

## **> Erste Bank – Closing 2006 with a record performance**

- > 2006 Preliminary Results
- > Analyst Presentation  
London, 1 March 2007
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## > Disclaimer

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## > Presentation topics

### 1. FY 2006 highlights

### 2. Financial statements

### 3. Divisional information

### 4. Asset quality

### 5. Outlook and targets

### 6. Appendix

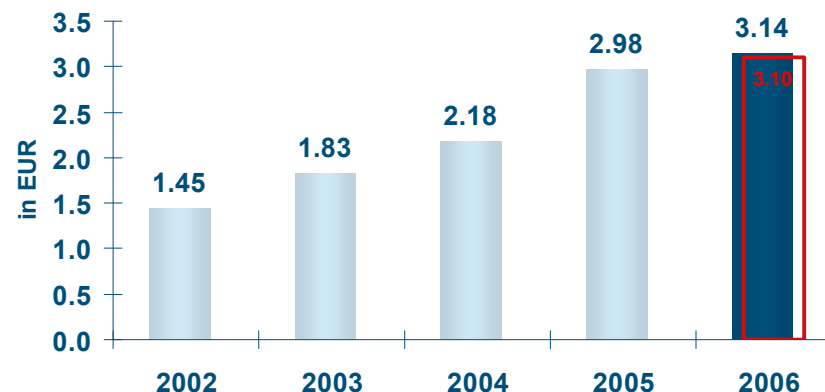
**NB** • According to revised IAS 19 (Employee Benefits), actuarial profits and losses can now be charged against equity without affecting net income when calculating long-term personnel provisions. Erste Bank introduced this practice in 2006. Furthermore, in preparation for the mandatory implementation of IFRS 7 (Financial Instruments: Disclosures) from 1 January 2007, the Erste Bank Group provided more detailed information in its 2006 balance sheet and income statement. In addition, a new equity allocation has been adopted for segment reporting in parallel with the inclusion of BCR in the Group financial statements. All prior-year figures and rates of change indicated are based on the restated comparative figures in line with these changes. Details of these changes were provided in a press release published on 30 January 2007. The press release can be found on the Erste Bank website ([www.erstebank.com/investorrelations](http://www.erstebank.com/investorrelations)).

- Percentage changes in financial figures between two financial periods may differ slightly from non-rounded rates of change.

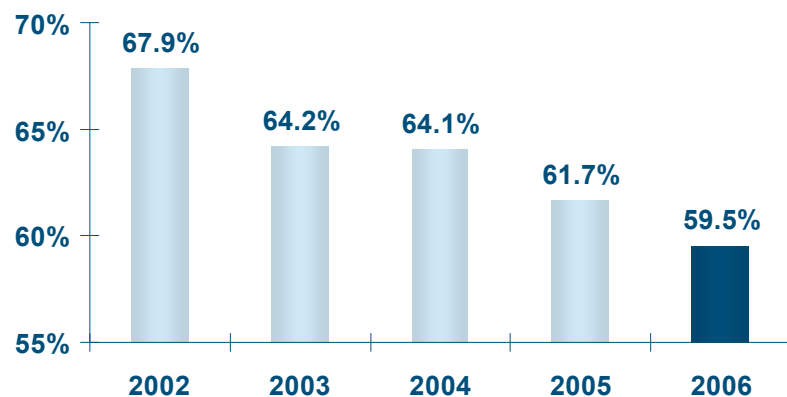
## > 2006 financial highlights

- » **Net profit up 30.1% to EUR 932.2m**
  - » Up 26.2% to 904.8m excluding BCR contribution
- » **Total assets up 19.0% to EUR 181.7bn**
- » **Tier 1 ratio at 6.6%**
  - » After closing of BCR acquisition in Oct 2006
- » **Cash EPS reached EUR 3.14**
  - » Excluding EUR 18m depreciation for value of BCR customer base
- » **Cash ROE at 13.8%**
- » **Proposed dividend - EUR 0.65 per share**

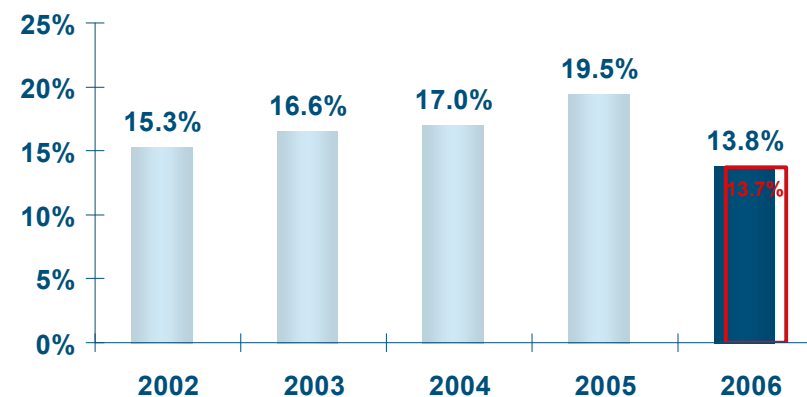
Earnings per share (cash) \*



Cost/income ratio



Return on equity (cash) \*



\*) Red bars denote reported EPS and ROE respectively. Decline in reported and cash ROE reflects 2006 capital increase.  
EPS calculation based on average number of shares for the period (ex treasury shares and shares owned by savings banks with EB participations).

## > 2006 operating highlights

### Expanding the footprint

Q1 2006

- » **Successful EUR 2.9bn capital increase to fund acquisition of BCR**

Q2 2006

- » **New management team appointed at Erste Bank Serbia to speed up transformation process**
  - » Outlook for 2008 confirmed

Q3 2006

- » **Closing of BCR transaction in October – EB owns 61.9%**

Q4 2006

- » **Successful BCR employee share buy-out**
  - » EB increases stake in BCR to 69.2%
- » **Signing of acquisition of 100% of Ukrainian Bank Prestige**
  - » Acquisition closed in January 2007
- » **S&P assigns long term 'A' rating to EB**
  - » Ups short term rating to A-1
- » **Getting prepared for the future**
  - » New holding structure and management team announced

## > 2006 divisional highlights

### Strong growth momentum even before consolidation of BCR

#### Austria

- » Improved operating performance supported by strong Retail & Mortgage segment in Q4 06

#### CEE segments

- » Exceptional growth of operating result in the Czech Republic
- » Positive contribution from BCR including restructuring costs
- » SLSP surpasses forecast supported by higher NII
- » Austerity package shows no impact on EB Hungary's 2006 operating performance
- » Slowdown in Croatia due to NB lending restrictions - growth rates remain positive
- » EB Serbia restructuring concluded in 2006

### Operating result per segment

in EUR million	2006	2005	Change
<b>Austria</b>	<b>984.0</b>	<b>922.6</b>	<b>6.6%</b>
Savings Banks	406.0	394.7	2.9%
Retail & Mortgage	279.9	254.3	10.1%
Own branches	106.0	95.0	11.6%
SME	27.4	26.3	4.1%
Own savings banks	69.9	61.7	13.3%
Mortgage	39.8	32.0	24.2%
Large Corporates	154.0	134.5	14.5%
Trading & Investment Banking	144.2	139.2	3.6%
<b>Central and Eastern Europe</b>	<b>959.1</b>	<b>703.7</b>	<b>36.3%</b>
Czech Republic	486.8	377.6	28.9%
Romania <sup>1</sup>	87.7	—	nm
Slovakia	158.1	127.4	24.1%
Hungary	168.0	132.6	26.7%
Croatia	76.1	70.3	8.2%
Serbia <sup>2</sup>	(17.7)	(4.1)	>100.0%
<b>International Business</b>	<b>147.8</b>	<b>143.1</b>	<b>3.3%</b>
<b>Corporate Center</b>	<b>(87.2)</b>	<b>(110.0)</b>	<b>(20.7%)</b>
<b>Total EB Group</b>	<b>2,003.7</b>	<b>1,659.4</b>	<b>20.7%</b>

1) BCR consolidated since 12 October 2006

2) EB Serbia consolidated since August 2005

## > Update on BCR – Full year 2006 results (IFRS)

### Banca Comercială Română (post restructuring costs) \*

in EUR million	2006	2005	Change
Net interest income	478.3	398.5	20.0%
Risk provisions for loans and advances	(44.7)	(29.0)	54.1%
Net commission income	160.7	152.3	5.5%
Net trading result	74.6	60.8	22.7%
General administrative expenses	(399.7)	(354.6)	12.7%
Income from insurance business	9.7	7.8	24.4%
Other operating result	(22.3)	(22.4)	(0.4%)
Income from financial assets - at fair value through profit or loss	(4.4)	0.5	nm
Income from financial assets - available for sale	10.9	3.1	>100.0%
Income from financial assets - held to maturity	0.0	0.0	nm
<b>Pre-tax profit</b>	<b>263.1</b>	<b>217.0</b>	<b>21.2%</b>
<b>Net profit after minorities</b>	<b>214.5</b>	<b>184.3</b>	<b>16.4%</b>
EUR FX rate (ave)	3.53	3.53	
	<b>Dec 06</b>	<b>Dec 05</b>	<b>Change</b>
<b>Total assets</b>	<b>14,020</b>	<b>10,117</b>	<b>38.6%</b>
Loans and advances to customers	7,748	4,951	56.5%
Amounts owed to customers	7,268	5,781	25.7%
EUR FX rate (eop)	3.38	3.38	

\*) To eliminate the currency effects, 2006 exchange rates (as at end of period) have been used for P&L and balance sheet conversion.  
Pro rata consolidation commenced 12 October 2006.

## > Update on BCR

### 2006 Full year local results \*

#### » BCR Group net profit increases by 16.4% to EUR 214.5m

- » Includes restructuring and revaluation expenses of EUR 39.7m
- » Excluding restructuring costs, net profit up by 38% to EUR 254.2m

#### » Operating result increases by 22.2%

- » Excluding restructuring costs, up 38.8%

#### » NII increases by 20%

- » Improvement in NII from customer business driven by strong increase in customer loans (up by 54%)
- » Increase in marginal reserve requirements on RON and FX loans and competitive pressure result in a decline of overall NIM to 6% (from 6.7% in Aug 06)

#### » Commission income up 5.5%

- » Due to a change in accrual of upfront lending fees as well as different accounting treatment of credit risk insurance fees

#### » Operating expenses up 12.7%

- » Excluding restructuring cost expenses, up by 10%
- » Increase in expenses mainly due to substantial network expansion by 101 branches in 2006

#### » Risk provisions increase by 54% (EUR 15.7m)

- » Including a one-off provision of EUR 16m; no effect on Group results due to first time consolidation measures
- » Excluding the one-off item, provisions unchanged on 2005

\*) To eliminate the currency effects, 2006 exchange rates (as at end of period) have been used for P&L and balance sheet conversion.



## > **Update on BCR – Integration progress**

### **Integration & Development Programme (IDP) Milestones**

- » **40 key projects initiated – covering all business lines**
- » **Project teams are co-headed by specialists from BCR and Erste Bank Group**
- » **IDP Projects will be completed between end of 2007 to mid-2008**
  
- » **Key principles**
  - » Maintain customer focus throughout integration process
  - » Aim to achieve maximum benefits in minimum time
  - » Full cooperation between business lines and IPD teams
  - » Open communication to identify and solve, rather than hide, potential problems
  
- » **Milestones**
  - » Network expansion by about 220 branches by 2009
  - » Implementation of 52 commercial centers throughout Romania to strengthen the SME business
  - » Workforce optimisation
    - front office expansion; back office efficiency; extensive training
  - » Enhancing distribution capabilities – alternative distribution channels
  - » Implement EB Group risk management model

