



Borislav Kostadinov, Member of the Management Board  
Christian Dagrosa, Head of Controlling

**Q4/ FY 2018 results**

Frankfurt am Main, 27 March 2019

## Summary

- ▶ A profitable, development-oriented commercial group of banks for SMEs with a focus on South Eastern Europe and Eastern Europe
- ▶ Headquartered in Frankfurt and supervised by the German Federal Financial Supervisory Authority (BaFin) and Deutsche Bundesbank
- ▶ Mission of promoting sustainable development with an ethical corporate culture and long-term business relationships
- ▶ Track record of high quality loan portfolio
- ▶ Profitable every year since creation as a banking group in 2003
- ▶ Listed on the Frankfurt Stock Exchange since December 2016

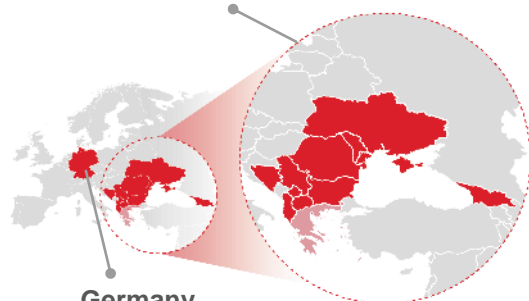
## Key figures FY 2018 and FY 2017

<b>Total assets</b>	<b>Customer loan portfolio</b>	<b>Deposits/loans<sup>(1)</sup></b>
EUR 5,966m	EUR 4,392m	87%
EUR 5,499m	EUR 3,910m	91%
<b>Number of employees</b>	<b>Profit of the period</b>	<b>RoAE</b>
2,971	EUR 54.5m	7.6%
3,323	EUR 48.1m	7.1%
<b>CET1 ratio (fully loaded)</b>	<b>Rating (Fitch)</b>	
14.4%	BBB (stable) <sup>(2)</sup>	
13.7%		

## Geographical distribution

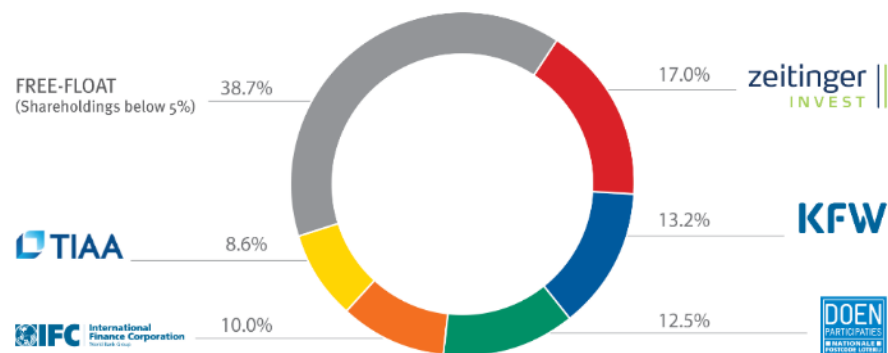
**South Eastern Europe and Eastern Europe**  
(ca. 92% of gross loan portfolio)

**South America<sup>(3)</sup>**  
(ca. 6% of gross loan portfolio)



**Germany**  
(ca. 2% of gross loan portfolio)

## Reputable development-oriented shareholder base



Note: Shareholder structure according to the voting right notifications and voluntary disclosure of voting rights as published on our website [www.procredit-holding.com](http://www.procredit-holding.com)

Notes: (1) Customer deposits divided by customer loan portfolio; (2) Full Rating Report as of 19.12.2017, re-affirmed on 03.10.2018; (3) The recovery unit "Administración y Recuperación de Cartera Michoacán S. A." (ARDEC) was sold in January 2019 and has been re-classified from the group's scope of continuing operations and the South American segment to discontinued operations

**A**      **Highlights**

B      Financial development

C      Asset quality

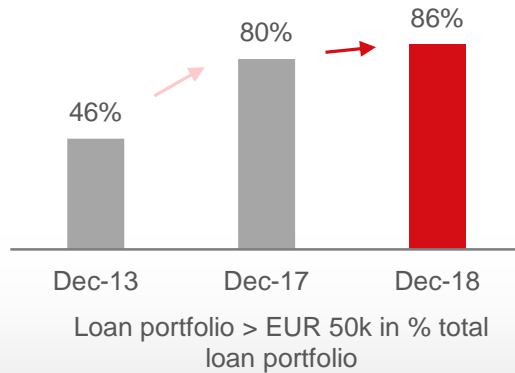
D      Balance sheet, capital and funding

Q&A

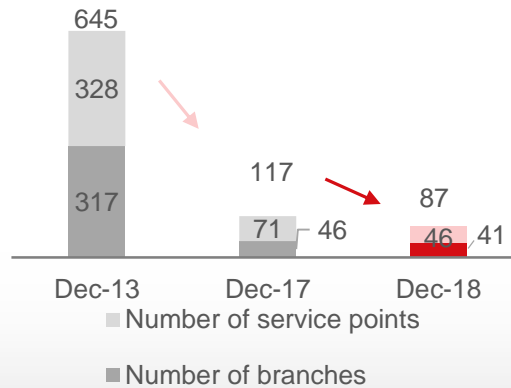
Appendix

# Where are we coming from? Significant progress since 2013

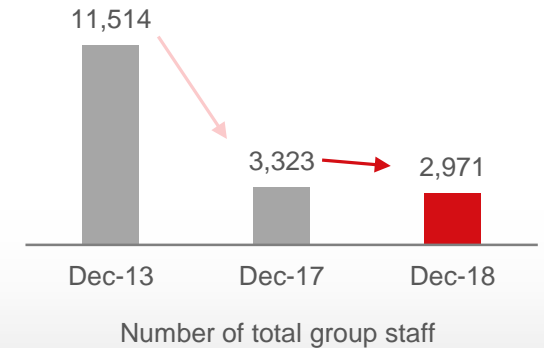
## Focused growth in SME loan categories<sup>(1)</sup>



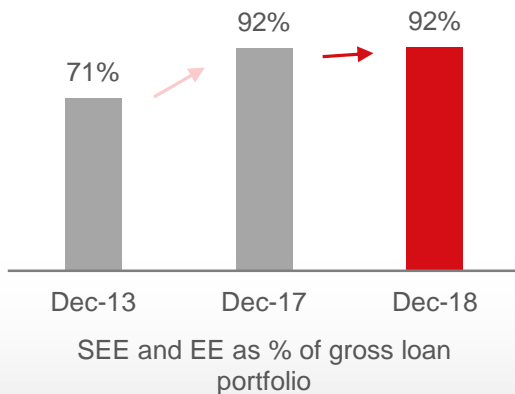
## Decrease in overall branch network



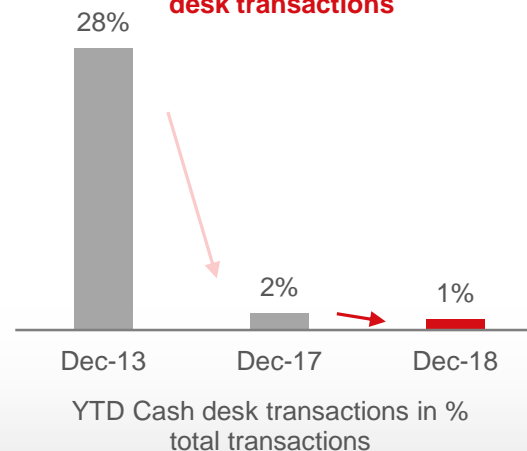
## Decrease in number of total group staff



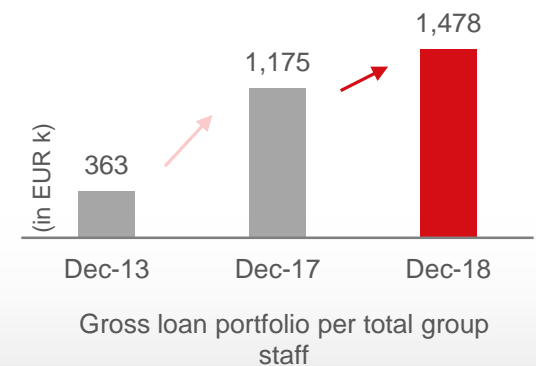
## Regional focus on South Eastern Europe and Eastern Europe



## Decrease in number of cash desk transactions



## Increase in loan portfolio per total group staff



Note:

All related figures and ratios for Dec-13 relate to the subsidiaries as shown in the consolidated financial statement as of 2013; (1) Loan portfolio > EUR 50k initial loan size in % of customer loan portfolio by outstanding principal

## Execution of “Hausbank” business client strategy

- ▶ Strengthened track record to grow with good portfolio quality
- ▶ Successful positioning as Hausbank for SMEs driving growth of transaction and deposit volumes



## Execution of ProCredit Direct private client strategy

- ▶ Fully implemented unified range of client services for a standard fee in the ProCredit banks
- ▶ Roll-out of marketing campaigns for private clients started throughout the group



## Positioning for profitable growth

- ▶ Successful capital increase in Feb-18 (EUR 61m)
- ▶ Sale of shares in ARDEC Mexico
- ▶ Invested in centralized IT back office to enhance efficiency, scalability and security



## Environmental focus further strengthened

- ▶ Continued strong growth of the green loan portfolio (+39%), representing 15.4% of total loan portfolio
- ▶ Green Bond Framework in line with Green Bond Principles 2018 and Second Party Opinion by Sustainalytics
- ▶ Commitment to foster the SDGs as demonstrated in our Impact Report 2018

