

Erste Group investor presentation – FY 2012 preliminary results

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Cost control, declining risk costs & higher capital ratios

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Executive summary –

Erste Group improved capital substantially in 2012

Income statement – FY 2012 view

- Net profit of EUR 483.5m impacted by positive and negative one-off items
 - All extraordinary items together resulted in a net negative effect of EUR 360.7m; banking tax alone amounted to EUR 187.4m post-tax (EUR 244.0m pre-tax)
- Risk costs decreased to EUR 1,980.0m (FY 2011: EUR 2,266.9m)

Income statement – Q4 vs Q3 12

- Net loss of EUR 113.8m due to non-recurring items in Q4 12
 - Goodwill adjustment of EUR 304.9m mainly for Romanian subsidiary BCR
 - Loss on sale of Erste Bank Ukraine of EUR 75.0m
- Risk costs rose to EUR 514.7m due to high provisions in Romania

Balance sheet

- Customer deposits up yoy on strong inflows in CZ, HU, HR and SK
- Loan/deposit ratio improved to 107.2% (YE 2012) vs 113.3% at YE 2011
- EUR 4.0bn in LTRO funds repaid ytd, reflecting strong funding position

Asset quality

- NPLs decreased for 2nd consecutive quarter, NPL ratio at 9.2% (Dec 12)
- NPL coverage ratio increased to 62.6% (Dec 11: 61.0%)
- Positive migration trends with low risk share increasing in AT, CZ and SK

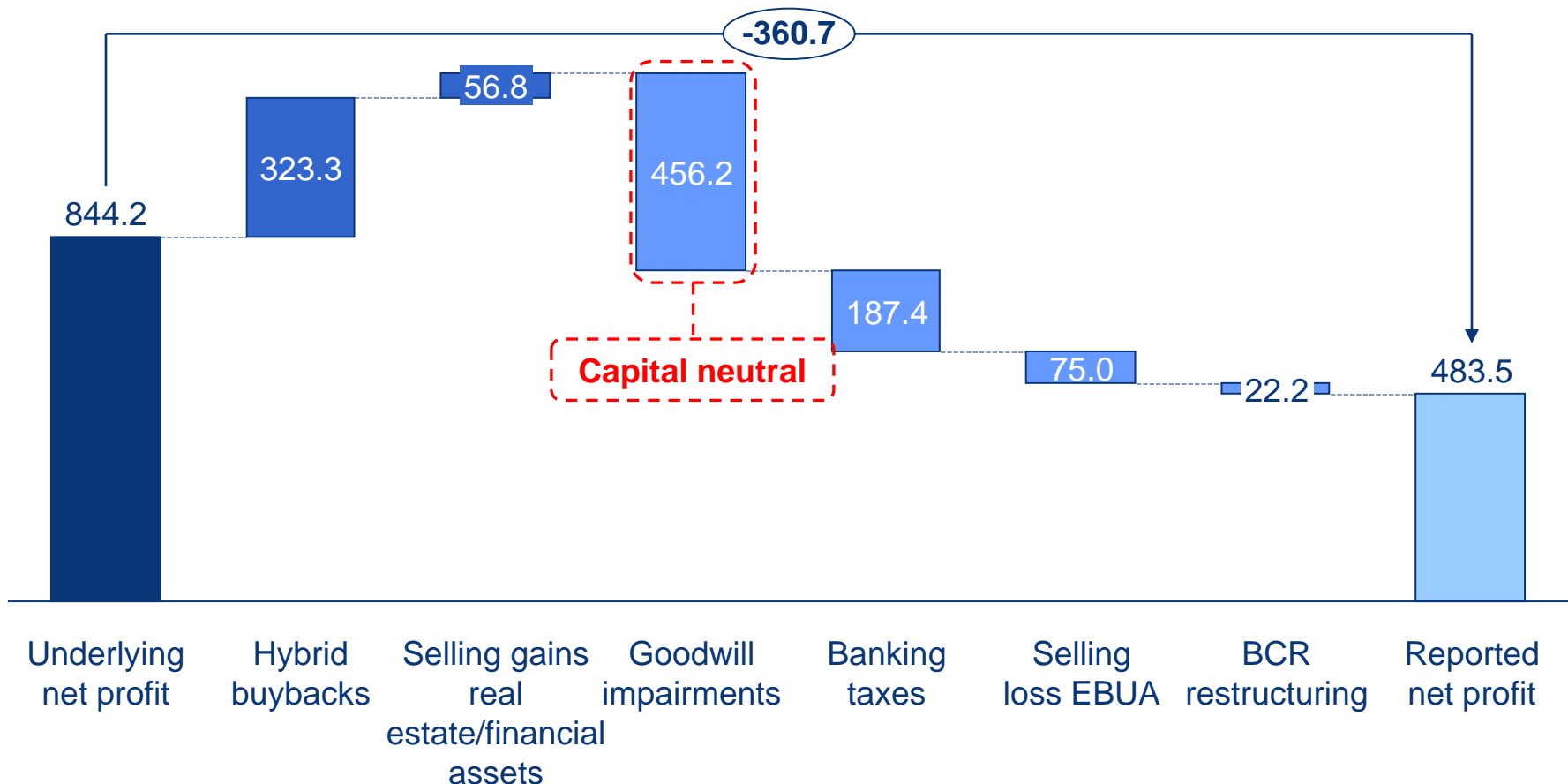
Capital

- Core tier 1 ratio (Basel 2.5) at 11.2% as of Dec 12 (Dec 11: 9.4%)
- Solvency ratio up to 15.5% as of Dec 12 (Dec 11: 14.4%)
- Decrease in risk-weighted assets by 7.6% yoy

