



PRESS CONFERENCE, 29 FEBRUARY 2024

Annual results 2023

Willi Cernko, Chief Executive Officer

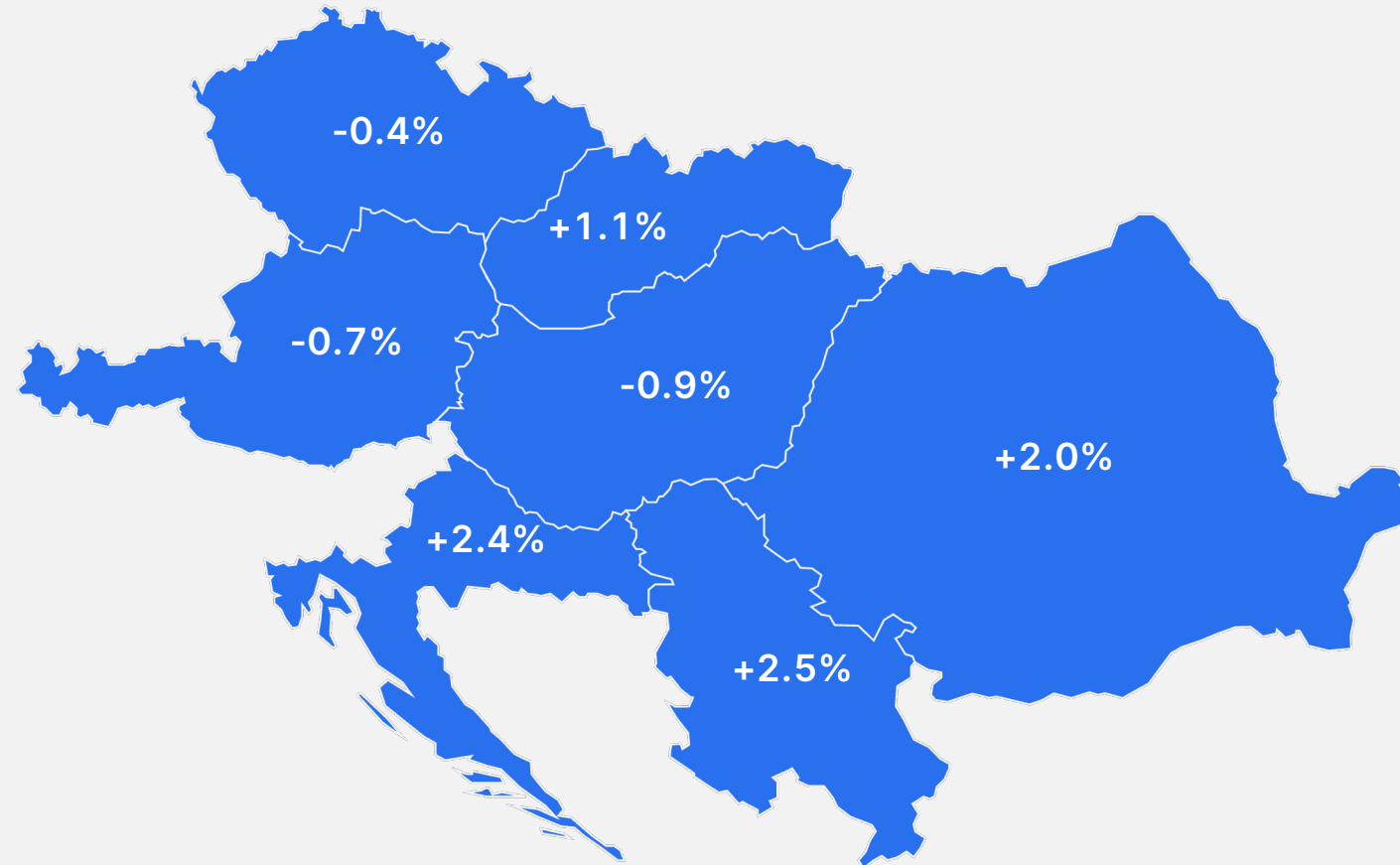
Stefan Dörfler, Chief Financial Officer



Alexandra Habeler-Drabek, Chief Risk Officer

Ingo Bleier, Chief Corporates & Markets Officer

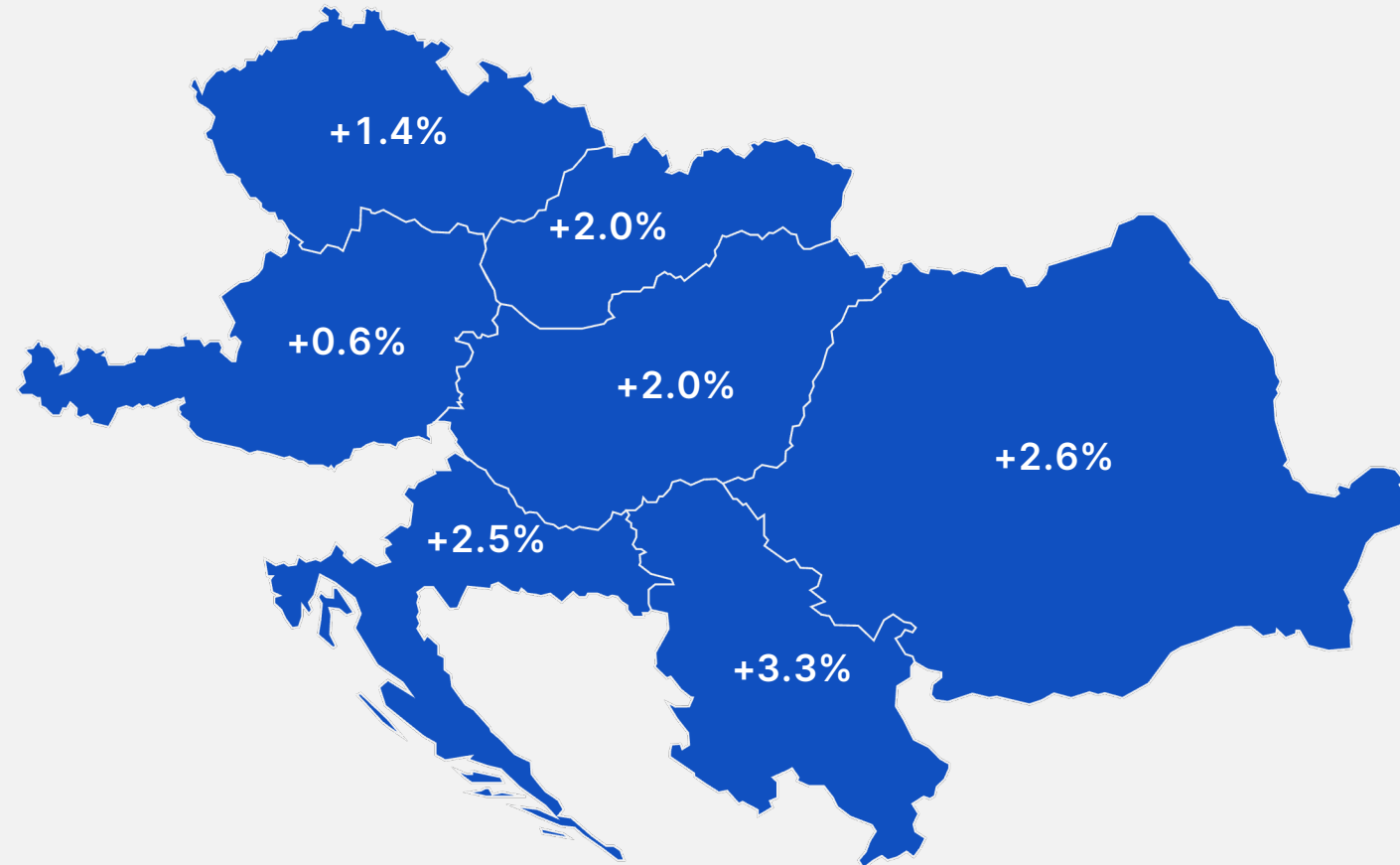




GDP growth in 2023: Gloomy macro environment



