

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 financial year 2024, Erste Group had:

- ca. **16.6 million** customers
- **45,700** employees
- **1,871** branches in 7 countries
- EUR **354 billion** total assets
- EUR **3.13 billion** net profit
- EUR **5.90 billion** operating result
- EUR **30.8 billion** total equity
- **15.1%** CET1 ratio (final, adjusted)

Strategy

Customer banking in Central and Eastern Europe

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 profitability and customer satisfaction.

CORPORATE BANKING

SME and local 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, presence 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.

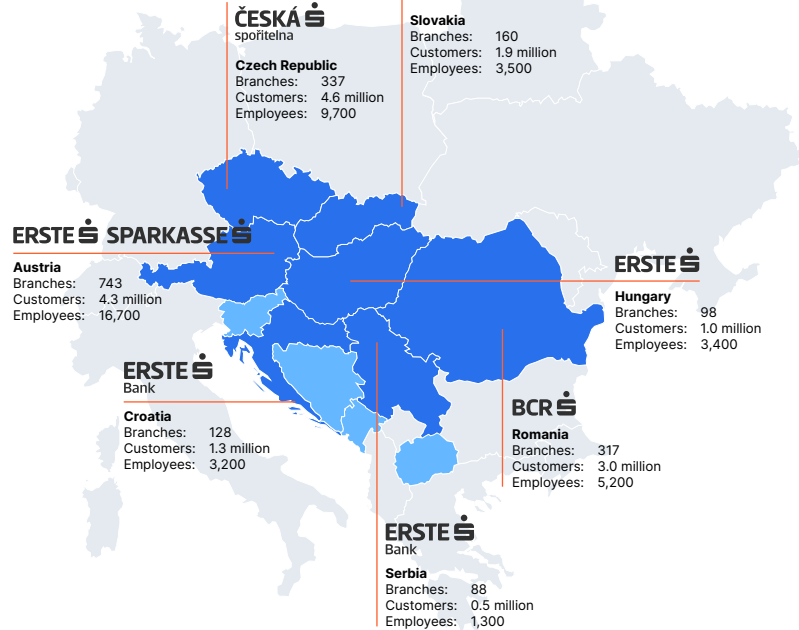
Any sovereign holdings are held for market-making, liquidity or balance sheet management reasons.

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.

Extensive presence in CEE



Listings and index representation

30.09.2024

LISTINGS	INDEX	WEIGHTING
Vienna Stock Exchange	ATX	19.9%
Prague Stock Exchange	PX	20.08%
Bucharest Stock exchange	BET-BK	4.86%

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

Ratings

20.12.2024

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

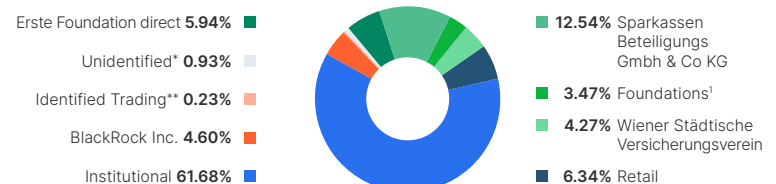
Management board

Peter Bosek, CEO and CRetO
Stefan Dörfler, CFO
Alexandra Habeler-Drabek, CRO

Ingo Bleier, Chief Corporates and Markets Officer
Maurizio Poletto, COO and Chief Platform Officer

Shareholder structure

31.12.2024



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
73.78%

Current financial outlook 2025

OPERATING ENVIRONMENT

- Diverging economic performance, with HR and RS expected to grow fastest
- Loan growth of around 5% in 2025

BUSINESS PERFORMANCE

- Stable development of NII as lower rates to be offset by tailwinds
- Fee growth of around 5%
- Cost/income ratio of below 50%

CREDIT RISK

- Risk costs expected below 25 bps in 2025

CAPITAL RETURN

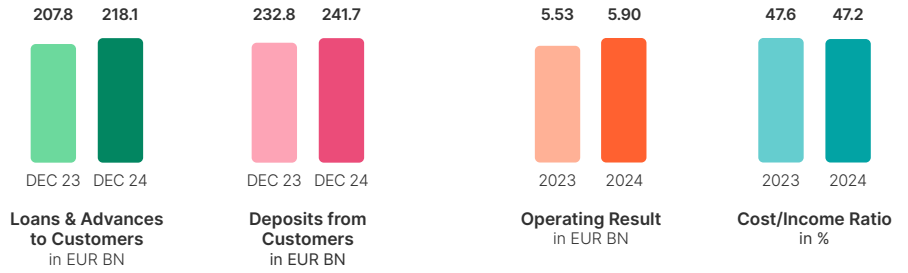
- 41.2% of adjusted net profit as regular dividend subject to AGM approval
- 23.7% of 2024 adjusted net profit as share buyback subject to regulatory approval

PROFITABILITY

- ROTC of around 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



Statements



"Our results show that we are active in Europe's growth region, with two-thirds of our profits coming from our banks in Central and Eastern Europe. The pursuit of prosperity here remains unbroken, despite the strong convergence over the past 20 years. This region is also where future potential lies. In view of the major geopolitical changes taking place, Europe needs to grow closer together."

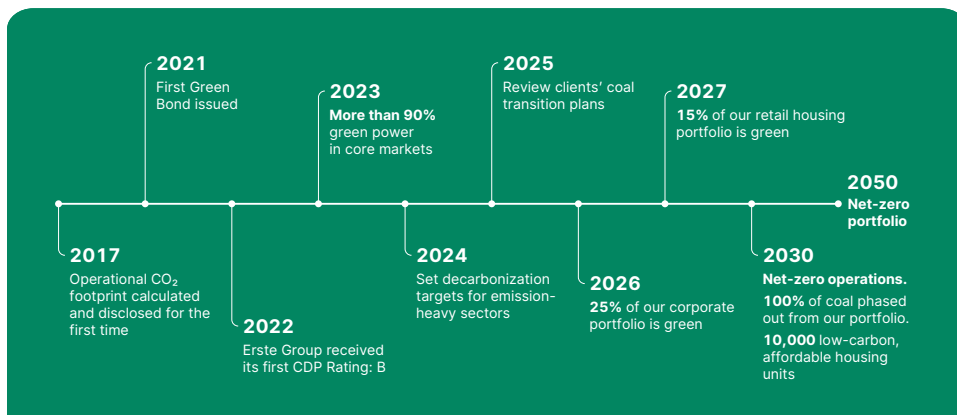
Peter Bosek, CEO of Erste Group



"We continued to grow strongly in our customer business last year and achieved a good result. Thanks to our prudent and diversified lending, we have our risk costs under control and our capital position remains strong. Interest rate cuts are boosting investments by both households and corporates. This trend is also reflected in the increase in our lending volume in the second half of the year."

Stefan Dörfler, CFO of Erste Group

We are on the path to net zero



MEMBERSHIPS

- Net-Zero Banking Alliance (NZBA)
- Green Consumption Pledge
- Financial Initiative of the UN Environmental Program
- PCAF (Partnership for Carbon Accounting Financials)

ESG: for our society and for the planet

Economic success paired with environmental and social responsibility

Our aim ...

We believe in a strong, healthy and prosperous society in the CEE region.

As a member of the Net-Zero Banking Alliance we will take a leading role the green transition in CEE, promote innovations and make the most of opportunities.

Tackling climate change:

sustainable financing and the transition to net-zero emissions – that is, a modern economy in which greenhouse gases are no longer emitted into the atmosphere and in which human activities have no net impact on the climate system.

Find out more about our ESG efforts

erstegroup.com/en/about-us/sustainability-esg