

# **Erste Group - FY 2007 results presentation**

29 February 2008, Vienna

## **Record results and optimistic outlook**

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# Disclaimer –

## Cautionary note regarding forward-looking statements



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- **Summary and 2007 highlights**
  - 2007 key topics
  - Outlook and targets
  - Financials and segment reporting
  - Asset quality
  - 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 post-employment employee provisions. Erste Group introduced this practice in 2006. Furthermore, in preparation for the mandatory implementation of IFRS 7 (Financial Instruments: Disclosures) from 1 January 2007, the Erste 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 Group website ([www.erstebank.com/investorrelations](http://www.erstebank.com/investorrelations)).

- The following tables and texts may contain rounding differences.

# Executive summary – Highlights

- 
- **10<sup>th</sup> consecutive year of record results**
    - Net profit EUR 1,174.7m, up 26% on 2006
    - Driven by strong performance of CEE business segments
    - Despite substantially changed market environment and integration costs for BCR transformation
  - **BCR outperforms targets, outlook positive**
    - Net profit pre-integration costs up 42% to EUR 362.1m
    - Romanian monetary and fiscal policy proactively addresses macro issues
  - **No material negative impact from ABS/CDO portfolio in 2007**
    - Thanks to prudent investment policies, avoidance of subprime and US mortgage exposure
    - EUR 30.2m pre-tax MTM valuation loss through P&L; EUR 81.1m negative MTM AfS valuation
    - No impairments; underlying assets continue to perform to expectations
  - **Group guidance for 2008 and 2009 confirmed**
  - **Capital ratios improving**
    - T1 ratio at 7.0% exceeds expectations
  - **Funding costs contained in 2008**
    - Access to high quality, low cost *Pfandbrief* market and liquid private market
    - Optimising access to customer deposits through large retail network and customer base

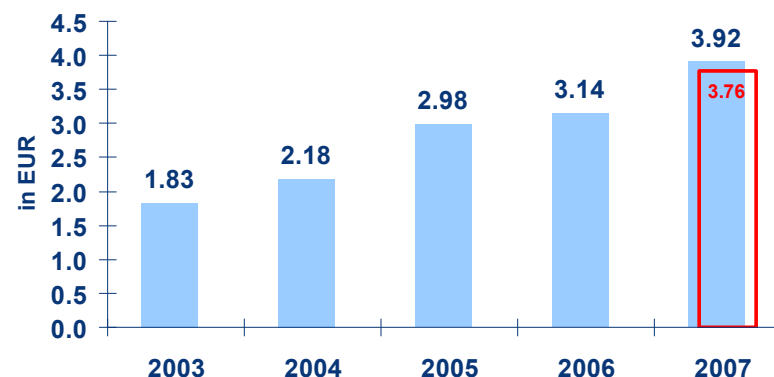
# FY 07 financial highlights – Targets delivered in a challenging environment



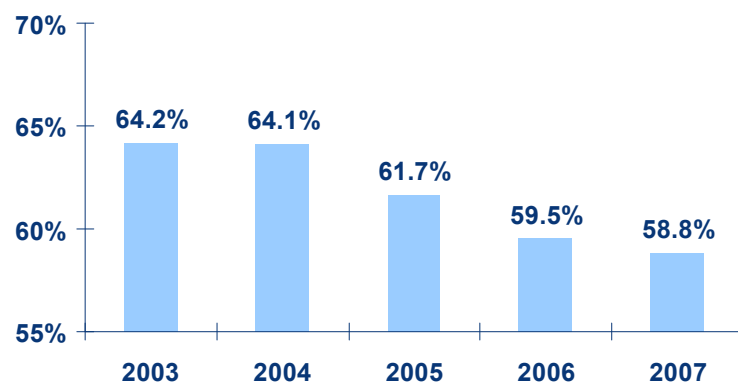
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- **Net profit up 26.0% yoy to EUR 1,174.7m**
  - Exceeding guidance of minimum 25% increase
- **NIM on interest bearing assets (IBA) at 2.5% up from 2.3% at FY 06**
- **Total assets increase by 10.4% to EUR 200.5bn**
- **Tier 1 ratio reaches 7.0%**
  - Strong improvement from 6.6% at FY 06
  - Positive impact from application of Basel II
  - Expected to exceed 7.5% by FY 2008
- **Proposed dividend of EUR 0.75 per share**
  - 15% increase on 2006 dividend of EUR 0.65

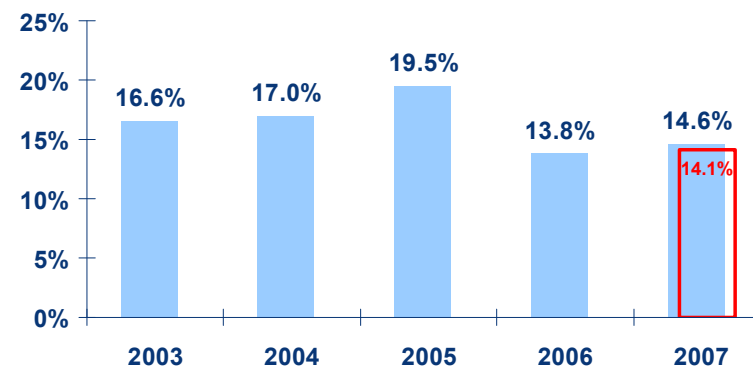
Cash earnings per share \*



Cost/income ratio



Cash return on equity \*



\*) Red bars for 2007 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).

# FY 07 divisional highlights – CEE subsidiaries show excellent performance



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## – Austria

- Positive performance of Austrian R&M against the backdrop of volatile markets impacting treasury & investment banking

## – CEE segments

- CS – beating expectations based on strong revenue growth (+15.4%) and contained costs (+8.1%)
- BCR\* – operating result up 22.6% yoy including restructuring costs
- SLSP – higher costs are offset by strong revenue growth; Group contribution supported by 9% currency appreciation
- EBH – double digit increase in operating result despite slower economy and 2006 accounting error (adjusted increase is 26%)
- EBC – strong performance throughout 2007 (excl. DCA Croatia increase is 51%)
- EB Serbia and EB Ukraine – results in line with expectations

## Operating result per segment \*

in EUR million	2007	2006	Change
<b>Austria</b>	<b>1,042.6</b>	<b>984.0</b>	<b>6.0%</b>
Savings Banks	433.9	406.0	6.9%
Retail & Mortgage	308.4	279.9	10.2%
<i>Own branches</i>	<i>115.4</i>	<i>106.0</i>	<i>8.8%</i>
<i>SME</i>	<i>39.0</i>	<i>27.4</i>	<i>42.3%</i>
<i>Own savings banks</i>	<i>72.3</i>	<i>69.9</i>	<i>3.4%</i>
<i>Mortgage</i>	<i>44.3</i>	<i>39.8</i>	<i>11.3%</i>
Large Corporates	169.0	154.0	9.8%
Treasury & Investment Banking	131.2	144.2	(9.0%)
<b>Central and Eastern Europe</b>	<b>1,483.3</b>	<b>959.1</b>	<b>54.6%</b>
Czech Republic	606.7	486.8	24.6%
Romania	377.9	87.7	>100.0%
Slovakia	194.4	158.1	22.9%
Hungary	194.1	168.0	15.5%
Croatia	128.1	76.1	68.3%
Serbia	(5.4)	(17.7)	69.7%
Ukraine	(12.6)	0.0	na
<b>International Business</b>	<b>148.6</b>	<b>147.8</b>	<b>0.6%</b>
<b>Corporate Center</b>	<b>(126.7)</b>	<b>(87.2)</b>	<b>(45.2%)</b>
<b>Total EB Group</b>	<b>2,547.8</b>	<b>2,003.7</b>	<b>27.2%</b>

\*) BCR included for 1 quarter only in 2006

\*) Changes in scope of consolidation: Diners Club Croatia (DCA) - 2 April 2007; EB Ukraine - 1 February 2007; BCR - 12 October 2006.

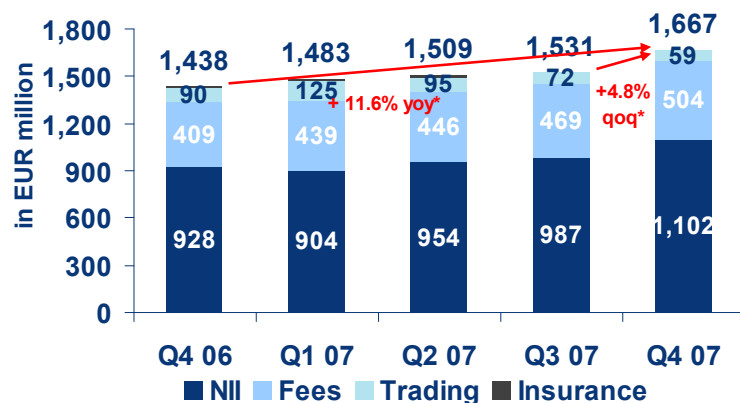
# Q4 2007 operating highlights – EB Group underlying performance accelerates

- **Strong operating performance supported by contained cost growth**
  - Operating expenses increase by 23.7%, outperforming guidance of 25% cost growth for 2007
  - Adjusted for acquisitions and one-off Group projects (EUR 58m) cost increase is 6.2% yoy
- **Accounting change has positive impact on NII**
  - Accounting change in relation to IAS 39 (“unwinding”) leads to increase of EUR 62m in NII for FY 07 (accounted for in Q4 07)
  - No impact on net profit as risk provisions increase accordingly (up EUR 62m in Q4)

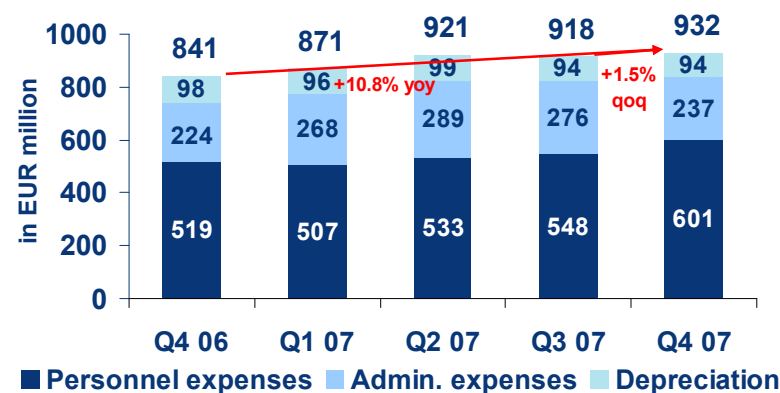
Quarterly operating result



Operating income per quarter



Operating costs per quarter



\*) Adjusted for positive EUR 62m NII impact in Q4 07

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- Summary and 2007 highlights
  - **2007 key topics**
  - Outlook and targets
  - Financials and segment reporting
  - Asset quality
  - Appendix



# Key topics: Romania – BCR performs as planned



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## – Adjusted net profit reaches EUR 362.1m

- Up 42% on 2006 adjusted\* net profit
- Main growth drivers: loan growth; new products and pricing; network expansion
  - 562 branches at year-end 2007

## – Stable margin environment

- Net interest margin stood at 5.5% at FY 07 vs 6.0% in 2006; strongly up in Q4 due to rise in local interest rates
- BCR holds largest RON liquidity in the market

## – Headcount optimisation on track

- Higher internal migration and lower hiring requirements resulting in 12.3% decrease
- Extensive centralisation of non-sales activities
- Separation of sales and risk management
- Extensive sales skills and product training

## – Integration cost guidance 2008

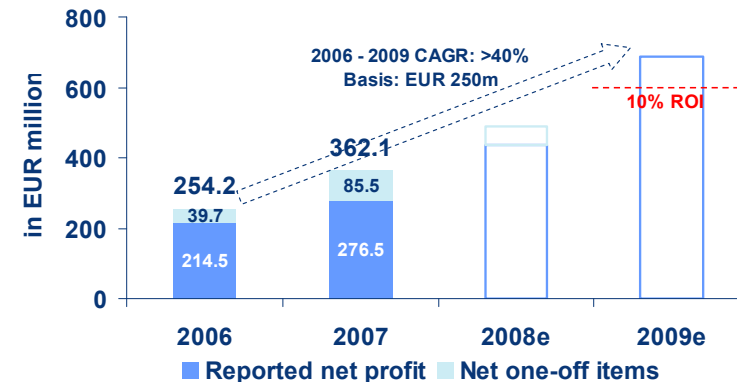
- Additional risk provisions of about EUR 30m
- Integration costs of max EUR 40m

## – 2009 target confirmed

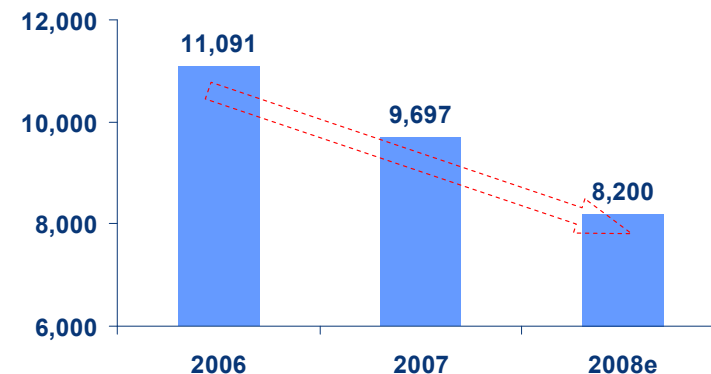
- 2006 – 2009 net profit CAGR > 40%

\*) Adjusted for integration and restructuring costs

Reported vs underlying net profit



BCR headcount (bank only)



# Key topics: Romania – Detailed income statement of BCR Group



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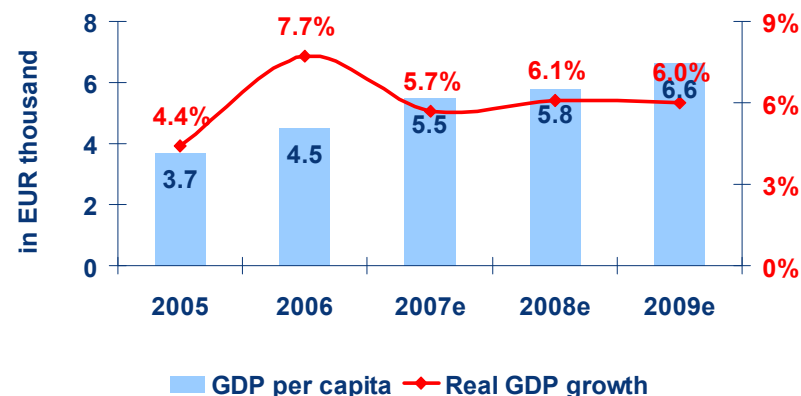
In EUR million	2007 as reported	2007 restructuring / valuation costs, one-off items included	2007 before restructuring / valuation costs, one-off items	2006 as reported	2006 restructuring / valuation costs, included	2006 before restructuring / valuation costs, one-off items	Change 2007 vs 2006
Net interest income	587.0		587.0	478.3		478.3	22.7%
Risk provisions for loans and advances	(49.2)	(34.4)	(14.8)	(44.7)	(16.0)	(28.7)	-48.5%
Net fee and commission income	256.4		256.4	160.7		160.7	59.6%
Net trading result	76.5		76.5	74.6		74.6	2.6%
Personnel expenses	(356.9)	(56.8)	(300.1)	(261.6)	(16.0)	(245.6)	22.2%
Other administrative expenses	(120.4)	(11.4)	(109.0)	(92.0)	(6.8)	(85.3)	27.9%
Depreciation	(51.4)		(51.4)	(46.1)		(46.1)	11.6%
Income from insurance business	5.5		5.5	9.7		9.7	-43.8%
Other operating result	(10.8)		(10.8)	(22.3)	(9.0)	(13.3)	-19.0%
Result from at fair value through p/l	(2.8)		(2.8)	(4.4)		(4.4)	-36.1%
Result from available for sale	1.3		1.3	10.9		10.9	-87.9%
Result from held to maturity	0.0		0.0	0.0		0.0	n.a.
<b>Pre-tax profit</b>	<b>335.2</b>	<b>(102.6)</b>	<b>437.9</b>	<b>263.1</b>	<b>(47.9)</b>	<b>311.0</b>	<b>40.8%</b>
Taxes on income	(56.1)	17.1	(73.2)	(45.1)	8.2	(53.3)	37.4%
Minority interests	(2.6)		(2.6)	(3.5)		(3.5)	-26.7%
<b>Net profit after minority interests</b>	<b>276.5</b>	<b>(85.5)</b>	<b>362.1</b>	<b>214.5</b>	<b>(39.7)</b>	<b>254.2</b>	<b>42.4%</b>
	3.34			3.53			

- Risk provisions of EUR 74.0m have been allocated as part of the integration and development programme, these are partly offset by integration gains of EUR 39.6m from the sale of fully written off exposure and releases due to revaluation of fully written off loans