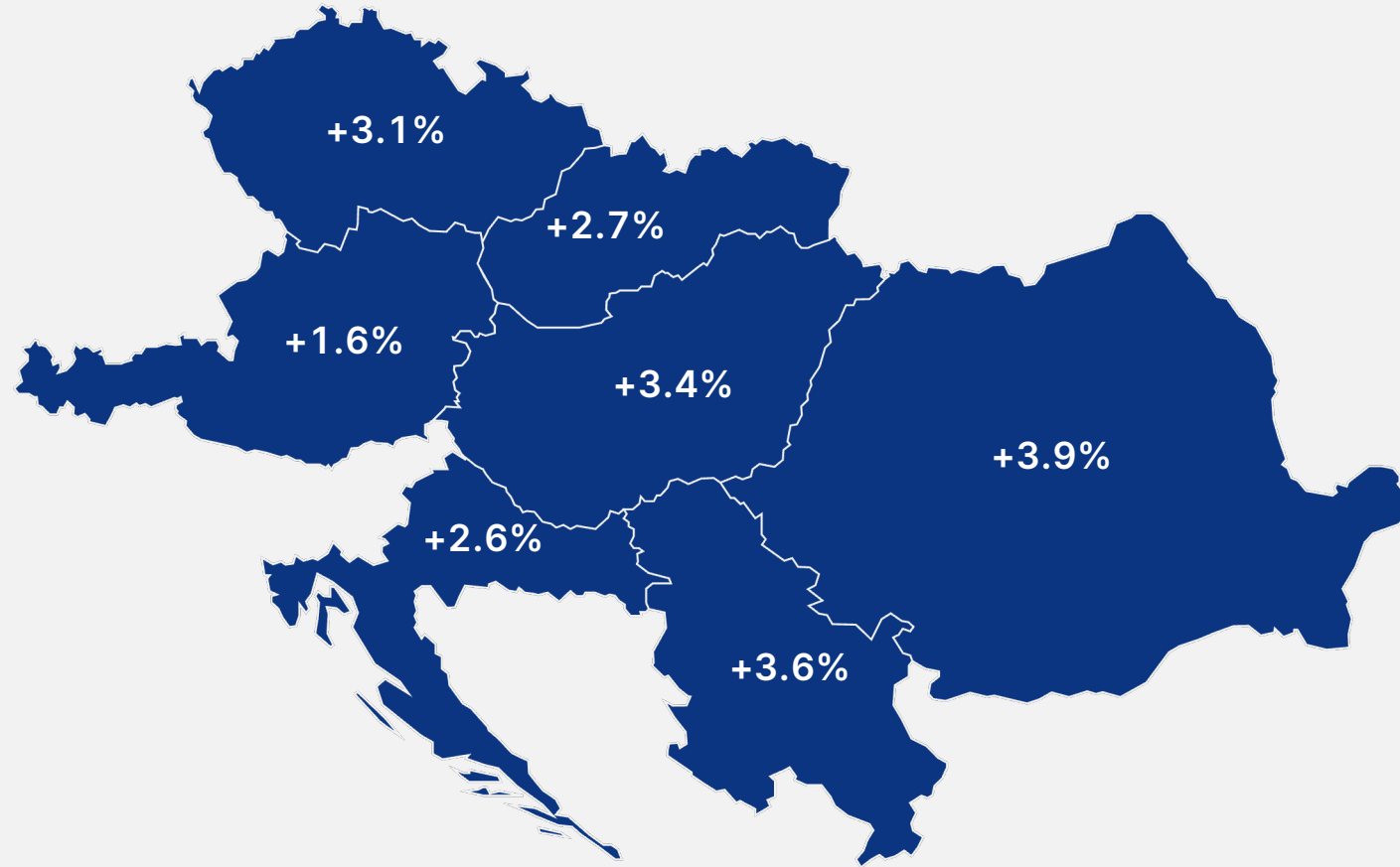
 eurozone	+0.5%
 Erste region Ø	+0.3%

GDP forecast for 2024: CEE back on the growth path



 eurozone	+0.7%
 Erste region Ø	+1.7%

GDP forecast for 2025: Growth solidifies



 eurozone	+1.1%
 Erste region Ø	+2.8%

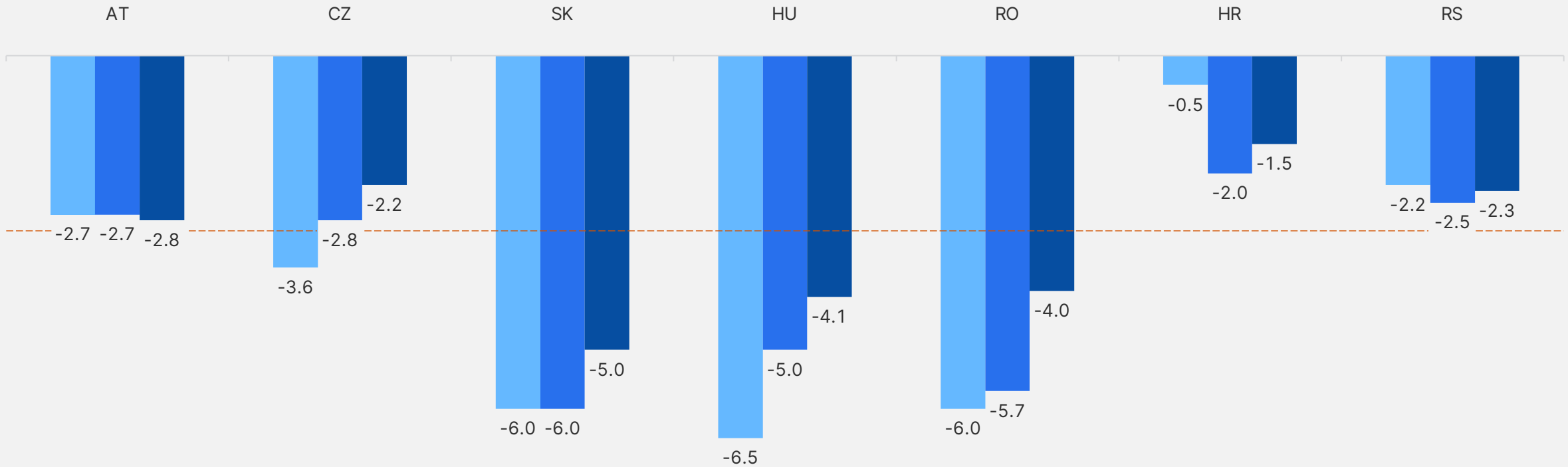
Budget deficits: Declining new indebtedness

