



Fiscal Year 2017 (2016)

1. New business

<u>Promotional business</u>	EUR million		Change in %
Special promotional loans	7,436	(7,687)	-3.3
Of which: Agriculture	2,211	(2,383)	-7.2
Rural Development	1,797	(2,433)	-26.1
Renewable Energy	2,358	(1,914)	23.2
Agribusiness	1,054	(954)	10.5
Registered bonds / promissory notes	2,520	(2,278)	10.6
Securities	1,906	(2,479)	-23.1
Total new promotional business	11,862	(12,444)	-4.7
<u>Funding</u>	EUR billion		
Medium and long-term funding	12.4	(12.7)	-2.4
Of which: EUR MTN	9.4	(9.0)	4.4
AUD MTN	1.2	(0.5)	140.0
Global bonds	1.1	(2.8)	-60.7

2. Balance sheet

	EUR billion		
in accordance with the German Commercial Code (HGB)			
Total assets	90.8	(86.3)	5.2
Loans and advances to banks	60.5	(57.8)	4.7
Loans and advances to customers	6.9	(6.0)	15.0
Securities portfolio	15.9	(17.8)	-10.7
Securitized liabilities	76.9	(70.0)	9.9
Fund for general banking risks	3.2	(3.1)	3.2
Equity (in EUR million)	1,250	(1,204)	3.8

3. Income statement

	EUR million		
in accordance with the German Commercial Code (HGB)			
Net interest income	305.6	(318.7)	-4.1
Administrative expenses	69.3	(61.1)	13.4
Operating profit before provision for loan losses and valuation	223.8	(254.4)	-12.0
Loan losses and valuation	162.8	(195.4)	-16.7
Net income	61.0	(59.0)	3.4
Distributable profit	15.3	(14.8)	3.4

First quarter 2018 (2017) - New business

Promotional loans (in EUR million)	1,648	(1,979)	-16.7
Medium and long-term funding (in EUR billion)	3.7	(4.8)	-22.9