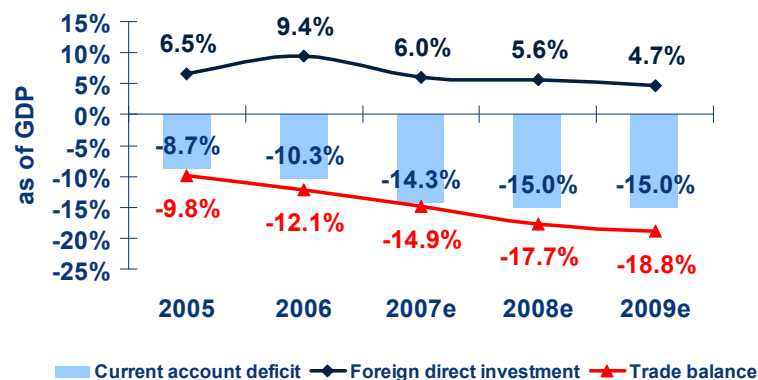
# Key topics: Romania – Stable economic growth ahead

- Solid real GDP growth expected
- Inflation predicted to come down from higher 2007 levels
  - CPI as well as wage inflation
  - Unemployment forecast to remain stable
- External imbalances expected to stabilise
  - Current account deficit forecast to increase to -15% before turning around
  - Financing secured through low foreign indebtedness (39% in 2007)
  - FDI inflows and remittances from Romanians working abroad

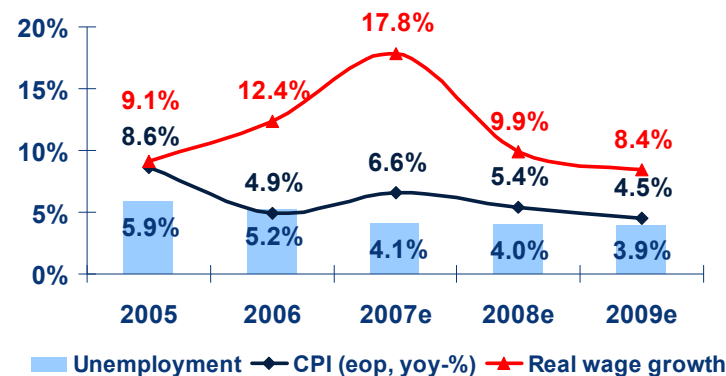
Key economic indicators



FDI vs trade and current account balance



Unemployment vs inflation vs wage growth



Source: Erste Group Research

# Key topics: Romania – Tightening monetary policy is beneficial

## – NBR hikes policy rate by 150 bps

- Reference rate stands at 9%, up from 7.5% and 8.75% at year-end 2007 and 2006 respectively
- Main aim is to rein in mid single-digit inflation
- Further 50 bps hike expected in 2008

## – New provisioning guidelines by NBR

- Aiming to slow down FX loan growth - applicable under local reporting standards (no IFRS impact)
- Affects only 30% of BCR FX retail loans

## – Stabilisation of the local currency

- Currency is less volatile than perceived, even without central bank measures:
  - 2007: +5.4% (ave), -6.8% (eop)
  - 2006: +2.7% (ave), +8.0% (eop)

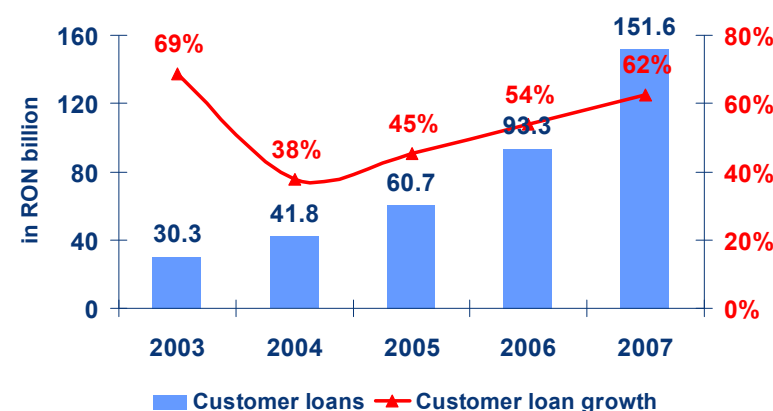
## – Putting loan growth on a sustainable path

- Market growth rates averaged > 50% over the past 3 years, with customer loans amounting to 38% of GDP in 2007 (still well below CEE peers)
- Erste expectation at the time of acquisition was loan growth at CAGR 2006-2009 of 37%

RON/EUR NBR Fixing



Market loan growth



Source: Erste Group Research

# Key topics: Romania –

## BCR: stable loan growth, manageable risk costs



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### – Loan growth range: 30-40% in 2008

- Stronger growth in retail vs corporate
- Focus on the underdeveloped mortgage market – establishment of 6 mortgage centres in 2007

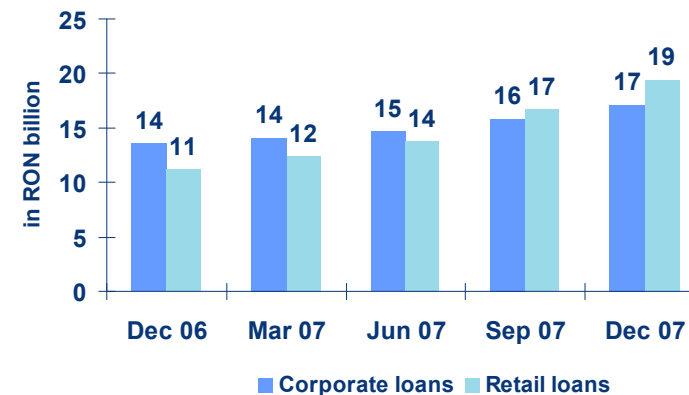
### – Stable underlying risk costs

- Current 2008 assumption: 100 – 120 bps in relation to average customer loans
- Share of consumer loans is higher compared to other CEE countries (65% of retail book at year-end 2007)

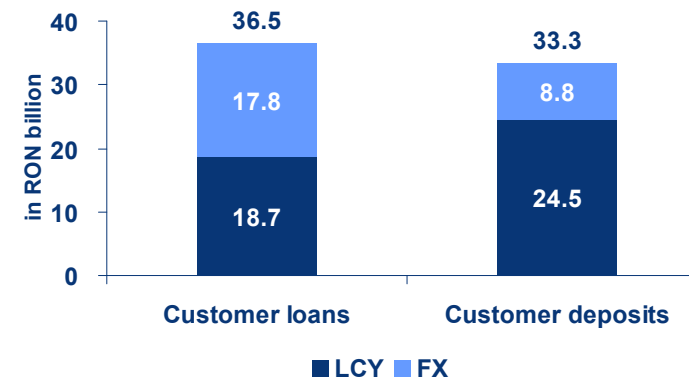
### – Limited impact of currency depreciation

- Retail segment benefits from moderate LTV ratios (50-60%) and low indebtedness ratio <50% (measures repayment affordability)
- Corporate segment benefits from natural hedge through export revenues
- RON/EUR at 4.20 would translate into a 40 bps increase in retail risk costs (approx RON 110m)

Loan book trends



Loan vs deposit structure by currency



Source: Erste Group Research

# Key topics: Romania – BCR: well balanced FX retail business

## – Self-funding retail business

- Retail loan/deposit ratio < 80%
- Retail FX lending is partly covered by FX deposits → excellent risk mitigation

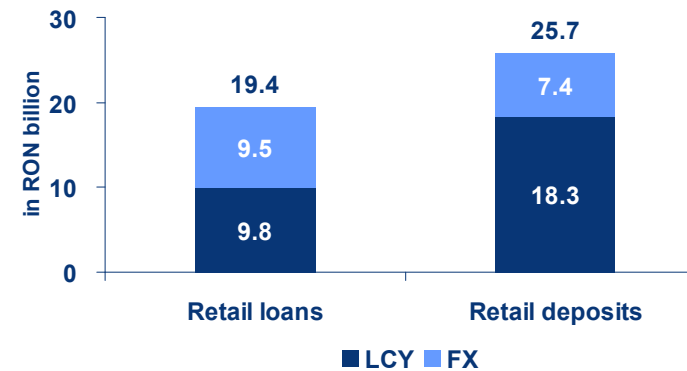
## – Rationale for FX product demand

- Asset and liability side FX products are sought after for perceived stability, not for speculative purposes
- Higher level and volatility of local interest rates, higher inflation in local currency

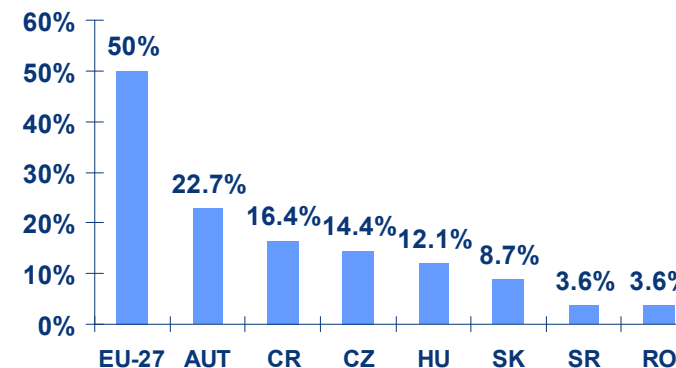
## – Housing finance is in its infancy

- Total housing loan volume amounted to only EUR 4bn at year-end 2007 or 3.6% of GDP
- Housing loans/capita < EUR 200.0
- Small compared even to developed CEE peers
- Great prospects, limited risk – a growth driver for the future

Retail loan vs deposit structure by currency



Housing loan penetration in CEE (2007)



Source: Erste Group Research

# Key topics: ABS/CDO portfolio

## General overview

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- **Total market value of ABS/CDO portfolio at FY 2007**
  - EUR 3.2bn at Erste Bank and EUR 220m at savings banks
- **No direct or indirect exposure to sub-prime or to US real estate markets**
- **No impairments – all underlying assets continue to perform to expectations**
- **Possible deterioration of underlying assets will be easily covered by subordination**
- **All investments are intended to be held until maturity**
- **Erste Group values the portfolio on a mark-to-market (MTM) basis**
- **Going forward EB does not intend to increase its ABS/CDO portfolio, but will selectively replace redemptions**

# Key topics: ABS/CDO portfolio

## No material negative impact



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### – Limited impact on Group profitability (inc savings banks portfolio)

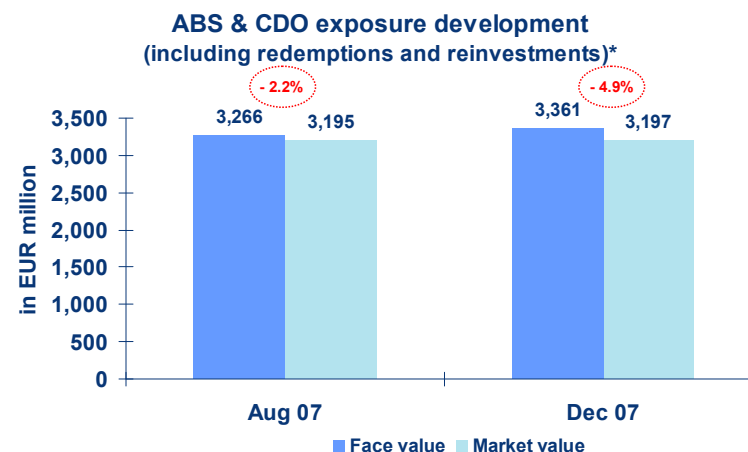
- Pre-tax impact on P&L of EUR -30.2m from MTM valuation (Q4 07: EUR -10m)
- Pre-tax EUR 81m negative MTM valuation in AfS reserve (Q4 07: EUR -31m)
- SBs exposure of EUR 220m has no direct impact on bottom line profitability
  - Pre-tax EUR -1.1m P&L impact from MTM valuation
  - EUR 7m negative MTM valuation in AfS reserve

### – Face value of EB portfolio increased by EUR 95m since Aug 2007

- Including redemptions and selective investments

### – Difference between face value and market value not fully comparable to MTM valuation impact in P&L and balance sheet

- Changes in value of HtM portfolio have no balance sheet impact



ABS/CDO portfolio by book (Dec 2007)*				
in EUR m	Face Value	Market Value	change	+/- %
FV (m-t-m)	492	462	(30)	(6.1%)
AfS (m-t-m)	1,460	1,375	(85)	(5.8%)
HtM (at cost)	1,408	1,360	(48)	(3.4%)
<b>Total</b>	<b>3,361</b>	<b>3,197</b>	<b>(164)</b>	<b>(4.9%)</b>

\* Excluding savings banks portfolio



# Key topics: ABS/CDO portfolio

## Detailed portfolio analysis



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- Portfolio has experienced significant upgrades over the years
- Investments mainly in amortising structures which increase credit enhancement over time
  - 37 upgrades (underlying assets: EUR 295m) vs 1 downgrade (underlying assets: EUR 15m) between July and Dec 2007
  - 3 upgrades (underlying assets: EUR 19m) vs 3 downgrades (underlying assets: EUR 6m) in 2008 (investment grade ratings maintained)

ABS/CDO portfolio by region (Dec 2007) *				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
<b>USA</b>	884	822	(7.0%)	25.7%
<b>Continental Western Europe</b>	1,330	1,279	(3.9%)	40.0%
<b>UK &amp; Ireland</b>	722	676	(6.3%)	21.2%
<b>Far East and Australia</b>	210	208	(1.1%)	6.5%
<b>Other (i.e. CEE) and Global</b>	214	212	(1.0%)	6.6%
<b>Total</b>	3,361	3,197	(4.9%)	100.0%

\* Excluding savings banks portfolio

ABS/CDO portfolio by products (Dec 2007) *				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
<b>European prime RMBS</b>	1,002	964	(3.8%)	30.1%
<b>European CMBS</b>	460	433	(5.8%)	13.6%
<b>SME ABS</b>	190	186	(1.7%)	5.8%
<b>Leasing ABS</b>	100	97	(3.6%)	3.0%
<b>Other ABS</b>	255	251	(1.7%)	7.8%
<b>CLOs</b>	1,125	1,042	(7.4%)	32.6%
<b>Other CDOs</b>	228	224	(1.8%)	7.0%
<b>Total</b>	3,361	3,197	(4.9%)	100.0%

ABS/CDO portfolio by ratings (Dec 2007) *				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
<b>AAA</b>	1,021	992	(2.8%)	31.0%
<b>AA</b>	687	658	(4.1%)	20.6%
<b>A</b>	1,202	1,128	(6.1%)	35.3%
<b>BBB</b>	450	417	(7.4%)	13.0%
<b>BB</b>	2	1	(6.9%)	0.0%
<b>B</b>	0	0	-	0.0%
<b>CCC</b>	0	0	-	0.0%
<b>unrated</b>	0	0	-	0.0%
<b>Total</b>	3,361	3,197	(4.9%)	100.0%

# Key topics: ABS/CDO portfolio

## Drill-down on ABS portfolio



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- Erste Group has no exposure to US RMBS and CMBS

### – Criteria for RMBS investments

- Investments exclusively in UK prime RMBS
- Originators with proven track record
- Seasoning – Proven payment ability of borrowers
- Borrowers must have meaningful equity stakes

### – Criteria for CMBS investments

- Reputation of sponsors, originators and servicers
- Quality of underlying properties and rental income
- Loan structures – eg subordination terms and prepayment waterfall

### – Weighted average indexed loan to value of ABS portfolio is 60%

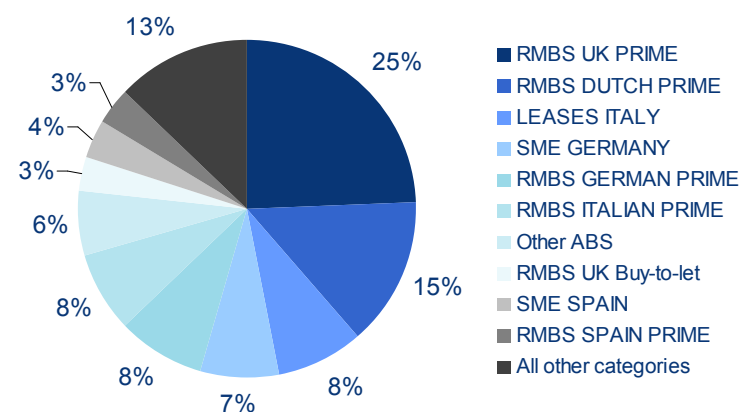
- Weighted average LTV of CMBS portfolio is 57%

ABS portfolio by ratings (Dec 2007) \*

in EUR m	Face Value	Market Value	+/-%	% of total (market value)
AAA	301	298	(0.9%)	15.4%
AA	487	476	(2.1%)	24.7%
A	799	764	(4.5%)	39.5%
BBB	420	393	(6.4%)	20.4%
BB	0	0	-	0.0%
B	0	0	-	0.0%
CCC	0	0	-	0.0%
unrated	0	0	-	0.0%
<b>Total</b>	<b>2,007</b>	<b>1,931</b>	<b>(3.8%)</b>	<b>100.0%</b>

