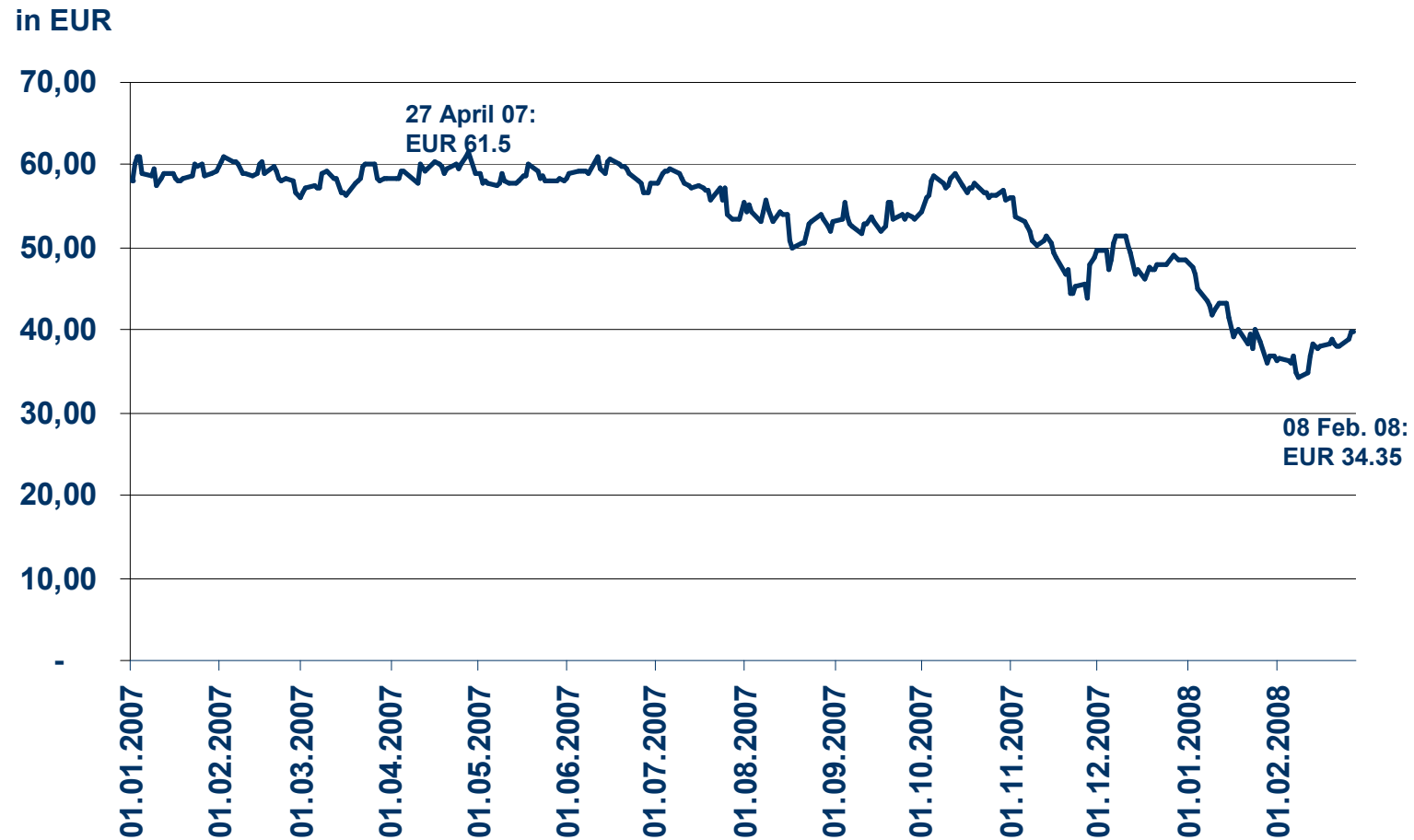


FY 2007 results presentation Erste Bank-Group

29 February 2008, Vienna



Share price development



Overview of key figures

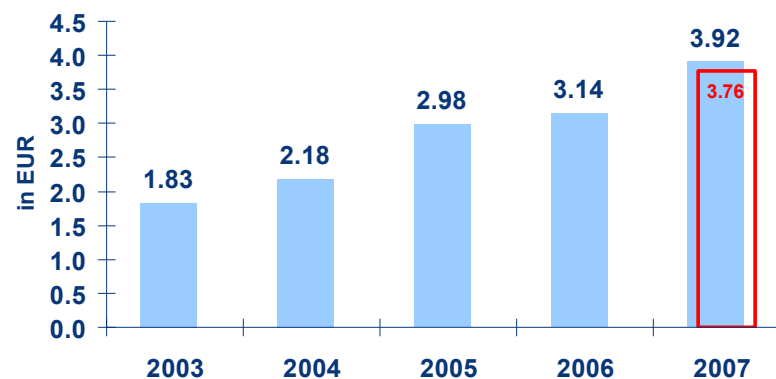
➤ Net interest income	+ 23.7%	to EUR 3.945,8 million
➤ Net commission income	+ 28.5%	to EUR 1.857,9 million
➤ Operating income	+ 25.1%	to EUR 6.189,8 million
➤ General and administrative expenses	+ 23.7%	to EUR 3.642,1 million
➤ Operating result	+ 27.2%	to EUR 2.547,7 million