IN % OF GDP

2023 2024e 2025e Maastricht criteria

eurozone Ø

2023: -3.2%
2024e: -2.8%
2025e: -2.7%



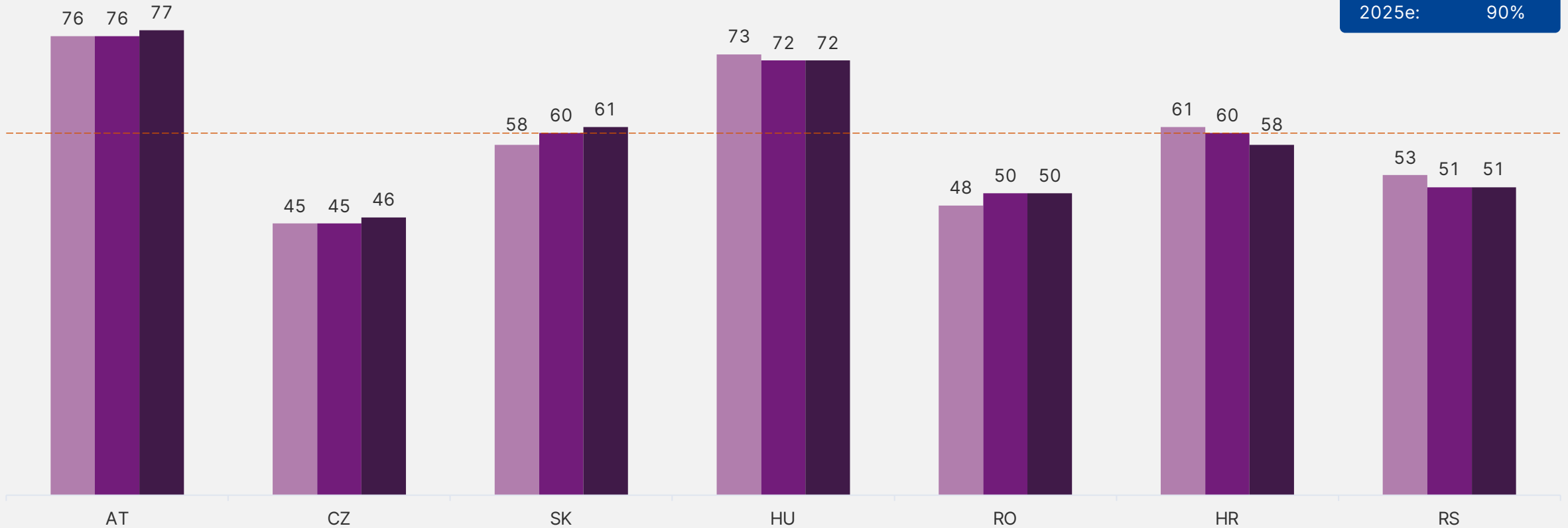
Public debt: CEE clearly below eurozone average