\* Excluding savings banks portfolio

ABS portfolio - geographic/product split



# Key topics: ABS/CDO portfolio

## Drill-down on CDO portfolio



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- **Cash CLOs with strong corporate fundamental value make up 82% of portfolio**
  - 65% of US CLOs are AAA rated
  - Remainder is minimum A
- **Stable performance for CLOs over the cycle due to high subordination and solid default data:**
  - 24% for AAA; 19% for AA; 15% for A
  - IE: loss in A tranche will only occur if default rate drops to 37.5% and recovery rates drop < 60% in one year
  - Default rate in 2006: 1.7%; 2007: 0.9%; historical average: 4.5%, peak in recession years: 10%
  - Recovery rates are presently above 85%
- **CBOs are all AAA rated**
  - Vintages 1999 – 2001
- **CDO squared are all AAA rated**
  - EUR 19m will mature April 2008
- **Synthetic CDOs have an average A rating**
  - EUR 44m will mature August 2008
- **Other CDOs consist of 9 deals**
  - Biggest investment EUR 43m AAA to A tranches of a cash CDO

**CDO portfolio by products (Dec 2007) \***

in EUR m	Face Value	Market Value	+/-%	% of total (market value)
<b>Cash CLOs</b>	1,125	1,042	(7.4%)	82.3%
<i>European CLOs</i>	291	266	(8.4%)	21.1%
<i>US CLOs</i>	834	775	(7.1%)	61.3%
<b>CBO</b>	30	30	(1.0%)	2.4%
<b>CDO-squared</b>	22	22	(0.4%)	1.8%
<b>Synthetic CDO</b>	82	84	2.6%	6.6%
<b>Other CDOs</b>	93	87	(6.4%)	6.9%
<b>Total</b>	1,353	1,266	(6.5%)	100.0%

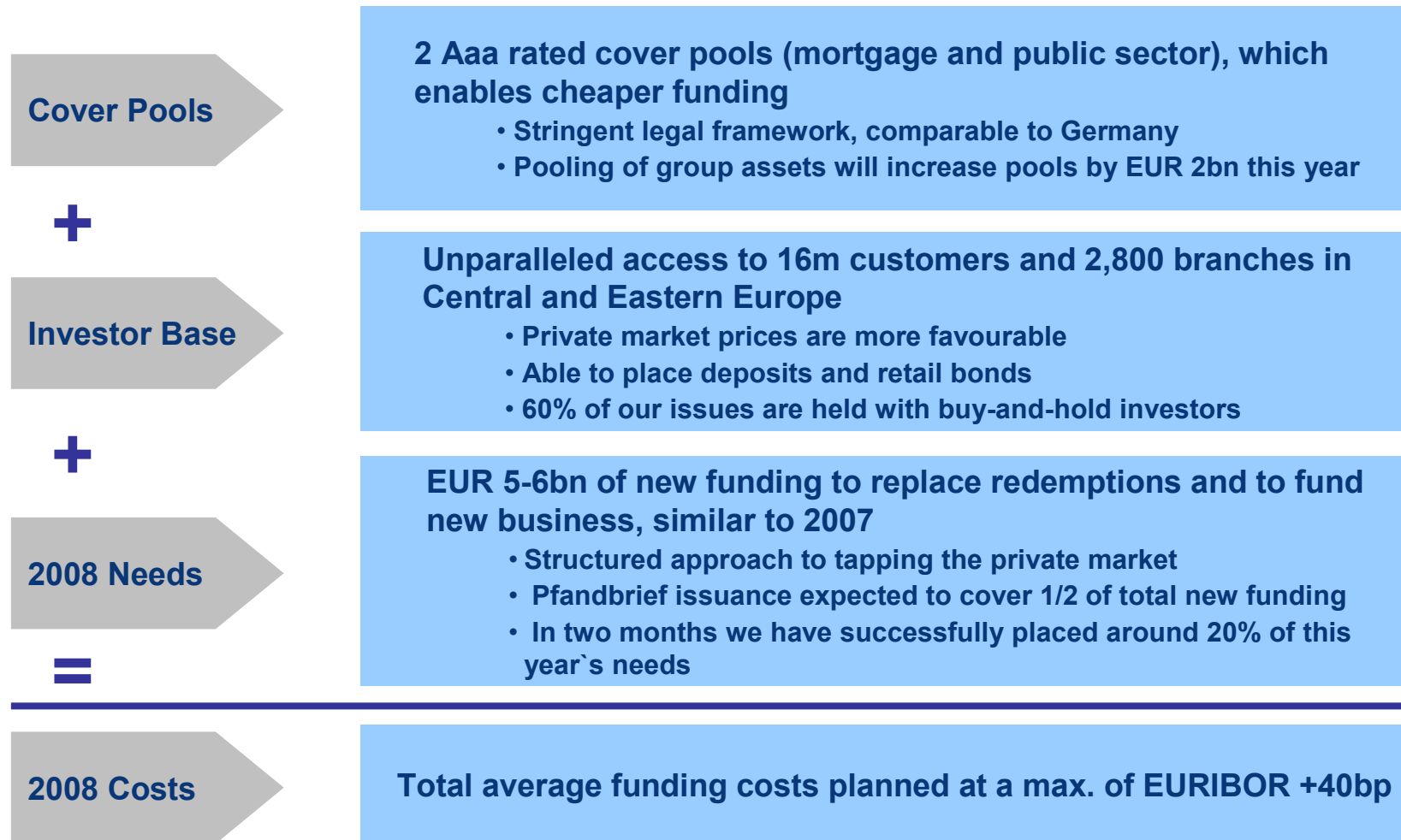
**CDO portfolio by ratings (Dec 2007) \***

in EUR m	Face Value	Market Value	+/-%	% of total (market value)
<b>AAA</b>	720	693	(3.6%)	54.8%
<b>AA</b>	200	182	(8.9%)	14.4%
<b>A</b>	402	365	(9.3%)	28.8%
<b>BBB</b>	30	24	(20.7%)	1.9%
<b>BB</b>	2	1	(6.9%)	0.1%
<b>B</b>	0	0	-	0.0%
<b>CCC</b>	0	0	-	0.0%
<b>Unrated</b>	0	0	-	0.0%
<b>Total</b>	1,353	1,266	(6.5%)	100.0%

\* Excluding savings banks portfolio

# Key topics: Funding – Funding costs contained in 2008

**CDS widening will not lead to substantially higher funding costs, due to:**

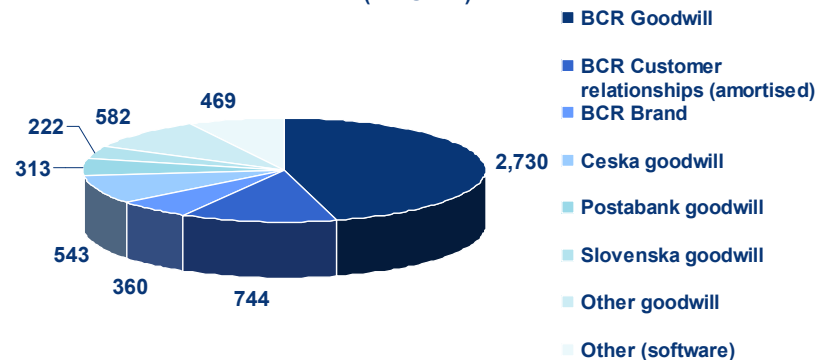


# Key topics: Tangible equity – Analysis of changes in equity and intangible assets



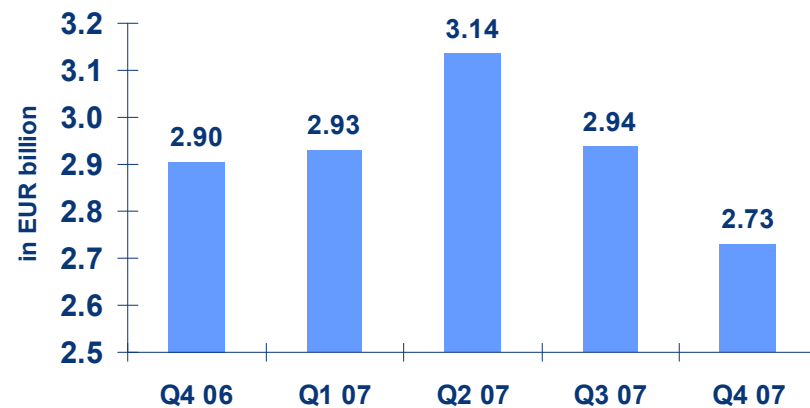
ERSTE GROUP

Intangibles composition (2007)  
(in EUR m)

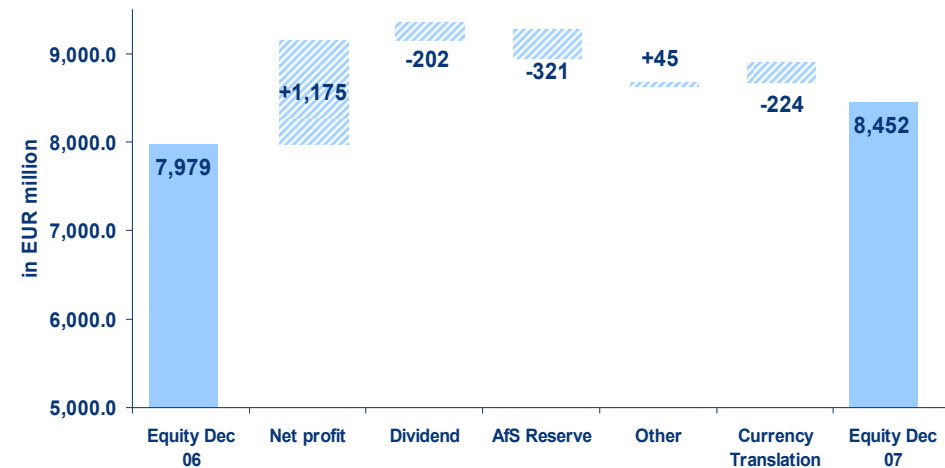


- Currency volatility impacts shareholders equity but not tangible equity
- Goodwill moves in tandem with currency translation effects in shareholders' equity

Example: volatility of BCR goodwill

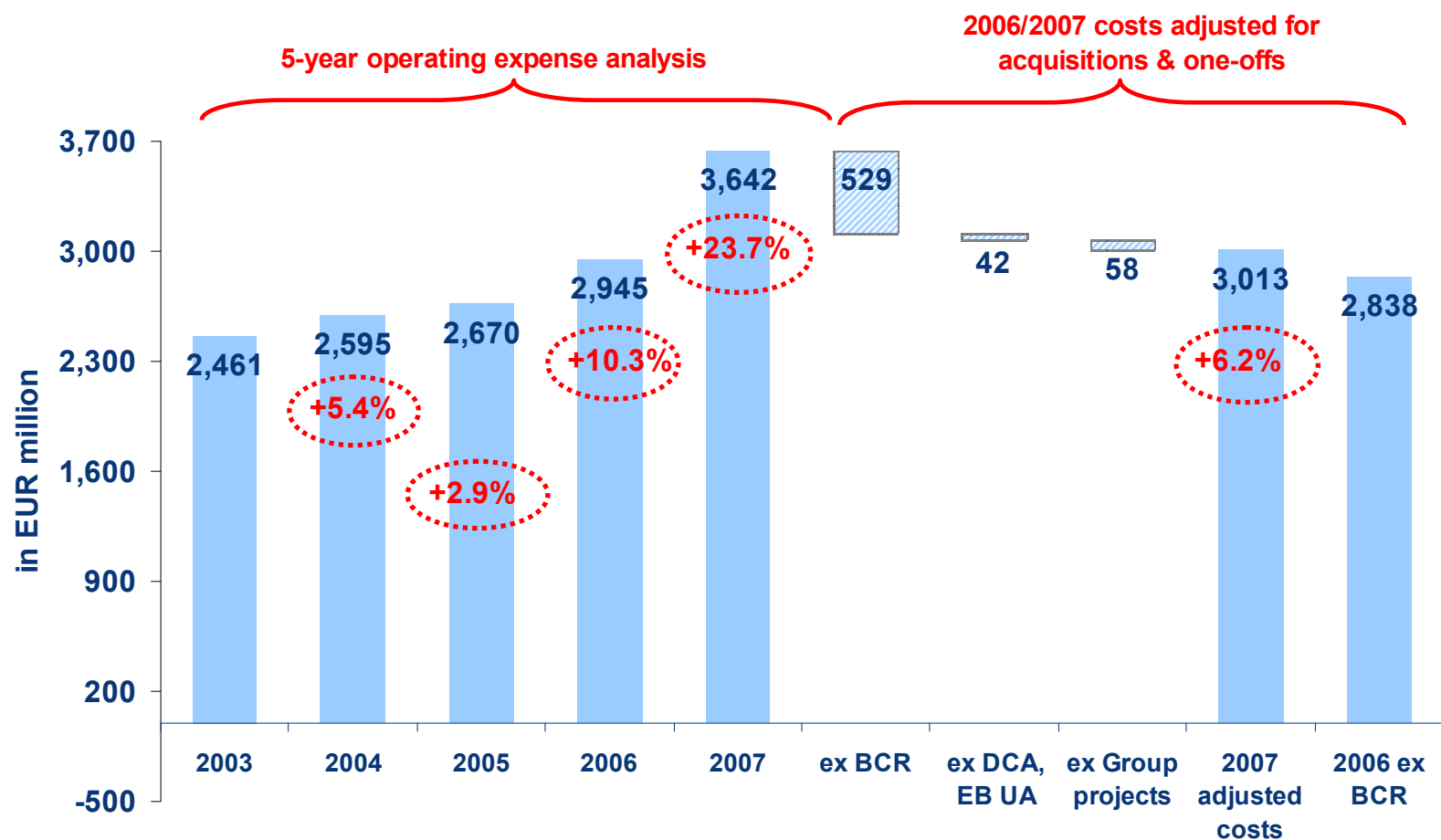


Changes in shareholders' equity



# Key topics: Cost development – Expense growth 2007 lower than forecast

- Cost growth at 23.7% yoy – better than guidance of + 25% for 2007



- 
- Summary and 2007 highlights
  - 2007 key topics
  - **Outlook and targets**
  - Financials and segment reporting
  - Asset quality
  - Appendix

# Outlook – Erste Group confirms guidance

- First indications for 2008 strengthen confidence of achieving 2008 target of minimum 20% net profit growth
- On this basis targets for 2009 are also confirmed

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

**2008: > 20%**  
**2009: > 25%**

**Cost/income ratio**

**Below 55% in 2009**

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

**18 - 20% in 2009**

(1) Net profit after minorities

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



- 
- Summary and 2007 highlights
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# Group income statement (IFRS) – Strong operating performance – even without BCR



ERSTE GROUP

in EUR million	2007	2006	Change	Excluding BCR*	
				2007	Change
Net interest income	3,945.8	3,189.3	23.7%	3,358.8	11.9%
Risk provisions for loans and advances	(454.7)	(439.1)	3.6%	(479.5)	11.3%
Net fee and commission income	1,857.9	1,445.9	28.5%	1,601.4	14.3%
Net trading result	351.1	277.9	26.4%	274.6	6.1%
General administrative expenses	(3,642.1)	(2,945.3)	23.7%	(3,113.3)	9.7%
Income from insurance business	35.0	35.8	(2.3%)	29.6	(8.6%)
Other operating result	(169.3)	(144.0)	(17.5%)	(82.5)	27.5%
Result from financial assets - FV	(47.8)	(4.5)	na	(45.0)	na
Result from financial assets - AfS	51.0	100.0	(49.0%)	49.7	(50.3%)
Result from financial assets - HtM	0.7	6.2	(88.4%)	0.7	(88.8%)
<b>Pre-tax profit</b>	<b>1,927.6</b>	<b>1,522.2</b>	<b>26.6%</b>	1,594.5	12.9%
Taxes on income	(377.6)	(339.8)	11.1%	(321.9)	1.7%
Minority interests	(375.3)	(250.2)	50.0%	(287.9)	23.3%
<b>Net profit after minorities</b>	<b>1,174.7</b>	<b>932.2</b>	<b>26.0%</b>	984.7	14.2%
Operating income	6,189.8	4,948.9	25.1%	5,264.4	12.1%
Operating expenses	(3,642.1)	(2,945.3)	23.7%	(3,113.3)	9.7%
<b>Operating result</b>	<b>2,547.7</b>	<b>2,003.6</b>	<b>27.2%</b>	2,151.1	15.9%
Cost/income ratio	58.8%	59.5%		59.1%	
Cash return on equity	14.6%	13.8%		—	
Return on equity	14.1%	13.7%		—	

\*) Pro-forma excluding BCR contribution, % changes are based on pro-forma 2006 P&L excluding BCR contribution and positive NII impact from 2006 capital increase

# Group balance sheet (IFRS)\* – Loan growth driven by CEE retail lending



ERSTE GROUP

in EUR million	Dec 07	Dec 06	Change
Cash and balances with central banks	7,615	7,378	3.2%
Loans and advances to credit institutions	14,937	16,616	(10.1%)
Loans and advances to customers	113,956	97,107	17.4%
Risk provisions for loans and advances	(3,296)	(3,133)	5.2%
Trading assets	6,637	6,188	7.2%
Financial assets - FV	4,534	4,682	(3.2%)
Financial assets - AfS	16,200	14,927	8.5%
Financial assets - HtM	16,843	16,700	0.9%
Investments of insurance companies	8,054	7,329	9.9%
At-equity holdings	285	383	(25.5%)
Intangible assets	5,962	6,092	(2.1%)
Tangible assets	2,289	2,165	5.7%
Tax assets	446	317	40.6%
Other assets	6,057	4,952	22.3%
<b>Total assets</b>	<b>200,519</b>	<b>181,703</b>	<b>10.4%</b>
<b>Risk-weighted assets</b>	<b>95,091</b>	<b>94,129</b>	<b>1.0%</b>

\*) Risk-weighted assets calculated according to Basel II methodology as of 1 January 2007.