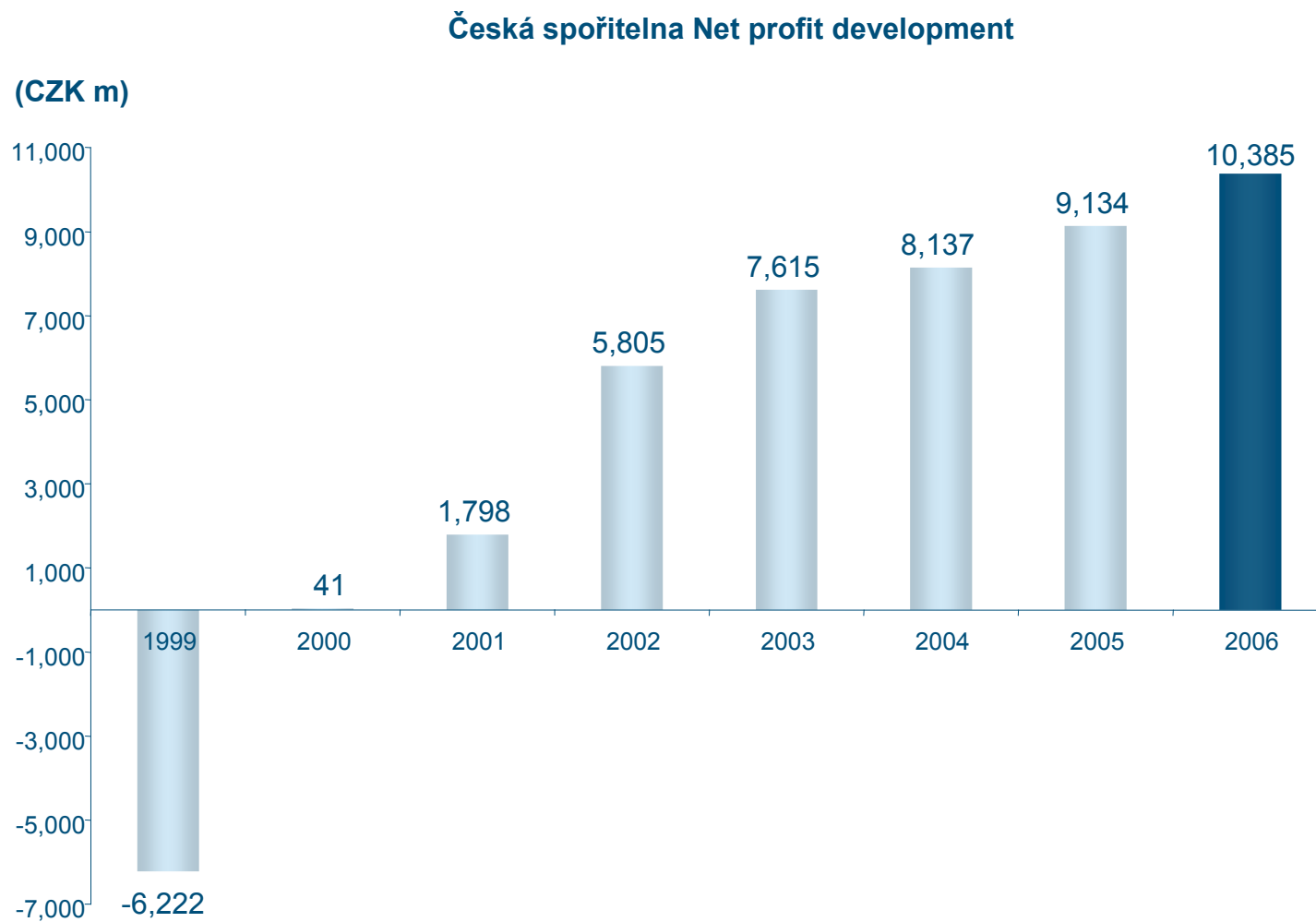
# > New Group Architecture (NGA) - Update

## Delivering promised results

- » Group Procurement achieved 2008 savings targets in 2006 -
  - » Goals for 2008 take account of planned investments and costs for new outsourcing project

NGA projects		2005	2006	2008E
New revenues	Group Large Corporates		EUR +43m	EUR +55m
	Group Cards Synergy Project		EUR +10m	EUR +45m
	Retail 2008	EUR +14m	EUR +24m	EUR +75m
Cost reduction	Information Technology		EUR +4m	EUR +40m
	Group Procurement	EUR +39m	EUR +55m	EUR +55m
Positive pre-tax P&L effect:		~ EUR +53m	~ EUR +136m	~ EUR +270m

## > ČS: Development of Net Profit



## > ČS: Group Profit & Loss Statement

<i>IFRS, Consolidated, CZK m</i>	<b>2006</b>	<b>2005</b>	<b>% change</b>
Net interest income	21,153	18,575	13.9
Provisions on losses on loans and advances	-1,487	-386	285.2
Net fee and commission income	9,170	8,565	7.1
Net profit/(loss) on financial operations	1,561	1,474	5.9
General administrative expenses	-17,339	-16,418	5.6
Income from insurance business	409	235	74.0
Other operating income/(expenses)	590	266	121.8
<b>Profit/(loss) before taxes</b>	<b>14,057</b>	<b>12,311</b>	<b>14.2</b>
Income tax expense	-3,498	-3,065	14.1
<b>Profit/(loss) after taxes</b>	<b>10,559</b>	<b>9,246</b>	<b>14.2</b>
Minority interests	-174	-112	55.4
<b>Net profit/(loss) for the year</b>	<b>10,385</b>	<b>9,134</b>	<b>13.7</b>
Operating income	32,293	28,849	11.9
Operating expenses	-17,339	-16,418	5.6
<b>Operating result</b>	<b>14,954</b>	<b>12,431</b>	<b>20.3</b>
<b>Cost / Income Ratio (%)</b>	<b>53.7%</b>	<b>56.9%</b>	
<b>ROE (%)</b>	<b>23.0%</b>	<b>22.3%</b>	

1 EUR : CZK 28.32

# > ČS: Loan Structure and Development

## Bank Loans to Customers / Segment Overview

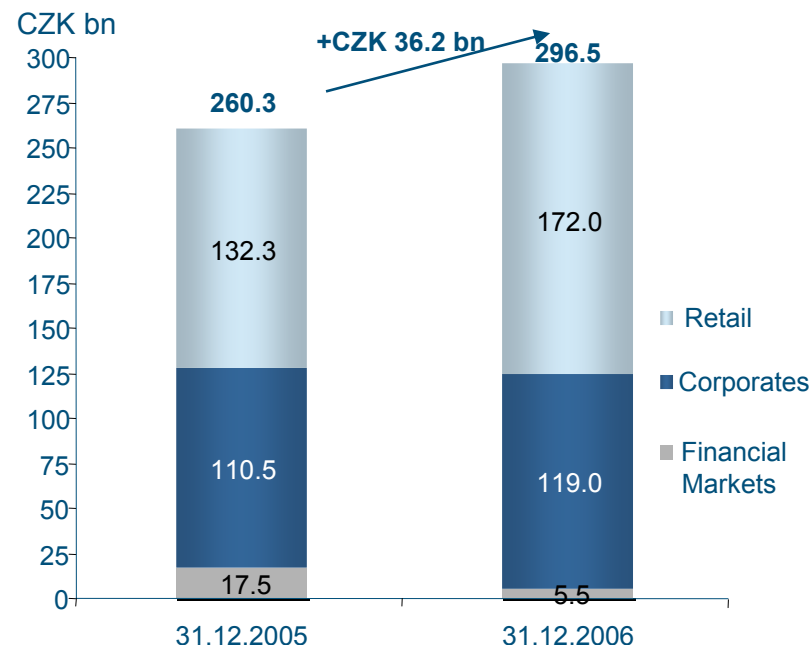
- » **Loan growth in the Bank is generated mainly by Retail customers**
  - » Retail up by record CZK 39.7 bn (CZK 35.1 bn in 2005)
  - » Corporate (up by CZK 8.5 bn) are behind extraordinary strong growth of year 2005 (CZK 20.4 bn<sup>1)</sup>), mainly due to strong cash position in Large corporates resulting in decreasing limit utilization

### » Growth drivers

- » Mortgage & real estate +CZK 34.2 bn (41.9%)
- » Consumer lending +CZK 6.7 bn (16.2%)
- » Medium Corporates +CZK 6.2 bn (18.4%)

### » Financial markets decline affected by CKA repayments

1) 50% of the growth came from Large Corporates

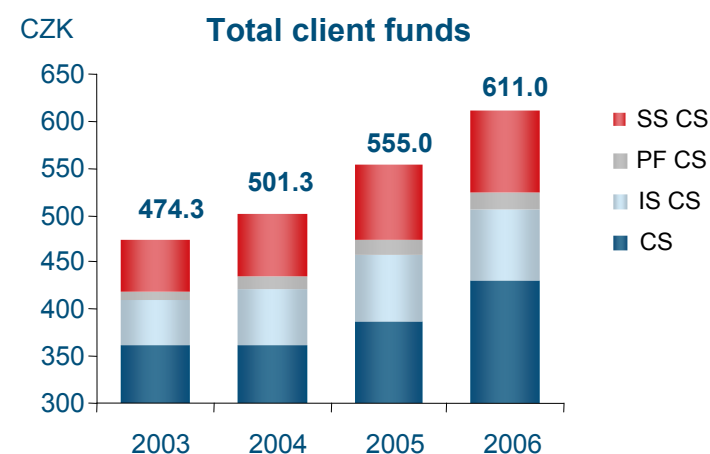


in CZK m, IFRS	31.12.2006		31.12.2005		Change	
	Outstand.	Share	Outstand.	Share	Outstand.	Rate
<b>I. CORPORATE &amp; RETAIL (1+2)</b>	<b>290,972</b>	<b>98.1%</b>	<b>242,788</b>	<b>93.3%</b>	<b>48,184</b>	<b>19.8%</b>
1. CORPORATES	119,010	40.1%	110,518	42.5%	8,492	7.7%
2. RETAIL	171,962	58.0%	132,270	50.8%	39,692	30.0%
<b>II. FINANCIAL MARKETS</b>	<b>5,526</b>	<b>1.9%</b>	<b>17,472</b>	<b>6.7%</b>	<b>-11,946</b>	<b>-68.4%</b>
<b>LOANS TO CUSTOMERS</b>	<b>296,498</b>	<b>100.0%</b>	<b>260,260</b>	<b>100.0%</b>	<b>36,238</b>	<b>13.9%</b>

## > ČS: Total Client Funds under CS Group Management

- » Client funds under CS Group management increased by CZK 56.0 bn (10.1%) in 2006 to CZK 611.0 bn
- » Almost 30% of client funds are managed by CS subsidiaries
- » Building society (SSCS) gathered CZK 87.1 bn of client funds (14.2% of total funds) representing 7.5% YTY growth
- » Pension Fund (PFCS) recorded the highest growth – by 27.3% YTY, but the balance still represents a modest 4.7% of total client funds
- » Assets in mutual funds managed by CS investment company (ISCS) rose by 3.5%; volume of assets was affected by less favourable situation on financial markets in mid-2006 (drop in prices of participating interests)
- » Client deposits in parent bank grew by CZK 43.4 bn since YE 2005, the largest increase was shown in giro accounts (by CZK 23.6 bn, i.e. 20.6%)
  - » Proportion of demand deposits rose to 68% from 66% at end of 2005

<i>IFRS, in CZK bn</i>	2003	2004	2005	2006
CS - parent bank	360.7	362.9	387.3	430.7
IS CS - investment company	48.3	59.0	71.6	74.1
PF CS - pension fund	9.2	12.0	15.1	19.2
SS CS - building society	56.1	67.4	81.0	87.1
<b>Total</b>	<b>474.3</b>	<b>501.3</b>	<b>555.0</b>	<b>611.0</b>



## > **Presentation topics**

1. FY 2006 highlights

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## > Group income statement (IFRS)

### Strong, well balanced operating performance

in EUR million	2006	2005	Change	Excluding BCR 2006	Change
Net interest income	3,189.3	2,794.2	14.1%	3,058.3	9.4%
Risk provisions for loans and advances	(439.1)	(421.6)	4.2%	(430.9)	2.2%
Net commission income	1,445.9	1,256.8	15.0%	1,401.1	11.5%
Net trading result	277.9	241.7	15.0%	258.8	7.1%
General administrative expenses	(2,945.3)	(2,670.0)	10.3%	(2,838.0)	6.3%
Income from insurance business	35.8	36.7	(2.2%)	32.4	(11.6%)
Other operating result	(144.0)	(73.2)	96.8%	(113.8)	55.5%
Income from financial assets - FV	(4.5)	11.4	nm	(5.1)	nm
Income from financial assets - AfS	100.0	44.2	>100.0%	100.0	>100.0%
Income from financial assets - HtM	6.2	1.5	>100.0%	6.2	>100.0%
<b>Pre-tax profit</b>	<b>1,522.2</b>	<b>1,221.7</b>	<b>24.6%</b>	<b>1,469.0</b>	<b>20.2%</b>
Taxes on income	(339.8)	(301.7)	12.6%	(330.6)	9.6%
Minority interests	(250.2)	(203.2)	23.1%	(233.6)	14.9%
<b>Net profit after minorities</b>	<b>932.2</b>	<b>716.7</b>	<b>30.1%</b>	<b>904.8</b>	<b>26.2%</b>
Operating income	4,948.9	4,329.4	14.3%	4,750.6	9.7%
Operating expenses	(2,945.3)	(2,670.0)	10.3%	(2,838.0)	6.3%
<b>Operating result</b>	<b>2,003.6</b>	<b>1,659.4</b>	<b>20.7%</b>	<b>1,912.6</b>	<b>15.3%</b>
<b>Cost/income ratio</b>	<b>59.5%</b>	<b>61.7%</b>		<b>59.7%</b>	
<b>ROE based on net profit</b>	<b>13.7%</b>	<b>19.5%</b>		<b>13.5%</b>	
<b>Cash ROE</b>	<b>13.8%</b>	<b>19.5%</b>		<b>13.5%</b>	



## > Group balance sheet (IFRS)

### Assets – retail lending continues to drive growth

in EUR million	Dec 06	Dec 05	Change	Excluding BCR* Dec 06	Change
Cash and balances with central banks	7,378	2,728	>100.0%	3,375	23.7%
Loans and advances to credit institutions	16,616	16,858	(1.4%)	17,001	0.8%
Loans and advances to customers	97,107	80,419	20.8%	89,479	11.3%
Risk provisions for loans and advances	(3,133)	(2,817)	11.2%	(2,794)	(0.8%)
Trading assets	6,188	5,426	14.0%	—	—
Financial assets - FV	4,682	4,370	7.1%	—	—
Financial assets - AfS	14,927	14,537	2.7%	—	—
Financial assets - HtM	16,700	15,122	10.4%	—	—
Investments of insurance companies	7,329	7,066	3.7%	—	—
At-equity holdings	383	256	49.4%	—	—
Intangible assets	6,092	1,911	>100.0%	—	—
Tangible assets	2,165	1,688	28.2%	—	—
Tax assets	317	264	20.0%	—	—
Other assets	4,952	4,852	2.1%	—	—
<b>Total assets</b>	<b>181,703</b>	<b>152,681</b>	<b>19.0%</b>	<b>165,515</b>	<b>8.4%</b>
<b>Risk-weighted assets</b>	<b>94,129</b>	<b>75,078</b>	<b>25.4%</b>	<b>86,347</b>	<b>15.0%</b>