IN % OF GDP

2023 2024e 2025e Maastricht criteria

eurozone Ø

2023: 90%
2024e: 90%
2025e: 90%



Inflation: Strong cooling-off expected in 2024

IN %

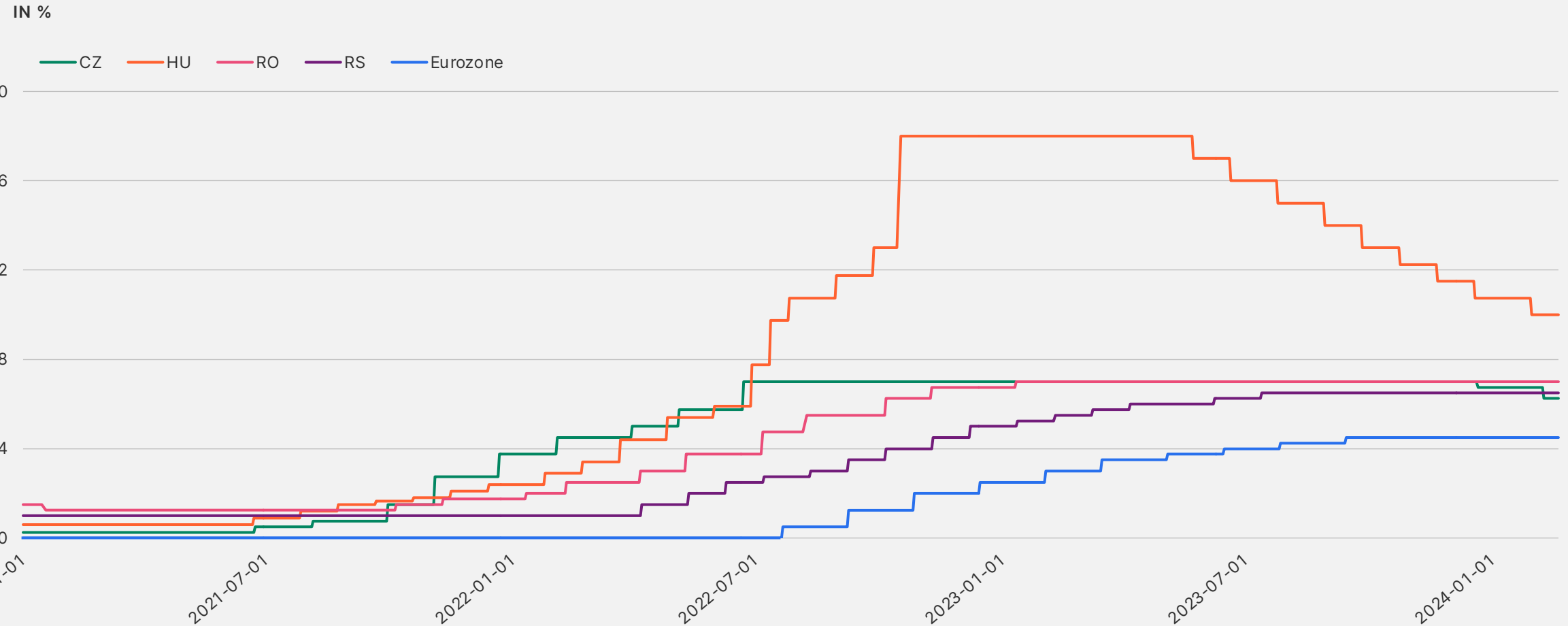
2023 2024e 2025e

eurozone Ø

2023: 5.5%
2024e: 2.5%
2025e: 2.1%



Key interest rate: First interest rate cuts in CEE

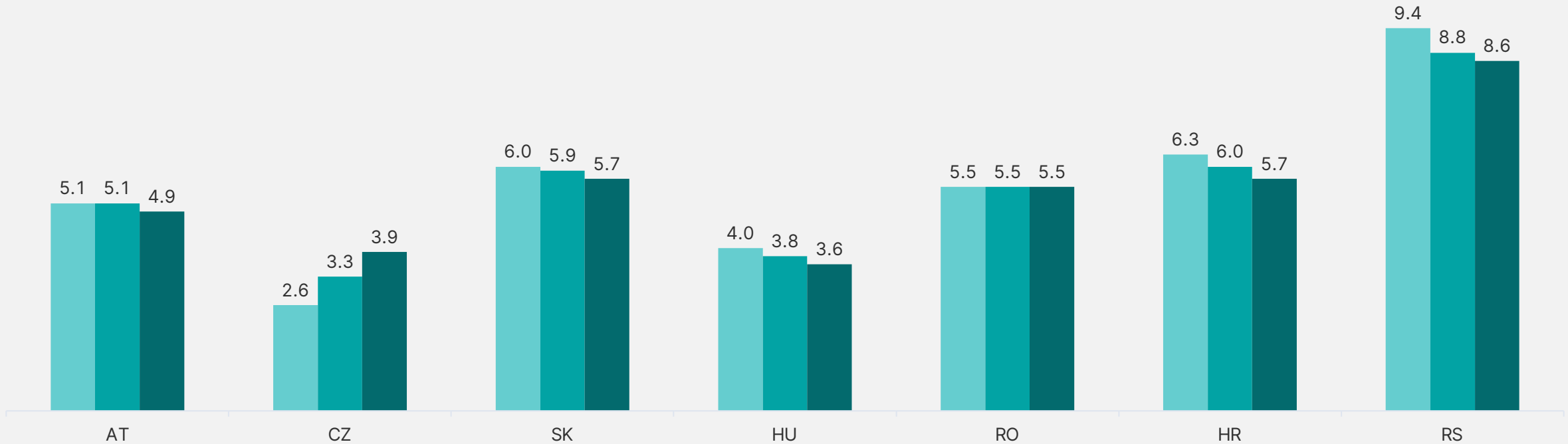


Labour markets continue to prove robust

UNEMPLOYMENT RATE, IN %

2023 2024e 2025e

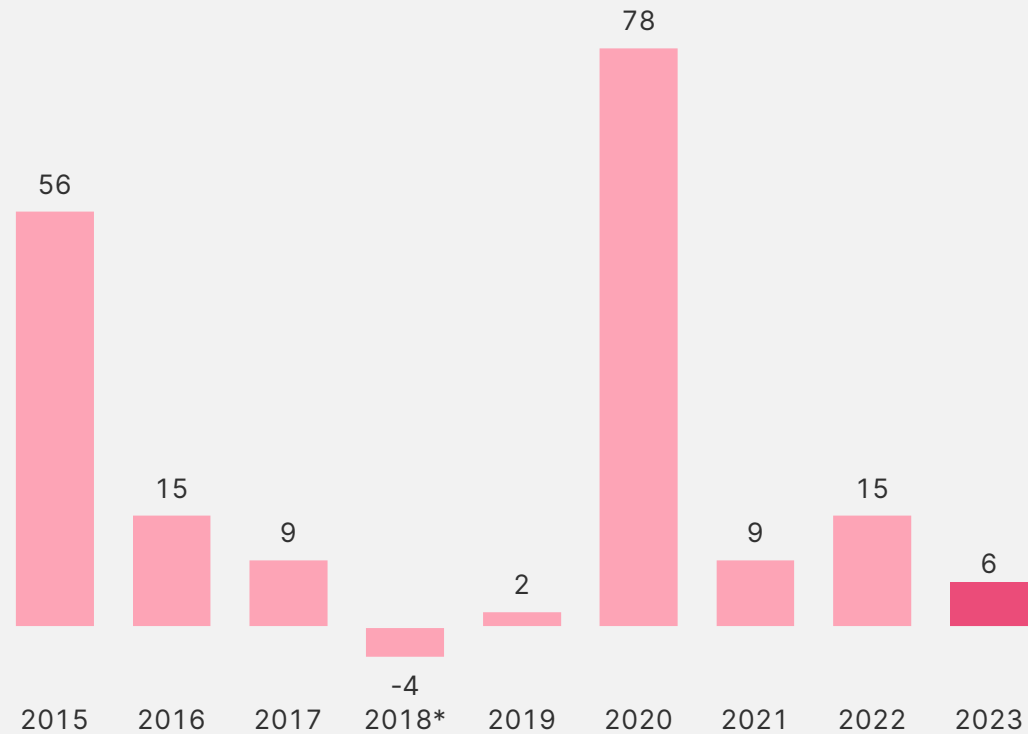
eurozone Ø
2023: 6.6%
2024e: 6.6%
2025e: 6.4%



Risk costs remain at a low level

Risk costs

In basis points of gross customer loans

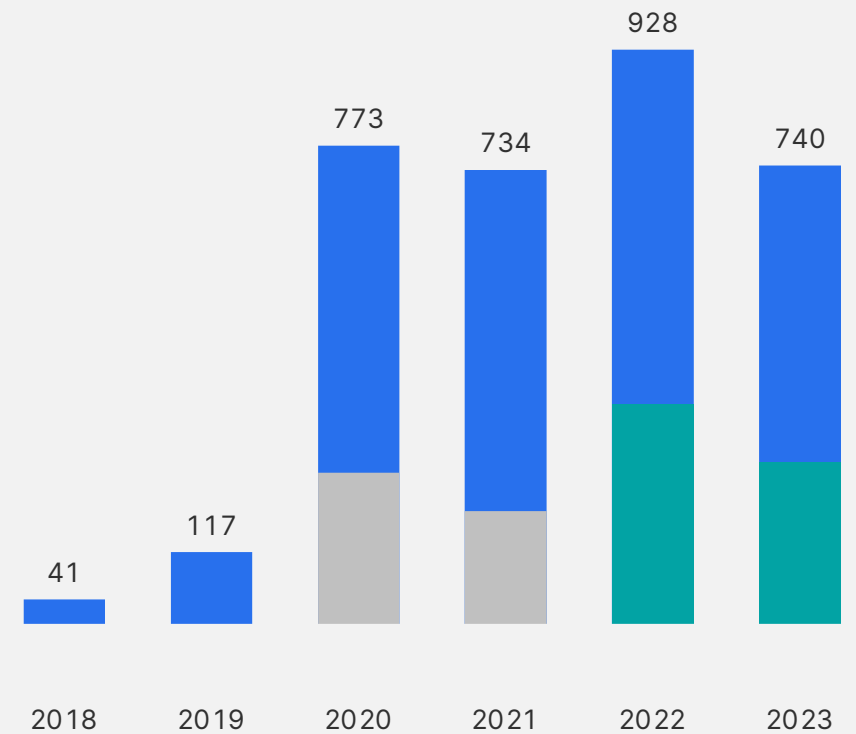


*Net release of risk provisions

Crisis-induced performing risk provisions

In EUR mn

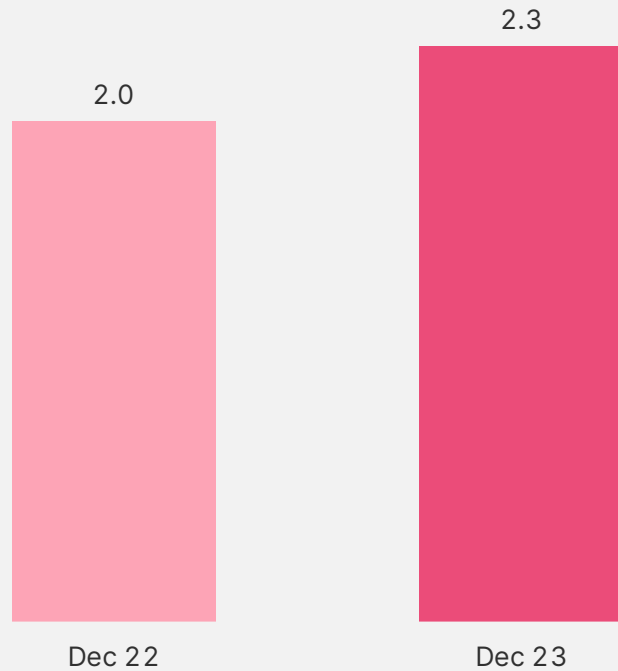
Macro Covid Ukraine/geopolitical situation



