

> Erste Bank –  
a successful start to 2003

> Q1 2003 Results Teleconference  
Vienna 16 May 2003

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Please note that due to rounding up/down minor discrepancies may occur in the presentation

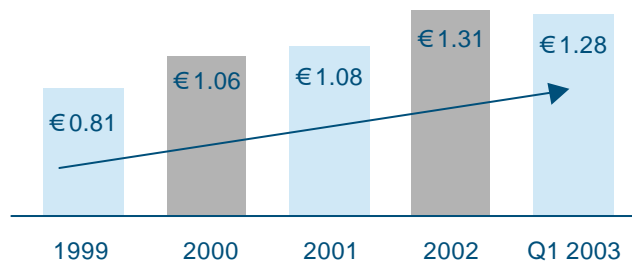
# > Q1 2003 – Financial highlights

Financial Highlights

## Erste Bank Group - Key ratios

- » **Tier 1 ratio for Erste Bank Group 6.6% after 6.3% at YE 2002**
- » **ROE 12.1%, after 12.7% at YE 2002**
  - » Takes account of full effect of 2002 capital increase
  - » Compared to ROE 15.7% at Q1 2002 equity increased by approx. 40%
- » **Cost/income ratio at 66.4%, down from 67.9 at YE 2002**
  - » Q1 02 at 64.2% was unusually good due to below average costs in this quarter
  - » Revenue growth of 2.6% in Q1 03 was compensated by stronger cost growth (+6.2%)
- » **EPS at EUR 1.28**
  - » Below Q1 02 levels due to 18% capital increase in July 2002
  - » Increase when compared to the quarterly average of 2002 (EUR 1.18)

### EPS development



# > Q1 2003 – Financial highlights

Financial Highlights

## Erste Bank Group – Key performance indicators

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### Operating Profit

- » **EUR 305.9 – up 6.2% when compared to 2002 quarterly average of EUR 287.9**
  - » Operating income up by 2.6% on Q1 02
  - » Costs up 6.2% against below average costs in Q1 02

### Net Profit

- » **75.8m - up 15.0% from EUR 65.9m in Q1 2002**
  - » Mainly driven by earnings growth in CE operations

### Net Interest Margin

- » **Group NIM 2.26% stable compared to 2.28% in Q1 2002**
  - » New calculation method based on average interest earning assets
  - » Margins improved in SLSP and EBH, slightly down in CS (at 2.9%)
  - » Margins stable in Austria (including savings banks)


### Total assets

- » **EUR 125.1bn – up 3.2% from YE 2002**
    - » Loans to customers increased by 0.8% due to slow loan growth in Austria (SME loan book reduction already underway)
    - » Deposits grew by 2.9% - 50% contribution from CE
-

# > Key figures of EB subsidiaries in Central Europe

Highlights

## Q1 2003 Results (IFRS)

										
	Q1 03	Q1 02	Q1 03	Q1 02	Q1 03	Q1 02	Q1 03	Q1 02	Q1 03	Q1 02
<b>Net Profit (EUR m) <sup>1</sup></b>	<b>56.8</b>	<b>30.4</b>	<b>24.1</b>	<b>8.0</b>	<b>3.1</b>	<b>0.5</b>	<b>2.7</b>	<b>3.0</b>	<b>6.0</b>	<b>n.a.</b>
<b>ROE (%)</b>	23.6	15.1	30.1	11.5	17.3	3.4	14.1	16.2	17.0	n.a.
<b>Cost / Income ratio (%)</b>	61.9	60.6	53.2	58.4	70.2	81.1	48.7	48.6	53.8	n.a.
<b>Balance Sheet Total (EUR m)</b>	17,202	15,831	4,930	4,774	1,622	1,113	936	674	1,076	n.a.
<b>Employees <sup>2</sup></b>	12,905	13,210	5,243	5,777	1,164	1,082	556	414	952	n.a.

<sup>1</sup> Exchange rate: EUR/CZK 31.70; EUR/SKK 41,66; EUR/HUF 242.48; EUR/HRK 7.59

<sup>2</sup> Inc. subsidiaries

## > Q1 2003 Financials

- > P & L
- > Balance sheet
- > Segment reporting

# > Q1 2003 EB Group Income Statement (IFRS)

Q1 2003 Profit & Loss Accounts

## P & L

EUR m	Q1 2003	Q1 2002	% Change
Net interest income	617.6	584.8	5.6
Risk provisions for loans and advances	(97.2)	(89.1)	9.1
Net commission income	228.9	244.0	(6.2)
Net trading result	60.1	50.9	18.1
<b>General administrative expenses</b>	<b>(605.1)</b>	<b>(570.0)</b>	<b>6.2</b>
Result from insurance business	4.4	8.1	(45.7)
Other operating result	(22.6)	(55.8)	59.5
<b>Pre-tax profit</b>	<b>186.1</b>	<b>172.9</b>	<b>7.6</b>
Taxes on income	(54.4)	(46.0)	(18.3)
Minority interests	(55.9)	(61.0)	8.4
<b>Net profit after minority interests</b>	<b>75.8</b>	<b>65.9</b>	<b>15.0</b>
Operating income	911.0	887.8	2.6
Operating expenses	(605.1)	(570.0)	6.2
<b>Operating result</b>	<b>305.9</b>	<b>317.8</b>	<b>(3.7)</b>
<b>Cost / Income Ratio (%)</b>	<b>66.4</b>	<b>64.2</b>	
<b>ROE (%)</b>	<b>12.1</b>	<b>15.7</b>	