# Group balance sheet (IFRS)\* – FY 2007 loan/deposit ratio at 114%



ERSTE GROUP

in EUR million	Dec 07	Dec 06	Change
Amounts owed to credit institutions	35,165	37,688	(6.7%)
Amounts owed to customers	100,116	90,849	10.2%
Debt securities in issue	31,078	21,814	42.5%
Trading liabilities	1,756	1,200	46.3%
Underwriting provisions	8,638	7,920	9.1%
Other provisions	1,792	1,780	0.7%
Tax liabilities	329	291	13.3%
Other liabilities	4,653	4,047	15.0%
Subordinated capital	5,589	5,210	7.3%
Total equity	11,403	10,904	4.6%
Shareholders' equity	8,452	7,979	5.9%
Minority interests	2,951	2,925	0.9%
<b>Total liabilities and equity</b>	<b>200,519</b>	<b>181,703</b>	<b>10.4%</b>
<b>Tier 1 ratio</b>	<b>7.0%</b>	<b>6.6%</b>	
<b>Solvency ratio</b>	<b>10.5%</b>	<b>10.3%</b>	

\*) Tier 1 and solvency ratio calculated according to Basel II methodology as of 1 January 2007.

# Core segments\* – CEE contribution strongly increases due to BCR



ERSTE GROUP

in EUR million	Austria		CEE		Int'l Business		Corp. Center		Total	
	2007	2006	2007	2006	2007	2006	2007	2006	2007	2006
Net interest income	1,649.5	1,592.9	2,140.3	1,444.3	152.7	149.0	3.3	3.2	3,945.8	3,189.4
Risk provisions	(225.2)	(312.7)	(170.2)	(126.9)	9.9	2.1	(69.3)	(1.5)	(454.7)	(439.1)
Net fee and commission income	936.8	891.4	915.1	575.1	32.4	33.3	(26.3)	(53.8)	1,857.9	1,445.9
Net trading result	122.6	126.9	221.6	149.3	(0.0)	(0.2)	7.0	1.8	351.1	277.9
General administrative expenses	(1,678.1)	(1,645.1)	(1,816.9)	(1,227.5)	(36.5)	(34.3)	(110.7)	(38.3)	(3,642.1)	(2,945.3)
Income - insurance business	11.8	17.9	23.2	17.9	0.0	0.0	(0.0)	0.0	35.0	35.9
Other result	(27.2)	27.4	(66.7)	(23.7)	3.3	10.1	(74.9)	(56.2)	(165.4)	(42.3)
<b>Pre-tax profit</b>	<b>790.2</b>	<b>698.7</b>	<b>1,246.4</b>	<b>808.5</b>	<b>161.9</b>	<b>160.0</b>	<b>(270.8)</b>	<b>(144.9)</b>	<b>1,927.7</b>	<b>1,522.3</b>
Taxes on income	(166.3)	(153.6)	(232.5)	(191.2)	(39.9)	(41.8)	61.1	46.8	(377.6)	(339.9)
Minority interests	(249.4)	(199.1)	(144.4)	(53.6)	0.0	0.0	18.6	2.6	(375.3)	(250.2)
<b>Net profit after minorities</b>	<b>374.5</b>	<b>345.9</b>	<b>869.6</b>	<b>563.7</b>	<b>121.9</b>	<b>118.2</b>	<b>(191.2)</b>	<b>(95.6)</b>	<b>1,174.8</b>	<b>932.2</b>
Average risk-weighted assets	49,365.8	49,634.7	34,757.9	24,146.7	6,844.8	7,735.9	1,215.3	331.8	92,183.9	81,849.1
Average attributed equity	1,997.5	1,890.8	2,112.0	1,565.8	445.2	503.1	3,784.2	2,857.0	8,338.9	6,816.7
<b>Cost/income ratio</b>	<b>61.7%</b>	<b>62.6%</b>	<b>55.1%</b>	<b>56.1%</b>	<b>19.7%</b>	<b>18.9%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>58.8%</b>	<b>59.5%</b>
<b>ROE based on net profit</b>	<b>18.7%</b>	<b>18.3%</b>	<b>41.2%</b>	<b>36.0%</b>	<b>27.4%</b>	<b>23.5%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>14.1%</b>	<b>13.7%</b>

\* Risk-weighted assets and attributed equity for FY 07 are not directly comparable with the prior-year period due to adoption of Basel II as of 1 January 2007.

- EUR 81.1m linear depreciation of value for BCR and DCA Croatia customer base included in Other result of Corporate Center

- Full year effect of adoption of IFRS 39 "unwinding" effects (+EUR 62m in NII and +EUR 62m of risk provisions are allocated to the Corporate Center in Q4 07)

- 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\*



## Target achieved: Retail & Mortgage net profit up 15%

ERSTE GROUP

	Savings Banks		Retail & Mortgage		Large Corporates		Treasury & IB		Austria	
in EUR million	2007	2006	2007	2006	2007	2006	2007	2006	2007	2006
Net interest income	864.6	839.7	552.8	537.3	177.6	147.6	54.5	68.3	1,649.5	1,592.9
Risk provisions	(96.2)	(171.3)	(95.5)	(88.1)	(33.6)	(53.3)	0.0	0.0	(225.2)	(312.7)
Net fee and commission income	374.1	365.0	354.6	335.1	100.2	101.0	107.9	90.3	936.8	891.4
Net trading result	23.6	25.4	12.0	10.6	2.3	3.0	84.8	87.9	122.6	126.9
General administrative expenses	(828.3)	(824.2)	(622.8)	(621.0)	(111.0)	(97.6)	(116.0)	(102.3)	(1,678.1)	(1,645.1)
Income - insurance business	0.0	0.0	11.8	17.9	0.0	0.0	0.0	0.0	11.8	17.9
Other result	(17.3)	11.4	(14.5)	(13.5)	21.9	14.7	(17.2)	14.8	(27.2)	27.4
<b>Pre-tax profit</b>	<b>320.4</b>	<b>246.1</b>	<b>198.4</b>	<b>178.3</b>	<b>157.4</b>	<b>115.4</b>	<b>114.0</b>	<b>158.9</b>	<b>790.2</b>	<b>698.7</b>
Taxes on income	(64.9)	(51.9)	(42.5)	(39.4)	(34.0)	(27.1)	(24.8)	(35.2)	(166.3)	(153.6)
Minority interests	(235.4)	(178.4)	(12.8)	(15.5)	(1.1)	(5.3)	(0.0)	0.0	(249.4)	(199.1)
<b>Net profit after minorities</b>	<b>20.0</b>	<b>15.8</b>	<b>143.1</b>	<b>123.4</b>	<b>122.2</b>	<b>83.0</b>	<b>89.1</b>	<b>123.7</b>	<b>374.5</b>	<b>345.9</b>
Average risk-weighted assets	22,993.6	25,543.6	11,548.8	13,233.1	11,119.7	7,766.0	3,703.7	3,092.1	49,365.8	49,634.7
Average attributed equity	229.0	265.5	761.5	876.8	725.2	507.0	281.8	241.5	1,997.5	1,890.8
<b>Cost/income ratio</b>	<b>65.6%</b>	<b>67.0%</b>	<b>66.9%</b>	<b>68.9%</b>	<b>39.6%</b>	<b>38.8%</b>	<b>46.9%</b>	<b>41.5%</b>	<b>61.7%</b>	<b>62.6%</b>
<b>ROE based on net profit</b>	<b>8.8%</b>	<b>6.0%</b>	<b>18.8%</b>	<b>14.1%</b>	<b>16.9%</b>	<b>16.4%</b>	<b>31.6%</b>	<b>51.2%</b>	<b>18.7%</b>	<b>18.3%</b>

\* Risk-weighted assets and attributed equity for FY 07 are not directly comparable with the prior-year period due to adoption of Basel II as of 1 January 2007.

# Core segment Central and Eastern Europe (1)\* – Strong performance of CEE subsidiaries ...



ERSTE GROUP

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	2007	2006	2007	2006	2007	2006	2007	2006
Net interest income	834.9	705.6	568.2	127.8	300.5	239.5	253.2	251.2
Risk provisions	(70.7)	(52.5)	25.4	(8.2)	(37.5)	(16.5)	(59.3)	(34.2)
Net fee and commission income	354.5	324.9	256.4	45.0	95.8	82.8	133.4	88.4
Net trading result	62.5	55.1	76.5	19.0	20.9	20.9	37.6	35.3
General administrative expenses	(662.9)	(613.2)	(528.8)	(107.6)	(222.8)	(185.0)	(230.1)	(206.9)
Income - insurance business	17.7	14.5	5.5	3.5	0.0	0.0	0.0	0.0
Other result	(11.7)	17.4	(12.3)	(11.6)	(27.8)	(7.3)	(11.3)	(22.0)
<b>Pre-tax profit</b>	<b>524.3</b>	<b>451.7</b>	<b>391.0</b>	<b>67.9</b>	<b>129.1</b>	<b>134.3</b>	<b>123.4</b>	<b>111.8</b>
Taxes on income	(105.8)	(114.4)	(66.2)	(11.5)	(11.5)	(26.5)	(30.6)	(26.3)
Minority interests	(11.3)	(12.9)	(106.5)	(21.8)	(0.0)	(0.1)	(0.2)	(0.2)
<b>Net profit after minorities</b>	<b>407.3</b>	<b>324.4</b>	<b>218.2</b>	<b>34.6</b>	<b>117.6</b>	<b>107.7</b>	<b>92.6</b>	<b>85.2</b>
Average risk-weighted assets	11,971.2	11,572.0	9,977.3	2,100.9	4,415.6	3,387.4	4,467.9	3,949.4
Average attributed equity	827.1	796.2	477.8	100.1	308.8	240.7	311.1	274.8
<b>Cost/income ratio</b>	<b>52.2%</b>	<b>55.7%</b>	<b>58.3%</b>	<b>55.1%</b>	<b>53.4%</b>	<b>53.9%</b>	<b>54.2%</b>	<b>55.2%</b>
<b>ROE based on net profit</b>	<b>49.2%</b>	<b>40.7%</b>	<b>45.7%</b>	<b>34.6%</b>	<b>38.1%</b>	<b>44.8%</b>	<b>29.8%</b>	<b>31.0%</b>

\* Risk-weighted assets and attributed equity for FY 07 are not directly comparable with the prior-year period due to adoption of Basel II as of 1 January 2007.

# Core segment Central and Eastern Europe (2)\* – ... across the board



ERSTE GROUP

in EUR million	Croatia		Serbia		Ukraine		CEE	
	2007	2006	2007	2006	2007	2006	2007	2006
Net interest income	159.2	111.1	16.2	9.2	8.0	0.0	2,140.3	1,444.3
Risk provisions	(17.8)	(12.3)	0.1	(3.3)	(10.3)	0.0	(170.2)	(126.9)
Net fee and commission income	68.6	29.7	5.4	4.3	1.0	0.0	915.1	575.1
Net trading result	18.8	19.8	1.5	(0.8)	3.7	0.0	221.6	149.3
General administrative expenses	(118.6)	(84.5)	(28.4)	(30.3)	(25.3)	0.0	(1,816.9)	(1,227.5)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	0.0	23.2	17.9
Other result	(5.3)	0.3	1.8	(0.3)	(0.1)	0.0	(66.7)	(23.7)
<b>Pre-tax profit</b>	<b>105.0</b>	<b>64.1</b>	<b>(3.4)</b>	<b>(21.3)</b>	<b>(23.0)</b>	<b>0.0</b>	<b>1,246.4</b>	<b>808.5</b>
Taxes on income	(22.9)	(12.6)	0.5	0.1	3.9	0.0	(232.5)	(191.2)
Minority interests	(26.5)	(18.5)	0.2	0.1	0.0	0.0	(144.4)	(53.6)
<b>Net profit after minorities</b>	<b>55.7</b>	<b>32.9</b>	<b>(2.7)</b>	<b>(21.2)</b>	<b>(19.1)</b>	<b>0.0</b>	<b>869.6</b>	<b>563.7</b>
Average risk-weighted assets	3,234.2	2,970.8	466.6	166.2	225.1	0.0	34,757.9	24,146.7
Average attributed equity	142.1	136.4	26.6	17.6	18.5	0.0	2,112.0	1,565.8
<b>Cost/income ratio</b>	<b>48.1%</b>	<b>52.6%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>55.1%</b>	<b>56.1%</b>
<b>ROE based on net profit</b>	<b>39.2%</b>	<b>24.1%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>n.a.</b>	<b>41.2%</b>	<b>36.0%</b>

\* Risk-weighted assets and attributed equity for FY 07 are not directly comparable with the prior-year period due to adoption of Basel II as of 1 January 2007.



# Presentation topics

- 
- Summary and 2007 highlights
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  - 
  - Financials and segment reporting
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# Group asset quality<sup>1</sup> – NPL coverage at comfortable levels

	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure		Risk provisions		NPL coverage	
	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06
<b>Austria</b>	<b>92,507</b>	91,663	<b>12,676</b>	11,285	<b>1,959</b>	1,978	<b>3,772</b>	3,457	<b>110,914</b>	108,384	<b>2,024</b>	2,166	<b>53.7%</b>	62.6%
<b>CEE</b>	<b>57,912</b>	49,698	<b>10,148</b>	8,606	<b>2,018</b>	1,024	<b>953</b>	890	<b>71,032</b>	60,219	<b>1,271</b>	967	<b>133.4%</b>	108.6%
<b>Int'l Business</b>	<b>27,600</b>	20,403	<b>599</b>	786	<b>119</b>	27	<b>18</b>	16	<b>28,337</b>	21,231	<b>49</b>	69	<b>265.6%</b>	439.5%
<b>Corp. Center</b>	<b>1,623</b>	417	<b>72</b>	1	<b>9</b>	0	<b>20</b>	0	<b>1,724</b>	418	<b>18</b>	1	<b>88.7%</b>	nm
<b>Total</b>	<b>179,643</b>	162,182	<b>23,496</b>	20,678	<b>4,105</b>	3,029	<b>4,763</b>	4,364	<b>212,007</b>	190,253	<b>3,362</b>	3,203	<b>70.6%</b>	73.4%

- **Credit lines and derivatives have been included in the total credit risk volume for the first time**
  - FY 2006 figures have been restated accordingly resulting in an increase of EUR 19.3bn
- **NPL ratio<sup>2</sup> at 2.2% which is a slight decline on restated FY 2006 ratio (2.3%)**
  - CEE remains main growth driver (+18.0%). Credit exposure of Erste Group increases by 11.4% as volumes in Austria grow only moderately by 2.5%.
  - NPLs increase by 9.1% – driven by 9.1% increase in Austria (mainly at savings banks) and a 7.0% increase in CEE
- **NPL coverage declines to 70.6% compared to FY 06 restated coverage of 73.4%**
  - Coverage increases in CEE
  - Austrian ratio declines mainly due to releases at SBs following application of BIS II (lower requirements)
- **Provision at artificially low levels due to release at SBs and BCR (integration related)**
  - FY 2003: 62 bps / FY 2004: 58 bps / FY 2005: 55 bps / FY 2006 50 bps / FY 2007: 44 bps

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

2) Excluding collateral

# Overview of international exposures

## Credit risk by regions\*



ERSTE GROUP

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07		Dec 06	
	Share of total		Share of total		Share of total		Share of total		Share of total		Share of total	
<b>Core market</b>	<b>128,152</b>	<b>119,447</b>	<b>21,636</b>	<b>18,844</b>	<b>3,868</b>	<b>2,926</b>	<b>4,487</b>	<b>4,135</b>	<b>158,143</b>	<b>74.6%</b>	<b>145,351</b>	<b>76.4%</b>
<i>Austria</i>	66,900	64,078	10,216	9,709	1,714	1,743	3,361	3,066	82,191	38.8%	78,596	41.3%
<i>Croatia</i>	5,630	5,239	1,417	787	155	125	153	139	7,355	3.5%	6,290	3.3%
<i>Romania</i>	7,471	5,256	6,387	4,430	1,204	523	309	260	15,372	7.3%	10,469	5.5%
<i>Serbia</i>	495	380	153	70	8	3	32	33	688	0.3%	486	0.3%
<i>Slovakia</i>	8,429	7,999	1,243	1,186	223	209	201	150	10,097	4.8%	9,544	5.0%
<i>Slovenia</i>	1,805	1,644	250	131	89	72	69	79	2,213	1.0%	1,926	1.0%
<i>Czech Republic</i>	28,155	26,363	574	1,561	112	156	198	258	29,038	13.7%	28,337	14.9%
<i>Hungary</i>	8,880	8,408	1,126	908	318	96	158	150	10,481	4.9%	9,562	5.0%
<i>Ukraine</i>	387	80	270	62	46	0	5	0	708	0.3%	142	0.1%
<b>Other EU</b>	<b>35,918</b>	<b>27,759</b>	<b>1,084</b>	<b>1,074</b>	<b>69</b>	<b>58</b>	<b>190</b>	<b>183</b>	<b>37,261</b>	<b>17.6%</b>	<b>29,074</b>	<b>15.3%</b>
<b>Other industrialised countries</b>	<b>10,214</b>	<b>10,483</b>	<b>240</b>	<b>286</b>	<b>25</b>	<b>25</b>	<b>41</b>	<b>35</b>	<b>10,519</b>	<b>5.0%</b>	<b>10,830</b>	<b>5.7%</b>
<b>Emerging markets</b>	<b>5,359</b>	<b>4,245</b>	<b>536</b>	<b>733</b>	<b>144</b>	<b>10</b>	<b>44</b>	<b>10</b>	<b>6,083</b>	<b>2.9%</b>	<b>4,998</b>	<b>2.6%</b>
<i>Southeastern Europe / CIS</i>	1,272	1,119	174	278	86	0	2	6	1,534	0.7%	1,403	0.7%
<i>Asia</i>	1,482	1,612	60	113	35	1	34	1	1,611	0.8%	1,728	0.9%
<i>Latin America</i>	868	591	34	70	12	9	5	2	919	0.4%	672	0.4%
<i>Middle East / Africa</i>	1,738	923	267	271	11	0	3	1	2,019	1.0%	1,196	0.6%
<b>Total</b>	<b>179,643</b>	<b>161,934</b>	<b>23,496</b>	<b>20,937</b>	<b>4,105</b>	<b>3,019</b>	<b>4,763</b>	<b>4,363</b>	<b>212,007</b>	<b>100.0%</b>	<b>190,253</b>	<b>100.0%</b>
Share of total	84.7%	85.1%	11.1%	11.0%	1.9%	1.6%	2.2%	2.3%	100.0%		100.0%	
<b>Risk provisions</b>	<b>72</b>	<b>106</b>	<b>152</b>	<b>218</b>	<b>466</b>	<b>388</b>	<b>2,671</b>	<b>2,491</b>	<b>3,362</b>		<b>3,203</b>	
Coverage ratio	0.0%	0.1%	0.6%	1.0%	11.4%	12.9%	56.1%	57.1%	1.6%		1.7%	

\*) Including loans and advances to customers and banks, 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). Derivatives and unused credit lines have been included at FY 2007 for the first time and 2006 figures have been restated accordingly.