NPL ratio increases slightly, but remains at low level

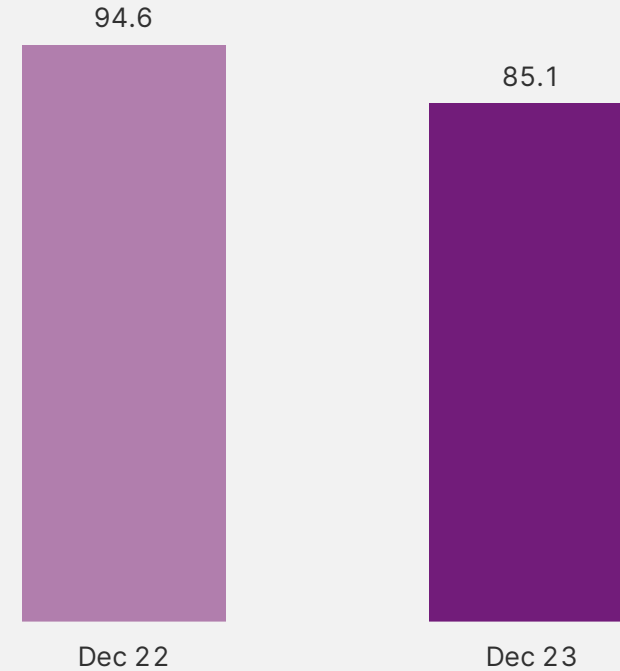
NPL ratio

In %



NPL coverage ratio

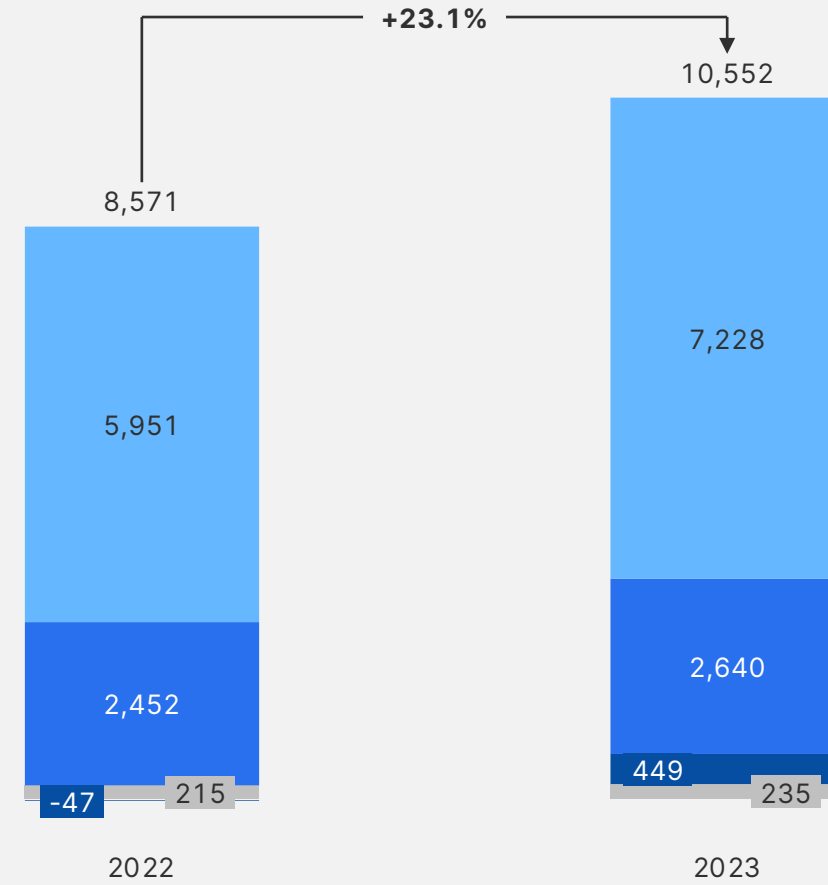
In %



Operating income rises significantly

IN EUR MN

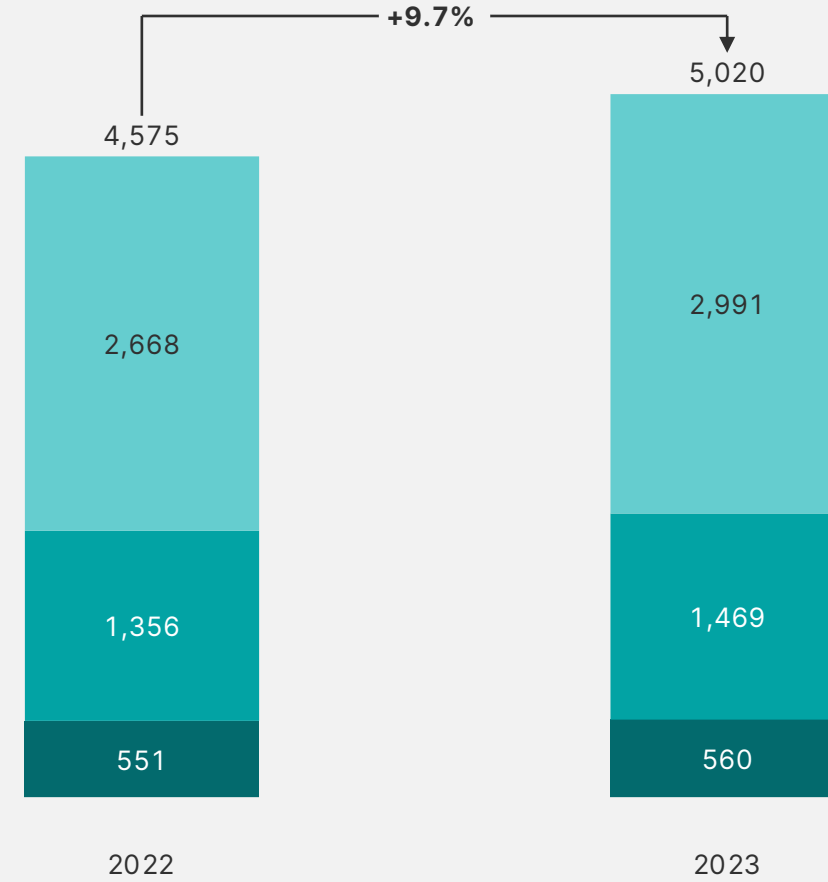
- Net interest income
- Net fee and commission income
- Net trading result and gains/losses from financial instrument at FVPL
- Other operating income



Operating expenses: Higher on inflationary pressure

IN EUR MN

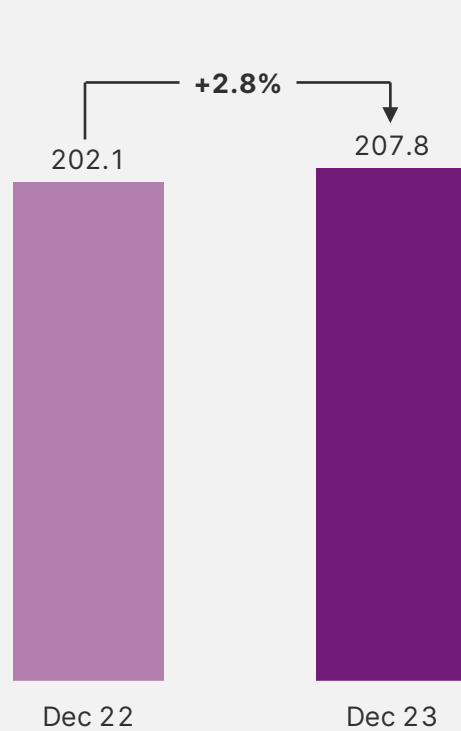
- Personnel expenses
- Other administrative expenses
- Depreciation and amortisation