# > Q1 2003 EB Group Balance Sheet (IFRS)

Q1 2003 Balance Sheet

## Assets

EUR m	31.3.2003	31.12.2002	% Change
Cash and balances with central bank:	2,650	3,181	(16.7)
Loans and advances to credit institut	16,535	15,492	6.7
Loans and advances to customers	64,970	64,435	0.8
Risk provisions for loans and advanc	(3,025)	(2,983)	1.4
Trading assets	3,509	3,487	0.6
Investments available for sale	7,769	6,736	15.3
Financial investments	24,478	22,572	8.4
Intangible assets	1,556	1,596	(2.5)
Tangible assets	1,856	1,866	(0.5)
Other assets	4,783	4,840	(1.2)
<b>Total assets</b>	<b>125,081</b>	<b>121,222</b>	<b>3.2</b>



# > Q1 2003 EB Group Balance Sheet (IFRS)

Q1 2003 Balance Sheet

## Liabilities

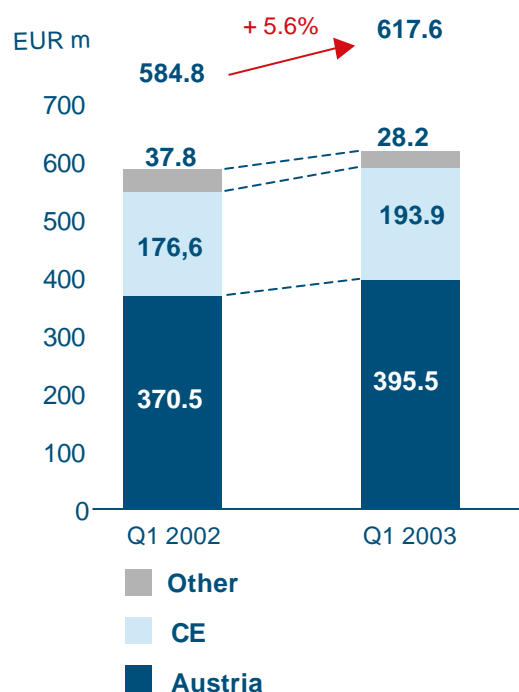
EUR m	31.3.2003	31.12.2002	% Change
Amounts owed to credit institutions	26,714	26,425	1.1
Amounts owed to customers	63,097	61,308	2.9
Debts evidenced by certificates	15,117	14,191	6.5
Provisions	5,722	5,488	4.3
Other liabilities	5,566	5,220	6.6
Subordinated capital	3,401	3,387	0.4
Minority interests	2,924	2,723	7.4
Equity	2,540	2,481	2.4
<b>Total Liabilities</b>	<b>125,081</b>	<b>121,222</b>	<b>3.2</b>
<b>Tier 1 ratio (%)</b>	<b>6.6</b>	<b>6.3</b>	
<b>Solvency ratio (%)</b>	<b>11.4</b>	<b>11.0</b>	

# > P & L Details Net interest income

Q1 2003 Profit & Loss Accounts

## Remaining stable despite lower interest rates in CE

- » **Group Net Interest Margin<sup>1</sup> stable at 2.26% (2.28% in Q1 2002)**
- » **NII growth supported by valuation of interest rate derivatives and above average growth at SLSP and EB Hungary**
- » **CE subsidiaries**
  - » **CS** – margins under pressure due to 200BP rate cuts since Q1 02 although compensated to some extent by higher deposit and loan volume
  - » **SLSP** – NII up 38% also supported by higher at-equity contribution by PSS (building society)
  - » **EBH** – NII increased by 24% NII supported by strong loan growth
  - » **Croatia** – NII doubled but RB not yet included in Q1 02
- » **International business – 7% decrease of NII**
  - » Portfolio reduction and depreciation of USD

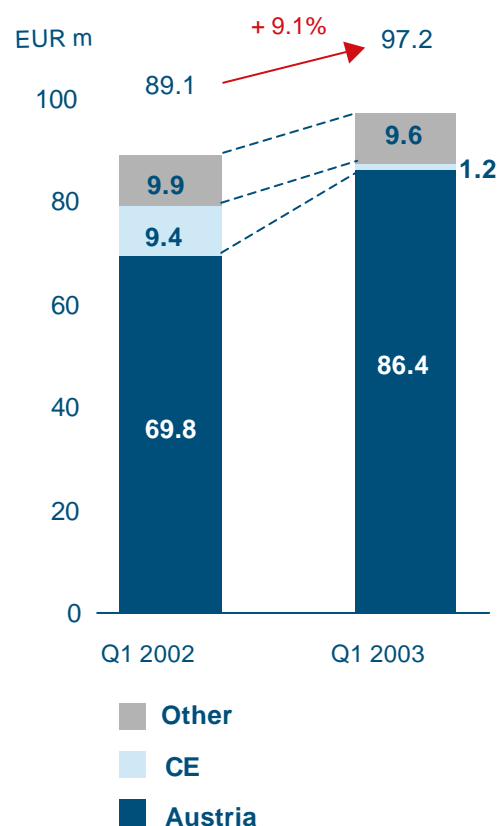


<sup>1</sup> in keeping with international practice, from now on NIM is calculated on average interest bearing assets (IBA) in order to avoid distortion due to fluctuation of non-interest bearing assets