# Overview of international exposures (cont)

## Credit risk by industry sectors\*



ERSTE GROUP

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07	Dec 06	Dec 07		Dec 06	
									Share of total		Share of total	
Banking and insurance	53,876	53,653	1,137	1,586	155	41	40	36	<b>55,208</b>	26.0%	<b>55,315</b>	29.1%
Private households	36,913	33,162	5,439	2,929	685	389	1,485	1,307	<b>44,522</b>	21.0%	<b>37,787</b>	19.9%
Public administration	25,005	23,117	495	602	17	30	14	9	<b>25,531</b>	12.0%	<b>23,759</b>	12.5%
Real estate and other business activities	23,827	17,594	4,898	4,197	431	406	728	634	<b>29,883</b>	14.1%	<b>22,831</b>	12.0%
Manufacturing	11,787	10,686	2,747	2,771	524	483	510	622	<b>15,568</b>	7.3%	<b>14,561</b>	7.7%
Trade	8,896	7,899	3,334	3,159	515	556	561	509	<b>13,306</b>	6.3%	<b>12,123</b>	6.4%
Construction	4,569	4,440	1,331	1,301	225	214	339	335	<b>6,464</b>	3.0%	<b>6,290</b>	3.3%
Tourism	2,040	1,717	1,158	1,231	258	306	443	403	<b>3,900</b>	1.8%	<b>3,657</b>	1.9%
Transport and communication	3,102	2,512	894	871	236	246	189	198	<b>4,422</b>	2.1%	<b>3,827</b>	2.0%
Other services	2,129	1,640	570	629	110	109	149	123	<b>2,957</b>	1.4%	<b>2,501</b>	1.3%
Energy and water supply	2,214	1,981	242	295	67	53	62	18	<b>2,585</b>	1.2%	<b>2,346</b>	1.2%
Agriculture and forestry	1,094	922	631	730	182	117	127	93	<b>2,033</b>	1.0%	<b>1,862</b>	1.0%
Healthcare and social services	1,146	1,051	252	251	38	34	73	50	<b>1,509</b>	0.7%	<b>1,386</b>	0.7%
Other	2,281	998	152	138	634	3	33	15	<b>3,101</b>	1.5%	<b>1,154</b>	0.6%
Mining	764	564	214	246	28	33	11	12	<b>1,016</b>	0.5%	<b>855</b>	0.4%
<b>Total</b>	<b>179,643</b>	<b>161,934</b>	<b>23,496</b>	<b>20,937</b>	<b>4,105</b>	<b>3,019</b>	<b>4,763</b>	<b>4,363</b>	<b>212,007</b>	<b>100.0%</b>	<b>190,253</b>	<b>100.0%</b>
Share of total	84.7%	85.1%	11.1%	11.0%	1.9%	1.6%	2.2%	2.3%	100.0%		100.0%	
<b>Risk provisions</b>	<b>72</b>	<b>106</b>	<b>152</b>	<b>218</b>	<b>466</b>	<b>388</b>	<b>2,671</b>	<b>2,491</b>	<b>3,362</b>		<b>3,203</b>	
Coverage ratio	0.0%	0.1%	0.6%	1.0%	11.4%	12.9%	56.1%	57.1%	1.6%		1.7%	

\*) Including loans and advances to customers and banks, 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). Derivatives and unused credit lines have been included at FY 2007 for the first time and 2006 figures have been restated accordingly.

# Presentation topics

- 
- Summary and 2007 highlights
  - 2007 key topics
  - Outlook and targets
  - Financials and segment reporting
  - Asset quality
  - **Appendix**

# Credit risk – Exposure to monoline insurers

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- **No direct exposure to monoline insurers**
  
- **No risk transfer in ABS/CDO portfolio**
  - EUR 11m of securitisations are guaranteed by monoliners, but reported in ABS/CDO portfolio
  - EUR 58m of Australian RMBS where underlying is partly guaranteed by monoline insurer
  
- **Rest of indirect exposure**
  - EUR 89.3m of contingent exposure in 3 transactions with risk transfer
  - Borrowers are utilities with investment grade ratings / Outlook positive or stable

# Austria/Savings Banks – FY 07 highlights



## – Operating result up 6.9%

- Strong improvement qoq (+ 23.4%) based on below average costs in Q4 07

## – NII increases by 3.0%

- Styrian and Carinthian savings banks continue to contribute strongest to NII improvement

## – Commission income up by 2.5%

- Supported by strong contribution from securities business mainly in Q1 & Q3 07

## – Tight costs management: + 0.5%

- Substantial decline of 8.7% qoq

## – Risk costs decline 43.9%

- Substantial release of risk provisions in Q4 07
- Due to Basel II induced releases relating to customers that are not seen as non-performing

## – Other result declines EUR 28.8m to EUR -17.3m

- Based on positive proceeds from disposals of AfS in H1 2006 and negative securities valuations in H2 2007 mainly at savings banks in Styria and Upper Austria

<b>Savings Banks</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Operating income	1,262.2	1,230.1	2.6%
Operating expenses	(828.3)	(824.2)	0.5%
Operating result	433.9	406.0	6.9%
Net profit after minorities	20.0	15.8	26.8%
ROE based on net profit	8.8%	6.0%	
Cost/income ratio	65.6%	67.0%	

# Austria/Retail and Mortgage – FY 07 highlights



## – Net profit improves by 15.9%

- Supported by strong Q4 07: + 50.9% on weak Q3 07
- Driven by NII and fee income while costs stay flat
- Positive Basel II effect: RWAs decline by 12.7% leading to lower allocated equity
- Sustainable improvement of CIR and ROE

## – Branches – net profit up 17.2%

- Sound operating performance (+8.8%) despite seasonally weak Q3 07, costs decline by 1.8%
- Risk provisions below 2006 levels, down 2.2%

## – SME – net profit improves 4x to EUR 11.7m

- Despite weaker Q4 – mainly due to EUR 7m higher risk provisions.
- NII increases by 17.8%, fees up 15.4% and costs decline by 8.9%

## – Own SBs – net profit declines by 19.8%

- Decline is due to a release of risk provisions of EUR 13m in Q4 06

## – Mortgage – net profit declines by 6.0%

- Mainly to higher risk provisions in 2007 (+EUR 3.9m)
- Operating result improves by 11.3%

<b>Retail &amp; Mortgage</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Operating income	931.2	900.9	3.4%
Operating expenses	(622.8)	(621.0)	0.3%
Operating result	308.4	279.9	10.2%
Net profit after minorities	143.1	123.4	15.9%
ROE based on net profit	18.8%	14.1%	
Cost/income ratio	66.9%	68.9%	



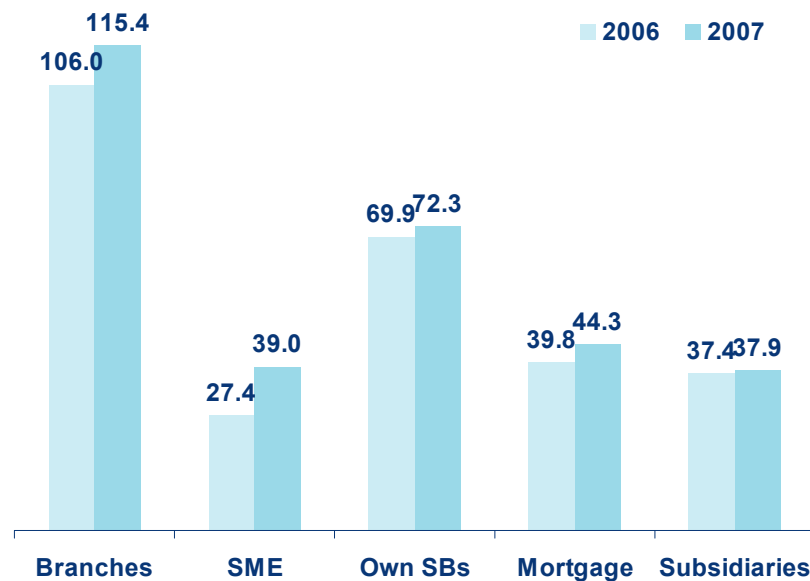
# Austria/Retail and Mortgage – Branches and SME sub-segments improve strongly



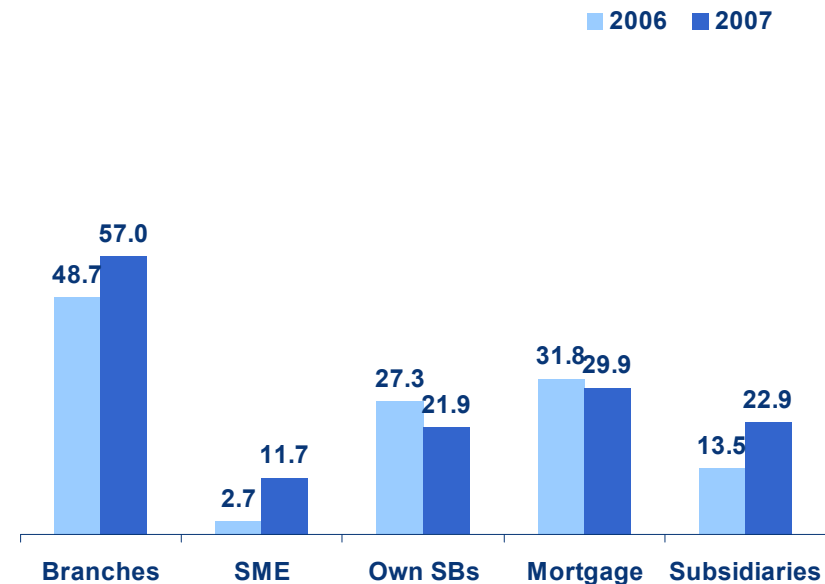
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Operating result (EUR m)



Net profit (EUR m)



## ROE

FY 07:	23.4%	9.5%	9.2%	22.1%	na
FY 06:	15.9%	4.2%	9.8%	14.3%	na

# Austria/Large Corporates – FY 07 highlights



- **Net profit improves by 47.3%**
  - Supported by strong Q4 07 – up 95.7% qoq
- **NII increases substantially by 20.3%**
  - Supported by selected loan growth and the CEE business of the leasing subsidiary Immorent
- **Commission income slightly down by 0.9%**
  - Strong improvement qoq + 56.5%
  - Mainly driven by project fees from leasing subsidiary Immorent
- **Operating expenses up 13.7%**
  - 2/3 of increase from ongoing expansion of the leasing subsidiary into CEE
- **Risk provisions down 37.0% to EUR 33.6m**
  - Down to normalised levels after in a benign risk environment
- **Other result improves to EUR 21.9m (+49.6%)**
  - Mainly due to gains from various smaller disposals of equity participations (about EUR 15m) in Q4 07
- **ROE improves marginally despite Basel II adoption**

<b>Large Corporates</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Operating income	280.0	251.6	11.3%
Operating expenses	(111.0)	(97.6)	13.7%
Operating result	169.0	154.0	9.8%
Net profit after minorities	122.2	83.0	47.3%
ROE based on net profit	16.9%	16.4%	
Cost/income ratio	39.6%	38.8%	

# Austria/Treasury & Investment Banking – FY 07 highlights



- **Net profit contribution decreases by 27.9%**
  - Decline mainly due to negative contribution from ALM and an exceptionally low trading result in Q3 07
- **NII declines by 20.1% (EUR 13.7m)**
  - Mainly from ALM due to negative markets and flattening yield curve
  - Strong positive contribution from money market desk
- **Fee income continues to improve + 19.5%**
  - Driven by securities business with retail and institutional clients
- **Trading result down 3.6%**
  - Decline driven by generally weak markets, despite improved Q4 07 (EUR 10.8m) performance
- **Other result down to EUR -17.2m**
  - Including EUR -21.5m MTM valuation of various securities in 2007 due to negative market developments
  - Main impact in Q3 07

<b>Treasury &amp; IB</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Operating income	247.2	246.5	0.3%
Operating expenses	(116.0)	(102.3)	13.4%
Operating result	131.2	144.2	(9.0%)
Net profit after minorities	89.1	123.7	(27.9%)
ROE based on net profit	31.6%	51.2%	
Cost/income ratio	46.9%	41.5%	

# CEE/Czech Republic – FY 07 highlights



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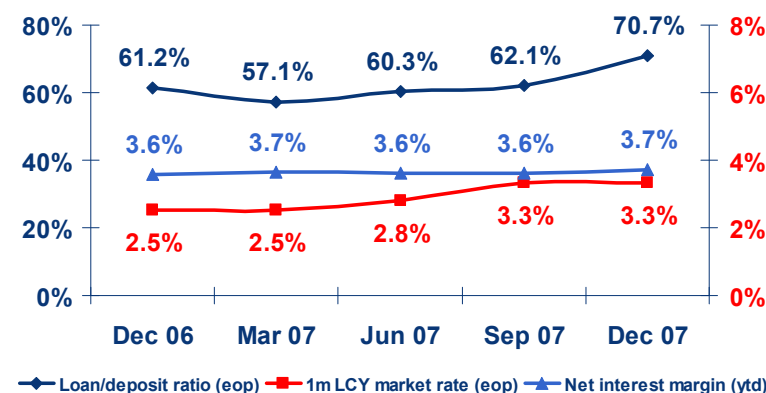
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- **Net profit contribution up 25.5% (22.9%)\***
  - Local result increases by 17% comfortably within guidance of 15-20% profit growth
  - Supported by accelerated performance in H2 07
- **NII up strongly by 18.3% (15.8%)**
  - Strong loan growth remains to be main driver: retail loans increase by 28.4% / deposits are up 10.1%
  - Supported by 4 rate hikes in 2007 and positive contribution from subsidiaries
- **Commission income increases by 9.1% (7.0%)**
  - Securities business continues to grow strongly (up 16.8%)-
  - Income from insurance business up 47.6%
- **Trading result improves by 13.5% (11.1%)**
  - Benefiting mainly from FX transactions which compensate for negative result from securities and derivatives trading
- **Operating expenses up 8.1% (5.8%)**
  - Beating local outlook of 6-7% cost growth for 2007
  - Personnel costs up 9.0% on extension of working hours from early Q2 07 and higher profit sharing
  - Other admin costs up 6.7% and depreciation declines by 2.4%
- **Risk provisions up by 34.7% (31.8% )**
  - In line with strong retail loan growth
- **Other result declines by EUR 29.1m to EUR -11.7m**
  - Mainly on lower revaluation gains from real estate funds compared to 2006 (2006: EUR 24m / 2007: EUR 15m)
  - Negative effect due to MTM valuation in connection with market environment

Czech Republic	2007	2006	Change
Operating income	1,269.7	1,100.1	15.4%
Operating expenses	(662.9)	(613.2)	8.1%
Operating result	606.7	486.8	24.6%
Net profit after minorities	407.3	324.4	25.5%
ROE based on net profit	49.2%	40.7%	
Cost/income ratio	52.2%	55.7%	

Rate and margin environment



\* Figures in brackets refer to rate of change excluding impact of 2.1% currency appreciation.

