

**Balance sheet  
press conference  
February 28, 2007**

# Erste Bank Group

95% of Erste Bank 15.9m customers are citizens of the EU

## ČESKÁ SPORITELNA

Customers: 5.3m; #1  
Retail deposits: 33%  
Retail loans: 32%  
Branches: 637

## ERSTE BANK

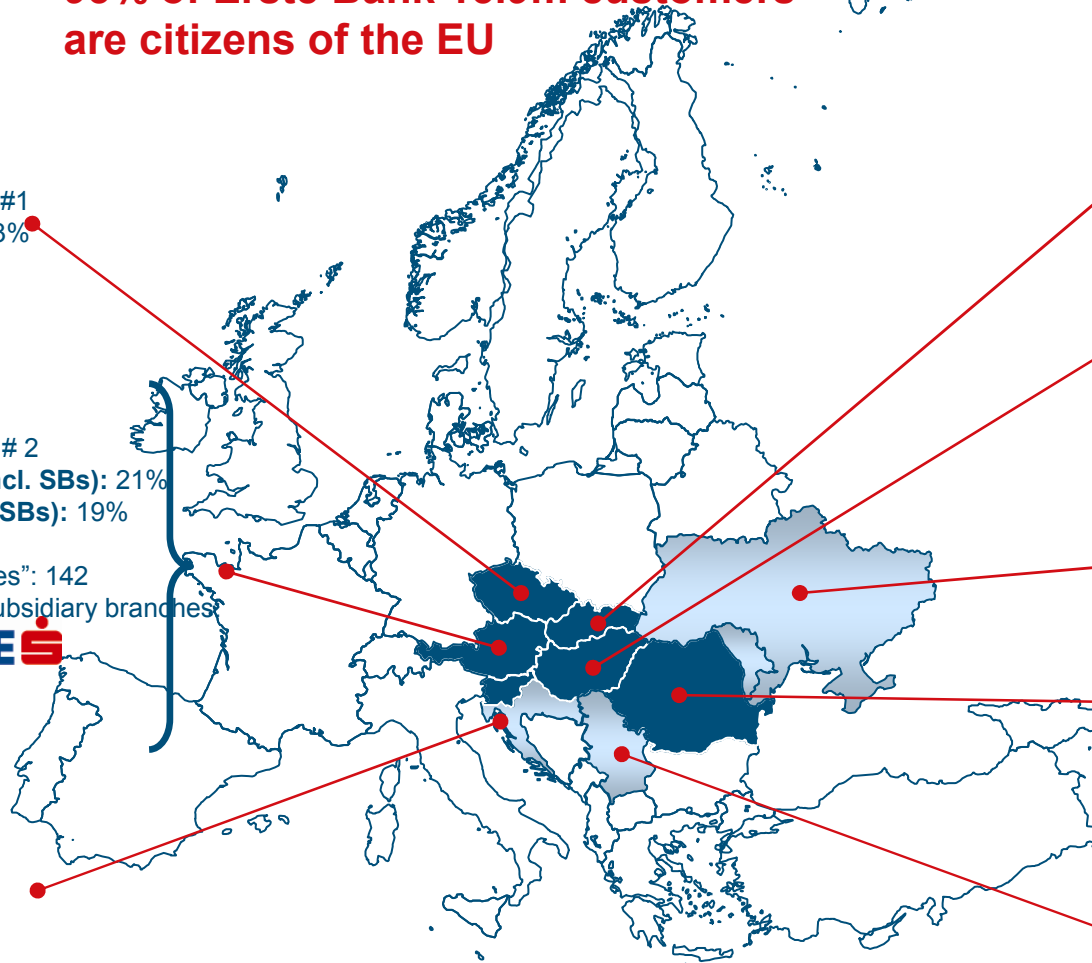
Customers: 0.6m; #2  
Retail deposits (incl. SBs): 21%  
Retail loans (incl. SBs): 19%  
Branches:  
- "Owned branches": 142  
- Savings bank subsidiary branches

## SPARKASSE

Customers: 2.2m  
Branches: 708

## ERSTE BANK

Croatia  
Customers: 0.6m;  
#3  
Retail deposits:  
11%  
Retail loans: 12%  
Branches: 112



## SLOVENSKÁ SPORITELNA

Customers: 2.5m; #1  
Retail deposits: 32%  
Retail loans: 25%  
Branches: 271

## ERSTE BANK

Hungary  
Customers: 0.9m; #2  
Retail deposits: 6%  
Retail loans: 9%  
Branches: 182

## ПРЕСТИЖ Коммерційний Банк

Founded December 2005

## BANCA COMERCIALA ROMANA

Customers: 3.5m; #1  
Retail deposits: 32%  
Retail loans: 28%  
Branches: 473

## ERSTE BANK

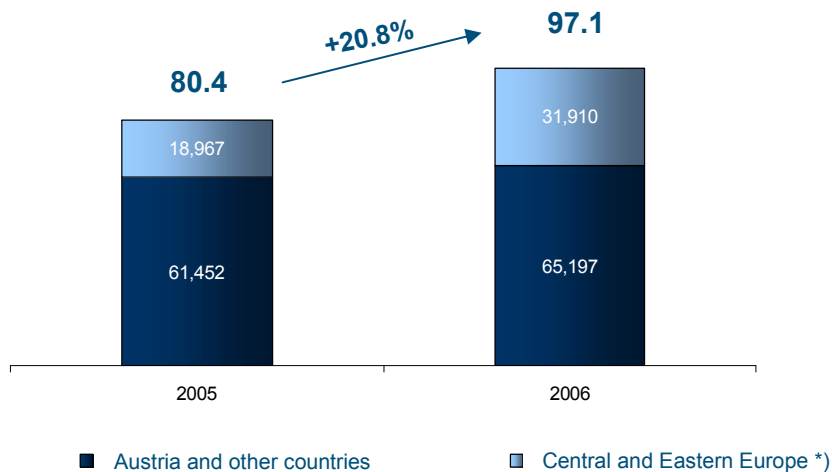
Serbia  
Customers: 0.2m; ~#9  
Retail deposits: 2%  
Retail loans: 2%  
Branches: 60

