

Fiscal Year 2018 (2017)

1. New Business

<u>Promotional Business</u>	EUR million		Change in %
Special promotional loans	6 694	(7 436)	- 10.0
Of which: Agriculture	2 117	(2 211)	- 4.3
Rural Development	1 969	(1 797)	9.6
Renewable Energy	1 425	(2 358)	- 39.6
Agribusiness	1 173	(1 054)	11.2
Registered bonds/Promissory notes/ Securities	3 649	(4 426)	- 17.6
Total new promotional business	10 344	(11 862)	- 12.8
<u>Funding of promotional business</u>			
Medium and long-term funding	11 276	(12 376)	- 8.9
Of which: Euro MTN	9 650	(9 422)	2.4
Global bonds	1 096	(1 081)	1.4
AUD MTN	529	(1 231)	- 57.0

2. Balance Sheet

Total assets	90 161	(90 785)	- 0.7
Loans and advances to banks	60 138	(60 532)	- 0.7
Loans and advances to customers	6 486	(6 884)	- 5.8
Securities portfolio	16 520	(15 870)	4.1
Securitized liabilities	76 577	(76 894)	- 0.4
Equity reported on the balance sheet	4 539	(4 445)	2.1

3. Income Statement

Net interest income	295.1	(305.6)	- 3.4
Administrative expenses	71.8	(69.3)	3.6
Operating profit before provision for loan losses and valuation	207.1	(223.8)	- 7.5
Provision for loan losses and valuation	144.1	(162.8)	- 11.5
Net income	63.0	(61.0)	3.3
Distributable profit	15.8	(15.3)	3.3

First quarter 2019 (2018) - New business

Promotional loans (in EUR million)	1 485	(1 648)	- 9.9
Medium and long-term funding (in EUR billion)	4 363	3 708	17.7

Due to rounding, figures and percentages may not add up precisely to the totals provided.