# CEE/Romania – FY 07 highlights



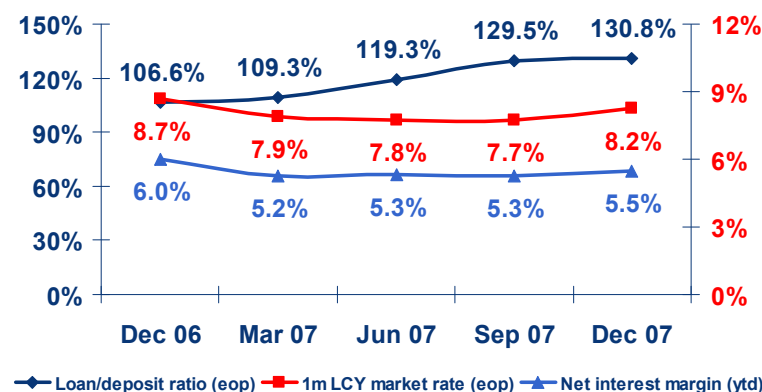
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- **BCR consolidated since 12 October 2006**
- **NII improves by 17.3% qoq to EUR 568.2m**
  - Supported by accounting change transferring EUR 16m from trading to NII (adjusted up 6.1% qoq)
  - Continued repricing of retail deposits
  - Loans to customers increase by 47%
- **Fee income continues to grow strongly by 3.2% qoq**
  - Increase was 51% supported by positive impacts from discontinuation of consumer loan insurance in Q2 07
  - Lending fees continue to be strongest driver
- **Operating expenses increase by 9.3% qoq**
  - Adjusting for EUR 31.8m of restructuring & transformation costs (mainly for severance payments) expenses would have declined by EUR 20m qoq
- **Due to NAV adjustments risk provisions continue to be positive in Q4 07 (EUR 10.6m) in EB segment results**
  - BCR local risk provisions are EUR 49.2m at FY 07
  - Release of NAV adjustments (EUR 74m 2007) gives segment a positive balance of EUR 25.4m
- **Linear amortisation of value of customer relationships (EUR 76m) for FY 07 allocated to Corp Center**



Romania	2007	2006	Change
Operating income	906.6	195.3	>100.0%
Operating expenses	(528.8)	(107.6)	>100.0%
Operating result	377.9	87.7	>100.0%
Net profit after minorities	218.2	34.6	>100.0%
ROE based on net profit	45.7%		
Cost/income ratio	58.3%		

Rate and margin environment



RON appreciated by 5.1% ytd and depreciated by 7% qoq

# CEE/Slovakia – FY 07 highlights



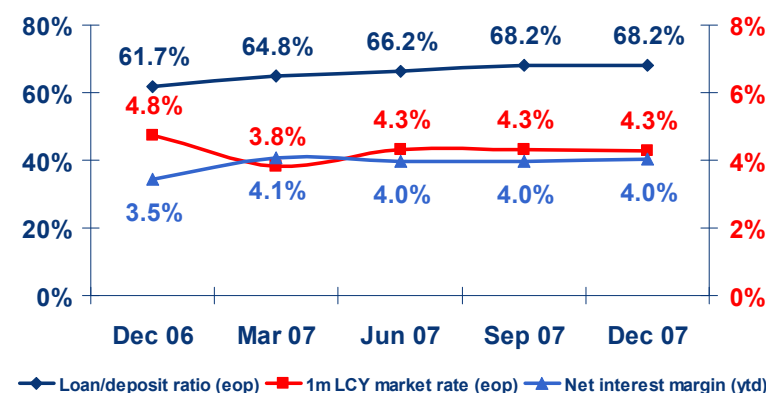
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- **Net profit contribution increases by 9.2% only (0%)\* due to various one-off effects**
  - Strong operating performance up 22.9% (12%)
- **NII continues to grow strongly, up 25.5% (14.2%)**
  - Based on solid loan growth (customer loans up 21%) driven by retail mortgages (up 40%)
- **Commission income up again, rising 15.7% (5.3%)**
  - Driven by payment transactions and lending fees
- **Trading income unchanged but down in SKK (-8.9%)**
- **Operating expenses up 20.4% (9.6%)**
  - Personnel expenses declined by 1%
  - Other admin expenses and depreciation increase by 18.5% due to preparation for Euro transformation and for new core system
    - IT expenses amount to >EUR 41m (up 52%)
- **Risk provisions up >100% (EUR 37.5m)**
  - Adjusted for 2006 releases (EUR 9m) and FX effect increase was about 31% in line with strong loan growth
- **Other result declined by EUR 20.5m to EUR -27.8m**
  - One-off impact from software impairment in preparation of new core system as well as MTM valuation in line with market environment (about EUR 14m)
- **Taxes decline by 56.7% (60.6%) due to release of tax provision based on a legal change**



Slovakia	2007	2006	Change
Operating income	417.2	343.2	21.6%
Operating expenses	(222.8)	(185.0)	20.4%
Operating result	194.4	158.1	22.9%
Net profit after minorities	117.6	107.7	9.2%
ROE based on net profit	38.1%	44.8%	
Cost/income ratio	53.4%	53.9%	

Rate and margin environment



\* Figures in brackets refer to rate of change excluding impact of 9.0% currency appreciation

# CEE/Hungary – FY 07 highlights

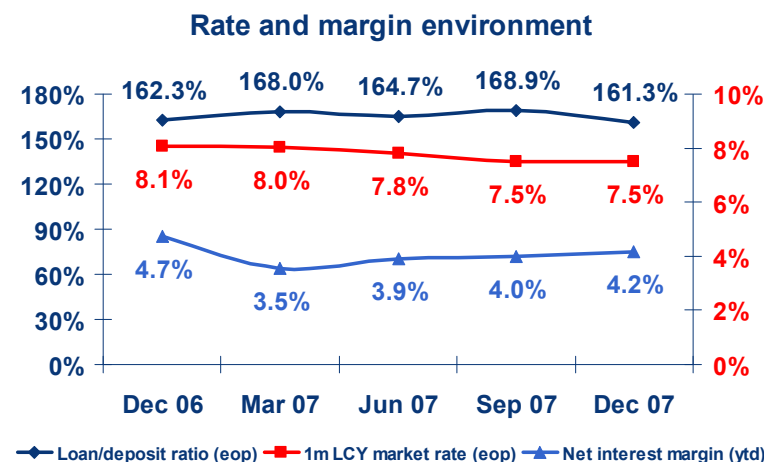


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- **Net profit contribution improves by 8.6% (3.7%)\***
  - Net profit + 21%, adjusted for NII accrual correction of EUR 8m<sup>1</sup>
- **NII increases by 0.8%(-3.7%)**
  - Strong retail growth (+ 30%) and improved margins compensates NII accrual correction
  - Change in allocation from fee expense to interest expense (EUR -17.9m)
- **Net commission income up by 50.9% (44.1%)**
  - 2007 positively impacted by accounting changes
  - Underlying operating increase is about 17%
- **Trading result increases by 6.5% (1.7%)**
- **Operating expense growth decelerates - up 11.2% (6.2%)**
  - Personnel expenses up 15.0%\* - mainly on higher headcount (+ 175) as well as continued wage inflation
  - Other admin. expenses declined by 2.0%\* due to cost cutting efforts mainly related to IT and consulting
- **Risk provisions up 73.7% (65.9%)**
  - Follow-on effect from loan growth in 2006 including increase for deterioration of economic environment and additional portfolio provisions in Q4 07 (EUR 6.4m)
  - No major deterioration of underlying asset quality
- **Other result has a positive impact from reallocation of local taxes to the tax line**

Hungary	2007	2006	Change
Operating income	424.2	374.9	13.1%
Operating expenses	(230.1)	(206.9)	11.2%
Operating result	194.1	168.0	15.5%
Net profit after minorities	92.6	85.2	8.6%
ROE based on net profit	29.8%	31.0%	
Cost/income ratio	54.2%	55.2%	



<sup>1</sup> As announced with Q1 07 results

\* Figures in brackets refer to rate of change excluding impact of 4.5% currency appreciation

\* Q1 07 margin not adjusted for one-off effects.

# CEE/Croatia – FY 07 highlights

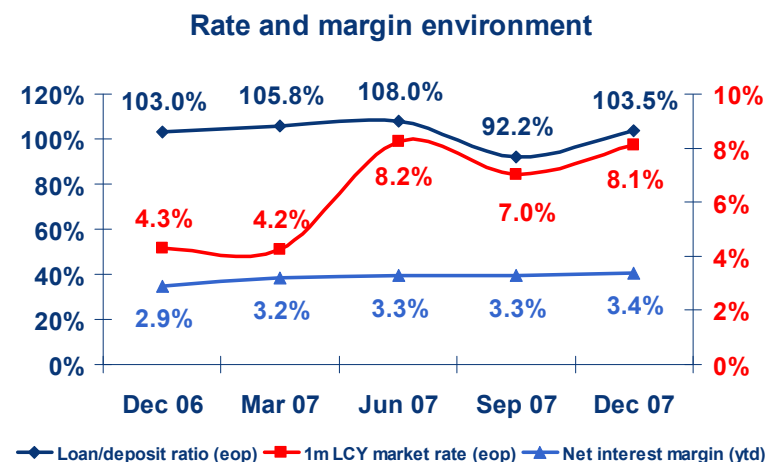


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- **Net profit contribution up 69.2%\***
  - First time consolidation of Diners Club Adriatic, Croatia (DCA) and change in scope of consolidation affect key operating line items
  - Adjusting for DCA net profit increases by 46.5%
- **NII increases by 43.4%**
  - Supported by improved margins and strong growth of local currency deposits without marginal reserve
  - Total deposits up by 16.8%; loans by 17.4%
  - Adjusted underlying growth +34.1%
- **Commission income more than doubles**
  - Driven by strong increase in payment services and nearly tripled fee income from securities business
  - Adjusted underlying growth +66%
- **Trading result down by 5.1%**
- **Operating expenses increase by 40.4%**
  - Adjusted cost increase is 20.1%
  - CIR improves to below 50%
- **Risk provisions increase by 44.7%**
  - Increase in line with loan growth of 17% on low Q4 06 and portfolio provisions
- **Other result decreases by EUR 5.6m**
  - Positive impact of disposal of an equity stake in Q1 07 offset by securities valuations and disposal

Croatia	2007	2006	Change
Operating income	246.7	160.6	53.6%
Operating expenses	(118.6)	(84.5)	40.4%
Operating result	128.1	76.1	68.3%
Net profit after minorities	55.7	32.9	69.2%
ROE based on net profit	39.2%	24.1%	
Cost/income ratio	48.1%	52.6%	



\*Currency depreciation negligible (-0.1%)



# CEE/Serbia

## FY 07 highlights

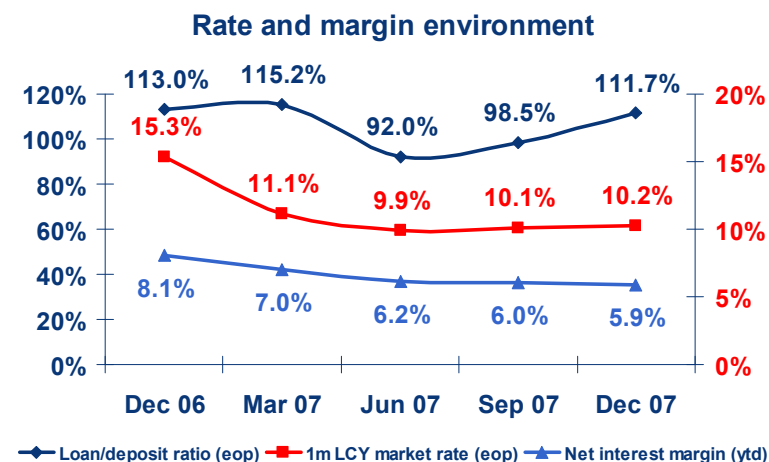


ERSTE GROUP

- **Net profit contribution improves by EUR 18.5m or 87.2%**
  - Reaching target to breakeven target
  - Comparison with 2006 distorted due to restructuring
  - Positive trend in operating performance clearly visible
- **NII increases by + 76.2% (66.7%)**
  - Customer loans grow by 45% ytd
  - NIM at 5.9% due to high marginal reserve requirements
- **Operating expenses substantially down by 6.3% (11.3%)**
- **Impact of present political environment has to be assessed**
- **National Bank restrictions continue to impact asset growth and margins**



Serbia	2007	2006	Change
Operating income	23.1	12.7	82.0%
Operating expenses	(28.4)	(30.3)	(6.3%)
Operating result	(5.4)	(17.7)	69.7%
Net profit after minorities	(2.7)	(21.2)	87.2%
ROE based on net profit	n.a.	n.a.	
Cost/income ratio	n.a.	n.a.	



\* Figures in brackets refer to rate of change excluding impact of 5.3% currency appreciation

# CEE/Ukraine

## FY 07 highlights



ERSTE GROUP

- **Strong operating growth continues**
- **Development programme covering 12 specific projects progressing as planned**
  - Number of branches increases to >70; additional 52 new branches in the pipeline
  - Total number of branches expected to reach about 400 by 2010
- **Headcount increases to 1,130 at FY as planned**
- **Total assets reach EUR 580m**
  - From 129m at YE 06
  - Loans to customers more than triples to EUR 286m
- **Retail market share tripled to 1% in 2006**
  - Outperforming the stronger than expected market growth rates
  - Goal to reach market share of 4% in retail by 2010
- **Ongoing enhancement of product offering**
- **Target for breakeven in 2009 – depending on business opportunities**



<b>Ukraine</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Operating income	12.8	0.0	na
Operating expenses	(25.3)	0.0	na
Operating result	(12.6)	0.0	na
Net profit after minorities	(19.1)	0.0	na
ROE based on net profit	n.a.	n.a.	
Cost/income ratio	n.a.	n.a.	

# Core segments Int'l Business and Corp. Center – FY 07 highlights



ERSTE GROUP

## – International Business

- Stable operating performance continues (+0.6%)
- Net profit improves by 3.1%
- NII up 2.5%
- Operating expenses increased by 6.2% on higher costs in Q4 07
- CIR continues to stay below 20%
- Risk provisions decline by EUR 7.9m
  - Based on a release of EUR 13.4m in Q4 07 due to high quality of loan portfolio
- Other result down by EUR 6.8m mainly due to positive revaluation and recoveries in H1 06

<b>International Business</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Operating income	185.1	182.1	1.6%
Operating expenses	(36.5)	(34.3)	6.2%
Operating result	148.6	147.8	0.6%
Net profit after minorities	121.9	118.2	3.1%
ROE based on net profit	27.4%	23.5%	
Cost/income ratio	19.7%	18.9%	





## – Corporate Center

- NII impacted by 2 factors:
  - Effect reporting according to IAS 39 (unwinding) for FY 07 was allocated to the CC (+ EUR 62m)
  - Offsetting positive impact of capital increase in 2006 (EUR 56m)
- Risk provisions increase by EUR 58.9m due to the unwinding effect of EUR 62m
- Trading result up EUR 5.2m – mainly driven by positive MTM valuation from “strategic” securities positions in H1 07
- Costs include intra group eliminations, start-up costs for Group projects and set up of the holding structure (total EUR 58m)
- Other result mainly includes amortisation of value of BCR and DCA customer base – EUR 81.1m (Q4: EUR 20.4m)
  - 2006 impacted by negative one-offs




<b>Corporate Center</b>	<b>2007</b>	<b>2006</b>	<b>Change</b>
Net interest income	3.3	3.2	5.8%
Net fee and commission income	(26.3)	(53.8)	51.1%
General administrative expenses	(110.7)	(38.3)	na
Other result	(74.9)	(56.2)	(33.3%)
<b>Pre-tax profit</b>	<b>(270.8)</b>	<b>(144.9)</b>	<b>(86.9%)</b>
Taxes on income	61.1	46.8	30.7%
Minority interests	18.6	2.6	>100.0%
<b>Net profit after minorities</b>	<b>(191.2)</b>	<b>(95.6)</b>	<b>na</b>

# Summary financials of CEE subsidiaries

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

	 97.99%			 69.17%			 100.00%			 99.94%		
in EUR million	2007	2006	Change	2007	2006	Change	2007	2006	Change	2007	2006	Change
Net profit after minorities	438.3	374.7	17.0%	276.4	226.2	22.2%	123.1	114.1	7.9%	98.5	92.5	6.4%
ROE based on net profit	23.8%	23.0%		20.6%	18.8%		19.8%	20.3%		20.6%	25.2%	
Cost/income ratio	50.0%	53.7%		57.1%	55.3%		51.8%	54.1%		52.0%	54.8%	
	Dec 07	Dec 06	Change	Dec 07	Dec 06	Change	Dec 07	Dec 06	Change	Dec 07	Dec 06	Change
Total assets	30,573	27,354	11.8%	17,562	13,149	33.6%	9,049	8,871	2.0%	8,223	7,015	17.2%
Employees	10,842	10,856	-0.1%	12,224	13,492	(9.4%)	4,763	4,797	(0.7%)	3,056	2,881	6.1%

	 65.03%			 80.49%			 100.00%		
in EUR million	2007	2006	Change	2007	2006	Change	2007	2006	Change
Net profit after minorities	82.2	55.9	47.0%	0.1	(29.9)	na	(3.4)	0.0	na
ROE based on net profit	18.0%	18.7%		0.0%	na		na	na	
Cost/income ratio	44.1%	50.7%		na	na		74.7%	na	
	Dec 07	Dec 06	Change	Dec 07	Dec 06	Change	Dec 07	Dec 06	Change
Total assets	5,537	4,868	13.7%	469	469	0.1%	580	0	na
Employees	1,886	1,759	7.2%	958	871	10.0%	855	297	>100.0%

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.  
Pro rata consolidation of BCR and Erste Bank Ukraine commenced 12 October 2006 and 24 January 2007.