# Strong lending growth (by region)

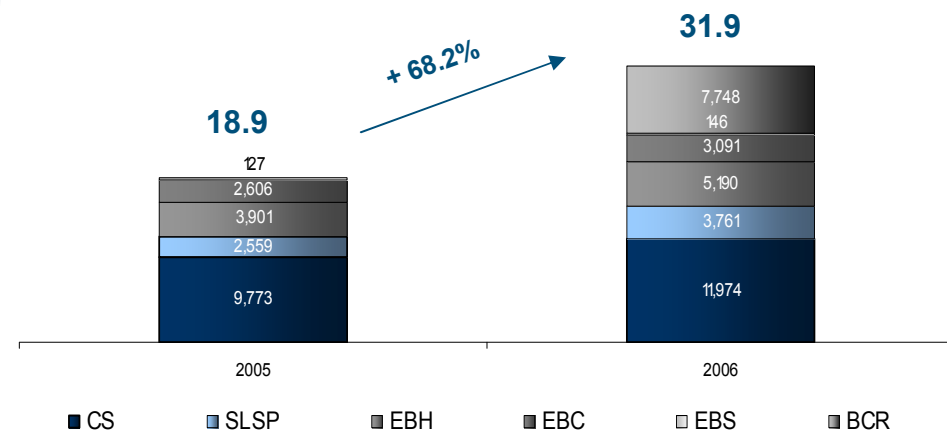
## Growth in Central Europe +68.2%

- Rising demand for personal and residential loans leads to strong loan growth in Central Europe
- Moderate growth in Austria based on retail and residential volume increases

Customer loans by regions (in EUR billions)



Customer loans in Central Europe (in EUR billions)



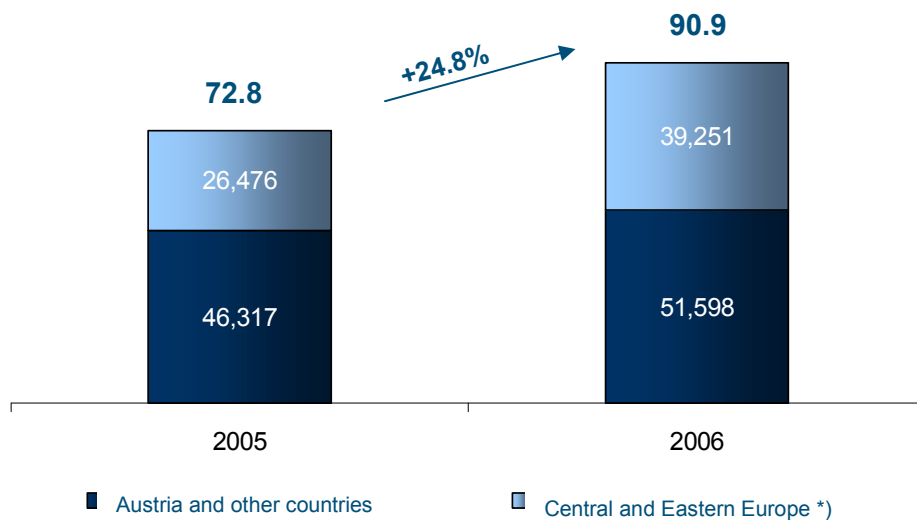
\*) Based on local figures

# Strong growth in deposits (by region)

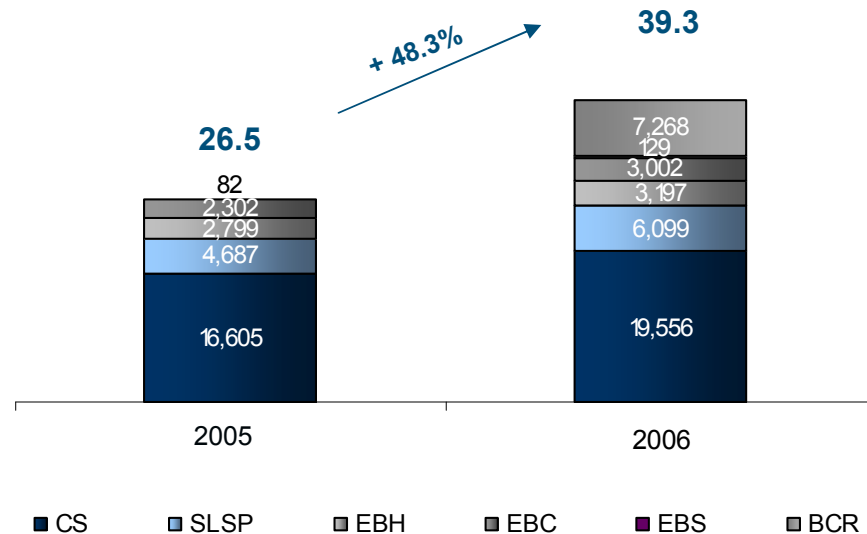
## Growth in Central Europe +48.3%

➤ Strong growth in deposits in Central Europe

Customer deposits by region (in EUR billions)



Customer deposits in Central Europe (in EUR billions)

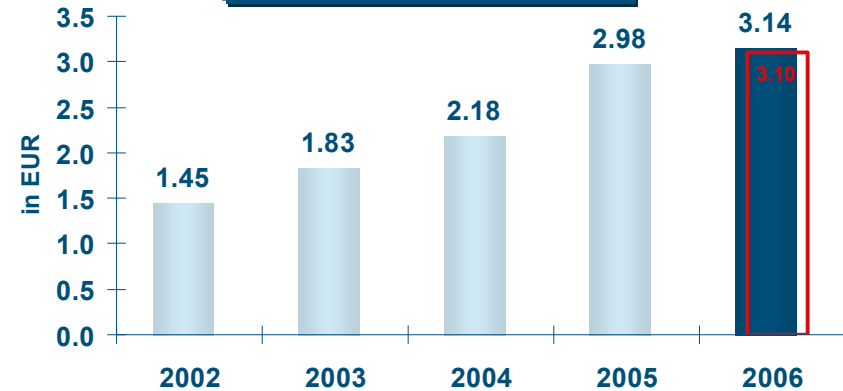


\*) Based on local figures

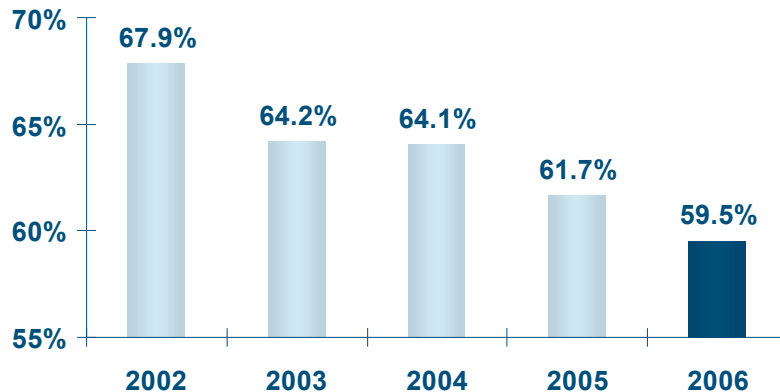
# Financial highlights 2006

- » **Net profit up 30.1% to EUR 932.2 million (2005: EUR 716.7 million)**
  - » Rise of 20.2% to EUR 904.5 million excl. BCR
- » **Total assets up by 19.0% to EUR 181.7 billion**
  - » Increase of 8.4% excl. BCR
- » **Core capital ratio: 6.6%**
  - » Following closing of BCR in Oct. 2006
- » **Cash earnings per share reached EUR 3.14**
  - » Excl. EUR 18 million goodwill write-off BCR
- » **Cash return on equity: 13.8%**