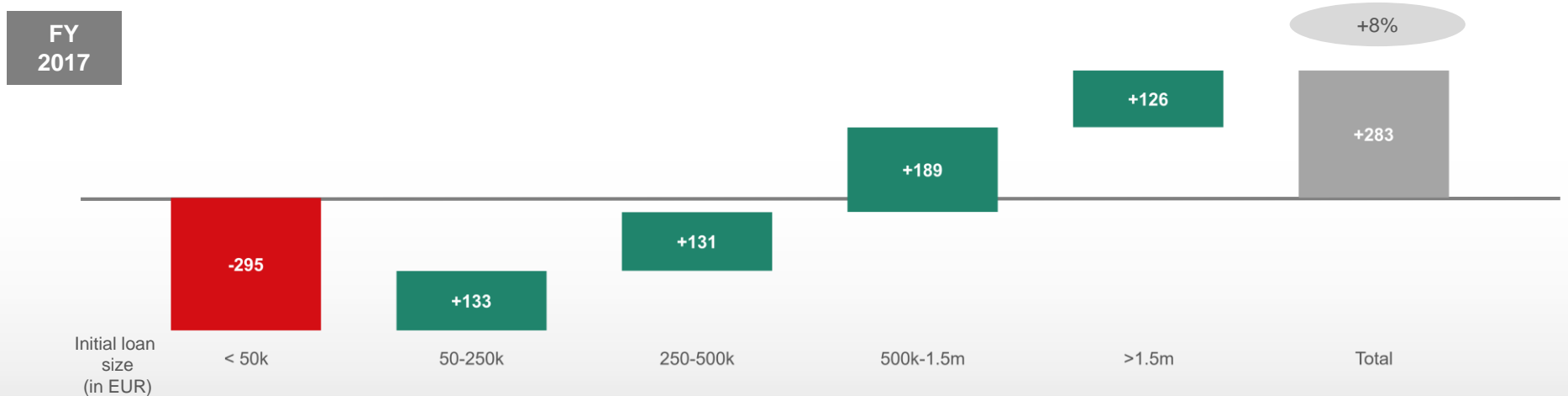
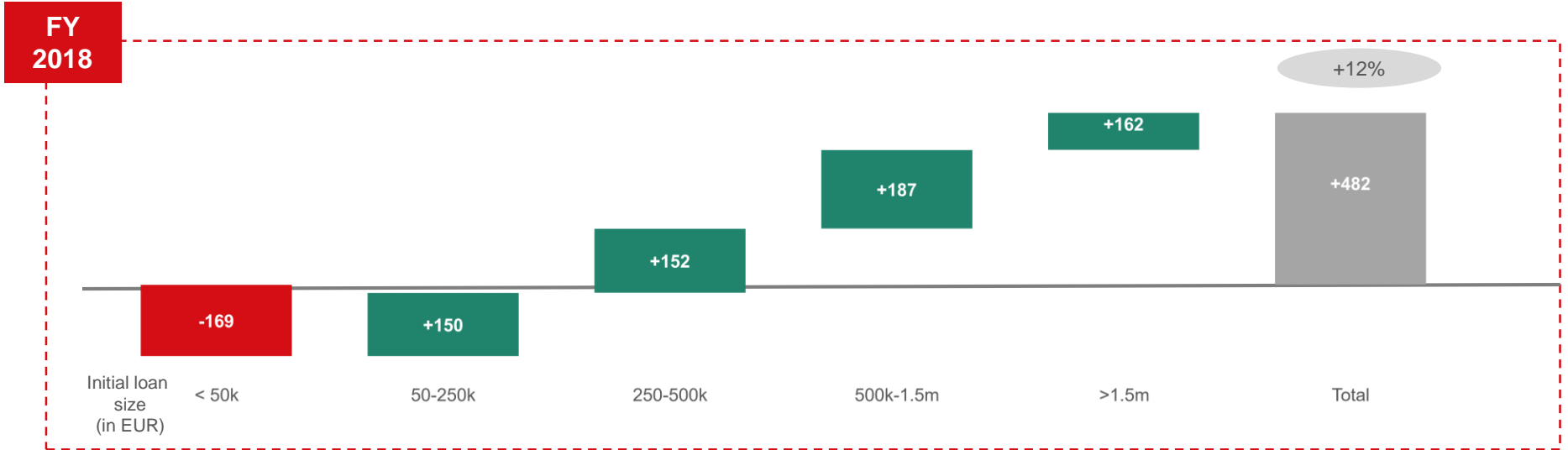


	Guidance 2018	Actuals 2018	Commentary
▶ Growth of the loan portfolio <sup>(1)</sup>	12 – 15%	12.3%	✓ Continued strong growth in the SME segment
▶ Return on average equity (RoAE)	7.5 – 8.5%	7.6%	✓ Includes result from discontinued operations of EUR -4.6m
▶ Cost-income ratio (CIR)	< 70%	70.2%	Slightly above guidance, affected by elevated marketing expenses in Q4
▶ CET1 ratio (fully loaded)	> 13%	14.4%	✓ Continuously high level of capitalisation
▶ Dividend pay-out ratio	1/3 of profits	1/3 of profits	✓ Proposed dividend payout of EUR 0.30 per share

In addition, our green loan portfolio has reached a share of 15.4% of total loan portfolio, in line with our target of 15%.

Note: (1) Assuming no significant FX volatility

# Strong volume growth in loan portfolio



Note: Gross Loan volume growth split by initial loan size in all segments; FY 2017: restated from outstanding principal to gross loan portfolio

## 7 Goals for Sustainable Development (SDG) where we contribute the most



### Our efforts

- ▶ **E&S Standards and Exclusion List:** Ensures high social, moral and ecological standards in all our business relations
- ▶ **Code of Conduct:** Based on the principle of human dignity, mutual respect and personal responsibility
- ▶ **ProCredit Academy:** Helps ensure awareness of and commitment to our ethical standards among our employees
- ▶ **Impact Report:** Reports on our non-financial achievements and outlines our efforts towards economic, social and ecological sustainability

### Our targets

- ▶ **20% green loans** in our portfolio
- ▶ **Become carbon neutral** regarding our own CO2 emissions
- ▶ Maintain and further increase the **high level of S&E competence** among staff

### Key facts 2018

Average training days per employee	Diversity of our management boards	CO <sub>2</sub> saved in 2018	Green loan portfolio	% of transactions are automated
<b>18.3</b>	<b>51% / 49%</b> (women / men)	<b>56,536 t</b>	<b>EUR 678m</b>	<b>99.9%</b>



▶ <b>Growth of the loan portfolio</b>	10 – 13% <sup>(1)</sup>
▶ <b>Profit for the period</b>	EUR 48 – 55m
▶ <b>Cost-income ratio (CIR)</b>	< 70%
▶ <b>CET1 ratio</b>	> 13%
▶ <b>Dividend payout ratio</b>	1/3 of profits

In the medium term, assuming a stable political, economic and operating environment, we see potential for around 10% p.a. growth in the total loan portfolio, a cost-income ratio (CIR) of < 60%, and a return on average equity (RoAE) of about 10%

*Note: (1) Assuming no significant FX volatility*

A Highlights

**B Financial development**

C Asset quality

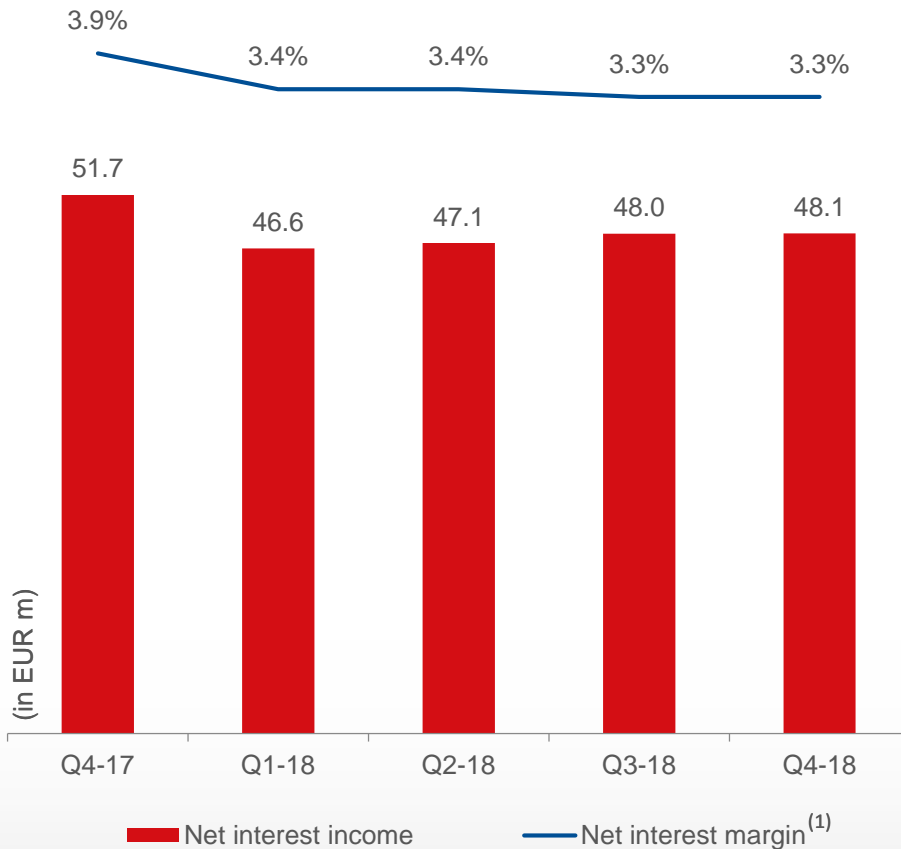
D Balance sheet, capital and funding

Q&A

Appendix

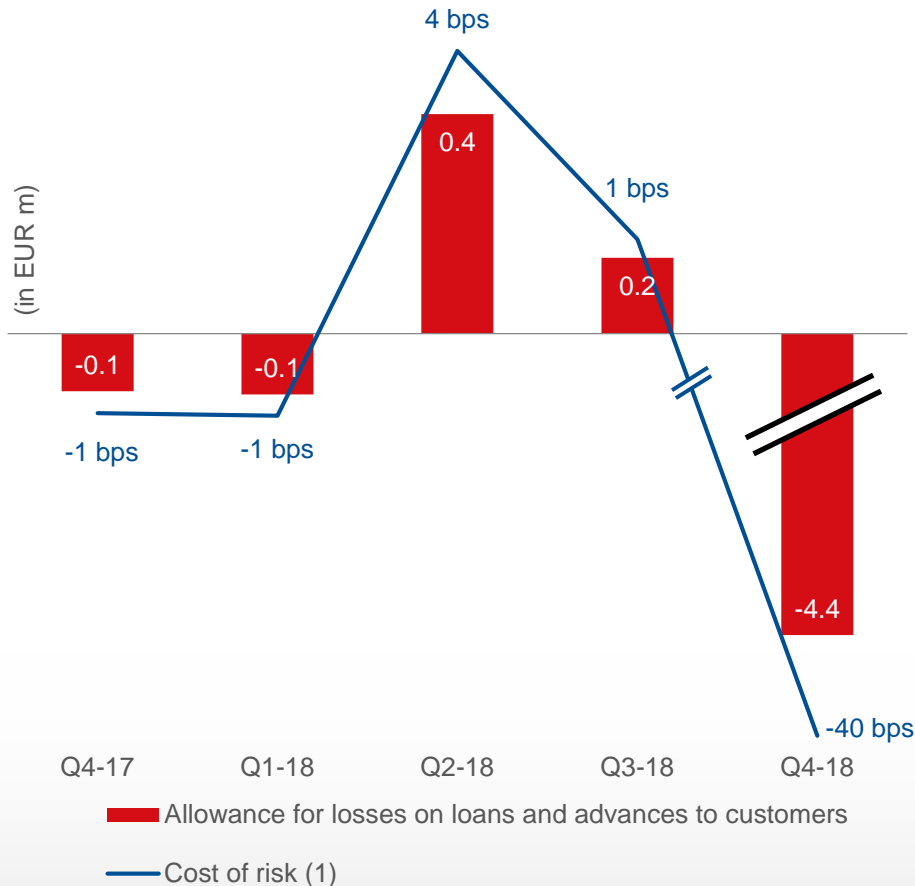
In EUR m		FY 2017	FY 2018	Q3-2018	Q4-2018	y-o-y
Income statement	Net interest income	204.7	189.8	48.0	48.1	-7%
	Provision expenses	4.8	-3.9	0.2	-4.4	-181%
	Net fee and commission income	45.8	52.2	13.3	14.8	14%
	Net result of other operating income	2.7	2.1	1.5	1.0	-24%
	Operating income	248.4	248.0	62.7	68.3	0%
	Operating expenses	186.3	171.4	42.5	45.8	-8%
	Operating results	62.1	76.6	20.3	22.6	23%
	Tax expenses	14.6	17.6	5.7	6.1	21%
	Profit of the period from continuing operations	47.6	59.0	14.6	16.5	24%
	Profit of the period from discontinued operations	0.5	-4.6	-0.4	-3.0	-985%
	Profit after tax	48.1	54.5	14.3	13.5	13%
Key performance indicators	Change in customer loan portfolio <sup>(1)</sup>	7.7%	12.3%	1.1%	2.0%	4.6pp
	Cost-income ratio	73.6%	70.2%	67.5%	71.6%	-3.3pp
	Return on equity <sup>(2)</sup>	7.1%	7.6%	7.8%	7.2%	0.5pp
	CET1 ratio (fully loaded)	13.7%	14.4%	14.5%	14.4%	0.7pp
Additional indicators	Net interest margin <sup>(2)</sup>	3.8%	3.3%	3.3%	3.3%	-0.5pp
	Net write-off ratio <sup>(2)(3)(4)</sup>	0.4%	0.5%	0.6%	0.5%	0.1pp
	Impaired loans <sup>(5)</sup>	4.7%	-	-	-	n/a
	Credit impaired loans (Stage 3) <sup>(6)</sup>	4.5%	3.1%	3.4%	3.1%	-1.4pp
	Coverage impaired portfolio (Stage 3) <sup>(6)</sup>	84.6%	90.8%	93.0%	90.8%	6.2pp
	Book value per share	12.2	12.5	12.3	12.5	3%