# Financials (IFRS) of CEE subsidiaries

## Česká spořitelna \*



ERSTE GROUP



in EUR million	2007	2006	Change
Net interest income	891.0	763.3	16.7%
Risk provisions for loans and advances	(79.8)	(53.7)	48.7%
Net fee and commission income	354.5	330.9	7.1%
Net trading result	62.5	56.3	11.0%
General administrative expenses	(662.9)	(625.7)	6.0%
Income from insurance business	17.7	14.8	19.8%
Other operating result	(31.2)	(5.5)	>100.0%
Result from financial assets - FV	(11.3)	(13.6)	16.9%
Result from financial assets - AfS	21.5	28.1	(23.5%)
Result from financial assets - HtM	0.4	(0.8)	na
<b>Pre-tax profit</b>	<b>562.4</b>	<b>507.2</b>	<b>10.9%</b>
<b>Net profit after minorities</b>	<b>438.3</b>	<b>374.7</b>	<b>17.0%</b>
EUR FX rate (ave)	27.7	27.7	
	<b>Dec 07</b>	<b>Dec 06</b>	<b>Change</b>
<b>Total assets</b>	<b>30,573</b>	<b>27,354</b>	<b>11.8%</b>
Loans and advances to customers	15,713	12,359	27.1%
Amounts owed to customers	22,217	20,185	10.1%
EUR FX rate (eop)	26.6	26.6	

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.

# Financials (IFRS) of CEE subsidiaries (cont)

## Banca Comercială Română (post restruct.costs) \*



ERSTE GROUP



Net interest income	587.0	504.3	16.4%
Risk provisions for loans and advances	(49.2)	(47.1)	4.4%
Net fee and commission income	256.4	169.4	51.4%
Net trading result	76.5	78.6	(2.7%)
General administrative expenses	(528.8)	(421.4)	25.5%
Income from insurance business	5.5	10.2	(46.3%)
Other operating result	(10.8)	(23.5)	54.0%
Result from financial assets - FV	(2.8)	(4.6)	39.1%
Result from financial assets - AfS	1.3	11.5	(88.7%)
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit</b>	<b>335.1</b>	<b>277.4</b>	<b>20.8%</b>
<b>Net profit after minorities</b>	<b>276.4</b>	<b>226.2</b>	<b>22.2%</b>
EUR FX rate (ave)	3.34	3.34	
	<b>Dec 07</b>	<b>Dec 06</b>	<b>Change</b>
<b>Total assets</b>	<b>17,562</b>	<b>13,149</b>	<b>33.6%</b>
Loans and advances to customers	10,921	7,266	50.3%
Amounts owed to customers	8,352	6,816	22.5%
EUR FX rate (eop)	3.61	3.61	

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.  
Consolidation commenced 12 October 2006.

# Financials (IFRS) of CEE subsidiaries (cont)

## Slovenská sporiteľňa \*



ERSTE GROUP



in EUR million	2007	2006	Change
Net interest income	313.2	261.7	19.7%
Risk provisions for loans and advances	(42.0)	(18.1)	>100.0%
Net fee and commission income	95.8	90.9	5.4%
Net trading result	20.9	23.0	(9.1%)
General administrative expenses	(222.8)	(203.3)	9.6%
Income from insurance business	0.0	0.0	na
Other operating result	(14.5)	(13.2)	(10.0%)
Result from financial assets - FV	(14.0)	3.3	na
Result from financial assets - AfS	0.6	1.8	(67.0%)
Result from financial assets - HtM	0.0	(0.0)	na
<b>Pre-tax profit</b>	<b>137.2</b>	<b>146.2</b>	<b>(6.1%)</b>
<b>Net profit after minorities</b>	<b>123.1</b>	<b>114.1</b>	<b>7.9%</b>
EUR FX rate (ave)	33.8	33.8	
	<b>Dec 07</b>	<b>Dec 06</b>	<b>Change</b>
<b>Total assets</b>	<b>9,049</b>	<b>8,871</b>	<b>2.0%</b>
Loans and advances to customers	4,668	3,857	21.0%
Amounts owed to customers	6,849	6,254	9.5%
EUR FX rate (eop)	33.6	33.6	

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.

# Financials (IFRS) of CEE subsidiaries (cont)

## Erste Bank Hungary \*



ERSTE GROUP



in EUR million	2007	2006	Change
Net interest income	271.3	267.1	1.6%
Risk provisions for loans and advances	(70.2)	(35.8)	96.2%
Net fee and commission income	133.4	92.6	44.1%
Net trading result	37.6	35.5	5.9%
General administrative expenses	(230.1)	(216.6)	6.2%
Income from insurance business	0.0	0.0	na
Other operating result	(11.3)	(21.7)	47.9%
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.1	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit</b>	<b>130.7</b>	<b>121.1</b>	<b>7.9%</b>
<b>Net profit after minorities</b>	<b>98.5</b>	<b>92.5</b>	<b>6.4%</b>
EUR FX rate (ave)	251.4	251.4	
	<b>Dec 07</b>	<b>Dec 06</b>	<b>Change</b>
<b>Total assets</b>	<b>8,223</b>	<b>7,015</b>	<b>17.2%</b>
Loans and advances to customers	5,987	5,150	16.3%
Amounts owed to customers	3,711	3,173	17.0%
EUR FX rate (eop)	253.7	253.7	

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.



# Financials (IFRS) of CEE subsidiaries (cont) – Erste Bank Croatia \*



ERSTE GROUP



in EUR million	2007	2006	Change
Net interest income	162.3	116.8	38.9%
Risk provisions for loans and advances	(20.2)	(12.3)	64.6%
Net fee and commission income	49.4	29.7	66.6%
Net trading result	18.3	19.8	(7.6%)
General administrative expenses	(101.5)	(84.4)	20.3%
Income from insurance business	0.0	0.0	na
Other operating result	(3.3)	(1.8)	(80.6%)
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	(1.5)	2.1	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit</b>	<b>103.5</b>	<b>69.9</b>	<b>48.0%</b>
<b>Net profit after minorities</b>	<b>82.2</b>	<b>55.9</b>	<b>47.0%</b>
EUR FX rate (ave)	7.3	7.3	
	<b>Dec 07</b>	<b>Dec 06</b>	<b>Change</b>
<b>Total assets</b>	<b>5,537</b>	<b>4,868</b>	<b>13.7%</b>
Loans and advances to customers	3,637	3,099	17.4%
Amounts owed to customers	3,514	3,010	16.8%
EUR FX rate (eop)	7.3	7.3	

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.

# Financials (IFRS) of CEE subsidiaries (cont) – Erste Bank Serbia \*



ERSTE GROUP



in EUR million	2007	2006	Change
Net interest income	17.5	10.1	73.5%
Risk provisions for loans and advances	0.1	(11.3)	na
Net fee and commission income	5.4	4.6	18.6%
Net trading result	1.5	(0.9)	na
General administrative expenses	(28.4)	(32.0)	(11.4%)
Income from insurance business	0.0	0.0	na
Other operating result	4.0	(0.7)	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.4	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit</b>	<b>0.1</b>	<b>(29.9)</b>	<b>na</b>
<b>Net profit after minorities</b>	<b>0.1</b>	<b>(29.9)</b>	<b>na</b>
EUR FX rate (ave)	79.8	79.8	
	<b>Dec 07</b>	<b>Dec 06</b>	<b>Change</b>
<b>Total assets</b>	<b>469</b>	<b>469</b>	<b>0.1%</b>
Loans and advances to customers	261	261	0.0%
Amounts owed to customers	234	234	0.1%
EUR FX rate (eop)	80.0	80.0	

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.

# Financials (IFRS) of CEE subsidiaries (cont) – Erste Bank Ukraine \*



ERSTE GROUP



in EUR million	2007	2006	Change
Net interest income	22.9	3.5	na
Risk provisions for loans and advances	(10.3)	(0.4)	na
Net fee and commission income	1.1	0.0	na
Net trading result	5.7	0.0	na
General administrative expenses	(22.2)	(3.1)	na
Income from insurance business	0.0	0.0	na
Other operating result	(0.1)	(0.1)	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.0	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit</b>	<b>(2.9)</b>	<b>(0.1)</b>	<b>na</b>
<b>Net profit after minorities</b>	<b>(3.4)</b>	<b>(0.1)</b>	<b>na</b>
EUR FX rate (ave)	6.91	6.91	
	Dec 07	Dec 06	Change
<b>Total assets</b>	<b>580</b>	<b>129</b>	<b>na</b>
Loans and advances to customers	286	75	na
Amounts owed to customers	12	11	na

\*) To eliminate currency effects, FY 07 exchange rates were used for P&L and balance sheet conversion.  
Consolidation commenced 24 January 2007.

# Erste Group historic financials – Quarterly income statement (IFRS)



ERSTE GROUP

in EUR million	Q1 06	Q2 06	Q3 06	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	724.0	757.8	779.7	927.8	903.7	953.8	986.6	1,101.7
Net fee and commission income	342.2	355.5	338.8	409.4	438.9	446.0	469.3	503.7
Net trading result	91.2	45.0	51.6	90.1	124.8	94.8	72.4	59.1
Income from insurance business	7.7	7.3	10.3	10.5	15.6	13.9	2.8	2.7
<b>Operating income</b>	<b>1,165.1</b>	<b>1,165.6</b>	<b>1,180.3</b>	<b>1,437.8</b>	<b>1,483.0</b>	<b>1,508.5</b>	<b>1,531.1</b>	<b>1,667.2</b>
Personnel expenses	(404.4)	(413.0)	(414.3)	(518.9)	(506.7)	(533.1)	(548.2)	(601.3)
Other administrative expenses	(201.7)	(212.0)	(210.7)	(223.7)	(268.4)	(289.4)	(276.0)	(236.7)
Depreciation and amortisation	(85.2)	(83.3)	(79.7)	(98.4)	(95.5)	(98.7)	(93.9)	(94.2)
<b>Operating expenses</b>	<b>(691.3)</b>	<b>(708.3)</b>	<b>(704.7)</b>	<b>(841.0)</b>	<b>(870.6)</b>	<b>(921.2)</b>	<b>(918.1)</b>	<b>(932.2)</b>
<b>Operating result</b>	<b>473.8</b>	<b>457.3</b>	<b>475.6</b>	<b>596.8</b>	<b>612.4</b>	<b>587.3</b>	<b>613.0</b>	<b>735.0</b>
Risk provisions for loans and advances	(109.1)	(109.2)	(112.9)	(107.9)	(128.4)	(110.9)	(96.6)	(118.8)
Other operating result	(22.0)	(29.1)	(35.2)	(57.7)	(33.3)	(56.1)	(43.9)	(36.0)
Result from financial assets - FV	10.3	(8.8)	(1.0)	(5.0)	11.1	(7.1)	(42.3)	(9.5)
Result from financial assets - AfS	24.7	19.1	7.3	48.9	14.3	13.1	17.5	6.1
Result from financial assets - HtM	5.3	(0.4)	0.4	0.9	0.5	0.0	0.1	0.1
<b>Pre-tax profit</b>	<b>383.0</b>	<b>328.9</b>	<b>334.3</b>	<b>476.0</b>	<b>476.6</b>	<b>426.3</b>	<b>447.8</b>	<b>576.9</b>
Taxes on income	(86.2)	(74.1)	(75.3)	(104.2)	(102.5)	(91.6)	(96.3)	(87.2)
Minority interests	(55.3)	(43.7)	(56.3)	(94.9)	(72.0)	(70.8)	(79.6)	(152.9)
<b>Net profit after minorities</b>	<b>241.5</b>	<b>211.1</b>	<b>202.7</b>	<b>276.9</b>	<b>302.1</b>	<b>263.9</b>	<b>271.9</b>	<b>336.8</b>
<b>Cost/income ratio</b>	<b>59.3%</b>	<b>60.8%</b>	<b>59.7%</b>	<b>58.5%</b>	<b>58.7%</b>	<b>61.1%</b>	<b>60.0%</b>	<b>55.9%</b>
<b>Return on equity</b>	<b>15.9%</b>	<b>12.6%</b>	<b>11.7%</b>	<b>14.7%</b>	<b>15.0%</b>	<b>12.6%</b>	<b>12.9%</b>	<b>15.8%</b>

# Erste Group historic financials – Quarterly balance sheet (IFRS)



ERSTE GROUP

in EUR million	Mar 06	Jun 06	Sep 06	Dec 06	Mar 07	Jun 07	Sep 07	Dec 07
Cash and balances with central banks	2,787	2,658	2,355	7,378	6,861	6,753	7,311	7,615
Loans and advances to credit institutions	18,604	19,890	18,307	16,616	20,877	21,405	21,261	14,937
Loans and advances to customers	84,310	84,474	87,230	97,107	100,468	104,389	107,218	113,956
Risk provisions for loans and advances	(2,809)	(2,773)	(2,823)	(3,133)	(3,189)	(3,239)	(3,314)	(3,296)
Trading assets	5,514	5,410	6,006	6,188	6,645	6,682	6,358	6,637
Financial assets - FV	4,601	4,548	4,480	4,682	4,786	5,045	4,754	4,534
Financial assets - AfS	14,538	14,150	14,608	14,927	15,325	15,200	15,784	16,200
Financial assets - HtM	15,372	16,439	16,295	16,700	16,733	18,139	18,396	16,843
Investments of insurance companies	7,252	7,273	7,575	7,329	7,514	7,556	7,878	8,054
At-equity holdings	211	227	330	383	389	389	384	285
Intangible assets	1,903	1,900	1,919	6,092	6,113	6,528	6,246	5,962
Tangible assets	1,669	1,652	1,649	2,165	2,186	2,252	2,273	2,289
Tax assets	168	159	136	317	323	349	364	446
Other assets	4,715	4,243	4,523	4,952	5,522	5,905	5,659	6,057
<b>Total assets</b>	<b>158,835</b>	<b>160,249</b>	<b>162,590</b>	<b>181,703</b>	<b>190,553</b>	<b>197,353</b>	<b>200,572</b>	<b>200,519</b>
Amounts owed to credit institutions	36,213	35,897	34,135	37,688	38,038	40,989	40,400	35,165
Amounts owed to customers	75,151	77,836	80,660	90,849	94,956	93,235	98,184	100,116
Debt securities in issue	19,900	18,983	18,603	21,814	24,989	29,128	27,834	31,078
Trading liabilities	541	530	491	1,200	1,625	1,704	1,942	1,756
Underwriting provisions	7,273	7,361	7,570	7,920	8,096	8,260	8,396	8,638
Other provisions	1,492	1,480	1,503	1,780	1,766	1,749	1,737	1,792
Tax liabilities	187	93	105	291	290	286	320	329
Other liabilities	4,652	4,821	4,898	4,047	4,070	5,150	5,029	4,653
Subordinated capital	4,302	4,294	5,261	5,210	5,500	5,484	5,423	5,589
Total equity	9,126	8,955	9,364	10,904	11,223	11,368	11,307	11,403
Shareholders' equity	6,872	6,800	7,115	7,979	8,242	8,483	8,438	8,452
Minority interests	2,254	2,154	2,249	2,925	2,981	2,885	2,869	2,951
<b>Total liabilities and equity</b>	<b>158,835</b>	<b>160,249</b>	<b>162,590</b>	<b>181,703</b>	<b>190,553</b>	<b>197,353</b>	<b>200,572</b>	<b>200,519</b>