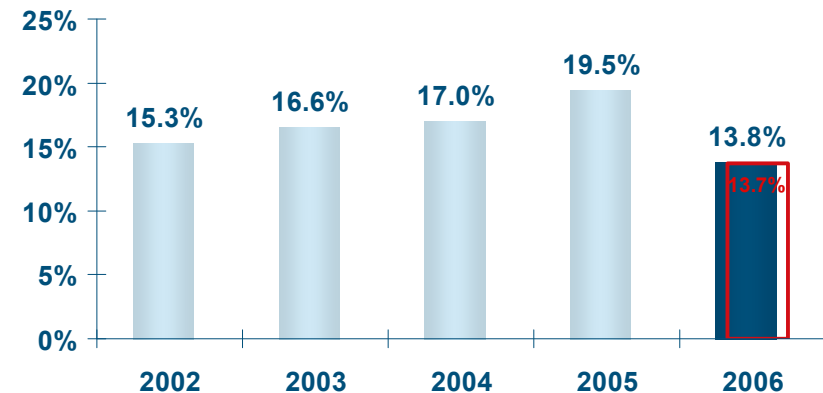
**Earnings per share (cash)\***



**Cost/income ratio (cash)\***



**Return on equity (cash)\***



\*) The red bars designate EPS and ROE (earnings per share and return on equity). The decline in reported and cash ROE already reflects the capital increase in January 2006. The calculation of earnings per share is based on the average number of shares for the period in question (excluding treasury shares and shares held by Sparkassen savings banks with shareholdings in EB).

## Overview of key figures

➤ Net interest income	+ 14.1%	to EUR 3,189.3 million
➤ Net commission income	+ 15.0%	to EUR 1,445.9 million
➤ Operating income	+ 14.3%	to EUR 4,948.9 million
➤ General and administrative expenses	+ 10.3%	to EUR 2,945.3 million
➤ Operating result	+ 20.7%	to EUR 2,003.6 million
➤ Pre-tax profit	+ 24.6%	to EUR 1,522.2 million

## Overview of key figures

➤ <b>Net profit after tax</b>	<b>+ 30.1%</b>	<b>to EUR 932.2 million</b>
➤ <b>Total assets</b>	<b>+ 19.0 %</b>	<b>to EUR 181.7 billion</b>
➤ <b>Core capital ratio</b>	<b>6.6 %</b>	<b>Dec. 2005: 6.8 %</b>

# Operating result – segmental level detail

in EUR million	2006	2005	Chg.
<b>Austria</b>	<b>984.0</b>	<b>922.6</b>	<b>6.6%</b>
Joint liability scheme	406.0	394.7	2.9%
Retail & residential	279.9	254.3	10.1%
<i>Own branches</i>	106.0	95.0	11.6%
<i>SMEs</i>	27.4	26.3	4.1%
<i>Own Savings Bank</i>	69.9	61.7	13.3%
<i>Residential</i>	39.8	32.0	24.2%
Major customers	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%
Rumania	87.7	--	--
Slovakia	158.1	127.4	24.1%
Hungary	168.0	132.6	26.7%
Croatia	76.1	70.3	8.2%
Serbia	- 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>



# Development in Central Europe

## Local net earnings 2006 (IFRS) \*)




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

\*) 2006 exchange rates were used in both the income statement and the balance sheet to eliminate currency exchange effects. Proportional consolidation of BCR and Erste Bank Serbia commenced on October 12, 2006 and August 1, 2005 respectively.

\*\*\*) Result following restructuring costs

# Development in Central Europe

## Local net earnings 2006 (IFRS)

									
	99.94%			64.94%			99.99%		
in EUR million	2006	2005	Chg.	2006	2005	Chg.	2006	2005	Chg.
Consolidated net profit	88.4	71.5	23.6%	56.0	47.5	17.9%	-28.3	-7.5	>100.0%
Return on equity	25.2%	26.2%		18.7%	20.2%		--	--	
Cost/income ratio	54.8%	57.4%		50.7%	50.1%		231.3%	85.6%	
	Dec 06	Dec 05	Chg.	Dec 06	Dec 05	Chg.	Dec 06	Dec 05	Chg.
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%