Notes: Return on average equity and CET1 ratio include discontinued operations; Previous periods have been adjusted according to the new scope of continued operations (see slide 38) (1) Gross amount; (2) Annualised; (3) Net write-offs to customer loan portfolio; (4) Excluding interest accrued under IFRS 9 from PAR 90 loans, which is fully provisioned for; (5) Impaired loans under IAS 39; (6) Credit impaired portfolio under IFRS 9



- ▶ Net interest income largely stable in Q4, showing an overall positive trend throughout the year, which is further characterised by a stabilisation of the net interest margin
- ▶ Trend is above all driven by interest income from loans to customers, which is steadily strengthening on the basis of the strong growth of our portfolio
- ▶ In the introduction phase of our direct banking strategy, deposits have not grown at the same pace as our loan portfolio
- ▶ Temporary increase in IFI and bank funding leading to increased interest expenses

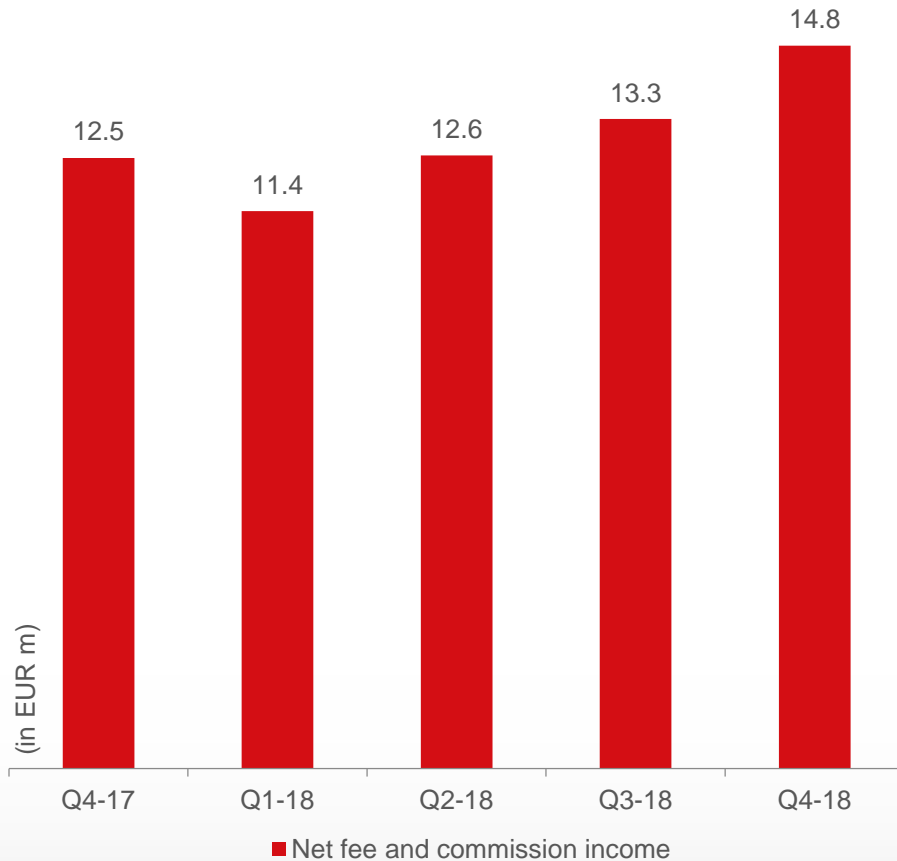
Notes: Previous periods have been adjusted according to the new scope of continued operations (see slide 38) (1) Annualised



- ▶ Financial performance in 2018 supported by the very solid risk profile, which maintained loan loss provisioning expenses at extraordinarily low levels
- ▶ Credit impaired loans decreased to 3.1%, a substantial improvement compared to the previous year
- ▶ Coverage ratio for credit impaired loans above 90%, surpassing the previous year's level
- ▶ Recoveries of written-off loans particularly strong in Q4, contributing EUR 14m to provisioning result in 2018
- ▶ Additional LLP expenses are reflected in the result of discontinued operations in connection with the wind-up of ARDEC Mexico

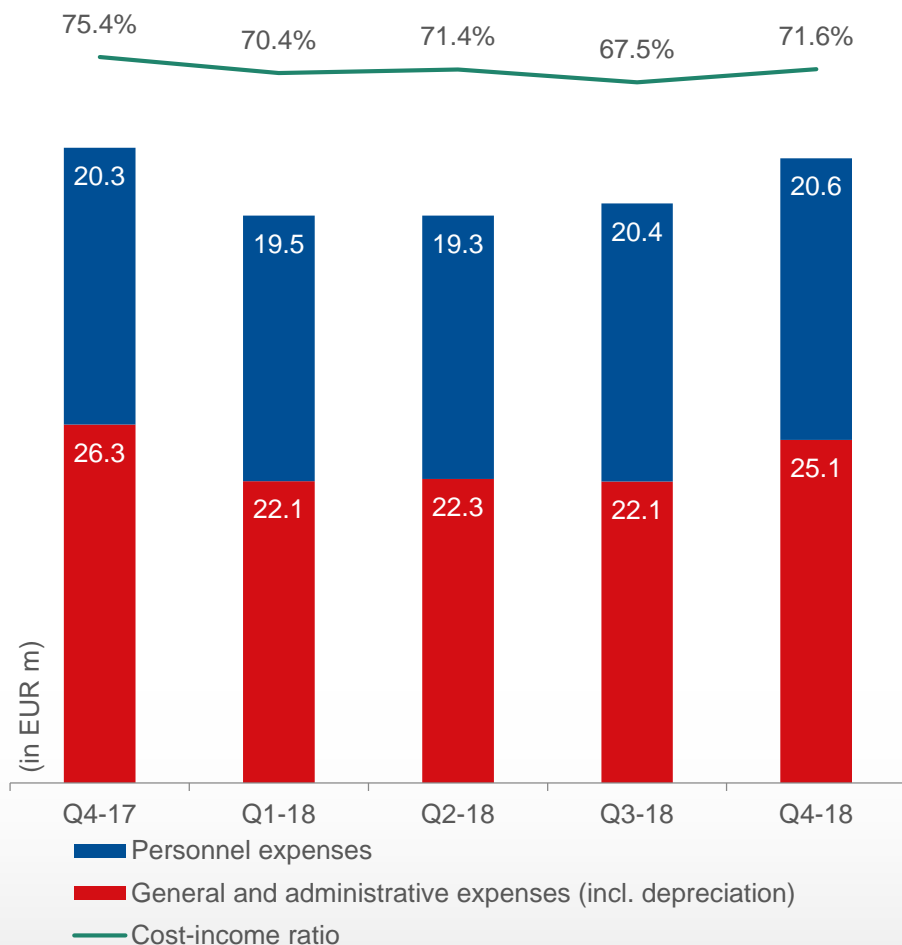
*Note: Previous periods have been adjusted according to the new scope of continued operations (see slide 38) (1) Cost of risk defined as allowances for losses on loans and advances to customers, divided by average customer loan portfolio; Annualised*

## Net fee and commission income



- ▶ Net fee and commission income increased steadily quarter by quarter
- ▶ YoY, increase in net fee and commission income of more than EUR 6 million
- ▶ Direct banking strategy as major driver behind positive development of net fee income
- ▶ Fee income from business clients developing positively on the back of growing base of regionally active SME clients
- ▶ Increased net fee and commission income leading to higher diversification of earnings and representing a source of income that is not driven by risk-weighted assets

*Note: Previous periods have been adjusted according to the new scope of continued operations (see slide 38)*



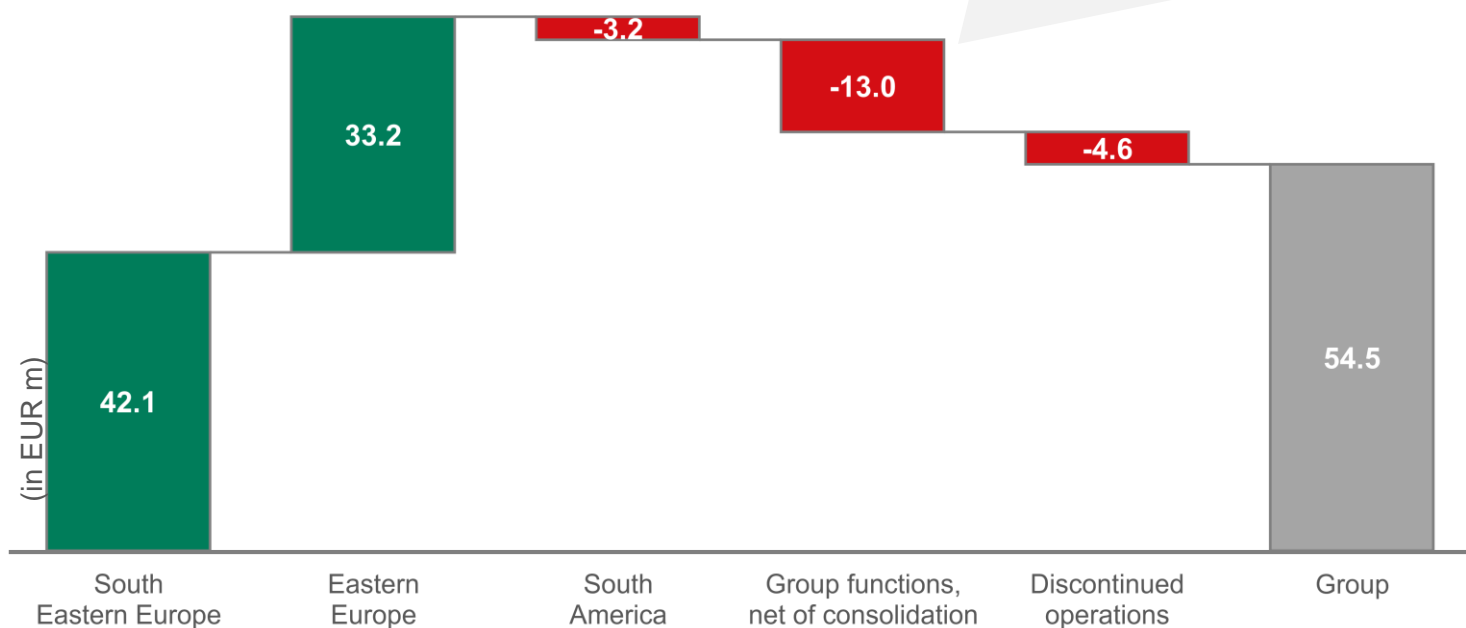
- ▶ YoY decrease in operating expenses of more than EUR 15m
- ▶ Reduction primarily driven by cost items related to administration of branch network and personnel, facilitated by direct banking strategy
- ▶ Q4 increase in operating expenses primarily related to the launch of a group-wide marketing campaign for the direct banking concept
- ▶ Increased cost-income ratio in Q4 in line with operating expenses