Overview of key figures

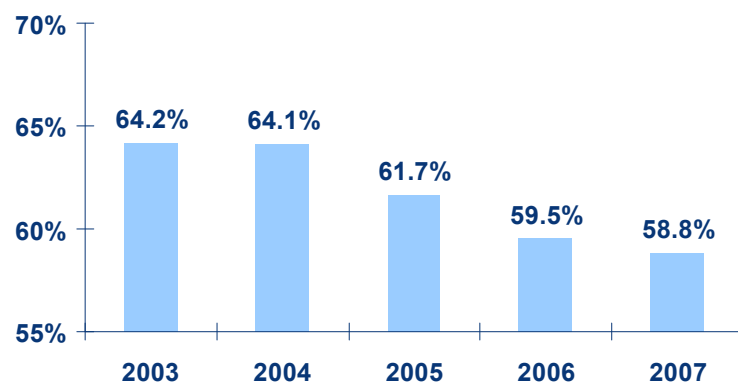
➤ Pre-tax profit	+ 26.6%	to EUR 1,927.6 million
➤ Net profit after tax	+ 26.0%	to EUR 1,174.7 million
➤ Total assets	+ 10.4 %	to EUR 200.5 billion
➤ Core capital ratio	7.0 %	Dec. 2006: 6.6 %

Financial Highlights 2007

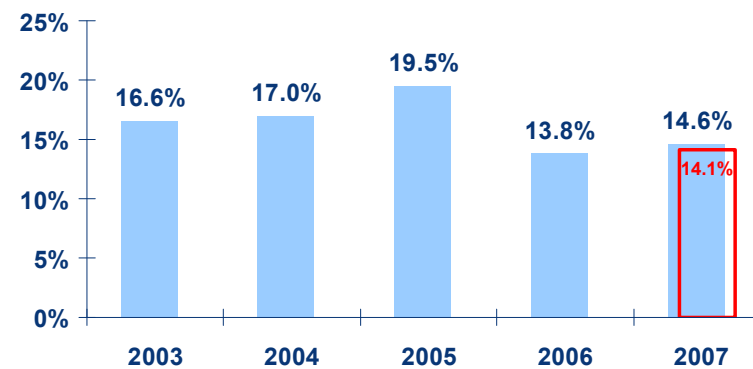
Cash earnings per share *



Cost/income ratio

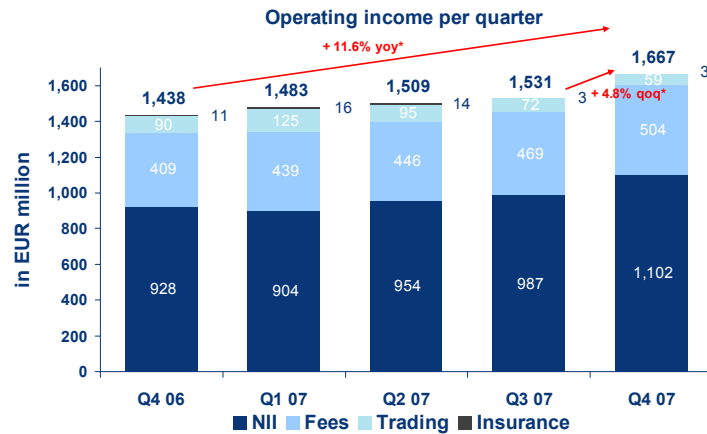


Cash return on equity *



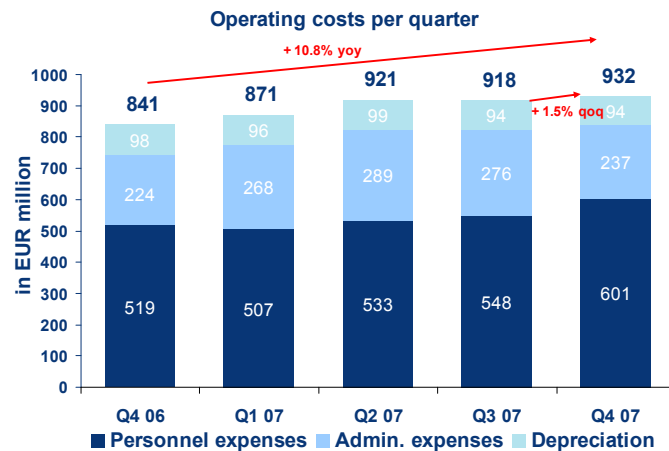
*) Red bars for 2007 denote reported EPS and ROE respectively. Decline in reported and cash ROE reflects 2006 capital increase.
EPS calculation based on average number of shares for the period (ex treasury shares and shares owned by savings banks with EB participations).

