# VISIONS WITHOUT DEEDS REMAIN DREAMS

Interim Financial Report as at 30.6.2010



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## Foreword

## Based on proven principles, successful also in the first half-year of 2010!

Raiffeisenlandesbank Oberösterreich Aktiengesellschaft has never dropped customers, offers a large range of products and focuses on sustainability, transparency, security and safe investments. We have never just focused on pure investment banking and never done business with speculators. With these proven principles, Raiffeisenlandesbank Oberösterreich continued to be successful also in the first two quarters of 2010.

#### **Satisfactory Results**

- The balance sheet total increased by 4.7 per cent, rising to 37.0 billion euros, in the first six months of 2010.
- Revenues from the customer financing business rose by 4.2 per cent to 18.2 billion euros.
- Also customer deposits were favourable, rising from 18.8 billion euros to 19.1 billion euros (plus 1.6. per cent).
- The operating result rose to 172.0 million euros in the first half-year of 2010 (plus 22.9 per cent compared to the same period of the previous year).

#### **High Competitiveness and Risk-Bearing Capacity**

In addition, Raiffeisenlandesbank Oberösterreich can continue to improve its competitiveness and risk-bearing capacity by continuously lowering the cost income ratio. For 2010, we expect a cost income ratio for the purposes of the Austrian Business Code of 41.5 per cent.

#### **Responsibility for the Stabilization of Enterprises**

As strongest regional bank, we have a special responsibility for the enterprises and people in the country, which we take on:

- Raiffeisenlandesbank Oberösterreich finances 25 enterprises through a difficult period thereby securing 6,414 jobs.
- In the first six months, investment financing increased by 4.9 per cent compared to the corresponding period of the previous year.
- Working capital credits are on the increase and financed via the operative result, the so-called 'free cash flow', and various types of special funding such as leasing and factoring.

#### Number One in Sponsorship Financing

Raiffeisen Oberösterreich is the main partner and contact for enterprises, SMEs, industries and agricultural businesses seeking financial support and for building loans for private individuals. The majority of all financing operations in Austria are managed by Raiffeisen Oberösterreich. Its position as number one in sponsorship financing is clearly a consequence of its high-quality, customeroriented consultancy services. Upper Austria's small and medium-sized enterprises and industries receive most of their sponsorship funding from Raiffeisen Oberösterreich. Every second application for sponsorship financing is filed with Raiffeisen Oberösterreich.

- Our goal for 2010:
  - 2,500 applications for sponsorship
  - an investment volume of 430 million euros
- As regards ERP medium-sized financing, we achieved a
  - a market share of 28 per cent in Austria and
  - a market share of 62 per cent in Upper Austria in the first half-year of 2010.

#### **Raiffeisen Special Economic Recovery Programme**

Raiffeisenlandesbank Oberösterreich has continued the Raiffeisen Special Economic Recovery Programme for numerous small and medium-sized enterprises in Upper Austria also in 2010. The energetic renovation of single-family, apartment and public buildings as well as the revitalization of villages and towns are at the heart of this initiative. This brings important fiscal impulses. So far, the project achieved 3,838 completed renovations, 4,699 renovations are being planned. As regards the revitalization of villages and towns, 124 projects have an overall investment volume of 234 million euros.

#### **Clear Types of Investment**

In retail banking, the bank continues to focus on security and solid, sustainable, speculation-free and clear investments and transparency. This strategy has proven to be successful: In the middle of the year, we have managed customer savings of 11.2 billion euros.

#### Swiftly issued permits as fuel for economic growth

Investors must be attracted to give a sustainable stimulus to the economy. For that purpose, we need efficient officials who issue permits swiftly. Only in this way, investments can be implemented without undue delay. To strengthen the position of Austria in international competition, taxation must be simplified, modern educational institutions established and economic growth stimulated. Moreover, the export-oriented sectors of the economy must be supported. Raiffeisenlandesbank Oberösterreich has therefore established a network of 16 cooperation banks and 1,667 correspondent banks by which it supports its customers in their worldwide activities. They currently include:

- 392 Central European enterprises doing business in Russia
- 727 enterprises doing business in China and
- 262 enterprises doing business in India.

#### Good perspectives for the future

The economy is gradually recovering, but not everywhere at the same speed. While Austria, Germany and Northern Europe are recovering quite fast within the EU, and the Eastern Member States keep growing fast, the economy in Southern European countries is lagging behind. The economies in Eastern Europe, especially in Russia as well as in India and in China continue to grow at a satisfactory speed. In contrast, the economy in the United States is ailing.