Note: Previous periods have been adjusted according to the new scope of continued operations (see slide 38)

## Contribution of segments to group net income FY 2018

Group functions, e.g. risk management, reporting, capital management, IT, liquidity management, training and development

Includes ProCredit Holding, Quipu, ProCredit Academy Fürth, ProCredit Bank Germany (EUR 76m customer loan portfolio; EUR 272m customer deposits)



	South Eastern Europe	Eastern Europe	South America	Group
Customer loan portfolio (EUR m)	3,059	987	271	4,392
2018 Change in customer loan portfolio	+10.9%	+19.8%	+13.3%	+12.3%
Cost-income ratio	67.2%	44.2%	111.9%	70.2%
Return on Average Equity	8.8%	20.0%	-5.6%	7.6%



A Highlights

B Financial development

**C Asset quality**

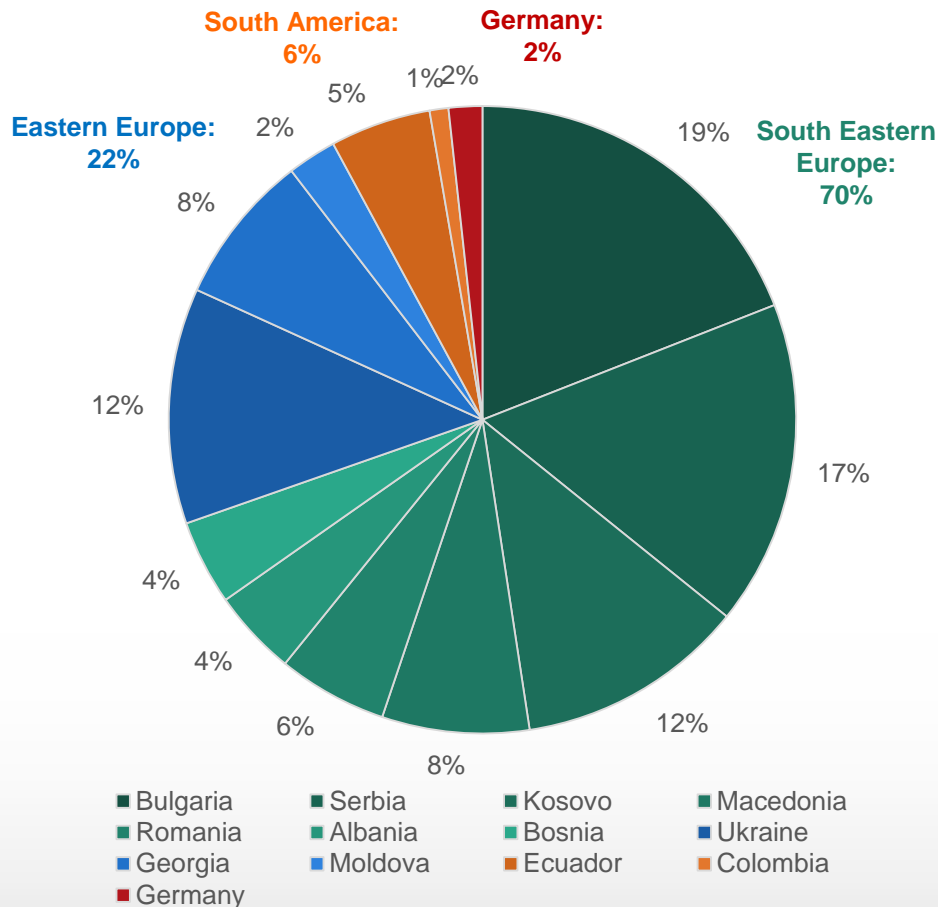
D Balance sheet, capital and funding

Q&A

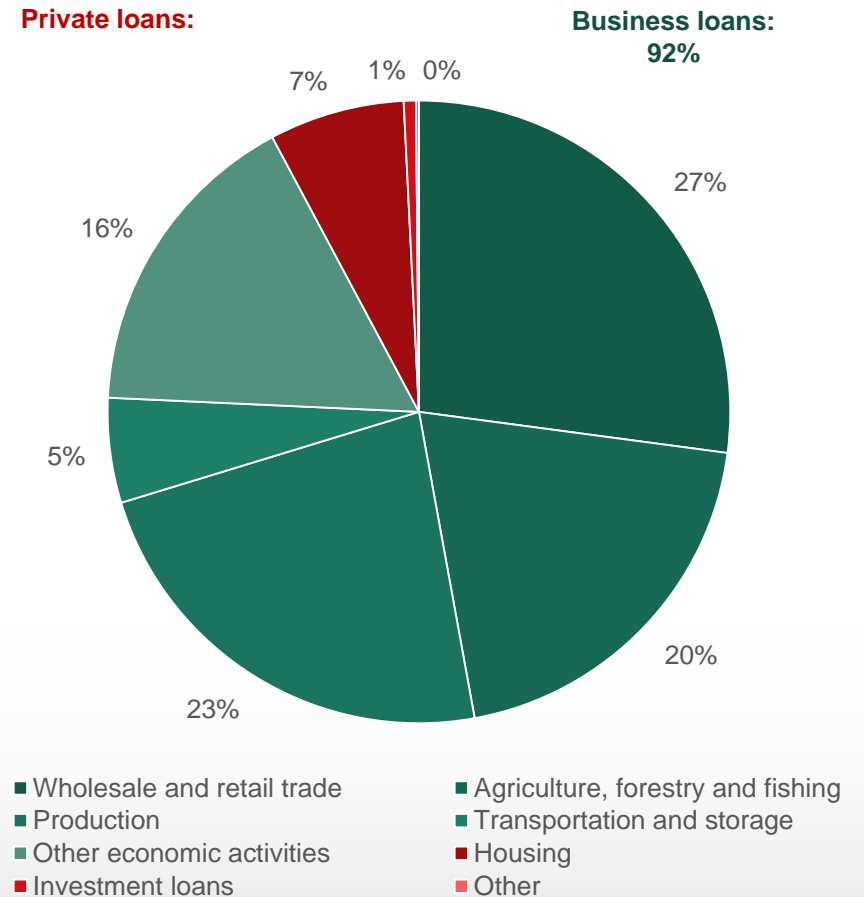
Appendix

# Structure of the loan portfolio

Loan portfolio by geographical segments



Loan portfolio by sector

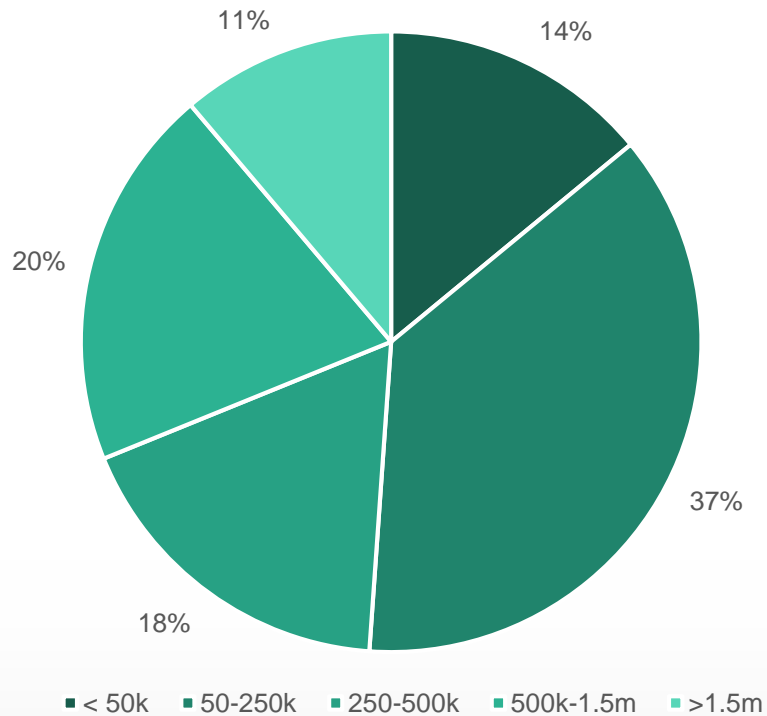


Notes: Loan portfolio by geographical segments and by sector in % of gross loan portfolio (EUR 4,392m as per 31-Dec-18)