\*) Main balance sheet items presented pro-forma excluding BCR contribution

## > Group balance sheet (IFRS)

### Liabilities – rising interest rates drive increase in deposits

in EUR million	Dec 06	Dec 05	Change	Excluding BCR*	
				Dec 06	Change
Amounts owed to credit institutions	37,688	33,911	11.1%	31,427	(7.3%)
Amounts owed to customers	90,849	72,793	24.8%	83,581	14.8%
Debts evidenced by certificates	21,814	21,291	2.5%	20,570	(3.4%)
Trading liabilities	1,200	1,304	(8.0%)	—	—
Underwriting provisions	7,920	7,056	12.2%	—	—
Other provisions	1,780	1,493	19.2%	—	—
Tax liabilities	291	188	54.8%	—	—
Other liabilities	4,047	3,975	1.8%	—	—
Subordinated capital	5,210	4,290	21.4%	—	—
Total equity	10,904	6,379	70.9%	—	—
Shareholders' equity	7,979	4,065	96.3%	—	—
Minority interests	2,925	2,314	26.4%	—	—
<b>Total liabilities and equity</b>	<b>181,703</b>	<b>152,681</b>	<b>19.0%</b>	<b>165,515</b>	<b>8.4%</b>
<b>Tier 1 ratio</b>	<b>6.6%</b>	<b>6.8%</b>		—	
<b>Solvency ratio</b>	<b>10.3%</b>	<b>11.0%</b>		—	

\*) Main balance sheet items presented pro-forma excluding BCR contribution

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## > Divisional figures – Core segments\*

### Profits grow throughout the region

	Austria		CEE		Int'l Business		Corp. Center		Total	
in EUR million	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Net interest income	1,592.9	1,583.9	1,444.3	1,104.6	149.0	149.6	3.2	(43.9)	3,189.3	2,794.2
Risk provisions	(312.7)	(351.3)	(126.9)	(80.2)	2.1	10.2	(1.5)	(0.2)	(439.1)	(421.6)
Net commission income	891.4	825.7	575.1	459.4	33.3	29.4	(53.8)	(57.7)	1,445.9	1,256.8
Net trading result	126.9	116.8	149.3	120.9	(0.2)	(0.0)	1.8	4.0	277.9	241.7
General administrative expenses	(1,645.1)	(1,632.5)	(1,227.5)	(989.1)	(34.3)	(35.8)	(38.3)	(12.5)	(2,945.3)	(2,670.0)
Income - insurance business	17.9	28.8	17.9	7.9	0.0	0.0	0.0	0.0	35.8	36.7
Other result	27.4	(0.1)	(23.7)	(22.6)	10.1	2.0	(56.2)	4.6	(42.3)	(16.1)
<b>Pre-tax profit</b>	<b>698.7</b>	<b>571.2</b>	<b>808.5</b>	<b>600.9</b>	<b>160.0</b>	<b>155.3</b>	<b>(144.9)</b>	<b>(105.7)</b>	<b>1,522.2</b>	<b>1,221.7</b>
Taxes on income	(153.6)	(142.1)	(191.2)	(133.0)	(41.8)	(44.5)	46.8	17.9	(339.8)	(301.7)
Minority interests	(199.1)	(160.9)	(53.6)	(24.7)	0.0	0.0	2.6	(17.6)	(250.2)	(203.2)
<b>Net profit after minorities</b>	<b>345.9</b>	<b>268.1</b>	<b>563.7</b>	<b>443.3</b>	<b>118.2</b>	<b>110.8</b>	<b>(95.6)</b>	<b>(105.4)</b>	<b>932.2</b>	<b>716.7</b>
Average risk-weighted assets	49,634.7	46,575.7	24,146.7	16,562.5	7,735.9	6,547.4	331.8	339.4	81,849.1	70,025.0
Average attributed equity	1,890.8	1,776.0	1,565.8	1,115.0	503.1	425.9	2,857.0	363.0	6,816.7	3,679.9
<b>Cost/income ratio</b>	<b>62.6%</b>	<b>63.9%</b>	<b>56.1%</b>	<b>58.4%</b>	<b>18.9%</b>	<b>20.0%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>59.5%</b>	<b>61.7%</b>
<b>ROE based on net profit</b>	<b>18.3%</b>	<b>15.1%</b>	<b>36.0%</b>	<b>39.8%</b>	<b>23.5%</b>	<b>26.0%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>13.7%</b>	<b>19.5%</b>

\*) • EUR 18m linear depreciation of value for BCR customer base included in Other result of Corporate Center

• The published results of the individual subsidiaries cannot be compared on a one-to-one basis with the segment results. In segment reporting, for example, interest income from local equity is eliminated and the associated interest income of the allocated Group equity is added to NII of the respective segments.

• In addition, the new equity allocation has resulted in changed ROEs of the individual segments. All prior-year figures are based on the restated comparative figures in line with these changes. Details of these changes were provided in a press release published on 30 January 2007. The press release can be found on [www.erstebank.com/investorrelations](http://www.erstebank.com/investorrelations).

## > Core Segment Austria

### Austria – Strong overall performance

	Savings Banks		Retail & Mortgage		Large Corporates		Trading & IB		Austria	
in EUR million	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Net interest income	839.7	841.2	537.3	524.6	147.6	140.2	68.3	78.0	1,592.9	1,583.9
Risk provisions	(171.3)	(215.8)	(88.1)	(105.1)	(53.3)	(30.5)	0.0	(0.0)	(312.7)	(351.3)
Net commission income	365.0	358.1	335.1	314.5	101.0	82.2	90.3	70.9	891.4	825.7
Net trading result	25.4	20.6	10.6	10.2	3.0	1.5	87.9	84.5	126.9	116.8
General administrative expenses	(824.2)	(825.2)	(621.0)	(623.8)	(97.6)	(89.4)	(102.3)	(94.1)	(1,645.1)	(1,632.5)
Income - insurance business	0.0	0.0	17.9	28.8	0.0	0.0	0.0	0.0	17.9	28.8
Other result	11.4	13.8	(13.5)	16.2	14.7	(29.0)	14.8	(1.1)	27.4	(0.1)
<b>Pre-tax profit</b>	<b>246.1</b>	<b>192.7</b>	<b>178.3</b>	<b>165.4</b>	<b>115.4</b>	<b>75.1</b>	<b>158.9</b>	<b>138.1</b>	<b>698.7</b>	<b>571.2</b>
Taxes on income	(51.9)	(48.8)	(39.4)	(39.5)	(27.1)	(18.0)	(35.2)	(35.9)	(153.6)	(142.1)
Minority interests	(178.4)	(135.2)	(15.5)	(22.3)	(5.3)	(3.6)	0.0	0.1	(199.1)	(160.9)
<b>Net profit after minorities</b>	<b>15.8</b>	<b>8.8</b>	<b>123.4</b>	<b>103.7</b>	<b>83.0</b>	<b>53.4</b>	<b>123.7</b>	<b>102.3</b>	<b>345.9</b>	<b>268.1</b>
Average risk-weighted assets	25,543.6	23,948.7	13,233.1	12,204.0	7,766.0	6,668.4	3,092.1	3,754.7	49,634.7	46,575.7
Average attributed equity	265.5	240.0	876.8	820.1	507.0	435.9	241.5	280.0	1,890.8	1,776.0
<b>Cost/income ratio</b>	<b>67.0%</b>	<b>67.6%</b>	<b>68.9%</b>	<b>71.0%</b>	<b>38.8%</b>	<b>39.9%</b>	<b>41.5%</b>	<b>40.3%</b>	<b>62.6%</b>	<b>63.9%</b>
<b>ROE based on net profit</b>	<b>6.0%</b>	<b>3.6%</b>	<b>14.1%</b>	<b>12.6%</b>	<b>16.4%</b>	<b>12.3%</b>	<b>51.2%</b>	<b>36.5%</b>	<b>18.3%</b>	<b>15.1%</b>

# > Savings Banks



## 2006 highlights

- » **Operating result increases by 2.9% yoy as tight cost control offsets margin pressure**
- » **NII down slightly - 0.2% yoy**
  - » Strong Q3 06 result not repeated in Q4 (- 2.2% qoq) mainly due to flat yield curve and pressure on margins
- » **Commission income up by 1.9% yoy**
  - » Slight improvement qoq (+ 1.1%) but below strong H1 06
- » **Operating cost down 0.1% yoy**
  - » Tight cost control in place, mainly IT. Q4 06 expenses decline by 2.3% compared to Q3
- » **Risk provisions continue to decline – down 20.6% yoy**
  - » 2005 provisions inflated by one-offs contrast with improved asset quality in 2006
- » **Other result slightly below 2005 at EUR 11.4m**
  - » Mainly on proceeds from disposal of AfS portfolio in H1 06

<b>Savings Banks</b>	<b>2006</b>	<b>2005</b>	<b>Change</b>
Operating income	1,230.1	1,219.9	0.8%
Operating expenses	(824.2)	(825.2)	(0.1%)
Operating result	406.0	394.7	2.9%
Net profit after minorities	15.8	8.8	80.6%
ROE based on net profit	6.0%	3.6%	
Cost/income ratio	67.0%	67.6%	

# > Retail and Mortgage



## 2006 highlights

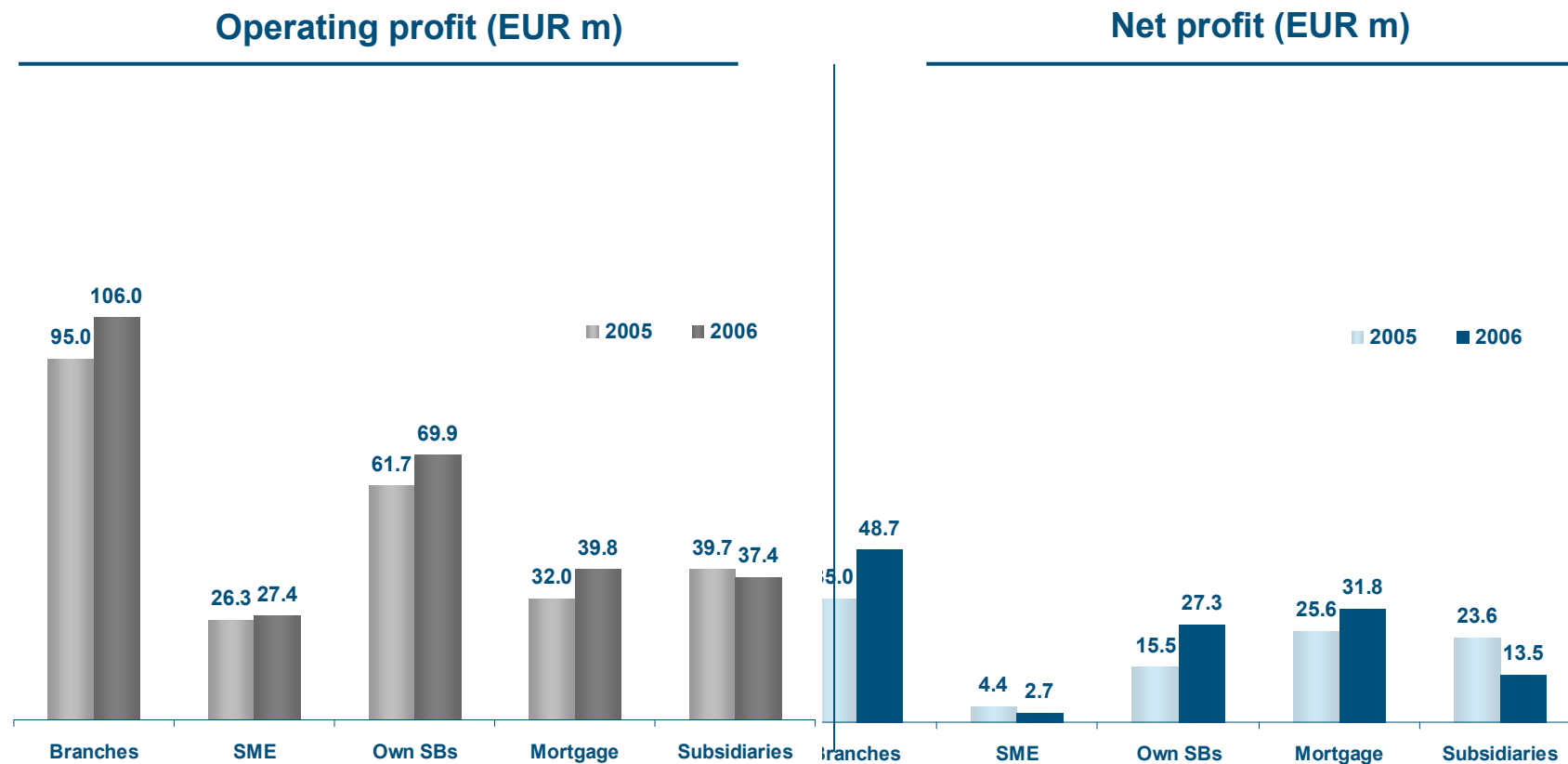
- » **Retail Austria – net profit increases by 19.1% yoy**
  - » Driven by very positive operating performance +10.1% (very strong Q4 06 + 34% qoq)
- » **Branches – net profit up 39.0% yoy**
  - » Strong operating performance (+11.6%) on good commission income (+5.7%) and flat costs (-0.1%)
  - » Benign risk environment - risk provisions down 10.9% yoy
- » **SME – net profit slightly declines to EUR 2.7m (from EUR 4.4m)**
  - » Efficient cost control (down 2.6% yoy) supports improvement of CIR to 50.5%
  - » Conservative provisioning at year end leads to 8.5% increase in risk provisions
- » **Own savings banks – net profit increases strongly by 76.7%**
  - » Sound operating performance (+ 13.3%), tight cost control (-1.8%) and declining risk costs (down 69%)
- » **Mortgage – net profit up by 24.0%**
  - » Improved NII (+5.7%) based on cheaper funding
  - » Strong decline in expenses (-5.5%) also supported by deconsolidation of real estate subsidiary S Immo AG
- » **Subsidiaries – net profit down 43.0% to EUR 13.5m**
  - » Mainly due to lower income from insurance business - 2005 results supported by valuation gains of securities portfolio at S-Versicherung

<b>Retail &amp; Mortgage</b>	<b>2006</b>	<b>2005</b>	<b>Change</b>
Operating income	900.9	878.1	2.6%
Operating expenses	(621.0)	(623.8)	(0.4%)
Operating result	279.9	254.3	10.1%
Net profit after minorities	123.4	103.7	19.1%
ROE based on net profit	14.1%	12.6%	
Cost/income ratio	68.9%	71.0%	

## > Retail and Mortgage - details



### R & M Austria – ROE goals for 2006 exceeded



#### ROE

2006:	15.9%	4.2%	9.8%	14.3%	n.a.
2005:	12.6%	7.1%	5.9%	11.9%	n.a.