Q4 2007 operating highlights

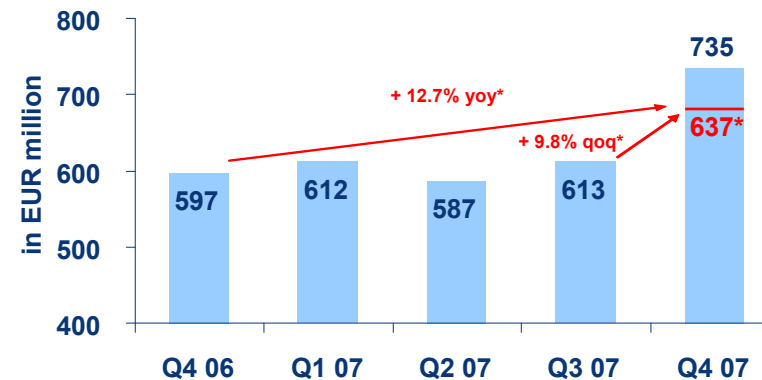


– Strong operating performance supported by contained cost growth

- Operating expenses increase by 23.7%, outperforming guidance of 25% cost growth for 2007
- Adjusted for acquisitions and one-off Group projects (EUR 58m) costs increase is 6.2% yoy



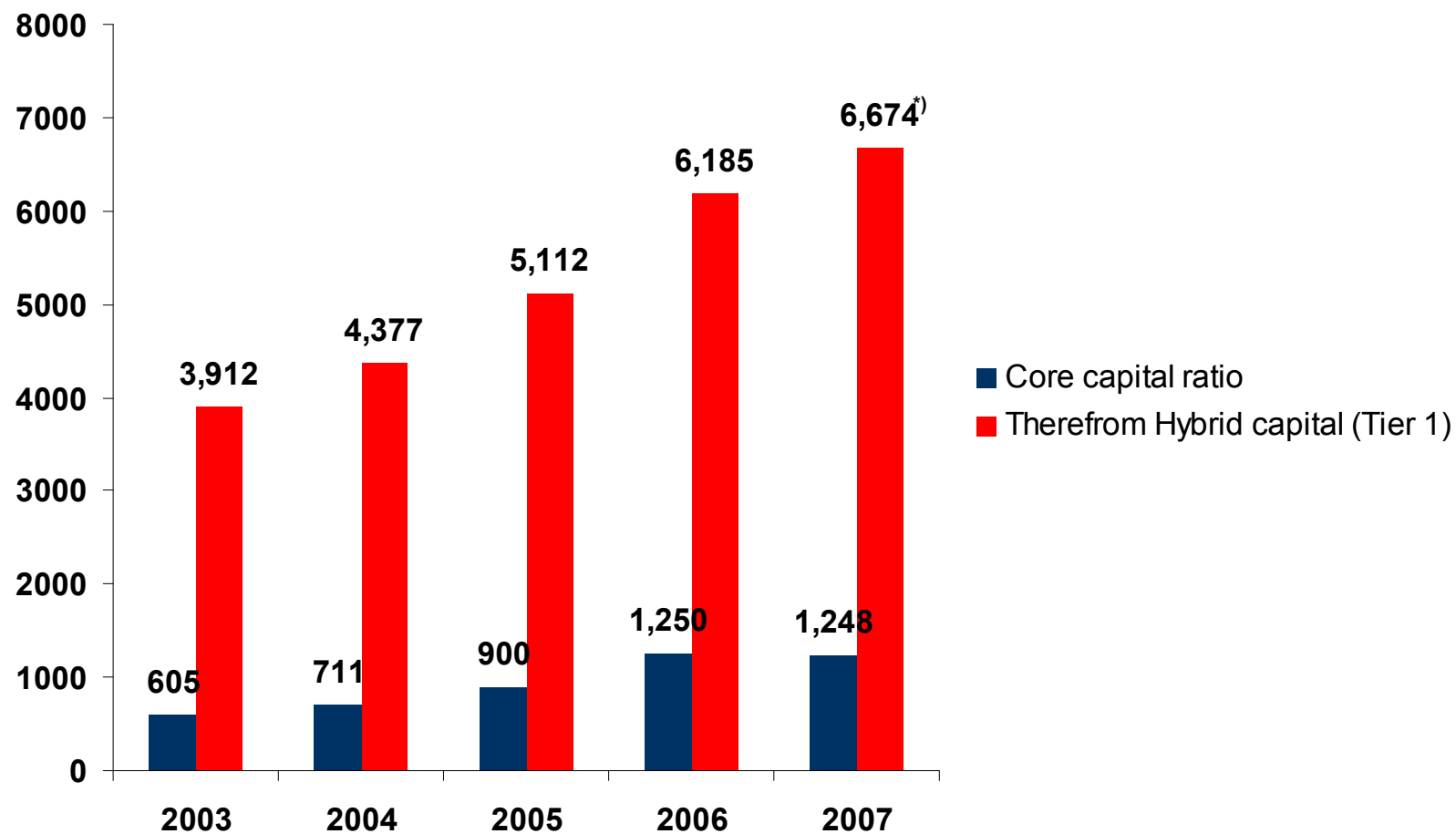
Quarterly operating result



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

Tier 1 ratio at record level

in EUR million



Erste Bank-Group – Balance sheet and income statement 2007

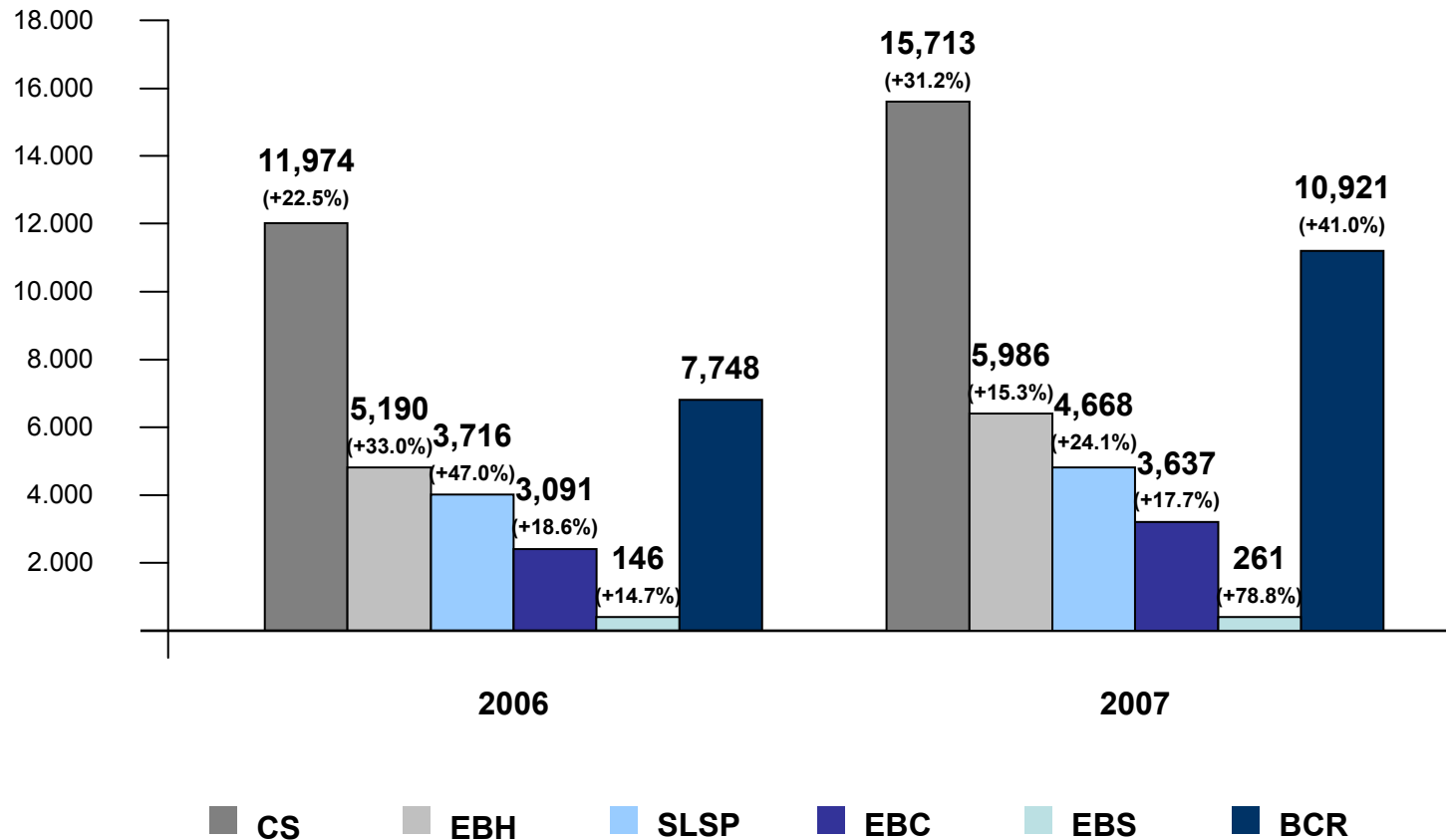


Balance sheet (assets)

in EUR million	Dez 07	Dez 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%
Total assets	200,519	181,703	10.4%
Risk-weighted assets	95,091	94,129	1.0%

Development Customer loans CEE

in EUR million



Balance sheet (liabilities and shareholders' equity)

in EUR million	Dez 07	Dez 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%