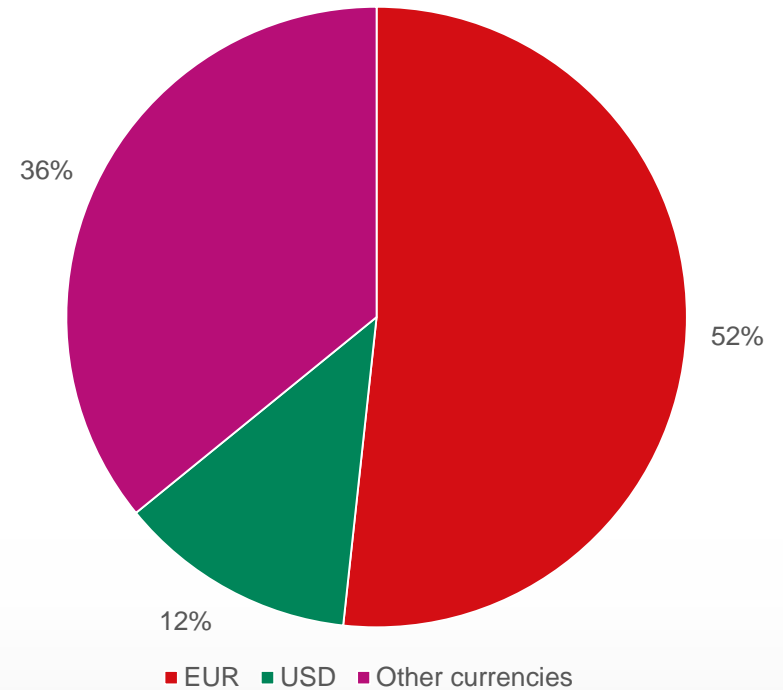


## Structure of the loan portfolio (continued)

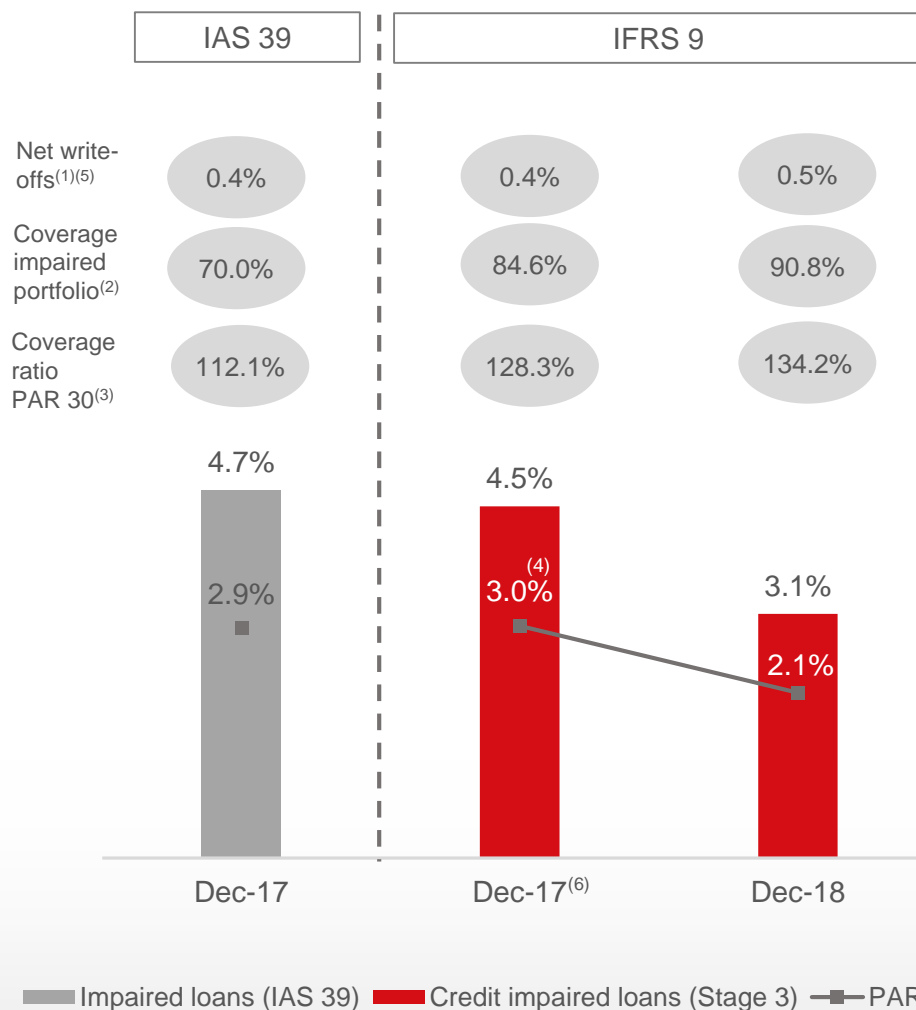
Loan portfolio by initial loan size



Loan portfolio by currency



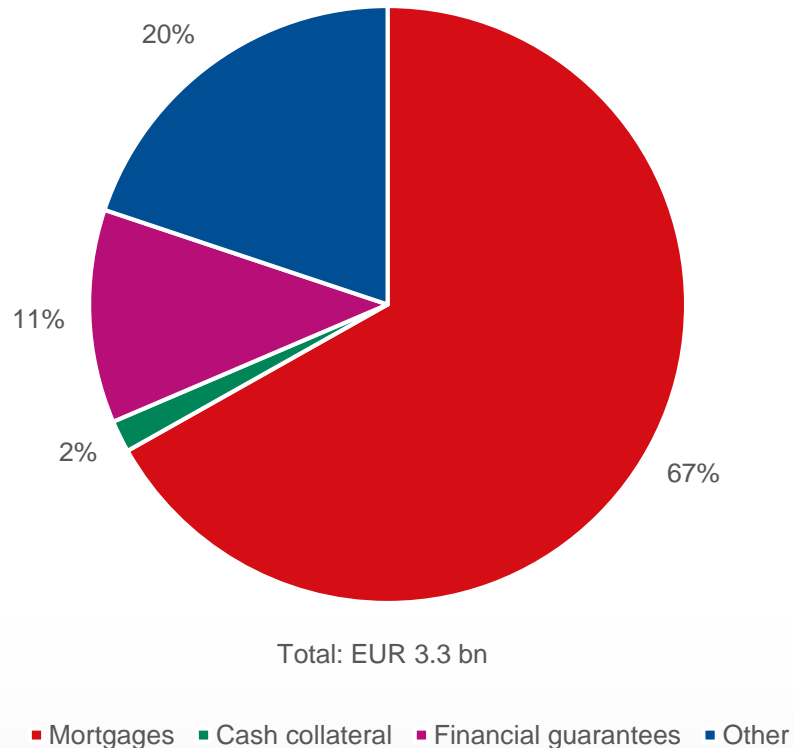
Notes: Loan portfolio by initial loan size and by currency in % of gross loan portfolio (EUR 4,392m as of 31-Dec-18)



- ▶ Substantially improved portfolio quality in 2018, as volume of stage 3 loans reduced by EUR 50m or 27% YoY
- ▶ Reduced share of impaired loans of 1.7 pp amid continuously low write-offs
- ▶ Coverage ratio above 90%, improved visibly with respect to previous year

Notes: (1) Net write-offs to gross loan portfolio; (2) Allowances for losses on loans and advances divided by credit impaired portfolio; (3) Allowances for losses on loans and advances to customers divided by PAR 30 loan portfolio (4) Figure has been restated according to IFRS 9; (5) Excluding interest accrued under IFRS 9 from PAR 90 loans, which is fully provisioned for; (6) 2017 figures presented without ARDEC

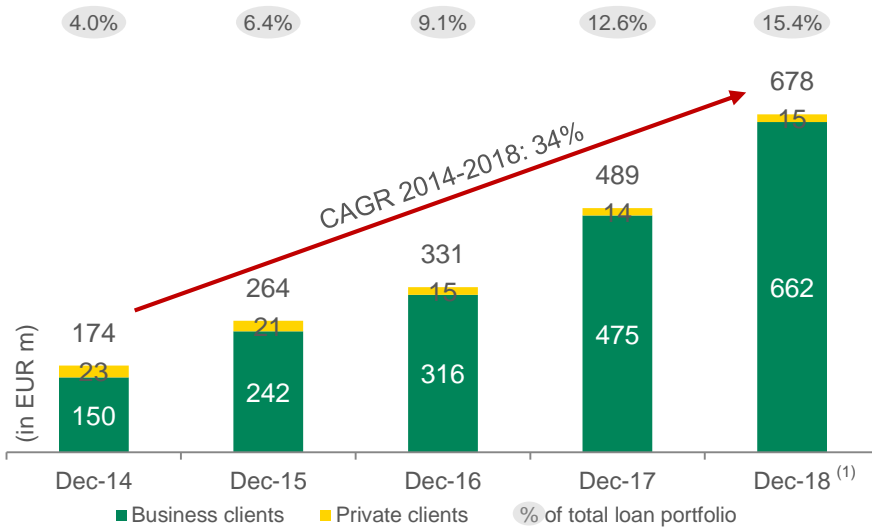
**Collateral by type**



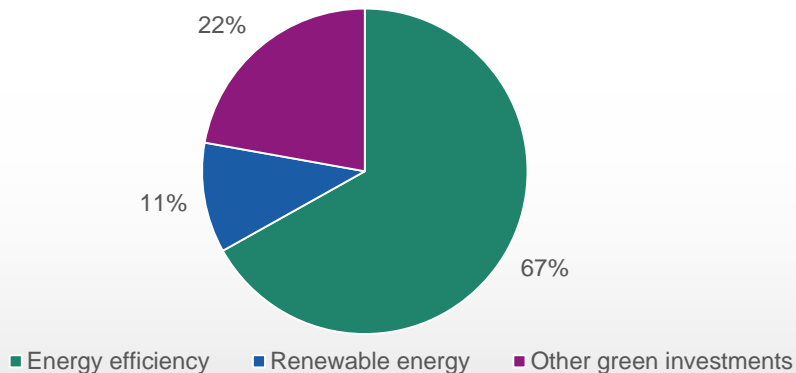
- ▶ Majority of collateral consists of mortgages
- ▶ Growing share of financial guarantees mainly as result of InnovFin and other guarantee programmes provided by the European Investment Fund
- ▶ Clear, strict requirements regarding types of acceptable collateral, legal aspects of collateral and insurance of collateral items
- ▶ Standardised collateral valuation methodology
- ▶ Regular monitoring of the value of all collateral and a clear collateral revaluation process, including use of external independent experts
- ▶ Verification of external appraisals, yearly update of market standards and regular monitoring of activities carried out by specialist staff members

# Development of green loan portfolio

## Green loan portfolio growth



## Structure of green loan portfolio



- ▶ Strong growth in the green loan portfolio (+39% yoy)
- ▶ Includes financing of investments in
  - Energy efficiency
  - Renewable energies
  - Other environmentally-friendly activities
- ▶ Largest part of green loan portfolio to finance energy efficiency measures
- ▶ Green loans represent 15.4% of total loan portfolio, thus meeting the target of 15% set for end 2018
- ▶ Share of green investment loans<sup>(2)</sup> to total investment loans 19%
- ▶ New medium-term target for green loans of 20% of total loan portfolio

Notes: (1) Data for 2018 is presented as gross loan portfolio, previous year data is presented as outstanding principal; (2) Investment loans defined as loans with initial maturity > 3 years

