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| EUR mn  | 1Q 17      | 2Q 17       | 3Q 17      | 4Q 17       | 2017        | 1Q 18       | 2Q 18       | Δ 18/17       |
|---|------------|-------------|------------|-------------|-------------|-------------|-------------|---------------|
| <b>Total revenues</b>   | <b>-71</b> | <b>-107</b> | <b>-72</b> | <b>-109</b> | <b>-360</b> | <b>-144</b> | <b>-123</b> | <b>15,2%</b>  |
| Premiums earned (net)   | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| <b>Operating investment result</b>  |            |             |            |             |             |             |             |               |
| Interest and similar income   | -60        | -52         | -54        | -57         | -223        | -51         | -52         | 0,1%          |
| Operating income from financial assets and liabilities carried at fair value through income (net)     | 2          | -3          | 3          | -1          | 0           | 3           | 1           | n.m.          |
| Operating realized gains/losses (net)   | -47        | 5           | -15        | -11         | -68         | -10         | 51          | n.m.          |
| Interest expenses, excluding interest expenses from external debt                                     | 57         | 50          | 48         | 53          | 208         | 51          | 52          | 4,1%          |
| Operating impairments of investments (net)  | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Investment expenses   | 101        | 95          | 96         | 279         | 571         | 111         | 137         | 43,5%         |
| <b>Subtotal</b>   | <b>54</b>  | <b>95</b>   | <b>78</b>  | <b>263</b>  | <b>489</b>  | <b>103</b>  | <b>189</b>  | <b>98,8%</b>  |
| Fee and commission income   | -502       | -509        | -584       | -791        | -2.387      | -542        | -608        | 19,4%         |
| Other income  | -148       | 0           | 0          | -6          | -154        | 0           | -4          | n.m.          |
| Claims and insurance benefits incurred (net)  | 0          | 0           | 0          | 5           | 5           | 0           | 2           | n.m.          |
| Operating change in reserves for insurance and investment contracts (net)                             | 39         | -4          | 12         | 10          | 56          | 8           | -43         | n.m.          |
| Loan loss provisions  | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Acquisition and administrative expenses (net), excluding acquisition-related expenses                 | -15        | -12         | -7         | -27         | -61         | -11         | -7          | -42,7%        |
| Fee and commission expenses   | 413        | 426         | 494        | 542         | 1.873       | 443         | 482         | 13,3%         |
| Operating amortization of intangible assets   | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Operating restructuring charges   | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Other expenses  | 148        | 0           | 0          | 6           | 154         | 0           | 0           | n.m.          |
| <b>Operating profit</b>   | <b>-12</b> | <b>-5</b>   | <b>-8</b>  | <b>1</b>    | <b>-24</b>  | <b>1</b>    | <b>11</b>   | <b>n.m.</b>   |
| <b>Non-operating investment result</b>  |            |             |            |             |             |             |             |               |
| Non-operating income from financial assets and liabilities carried at fair value through income (net) | 28         | 3           | 0          | -2          | 29          | -4          | 0           | n.m.          |
| Non-operating realized gains/losses (net)   | -4         | 63          | 0          | 135         | 194         | -6          | 4           | -93,1%        |
| Non-operating impairments of investments (net)  | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| <b>Subtotal</b>   | <b>24</b>  | <b>66</b>   | <b>0</b>   | <b>133</b>  | <b>223</b>  | <b>-10</b>  | <b>4</b>    | <b>-93,8%</b> |
| Non-operating change in reserves for insurance and investment contracts (net)                         | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Interest expenses from external debt  | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Acquisition-related expenses  | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Non-operating amortization of intangible assets   | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| Non-operating restructuring charges   | 0          | 0           | 0          | 0           | 0           | 0           | 0           | n.m.          |
| <b>Non-operating items</b>  | <b>24</b>  | <b>66</b>   | <b>0</b>   | <b>133</b>  | <b>223</b>  | <b>-10</b>  | <b>4</b>    | <b>-93,8%</b> |
| <b>Income before income taxes</b>   | <b>12</b>  | <b>61</b>   | <b>-8</b>  | <b>134</b>  | <b>199</b>  | <b>-9</b>   | <b>15</b>   | <b>-75,8%</b> |
| Income taxes  | 3          | -23         | 1          | 1           | -19         | 2           | -1          | -94,9%        |
| <b>Net income</b>   | <b>15</b>  | <b>38</b>   | <b>-7</b>  | <b>134</b>  | <b>179</b>  | <b>-7</b>   | <b>14</b>   | <b>-63,8%</b> |
| <b>Net income attributable to:</b>  |            |             |            |             |             |             |             |               |
| Non-controlling interests   | 0          | 0           | 0          | 1           | 1           | 0           | 0           | n.m.          |
| <b>Shareholders</b>   | <b>15</b>  | <b>38</b>   | <b>-7</b>  | <b>133</b>  | <b>178</b>  | <b>-7</b>   | <b>14</b>   | <b>-63,7%</b> |