Slight increases for **loans** and **deposits**

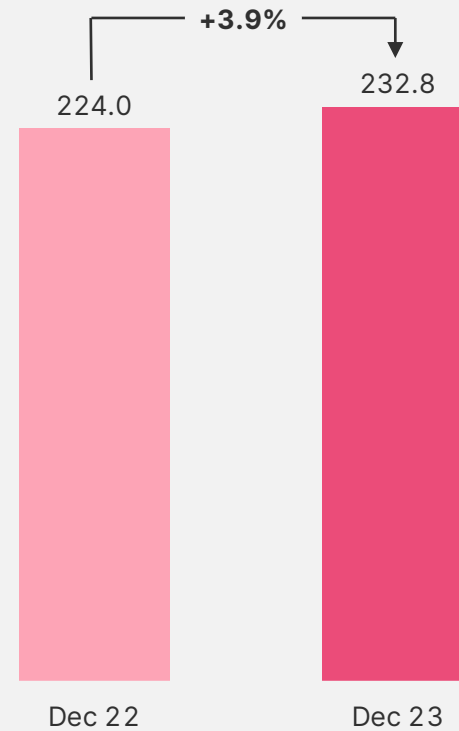
Loans

Net loans & advances to customers, in EUR bn



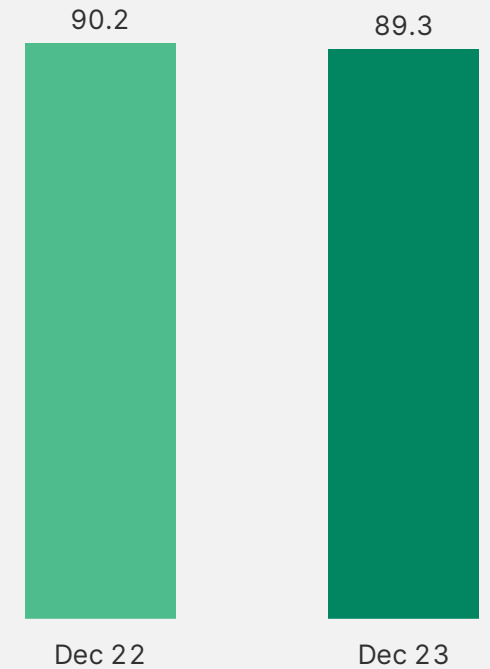
Deposits

in EUR bn



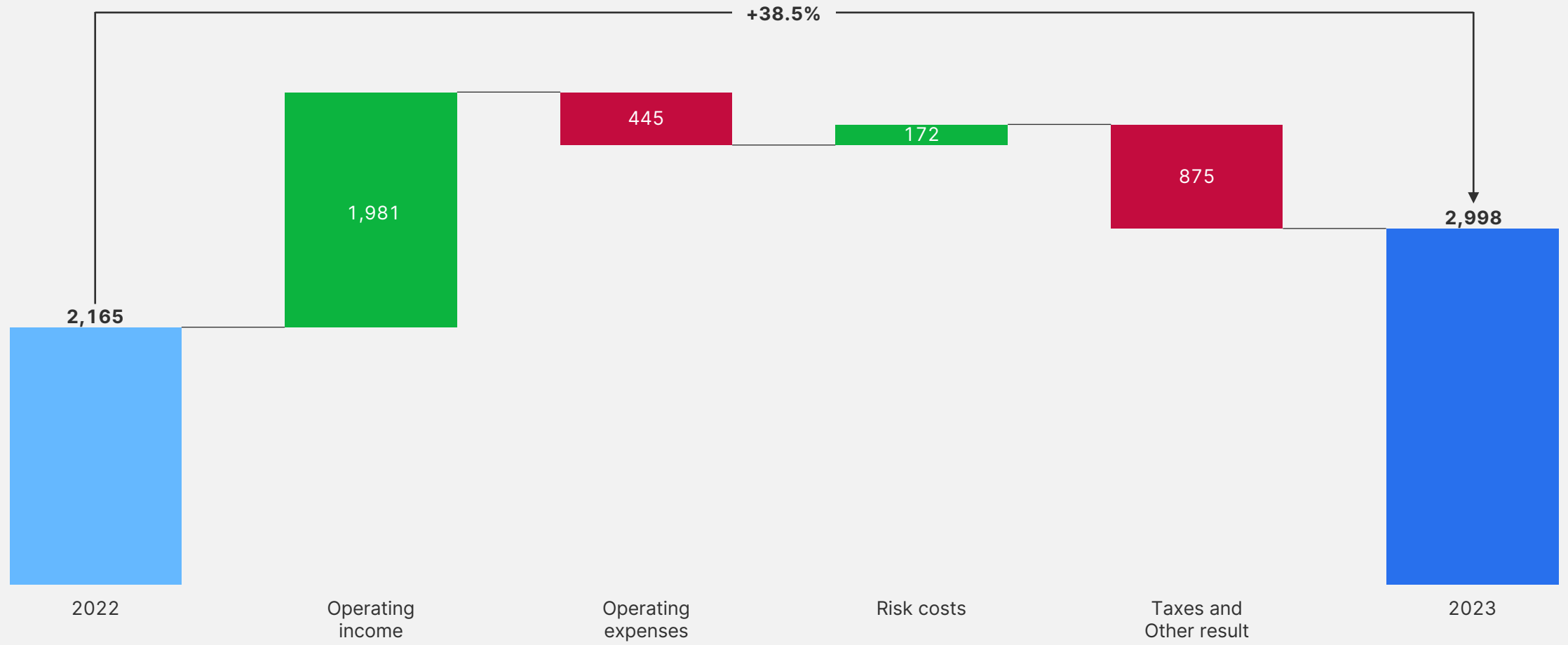
Loan-to-deposit ratio

in %



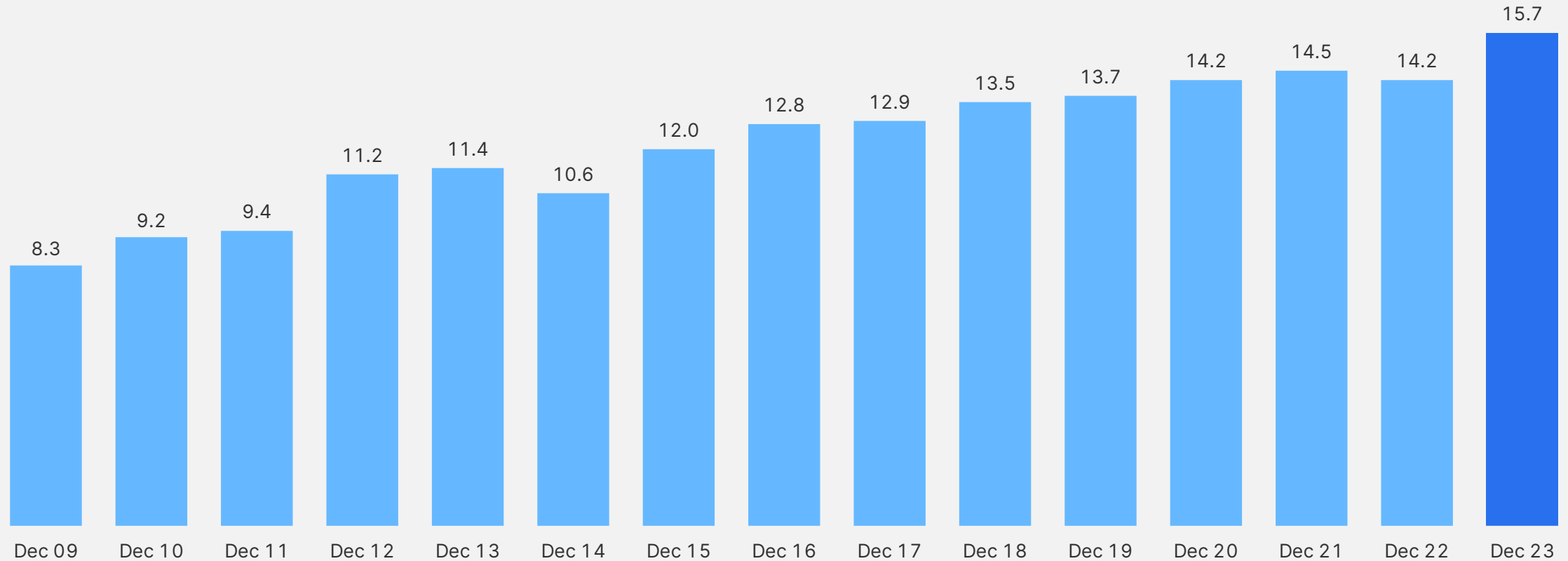
Strong **net result** thanks to solid operating performance