A Highlights

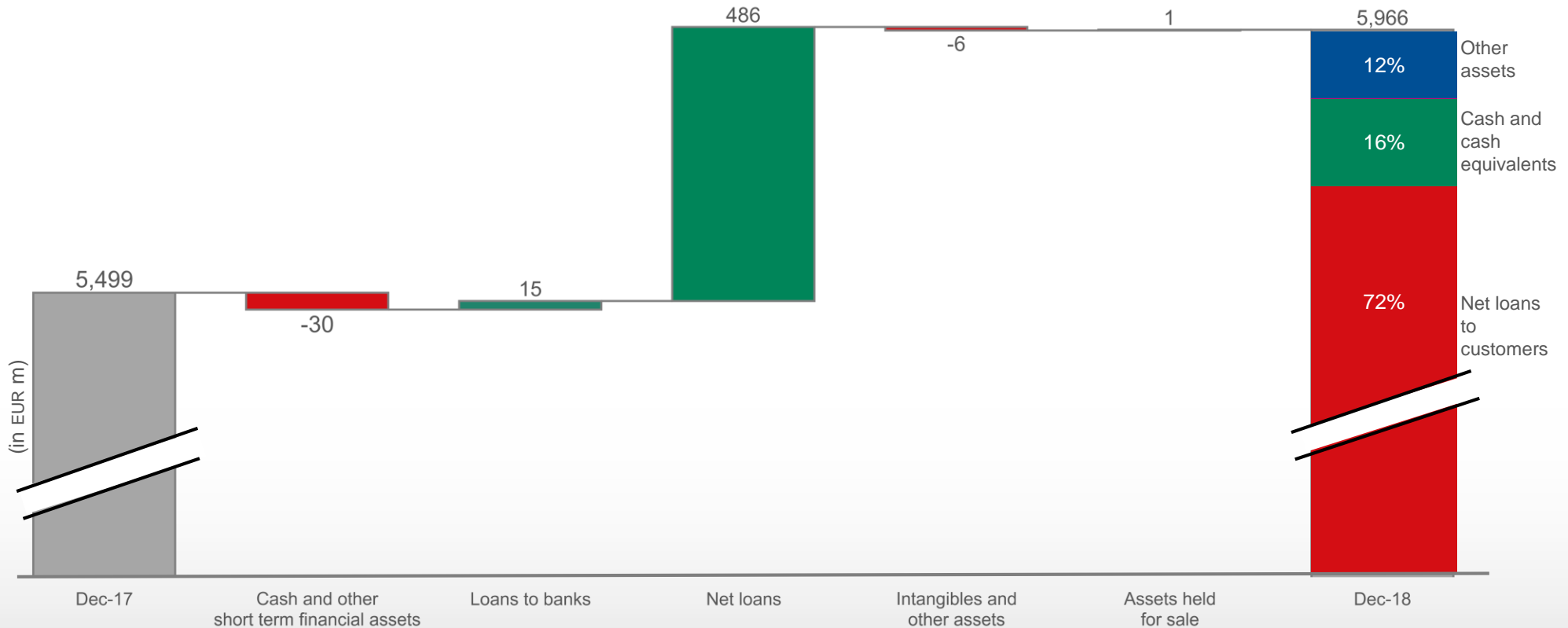
B Financial development

C Asset quality

**D Balance sheet, capital and funding**

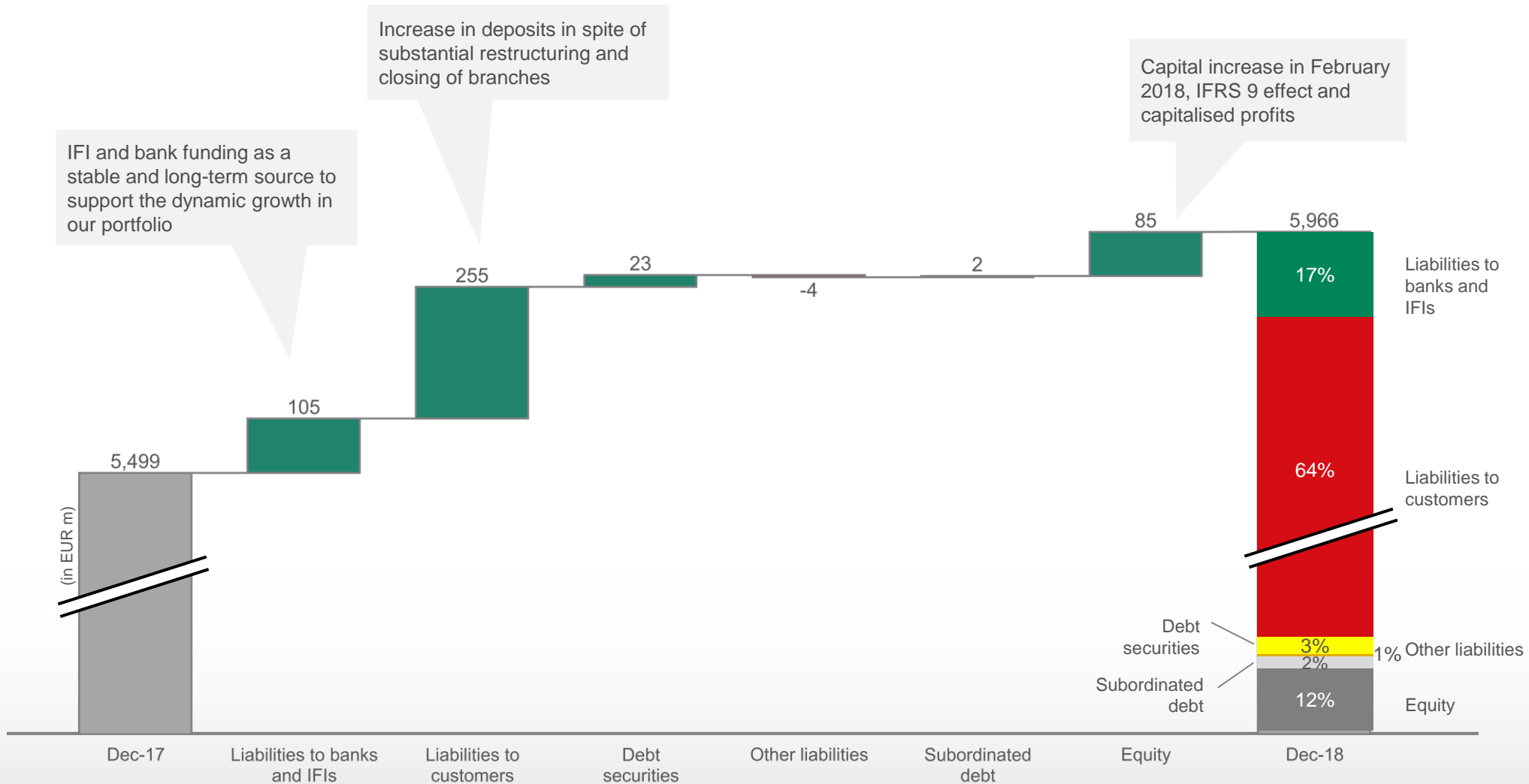
Q&A

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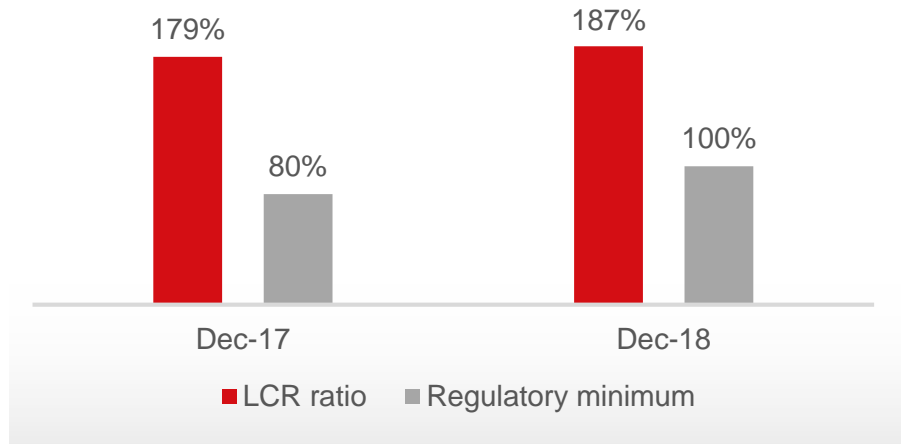




# Liabilities and equity reconciliation

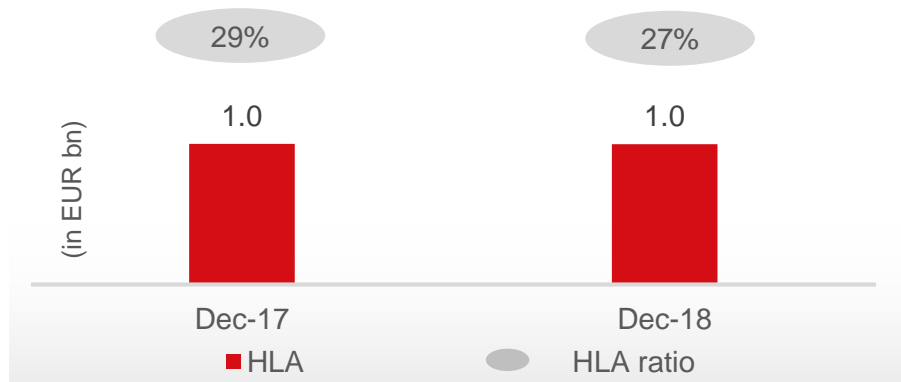


## Liquidity coverage ratio



- ▶ Level of HLAs further increased by EUR 36m in Q4
- ▶ Increase primarily driven by strong deposit growth
- ▶ LCR comfortably above regulatory minimum

## Highly liquid assets (HLA) and HLA ratio

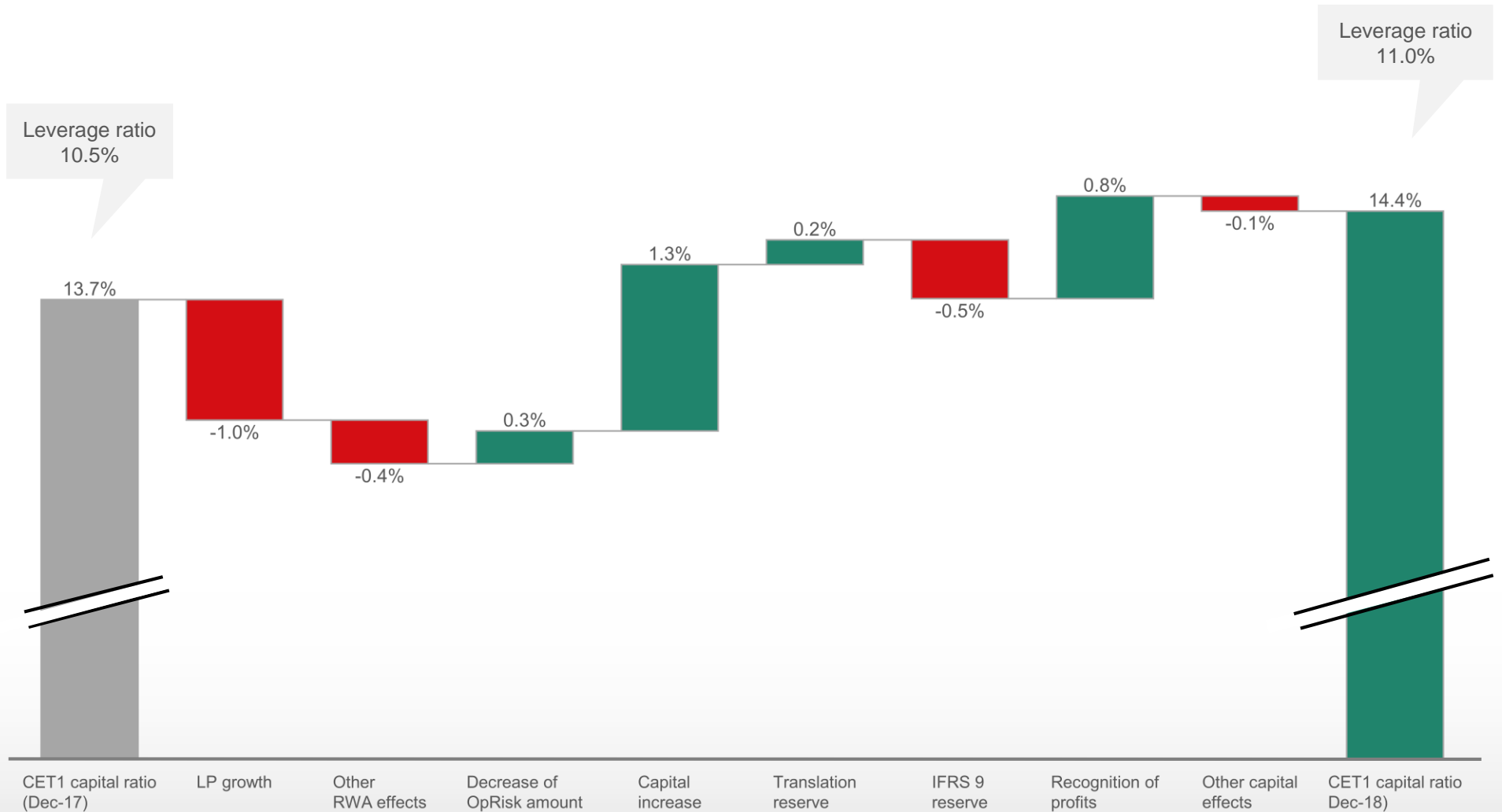


## Overview of capitalisation

in EUR m	Dec-17	Dec-18
CET1 capital	595	678
Additional Tier 1 capital	0	0
Tier 1 capital	595	678
Tier 2 capital	130	130
Total capital	725	808
RWA total	4,330	4,700
o/w Credit risk	3,341	3,720
o/w Market risk (currency risk)	439	511
o/w Operational risk	549	467
o/w CVA risk	2	1
CET1 capital ratio	13.7%	14.4%
Total capital ratio	16.7%	17.2%
Leverage ratio	10.5%	11.0%

