3.22	3.06	2.78	2.67	2.63	2.51
Raiffeisenbank Czech Republic	Czechia	369,654	2.67	2.40	2.41	2.22	2.21	1.95
Hypoteční Banka	Czechia	316,813	1.56	1.44	1.36	1.27	1.20	1.11
PPF Banka	Czechia	212,055	6.63	7.48	7.60	12.9	11.3	9.62
MONETA Money Bank	Czechia	211,951	3.70	3.30	3.00	2.80	2.00	1.80
Ceskomoravská Stavební Sporitelna	Czechia	148,769	2.18	4.72	4.59	4.46	4.38	3.95
Fio banka	Czechia	150,932	4.48	5.11	4.21	5.59	9.99	10.2
Weighted Average			2.59	2.86	2.79	2.92	2.86	2.59
Median			2.76	2.97	2.89	2.76	2.57	2.34

Source: Company Data, Helgi Analytics

Fio banka's cost of risk reached 0.098% of average loans in the second quarter of 2019, down from 0.398% in the previous quarter and compared to -0.131% for the previous year on average.



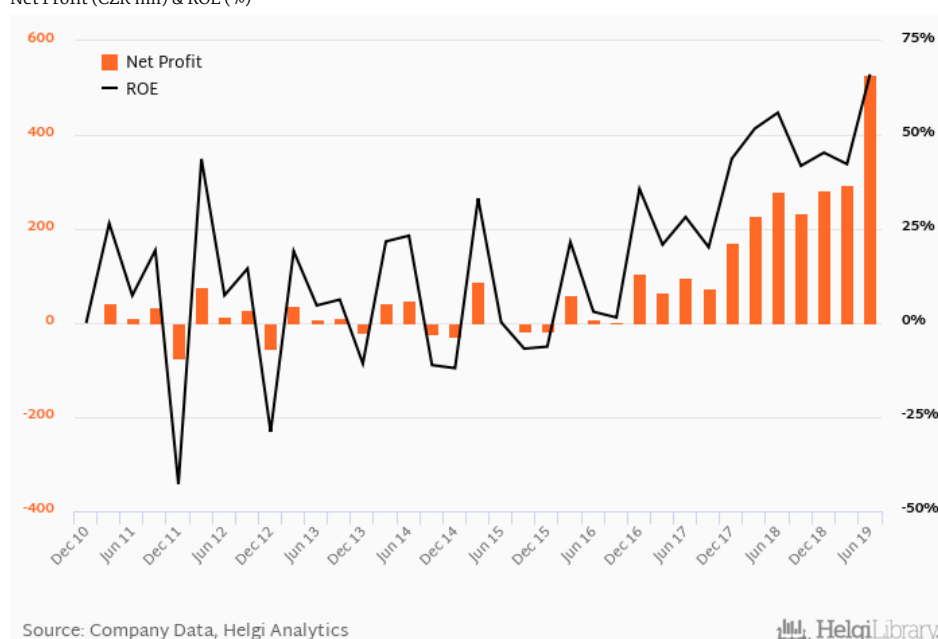
4 Profitability

Overall, Fio banka made a net profit of CZK 530 mil in the second quarter of 2019. This was up 88.6% when compared to the previous year resulting in a return on equity of 66.1%.

Historically, net profit reached a high of CZK 530 mil in 2Q2019 and a low of CZK -75.5 mil in 4Q2011.

Profitability

Net Profit (CZK mil) & ROE (%)



The company generated an average return on equity of 37.8% for its shareholders in the previous three years with maximum at 66.1% and minimum at 1.48%.

ROE								
NAME	COUNTRY	Total Assets (CZK mil)	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
CSOB	Czechia	1,682,650	17.1	15.6	18.7	18.8	20.5	26.1
Ceska Sporitelna	Czechia	1,504,530	13.3	12.8	13.7	11.7	12.6	14.9
Komerční Banka	Czechia	1,185,990	11.9	15.3	17.3	15.3	12.1	15.6
UniCredit Czech Republic	Czechia	855,348	10.2	12.0	13.8	15.1	10.4	14.6
Raiffeisenbank Czech Republic	Czechia	369,654	9.36	14.8	14.8	9.70	12.2	25.4
Hypoteční Banka	Czechia	316,813	5.83	6.03	5.81	5.40	4.98	5.60
PPF Banka	Czechia	212,055	28.8	24.2	12.3	16.9	16.2	17.9
MONETA Money Bank	Czechia	211,951	18.0	15.3	20.9	13.5	15.3	16.4
Ceskomoravská Stavební Sporitelna	Czechia	148,769	12.1	12.1	8.08	8.04	8.79	12.4
Fio banka	Czechia	150,932	51.7	55.9	41.8	45.3	42.2	66.1
Weighted Average			14.5	15.0	16.0	15.1	14.6	19.2
Median			12.7	15.1	14.3	14.3	12.4	16.0

Source: Company Data, Helgi Analytics

When compared to total assets, Fio banka generated a return of 1.44% in the second quarter of 2019 (ROA). That's 1.03 pp above average for the previous five years.

