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:

- ca. 16.2 million customers
- 45,700 employees
- 1,948 branches in 7 countries
- EUR 337 billion total assets
- EUR 2.99 billion net profit
- EUR 5.53 billion operating result
- EUR 28.5 billion total equity
- 15.7% CET1 ratio (final)

Strategy

Customer banking in Central and Eastern Europe

**Eastern part of the EU**

- Retail banking
- Corporate banking

**Focus on CEE, limited exposure to other Europe**

- Capital markets
- Public sector
- Interbank business

In the financial year 2023, Erste Group had:

- **157%** CET1 ratio (final)
- **28.5 billion** total equity
- **5.53 billion** operating result
- **2.99 billion** net profit
- **45,700** employees
- **1,948** branches in 7 countries
- **16.2 million** customers
- **337 billion** total assets

**Extensive presence in CEE**

- **Austria**
  - Branches: 765
  - Customers: 4.5 million
  - Employees: 9,800
- **Croatia**
  - Branches: 131
  - Customers: 1.3 million
  - Employees: 3,500
- **Hungary**
  - Branches: 98
  - Customers: 2.0 million
  - Employees: 3,500
- **Serbia**
  - Branches: 87
  - Customers: 0.5 million
  - Employees: 1,500
- **Slovakia**
  - Branches: 178
  - Customers: 2.0 million
  - Employees: 3,500
- **Czech Republic**
  - Branches: 366
  - Customers: 4.5 million
  - Employees: 9,800

** Listings and index representation **

<table>
<thead>
<tr>
<th>LISTINGS</th>
<th>INDEX</th>
<th>WEIGHTING</th>
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<tbody>
<tr>
<td>Vienna Stock Exchange</td>
<td>ATX</td>
<td>21.0 %</td>
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<tr>
<td>Prague Stock Exchange</td>
<td>PX</td>
<td>21.1 %</td>
</tr>
<tr>
<td>Bucharest Stock exchange</td>
<td>BET-BK</td>
<td>7.6 %</td>
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</table>

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

** Management board **

- **Willi Cernko**, CEO and CReiO
- **Stefan Dörfler**, CFO
- **Alexandra Habeler-Drabek**, CRO
- **Ingo Bleier**, Chief Corporates and Markets Officer
- **David O’Mahony**, Chief Operations Officer
- **Maurizio Poletto**, Chief Platform Officer

** Shareholder structure **

- **Erste Foundation direct** 5.76 %
- **Identified Trading** 0.58 %
- BlackRock 4.13 %
- Institutional 62.69 %

**Ratings**

<table>
<thead>
<tr>
<th></th>
<th>LONG-TERM</th>
<th>SHORT-TERM</th>
<th>OUTLOOK</th>
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<td>Moody’s</td>
<td>A1</td>
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**FACTSHEET**

- **APRIL 2024**
- **Total number** 420,912,908
- **Free float** 74.73 %

**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
Current financial outlook 2024

OPERATING ENVIRONMENT
- Moderately improving economic outlook, with real GDP growth above 2%
- Loan growth of around 5% in 2024

BUSINESS PERFORMANCE
- In 2024, NII decline of ca. 3% after two years of historic upswing
- Fee growth of around 5%
- Cost/income ratio of around 50%

CREDIT RISK
- Risk costs expected below 25 bps in 2024

DIVIDEND
- FY2023 dividend per share of EUR 2.70 planned
- Unchanged dividend policy going forward with payout ratio targeted at 40–50%

PROFITABILITY
- ROTE of around 15% targeted for 2024

Statements

“Twenty years after the first EU enlargement involving Central and Eastern Europe, it’s clear that a real success story has been and is being written in the region. However, CEE is also facing major challenges that need to be overcome. The green transformation and advancing digitalization – all of this will require investment, for which we are available as a partner. One very welcome development: CEE is returning to its role as Europe’s growth engine.”

Willi Cernko, CEO of Erste Group

“2023 was a strong year for our banking group. Despite the macroeconomic slowdown, we achieved an excellent result thanks to our loan volume growth and a favorable interest rate and risk environment. Even if the interest rate landscape is likely to change in the course of the current year: We are positioned to finance the ongoing upswing in our region.”

Stefan Dörfler, CFO of Erste Group

We are on the path to net zero

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

Central and Eastern Europe
Real GDP Growth (%)
Source: Erste Group Research (04.04.2024)

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<tr>
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<td>1.5</td>
<td>1.1</td>
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MEMBERSHIPS
- Net-Zero Banking Alliance (NZBA)
- Financial Initiative of the UN Environmental Program
- Green Consumption Pledge
- PCAF (Partnership for Carbon Accounting Financials)