# > P & L Details Risk provisions

Q1 2003 Profit & Loss Accounts

## Up on last year, but in line with 2003 forecast



- » **Increase of 9.1% year on year to EUR 97.2m**
  - » Down 4.3% compared to average quarter 2002 (EUR 101.6m)
- » **Austria – EUR 86.4m compared to 2002 quarterly average of EUR 90.8m**
  - » In line with forecasted risk provisions for full year 2003
- » **CE subsidiaries – down to EUR 1.2m**
  - » **CS** – release of general reserve due to legal change impacts Group P & L with a positive EUR 2.4m contribution
  - » **SLSP** – no new provisions – but increase on Q1 02 (release of EUR 1.6m)
  - » **EBH** – increase of 35% (0.5m to EUR 2m) in line with 54% loan growth
  - » **Croatia** – slight decrease despite first time inclusion of RB (EUR 1.5m)
- » **Int. Business – unchanged at EUR 10m on Q1 02**

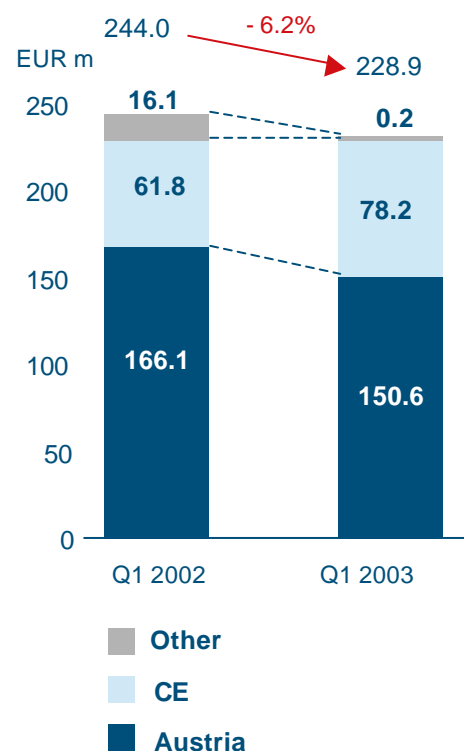
### Risk provisions for loans and advances

in EUR m	Q1 2002	Q1 2003	in %
Net-allocation to risk provisions in lending business	(85.8)	(89.3)	4.1
Direct write-offs for loans and advances less amounts received for loans and advances written off	(3.3)	(7.9)	139.4
<b>Total</b>	<b>(89.1)</b>	<b>(97.2)</b>	<b>9.1</b>

# > P & L Details Net commission income

Q1 2003 Profit & Loss Accounts

## Positive contribution from CE, but Austrian markets affect overall result



- » **EUR 228.9m, down 6.2% on Q1 02 due to continued weak securities business**
- » **Austria - decline of 9.3%**
  - » Q1 02 included a one-off commission income item at the Immorent Group (EUR 6.5m)
- » **CE subsidiaries – up 26.5% to EUR 78.2m**
  - » Marked positive contribution from CE – mainly supported by payment transfers and lending commissions
- » **International Business**
  - » Decrease due to reduced activities, higher Q1 02 due to commissions from early repayments

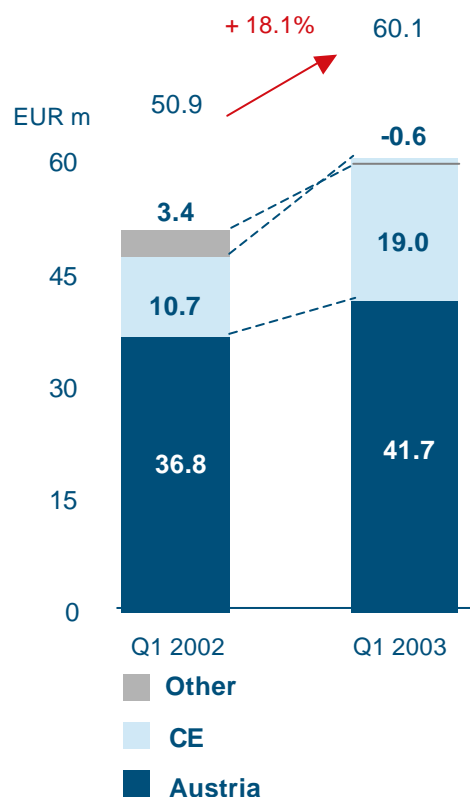
### Net commission income

in EUR m	Q1 2002	Q1 2003	in %
Lending business	42.2	36.7	(13.0)
Payment transfers	75.0	89.9	19.9
Securities transactions	62.8	54.3	(13.5)
- Investment fund transactions	23.7	23.9	0.8
- Custody fees	11.5	8.7	(24.3)
- Brokerage	27.6	21.7	(21.4)
Insurance business	13.5	13.1	(3.0)
Other	50.5	34.9	(30.9)
<b>Total</b>	<b>244.0</b>	<b>228.9</b>	<b>(6.2)</b>

# > P & L Details Net trading result

Q1 2003 Profit & Loss Accounts

## Growth generated in all divisions



» **Group Net Trading Result up 18% to EUR 60.1m**

» **Austria – up 13.3% on Q1 02**

» Positive contribution from securities and derivatives transactions

» **CE subsidiaries – increase of 77.6% to EUR 19.0m**

» **CS** – trading result increased substantially (by 70%) driven by strong FX results and improved results from interest rate products

» **SLSP** – unchanged contribution (EUR 2.4m)