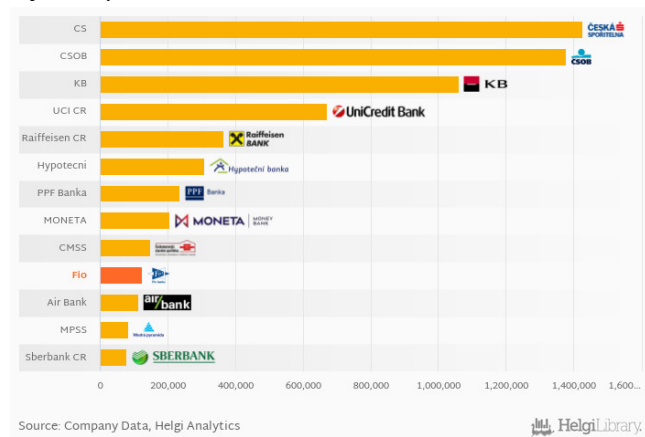


5 Market Share Position Within the Czech Market

Based on latest available data, the following charts demonstrate Fio banka's position compared to the largest players on the Czech banking market:

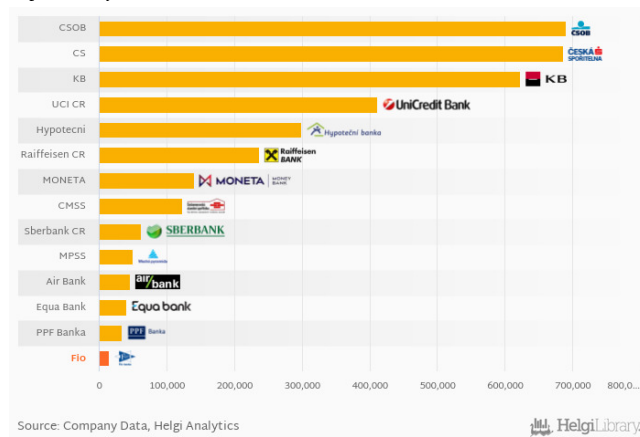
What Banks in Czechia Were the Largest in 2018?

Top Banks by Total Assets (CZK mil)



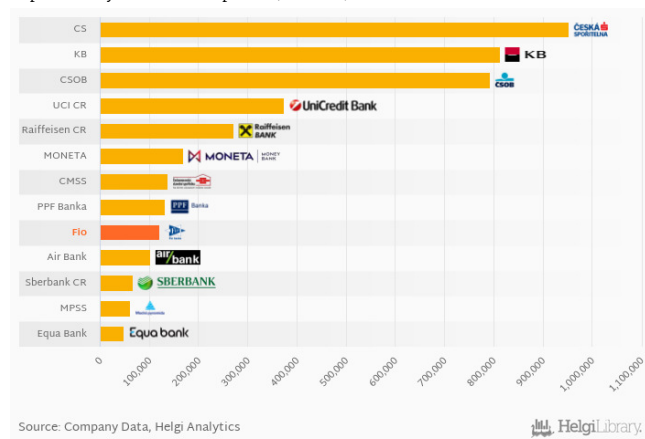
What Banks in Czechia Were the Largest Lenders in 2018?

Top Banks by Customer Loans (CZK mil)



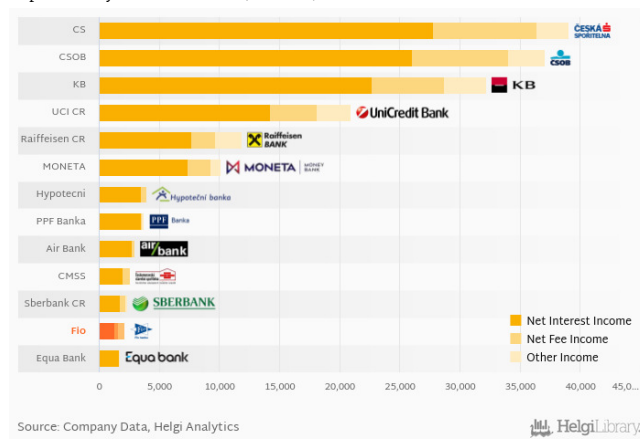
What Banks in Czechia Were the Largest Deposit Takers in 2018?

Top Banks by Customer Deposits (CZK mil)



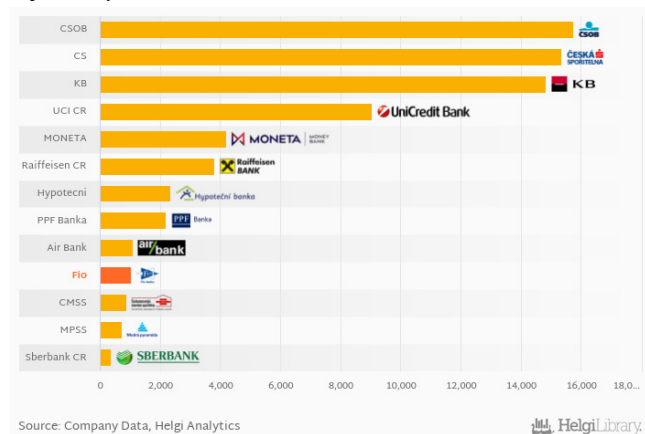
What Banks in Czechia Generated the Most Revenues in 2018?