# > Large Corporates



## 2006 highlights

- » **Net profit up strongly by 55.3%**
  - » Supported by strong operating performance (+14.5%) and revaluation gains in OOR
- » **NII increases by 5.3%**
  - » Strong improvement in Q4 06 (up 12.3% on weak Q3 06) mainly due to strong performance of leasing subsidiaries in CEE
- » **Commission income up 22.9%**
  - » Supported by high volumes of capital markets transactions in H1 06, and strong contribution from new leasing business at the Immorent subsidiary
- » **Operating expenses up by 9.2%**
  - » Expense growth driven by continued strong CEE expansion of leasing subsidiary Immorent
- » **Risk provisions up 74.9% to EUR 53.3m**
  - » Doubling of risk provisions in Q3 06 due to client settlement dispute
  - » Release of EUR 12m in Q4 05
- » **Other result moves into positive: EUR 14.7m vs. EUR - 29.0m last year**
  - » Positive contribution from private equity unit in Q1 06 and gains from disposal of financial assets in Q3 06
  - » Higher valuation charges in 2005

Large Corporates	2006	2005	Change
Operating income	251.6	223.8	12.4%
Operating expenses	(97.6)	(89.4)	9.2%
Operating result	154.0	134.5	14.5%
Net profit after minorities	83.0	53.4	55.3%
ROE based on net profit	16.4%	12.3%	
Cost/income ratio	38.8%	39.9%	

# > Trading & Investment Banking



## 2006 highlights

- » **Net profit contribution improves by 21.0%**
  - » Supported by sustained robust commission income and very strong trading performance in Q1 06
- » **NII declines by 12.5%**
  - » Despite improved H2 06 performance – gains in short term money market portfolio
  - » Partly offset by weaker contribution from ALM due to yield curve flattening
- » **Strong rise in commission income - up 27.4%**
  - » Supported by capital markets transactions in H1 06
  - » Sustained income from distribution of structured products
- » **Trading result up 4.1%**
- » **Administrative expenses up 8.7%**
  - » Driven by higher business volumes
- » **Other result - improved by EUR 15.9m**
  - » Positive valuation gains in H2 06

Trading & IB	2006	2005	Change
Operating income	246.5	233.4	5.6%
Operating expenses	(102.3)	(94.1)	8.7%
Operating result	144.2	139.2	3.6%
Net profit after minorities	123.7	102.3	21.0%
ROE based on net profit	51.2%	36.5%	
Cost/income ratio	41.5%	40.3%	

## > Core segment – Central and Eastern Europe (CEE)

### Strong operating performance across the board

in EUR million	Czech Republic		Romania		Slovakia		Hungary		Croatia		Serbia	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Net interest income	705.6	583.5	127.8	0.0	239.5	197.3	251.2	219.0	111.1	101.9	9.2	3.0
Risk provisions	(52.5)	(33.7)	(8.2)	0.0	(16.5)	(11.1)	(34.2)	(17.1)	(12.3)	(14.4)	(3.3)	(3.9)
Net commission income	324.9	287.0	45.0	0.0	82.8	82.5	88.4	64.8	29.7	23.3	4.3	1.9
Net trading result	55.1	49.4	19.0	0.0	20.9	14.9	35.3	34.6	19.8	20.4	(0.8)	1.7
General administrative expenses	(613.2)	(550.1)	(107.6)	0.0	(185.0)	(167.3)	(206.9)	(185.8)	(84.5)	(75.3)	(30.3)	(10.7)
Income - insurance business	14.5	7.9	3.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other result	17.4	8.7	(11.6)	0.0	(7.3)	(13.2)	(22.0)	(16.7)	0.3	(1.7)	(0.3)	0.2
<b>Pre-tax profit</b>	<b>451.7</b>	<b>352.6</b>	<b>67.9</b>	<b>0.0</b>	<b>134.3</b>	<b>103.1</b>	<b>111.8</b>	<b>98.9</b>	<b>64.1</b>	<b>54.3</b>	<b>(21.3)</b>	<b>(7.9)</b>
Taxes on income	(114.4)	(87.4)	(11.5)	0.0	(26.5)	(14.1)	(26.3)	(20.6)	(12.6)	(10.9)	0.1	(0.0)
Minority interests	(12.9)	(8.5)	(21.8)	0.0	(0.1)	0.1	(0.2)	(0.2)	(18.5)	(16.6)	0.1	0.3
<b>Net profit after minorities</b>	<b>324.4</b>	<b>256.8</b>	<b>34.6</b>	<b>0.0</b>	<b>107.7</b>	<b>89.1</b>	<b>85.2</b>	<b>78.1</b>	<b>32.9</b>	<b>26.8</b>	<b>(21.2)</b>	<b>(7.5)</b>
Average risk-weighted assets	11,572.0	9,136.9	2,100.9	0.0	3,387.4	2,421.5	3,949.4	2,606.5	2,970.8	2,289.8	166.2	107.8
Average attributed equity	796.2	642.0	100.1	0.0	240.7	177.3	274.8	193.5	136.4	94.1	17.6	8.1
<b>Cost/income ratio</b>	<b>55.7%</b>	<b>59.3%</b>	<b>55.1%</b>	<b>0.0%</b>	<b>53.9%</b>	<b>56.8%</b>	<b>55.2%</b>	<b>58.4%</b>	<b>52.6%</b>	<b>51.7%</b>	<b>n.n.</b>	<b>n.n.</b>
<b>ROE based on net profit</b>	<b>40.7%</b>	<b>40.0%</b>	<b>34.6%</b>	<b>0.0%</b>	<b>44.8%</b>	<b>50.3%</b>	<b>31.0%</b>	<b>40.4%</b>	<b>24.1%</b>	<b>28.5%</b>	<b>n.n.</b>	<b>n.n.</b>

# > Czech Republic

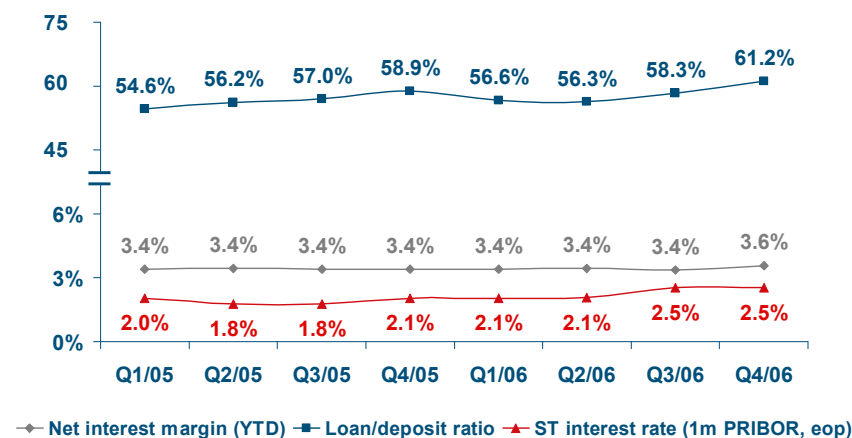


## 2006 highlights

- » **Net profit contribution up 26.3% yoy (19.9%)\***
  - » Driven by strong operating result +28.9% (22.3%)
- » **NII increases by 20.9% yoy (14.8%)**
  - » Supported by rising interest rates
  - » Retail loans continue to grow strongly (up 30% yoy)
- » **Commission income up 13.2% (7.5%)**
  - » Supported by strong Q4 06 (up 16.9% qoq)
  - » Substantial increase in securities fees (+46%) and lending fees (+19.5%)
- » **Trading result improves by 11.6% (5.9%)**
  - » Strong decline in result from securities trading (due to rising interest rates) offset by positive contribution from interest rate derivatives
- » **Operating expenses up 11.5% (5.9%)**
  - » Personnel and other admin expenses up 13.0% (7.3%) – Higher wage inflation, as well as costs for group projects
- » **Adjusted for 2005 release, risk provisions up by 18.1%, in line with loan growth**
- » **Other result strongly improves by EUR 8.7m to EUR 17.4m**
  - » Mainly due to valuation of real estate funds and income from sale of real estate in Q4 06

Segment contribution	2006	2005	Change
Operating income	1,100.1	927.7	18.6%
Operating expenses	(613.2)	(550.1)	11.5%
Operating result	486.8	377.6	28.9%
Net profit after minorities	324.4	256.8	26.3%
ROE based on net profit	40.7%	40.0%	
Cost/income ratio	55.7%	59.3%	

Česká spořitelna - Margin & rate environment



\* Figures in brackets refer to rate of change excluding impact of 5.1% currency appreciation

## 2006 highlights

- » BCR consolidated since 12 October 2006
- » Q4 2006 segment contribution includes:
  - » Restructuring costs of EUR 14m for severance payments, early retirement and consultancy fees in operating expenses
  - » Revaluation charge for real estate of EUR 9m
- » Additional EUR 8.8m restructuring provisions booked before closing
- » EUR 16m of additional risk provisions with no impact on EB Group results
  - » compensated by reserve against equity booked at first time consolidation
- » EUR 18m of linear amortisation for value of BCR customer base has been allocated to Corporate Center
  - » Going forward, annual charge of c. EUR 72m

Segment contribution	2006	2005	Change
Operating income	195.3	0.0	nm
Operating expenses	(107.6)	0.0	nm
Operating result	87.7	0.0	nm
Net profit after minorities	34.6	0.0	nm
ROE based on net profit	34.6%		
Cost/income ratio	55.1%		

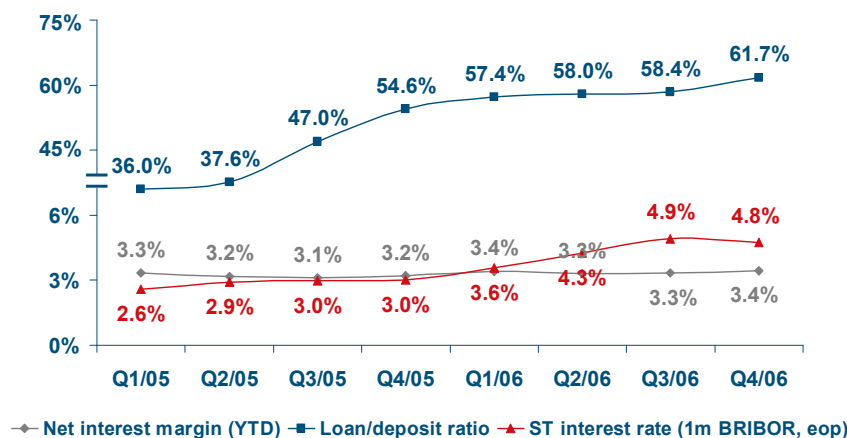


## 2006 highlights

- » **Net profit contribution up 20.9% (16.4%)\* supported by strong NII**
- » **NII up 21.4% (16.7%) despite maturity of high yield bonds in Jan 2006**
  - » Based on sustained strong loan demand (retail loans up 46%) and higher interest rates, shift from fees into NII and positive contribution from building society PSS
  - » Above average increase in customer deposits (up 18.3%) on improved liability margins
- » **Commission income flat (+0.4%) (-3.5%)**
  - » Shift of fees into NII for selected lending products
  - » Higher interest rates induce strong shift from investment funds into deposits
- » **Trading income up 40.6% (34.8%)**
  - » Positive contribution mainly from FX trading on currency movements
- » **Operating expenses up 10.6% (6.3%)**
  - » Personnel expenses up by 7.8% (3.6%), on slightly reduced headcount – increase below inflation rate
  - » Other admin expenses up 15.5% (12.1%)
- » **Risk provisions increase in line with growing loan volumes (+ 47.8%) (+42.2%)**