- ▶ Increases in CET1, total capital and leverage ratios due to the capital increase in Feb-18
- ▶ Profits up to Q3 2018 recognised
- ▶ IFRS 9 effects fully included in CET1 capital
- ▶ RWA increase resulting mainly from loan portfolio growth
- ▶ Minimum capital requirements since March 2019, including SREP decision and all relevant capital buffers:
  - 8.4% CET1 ratio
  - 10.4% Tier 1 ratio
  - 13.0% Total capital ratio

## Development of CET1 capital ratio (fully loaded)



- A Highlights
- B Financial development
- C Asset quality
- D Balance sheet, capital and funding

Q&A

Appendix



*ProCredit Bank Georgia*

- A Highlights
- B Financial development
- C Asset quality
- D Balance sheet, capital and funding
- Q&A

Appendix



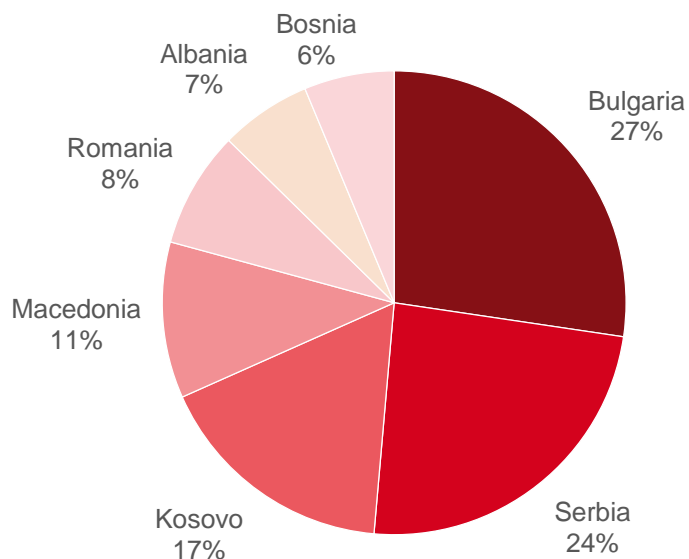
# Overview of quarterly financial development

In EUR m		Q4-2017	Q1-2018	Q2-2018	Q3-2018	Q4-2018
Income statement	Net interest income	51.7	46.6	47.1	48.0	48.1
	Provision expenses	-0.1	-0.1	0.4	0.2	-4.4
	Net fee and commission income	12.5	11.4	12.6	13.3	14.8
	Net result of other operating income	-2.5	1.0	-1.5	1.5	1.0
	Operating income	61.9	59.2	57.8	62.7	68.3
	Operating expenses	46.5	41.6	41.6	42.5	45.8
	Operating results	15.3	17.6	16.2	20.3	22.6
	Tax expenses	4.0	3.1	2.8	5.7	6.1
	Profit of the period from continuing operations	11.3	14.5	13.4	14.6	16.5
	Profit of the period from discontinued operations	1.0	0.1	-1.3	-0.4	-3.0
	Profit after tax	12.3	14.6	12.1	14.3	13.5
Key performance indicators	Change in customer loan portfolio	2.0%	2.8%	5.9%	1.1%	2.0%
	Cost-income ratio	75.4%	70.4%	71.4%	67.5%	71.6%
	Return on Average Equity <sup>(1)</sup>	7.2%	8.2%	6.5%	7.8%	7.2%
	CET1 ratio (fully loaded)	13.7%	14.4%	14.6%	14.5%	14.4%
Additional indicators	Net interest margin <sup>(1)</sup>	3.9%	3.4%	3.4%	3.3%	3.3%
	Net write-off ratio <sup>(1)(2)(5)</sup>	0.4%	0.4%	0.5%	0.6%	0.5%
	Impaired loans <sup>(3)</sup>	4.7%	-	-	-	-
	Credit impaired loans (Stage 3) <sup>(4)</sup>	4.5%	4.1%	3.6%	3.4%	3.1%
	Coverage of Credit impaired portfolio (Stage 3) <sup>(4)</sup>	84.6%	84.5%	91.2%	93.0%	90.8%
	Book value per share	12.2	12.1	12.2	12.3	12.5

Notes: P&L related figures and ratios, unless indicated otherwise, are based on continuing operations; Return on average equity and CET1 ratio include as well discontinued operations; (1) Annualised; (2) Net write-offs to customer loan portfolio; (3) Impaired loans under IAS 39; (4) Credit impaired portfolio under IFRS 9; (5) Excluding interest accrued under IFRS 9 from PAR 90 loans, which is fully provisioned for

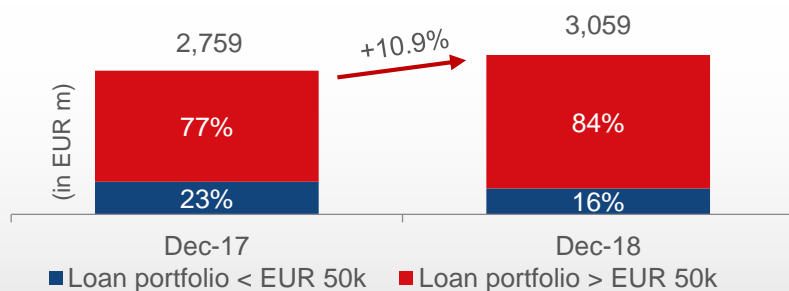


## Regional loan portfolio breakdown



Total: EUR 3,059m (70% of gross loan portfolio)

## Loan portfolio growth

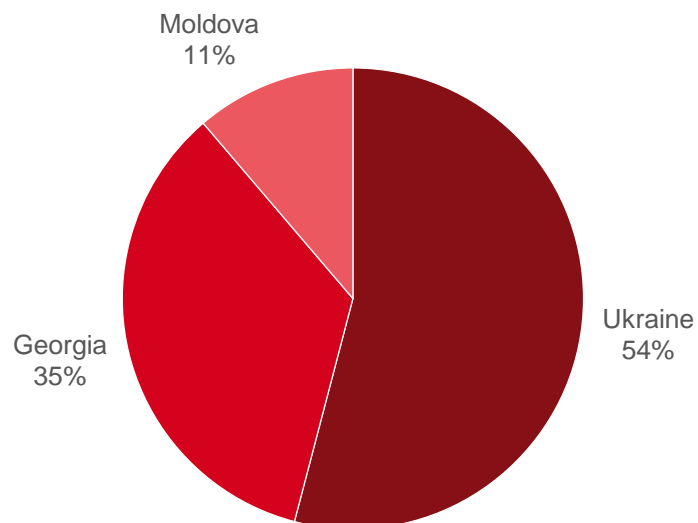


Notes: (1) Customer deposits divided by customer loan portfolio

## Key financial data

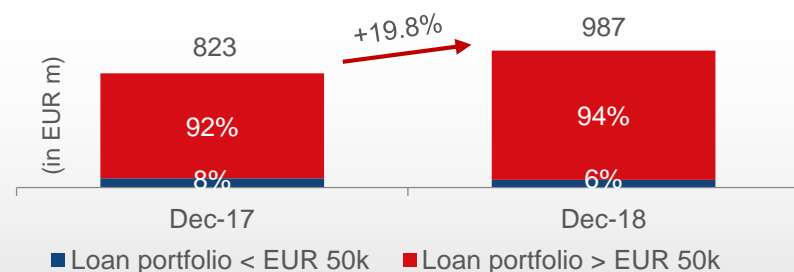
(in EUR m)	FY 2017	FY 2018
Net interest income	131.1	115.4
Provision expenses	0.2	-0.5
Net fee and commission income	31.3	36.1
Net result of other operating income	-2.6	-1.0
Operating income	159.5	151.1
Operating expenses	107.3	101.2
Operating result	52.2	49.8
Tax expenses	6.8	7.8
Profit after tax	45.4	42.1
Change in customer loan portfolio	8.8%	10.9%
Deposits to loans ratio <sup>(1)</sup>	91.3%	88.5%
Net interest margin	3.6%	2.9%
Cost-income ratio	67.2%	67.2%
Return on Average Equity	9.8%	8.8%

## Regional loan portfolio breakdown



Total: EUR 987m (22% of gross loan portfolio)

## Loan portfolio growth



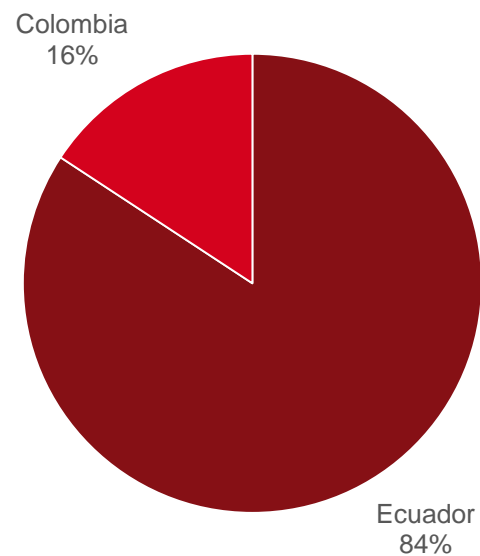
Notes: (1) Customer deposits divided by customer loan portfolio

## Key financial data

(in EUR m)	FY 2017	FY 2018
Net interest income	55.9	<b>56.3</b>
Provision expenses	6.0	<b>-1.8</b>
Net fee and commission income	8.8	<b>9.3</b>
Net result of other operating income	3.2	<b>3.3</b>
Operating income	62.0	<b>70.7</b>
Operating expenses	31.6	<b>30.5</b>
Operating result	30.3	<b>40.2</b>
Tax expenses	4.3	<b>7.0</b>
Profit after tax	26.0	<b>33.2</b>