**Erste Bank Group  
Balance sheet  
and income statement  
2006**

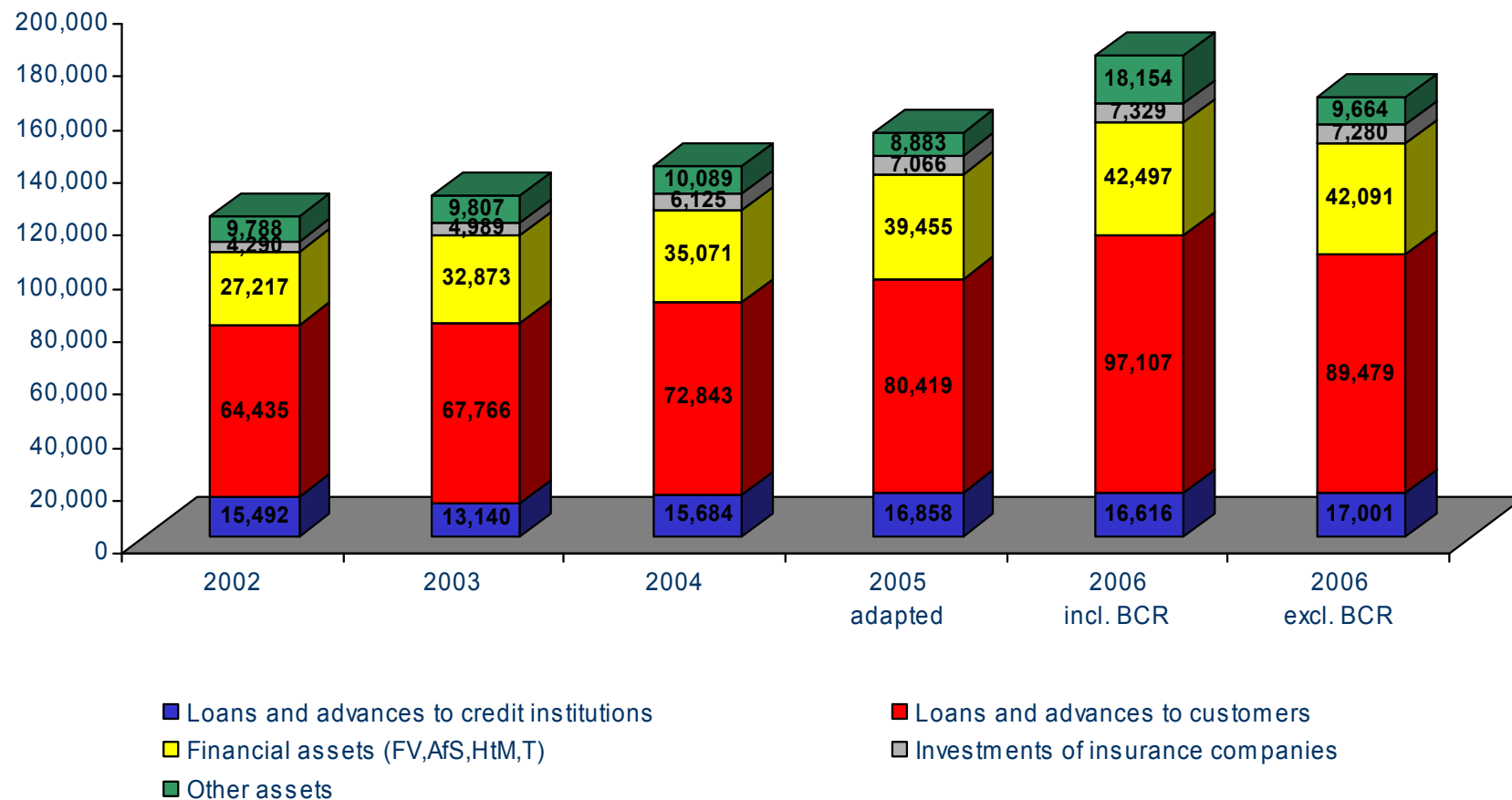
# Balance sheet

in EUR million

<b>ASSETS</b>	<b>31.12.2006</b>	<b>31.12.2005</b>	<b>Change in %</b>
Loans and advances to credit institutions	16,616	16,858	-1.4
Loans and advances to customers	97,107	80,419	20.8
Risk provisions for loans and advances	-3,133	-2,817	11.2
Trading and financial assets	42,497	39,455	7.7
Other assets	28,616	18,765	52.5
<b>Total assets</b>	<b>181,703</b>	<b>152,681</b>	<b>19.0</b>