IN EUR MN



Strong **capitalization** provides basis for financing economies

CET1 RATIO IN % (CRR, FINAL)



Corporates and Markets segment: Growth despite challenging environment

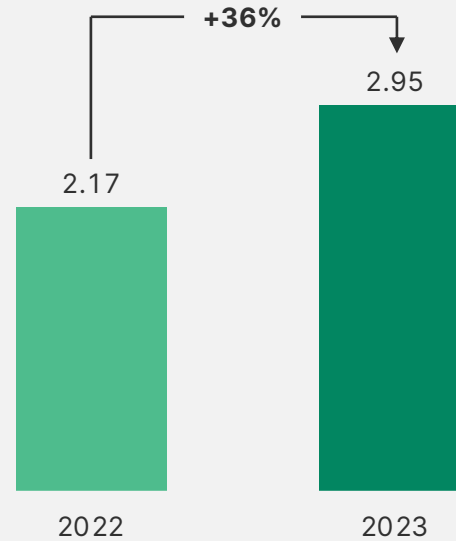
Corporate loans

Volume on a gross basis, in EUR bn



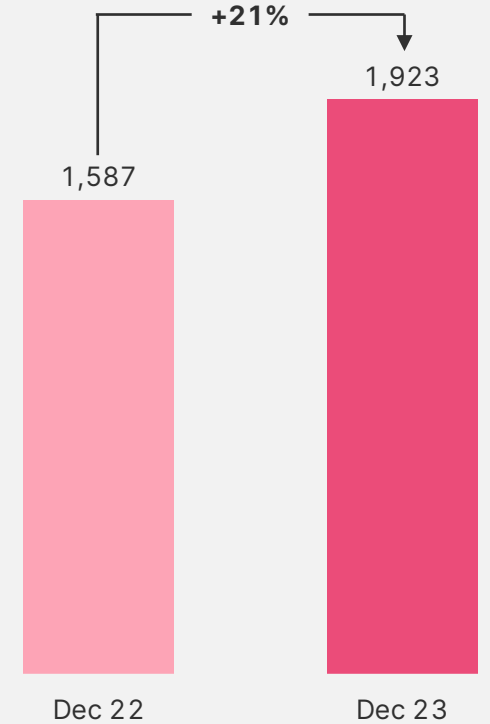
New sustainable loans

Volume in EUR bn



Operating result

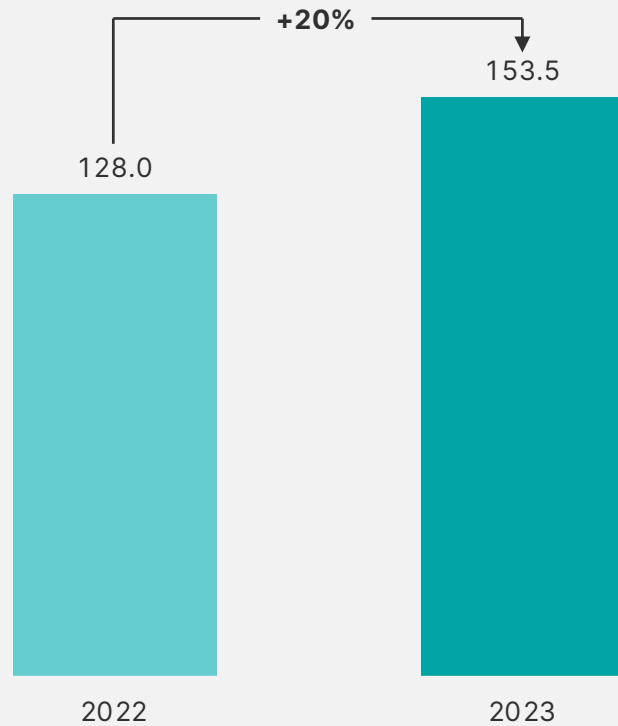
Corp. & Markets segment, in EUR mn



Group Markets and Asset Management provide very solid contribution to 2023 result

Co-arranged issuances

Issuance volume, in EUR bn



2023 Markets business almost reached the level of 2022

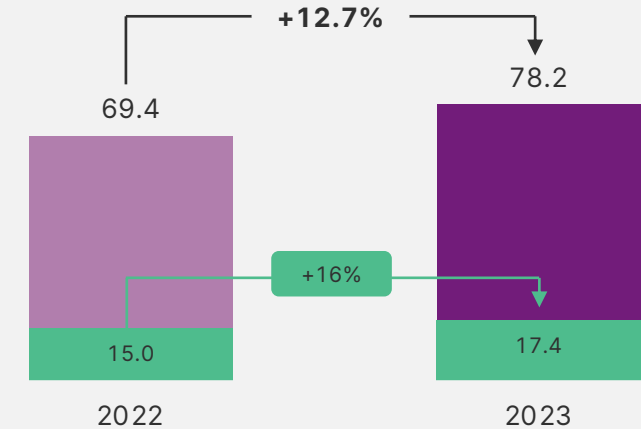
244 capital market mandates in 2023

With **Hidroelectrica**, we advised on the largest IPO in Europe this past year

Assets under Management

in EUR bn


■ of which sustainable funds



Digitization successes in corporate clients business

powered by the rollout of George Business

Roll-out of George Business progresses



- **37,000** businesses have activated George Business so far
- Continuous functional enhancements



- 170 corporate clients have already been activated



- Ongoing preparations for launch in 2024



With **Financial Health**, we bring further added value for corporate clients to our **digital platform**.

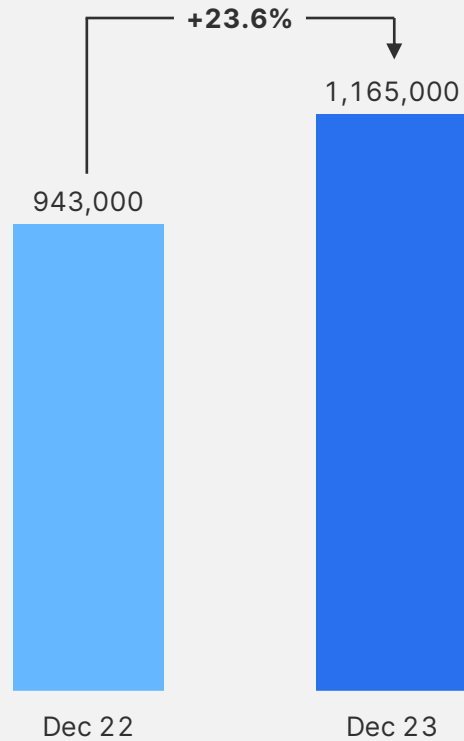


Digital onboarding enables uncomplicated account openings for new corporate clients.