Total liabilities and equity	200,519	181,703	10.4%
Tier 1 ratio	7.0%	6.6%	
Solvency ratio	10.5%	10.3%	

2007 income statement according to IFRS

in EUR million	2007	2006	Change
Net interest income	3,945.8	3,189.3	23.7%
Risk provisions for loans and advances	(454.7)	(439.1)	3.6%
Net fee and commission income	1,857.9	1,445.9	28.5%
Net trading result	351.1	277.9	26.4%
General administrative expenses	(3,642.1)	(2,945.3)	23.7%
Income from insurance business	35.0	35.8	(2.3%)
Other operating result	(169.3)	(144.0)	(17.5%)
Result from financial assets - FV	(47.8)	(4.5)	na
Result from financial assets - AfS	51.0	100.0	(49.0%)
Result from financial assets - HtM	0.7	6.2	(88.4%)
Pre-tax profit	1,927.6	1,522.2	26.6%
Taxes on income	(377.6)	(339.8)	11.1%
Minority interests	(375.3)	(250.2)	50.0%
Net profit after minorities	1,174.7	932.2	26.0%
Operating income	6,189.8	4,948.9	25.1%
Operating expenses	(3,642.1)	(2,945.3)	23.7%
Operating result	2,547.7	2,003.6	27.2%