FY 2007 preliminary results  
29 February 2008

Analyst presentation & conference call

# Quarterly segment reporting – Overview of main segments



ERSTE GROUP

in EUR million	Austria					Central and Eastern Europe				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	415.2	398.9	408.2	412.6	429.6	496.8	473.5	516.0	548.7	602.0
Risk provisions	(60.6)	(80.0)	(66.1)	(72.2)	(7.0)	(47.7)	(43.0)	(45.1)	(26.2)	(55.9)
Net fee and commission income	229.9	246.2	227.4	224.5	238.7	195.3	192.2	218.1	240.0	264.9
Net trading result	28.1	63.9	31.7	4.8	22.3	60.4	55.2	56.3	67.3	42.8
General administrative expenses	(402.4)	(421.6)	(428.9)	(424.7)	(402.9)	(423.3)	(413.7)	(450.1)	(464.4)	(488.6)
Income - insurance business	2.2	5.0	6.1	0.4	0.3	8.3	10.6	7.8	2.4	2.4
Other result	(7.0)	8.4	0.6	(24.0)	(12.1)	0.1	(2.7)	(22.7)	(29.1)	(12.2)
<b>Pre-tax profit</b>	<b>205.5</b>	<b>220.9</b>	<b>179.0</b>	<b>121.4</b>	<b>269.0</b>	<b>289.9</b>	<b>272.0</b>	<b>280.4</b>	<b>338.6</b>	<b>355.4</b>
Taxes on income	(46.8)	(49.3)	(41.6)	(27.9)	(47.5)	(67.8)	(53.7)	(51.8)	(70.0)	(57.0)
Minority interests	(63.3)	(48.5)	(43.3)	(42.4)	(115.2)	(32.1)	(29.7)	(34.0)	(43.7)	(36.9)
<b>Net profit after minorities</b>	<b>95.4</b>	<b>123.0</b>	<b>94.1</b>	<b>51.1</b>	<b>106.3</b>	<b>190.1</b>	<b>188.6</b>	<b>194.5</b>	<b>224.9</b>	<b>261.5</b>

in EUR million	International Business					Corporate Center				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	39.4	36.6	37.1	38.4	40.7	(23.5)	(5.3)	(7.5)	(13.2)	29.3
Risk provisions	1.9	(5.3)	0.1	1.7	13.4	(1.5)	(0.1)	0.1	0.1	(69.4)
Net fee and commission income	8.1	7.1	8.1	8.4	8.8	(23.9)	(6.5)	(7.5)	(3.6)	(8.6)
Net trading result	(0.2)	(0.1)	(0.0)	(0.0)	0.1	1.7	5.8	6.8	0.3	(5.9)
General administrative expenses	(9.2)	(8.1)	(8.3)	(9.0)	(11.1)	(6.2)	(27.2)	(33.9)	(20.0)	(29.5)
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	0.2	0.1	0.2	3.3	(0.3)	(6.2)	(13.2)	(28.3)	(18.7)	(14.7)
<b>Pre-tax profit</b>	<b>40.3</b>	<b>30.2</b>	<b>37.2</b>	<b>42.8</b>	<b>51.6</b>	<b>(59.7)</b>	<b>(46.5)</b>	<b>(70.3)</b>	<b>(55.1)</b>	<b>(98.9)</b>
Taxes on income	(10.4)	(8.0)	(10.2)	(11.6)	(10.2)	20.8	8.5	11.9	13.3	27.4
Minority interests	0.0	0.0	0.0	0.0	0.0	0.5	6.3	6.6	6.5	(0.8)
<b>Net profit after minorities</b>	<b>29.9</b>	<b>22.2</b>	<b>27.1</b>	<b>31.2</b>	<b>41.4</b>	<b>(38.4)</b>	<b>(31.7)</b>	<b>(51.8)</b>	<b>(35.4)</b>	<b>(72.3)</b>

# Quarterly segment reporting – Austria sub-segments



ERSTE GROUP

in EUR million	Savings Banks					Retail & Mortgage				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	217.6	206.5	213.5	221.6	223.0	137.9	136.6	136.0	135.7	144.5
Risk provisions	(38.0)	(43.1)	(39.5)	(42.9)	29.3	(14.5)	(23.8)	(24.9)	(22.4)	(24.4)
Net fee and commission income	89.2	96.6	91.2	95.0	91.2	86.2	96.3	90.4	81.1	86.9
Net trading result	8.8	10.4	5.3	(0.1)	8.1	2.7	2.9	3.2	2.9	3.0
General administrative expenses	(201.8)	(211.2)	(211.8)	(211.9)	(193.5)	(148.3)	(158.4)	(161.8)	(155.0)	(147.5)
Income - insurance business	0.0	0.0	0.0	0.0	0.0	2.2	5.0	6.1	0.4	0.3
Other result	4.7	3.6	(3.7)	(4.8)	(12.4)	(10.6)	0.7	(2.3)	(5.4)	(7.6)
<b>Pre-tax profit</b>	<b>80.5</b>	<b>62.9</b>	<b>55.1</b>	<b>56.7</b>	<b>145.8</b>	<b>55.6</b>	<b>59.2</b>	<b>46.7</b>	<b>37.3</b>	<b>55.2</b>
Taxes on income	(16.4)	(14.7)	(13.9)	(13.8)	(22.6)	(12.9)	(13.0)	(10.2)	(7.9)	(11.4)
Minority interests	(61.0)	(42.7)	(37.8)	(39.3)	(115.6)	(2.5)	(4.1)	(4.0)	(2.1)	(2.6)
<b>Net profit after minorities</b>	<b>3.1</b>	<b>5.5</b>	<b>3.3</b>	<b>3.6</b>	<b>7.6</b>	<b>40.3</b>	<b>42.2</b>	<b>32.4</b>	<b>27.3</b>	<b>41.2</b>

in EUR million	Large Corporates					Treasury & Investment Banking				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	38.4	39.4	43.6	45.7	48.9	21.3	16.4	15.1	9.7	13.2
Risk provisions	(8.1)	(13.1)	(1.7)	(6.9)	(11.9)	0.0	0.0	0.0	0.0	0.0
Net fee and commission income	32.3	23.8	21.5	21.4	33.5	22.1	29.5	24.2	27.1	27.1
Net trading result	0.4	0.3	0.9	0.6	0.5	16.2	50.3	22.3	1.3	10.8
General administrative expenses	(26.0)	(24.3)	(27.2)	(28.8)	(30.7)	(26.2)	(27.7)	(28.1)	(29.0)	(31.2)
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	(7.4)	2.3	7.1	(0.8)	13.3	6.3	1.8	(0.5)	(13.0)	(5.5)
<b>Pre-tax profit</b>	<b>29.6</b>	<b>28.4</b>	<b>44.2</b>	<b>31.2</b>	<b>53.5</b>	<b>39.7</b>	<b>70.3</b>	<b>33.0</b>	<b>(3.9)</b>	<b>14.5</b>
Taxes on income	(8.5)	(6.3)	(10.0)	(6.9)	(10.8)	(9.1)	(15.4)	(7.5)	0.7	(2.7)
Minority interests	0.2	(1.8)	(1.5)	(0.9)	3.1	0.0	(0.0)	(0.0)	(0.0)	(0.0)
<b>Net profit after minorities</b>	<b>21.3</b>	<b>20.4</b>	<b>32.7</b>	<b>23.4</b>	<b>45.8</b>	<b>30.7</b>	<b>55.0</b>	<b>25.6</b>	<b>(3.2)</b>	<b>11.8</b>

# Quarterly segment reporting – Central and Eastern Europe sub-segments (1)



ERSTE GROUP

in EUR million	Czech Republic					Romania				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	189.9	191.8	195.2	214.4	233.4	127.8	119.4	136.7	143.6	168.5
Risk provisions	(20.0)	(14.3)	(18.3)	(16.6)	(21.4)	(8.2)	(5.4)	(2.8)	23.0	10.6
Net fee and commission income	87.9	83.8	85.4	85.2	100.1	45.0	45.3	60.1	74.3	76.7
Net trading result	16.4	16.5	8.4	17.1	20.6	19.0	20.0	32.7	24.7	(0.9)
General administrative expenses	(169.4)	(157.3)	(164.9)	(162.8)	(177.9)	(107.6)	(108.4)	(127.1)	(140.1)	(153.1)
Income - insurance business	4.8	3.6	2.2	7.2	4.8	3.5	7.0	5.6	(4.8)	(2.4)
Other result	22.8	(2.8)	(6.3)	(11.2)	8.6	(11.6)	(1.6)	(2.9)	(3.2)	(4.6)
<b>Pre-tax profit</b>	<b>132.5</b>	<b>121.2</b>	<b>101.7</b>	<b>133.2</b>	<b>168.2</b>	<b>67.9</b>	<b>76.3</b>	<b>102.2</b>	<b>117.6</b>	<b>94.9</b>
Taxes on income	(35.4)	(30.0)	(22.8)	(35.3)	(17.7)	(11.5)	(13.0)	(17.5)	(20.5)	(15.2)
Minority interests	(4.1)	(3.9)	(0.8)	(3.3)	(3.2)	(21.8)	(19.0)	(27.9)	(31.8)	(27.8)
<b>Net profit after minorities</b>	<b>93.0</b>	<b>87.3</b>	<b>78.0</b>	<b>94.6</b>	<b>147.3</b>	<b>34.6</b>	<b>44.3</b>	<b>56.8</b>	<b>65.3</b>	<b>51.8</b>

in EUR million	Slovakia					Hungary				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	73.1	71.9	73.6	74.3	80.7	71.6	51.3	64.9	67.8	69.4
Risk provisions	(6.9)	(7.8)	(8.5)	(8.9)	(12.3)	(8.9)	(11.8)	(10.3)	(14.2)	(23.1)
Net fee and commission income	21.7	22.5	23.5	23.8	26.0	30.3	29.5	29.8	35.0	38.9
Net trading result	5.7	4.3	5.1	6.3	5.2	13.2	10.2	10.1	8.3	8.9
General administrative expenses	(47.6)	(55.7)	(55.8)	(58.3)	(52.9)	(65.6)	(60.6)	(58.1)	(57.2)	(54.2)
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	(4.2)	(1.6)	(2.2)	(7.8)	(16.3)	(7.5)	(0.4)	(10.5)	(5.8)	5.4
<b>Pre-tax profit</b>	<b>41.9</b>	<b>33.7</b>	<b>35.7</b>	<b>29.5</b>	<b>30.3</b>	<b>33.1</b>	<b>18.3</b>	<b>25.9</b>	<b>34.0</b>	<b>45.4</b>
Taxes on income	(8.3)	(2.8)	(3.0)	(2.4)	(3.2)	(8.7)	(3.3)	(5.0)	(6.8)	(15.6)
Minority interests	(0.0)	0.1	(0.0)	(0.0)	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
<b>Net profit after minorities</b>	<b>33.6</b>	<b>30.9</b>	<b>32.6</b>	<b>27.1</b>	<b>27.1</b>	<b>24.4</b>	<b>14.9</b>	<b>20.8</b>	<b>27.1</b>	<b>29.7</b>



# Quarterly segment reporting – Central and Eastern Europe sub-segments (2)



ERSTE GROUP

in EUR million	Croatia					Serbia				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	30.7	33.9	40.3	41.1	44.0	3.7	3.6	3.4	4.6	4.6
Risk provisions	(2.0)	(2.4)	(3.5)	(5.8)	(6.1)	(1.7)	(0.6)	0.3	0.8	(0.4)
Net fee and commission income	8.8	10.2	17.9	19.7	20.8	1.6	0.9	1.3	1.4	1.8
Net trading result	6.2	2.8	0.6	10.5	5.0	(0.2)	0.2	0.5	0.2	0.6
General administrative expenses	(23.4)	(22.7)	(31.0)	(32.3)	(32.5)	(9.8)	(6.6)	(6.9)	(6.8)	(8.1)
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	2.1	(0.8)	(1.0)	(5.6)	(0.2)	1.5	(0.1)	(0.1)	0.6
<b>Pre-tax profit</b>	<b>21.2</b>	<b>23.8</b>	<b>23.4</b>	<b>32.3</b>	<b>25.6</b>	<b>(6.6)</b>	<b>(1.1)</b>	<b>(1.5)</b>	<b>0.1</b>	<b>(0.9)</b>
Taxes on income	(4.0)	(4.8)	(4.8)	(6.5)	(6.8)	0.0	0.1	0.1	(0.0)	0.3
Minority interests	(6.0)	(6.8)	(5.4)	(8.4)	(5.8)	(0.0)	0.0	0.2	(0.1)	0.1
<b>Net profit after minorities</b>	<b>11.1</b>	<b>12.2</b>	<b>13.2</b>	<b>17.4</b>	<b>12.9</b>	<b>(6.6)</b>	<b>(1.0)</b>	<b>(1.2)</b>	<b>(0.0)</b>	<b>(0.5)</b>

in EUR million	Ukraine				
	Q4 06	Q1 07	Q2 07	Q3 07	Q4 07
Net interest income	0.0	1.7	2.0	2.9	1.5
Risk provisions	0.0	(0.7)	(1.8)	(4.6)	(3.2)
Net fee and commission income	0.0	0.1	0.1	0.4	0.5
Net trading result	0.0	1.1	(1.0)	0.1	3.4
General administrative expenses	0.0	(2.3)	(6.3)	(6.8)	(9.9)
Income - insurance business	0.0	0.0	0.0	0.0	0.0
Other result	0.0	0.1	0.0	(0.0)	(0.2)
<b>Pre-tax profit</b>	<b>0.0</b>	<b>(0.1)</b>	<b>(6.9)</b>	<b>(7.9)</b>	<b>(8.0)</b>
Taxes on income	0.0	0.1	1.3	1.4	1.2
Minority interests	0.0	0.0	0.0	0.0	0.0
<b>Net profit after minorities</b>	<b>0.0</b>	<b>(0.1)</b>	<b>(5.7)</b>	<b>(6.5)</b>	<b>(6.8)</b>

# Group capital adequacy\* – Tier 1 and solvency ratios within target ranges

in EUR million	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
<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	6,674
<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	11,114
<b>Risk weighted assets</b>	26,488	27,750	31,879	37,803	60,257	62,188	65,384	75,078	94,129	95,091
<b>Tier 1 ratio (%)</b>	6.1	6.3	6.7	6.2	6.3	6.3	6.7	6.8	6.6	7.0
<b>Solvency ratio (%)</b>	11.0	10.8	11.2	10.7	11.0	10.7	10.7	11.0	10.3	10.5
<b>Market capitalisation</b>	2,020	1,950	2,417	3,006	3,837	5,873	9,489	11,442	18,319	15,340
<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	27.0
<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	1.8

\* Data reflects implementation of Basel II as of 1 January 2007

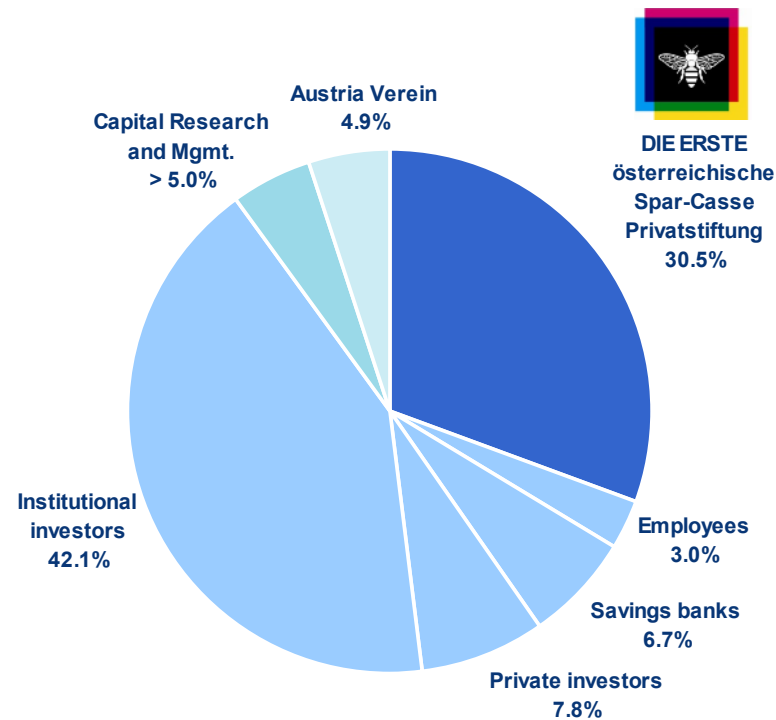
<sup>1</sup> Total eligible qualifying capital

<sup>2</sup> 1998 – 2003 data adjusted for 4:1 stock split

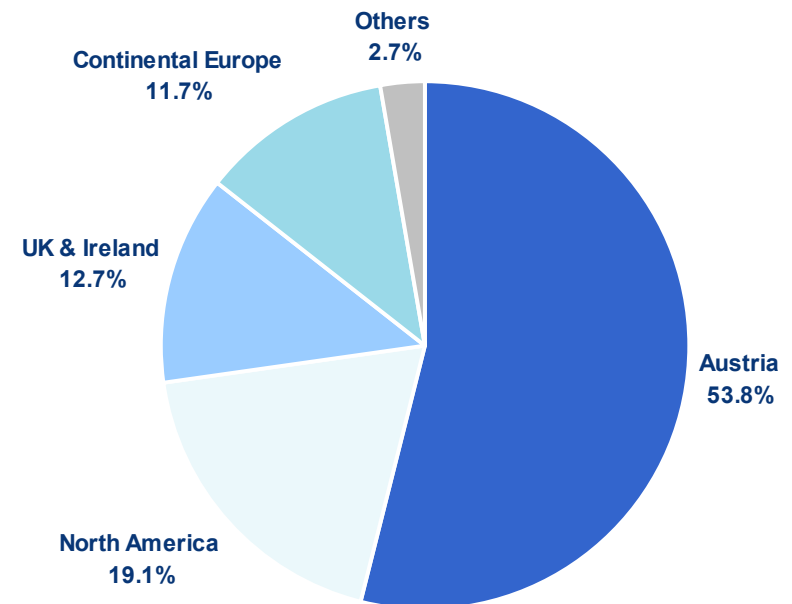
# Shareholder structure –

## Total number of shares: 316,288,945

### By investor



### By region



# Investor relations contacts



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