Retail segment

Securities savings plans

Stock, in quantities



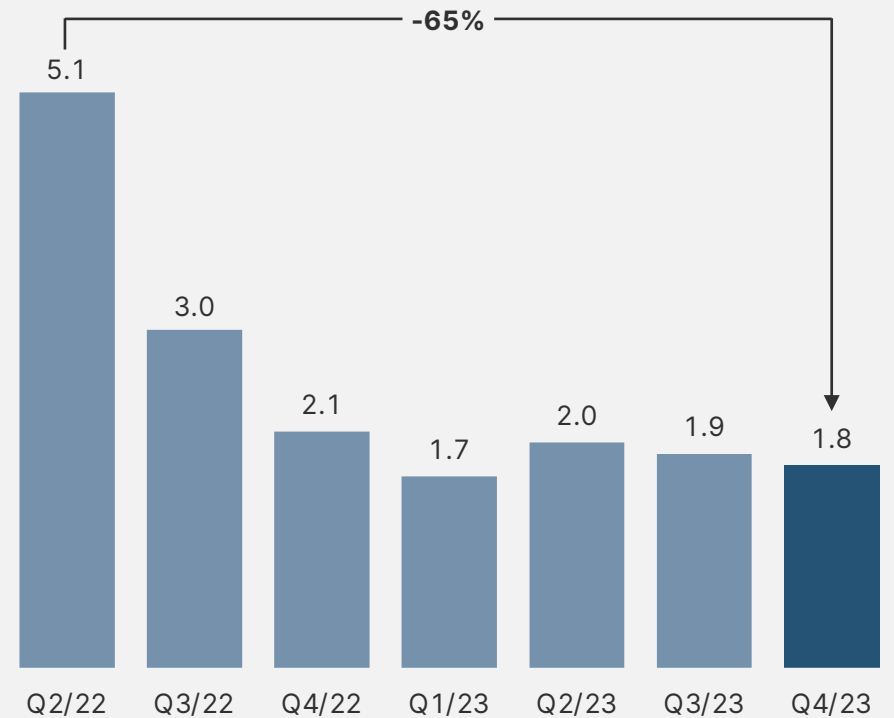
Housing loans

Stock volume, in EUR bn



New housing loans

Volume of new business in the quarter, in EUR bn



Digital innovations aimed at strengthening Financial Health

10 million
users



Every second product sale
Is already concluded **digitally**

Digital initiatives for Financial Health



AI-based **Financial Health Prototype**
www.erstebank.ai



Fit+ Financial Health Check



1.1 mn **Financial Health** consultations



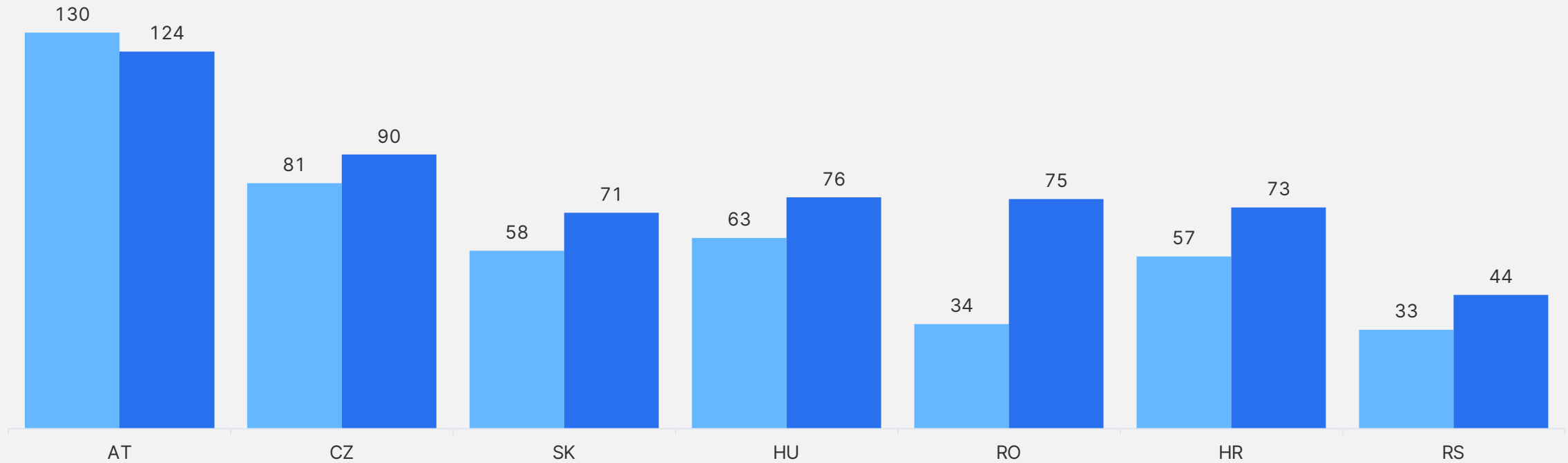
George Junior

20 years after the EU's 2004 enlargement: CEE's unprecedented catch-up story

Real GDP per capita

as % of EU average, adjusted for purchasing power

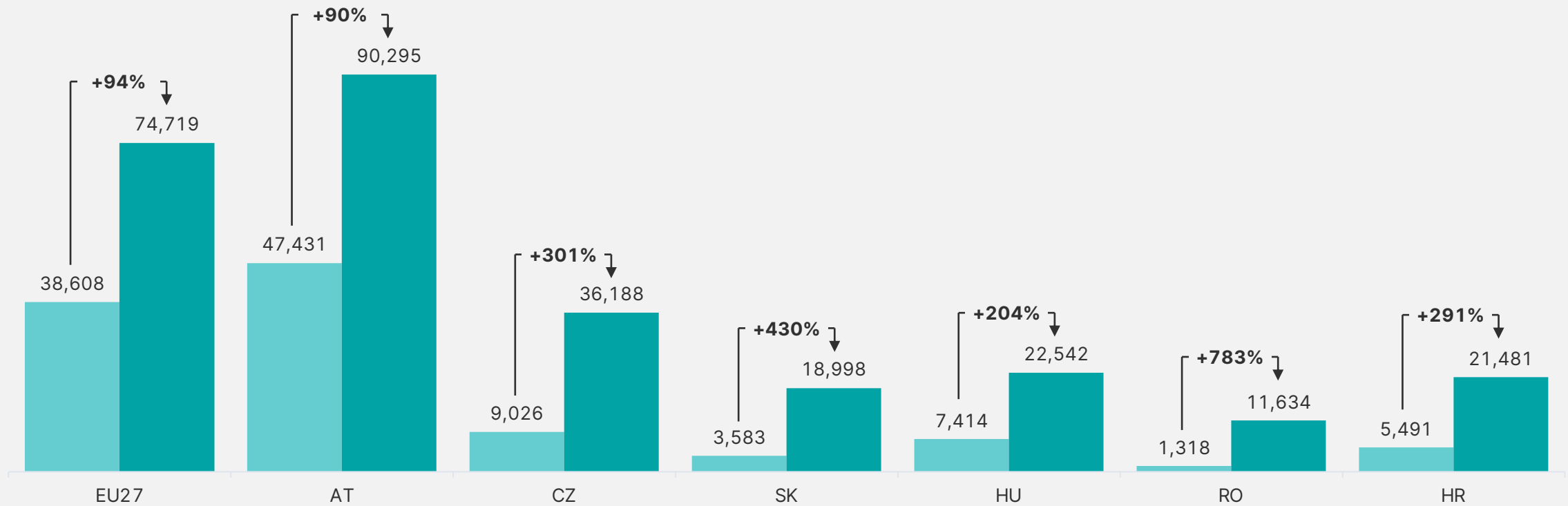
2004 2022



20 years after the EU's 2004 enlargement: Strong increase in prosperity across CEE

Per capita financial assets
in EUR

2004 2022



Next steps for CEE ...



- Digitalization provides the **next step in the value chain**
- **Financing the green transition** remains in focus
- **Capital markets union** as a source of funding for "twin transition"
- **Collaboration between** politics and business to meet future challenges

ERSTE 
Group