# Balance sheet (assets)

in EUR million



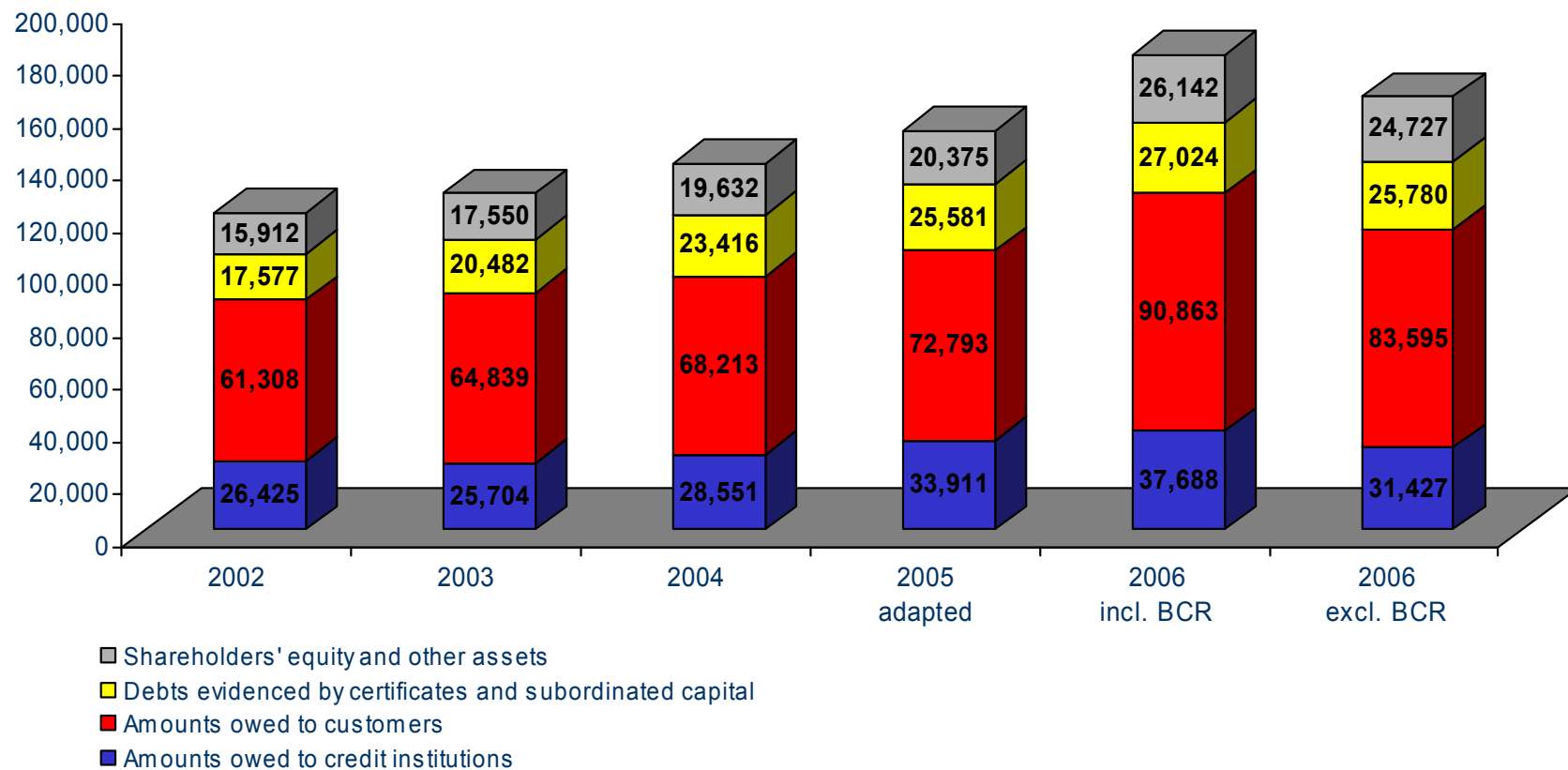
# Balance sheet

in EUR million

LIABILITIES AND SHAREHOLDERS' EQUITY	31.12.2006	31.12.2005	Change in %
Amounts owed to credit institutions	37,688	33,911	11.1
Amounts owed to customers	90,849	72,793	24.8
Debts evidenced by certificates	21,814	21,291	2.5
Other liabilities	15,238	14,016	8.7
Subordinated capital	5,210	4,290	21.4
Total equity	10,904	6,379	70.9
<i>Shareholders' equity</i>	<i>7,979</i>	<i>4,065</i>	<i>96.3</i>
<i>Minority interests</i>	<i>2,925</i>	<i>2,314</i>	<i>26.4</i>
<b>Total liabilities and equity</b>	<b>181,703</b>	<b>152,681</b>	<b>19.0</b>

# Balance sheet (liabilities and shareholders' equity)

in EUR million



# 2006 income statement according to IFRS

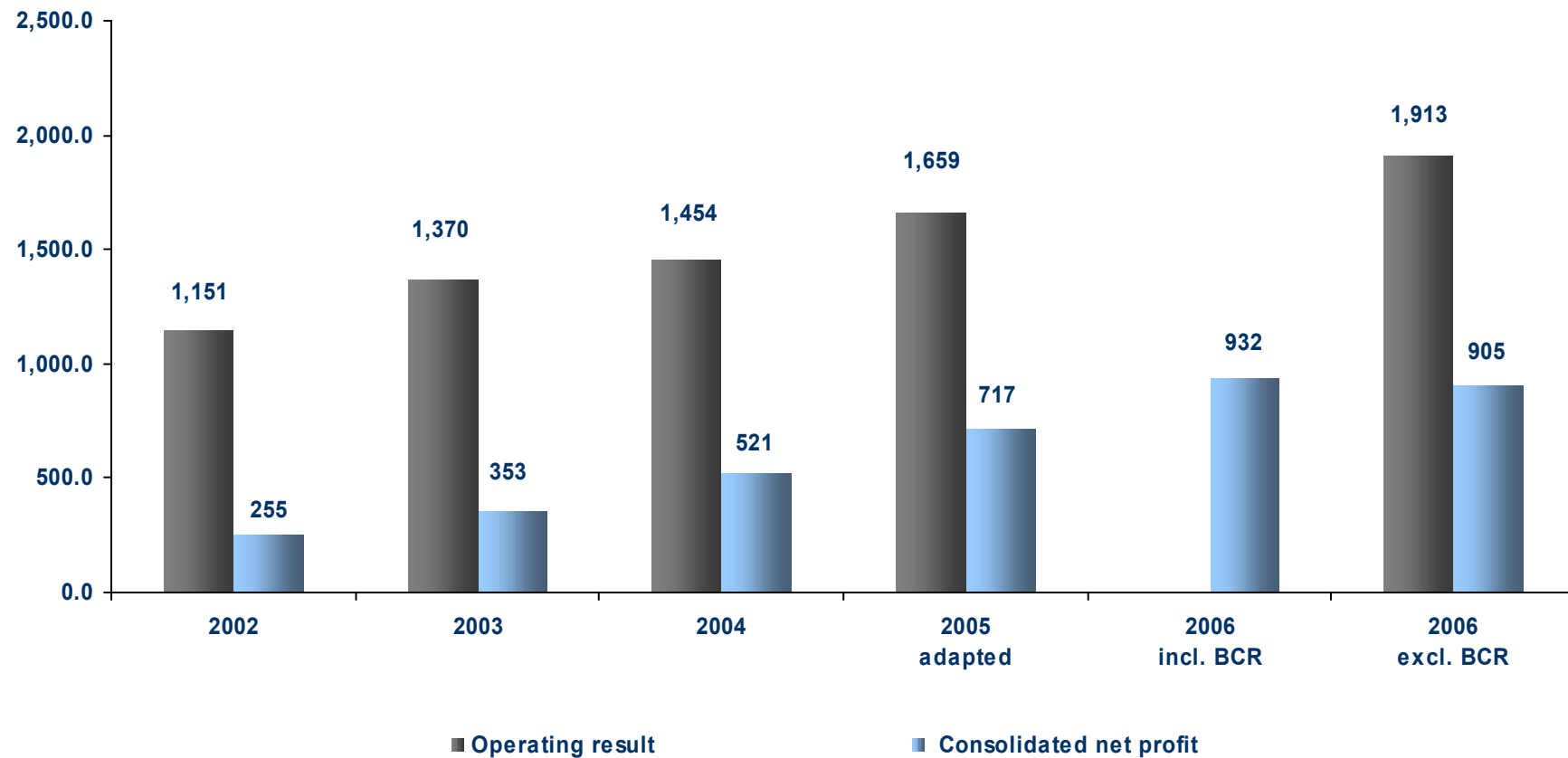
in EUR million

	1.-12.2006	1.-12.2005	Change in %
<b>I. Net interest income</b>	<b>3,189.3</b>	<b>2,794.2</b>	<b>14.1</b>
Risk provisions for loans and advances	-439.1	-421,6	4.2
Net commission income	1,445.9	1,256.8	15.0
Net trading result	277.9	241.7	15.0
General and administrative expenses	-2,945.3	-2,670.0	10.3
Income from insurance business	35.8	36.7	-2.2
Other operating result	-144.0	-73.2	96.8
<b>II. Pre-tax profit</b>	<b>1,522.2</b>	<b>1,221.7</b>	<b>24.6</b>
Taxes on income	-339.8	-301.7	12.6
<b>III. Net profit before minority interests</b>	<b>1,182.4</b>	<b>914.8</b>	<b>28.5</b>
Minority interests	-250.2	-203.2	23.1
<b>IV. Net profit after minorities</b>	<b>932.2</b>	<b>716.7</b>	<b>30.1</b>