The economy of countries whose labour productivity increases and whose research is relevant to the economy and countries which strengthen the domestic cycle and consumer demand and which consolidate their public budgets is catching up. Also exports must keep strong forward momentum, exports to the Eastern European and Asian markets becoming increasingly important. In addition, the market sentiment and stable currencies are of crucial importance: The euro should not rise above 1.30 dollars.

The Raiffeisen Banking Group Upper Austria has the creative force to exploit opportunities with their customers. Based on our proven principles, we will continue to be successful also in the future.

Dr. Ludwig Scharinger Chairman of the Managing Board of Raiffeisenlandesbank Oberösterreich Aktiengesellschaft

## Interim management report for 2010 of Raiffeisenlandesbank Oberösterreich Aktiengesellschaft

- Since the beginning of the year, the
  - balance sheet total has risen to 37.0 billion euros (plus 4.7 per cent), customer deposits (accounts payable customers, debts evidenced by certificates and subordinated capital) of 18.8 billion euros have risen to 19.1 billion euros (plus 1.6 per cent) and
  - Revenues from the customer financing business rose from 17.4 billion euros to 18.2 billion euros (plus 4.2 per cent).
- The operating result rose to 172.0 million euros in the first half-year of 2010 (plus 22.9 per cent compared to the same period of the previous year).
- The core capital ratio remained constant at a high level and amounted to 7.14 per cent at the end of the first half-year of 2010. If we used all reserves, we would have a core capital ratio of 10.61 per cent. In total, we will be able to increase our core capital from the operating result by more than 100 million euros this year.
- The increased administrative expenses (plus 107.3 million euros compared to the first half-year of 2009) and the improved Other operating result (plus 102.7 million euros compared to the first half-year of 2009) were due to the initial consolidation of the private foundation of Raiffeisenlandes-bank Oberösterreich Aktiengesellschaft as at 17.12.2009.

Major shareholdings of the private foundation of Raiffeisenlandesbank Oberösterreich include VIVATIS Holding AG and efko Beteiligungs GmbH. In total, 20 companies of VIVATIS Holding AG and efko Frischfrucht und Delikatessen GmbH entered the group. Raiffeisenlandesbank Oberösterreich decided to consolidate them, since they had been successful as regionally anchored enterprises over a long period of time.

## Major developments in the first half-year of 2010 classified by segments

#### **Corporates & Retail**

The Corporates & Retail segment reflects the performance of the following divisions: Corporate Customers, Groups, SMEs management, Institutional Wholesale Customers, Cash Management, International Finance and Correspondent Banking as well as the retail business of Raiffeisenland-esbank Oberösterreich.

#### **Increase in Customer Shares**

Thanks to our special customer orientation, the number of our customers and our shares of customers continued to increase.

- As at 30th June, the Raiffeisen Banking Group Upper Austria managed 924,390 customers.
- Customer shares as at the end of June 2010:

Children (0-14 years)	56,9 %
Youth (15-18 years)	59,9 %
Students	60,4 %
Employees	59,9 %
Generation 50 plus	60,1 %
Liberal professions	59,0 %
Small and medium-sized enterprises	53,1 %
Industries	79,8 %
Farmers	89,1 %

#### **Worldwide Management and Service Network**

Raiffeisenlandesbank Oberösterreich has set up a dynamic service and management network, consisting of the strongest banks worldwide, to keep management efficiency at a high level, the costs however as low as possible. Raiffeisenlandesbank Oberösterreich has supported its customers in their worldwide activities with various special services via a network of 16 cooperation and 1,667 correspondent banks.

This network has proven its effectiveness. Raiffeisenlandesbank Oberösterreich currently supports 392 Central European enterprises doing business in Russia, 727 enterprises doing business in China and 262 enterprises doing business in India.

#### **Funding of Opportunities**

Thanks to its sustainable and successful development, Raiffeisenlandesbank Oberösterreich is able to invest its capital in different forms and types of investment. This is due to the fact that special financing models such as corporate bonds, hybrid capital instruments, mezzanine capital, direct participations, silent partnership contributions or the investment of profit participation capital are of increasing importance. Raiffeisenlandesbank Oberösterreich therefore also contributes to the balance sheet and financing optimization of its customers and thus to their competitiveness.