Top Banks by Total Revenues (CZK mil)



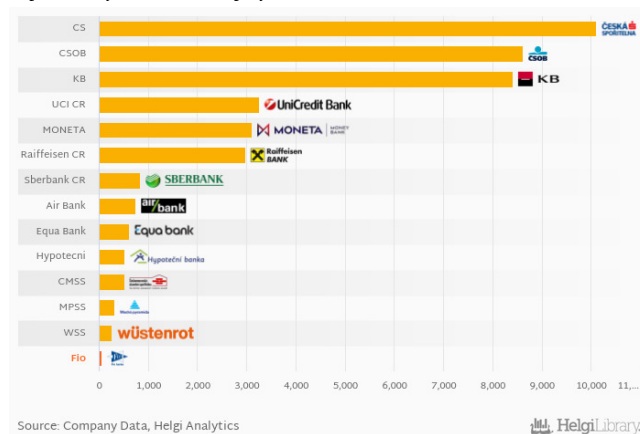
What Banks in Czechia Were the Most Profitable in 2018?

Top Banks by Net Profit (CZK mil)



What Banks in Czechia Had the Most Employees in 2018?

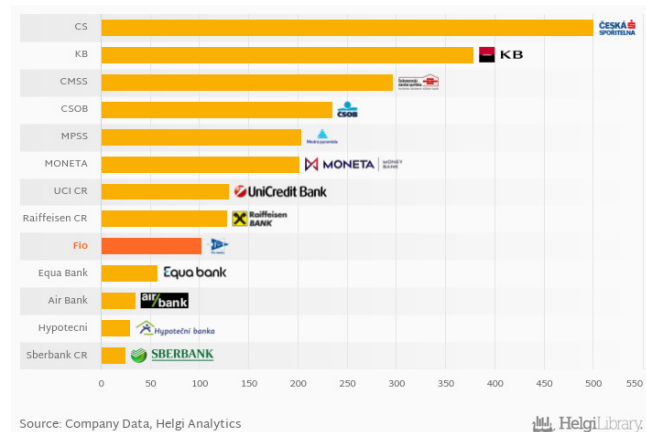
Top Banks by Number of Employees





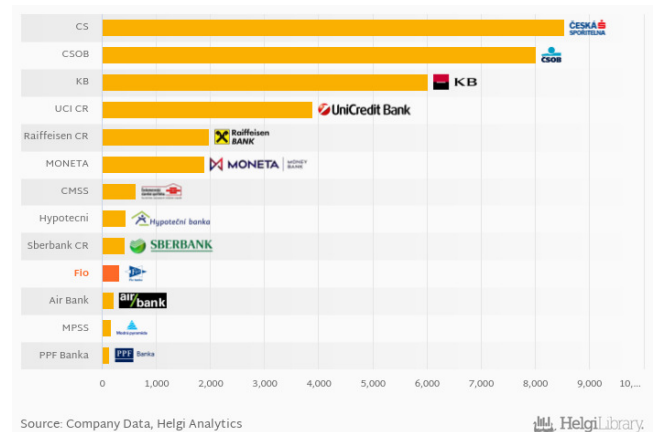
What Banks in Czechia Had the Most Branches in 2018?

Top Banks by Number of Branches



What Banks in Czechia Generated the Most Fees in 2018?

Top Banks by Net Fee Income (CZK mil)



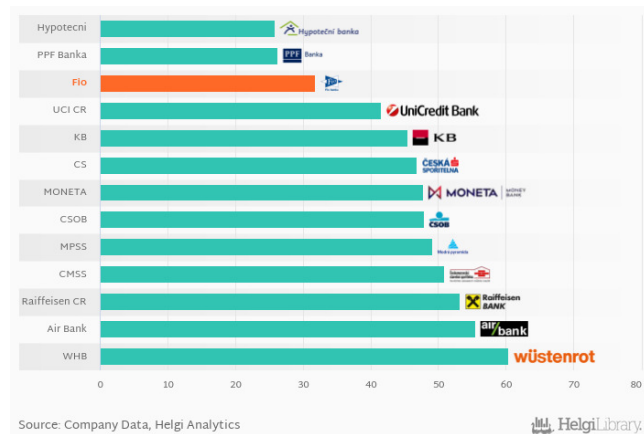


6 Relative Performance on the Czech Market

Based on latest available data, the following charts demonstrate Fio banka's relative performance when compared to the largest players on the Czech banking market:

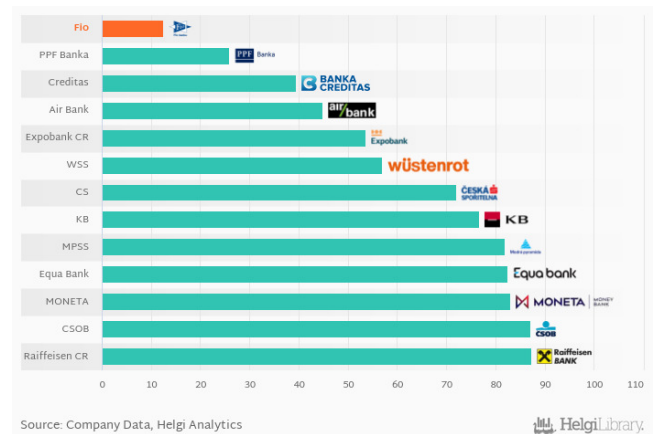
What Banks in Czechia Were the Most Cost Efficient in 2018?

Top Banks by Costs As % Of Income



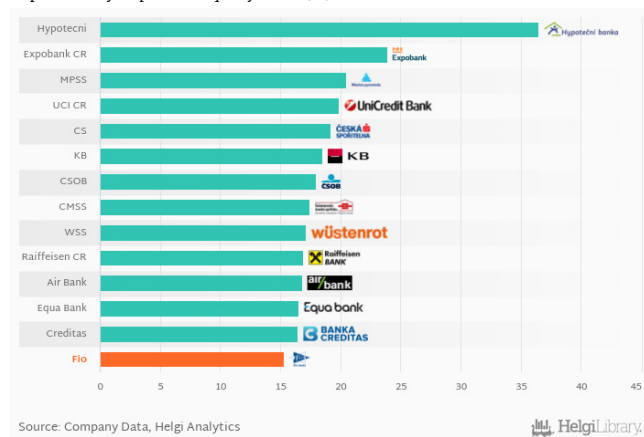
What Banks in Czechia Had the Lowest Loan to Deposit Ratio in 2018?

Top Banks by Loans (As % Of Deposits)



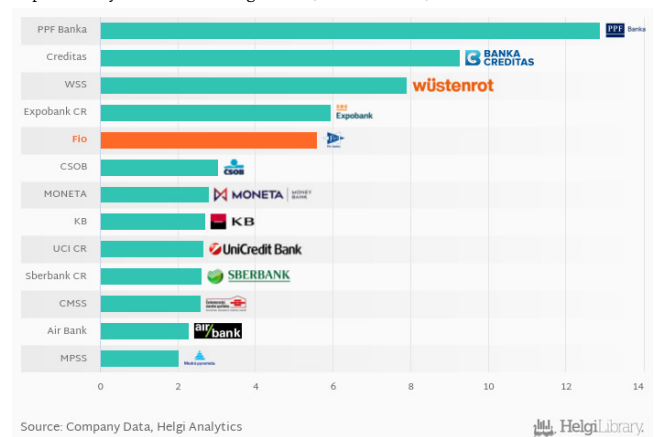
What Banks in Czechia Were the Best Capitalised in 2018?

Top Banks by Capital Adequacy Ratio (%)



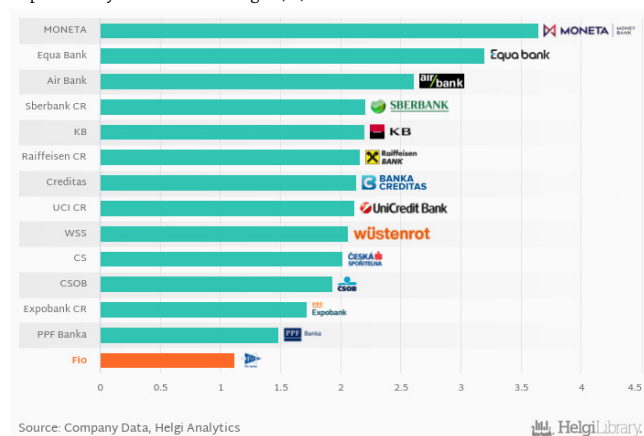
What Banks in Czechia Had the Most Bad Loans in 2018?

Top Banks by Non-Performing Loans (As % of Loans)



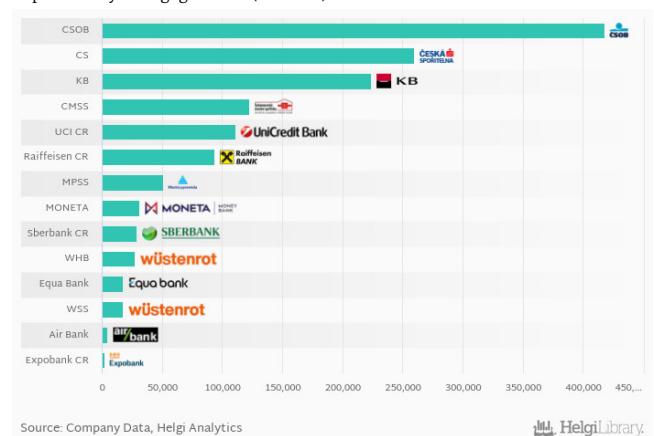
What Banks in Czechia Achieved the Highest Interest Margin in 2018?