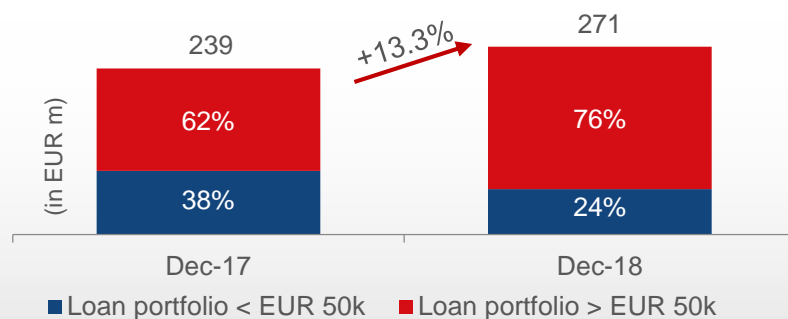
Change in customer loan portfolio	16.2%	<b>19.8%</b>
Deposits to loans ratio <sup>(1)</sup>	77.1%	<b>71.1%</b>
Net interest margin	5.1%	<b>4.6%</b>
Cost-income ratio	46.5%	<b>44.2%</b>
Return on Average Equity	18.2%	<b>20.0%</b>

### Regional loan portfolio breakdown



Total: EUR 271m (6% of gross loan portfolio)

### Loan portfolio growth

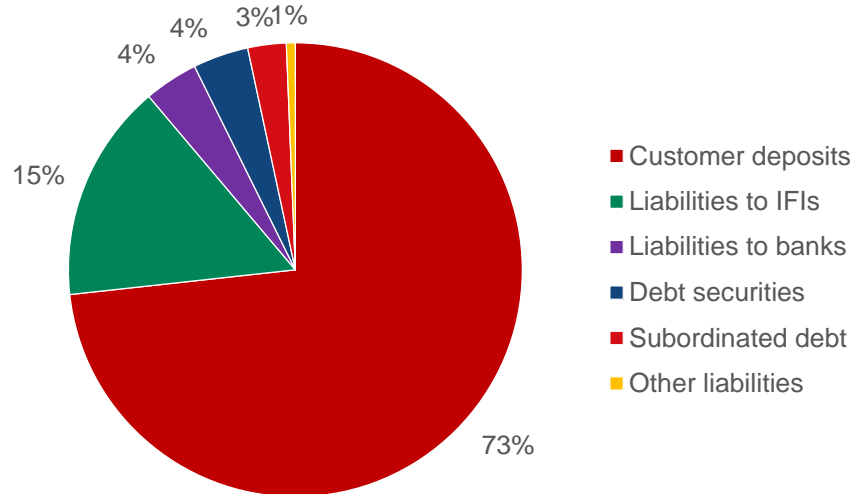


### Key financial data

(in EUR m)	FY 2017	FY 2018
Net interest income	20.3	17.6
Provision expenses	-1.4	-1.7
Net fee and commission income	-0.1	-0.1
Net result of other operating income	1.2	1.5
Operating income	22.8	20.6
Operating expenses	24.3	21.2
Operating result	-1.5	-0.6
Tax expenses	2.1	2.6
Profit after tax	-3.6	-3.2
Change in customer loan portfolio	-22.1%	13.3%
Deposits to loans ratio <sup>(1)</sup>	67.5%	54.3%
Net interest margin	4.9%	5.1%
Cost-income ratio	113.6%	111.9%
Return on Average Equity	-5.8%	-5.6%

Notes: (1) Customer deposits divided by customer loan portfolio

## Funding sources overview



Total liabilities: EUR 5.2bn

- ▶ Highly diversified funding structure and counterparties
- ▶ Customer deposits main funding source, accounting for 73% as of Dec-18
- ▶ Supplemented by long-term funding from IFIs and institutional investors
- ▶ Deposit-to-loan ratio with positive development in Q4

## Deposit-to-loan ratio development



## Rating:

- ▶ ProCredit Holding and ProCredit Bank in Germany: BBB (stable) by Fitch, re-affirmed in Oct-18
- ▶ ProCredit Banks: At or close to sovereign IDR; PCBs in Georgia, Macedonia and Serbia are even rated above the sovereign IDR

in EUR m	Dec-17	Dec-18
<b>Assets</b>		
Cash and central bank balances	1,077	964
Loans and advances to banks	196	212
Investment securities	0	297
Available-for-sale financial assets	215	0
Loans and advances to customers	3,910	4,392
Allowance for losses on loans and advances to customers	-129	-124
Derivative financial assets	0	1
Financial assets at fair value through profit or loss	1	0
Property, plant and equipment	139	136
Other assets	90	87
Assets held for sale		1
<b>Total assets</b>	<b>5,499</b>	<b>5,966</b>
<b>Liabilities</b>		
Liabilities to banks	359	201
Liabilities to customers	3,571	3,826
Liabilities to International Financial Institutions	550	813
Derivative financial liabilities	0	1
Financial liabilities at fair value through profit or loss	0	0
Debt securities	183	206
Other liabilities	37	32
Subordinated debt	141	143
<b>Total liabilities</b>	<b>4,841</b>	<b>5,223</b>
<b>Equity</b>		
Subscribed capital	268	294
Capital reserve	115	147
Retained earnings	351	368
Translation reserve	-84	-75
Revaluation reserve	1	2
<b>Equity attributable to ProCredit shareholders</b>	<b>651</b>	<b>736</b>
Non-controlling interests	7	8
<b>Total equity</b>	<b>659</b>	<b>744</b>
<b>Total equity and liabilities</b>	<b>5,499</b>	<b>5,966</b>

## Income statement by segment

01.01.- 31.12.2018 (in EUR m)	Germany	Eastern Europe	South Eastern Europe	South America	Consolidation	Group
Interest and similar income	20.6	107.9	141.0	28.1	-19.2	278.4
of which inter-segment	19.1	0.2	-0.1	0.0	0.0	0.0
Interest and similar expenses	20.5	51.6	25.5	10.5	-19.6	88.6
of which inter-segment	0.2	7.2	9.2	3.0	0.0	0.0
<b>Net interest income</b>	<b>0.0</b>	<b>56.3</b>	<b>115.4</b>	<b>17.6</b>	<b>0.5</b>	<b>189.8</b>
Allowance for losses on loans and advances to customers	0.0	-1.8	-0.5	-1.7	0.0	-3.9
<b>Net interest income after allowances</b>	<b>0.1</b>	<b>58.0</b>	<b>115.9</b>	<b>19.2</b>	<b>0.5</b>	<b>193.7</b>
Fee and commission income	11.6	13.7	51.4	1.5	-10.2	68.0
of which inter-segment	8.9	0.0	1.4	0.0	0.0	0.0
Fee and commission expenses	1.9	4.4	15.3	1.6	-7.3	15.9
of which inter-segment	0.0	1.9	5.0	0.5	0.0	0.0
<b>Net fee and commission income</b>	<b>9.7</b>	<b>9.3</b>	<b>36.1</b>	<b>-0.1</b>	<b>-2.9</b>	<b>52.2</b>
Result from foreign exchange transactions	-2.7	4.6	7.4	0.1	-0.1	9.4
Result from derivative financial instruments	0.1	0.0	-0.1	0.0	0.0	0.0
Result from investment securities	0.0	0.0	0.0	0.0	0.0	0.0
Result on derecognition of financial assets measured at amortised cost	-0.4	0.3	0.1	0.0	0.0	-0.1
Net other operating income	83.9	-1.5	-8.3	1.4	-82.6	-7.2
of which inter-segment	80.1	0.0	2.1	0.5	0.0	0.0
<b>Operating income</b>	<b>90.7</b>	<b>70.7</b>	<b>151.1</b>	<b>20.6</b>	<b>-85.1</b>	<b>248.0</b>
Personnel expenses	23.9	10.8	37.6	7.5	0.0	79.8
Administrative expenses	29.2	19.7	63.6	13.8	-34.7	91.6
of which inter-segment	6.8	6.3	17.3	4.3	0.0	0.0
<b>Operating expenses</b>	<b>53.1</b>	<b>30.5</b>	<b>101.2</b>	<b>21.2</b>	<b>-34.7</b>	<b>171.4</b>
<b>Profit before tax</b>	<b>37.7</b>	<b>40.2</b>	<b>49.8</b>	<b>-0.6</b>	<b>-50.5</b>	<b>76.6</b>
Income tax expenses	0.2	7.0	7.8	2.6	0.0	17.6
<b>Profit of the period from continuing operations</b>	<b>37.5</b>	<b>33.2</b>	<b>42.1</b>	<b>-3.2</b>	<b>-50.5</b>	<b>59.0</b>
Profit of the period from discontinued operations	0.0	0.0	0.0	0.0	0.0	-4.6
<b>Profit of the period</b>	<b>37.5</b>	<b>33.2</b>	<b>42.1</b>	<b>-3.2</b>	<b>-50.5</b>	<b>54.5</b>
Profit attributable to ProCredit shareholders						52.8
Profit attributable to non-controlling interests						1.7

## **FY 2018:**

- ▶ Financial data for the fiscal year ended 31 December 2018, as shown in the consolidated financial statements as of and for the fiscal year ended 31 December 2018.

## **Q3 2018:**

- ▶ Financial data for nine-month period ended 30 September 2018, restated according to the new scope of continuing operations as of 31 December 2018. Balance-sheet related information is presented as shown in the unaudited quarterly financial report ended 30 September 2018. Profit and loss-related information is presented with ARDEC Mexico reclassified as discontinued operations.

## **Q2 2018:**

- ▶ Financial data for six-month period ended 30 June 2018, restated according to the new scope of continuing operations as of 31 December 2018. Balance-sheet related information is presented as shown in the unaudited quarterly financial report ended 30 June 2018. Profit and loss-related information is presented with ARDEC Mexico reclassified as discontinued operations.

## **Q1 2018:**

- ▶ Financial data for three-month period ended 31 March 2018, restated according to the new scope of continuing operations as of 31 December 2018. Balance-sheet related information is presented as shown in the unaudited quarterly financial report ended 31 March 2018. Profit and loss-related information is presented with ARDEC Mexico reclassified as discontinued operations.

## **FY 2017:**

- ▶ Financial data for the fiscal year ended 31 December 2017 restated according to the new scope of continuing operations as of 31 December 2018. Balance-sheet related information is presented as shown in the consolidated financial statements as of and for the fiscal year ended 31 December 2017. Profit and loss-related information is presented with Banco ProCredit Nicaragua, Banco ProCredit El Salvador and ARDEC Mexico classified as discontinued operations.

*Note: Unless indicated otherwise*

## Contact details

### Investor Relations

ProCredit Holding AG & Co. KGaA  
Nadine Frerot

tel.: +49 69 951 437 285  
e-mail: [PCH.ir@procredit-group.com](mailto:PCH.ir@procredit-group.com)

### Media Relations

ProCredit Holding AG & Co. KGaA  
Andrea Kaufmann

tel.: +49 69 951 437 138  
e-mail: [PCH.media@procredit-group.com](mailto:PCH.media@procredit-group.com)

## Financial calendar

Date	Place	Event information
13.05.2019		Quarterly Statement as of 31 March 2019 16:00 CEST Analyst Conference Call
17.05.2019	Frankfurt/Main	Annual General Meeting
14.08.2019		Interim Report as of 30 June 2019 16:00 CEST Analyst Conference Call
13.11.2019		Quarterly Statement as of 30 September 2019 16:00 CET Analyst Conference Call



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