#### **Financial Markets**

This division reflects the results of the bank's trading activities (money, foreign exchange, bonds and stocks), the treasury results from interest rate and exchange rate management with customers and from the management of the bank book and the revenues from the sales of securities. As regards the bank's trading activities, its customer business takes priority over its proprietary trading.

The first half-year of 2010 was characterised by extremely high volatility of the foreign exchange markets and by massive fluctuations of finance costs of government bonds.

In this environment, our conservative bank book and trading book strategy has been identified as a key factor to ensure a relatively stable development of earnings.

#### Investments

The Investments segment covers the following portfolios:

- Banking and financial institutions,
- Venture and partner capital for enterprises in growth or succession situations and participations in undertakings which are of special interest due to their location,
- Relocated enterprises which do not focus directly on traditional banking services and
- Real estate/public private partnerships.

#### **Corporate Center**

This division reflects consolidation processes across segments as well as revenues and expenses which cannot be properly reflected by another segment. Furthermore, it reflects one-off special effects which would lead to a distorition of other segment results.

#### Outlook

#### Merger of Raiffeisen International and RZB

In the general meetings of Raiffeisen International (RI) and Raiffeisen Zentralbank (RZB) on 7th and 8th July 2010, the merger of RZB and RI was approved. Following the approval of the merger by the supervisory board, the merger will be legally completed and registered with the companies' register. The merger facilitates better access to the capital markets and gives rise to synergies. The merger will have an impact on the accounting for the holdings in Raiffeisenlandesbank Oberösterreich. RZB is currently shown in the balance sheet under the category 'available for sale'. In the second half-year of 2010, the holdings will be recognised in the balance sheet 'at equity', since they gained significant influence.

#### Successful strategy to be continued

Within the framework of a comprehensive risk management, market, credit, liquidity and operational risks will be identified, handled and subject to diligent control procedures. Raiffeisenlandesbank Oberösterreich has made provision in particular also in respect of the changing interest rate scene.

The present results ensure that Raiffeisenlandesbank Oberösterreich will continue its successful development and benefit, together with its customers, from the opportunities offered by the appreciably recovering economy. Today, we want to lay the foundation for sustainable success in the future. For that purpose, we will continue to focus on customer orientation, sustainability, transparency, security and confidence. Both the primary customer business and the other lines of business are expected to continue their solid and positive development. From today's perspective, there will be no financial burden for the bank. We therefore expect good annual results for the year 2010.

## IFRS-consolidated half year financial statements 2010 (abridged)

## **Income Statement**

	01.0130.06.2010 in EUR '000	01.0130.06.2009 in EUR '000
Interest and interest-related income	542,363	565,434
Interest and interest-related expenses	-344,900	-393,668
Result of companies that are accounted for at equity	36,677	27,082
Net interest income	234,140	198,848
Risk provisions	-55,591	-62,844
Net interest income after risk provisions	178,549	136,004
Fee and commission income	74,018	59,763
Fee and commission expenses	-25,438	-17,116
Net fee and commission income	48,580	42,647
Trading profit	5,545	10,054
Profit or loss from disganted financial instruments	32,767	57,149
Net income from investments	-5,729	-1,097
Other financial results	32,583	66,106
Administrative expenses	-251,219	-143,926
Other operating results	134,992	32,307
Profit before tax	143,485	133,138
Taxes on income and earnings	-13,975	-8,546
After-tax profit for the period	129,510	124,592
of which shareholders' equity	125,227	115,050
of which minority interests	4,283	9,542

## Statement of Comprehensive Income

	01.0130.06.2010 in EUR '000	01.0130.06.2009 in EUR '000
Profit for the period	129,510	124,592
Valuation result of AfS securities	-13,246	33,807
Other profit from companies accounted for at equity	7,999	6,126
Valuation result from the hedging of net investments	-1,420	-1,763
Currency differences	623	0
Other changes	-468	1
Taxes recorded on this amount	3,666	-8,452
Total other earnings	-2,846	29,719
Consolidated result	126,664	154,311
of which shareholders' equity	123,225	139,947
of which minority interests	3,439	14,364