Top Banks by Net Interest Margin (%)



What Banks in Czechia Were the Largest Mortgage Lenders in 2018?

Top Banks by Mortgage Loans (CZK mil)





Financial Data – Quarterly

Income Statement – Quarterly

INCOME STATEMENT		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Interest Income	CZK mil	162	225	267	307	416	571	617	710
Interest Cost	CZK mil	16.4	17.8	103	39.7	30.3	86.4	115	142
Net Interest Income	CZK mil	145	207	165	268	386	485	503	569
Net Fee Income	CZK mil	99.2	75.5	76.5	61.9	88.1	91.6	91.3	146
Other Income	CZK mil	138	161	147	112	132	144	131	145
Total Revenues	CZK mil	383	444	388	442	606	720	725	860
Staff Cost	CZK mil	8.26	10.3	9.65	10.2	10.7	11.6	14.0	14.5
Depreciation	CZK mil	1.89	2.61	2.20	1.69	2.15	1.93	2.30	2.26
Operating Cost	CZK mil	185	158	163	149	172	200	219	162
Operating Profit	CZK mil	198	286	225	292	433	519	505	697
Provisions	CZK mil	94.7	69.9	-58.7	-42.5	145	174	142	36.8
Extra and Other Cost	CZK mil	-2.06	3.02	0	0	0	-4.07	0	5.19
Pre-Tax Profit	CZK mil	105	213	284	335	289	350	364	656
Tax	CZK mil	31.9	40.8	53.9	53.9	54.4	66.4	69.2	126
Minorities	CZK mil	0	0	0	0	0	0	0	0
Net Profit	CZK mil	73.2	172	230	281	234	283	295	530

Source: Company Data, Helgi Analytics

Growth Rates – Quarterly

GROWTH RATES		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Net Interest Income Growth	%	54.2	53.6	67.4	143	165	134	205	112
Net Fee Income Growth	%	78.6	2.06	-12.4	-34.6	-11.1	21.3	19.3	136
Total Revenue Growth	%	39.8	26.2	12.4	32.6	58.2	62.2	86.9	94.6
Operating Cost Growth	%	33.1	-11.3	6.56	9.12	-6.84	26.6	34.4	8.65
Operating Profit Growth	%	46.7	64.8	17.1	49.0	119	81.9	125	139
Pre-Tax Profit Growth	%	2,422	46.2	323	248	175	64.5	28.3	95.7
Net Profit Growth	%	1,658	62.0	243	192	220	64.9	28.3	88.6

Source: Company Data, Helgi Analytics



Balance Sheet – Quarterly

BALANCE SHEET		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Cash	CZK mil	4,122	4,830	3,858	3,765	4,922	101,908	120,018	127,113
Interbank Loans	CZK mil	2,257	2,165	...	...	...	1,810	...	...
Customer Loans	CZK mil	12,129	12,794	13,756	13,616	16,274	15,134	15,744	16,945
Corporate Loans	CZK mil	6,862	7,702	8,218	7,264	10,103	9,936	10,371	11,112
Debt Securities	CZK mil	4,400	4,406	4,375	4,343	4,356	4,335	4,357	4,333
Fixed Assets	CZK mil	17.1	17.4	15.7	16.5	14.8	14.5	227	233
Total Assets	CZK mil	109,120	107,574	126,230	129,302	129,591	124,500	142,506	150,932
Shareholders' Equity	CZK mil	1,490	1,659	1,896	2,124	2,361	2,642	2,937	3,473
Of Which Minority Interest	CZK mil	0	0	0	0	0	0	0	0
Liabilities	CZK mil	107,629	105,915	124,334	127,177	127,229	121,857	139,570	147,459
Interbank Loans	CZK mil	2,257	2,165	...	...	...	1,810	...	...
Customer Deposits	CZK mil	105,484	103,711	116,520	120,409	124,074	120,583	137,149	144,499
Issued Debt Securities	CZK mil	0	0	0	0	0	90.0	0	0
Other Liabilities	CZK mil	...	2,031	7,814	6,768	3,155	948	...	...