Segment contribution	2006	2005	Change
Operating income	343.2	294.7	16.5%
Operating expenses	(185.0)	(167.3)	10.6%
Operating result	158.1	127.4	24.1%
Net profit after minorities	107.7	89.1	20.9%
ROE based on net profit	44.8%	50.3%	
Cost/income ratio	53.9%	56.8%	

Slovenská sporiteľňa - Margin & rate environment



\* Figures in brackets refer to rate of change excluding impact of 3.7% currency appreciation

# > Erste Bank Hungary

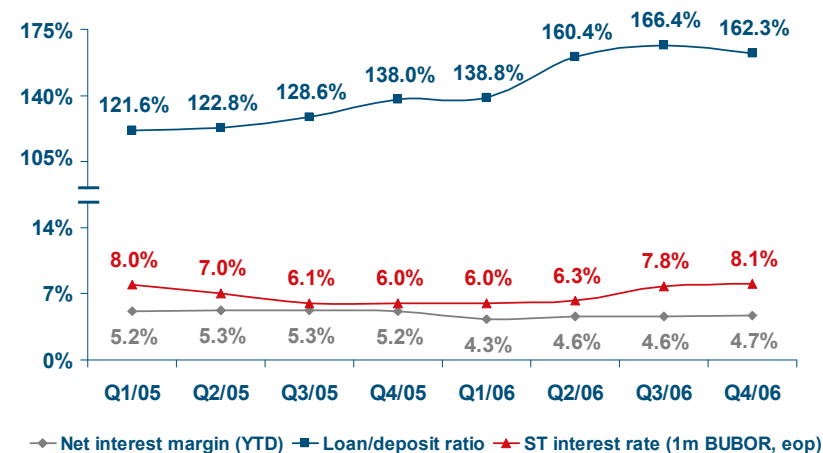


## 2006 highlights

- » **Net profit contribution up 9.1% (15.6%)\***
  - » Driven by a substantial increase in operating result - up 26.7% (+34.3%)
  - » Negative impact of higher tax rate in H2 06
- » **NII up 14.7% yoy (21.5%)**
  - » Retail loans grow by 42% despite 200bps increase in prime rate
- » **Commission income up by 36.4% (44.6%)**
  - » Supported by increase in securities fees as well as by a reallocation of loan conversion fees from trading income into commission income
- » **Trading income slightly up by 2.1% (8.1%)**
- » **Operating expenses increase by 11.4% (18.0%)**
  - » Personnel and other admin expenses up 12.1% (18.9%)
  - » Due to branch network expansion, higher social security contributions in H2 06, and legal and consultancy fees
  - » Depreciation slightly up by 2.9% (9%)
- » **Risk provisions more than double**
  - » when adjusted for release of risk provisions at group level in 2005 (related to the Postabank integration), increase of just 31.1% (39.6%) in line with loan growth

Segment contribution	2006	2005	Change
Operating income	374.9	318.4	17.8%
Operating expenses	(206.9)	(185.8)	11.4%
Operating result	168.0	132.6	26.7%
Net profit after minorities	85.2	78.1	9.1%
ROE based on net profit	31.0%	40.4%	
Cost/income ratio	55.2%	58.4%	

Erste Bank Hungary - Margin & rate environment



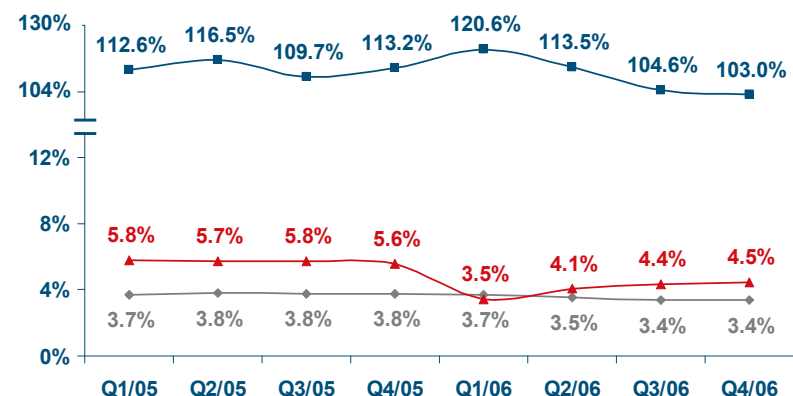
\* Figures in brackets refer to rate of change excluding impact of 6.0% currency depreciation

## 2006 highlights

- » **Net profit contribution up by 22.5% \***
  - » Despite substantial marginal reserve requirements on assets and liabilities
- » **NII increases by 9.0%**
  - » Supported by very strong Q4 06 (up 19.5% qoq)
  - » 24% Increase in retail loans partly offset by marginal reserves
- » **Commission income up 27.6%**
  - » Main drivers are strong volumes of payment transactions as well as increase in card business
- » **Operating expenses increase by 12.3%**
  - » Personnel and other admin expenses up 10.3% on increased headcount (+190 employees ) due to branch network development
  - » Depreciation up by 24.5%
- » **Risk provisions decline by 14.4%**
  - » Sound asset quality resulting in lower provisions in Q4 06

Segment contribution	2006	2005	Change
Operating income	160.6	145.6	10.3%
Operating expenses	(84.5)	(75.3)	12.3%
Operating result	76.1	70.3	8.2%
Net profit after minorities	32.9	26.8	22.5%
ROE based on net profit	24.1%	28.5%	
Cost/income ratio	52.6%	51.7%	

Erste Bank Croatia - Margin & rate environment



— Net interest margin (YTD) — Loan/deposit ratio — ST interest rate (1m ZIBOR, eop)

\* currency appreciation negligible (1.2%)



## 2006 highlights

- » **Restructuring year leads to negative contribution of EUR 21.1m\***
  - » Increase in risk provisions to bring levels in line with EB Group standards
  - » Severance payments related to 4.8% headcount reduction and new performance-based remuneration system
  - » Opening of 13 new branches
  - » IT migration and consulting costs
- » **Retail loans tripled despite restrictive regulatory measures from Serbian National Bank**
- » **Goal to reach RoE of 15-20% in 2008**

Segment contribution	2006	2005	Change
Operating income	12.7	6.5	94.0%
Operating expenses	(30.3)	(10.7)	>100.0%
Operating result	(17.7)	(4.1)	>100.0%
Net profit after minorities	(21.2)	(7.5)	>100.0%
ROE based on net profit	n.a.	n.a.	
Cost/income ratio	n.a.	n.a.	

EB Serbia included in Group since August 2005

\* currency depreciation negligible (1.4%)

# > Core segments – Int'l Business and Corp. Center

## Int'l Business – 2006 highlights

- » Net profit up by 6.7% supported by sustained positive asset quality and strong increase in commission income
- » NII flat compared to YE 2005 (-0.3%)
  - » 18.2% increase in RWA anticipating the application of BIS II in Q1 2007
- » Operating expenses down by 4.2%
- » Release of risk provisions continues in 2006
  - » Based on sound asset quality
- » Other operating result improves by EUR 8.1m on revaluation and disposal of financial assets

International Business	2006	2005	Change
Operating income	182.1	178.9	1.8%
Operating expenses	(34.3)	(35.8)	(4.2%)
Operating result	147.8	143.1	3.3%
Net profit after minorities	118.2	110.8	6.7%
ROE based on net profit	23.5%	26.0%	
Cost/income ratio	18.9%	20.0%	

## Corporate Center – 2006 highlights

- » NII supported by interest for nine months on capital increase
  - » Funding costs for BCR acquisition of EUR 30m in Q4 06
- » Commission income and operating expenses reflect intra group eliminations and include costs for NGA programme and strategic projects
- » Negative 2006 other operating result includes
  - » Linear amortisation of value of BCR customer base
  - » Positive one-off for sale of minority stake
  - » Negative one-off mark-to-market valuation of collateral of settlement dispute
  - » Sundry provisions outside credit risk
  - » Positive 2005 result mainly due to sale of office building

Corporate Center	2006	2005	Change
Net interest income	3.2	(43.9)	nm
Net commission income	(53.8)	(57.7)	(6.7%)
General administrative expenses	(38.3)	(12.5)	>100.0%
Other result	(56.2)	4.6	nm
Pre-tax profit	(144.9)	(105.7)	37.1%
Taxes on income	46.8	17.9	>100.0%
Minority interests	2.6	(17.6)	nm
Net profit after minorities	(95.6)	(105.4)	(9.3%)

## > **Presentation topics**

1. FY 2006 highlights
2. Financial statements
3. Divisional information
- 4. Asset quality**
5. Outlook and targets
6. Appendix

## > Group asset quality<sup>1</sup>

### Stable versus FY 2005

	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure		Risk provisions		NPL coverage	
	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05
<b>Austria</b>	<b>81,200</b>	75,544	<b>10,119</b>	12,267	<b>1,875</b>	2,431	<b>3,370</b>	3,275	<b>96,564</b>	93,517	<b>2,166</b>	2,168	<b>64.3%</b>	66.2%
<b>CEE</b>	<b>44,597</b>	32,915	<b>7,092</b>	1,699	<b>981</b>	470	<b>861</b>	500	<b>53,532</b>	35,584	<b>967</b>	602	<b>112.3%</b>	120.4%
<b>Int'l Business</b>	<b>19,701</b>	16,439	<b>716</b>	784	<b>27</b>	72	<b>16</b>	58	<b>20,460</b>	17,353	<b>69</b>	116	<b>439.5%</b>	199.8%
<b>Corp. Center</b>	<b>417</b>	397	<b>1</b>	1	<b>0</b>	0	<b>0</b>	0	<b>418</b>	398	<b>1</b>	0	<b>nm</b>	nm
<b>Total</b>	<b>145,916</b>	125,296	<b>17,928</b>	14,751	<b>2,882</b>	2,973	<b>4,247</b>	3,833	<b>170,974</b>	146,853	<b>3,203</b>	2,886	<b>75.4%</b>	75.3%

» **Slight improvement in NPL ratio<sup>2</sup> to 2.5% (compared to 2.6% at YE 2005)**

- » NPLs increase by 10.8% (excluding BCR +4.0%)
- » Total credit exposure increases by 16.4% (excluding BCR +9.2%)
- » Low risk asset class grows by 16.5% (excluding BCR +12.3%); Management attention up 21.5% (excluding BCR -9.6%), while Substandard declines by 3.1% (excluding BCR -20.7%)

» **EB Group NPL coverage slightly up at 75.4% (vs. 75.3% at YE 2005)**

- » Reduction in Austria (-1.9%) owing to higher savings bank NPL's
- » CEE coverage down to 112.3% - particularly due to higher NPL's in Slovakia (partly caused by methodology change)

» **Provision charge at EB Group further improves to 50 BP on total customer loans**

- » FY 2003: 62 BP / FY 2004: 58 BP / FY 2005: 55 BP / Q1 06: 54 BP / H1 06: 52 BP / Q3 06: 52 BP

1) Including all loans to customers and banks and all fixed income securities as well as off-balance sheet credit risks (warranties, guarantees and letters of credit).

2) Without taking account of existing collateral.

## > **Presentation topics**

1. FY 2006 highlights
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## > Erste Bank outlook and targets

### Outlook 2007

**Net profit of EB Group expected to increase by at least 25%**

» Based on generally positive outlook for CEE subsidiaries and Austria

### Mid term Group targets confirmed

Net profit<sup>(1)</sup> growth

**More than 20% p.a. average until 2009**

Cost/income ratio

**Below 55% in 2009**

Return on equity<sup>(2)</sup>

**18-20% in 2009**

### Current targets for all subsidiaries confirmed

(1) Net profit after tax and minorities

(2) Based on a Tier 1 ratio of at least 7%

## > **Presentation topics**

1. FY 2006 highlights
2. Financial statements
3. Divisional information
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5. Outlook and targets
- 6. Appendix**