» **Croatia** – increase in net trading result mainly due to first time consolidation of RB

### Net trading result

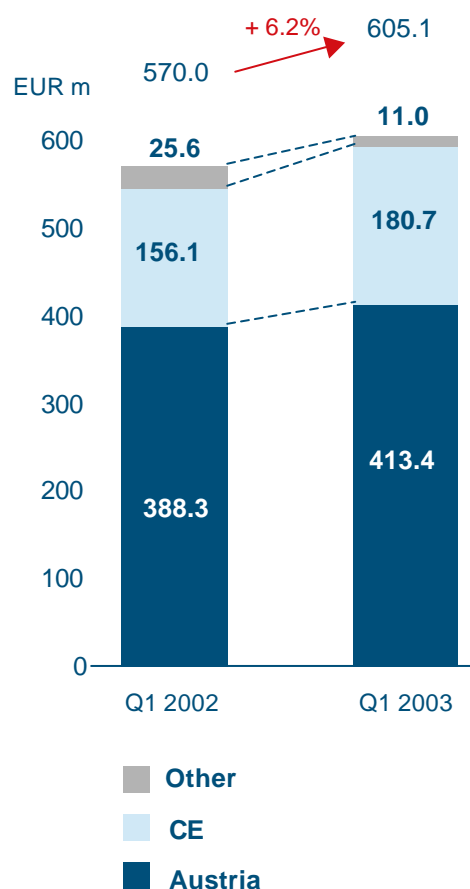
in EUR m	Q1 2002	Q1 2003	in %
Securities trading and derivatives	24.0	29.7	23.8
Foreign exchange	26.9	30.4	13.0
<b>Total</b>	<b>50.9</b>	<b>60.1</b>	<b>18.1</b>

# > P & L Details

## General administrative expenses

Q1 2003 Profit & Loss Accounts

### CE developments continue, but increase in costs controlled



#### » Increase of 6.2% on Q1 02 to EUR 605.2m

» Q1 02 savings banks substantially lower than yearly average

#### » Austria ex savings banks – expenses down by 1.1% year on year

#### » CE subsidiaries – expenses up by 15.8%

» **CS** – increase of 7.3% driven by increase of base salaries by 9.6% on average and higher depreciation. BUT, other expenses show decrease

» **SLSP** – 10% headcount reduction in 2002 leads to 5% decrease of personnel expenses, but expenses up 17% mainly due to higher depreciation

» **EBH** – expenses up 28.9% in line with expectations due to expansion of business activities

» **Croatia** – expenses up due to first time inclusion of RB

#### General administrative expenses

in EUR m	Q1 2002	Q1 2003	in %
Personnel expenses	(313.0)	(342.0)	9.3
Other administrative expenses	(183.7)	(178.7)	(2.7)
Depreciation of fixed assets	(73.3)	(84.4)	15.1
<b>Total</b>	<b>(570.0)</b>	<b>(605.1)</b>	<b>6.2</b>

# > P & L Details Other operating result

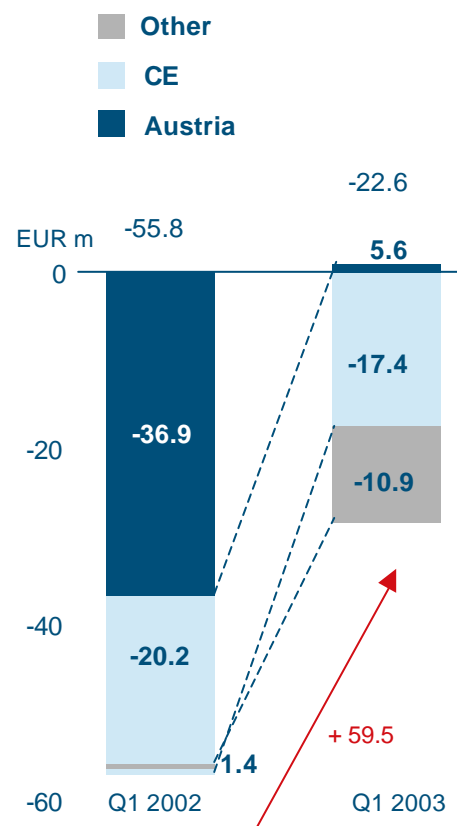
Q1 2003 Profit & Loss Accounts

## Improvement supported by favourable marked-to-market valuations

» Improvement by 59.5% to minus EUR 22.6m

» Q1 02 was marked by the first time application of IAS 39 at the savings banks

» Positive revaluation of AFS portfolio



### Other operating results

in EUR m	Q1 2002	Q1 2003	in %
Amortisation of goodwill	(11.7)	(19.8)	69.2
Payment to deposit insurance	(10.1)	(10.4)	3.0
Revaluation/disposal of equity investments and held to maturity portfolio	14.1	(4.1)	> (100)
Result from investments available for sale	(63.4)	13.4	> 100
Net other operating result	15.3	(1.7)	> (100)
<b>Total</b>	<b>(55.8)</b>	<b>(22.6)</b>	<b>59.5</b>