Source: Company Data, Helgi Analytics

Asset Quality – Quarterly

ASSET QUALITY		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Non-Performing Loans	CZK mil	1,506	1,613	641	708	702	878	1,642	1,806
Gross Loans	CZK mil	12,645	13,321	14,300	13,854	16,657	15,689	16,441	17,678
Total Provisions	CZK mil	516	527	544	238	383	555	697	734

Source: Company Data, Helgi Analytics

Growth Rates – Quarterly

GROWTH RATES		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Customer Loan Growth	%	-43.8	-7.30	-31.5	16.4	34.2	18.3	14.4	24.4
Retail Loan Growth	%	...	...	...	18.1	13.3	-7.50	-0.204	-0.360
Corporate Loan Growth	%	-6.85	5.16	11.8	10.8	47.2	29.0	26.2	53.0
Total Asset Growth	%	35.8	33.7	34.6	27.9	18.8	15.7	12.9	16.7
Shareholders' Equity Growth	%	32.1	32.6	43.8	50.2	58.5	59.3	54.9	63.5
Customer Deposit Growth	%	35.2	33.2	27.7	23.0	17.6	16.3	17.7	20.0

Source: Company Data, Helgi Analytics



Market Share – Quarterly

MARKET SHARE		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Market Share in Revenues	%	0.938	0.965	0.873	0.887	1.31	1.44	1.54	1.63
Market Share in Net Profit	%	0.448	1.11	1.26	1.09	1.25	1.50	1.61	1.95
Market Share in Employees	%	0.103	0.110	0.110	0.108	0.117	0.127	0.112	0.115
Market Share in Branches	%	4.78	4.94	5.13	5.16	5.30	5.22	5.34	5.36
Market Share in Customer Loans	%	0.385	0.415	0.435	0.421	0.489	0.458	0.469	0.499
Market Share in Corporate Loans	%	0.658	0.754	0.798	0.682	0.919	0.920	0.948	1.01
Market Share in Retail Loans	%	0.385	0.367	0.392	0.416	0.406	0.316	0.365	0.388
Market Share in Total Assets	%	1.50	1.54	1.73	1.75	1.71	1.71	1.84	1.92
Market Share in Customer Deposits	%	2.47	2.49	2.65	2.71	2.76	2.71	2.87	2.92

Source: Company Data, Helgi Analytics

Ratios – Quarterly

RATIOS		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
ROE	%	20.2	43.6	51.7	55.9	41.8	45.3	42.2	66.1
ROA	%	0.279	0.634	0.786	0.880	0.724	0.892	0.883	1.44
Costs (As % Of Assets)	%	0.705	0.584	0.558	0.468	0.533	0.631	0.657	0.443
Costs (As % Of Income)	%	48.4	35.7	42.0	33.8	28.5	27.8	30.2	18.9
Capital Adequacy Ratio	%	12.6	12.5	12.5	14.8	14.9	15.3	16.2	15.0
Tier 1 Ratio	%	11.8	11.8	11.8	14.2	14.3	14.7	15.6	14.5
Net Interest Margin	%	0.553	0.765	0.563	0.838	1.19	1.53	1.51	1.55
Interest Spread	%	0.552	0.764	0.558	0.836	1.19	1.52	1.50	1.54
Asset Yield	%	0.616	0.831	0.915	0.963	1.29	1.80	1.85	1.94
Cost Of Liabilities	%	0.063	0.067	0.357	0.126	0.095	0.278	0.351	0.395
Payout Ratio	%	0	0	0	0	0	0	0	0
Interest Income (As % Of Revenues)	%	38.0	46.7	42.4	60.6	63.7	67.3	69.4	66.1
Fee Income (As % Of Revenues)	%	25.9	17.0	19.7	14.0	14.6	12.7	12.6	17.0
Other Income (As % Of Revenues)	%	36.1	36.3	37.8	25.4	21.7	20.0	18.0	16.9
Cost Per Employee	USD per month	2,842	3,432	3,334	3,525	3,296	3,271	4,384	4,434
Cost Per Employee (Local Currency)	CZK per month	63,994	74,289	69,906	75,715	72,975	72,661	99,597	100,494
Staff Cost (As % Of Total Cost)	%	4.46	6.48	5.92	6.84	6.22	5.76	6.41	8.91
Equity (As % Of Assets)	%	1.37	1.54	1.50	1.64	1.82	2.12	2.06	2.30
Loans (As % Of Deposits)	%	11.5	12.3	11.8	11.3	13.1	12.6	11.5	11.7
Loans (As % Assets)	%	11.1	11.9	10.9	10.5	12.6	12.2	11.0	11.2
NPLs (As % Of Loans)	%	11.9	12.1	4.48	5.11	4.21	5.59	9.99	10.2
Provisions (As % Of NPLs)	%	34.3	32.7	84.8	33.6	54.5	63.2	42.4	40.6
Provisions (As % Of Loans)	%	4.26	4.12	3.95	1.75	2.35	3.67	4.43	4.33
Cost of Provisions (As % Of Loans)	%	3.18	2.24	-1.77	-1.24	3.87	4.43	3.67	0.900