## > Overview of international exposures

### Credit risk by regions\*

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06		Dec 05	
									Share of total		Share of total	
<b>Core market</b>	<b>104,573</b>	<b>89,322</b>	<b>15,901</b>	<b>12,890</b>	<b>2,791</b>	<b>2,826</b>	<b>4,024</b>	<b>3,537</b>	<b>127,289</b>	<b>74.4%</b>	<b>108,575</b>	<b>73.9%</b>
<i>Austria</i>	<i>56,004</i>	<i>51,651</i>	<i>8,555</i>	<i>10,672</i>	<i>1,679</i>	<i>2,305</i>	<i>3,002</i>	<i>2,932</i>	<i>69,240</i>	<i>40.5%</i>	<i>67,559</i>	<i>46.0%</i>
<i>Croatia</i>	<i>4,940</i>	<i>4,090</i>	<i>654</i>	<i>516</i>	<i>122</i>	<i>143</i>	<i>139</i>	<i>136</i>	<i>5,855</i>	<i>3.4%</i>	<i>4,885</i>	<i>3.3%</i>
<i>Romania</i>	<i>5,199</i>	<i>253</i>	<i>4,428</i>	<i>17</i>	<i>523</i>	<i>1</i>	<i>260</i>	<i>0</i>	<i>10,411</i>	<i>6.1%</i>	<i>271</i>	<i>0.2%</i>
<i>Serbia</i>	<i>379</i>	<i>275</i>	<i>70</i>	<i>12</i>	<i>3</i>	<i>45</i>	<i>33</i>	<i>21</i>	<i>486</i>	<i>0.3%</i>	<i>354</i>	<i>0.2%</i>
<i>Slovakia</i>	<i>7,356</i>	<i>6,010</i>	<i>722</i>	<i>418</i>	<i>178</i>	<i>161</i>	<i>148</i>	<i>83</i>	<i>8,403</i>	<i>4.9%</i>	<i>6,671</i>	<i>4.5%</i>
<i>Slovenia</i>	<i>1,487</i>	<i>1,120</i>	<i>119</i>	<i>188</i>	<i>66</i>	<i>18</i>	<i>77</i>	<i>35</i>	<i>1,749</i>	<i>1.0%</i>	<i>1,362</i>	<i>0.9%</i>
<i>Czech Republic</i>	<i>21,280</i>	<i>18,014</i>	<i>507</i>	<i>432</i>	<i>124</i>	<i>87</i>	<i>217</i>	<i>197</i>	<i>22,128</i>	<i>12.9%</i>	<i>18,730</i>	<i>12.8%</i>
<i>Hungary</i>	<i>7,928</i>	<i>7,909</i>	<i>847</i>	<i>635</i>	<i>96</i>	<i>66</i>	<i>147</i>	<i>134</i>	<i>9,017</i>	<i>5.3%</i>	<i>8,743</i>	<i>6.0%</i>
<b>Other EU</b>	<b>26,981</b>	<b>24,059</b>	<b>982</b>	<b>852</b>	<b>56</b>	<b>73</b>	<b>179</b>	<b>198</b>	<b>28,197</b>	<b>16.5%</b>	<b>25,182</b>	<b>17.1%</b>
<b>Other industrialised countries</b>	<b>10,108</b>	<b>8,815</b>	<b>270</b>	<b>274</b>	<b>25</b>	<b>39</b>	<b>35</b>	<b>69</b>	<b>10,438</b>	<b>6.1%</b>	<b>9,197</b>	<b>6.3%</b>
<b>Emerging markets</b>	<b>4,255</b>	<b>3,101</b>	<b>775</b>	<b>736</b>	<b>10</b>	<b>34</b>	<b>10</b>	<b>28</b>	<b>5,049</b>	<b>3.0%</b>	<b>3,899</b>	<b>2.7%</b>
<i>Southeastern Europe / CIS</i>	<i>1,169</i>	<i>623</i>	<i>330</i>	<i>240</i>	<i>0</i>	<i>2</i>	<i>6</i>	<i>0</i>	<i>1,505</i>	<i>0.9%</i>	<i>865</i>	<i>0.6%</i>
<i>Asia</i>	<i>1,606</i>	<i>1,133</i>	<i>113</i>	<i>93</i>	<i>1</i>	<i>0</i>	<i>1</i>	<i>3</i>	<i>1,720</i>	<i>1.0%</i>	<i>1,229</i>	<i>0.8%</i>
<i>Latin America</i>	<i>583</i>	<i>757</i>	<i>62</i>	<i>65</i>	<i>9</i>	<i>31</i>	<i>2</i>	<i>2</i>	<i>655</i>	<i>0.4%</i>	<i>855</i>	<i>0.6%</i>
<i>Middle East / Africa</i>	<i>897</i>	<i>588</i>	<i>271</i>	<i>338</i>	<i>0</i>	<i>1</i>	<i>1</i>	<i>23</i>	<i>1,169</i>	<i>0.7%</i>	<i>949</i>	<i>0.6%</i>
<b>Total</b>	<b>145,916</b>	<b>125,296</b>	<b>17,928</b>	<b>14,751</b>	<b>2,882</b>	<b>2,973</b>	<b>4,247</b>	<b>3,833</b>	<b>170,974</b>	<b>100.0%</b>	<b>146,853</b>	<b>100.0%</b>
Share of total	85.3%	85.3%	10.5%	10.0%	1.7%	2.0%	2.5%	2.6%	100.0%		100.0%	
<b>Risk provisions</b>	<b>106</b>	<b>106</b>	<b>218</b>	<b>152</b>	<b>388</b>	<b>514</b>	<b>2,491</b>	<b>2,115</b>	<b>3,203</b>		<b>2,886</b>	
Coverage ratio	0.1%	0.1%	1.2%	1.0%	13.5%	17.3%	58.6%	55.2%	1.9%		2.0%	

\*) Including all loans and advances to customers and banks and all fixed income securities (in trading portfolio, investments available for sale or financial investments) as well as off-balance sheet credit risks (warranties, guarantees and letters of credit)



## > Overview of international exposures (cont)




### Credit risk by industry sectors\*




in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06		Dec 05	
									Share of total		Share of total	
Agriculture and forestry	805	639	684	453	115	66	91	76	1,695	1.0%	1,234	0.8%
Mining	522	347	243	551	33	43	12	22	809	0.5%	963	0.7%
Manufacturing	7,908	5,859	2,408	1,547	458	517	609	457	11,383	6.7%	8,379	5.7%
Energy and water supply	1,655	1,134	277	259	53	30	16	11	2,000	1.2%	1,435	1.0%
Construction	3,302	2,846	973	913	197	213	325	301	4,798	2.8%	4,274	2.9%
Trade	6,248	5,186	2,700	1,942	535	564	499	483	9,982	5.8%	8,175	5.6%
Tourism	1,601	1,422	1,144	1,255	304	335	396	405	3,446	2.0%	3,417	2.3%
Transport and communication	2,210	1,942	783	612	244	196	195	184	3,431	2.0%	2,933	2.0%
Banking and insurance	51,423	47,514	1,432	799	41	66	36	40	52,932	31.0%	48,419	33.0%
Real estate and other business activities	13,417	9,414	3,334	3,707	356	374	593	524	17,701	10.4%	14,019	9.5%
Public administration	22,286	21,411	563	217	29	13	9	23	22,886	13.4%	21,664	14.8%
Healthcare and social services	947	678	223	412	34	31	50	44	1,254	0.7%	1,166	0.8%
Other services	1,348	1,137	489	581	106	105	119	140	2,062	1.2%	1,964	1.3%
Private households	31,327	25,063	2,565	1,442	375	418	1,284	1,111	35,552	20.8%	28,033	19.1%
Other	917	703	109	62	2	2	14	10	1,043	0.6%	778	0.5%
<b>Total</b>	<b>145,916</b>	<b>125,296</b>	<b>17,928</b>	<b>14,751</b>	<b>2,882</b>	<b>2,973</b>	<b>4,247</b>	<b>3,833</b>	<b>170,974</b>	<b>100.0%</b>	<b>146,853</b>	<b>100.0%</b>
Share of total	85.3%	85.3%	10.5%	10.0%	1.7%	2.0%	2.5%	2.6%	100.0%		100.0%	
<b>Risk provisions</b>	<b>106</b>	<b>106</b>	<b>218</b>	<b>152</b>	<b>388</b>	<b>514</b>	<b>2,491</b>	<b>2,115</b>	<b>3,203</b>		<b>2,886</b>	
Coverage ratio	0.1%	0.1%	1.2%	1.0%	13.5%	17.3%	58.6%	55.2%	1.9%		2.0%	

\*) Including all loans and advances to customers and banks and all fixed income securities (in trading portfolio, investments available for sale or financial investments) as well as off-balance sheet credit risks (warranties, guarantees and letters of credit)

## > Summary financials of CEE subsidiaries

## Results (IFRS) as reported by local entities\*

	 97.99%			 69.15%			 100.00%		
in EUR million	2006	2005	Change	2006	2005	Change	2006	2005	Change
Net profit after minorities	366.7	322.5	13.7%	214.5	184.3	16.4%	103.9	96.1	8.1%
ROE based on net profit	23.0%	22.3%		18.8%	17.6%		20.3%	19.3%	
Cost/income ratio	53.7%	56.9%		55.3%	57.2%		54.1%	55.4%	
	Dec 06	Dec 05	Change	Dec 06	Dec 05	Change	Dec 06	Dec 05	Change
Total assets	26,501	23,797	11.4%	14,020	10,117	38.6%	8,651	7,521	15.0%
Employees	10,856	10,755	0.9%	13,492	13,573	(0.6%)	4,797	4,836	(0.8%)

	 <b>99.94%</b>			 <b>64.94%</b>			 <b>99.99%</b>		
in EUR million	2006	2005	Change	2006	2005	Change	2006	2005	Change
Net profit after minorities	88.4	71.5	23.6%	56.0	47.5	17.9%	(28.2)	(7.5)	>100.0%
ROE based on net profit	25.2%	26.2%		18.7%	20.2%		nm	nm	
Cost/income ratio	54.8%	57.4%		50.7%	50.1%		nm	85.6%	
	Dec 06	Dec 05	Change	Dec 06	Dec 05	Change	Dec 06	Dec 05	Change
Total assets	7,069	5,770	22.5%	4,854	4,125	17.7%	288	153	88.2%
Employees	2,881	2,551	12.9%	1,759	1,604	9.7%	871	915	(4.8%)

\* ) To eliminate the currency effects, 2006 exchange rates have been used for P&L and balance sheet conversion.  
Pro rata consolidation of BCR and Erste Bank Serbia commenced 12 October 2006 and 1 August 2005 respectively.

## > Financials (IFRS) of CEE subsidiaries

### Česká spořitelna \*

in EUR million	2006	2005	Change
Net interest income	746.9	655.8	13.9%
Risk provisions for loans and advances	(52.5)	(13.6)	>100.0%
Net commission income	323.8	302.4	7.1%
Net trading result	55.1	52.0	6.0%
General administrative expenses	(612.2)	(579.7)	5.6%
Income from insurance business	14.5	8.3	74.7%
Other operating result	(5.4)	(33.7)	(84.0%)
Income from financial assets - at fair value through profit or loss	(0.5)	6.3	nm
Income from financial assets - available for sale	27.5	36.7	(25.1%)
Income from financial assets - held to maturity	(0.8)	0.0	nm
<b>Pre-tax profit</b>	<b>496.4</b>	<b>434.5</b>	<b>14.2%</b>
<b>Net profit after minorities</b>	<b>366.7</b>	<b>322.5</b>	<b>13.7%</b>
EUR FX rate (ave)	28.3	28.3	
	<b>Dec 06</b>	<b>Dec 05</b>	<b>Change</b>
<b>Total assets</b>	<b>26,501</b>	<b>23,797</b>	<b>11.4%</b>
Loans and advances to customers	11,974	10,312	16.1%
Amounts owed to customers	19,556	17,521	11.6%
EUR FX rate (eop)	27.5	27.5	

\*) To eliminate the currency effects, 2006 exchange rates have been used for P&L and balance sheet conversion.

## > Financials (IFRS) of CEE subsidiaries (cont)



### Slovenská sporiteľňa \*

in EUR million	2006	2005	Change
Net interest income	238.2	212.2	12.3%
Risk provisions for loans and advances	(16.5)	(11.6)	42.2%
Net commission income	82.8	85.7	(3.4%)
Net trading result	20.9	15.5	34.8%
General administrative expenses	(185.0)	(173.8)	6.4%
Income from insurance business	0.0	0.0	nm
Other operating result	(12.0)	(19.8)	(39.4%)
Income from financial assets - at fair value through profit or loss	3.0	1.5	>100.0%
Income from financial assets - available for sale	1.7	4.5	(62.2%)
Income from financial assets - held to maturity	0.0	0.0	nm
<b>Pre-tax profit</b>	<b>133.1</b>	<b>114.2</b>	<b>16.5%</b>
<b>Net profit after minorities</b>	<b>103.9</b>	<b>96.1</b>	<b>8.1%</b>
EUR FX rate (ave)	37.1	37.1	
	Dec 06	Dec 05	Change
<b>Total assets</b>	<b>8,651</b>	<b>7,521</b>	<b>15.0%</b>
Loans and advances to customers	3,761	2,815	33.6%
Amounts owed to customers	6,099	5,156	18.3%
EUR FX rate (eop)	34.4	34.4	

\*) To eliminate the currency effects, 2006 exchange rates have been used for P&L and balance sheet conversion.

## > Financials (IFRS) of CEE subsidiaries (cont)



### Erste Bank Hungary \*

in EUR million	2006	2005	Change
Net interest income	255.1	211.6	20.6%
Risk provisions for loans and advances	(34.2)	(24.5)	39.6%
Net commission income	88.4	61.2	44.4%
Net trading result	33.9	32.6	4.0%
General administrative expenses	(206.9)	(175.3)	18.0%
Income from insurance business	0.0	0.0	nm
Other operating result	(20.7)	(13.6)	52.2%
Income from financial assets - at fair value through profit or loss	0.0	0.0	nm
Income from financial assets - available for sale	0.1	0.0	nm
Income from financial assets - held to maturity	0.0	0.0	nm
<b>Pre-tax profit</b>	<b>115.7</b>	<b>92.0</b>	<b>25.8%</b>
<b>Net profit after minorities</b>	<b>88.4</b>	<b>71.5</b>	<b>23.6%</b>
EUR FX rate (ave)	263.2	263.2	
	Dec 06	Dec 05	Change
<b>Total assets</b>	<b>7,069</b>	<b>5,770</b>	<b>22.5%</b>
Loans and advances to customers	5,190	3,918	32.5%
Amounts owed to customers	3,197	2,812	13.7%
EUR FX rate (eop)	251.8	251.8	

\*) To eliminate the currency effects, 2006 exchange rates have been used for P&L and balance sheet conversion.