# Operating result & consolidated net profit

in EUR million



# Divisional results – core segments

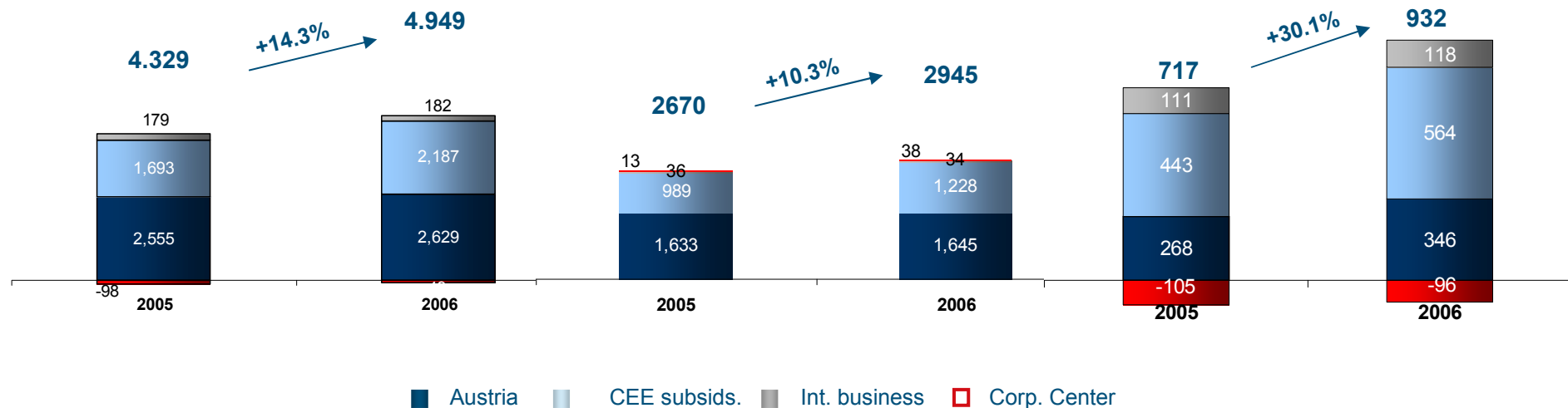
## Result increased in all core segments

- CEE share of consolidated net profit 60.5% (2005: 61.0%)
- Cost/income ratio reduced in almost all segments

Operating revenues  
(in EUR million)

General admin. expense  
(in EUR million)

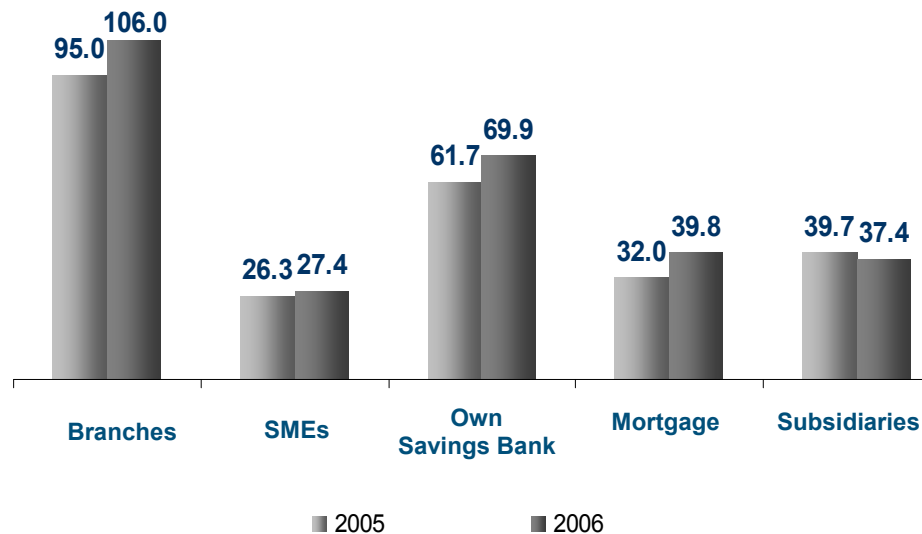
Net profit after tax and minorities  
(in EUR million)



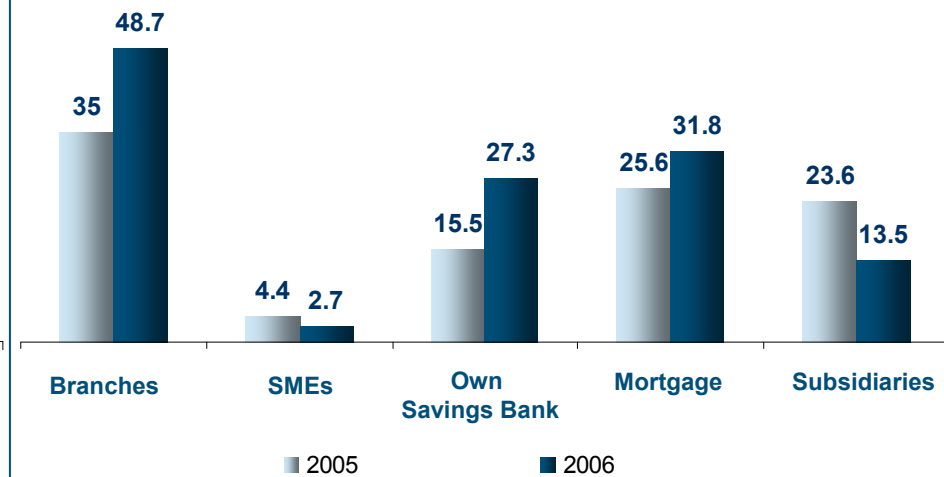
# Retail & residential - details

## Retail and residential - improved results in all divisions

Operating earnings  
(in EUR million)



Net profit  
(in EUR million)



2006 ROE:

15.9%	4.2%	9.8%	14.3%	58.6%
-------	------	------	-------	-------

# Segmental reporting

in EUR million	Austria		CEE		Int. business		Corp. Center		Total	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
<b>Net interest income</b>	1,592.9	1,583.9	1,444.3	1,104.6	149.0	149.6	3.2	-43.9	3,189.4	2,794.2
<b>Risk provisions</b>	-312.7	-351.3	-126.9	-80.2	2.1	10.2	-1.5	-0.2	-439.1	-421.6
<b>Net commission income</b>	891.4	825.7	575.1	459.4	33.3	29.4	-53.8	-57.7	1,445.9	1,256.8
<b>General admin. expense</b>	-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
<b>Consolidated net profit</b>	345.9	268.1	563.7	443.3	118.2	110.8	-95.6	-105.4	932.2	716.7
<b>Return on equity</b>	18.3%	15.1%	36.0%	39.8%	23.5%	26.0%	-6.7%	-58.1%	13.7%	19.5%