Source: Company Data, Helgi Analytics



Financial Data – Annual

Income Statement – Annual

INCOME STATEMENT		2011	2012	2013	2014	2015	2016	2017	2018
Interest Income	CZK mil	430	536	548	603	497	504	628	1,562
Interest Cost	CZK mil	303	408	328	348	102	73.5	66.6	259
Net Interest Income	CZK mil	127	128	220	255	395	431	561	1,303
Net Fee Income	CZK mil	188	160	188	253	282	253	357	318
Other Income	CZK mil	-53.3	149	113	260	336	58.7	575	534
Total Revenues	CZK mil	262	437	522	768	1,013	743	1,493	2,155
Staff Cost	CZK mil	23.4	27.3	28.7	32.3	38.7	29.2	32.3	42.1
Depreciation	CZK mil	1.69	4.49	7.04	7.67	6.85	6.92	8.62	7.97
Operating Cost	CZK mil	251	326	402	522	566	587	622	685
Operating Profit	CZK mil	11.5	111	121	246	447	156	871	1,470
Provisions	CZK mil	-8.64	32.7	76.2	195	355	-61.9	393	217
Extra and Other Cost	CZK mil	0	0	0	0	0	0	-1.99	-4.07
Pre-Tax Profit	CZK mil	20.1	78.5	44.3	51.7	92.2	218	481	1,257
Tax	CZK mil	3.34	15.0	8.09	11.2	39.3	39.2	72.7	229
Minorities	CZK mil	0	0	0	0	0	0	0	0
Net Profit	CZK mil	16.8	63.4	36.2	40.5	52.9	178	408	1,028

Source: Company Data, Helgi Analytics

Growth Rates – Annual

GROWTH RATES		2011	2012	2013	2014	2015	2016	2017	2018
Net Interest Income Growth	%	381	0.541	72.5	15.8	54.7	9.12	30.2	132
Net Fee Income Growth	%	32.3	-14.9	17.5	34.3	11.4	-10.1	40.9	-10.8
Total Revenue Growth	%	38.8	66.9	19.4	47.1	31.9	-26.7	101	44.4
Operating Cost Growth	%	75.4	30.2	23.1	29.8	8.52	3.72	5.84	10.3
Operating Profit Growth	%	-75.0	867	8.39	105	81.3	-65.1	460	68.7
Pre-Tax Profit Growth	%	-56.2	290	-43.6	16.8	78.3	136	121	161
Net Profit Growth	%	-60.3	278	-43.0	12.0	30.7	237	129	152

Source: Company Data, Helgi Analytics



Balance Sheet – Annual

BALANCE SHEET		2011	2012	2013	2014	2015	2016	2017	2018
Cash	CZK mil	2,881	4,222	5,212	9,337	31,964	58,842	86,780	101,908
Interbank Loans	CZK mil	699	1,502	1,869	1,389	1,664	1,454	2,064	1,810
Customer Loans	CZK mil	5,199	6,465	9,208	10,523	13,287	13,801	13,147	15,134
Retail Loans	CZK mil	1,116	1,188	4,189	4,439	4,617	4,465	5,370	5,198
Corporate Loans	CZK mil	4,083	5,276	5,019	6,084	8,669	9,336	7,776	9,936
Debt Securities	CZK mil	4,079	5,668	6,208	9,359	8,309	5,013	4,406	4,335
Fixed Assets	CZK mil	12.0	15.9	16.5	14.3	13.5	17.8	17.4	14.5
Total Assets	CZK mil	13,535	18,561	27,260	40,875	57,611	80,480	107,574	124,500
Shareholders' Equity	CZK mil	663	726	763	1,003	1,056	1,251	1,659	2,642
Of Which Minority Interest	CZK mil	0	0	0	0	0	0	0	0
Liabilities	CZK mil	12,872	17,835	26,498	39,872	56,555	79,229	105,915	121,857
Interbank Loans	CZK mil	699	1,502	1,869	1,389	1,664	1,454	2,064	1,810
Customer Deposits	CZK mil	12,094	17,174	25,695	39,054	55,320	77,876	103,711	120,583
Issued Debt Securities	CZK mil	40.0	50.0	0	0	0	0	90.0	90.0
Other Liabilities	CZK mil	356	351	418	636	586	1,181	1,941	948

Source: Company Data, Helgi Analytics

Asset Quality – Annual

ASSET QUALITY		2011	2012	2013	2014	2015	2016	2017	2018
Non-Performing Loans	CZK mil	0	864	1,462	1,468	1,548	1,393	1,083	878
Gross Loans	CZK mil	5,199	6,501	9,329	10,836	13,593	14,017	13,674	15,689
Total Provisions	CZK mil	0	35.8	120	313	306	215	527	555

Source: Company Data, Helgi Analytics

Growth Rates – Annual

GROWTH RATES		2011	2012	2013	2014	2015	2016	2017	2018
Customer Loan Growth	%	46.8	24.3	42.4	14.3	26.3	3.87	-4.74	15.1
Retail Loan Growth	%	35.5	6.47	253	5.95	4.03	-3.29	20.3	-3.22
Corporate Loan Growth	%	50.2	29.2	-4.88	21.2	42.5	7.69	-16.7	27.8
Total Asset Growth	%	51.2	37.1	46.9	49.9	40.9	39.7	33.7	15.7
Shareholders' Equity Growth	%	1.25	9.57	4.98	31.5	5.27	18.5	32.6	59.3
Customer Deposit Growth	%	54.6	42.0	49.6	52.0	41.6	40.8	33.2	16.3