## > Financials (IFRS) of CEE subsidiaries (cont)



### Erste Bank Croatia \*

in EUR million	2006	2005	Change
Net interest income	117.0	107.8	8.5%
Risk provisions for loans and advances	(12.3)	(14.5)	(15.2%)
Net commission income	29.7	23.6	25.8%
Net trading result	19.8	20.7	(4.3%)
General administrative expenses	(84.5)	(76.2)	10.9%
Income from insurance business	0.0	0.0	nm
Other operating result	(1.8)	(4.2)	(57.1%)
Income from financial assets - at fair value through profit or loss	0.0	0.0	nm
Income from financial assets - available for sale	2.1	2.5	(16.0%)
Income from financial assets - held to maturity	0.0	0.0	nm
<b>Pre-tax profit</b>	<b>70.0</b>	<b>59.7</b>	<b>17.3%</b>
<b>Net profit after minorities</b>	<b>56.0</b>	<b>47.5</b>	<b>17.9%</b>
EUR FX rate (ave)	7.3	7.3	
	<b>Dec 06</b>	<b>Dec 05</b>	<b>Change</b>
<b>Total assets</b>	<b>4,854</b>	<b>4,125</b>	<b>17.7%</b>
Loans and advances to customers	3,091	2,614	18.2%
Amounts owed to customers	3,002	2,309	30.0%
EUR FX rate (eop)	7.4	7.4	

\*) To eliminate the currency effects, 2006 exchange rates have been used for P&L and balance sheet conversion.

## > Financials (IFRS) of CEE subsidiaries (cont)

### Erste Bank Serbia \*

in EUR million	2006	2005	Change
Net interest income	9.6	8.6	11.6%
Risk provisions for loans and advances	(10.7)	(10.0)	7.0%
Net commission income	4.3	4.1	4.9%
Net trading result	(0.8)	6.4	nm
General administrative expenses	(30.3)	(16.4)	84.8%
Income from insurance business	0.0	0.0	nm
Other operating result	(0.7)	(0.5)	40.0%
Income from financial assets - at fair value through profit or loss	0.0	0.0	nm
Income from financial assets - available for sale	0.4	0.3	33.3%
Income from financial assets - held to maturity	0.0	0.0	nm
<b>Pre-tax profit</b>	<b>(28.2)</b>	<b>(7.5)</b>	<b>&gt;100.0%</b>
<b>Net profit after minorities</b>	<b>(28.2)</b>	<b>(7.5)</b>	<b>&gt;100.0%</b>
EUR FX rate (ave)	84.3	84.3	
	<b>Dec 06</b>	<b>Dec 05</b>	<b>Change</b>
<b>Total assets</b>	<b>288</b>	<b>153</b>	<b>88.2%</b>
Loans and advances to customers	146	137	6.6%
Amounts owed to customers	129	88	46.6%
EUR FX rate (eop)	79.1	79.1	

\*) To eliminate the currency effects, 2006 exchange rates have been used for P&L and balance sheet conversion.  
Pro rata consolidation commenced 1 August 2005.

## > EB Group – quarterly income statement (IFRS)

in EUR million	Q1 05	Q2 05	Q3 05	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	672.7	696.8	694.0	730.7	724.0	757.8	779.7	927.9
Net commission income	311.1	305.9	304.9	334.9	342.2	355.5	338.8	409.4
Net trading result	57.2	48.0	66.4	70.1	91.2	45.0	51.6	90.0
Income from insurance business	5.6	21.3	10.0	(0.2)	7.7	7.3	10.3	10.5
<b>Operating income</b>	<b>1,046.6</b>	<b>1,072.0</b>	<b>1,075.3</b>	<b>1,135.4</b>	<b>1,165.1</b>	<b>1,165.6</b>	<b>1,180.3</b>	<b>1,437.8</b>
Personnel expenses	(376.3)	(382.9)	(392.2)	(425.1)	(404.3)	(413.0)	(414.3)	(518.9)
Other administrative expenses	(197.4)	(197.0)	(190.5)	(174.1)	(201.7)	(212.0)	(210.7)	(223.7)
Depreciation and amortisation	(84.1)	(83.2)	(83.1)	(84.1)	(85.2)	(83.3)	(79.7)	(98.4)
<b>Operating expenses</b>	<b>(657.8)</b>	<b>(663.1)</b>	<b>(665.8)</b>	<b>(683.3)</b>	<b>(691.3)</b>	<b>(708.3)</b>	<b>(704.7)</b>	<b>(841.0)</b>
<b>Operating result</b>	<b>388.8</b>	<b>408.9</b>	<b>409.5</b>	<b>452.1</b>	<b>473.8</b>	<b>457.3</b>	<b>475.6</b>	<b>596.8</b>
Risk provisions for loans and advances	(101.3)	(108.6)	(119.2)	(92.5)	(109.1)	(109.2)	(112.9)	(107.9)
Other operating result	(26.1)	(32.8)	(27.8)	13.5	(22.0)	(29.1)	(35.2)	(57.7)
Income from financial assets - FV	9.2	2.9	12.9	(13.5)	10.4	(8.8)	(1.0)	(5.0)
Income from financial assets - AfS	15.0	21.7	13.3	(5.8)	24.7	19.2	7.3	48.9
Income from financial assets - HtM	(0.0)	0.8	0.5	0.2	5.3	(0.4)	0.5	0.9
<b>Pre-tax profit</b>	<b>285.5</b>	<b>292.9</b>	<b>289.3</b>	<b>353.9</b>	<b>383.0</b>	<b>328.9</b>	<b>334.2</b>	<b>476.1</b>
Taxes on income	(69.1)	(70.9)	(69.9)	(91.8)	(86.2)	(74.1)	(75.3)	(104.2)
Minority interests	(55.3)	(45.7)	(45.5)	(56.7)	(55.2)	(43.7)	(56.4)	(94.9)
<b>Net profit after minorities</b>	<b>161.1</b>	<b>176.3</b>	<b>173.9</b>	<b>205.3</b>	<b>241.5</b>	<b>211.1</b>	<b>202.5</b>	<b>277.0</b>
<b>Cost/income ratio</b>	<b>62.9%</b>	<b>61.9%</b>	<b>61.9%</b>	<b>60.2%</b>	<b>59.3%</b>	<b>60.8%</b>	<b>59.7%</b>	<b>58.5%</b>
<b>ROE based on net profit</b>	<b>18.4%</b>	<b>19.7%</b>	<b>18.6%</b>	<b>21.0%</b>	<b>15.9%</b>	<b>12.6%</b>	<b>11.7%</b>	<b>14.7%</b>



## > EB Group – quarterly balance sheet (IFRS)

in EUR million	Mar 05	Jun 05	Sep 05	Dec 05	Mar 06	Jun 06	Sep 06	Dec 06
Cash and balances with central banks	2,505	2,463	2,906	2,728	2,787	2,658	2,355	7,378
Loans and advances to credit institutions	19,545	19,840	20,058	16,858	18,604	19,890	18,307	16,616
Loans and advances to customers	74,585	77,227	79,946	80,419	84,310	84,474	87,230	97,107
Risk provisions for loans and advances	(2,867)	(2,859)	(2,902)	(2,817)	(2,809)	(2,773)	(2,823)	(3,133)
Trading assets	5,298	5,839	5,606	5,426	5,514	5,410	6,006	6,188
Financial assets - at fair value through profit or loss	4,430	4,037	3,989	4,370	4,601	4,548	4,480	4,682
Financial assets - available for sale	12,697	14,332	14,853	14,537	14,538	14,150	14,608	14,927
Financial assets - held to maturity	15,276	14,450	14,523	15,122	15,372	16,439	16,295	16,700
Investments of insurance companies	6,367	6,689	7,085	7,066	7,252	7,273	7,575	7,329
At-equity holdings	170	168	166	256	211	227	330	383
Intangible assets	1,852	1,851	1,916	1,911	1,903	1,900	1,919	6,092
Tangible assets	1,705	1,688	1,695	1,688	1,669	1,652	1,649	2,165
Tax receivables	147	123	121	264	168	159	127	317
Other assets	6,511	6,832	6,987	4,852	4,715	4,243	4,532	4,952
<b>Total assets</b>	<b>148,221</b>	<b>152,679</b>	<b>156,950</b>	<b>152,681</b>	<b>158,835</b>	<b>160,249</b>	<b>162,590</b>	<b>181,703</b>
Amounts owed to credit institutions	33,095	35,582	37,365	33,911	36,213	35,897	34,135	37,688
Amounts owed to customers	69,670	71,125	71,421	72,793	75,151	77,836	80,660	90,849
Debts evidenced by certificates	20,744	19,871	21,168	21,291	19,900	18,983	18,603	21,814
Trading liabilities	1,208	772	688	1,304	541	530	491	1,200
Underwriting provisions	6,138	6,506	6,846	7,056	7,273	7,361	7,570	7,920
Other provisions	1,448	1,455	1,452	1,493	1,492	1,480	1,503	1,780
Tax liabilities	264	205	194	188	187	93	98	291
Other liabilities	5,808	6,926	7,172	3,975	4,652	4,821	4,904	4,047
Subordinated capital	3,901	4,138	4,344	4,290	4,302	4,294	5,261	5,210
Total equity	5,947	6,099	6,299	6,379	9,126	8,955	9,364	10,904
Shareholders' equity	3,567	3,644	3,812	4,065	6,872	6,800	7,115	7,979
Minority interests	2,379	2,454	2,486	2,314	2,254	2,154	2,249	2,925
<b>Total liabilities and shareholders' equity</b>	<b>148,221</b>	<b>152,679</b>	<b>156,950</b>	<b>152,681</b>	<b>158,835</b>	<b>160,249</b>	<b>162,590</b>	<b>181,703</b>

## > EB Group quarterly segment reporting – overview

in EUR million	Austria					Central and Eastern Europe				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	403.1	382.8	383.7	411.2	415.2	292.5	304.2	323.7	319.7	496.8
Risk provisions	(83.9)	(80.4)	(78.5)	(93.3)	(60.6)	(28.2)	(24.1)	(28.1)	(27.0)	(47.7)
Net commission income	234.7	229.4	227.3	204.9	229.9	118.1	117.3	132.3	130.2	195.3
Net trading result	25.3	51.8	27.0	19.9	28.1	41.2	37.9	20.2	30.8	60.4
General administrative expenses	(404.4)	(413.4)	(418.9)	(410.4)	(402.4)	(270.7)	(260.0)	(272.5)	(271.8)	(423.3)
Income - insurance business	(2.1)	5.2	5.3	5.2	2.2	1.9	2.5	2.1	5.1	8.3
Other result	(9.8)	24.4	2.7	7.2	(7.0)	(29.1)	(9.7)	(14.0)	(0.1)	0.1
<b>Pre-tax profit</b>	<b>162.8</b>	<b>199.9</b>	<b>148.7</b>	<b>144.6</b>	<b>205.5</b>	<b>125.8</b>	<b>168.1</b>	<b>163.7</b>	<b>186.8</b>	<b>289.9</b>
Taxes on income	(41.1)	(43.2)	(33.6)	(30.1)	(46.8)	(23.2)	(38.6)	(36.0)	(48.7)	(67.8)
Minority interests	(49.8)	(49.3)	(39.0)	(47.6)	(63.3)	(5.5)	(6.5)	(6.1)	(9.0)	(32.1)
<b>Net profit after minorities</b>	<b>72.0</b>	<b>107.4</b>	<b>76.1</b>	<b>67.0</b>	<b>95.4</b>	<b>97.1</b>	<b>123.0</b>	<b>121.6</b>	<b>129.1</b>	<b>190.1</b>

in EUR million	International Business					Corporate Center				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	37.7	34.4	36.3	38.9	39.4	(2.6)	2.7	14.1	9.9	(23.5)
Risk provisions	19.9	(4.5)	(2.9)	7.6	1.9	(0.2)	(0.1)	0.3	(0.2)	(1.5)
Net commission income	6.7	7.3	8.1	9.8	8.1	(24.6)	(11.7)	(12.1)	(6.2)	(23.9)
Net trading result	(0.0)	0.1	(0.0)	(0.1)	(0.2)	3.6	1.4	(2.3)	1.0	1.7
General administrative expenses	(8.6)	(8.4)	(8.3)	(8.5)	(9.2)	0.4	(9.5)	(8.6)	(14.1)	(6.2)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other result	(0.1)	7.1	(0.4)	3.2	0.2	33.3	(3.5)	(7.6)	(38.8)	(6.2)
<b>Pre-tax profit</b>	<b>55.5</b>	<b>35.9</b>	<b>32.7</b>	<b>51.0</b>	<b>40.3</b>	<b>9.9</b>	<b>(20.8)</b>	<b>(16.2)</b>	<b>(48.3)</b>	<b>(59.7)</b>
Taxes on income	(16.2)	(9.9)	(8.8)	(12.7)	(10.4)	(11.4)	5.4	4.4	16.2	20.8
Minority interests	0.0	0.0	0.0	0.0	0.0	(1.5)	0.6	1.4	0.2	0.5
<b>Net profit after minorities</b>	<b>39.3</b>	<b>26.0</b>	<b>23.9</b>	<b>38.4</b>	<b>29.9</b>	<b>(2.9)</b>	<b>(14.8)</b>	<b>(10.4)</b>	<b>(31.9)</b>	<b>(38.4)</b>