# Segmental reporting - Austria

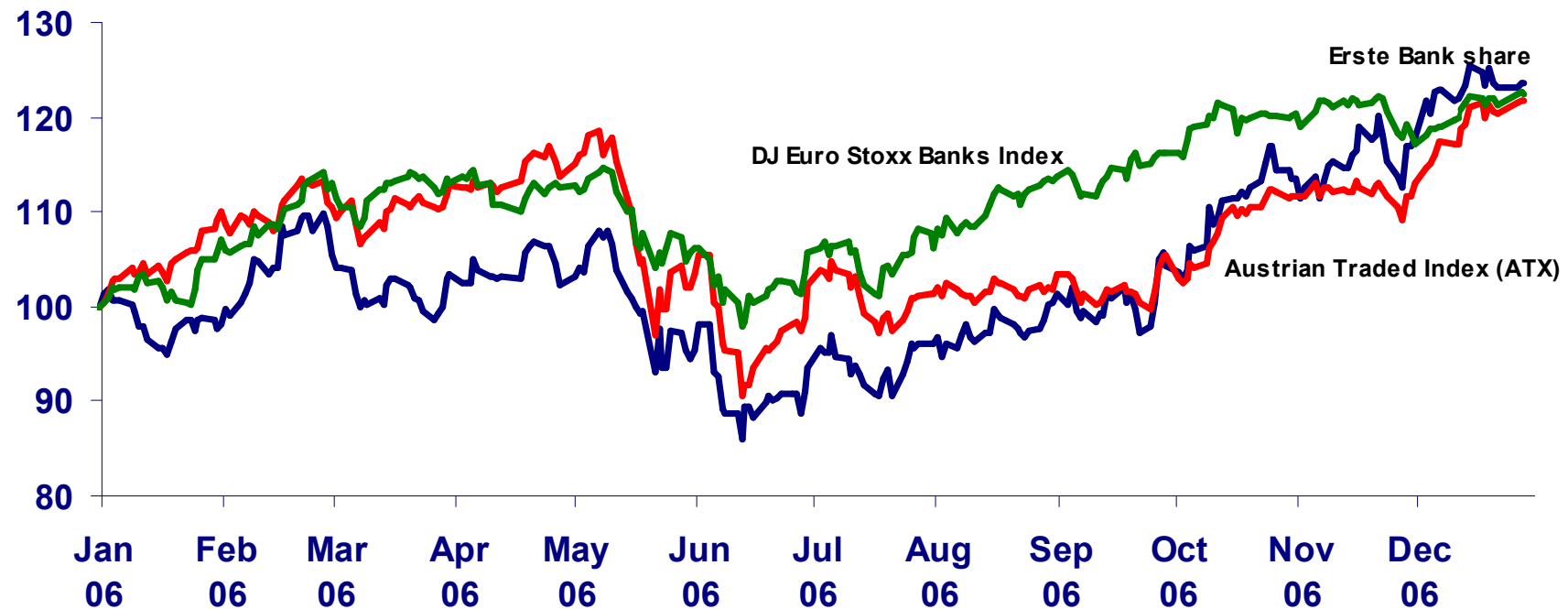
in EUR million	Joint liability scheme		Retail & residential		Major customers		Trading & IB		Austria	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
<b>Net interest income</b>	839.7	841.2	537.3	524.6	147.6	140.2	68.3	78.0	1.592.9	1.583.9
<b>Risk provisions</b>	-171.3	-215.8	-88.1	-105.1	-53.3	-30.5	0.0	0.0	-312.7	-351.3
<b>Net commission income</b>	365.0	358.1	335.1	314.5	101.0	82.2	90.3	70.9	891.4	825.7
<b>General administrative expense</b>	-824.2	-825.2	-621.0	-623.8	-97.6	-89.4	-102.3	-94.1	-1.645.1	-1.632.5
<b>Consolidated net profit</b>	15.8	8.8	123.4	103.7	83.0	53.4	123.7	102.3	345.9	268.1
<b>Return on equity</b>	6.0%	3.6%	14.1%	12.6%	16.4%	12.3%	51.2%	36.5%	18.3%	15.1%

# Segmental reporting - Central and Eastern Europe

in EUR million	Czech Republic		Rumania		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
General administrative expense	-613.2	-550.1	-107.6	0.0	-185.0	-167.3	-206.9	-185.8	-84.5	-75.3	-30.3	-10.7
Consolidated net profit	324.4	256.8	34.6	0.0	107.7	89.1	85.2	78.1	32.9	26.8	-21.2	-7.5
Return on equity	40.7%	40.0%	34.6%	0.0%	44.8%	50.3%	31.0%	40.4%	24.1%	28.5%	nm	nm