# > EB Group - Q1 2003 Divisional Figures

Q1 2003 Divisionals

## Overview

In EUR m	Austria		CE Subsidiaries		Int. Business		Corp. Center		TOTAL EB GROUP	
	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002
Net interest income	395.5	370.5	193.9	176.6	31.2	38.5	(3.0)	(0.9)	617.7	584.8
Risk provisions for loans and adv.	(86.4)	(69.8)	(1.2)	(9.4)	(10.0)	(9.9)	0.4	0.0	(97.2)	(89.1)
Net commission income	150.6	166.1	78.2	61.8	3.8	8.8	(3.6)	7.3	228.9	244.0
Net trading result	41.7	36.8	19.0	10.7	0.1	0.0	(0.7)	3.4	60.1	50.9
General admin. expenses	(413.4)	(388.3)	(180.7)	(156.1)	(8.8)	(10.4)	(2.2)	(15.2)	(605.1)	(570.0)
Income from insurance business	2.6	7.4	1.8	0.7	0.0	0.0	0.0	0.0	4.4	8.1
Other operating results	5.6	(36.9)	(17.4)	(20.2)	(0.6)	0.2	(10.3)	1.2	(22.8)	(55.8)
<b>Pre-tax profit</b>	<b>96.2</b>	<b>85.8</b>	<b>93.7</b>	<b>64.2</b>	<b>15.6</b>	<b>27.2</b>	<b>(19.3)</b>	<b>(4.2)</b>	<b>186.1</b>	<b>172.9</b>
Taxes on income	(33.8)	(18.0)	(24.7)	(23.0)	(4.7)	(5.8)	8.8	0.8	(54.4)	(46.0)
Minority interests	(34.2)	(28.4)	(14.8)	(27.2)	0.0	0.0	(6.9)	(5.4)	(55.9)	(61.0)
<b>Net profit after minority interest</b>	<b>28.2</b>	<b>39.4</b>	<b>54.1</b>	<b>14.0</b>	<b>11.0</b>	<b>21.4</b>	<b>(17.4)</b>	<b>(8.9)</b>	<b>75.8</b>	<b>65.9</b>
Average risk-weighted assets	44,440.9	43,427.4	9,296.6	8,494.5	6,231.6	6,471.2	322.4	345.6	60,291.5	58,738.7
Average attributed equity	1,477.0	1,002.6	608.4	378.5	407.8	288.3	21.1	15.4	2,514.4	1,684.8
<b>Cost/Income Ratio</b>	<b>70.0%</b>	<b>66.9%</b>	<b>61.7%</b>	<b>62.5%</b>	<b>25.1%</b>	<b>22.0%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>66.4%</b>	<b>64.2%</b>
<b>ROE on net profit after min.</b>	<b>7.6%</b>	<b>15.7%</b>	<b>35.6%</b>	<b>14.8%</b>	<b>10.8%</b>	<b>29.7%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>12.1%</b>	<b>15.7%</b>
Thereof funding costs	(16.8)	(15.8)	(11.1)	(14.0)	0.0	0.0	(6.7)	(9.1)	(34.6)	(32.7)
Thereof goodwill	(4.4)	(3.3)	(13.3)	(6.7)	0.0	0.0	(2.0)	(1.6)	(19.8)	(11.6)



## > EB Group - Q1 2003 Divisional Figures (2)

Q1 2003 Divisionals

### Details - Austria

In EUR m	Savings banks		Retail & Real Est.		Large Corp.		Trading & Inv.B.		TOTAL AUSTRIA	
	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002
Net interest income	202.8	189.1	128.9	131.7	36.6	28.6	27.2	21.1	395.5	370.5
Risk provisions for loans and adv.	(45.0)	(30.3)	(28.5)	(31.2)	(12.6)	(8.4)	(0.3)	0.0	(86.4)	(69.8)
Net commission income	66.8	71.1	66.8	67.8	12.4	20.4	4.5	6.7	150.6	166.1
Net trading result	6.1	5.7	3.2	2.8	0.4	1.1	32.0	27.2	41.7	36.8
General admin. expenses	(202.0)	(174.6)	(167.3)	(164.3)	(19.2)	(22.2)	(24.9)	(27.2)	(413.4)	(388.3)
Income from insurance business	0.0	0.0	2.6	7.4	0.0	0.0	0.0	0.0	2.6	7.4
Other operating results	9.9	(25.8)	1.1	2.0	(0.2)	0.6	(5.1)	(13.7)	5.6	(36.9)
<b>Pre-tax profit</b>	<b>38.6</b>	<b>35.2</b>	<b>6.9</b>	<b>16.3</b>	<b>17.5</b>	<b>20.2</b>	<b>33.2</b>	<b>14.1</b>	<b>96.2</b>	<b>85.8</b>
Taxes on income	(14.4)	(6.6)	(2.8)	(5.6)	(6.5)	(4.1)	(10.2)	(1.7)	(33.8)	(18.0)
Minority interests	(29.7)	(26.6)	(1.1)	5.0	(3.6)	(6.7)	0.2	0.0	(34.2)	(28.4)
<b>Net profit after minority interest</b>	<b>(5.4)</b>	<b>2.0</b>	<b>3.0</b>	<b>15.6</b>	<b>7.4</b>	<b>9.4</b>	<b>23.2</b>	<b>12.4</b>	<b>28.2</b>	<b>39.4</b>
Average risk-weighted assets	21,871.8	20,926.0	12,595.6	11,003.9	6,590.9	7,448.4	3,712.6	4,049.1	44,440.9	43,427.4
Average attributed equity	0.0	0.0	804.7	490.3	429.4	331.9	243.0	180.4	1,477.1	1,002.6
<b>Cost/Income Ratio</b>	<b>73.2%</b>	<b>65.7%</b>	<b>83.0%</b>	<b>78.3%</b>	<b>38.8%</b>	<b>44.2%</b>	<b>39.2%</b>	<b>49.5%</b>	<b>70.0%</b>	<b>66.9%</b>
<b>ROE on net profit after min.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>1.5%</b>	<b>12.8%</b>	<b>6.9%</b>	<b>11.3%</b>	<b>38.3%</b>	<b>27.4%</b>	<b>7.6%</b>	<b>15.7%</b>
Thereof funding costs	(3.4)	(3.3)	(8.7)	(7.7)	(4.0)	(3.9)	(0.7)	(0.9)	(16.8)	(15.8)
Thereof goodwill	(1.3)	(1.3)	(3.1)	(2.0)	0.0	0.0	0.0	0.0	(4.4)	(3.3)