## Balance Sheet

ASSETS	<b>30.06.2010</b> in EUR '000	<b>31.12.2009</b> in EUR '000
Cash and cash equivalents	193,368	202,962
Loans and advances to banks	7,863,078	7,442,496
Loans and advances to customers	18,157,460	17,422,897
Trading assets	1,821,783	1,237,794
Financial assets	7,462,155	7,456,725
Companies accounted for at equity	686,833	654,293
Intangible assets	67,049	69,838
Property, plant and equipment	238,441	239,123
Investment property	58,865	48,453
Regular tax assets	48,329	58,017
Deferred tax assets	75,083	89,784
Other assets	367,939	448,780
Total	37,040,383	35,371,162

LIABILITIES	<b>30,06,2010</b> in EUR '000	<b>31,12,2009</b> in EUR '000
Amounts owed to banks	13,126,581	12,367,654
Amounts owed to customers	8,796,295	8,880,626
Liabilities evidenced by certificates	8,401,319	8,212,227
Provisions	140,020	143,716
Regular tax liabilities	12,270	18,400
Deferred tax liabilities	99,617	103,765
Trading liabilities	1,393,535	1,011,056
Other liabilities	651,657	486,062
Subordinated capital	1,875,359	1,672,145
Equity	2,543,730	2,475,511
of which shareholders' equity	2,437,850	2,359,621
of which minority interests	105,880	115,890
Total	37,040,383	35,371,162

## Development of Equity

	Share capital in EUR '000	Partici- pation capital in EUR '000	Capital reserves in EUR '000	Aggregate results in EUR '000	Subtotal in EUR '000	Minority interests in EUR '000	<b>Total</b> in EUR '000
Equity 01.01.2010	253,000	298,765	697,838	1,110,018	2,359,621	115,890	2,475,511
Total results for the period	0	0	0	123,225	123,225	3,439	126,664
Dividends	0	0	0	-25,898	-25,898	-1,639	-27,537
Acquisition of minority interests	0	0	0	-19,098	-19,098	-11,810	-30,908
Equity 30.06.2010	253,000	298,765	697,838	1,188,247	2,437,850	105,880	2,543,730

	Share capital in EUR '000	Partici- pation capital in EUR '000	Capital reserves in EUR '000	Aggregate results in EUR '000	Subtotal in EUR '000	Minority interests in EUR '000	<b>Total</b> in EUR '000
Equity 01,01,2009	253,000	298,765	697,838	894,953	2,144,556	68,596	2,213,152
Total results for the period	0	0	0	139,947	139,947	14,364	154,311
Dividends	0	0	0	-27,760	-27,760	-458	-28,218
Capital incease	0	0	0	0	0	6,875	6,875
Equity 30.06.2009	253,000	298,765	697,838	1,007,140	2,256,743	89,377	2,346,120

## Cash Flow Statement

	01.0130.06.2010 in EUR '000	01.0130.06.2009 in EUR '000
Cash at the end of the previous period	202,962	181,815
Cash flow from operating activities	-100,659	722,005
Cash flow from investing activities	-52,385	-643,494
Cash flow from financing activities	143,450	-84,320
Cash and cash equivalents at the end of the previous period	193,368	176,006

Cash includes the balance sheet item "cash and cash equivalents" which consists of the cash in hand and balances payable on demand at central banks.

## Segment Reporting

#### 1<sup>st</sup> half year 2010

	Corporates & Retail in TEUR	Financial Markets in TEUR	Invest- ments in TEUR	Corporate Center in TEUR	<b>Total</b> in TEUR
Interest income/interest expenses	107,733	19,908	63,771	6,051	197,463
Income of companies that are accounted for at equity	0	0	36,677	0	36,677
Risk provisions	-50,445	0	-5,146	0	-55,591
Net interest income after risk provisions	57,288	19,908	95,302	6,051	178,549
Net fee and commission income	21,000	11,701	15,879	0	48,580
Trading profit	678	7,534	-2,667	0	5,545
Profit or loss from designated financial instruments	0	34,911	-2,144	0	32,767
Net income from investments	-3,000	2,226	-4,955	0	-5,729
General administrative expenses	-51,996	-13,423	-179,833	-5,967	-251,219
Other operating results	231	380	133,055	1,326	134,992
Profit before tax	24,201	63,237	54,637	1,410	143,485

