

Profile

Founded in 1819 as the first Austrian savings bank, Erste Group went public in 1997 with a strategy to expand its retail business into Central and Eastern Europe (CEE).

Since then, Erste Group has grown through numerous acquisitions and organic growth to one of the largest financial services providers in the Eastern part of EU in terms of clients and total assets:



ONE OF THE LEADING
FINANCIAL SERVICE
PROVIDERS IN THE
EASTERN PART OF EU



AMONG THE
TOP 3 BANKS IN
ITS LARGEST
CORE MARKETS



INNOVATION
LEADER IN
RETAIL BANKING
IN AUSTRIA

In the first half of 2025, Erste Group had:

- ca. **17 million** customers
- **45,900** employees
- **1,841** branches in 7 countries
- EUR **361 billion** total assets
- EUR **1.66 billion** net profit
- EUR **2.96 billion** operating result
- EUR **32.6 billion** total equity
- **17.4%** CET1 ratio (phased-in)

Strategy

Eastern part of the EU

RETAIL BANKING

Acting as financial health advisor for the people in our region

Support customers to build up and secure wealth

Active management of customer journeys to increase customer satisfaction and profitability

CORPORATE BANKING

SME and large corporate banking

Advisory services, with focus on providing access to capital markets and corporate finance

Transaction banking services (trade finance, factoring, leasing)

Commercial real estate business

Focus on CEE, limited exposure to other Europe

CAPITAL MARKETS

Focus on customer business, including customer-based trading activities

In addition to core markets, presences in Poland, Germany, New York and Hong Kong with institutional client focus and selected product mix

Building debt and equity capital markets in CEE

PUBLIC SECTOR

Financing sovereigns and municipalities with focus on infrastructure development in core markets

Any sovereign holdings are held for market-making, liquidity or balance sheet management reasons

INTERBANK BUSINESS

Focus on banks that operate in the core markets

Any bank exposure is only held for liquidity or balance sheet management reasons or to support client business

Building a distinctive brand identity

Providing everyone with access to financial expertise and financial advice

Driving efficiency through digitisation

Developing innovative financial health propositions

Expanding through organic and inorganic growth

Listings and index representation

30.09.2024

LISTINGS	INDEX	WEIGHTING
Vienna Stock Exchange	ATX	19.9 %
Prague Stock Exchange	PX	20.1 %
Bucharest Stock exchange	BET-BK	7.2 %

- Via a level I ADR programme in the U.S.
- MSCI Standard Index
- EURO STOXX Banks Index
- FTSEurofirst 300 Index

Ratings

29.11.2024

	LONG-TERM	SHORT-TERM	OUTLOOK
S&P	A+	A-1	Stable
Fitch	A	F1	Stable
Moody's	A1	P-1	Stable

Extensive presence in CEE

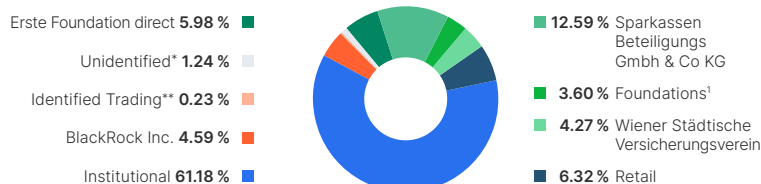


Management board

Peter Bosek, CEO and Chief Retail Officer
Stefan Dörfler, CFO
Alexandra Habeler-Drabek, CRO
Ingo Bleier, Chief Corporates and Markets Officer
Maurizio Poletto, COO and Chief Platform Officer

Shareholder structure

30.06.2025



¹ Foundations include Erste Employees Private Foundation, Syndicated Savings Banks Foundations, own holdings of Savings Banks

* Unidentified include unidentified institutional and retail investors

** Identified Trading includes market makers, prime brokerage, proprietary trading, collateral and stock lending positions which are visible through custodian bank lists

Total number
of shares
410,514,384

Free float
73.56 %

Current financial outlook 2025

OPERATING ENVIRONMENT

- Moderately improving economic outlook
- Loan growth of more than 5 % in 2025

BUSINESS PERFORMANCE

- Solid volume growth and manageable interest rate environment support NII
- Fee growth of more than 5%
- Cost/income ratio of below 50%