## > EB Group - Q1 2003 Divisional Figures (3)

Q1 2003 Divisionals

### Details - CE subsidiaries

In EUR m	CS		SLSP		EB Hungary		Croatia <sup>1</sup>		TOTAL CE	
	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002	Q1 2003	Q1 2002
Net interest income	113.3	121.3	51.4	37.3	12.4	10.0	16.8	8.1	193.9	176.7
Risk provisions for loans and adv.	2.4	(7.5)	(0.0)	1.6	(2.0)	(1.5)	(1.5)	(2.0)	(1.2)	(9.4)
Net commission income	59.3	48.8	10.4	9.2	6.2	3.0	2.4	0.8	78.2	61.8
Net trading result	9.5	5.6	2.4	2.7	3.1	1.0	4.1	1.4	19.0	10.7
General admin. expenses	(117.1)	(109.1)	(35.0)	(29.8)	(15.6)	(12.1)	(12.9)	(5.1)	(180.7)	(156.1)
Income from insurance business	1.8	0.7	0.0	0.0	0.0	0.0	0.0	0.0	1.8	0.7
Other operating results	(9.3)	(12.3)	(6.4)	(7.8)	(1.0)	(0.4)	(0.6)	0.3	(17.4)	(20.2)
<b>Pre-tax profit</b>	<b>59.8</b>	<b>47.5</b>	<b>22.7</b>	<b>13.3</b>	<b>3.1</b>	<b>0.0</b>	<b>8.2</b>	<b>3.5</b>	<b>93.7</b>	<b>64.2</b>
Taxes on income	(21.4)	(16.1)	(2.6)	(5.9)	(0.5)	(0.2)	(0.2)	(0.8)	(24.8)	(23.0)
Minority interests	(5.4)	(21.8)	(8.0)	(3.9)	0.1	0.0	(1.5)	(1.5)	(14.8)	(27.2)
<b>Net profit after minority interest</b>	<b>32.9</b>	<b>9.6</b>	<b>12.1</b>	<b>3.5</b>	<b>2.6</b>	<b>n.a.</b>	<b>6.5</b>	<b>1.2</b>	<b>54.1</b>	<b>14.0</b>
Average risk-weighted assets	6,154.0	5,276.0	1,102.0	1,199.0	752.4	745.8	1,288.2	1,273.7	9,296.6	8,494.5
Average attributed equity	402.8	235.1	72.1	53.4	49.2	33.2	84.3	56.7	608.4	378.5
<b>Cost/Income Ratio</b>	<b>63.7%</b>	<b>61.9%</b>	<b>54.7%</b>	<b>60.5%</b>	<b>71.9%</b>	<b>86.4%</b>	<b>55.6%</b>	<b>49.5%</b>	<b>61.7%</b>	<b>62.5%</b>
<b>ROE on net profit after min.</b>	<b>32.7%</b>	<b>16.3%</b>	<b>67.1%</b>	<b>26.1%</b>	<b>21.4%</b>	<b>n.a.</b>	<b>30.7%</b>	<b>8.2%</b>	<b>35.6%</b>	<b>14.8%</b>
Thereof funding costs	(6.7)	(5.1)	(1.7)	(1.7)	(0.8)	(0.8)	(1.9)	(0.2)	(11.1)	(7.8)
Thereof goodwill	(9.7)	(3.7)	(3.0)	(3.0)	0.0	0.0	(0.6)	0.0	(13.3)	(6.7)

<sup>1</sup> Total of Erste & Steiermärkische and Rijecka banka – pro forma

# > Česká spořitelna: Q1 2003 Financial highlights

Strategic update

## CS - maintaining stable growth despite low interest rates

- » Revenues increased by 5.9% to CZK 6,051m (EUR 191m) with expenses up by 7.6% to CZK 3,737m (EUR 118m)
- » Deposits grew by 5.5% to CZK 422bn (EUR 13.3bn) despite conversion of anonymous passbooks and low interest rates
- » Retail loans showed dynamic growth of 36% to CZK 61.4bn (EUR 1.9bn), including 63% increase in mortgage loans to CZK 16.0bn (EUR 504m). Loan to deposit ratio low at 44.9%

### CS results highlights

compared to Q1 2002	CZK m	Change	EUR m
Net interest income	3,803	(4.8%)	120.0
Net fee and commission income	1,878	+ 21.7%	59.2
Operating profit	2,314	+ 3.3%	73.0
Net profit	1,815	+ 92.5%	57.3
	<b>Q1 2003</b>	<b>Q1 2002</b>	
Net interest margin	2.9%	3.1%	
Cost/income ratio	61.8%	60.8%	
ROE	23.6%	15.1%	