Core segments – CEE contribution strongly increases due to BCR

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)
Pre-tax profit	790.2	698.7	1,246.4	808.5	161.9	160.0	(270.8)	(144.9)	1,927.7	1,522.3
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)
Net profit after minorities	374.5	345.9	869.6	563.7	121.9	118.2	(191.2)	(95.6)	1,174.8	932.2
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
Cost/income ratio	61.7%	62.6%	55.1%	56.1%	19.7%	18.9%	n.a.	n.a.	58.8%	59.5%
ROE based on net profit	18.7%	18.3%	41.2%	36.0%	27.4%	23.5%	n.a.	n.a.	14.1%	13.7%

Core segment – Austria



ERSTE GROUP

Target achieved: Retail & Mortgage net profit up 15%

in EUR million	Savings Banks		Retail & Mortgage		Large Corporates		Treasury & IB		Austria	
	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
Pre-tax profit	320.4	246.1	198.4	178.3	157.4	115.4	114.0	158.9	790.2	698.7
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)
Net profit after minorities	20.0	15.8	143.1	123.4	122.2	83.0	89.1	123.7	374.5	345.9
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
Cost/income ratio	65.6%	67.0%	66.9%	68.9%	39.6%	38.8%	46.9%	41.5%	61.7%	62.6%
ROE based on net profit	8.8%	6.0%	18.8%	14.1%	16.9%	16.4%	31.6%	51.2%	18.7%	18.3%

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

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)
Pre-tax profit	524.3	451.7	391.0	67.9	129.1	134.3	123.4	111.8
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)
Net profit after minorities	407.3	324.4	218.2	34.6	117.6	107.7	92.6	85.2
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
Cost/income ratio	52.2%	55.7%	58.3%	55.1%	53.4%	53.9%	54.2%	55.2%
ROE based on net profit	49.2%	40.7%	45.7%	34.6%	38.1%	44.8%	29.8%	31.0%

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

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)
Pre-tax profit	105.0	64.1	(3.4)	(21.3)	(23.0)	0.0	1,246.4	808.5
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)
Net profit after minorities	55.7	32.9	(2.7)	(21.2)	(19.1)	0.0	869.6	563.7
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
Cost/income ratio	48.1%	52.6%	n.a.	n.a.	n.a.	n.a.	55.1%	56.1%
ROE based on net profit	39.2%	24.1%	n.a.	n.a.	n.a.	n.a.	41.2%	36.0%

Erste Bank-Group – Outlook & Targets

Net profit growth

2008: > 20%

2009: > 25%

Cost/income ratio

Below 55% in 2009

Return on equity

18 - 20% in 2009

Macro data Eurozone vs. CEE



Economic growth

	GDP growth		
	07e	08e	09e
US	+2.3%	+2.3%	+2.6%
CEE ¹⁾	+5.3%	+4.5%	+4.6%
Euroland	+2.6%	+2.1%	+2.3%

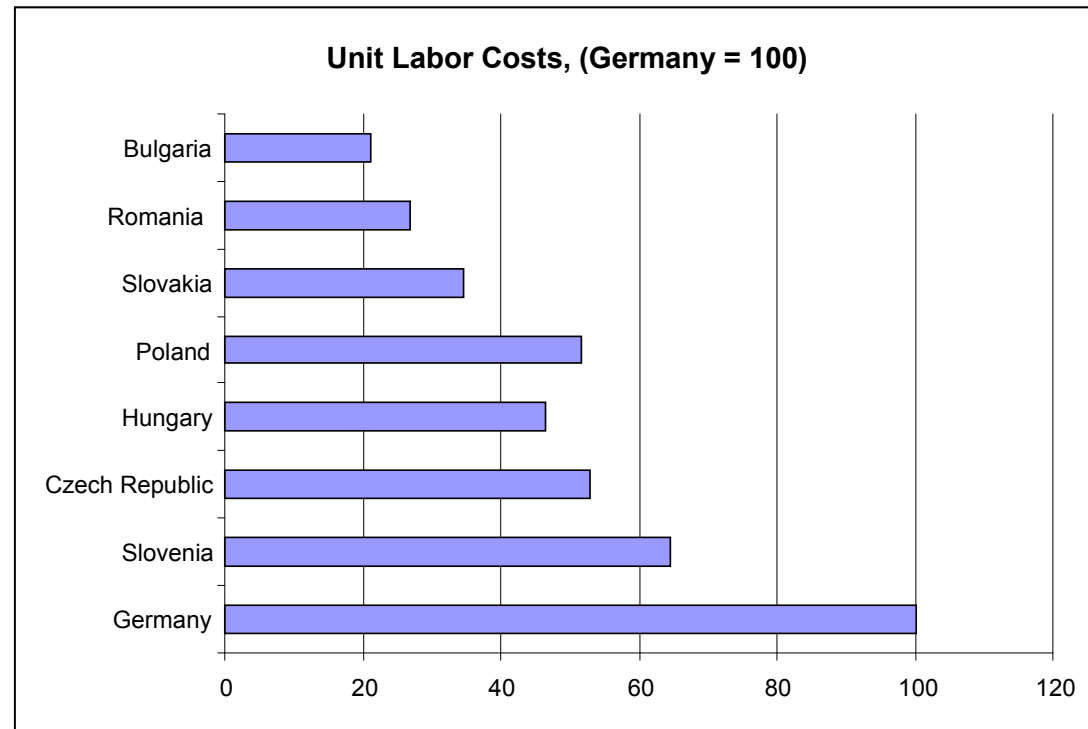


Growth in CEE is twice as high as in the Eurozone

Long-term outlook CEE

3 reasons why economic growth is expected to be above EU average for many years to come:

