





<p><b>Senior Secured Bond</b></p> <p><b>USD 150m</b> 7.500%, 11/2022 Joint Global Coordinator/ Joint Bookrunner Nov 2017 </p>	<p><b>Senior Unsecured Bond Tap</b></p> <p><b>EUR 130m</b> 2.595%, 07/2022 Joint Bookrunner Sep 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 450m</b> 5.125%, 07/2024 Joint Global Coordinator/ Joint Bookrunner Jul 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 270m</b> 2.875%, 07/2022 Joint Bookrunner Jul 2017 </p>	<p><b>Schuldschein PP</b></p> <p>Sole Lead Jul 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 300m</b> 1.875%, 06/2024 Senior Co-lead Manager Jun 2017 </p>	<p><b>Senior Unsecured Bond Tap</b></p> <p><b>EUR 200m</b> 6.186%, 02/2022 Joint Global Coordinator/ Joint Bookrunner Feb 2017 </p>
<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 250m</b> 1.120%, 02/2022 Joint Global Coordinator/ Joint Bookrunner Feb 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 250m</b> 6.750%, 02/2022 Joint Global Coordinator/ Joint Bookrunner Jan 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 500m</b> 0.750%, 01/2022 Joint Global Coordinator/ Joint Bookrunner Jan 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 500m</b> 1.750%, 01/2027 Joint Global Coordinator/ Joint Bookrunner Jan 2017 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 250m</b> 1.125%, 11/2022 Co-Lead Manager Nov 2016 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 250m</b> 6.750%, 09/2021 Joint Bookrunner Sep 2016 </p>	<p><b>Schuldschein PP</b></p> <p><b>EUR 25.5m</b> Co-Manager Aug 2016 </p>
<p><b>Schuldschein PP</b></p> <p><b>EUR 65m</b> Joint Lead Jul 2016 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 500m</b> 1.500%, 05/2024 Senior Co-Lead Manager Jul 2016 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 250m</b> 2.500%, 06/2023 Senior Co-Lead Manager Jun 2016 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 600m</b> 1.500%, 05/2022 Senior Co-Lead Manager Apr 2016 </p>	<p><b>Notes</b></p> <p><b>CZK 435m</b> 0.800%, 2016-2021 Sole-Lead Mar 2016 </p>	<p><b>Mortgage Bond PP</b></p> <p><b>EUR 500m</b> 0.500%, 2016-2021 Co-Lead Manager Feb 2016 </p>	<p><b>Senior Unsecured Bond</b></p> <p><b>EUR 150m</b> 2.750%, 02/2023 Co-Manager Feb 2016 </p>



<p><b>Convertible Bond</b></p>  <p><b>EUR 200m</b></p> <p>1.375% / 27.5% 11/2022</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Nov 2017 </p>	<p><b>Hybrid Convertible</b></p>  <p><b>EUR 97.3m</b></p> <p>5.250% / 25% perp (6y)</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Sep 2017 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 262m</b></p> <p>0.625% / 30% 09/2022</p> <p>Joint Bookrunner</p> <p>Aug 2017 </p>	<p><b>Incentivized Convertible Bond Conversion Offer</b></p>  <p><b>EUR 450m</b></p> <p>3.000% / 30.7% 05/2020</p> <p>Sole Global Coordinator &amp; Sole Advisor</p> <p>Apr 2017 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 125m</b></p> <p>3.750% / 25% 12/2021</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Dec 2016 </p>
<p><b>Convertible Bond</b></p>  <p><b>EUR 250m</b></p> <p>1.250% / 25.0% 10/2023</p> <p>Co-Lead Manager</p> <p>Sep 2016 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 300m</b></p> <p>0.000% / 35.0% 09/2021</p> <p>Co-Lead Manager</p> <p>Sep 2016 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 450m</b></p> <p>0.250% / 45.0% 03/2022</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Feb 2016 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 300m</b></p> <p>1.500% / 42.5% 01/2021</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Dec 2015 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 166.3m</b></p> <p>1.000% / 30.0% 12/2020</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Nov 2015 </p>
<p><b>Convertible Bond</b></p>  <p><b>EUR 450m</b></p> <p>3.000% / 30.7% 05/2020</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Apr 2015 </p>	<p><b>Convertible Bond</b></p>  <p><b>GBP 112.5m</b></p> <p>2.000% / 16.5% 03/2020</p> <p>Joint Bookrunner</p> <p>Mar 2015 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 297m</b></p> <p>0.500% / 27.5% 11/2019</p> <p>Joint Bookrunner</p> <p>Nov 2014 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 275m</b></p> <p>1.500% / 27.5% 02/2019</p> <p>Joint Global Coordinator/ Joint Bookrunner</p> <p>Feb – Jun 2014 </p>	<p><b>Convertible Bond</b></p>  <p><b>EUR 45m</b></p> <p>0.875% / 20% 03/2019</p> <p>Joint Lead Manager/ Joint Bookrunner</p> <p>Mar 2014 </p>