Exchange rate: CZK / EUR: 31.70 / % changes refer to CZK numbers

# > Slovenská sporiteľňa: Q1 2003 Financial Highlights

Strategic update

## SLSP – well on its way to reaching 2003 targets

- » Operating profit grew by 43% mainly supported by strong growth of NII (+35%) and fee income (up 11%) offsetting a 17% increase in general administrative expenses. .
- » Improvement of NIM to 4.9% - partly helped by a higher at equity earnings contribution from the local building society – and a reduction of deposit rates
- » Continued dynamic growth in retail loans up 20% to SKK 41bn (EUR 980m) – newly provided mortgage loans increased by 21% EUR to reach SKK 3.8bn (EUR 91m) in 2002

### SLSP results highlights

compared to Q1 2002	SKK m	Change	EUR m
Net interest income	2,212	+ 34.6%	53.1
Net fee and commission income	1,846	+ 10.5%	44.3
Operating profit	1,274	+ 42.5%	30.6
Net profit	997	+ > 100%%	23.9
	<b>Q1 2003</b>	<b>Q1 2002</b>	
Net interest margin	4.8%	3.8%	
Cost/income ratio	55.4%	58.4%	
ROE	30.1%	11.5%	

Exchange rate: SKK / EUR: 41.66 / % changes refer to SKK numbers

# > Outlook and targets

Outlook

## The year ahead

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- » **Erste Bank confirms positive outlook and expectations of double-digit net profit growth for full year 2003**
  - » **Expenses expected to remain flat in the three main markets: EB Austria, CS and SLSP**
  - » **Reduction of SME loan book underway: goal of EUR 1.5bn by year end 2003**
    - » Down 7.5% to EUR 1,950m at Q1 2003
  - » **Anticipated improvement in commission income over remainder of 2003**
  - » **Outlook 2003 for two main CE subsidiaries**
    - » CS expects an increase in net profit of 15-20% implying a ROE above 20% and cost/income ratio in the range of 60% -62%
    - » SLSP confirms 2003 ROE target of 18%
  - » **Erste Bank confirms targets for 2005**
    - » Group net profit of around EUR 500m, based on ROE of at least 15% and cost-income of 60% - 62%.
-

## > Appendix

> Additional Financial information

## > Quarterly Balance Sheet (IFRS)

Additional financial information

### Balance sheet details

EUR m	Q1'01	Q2'02	Q3'01	Q4'01	Q1'02	Q2'02	Q3'02	Q4'02	Q1'03
<b>Total assets</b>	<b>80,114</b>	<b>82,327</b>	<b>81,485</b>	<b>86,033</b>	<b>117,684</b>	<b>121,068</b>	<b>124,797</b>	<b>121,222</b>	<b>125,081</b>
Loans & advances credit inst.	22,879	22,579	20,341	21,485	21,372	21,175	19,956	18,673	19,185
Loans & advances to cust.	34,489	35,278	36,179	39,210	61,581	62,693	64,283	64,435	64,970
Risk provisions	(1,815)	(1,874)	(1,767)	(1,875)	(3,055)	(3,203)	(3,113)	(2,983)	(3,025)
Total securities portfolio and other financial inv.	18,311	19,827	19,353	21,093	30,905	32,317	32,991	32,795	35,756
Other assets	6,250	6,517	7,379	6,120	6,881	8,086	10,680	8,302	8,195
<b>Total liabilities</b>	<b>80,114</b>	<b>82,327</b>	<b>81,485</b>	<b>86,033</b>	<b>117,684</b>	<b>121,068</b>	<b>124,797</b>	<b>121,222</b>	<b>125,081</b>
Amounts owed to credit inst.	28,641	29,259	28,343	28,642	26,541	24,754	28,293	26,425	26,714
Amounts owed to customers	32,715	33,515	33,353	37,175	60,861	62,257	61,572	61,308	63,097
Debts evidenced by cert. <sup>1</sup>	12,155	12,312	12,361	12,707	16,589	18,643	19,015	17,577	18,518
Other liabilities	4,810	5,441	5,587	5,605	11,966	13,669	13,474	13,431	14,212
Shareholder's equity (excl. minority interests)	1,793	1,800	1,841	1,904	1,727	1,745	2,443	2,481	2,540