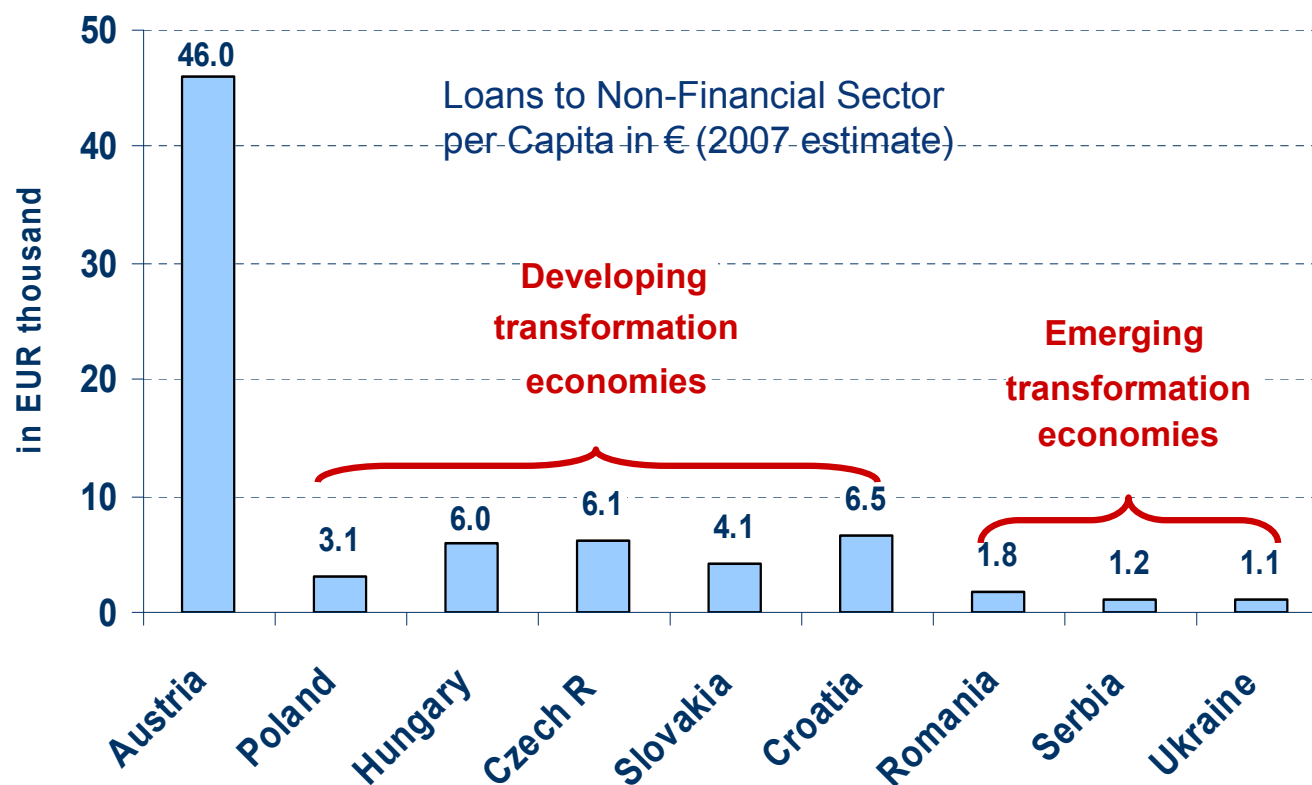
- 1. Low wages in relation to productivity (= Unit Labour Costs) offer a competitive advantage.**
- 2. Productivity will soon approach Euroland levels.**
- 3. Wages are likely to catch up: this will support domestic demand.**