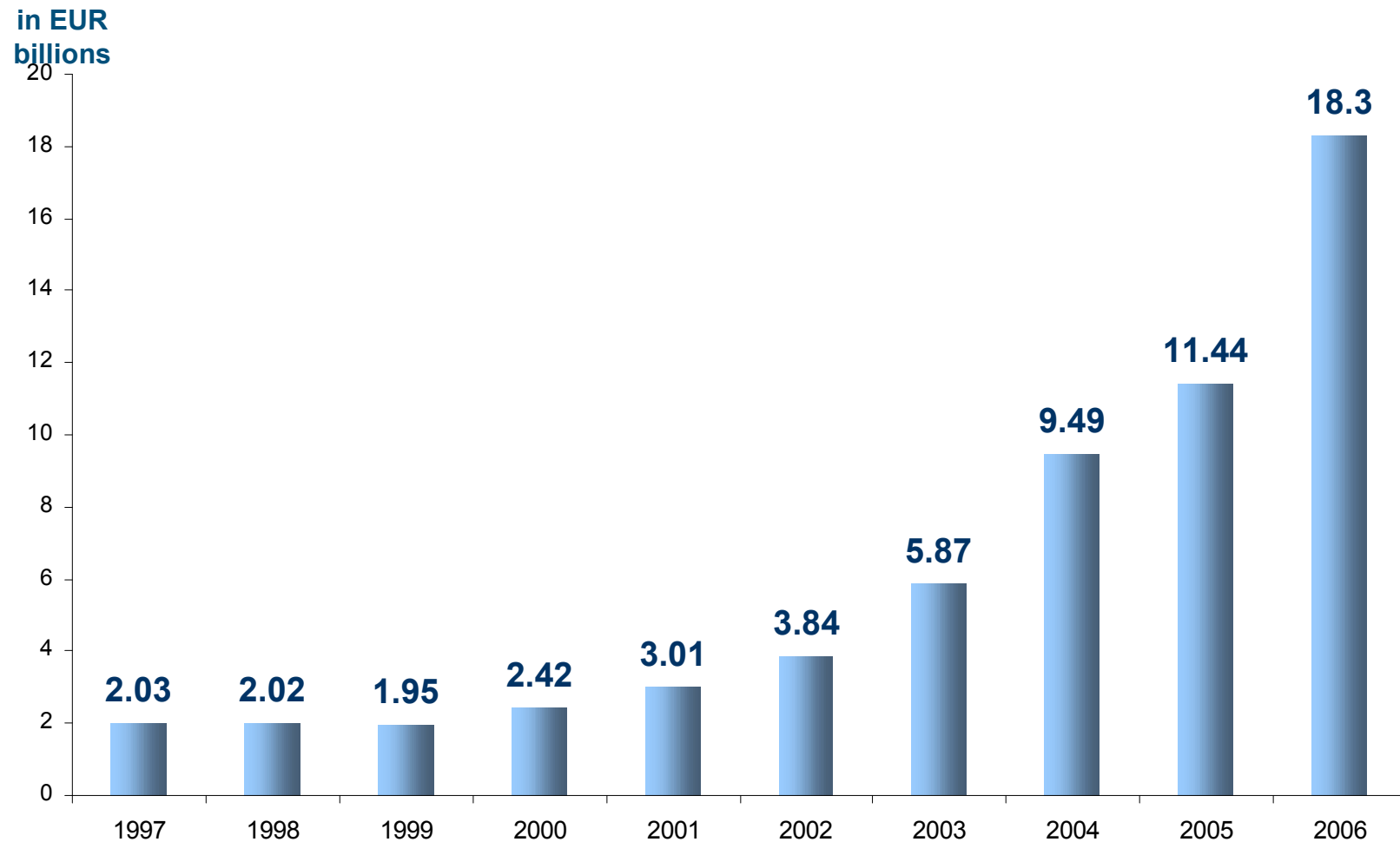
# Share price development: Erste Bank DJ Euro Stoxx Bank and ATX (indexed)

Share price development: Erste Bank, DJ Euro Stoxx Bank Index and ATX (indexed)



# Market capitalisation of Erste Bank

Market capitalisation rises in 2006 to EUR 18.3 billion





# Erste Bank Group – outlook and objectives

Consolidated net profit<sup>(1)</sup>

On average exceeding 20% p.a.  
for 2005-2009

Cost/income ratio

2009: below 55 %

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

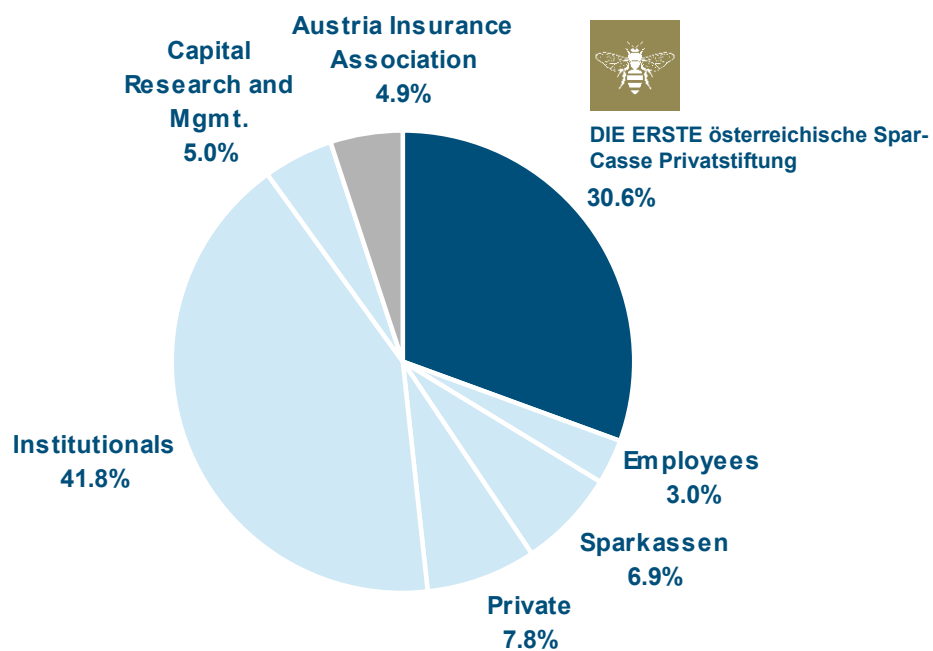
2009: 18-20%

1) Profit after taxes and minority interests

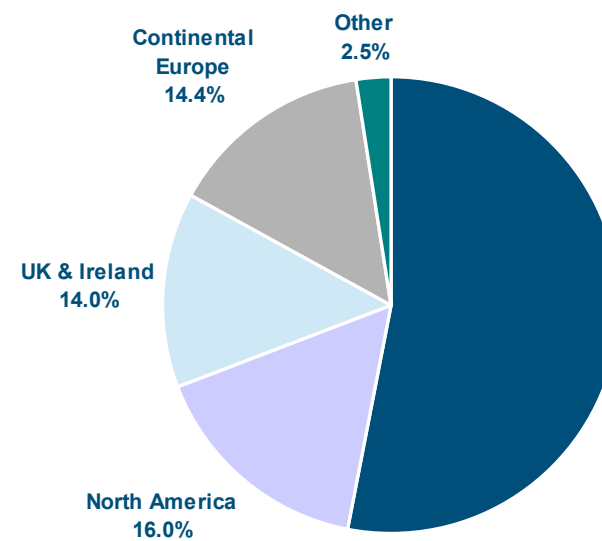
2) Based on a core capital ratio of at least 7%

# Shareholder structure

## By investor groups



## By regions



<b>Free float:</b>	<b>64.5%</b>
<b>Total number of shares:</b>	<b>315,296,185</b>

# 8 countries – 15.9 million customers – one banking group



Serbia



Croatia



Hungary



Ukraine



Austria



Czech Republic



Slovakia



Rumania