NOTE: 1 Including subordinated liabilities

## > Quarterly Results (IFRS)

Additional financial information

### P & L details

EUR m	Q1'01	Q2'01	Q3'01	Q4'01	Q1'02	Q2'02	Q3'02	Q4'02	Av '02	Q1'03
Net interest income	313	357	389	380	585	634	616	628	616	618
Risk provisions	(48)	(45)	(55)	(56)	(89)	(94)	(89)	(134)	(102)	(97)
Net commission income	136	142	143	154	244	226	226	249	236	229
Net trading result	33	31	27	62	51	39	37	41	42	60
Income from insurance business	0	0	0	0	8	(3)	(4)	8	2	4
<b>Operating income</b>	<b>482</b>	<b>530</b>	<b>558</b>	<b>596</b>	<b>888</b>	<b>895</b>	<b>874</b>	<b>926</b>	<b>896</b>	<b>911</b>
Personnel expenses	(172)	(186)	(181)	(218)	(313)	(352)	(342)	(367)	(343)	(342)
Administrative expenses	(116)	(123)	(136)	(135)	(184)	(201)	(198)	(180)	(191)	(179)
Depreciation	(50)	(51)	(49)	(37)	(73)	(80)	(73)	(69)	(74)	(84)
<b>General admin. exp.</b>	<b>(338)</b>	<b>(360)</b>	<b>(366)</b>	<b>(390)</b>	<b>(570)</b>	<b>(633)</b>	<b>(613)</b>	<b>(616)</b>	<b>(608)</b>	<b>(605)</b>
Other operating result	(3)	(25)	(51)	(24)	(56)	2	(20)	(6)	(20)	(37)
<b>Pre-tax profit</b>	<b>92</b>	<b>101</b>	<b>86</b>	<b>126</b>	<b>173</b>	<b>169</b>	<b>153</b>	<b>170</b>	<b>166</b>	<b>186</b>
Taxes	(21)	(23)	(11)	(25)	(46)	(32)	(39)	(34)	(38)	(54)
Minority interests	(17)	(24)	(32)	(28)	(61)	(92)	(63)	(43)	(65)	(56)
<b>Net profit after minorities</b>	<b>54</b>	<b>54</b>	<b>43</b>	<b>73</b>	<b>66</b>	<b>45</b>	<b>51</b>	<b>93</b>	<b>64</b>	<b>76</b>



## > Full year 2002 results

Additional financial information

### Key financial data

in EUR m	YE 1998	YE 1999	YE 2000	YE 2001	YE 2002 <sup>1</sup>	Q1 2003 <sup>1</sup>
Tier 1 Capital pursuant to § Austrian Banking Act	1,611	1,753	2,125	2,337	3,800	3,967
Total own funds pursuant to § Austrian Banking Act	3,176	3,296	3,956	4,308	6,983	7,197
Risk weighted assets	26,488	27,750	31,879	37,803	60,257	60,256
Tier 1 ratio (%)	6.1	6.3	6.7	6.2	6.3	6.6
Solvency ratio (%)	11.0	10.8	11.2	10.7	11.0	11.4
Market capitalisation	2,020	1,950	2,417	3,006	3,837	4,495

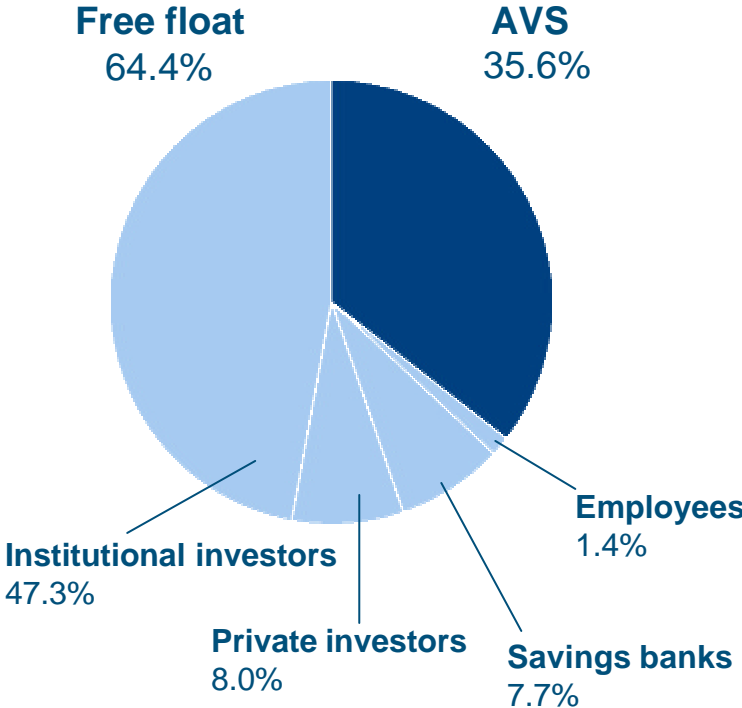
<sup>1</sup> Erste Bank Group

# > Current shareholder structure

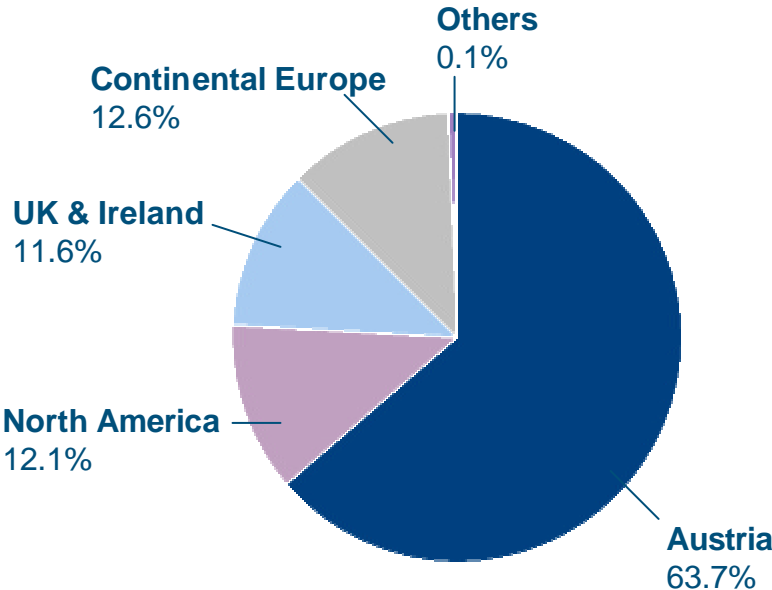
Additional information

**Total number of shares: 59,825,114**

**By Investor Type**



**By Region**



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