Source: Datastream, Eurostat

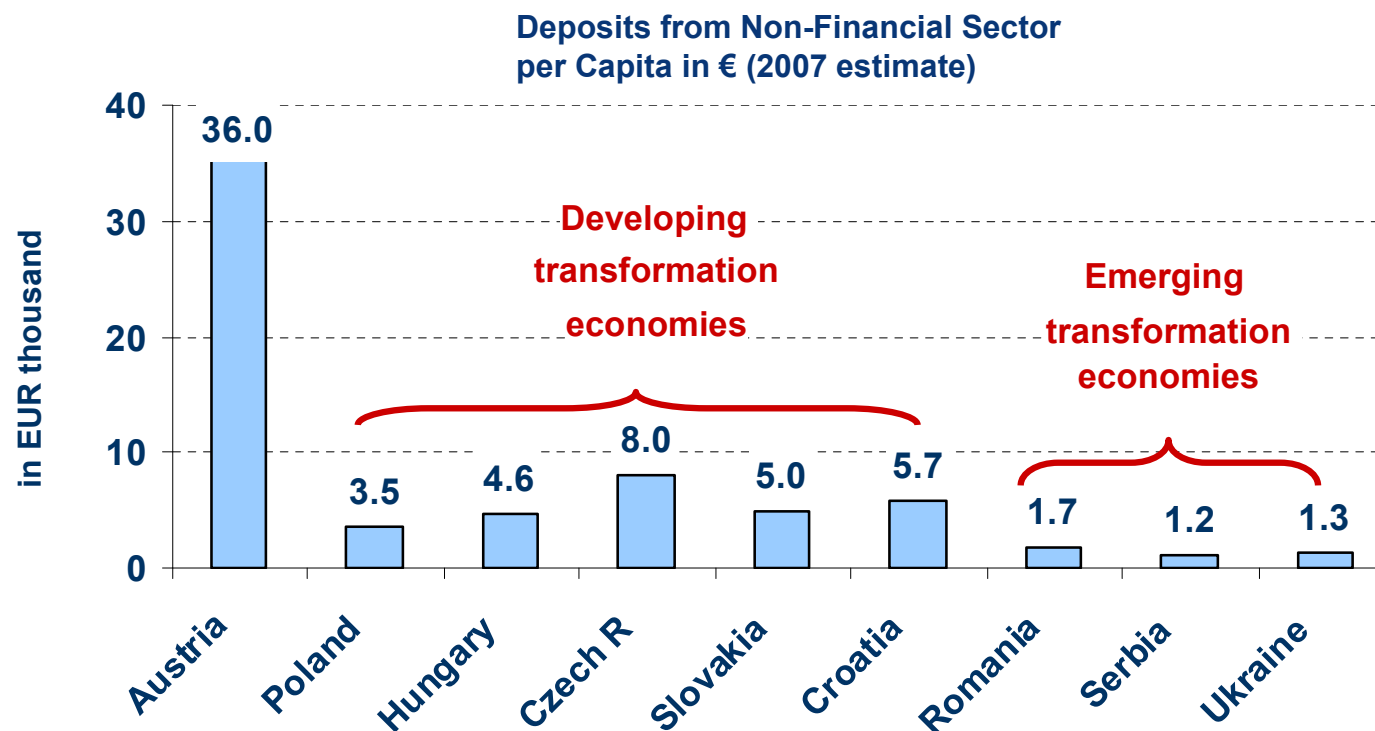
High potential within the credit business...