## > EB Group quarterly segment reporting – Austria

in EUR million

	Savings Banks					Retail & Mortgage				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	217.4	201.1	198.4	222.5	217.6	131.0	133.8	132.0	133.6	137.9
Risk provisions	(70.7)	(44.1)	(43.1)	(46.1)	(38.0)	(25.3)	(24.5)	(24.4)	(24.7)	(14.5)
Net commission income	106.2	96.3	91.2	88.2	89.2	79.9	88.9	86.0	73.9	86.2
Net trading result	8.0	7.9	3.3	5.4	8.8	2.8	2.6	2.7	2.6	2.7
General administrative expenses	(204.9)	(206.8)	(209.0)	(206.6)	(201.8)	(150.6)	(159.1)	(158.5)	(155.0)	(148.3)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	(2.1)	5.2	5.3	5.2	2.2
Other result	10.3	6.3	4.1	(3.6)	4.7	10.8	(0.1)	(1.3)	(1.4)	(10.6)
<b>Pre-tax profit</b>	<b>66.3</b>	<b>60.8</b>	<b>44.8</b>	<b>59.9</b>	<b>80.5</b>	<b>46.6</b>	<b>46.8</b>	<b>41.7</b>	<b>34.3</b>	<b>55.6</b>
Taxes on income	(16.1)	(12.6)	(10.7)	(12.3)	(16.4)	(12.0)	(10.2)	(9.0)	(7.3)	(12.9)
Minority interests	(47.2)	(43.1)	(31.6)	(42.6)	(61.0)	(5.7)	(4.5)	(4.6)	(3.9)	(2.5)
<b>Net profit after minorities</b>	<b>3.0</b>	<b>5.1</b>	<b>2.5</b>	<b>5.1</b>	<b>3.1</b>	<b>28.8</b>	<b>32.1</b>	<b>28.0</b>	<b>23.1</b>	<b>40.3</b>

in EUR million

	Large Corporates					Trading & Investment Banking				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	37.0	35.6	39.4	34.2	38.4	17.7	12.3	13.9	20.8	21.3
Risk provisions	12.1	(11.8)	(10.9)	(22.5)	(8.1)	(0.0)	(0.0)	0.0	0.0	0.0
Net commission income	28.6	21.8	23.4	23.5	32.3	20.0	22.4	26.6	19.2	22.1
Net trading result	0.5	0.2	1.5	0.9	0.4	14.0	41.1	19.6	11.1	16.2
General administrative expenses	(25.1)	(21.9)	(25.4)	(24.2)	(26.0)	(23.8)	(25.6)	(25.9)	(24.6)	(26.2)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other result	(31.6)	12.0	2.6	7.5	(7.4)	0.6	6.3	(2.6)	4.7	6.3
<b>Pre-tax profit</b>	<b>21.4</b>	<b>35.9</b>	<b>30.6</b>	<b>19.3</b>	<b>29.6</b>	<b>28.6</b>	<b>56.4</b>	<b>31.6</b>	<b>31.1</b>	<b>39.7</b>
Taxes on income	(5.4)	(7.8)	(6.8)	(4.0)	(8.5)	(7.6)	(12.5)	(7.1)	(6.5)	(9.1)
Minority interests	3.1	(1.8)	(2.7)	(1.0)	0.2	0.0	0.0	0.0	(0.0)	0.0
<b>Net profit after minorities</b>	<b>19.1</b>	<b>26.3</b>	<b>21.1</b>	<b>14.2</b>	<b>21.3</b>	<b>21.0</b>	<b>43.9</b>	<b>24.5</b>	<b>24.6</b>	<b>30.7</b>

# > EB Group – quarterly segment reporting – CEE 1

in EUR million	Czech Republic					Romania				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	157.0	168.1	176.7	170.9	189.9	0.0	0.0	0.0	0.0	127.8
Risk provisions	(13.8)	(10.8)	(11.3)	(10.4)	(20.0)	0.0	0.0	0.0	0.0	(8.2)
Net commission income	69.8	78.2	83.6	75.2	87.9	0.0	0.0	0.0	0.0	45.0
Net trading result	13.5	17.8	8.7	12.2	16.4	0.0	0.0	0.0	0.0	19.0
General administrative expenses	(141.9)	(145.0)	(149.4)	(149.5)	(169.4)	0.0	0.0	0.0	0.0	(107.6)
Income - insurance business	1.9	2.5	2.1	5.1	4.8	0.0	0.0	0.0	0.0	3.5
Other result	(17.6)	(5.2)	(7.0)	6.9	22.8	0.0	0.0	0.0	0.0	(11.6)
<b>Pre-tax profit</b>	<b>68.8</b>	<b>105.5</b>	<b>103.3</b>	<b>110.4</b>	<b>132.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>67.9</b>
Taxes on income	(12.5)	(24.4)	(26.0)	(28.5)	(35.4)	0.0	0.0	0.0	0.0	(11.5)
Minority interests	(2.1)	(2.7)	(2.7)	(3.6)	(4.1)	0.0	0.0	0.0	0.0	(21.8)
<b>Net profit after minorities</b>	<b>54.2</b>	<b>78.4</b>	<b>74.6</b>	<b>78.3</b>	<b>93.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>34.6</b>

in EUR million	Slovakia					Hungary				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	55.8	50.6	57.2	58.5	73.1	58.0	56.2	61.2	62.2	71.6
Risk provisions	(2.2)	(2.8)	(4.7)	(2.0)	(6.9)	(2.9)	(6.4)	(7.7)	(11.1)	(8.9)
Net commission income	20.5	19.2	21.2	20.7	21.7	19.5	12.7	19.2	26.2	30.3
Net trading result	5.9	5.8	1.1	8.3	5.7	7.0	11.0	6.5	4.6	13.2
General administrative expenses	(44.6)	(45.3)	(43.8)	(48.4)	(47.6)	(52.2)	(43.1)	(50.3)	(48.0)	(65.6)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other result	(7.5)	1.1	(2.5)	(1.8)	(4.2)	(5.2)	(4.9)	(4.2)	(5.4)	(7.5)
<b>Pre-tax profit</b>	<b>27.9</b>	<b>28.6</b>	<b>28.6</b>	<b>35.3</b>	<b>41.9</b>	<b>24.1</b>	<b>25.5</b>	<b>24.7</b>	<b>28.5</b>	<b>33.1</b>
Taxes on income	(3.0)	(5.8)	(2.8)	(9.5)	(8.3)	(4.9)	(5.6)	(5.0)	(7.0)	(8.7)
Minority interests	(0.0)	0.1	0.1	(0.3)	(0.0)	(0.0)	(0.1)	(0.0)	(0.1)	(0.1)
<b>Net profit after minorities</b>	<b>24.9</b>	<b>22.8</b>	<b>26.0</b>	<b>25.4</b>	<b>33.6</b>	<b>19.2</b>	<b>19.8</b>	<b>19.7</b>	<b>21.4</b>	<b>24.4</b>

## > EB Group – quarterly segment reporting – CEE 2

in EUR million	Croatia					Serbia				
	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06	Q4 05	Q1 06	Q2 06	Q3 06	Q4 06
Net interest income	20.0	28.0	26.8	25.7	30.7	1.8	1.3	1.8	2.4	3.7
Risk provisions	(6.1)	(2.6)	(4.7)	(3.0)	(2.0)	(3.2)	(1.4)	0.3	(0.5)	(1.7)
Net commission income	7.2	6.1	7.0	7.8	8.8	1.2	1.1	1.3	0.3	1.6
Net trading result	13.5	2.9	4.3	6.3	6.2	1.3	0.4	(0.4)	(0.6)	(0.2)
General administrative expenses	(22.7)	(20.5)	(21.0)	(19.6)	(23.4)	(9.3)	(6.2)	(8.1)	(6.3)	(9.8)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other result	0.8	(0.2)	(0.4)	0.0	0.8	0.3	(0.4)	0.1	0.1	(0.2)
<b>Pre-tax profit</b>	<b>12.8</b>	<b>13.7</b>	<b>11.9</b>	<b>17.2</b>	<b>21.2</b>	<b>(7.9)</b>	<b>(5.2)</b>	<b>(4.9)</b>	<b>(4.5)</b>	<b>(6.6)</b>
Taxes on income	(2.7)	(2.7)	(2.3)	(3.7)	(4.0)	(0.0)	0.0	(0.0)	0.0	0.0
Minority interests	(3.7)	(4.0)	(3.5)	(5.0)	(6.0)	0.4	0.2	0.0	(0.1)	(0.0)
<b>Net profit after minorities</b>	<b>6.4</b>	<b>7.0</b>	<b>6.1</b>	<b>8.6</b>	<b>11.1</b>	<b>(7.6)</b>	<b>(5.1)</b>	<b>(4.9)</b>	<b>(4.5)</b>	<b>(6.6)</b>

## > Group capital adequacy

### Tier 1 and solvency ratios remain at comfortable levels

in EUR million	1998	1999	2000	2001	2002	2003	2004	2005	2006
<b>Tier 1 Capital pursuant to § Austrian Banking Act</b>	1,611	1,753	2,125	2,337	3,800	3,912	4,377	5,112	6,185
<b>Total own funds pursuant to § Austrian Banking Act <sup>1</sup></b>	3,176	3,296	3,956	4,308	6,983	7,009	7,286	8,611	10,111
<b>Risk weighted assets</b>	26,488	27,750	31,879	37,803	60,257	62,188	65,384	75,078	94,129
<b>Tier 1 ratio (%)</b>	6.1	6.3	6.7	6.2	6.3	6.3	6.7	6.8	6.6
<b>Solvency ratio (%)</b>	11.0	10.8	11.2	10.7	11.0	10.7	10.7	11.0	10.3
<b>Market capitalisation</b>	2,020	1,950	2,417	3,006	3,837	5,873	9,489	11,442	18,319
<b>Book value per share <sup>2</sup></b>	7.4	8.1	9.2	9.5	10.4	11.6	14.3	17.1	25.6
<b>Price-book value ratio <sup>2</sup></b>	1.5	1.4	1.3	1.6	1.5	2.1	2.8	2.7	2.3

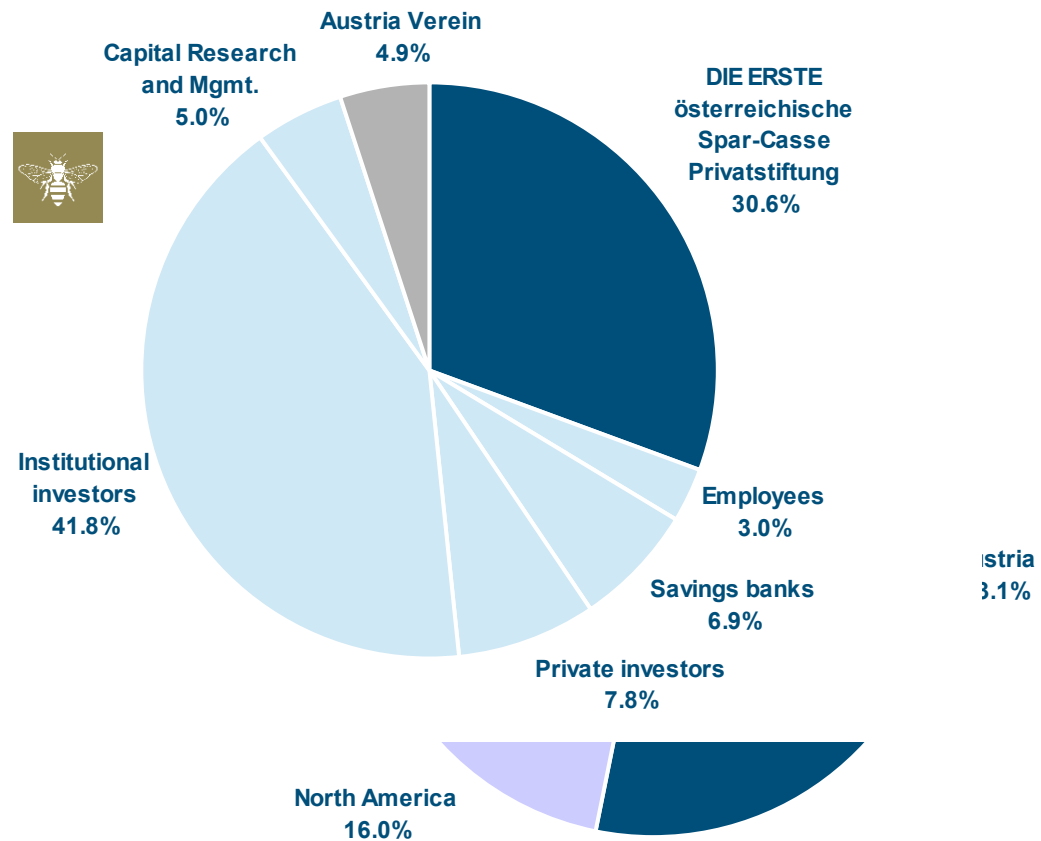
1) Total eligible qualifying capital

2) 1998 – 2003 data adjusted for 4:1 stock split

## > Current shareholder structure

Total number of shares: 315,296,185 (Dec 2006)

### By investor



## > Investor relations contacts

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**Reuters:** ERST.VI

**Datastream:** O:ERS

**Bloomberg:** EBS AV

**ISIN:** AT0000652011

### Investor relations

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