Source: Company Data, Helgi Analytics



Market Share – Annual

MARKET SHARE		Sep 17	Dec 17	Mar 18	Jun 18	Sep 18	Dec 18	Mar 19	Jun 19
Market Share in Revenues	%	0.938	0.965	0.873	0.887	1.31	1.44	1.54	1.63
Market Share in Net Profit	%	0.448	1.11	1.26	1.09	1.25	1.50	1.61	1.95
Market Share in Employees	%	0.103	0.110	0.110	0.108	0.117	0.127	0.112	0.115
Market Share in Branches	%	4.78	4.94	5.13	5.16	5.30	5.22	5.34	5.36
Market Share in Customer Loans	%	0.385	0.415	0.435	0.421	0.489	0.458	0.469	0.499
Market Share in Corporate Loans	%	0.658	0.754	0.798	0.682	0.919	0.920	0.948	1.01
Market Share in Retail Loans	%	0.385	0.367	0.392	0.416	0.406	0.316	0.365	0.388
Market Share in Total Assets	%	1.50	1.54	1.73	1.75	1.71	1.71	1.84	1.92
Market Share in Customer Deposits	%	2.47	2.49	2.65	2.71	2.76	2.71	2.87	2.92

Source: Company Data, Helgi Analytics

Ratios – Annual

RATIOS		2011	2012	2013	2014	2015	2016	2017	2018
ROE	%	2.55	9.13	4.86	4.59	5.14	15.5	28.1	47.8
ROA	%	0.149	0.395	0.158	0.119	0.107	0.258	0.434	0.886
Costs (As % Of Assets)	%	2.23	2.03	1.75	1.53	1.15	0.850	0.661	0.591
Costs (As % Of Income)	%	95.6	74.6	76.9	67.9	55.9	79.0	41.6	31.8
Capital Adequacy Ratio	%	12.2	10.4	10.9	12.4	12.3	11.2	12.5	15.3
Tier 1 Ratio	%	...	...	9.72	11.3	11.2	10.3	11.8	14.7
Net Interest Margin	%	1.13	0.796	0.962	0.749	0.802	0.624	0.597	1.12
Interest Spread	%	0.962	0.681	0.914	0.722	0.797	0.622	0.596	1.12
Asset Yield	%	3.83	3.34	2.39	1.77	1.01	0.731	0.668	1.35
Cost Of Liabilities	%	2.87	2.66	1.48	1.05	0.212	0.108	0.072	0.228
Interest Income (As % Of Revenues)	%	48.5	29.2	42.2	33.2	39.0	58.0	37.6	60.5
Fee Income (As % Of Revenues)	%	71.8	36.6	36.1	32.9	27.8	34.1	23.9	14.8
Other Income (As % Of Revenues)	%	-20.3	34.1	21.7	33.8	33.2	7.91	38.5	24.8
Cost Per Employee	USD per month	1,868	1,972	1,975	1,776	1,776	1,821	2,342	3,027
Cost Per Employee (Local Currency)	CZK per month	33,033	38,566	38,636	37,955	42,395	45,950	54,988	66,272
Staff Cost (As % Of Total Cost)	%	9.33	8.37	7.15	6.20	6.83	4.98	5.20	6.15
Equity (As % Of Assets)	%	4.90	3.91	2.80	2.45	1.83	1.55	1.54	2.12
Loans (As % Of Deposits)	%	43.0	37.6	35.8	26.9	24.0	17.7	12.7	12.6
Loans (As % Assets)	%	38.4	34.8	33.8	25.7	23.1	17.1	12.2	12.2
NPLs (As % Of Loans)	%	0	13.3	15.7	13.5	11.4	9.94	7.92	5.59
Provisions (As % Of NPLs)	%	...	4.15	8.24	21.3	19.8	15.5	48.7	63.2
Provisions (As % Of Loans)	%	0	0.554	1.31	2.98	2.30	1.56	4.01	3.67
Cost of Provisions (As % Of Loans)	%	-0.198	0.560	0.973	1.97	2.98	-0.457	2.91	1.54

Source: Company Data, Helgi Analytics



ABOUT HELGI ANALYTICS

Helgi Analytics is a consulting company based in the Czech Republic. The company mainly provides consultancy in the area of financial services and real estate and focuses primarily on the region of Central and Eastern Europe.

Helgi Analytics also runs a web application called Helgi Library, which is a database/library offering data and analyses on more than 99% of the world's economy and population. The Library aims to bring interesting statistical data and analyses to a wide audience under affordable conditions. If you wish to get more details, please visit www.helgilibrary.com or contact us at info@helgilibrary.com.

Helgi Analytics
Eliášova 38, Prague 6
160 00, Czech Republic
www.helgianalytics.com

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