Total loan volumes in CEE + SEE are 7-40 times lower than those in Austria

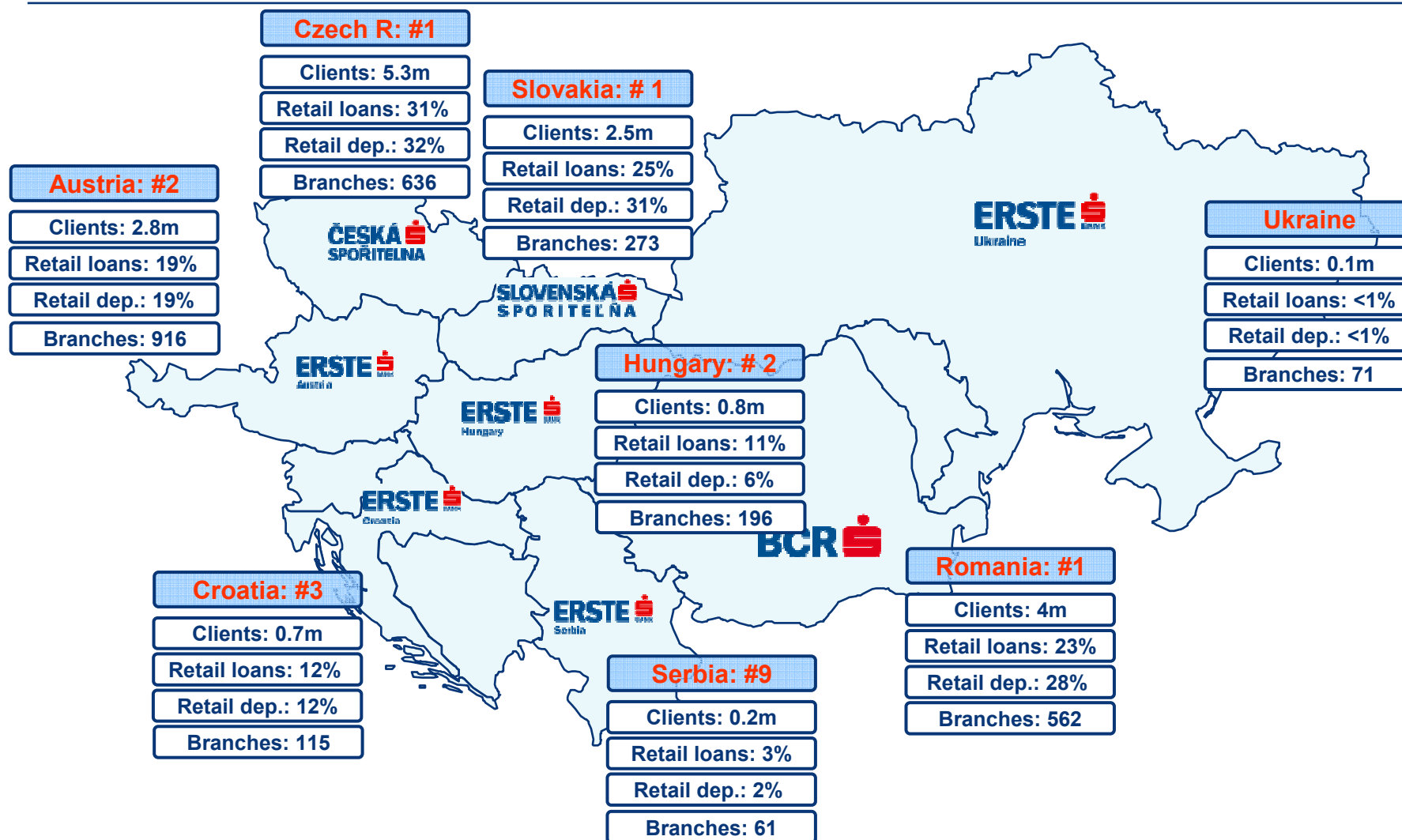


... and in the deposit business

Total deposits per capita in CEE + SEE are 5-30 times lower than in Austria

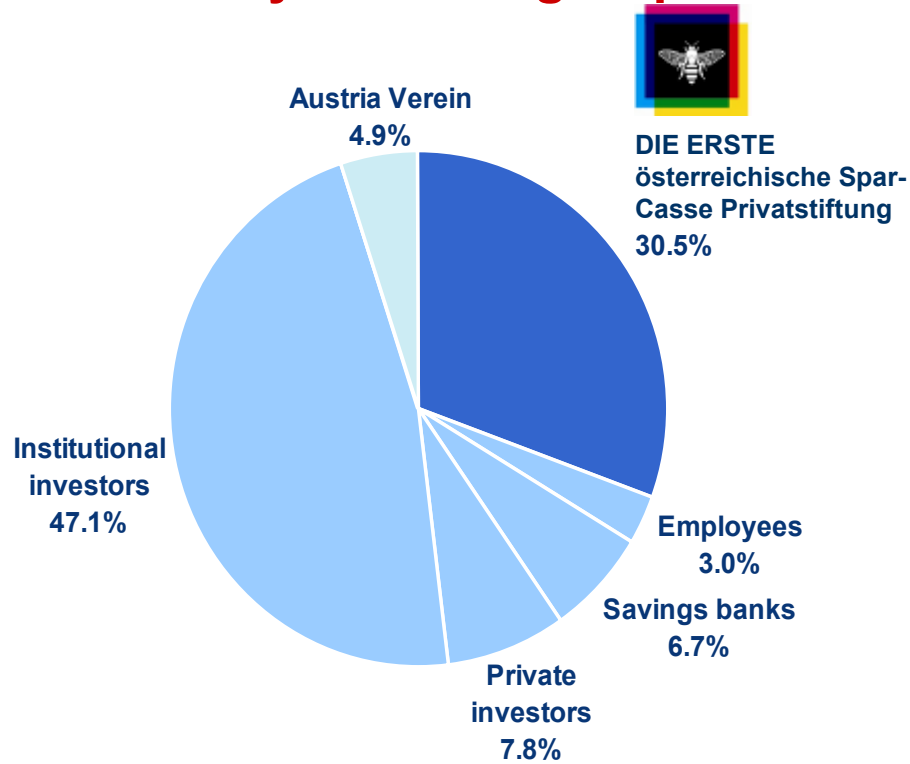


Erste Bank-Group in a rapidly growing CEE-market

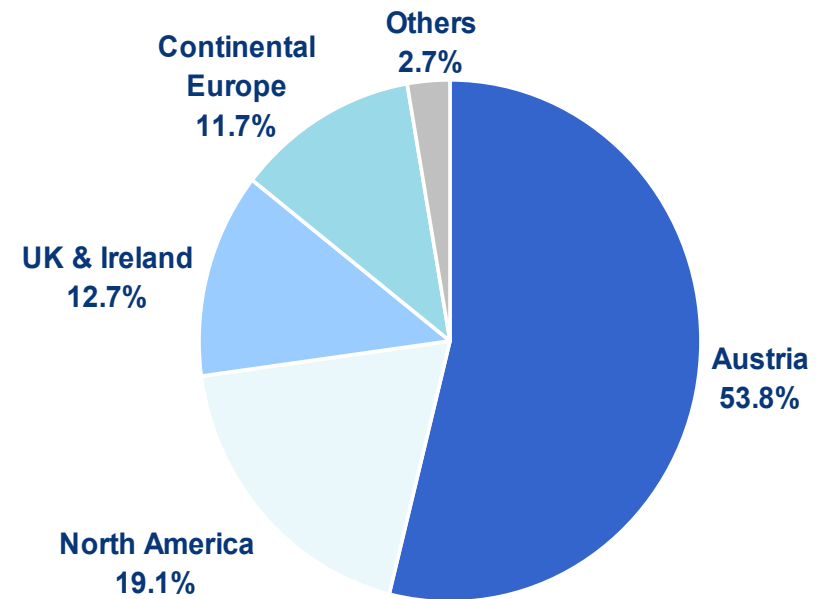


Shareholder structure

By investor groups



By regions



Free float: 64.6%
Total number of shares: 316,288,945



8 countries – more than 16 m customers – one banking group