ASSET QUALITY

- Risk costs expected around 20 bps in 2025

CAPITAL POSITION

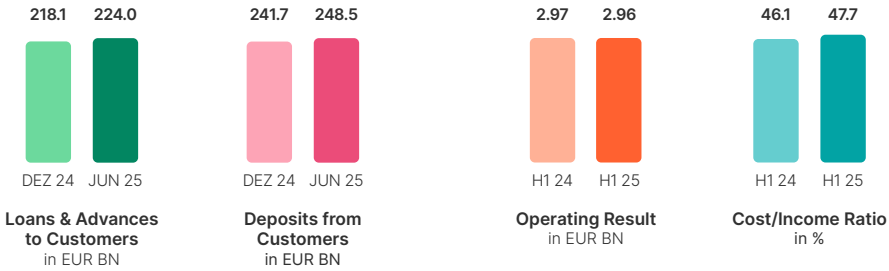
- Temporarily reduced dividend payment, supporting internal funding of Santander Bank Polska acquisition
- CET1 ratio of more than 18,25% ahead of first-time consolidation of Santander Bank Polska

PROFITABILITY

- ROTE of above 15% targeted for 2025

RISK FACTORS TO GUIDANCE

- Political, regulatory, geopolitical, economic, health and competition risks, also non-financial and legal risks
- Indirect effects from international (military) conflicts, such as the Russia/Ukraine war or in the mid-east region
- Economic downturn may put goodwill at risk



Central and Eastern Europe

Real GDP Growth (%)
Source: Erste Group Research (31.07.2025)

	HR	CZ	HU	PL	RO	RS	SK	SI	CEE8	AT	EZ
2025e	2,8	1,0	0,8	3,2	1,3	3,1	1,5	1,5	2,3	-0,2	0,9
2026e	2,6	2,2	3,0	3,1	3,1	3,9	1,5	2,0	2,8	0,4	0,9

Statements



“Our strong results confirm that we are on the right strategic path. With the planned acquisition in Poland, we are investing in one of Europe’s most dynamic growth markets – because we believe in the innovative strength, self-efficacy, and entrepreneurial potential of Central and Eastern Europe. Our continent needs to focus less on what’s happening across the Atlantic and show more confidence in its own ability to shape the future. That is exactly what we stand for.”

Peter Bosek, CEO of Erste Group



„Our strong capital position is the result of clear priorities: we have deliberately refrained from share buybacks, temporarily reduced dividends, and are benefiting from our high profitability. This enables us to finance the acquisition in Poland from our own resources – a strong signal of our financial stability and strategic flexibility.”

Stefan Dörfler, CFO of Erste Group

Erste is a leading bond underwriter in CEE

2024: CEE Corporate & FI Bonds

Rank	Bookrunner	No of deals	Vol (EUR)
1	Erste Group	26	2.39 bn
2		16	2.09 bn
3		15	1.40 bn
4		13	1.25 bn
5		12	988.83 m
6		11	1.37 bn
7		9	963.00 m
8		7	791.79 m
9		6	608.33 m
10		6	570.83 m

Source: Informa Global Markets

2019-2024: ECM Deals Austria & CEE

Rank	Manager	No of deals	Vol (EUR)
1	Erste Group	27	10.67 bn
2		25	14.20 bn
3		25	6.37 bn
4		23	14.12 bn
5		22	6.41 bn
6		20	9.11 bn
7		20	6.94 bn
8		19	2.30 bn
9		18	9.83 bn
10		17	14.34 bn

Source: Dealogic

2024: Global EUR Covered Bonds

Rang	Bookrunner	No of deals	Vol (EUR)
1		84	10.91 bn
2		63	9.11 bn
3		63	7.09 bn
4		61	8.93 bn
5	Erste Group	61	6.71 bn
6		60	8.09 bn
7		56	6.59 bn
8		44	6.57 bn
9		41	6.70 bn
10		40	5.94 bn

Source: Informa Global Markets