#### 1<sup>st</sup> half year 2009

	Corporates & Retail in TEUR	Financial Markets in TEUR	Invest- ments in TEUR	Corporate Center in TEUR	<b>Total</b> in TEUR
Interest income/interest expenses	97,736	20,969	43,591	9,470	171,766
Income of companies that are accounted for at equity	0	0	27,082	0	27,082
Risk provisions	-54,506	0	-8,338		-62,844
Net interest income after risk provisions	43,230	20,969	62,335	9,470	136,004
Net fee and commission income	16,448	12,178	13,894	127	42,647
Trading profit	944	8,699	411	0	10,054
Profit or loss from designated financial instruments	0	43,236	13,913	0	57,149
Net income from investments	0	-188	-909	0	-1,097
General administrative expenses	-49,573	-11,930	-74,609	-7,814	-143,926
Other operating results	108	73	32,290	-164	32,307
Profit before tax	11,157	73,037	47,325	1,619	133,138

## Other Information

The consolidated financial statements of the Raiffeisenlandesbank Oberösterreich Aktiengesellschaft were prepared in compliance with the International Financial Reporting Standards (IFRS) published by the International Accounting Standards Board (IASB) and international accounting and financial reporting standards based on the IAS Regulation (EC) 1606/2002 as adopted by the EU. These abridged interim financial statements as of 30 June 2010 conform to IAS 34.

The same accounting principles and consolidation methods have been used in this interim report as were used to compile the 2009 consolidated financial statements.

This interim financial statements as at 30 June 2010 are neither subject to an audit nor to an audit review.

In accordance with the decision made at the annual general meeting on 17 May 2010 about the use of profit from 2009, in the first half of 2010 a dividend of EUR 25,898,000 was paid out on preferred shares of Raiffeisenlandesbank Oberösterreich Aktiengesellschaft. This means that the dividend for each preferred share was EUR 20.44.

## Statement of the Managing Board

We confirm to the best of our knowledge that these abridged half-year consolidated financial statements, prepared according to proper accounting standards, present a true and fair view of the group's assets, financial position and earnings and that the group's interim management report presents a true and fair view of the group's assets, financial position and earnings in respect of the most important events in the first six months of the business year and their effects on the abridged consolidated half-year financial statements and in respect of the most significant risks and uncertainties in the remaining six months of the business year.

Raiffeisenlandesbank Oberösterreich Aktiengesellschaft Europaplatz 1a, 4020 Linz

Linz, 30 August 2010

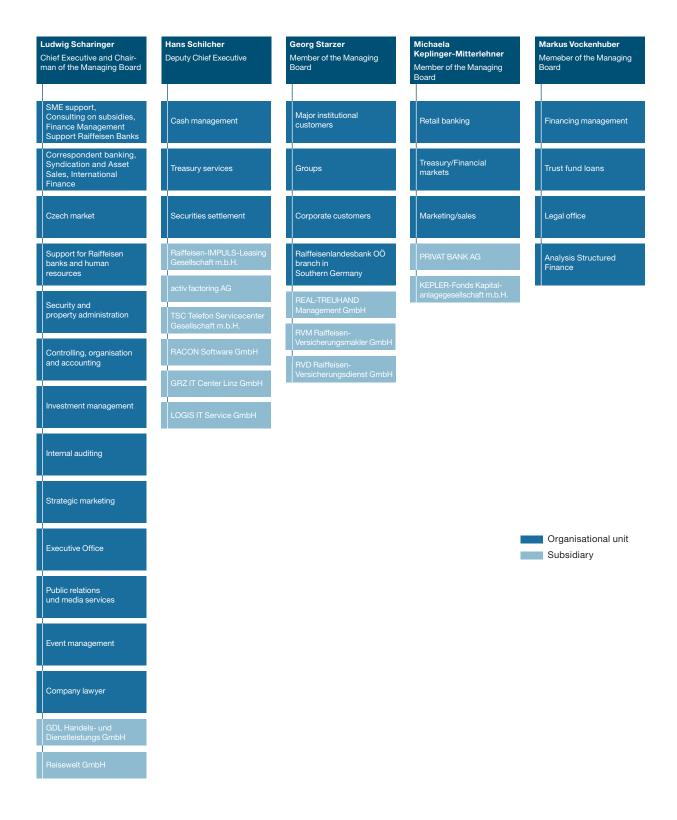
THE MANAGING BOARD

Ludwig Scharinger Chief Executive and Chairman of the Managing Board Hans Schilcher Deputy Chief Executive

Georg Starzer Member of the Managing Board Michaela Keplinger-Mitterlehner Member of the Managing Board

Markus Vockenhuber Member of the Managing Board

## Managing Board of Raiffeisenlandesbank Oberösterreich Aktiengesellschaft and their responsibilities





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