Executive summary –

Net profit adjusted for extraordinary effects (EUR m)

- 2012 positive extraordinary effects: EUR 380.1m (post-tax)
- 2012 negative extraordinary effects: EUR 740.8m (post-tax)



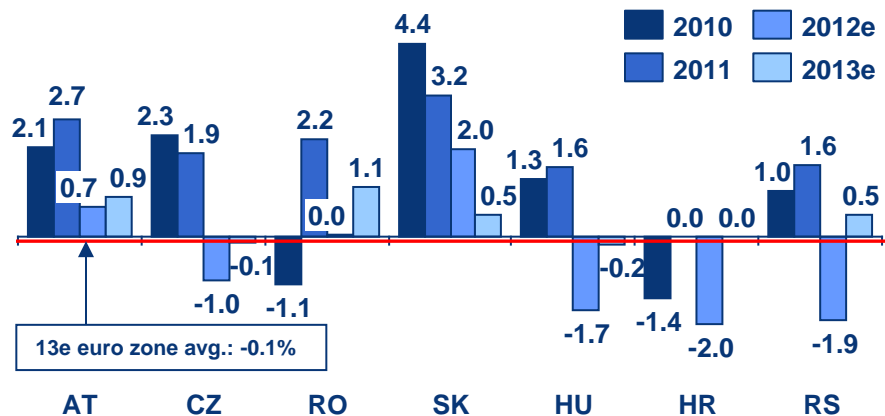
- **Business performance**
- BCR update
- Credit risk
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- **Appendix**
 - Segments
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 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Operating environment: macro trends –

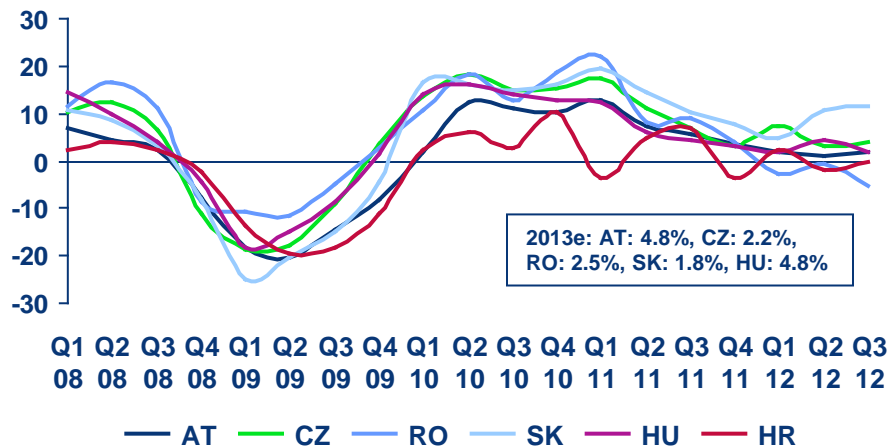
CEE continued to outgrow the euro zone in 2012

- Eurozone's weakness still a drag on economic development in CEE
- Several countries following through with austerity measures to limit public debt
- HU and RO successfully tapped international markets with USD bond issues lately
- CEE will benefit from lower indebtedness and positive economic fundamentals

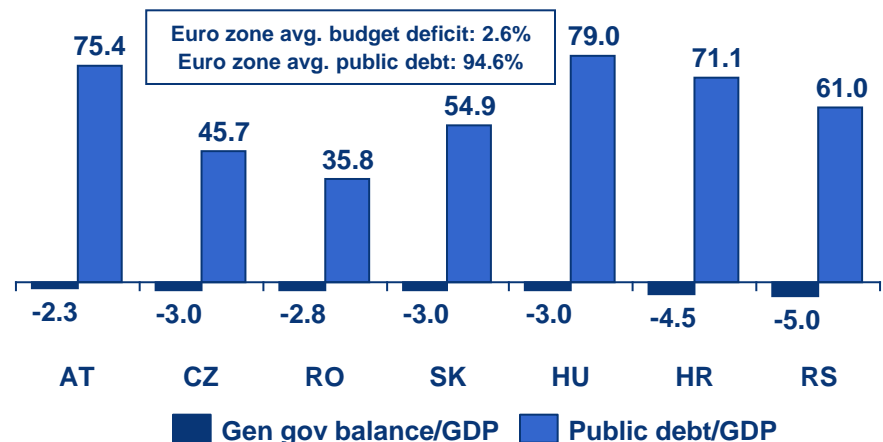
Real GDP growth in Erste Group's core markets (in %)



Export growth in Erste Group's core markets (% , yoy)



Public debt in Erste Group's core markets (in %, 13e)



Operating environment: macro trends –

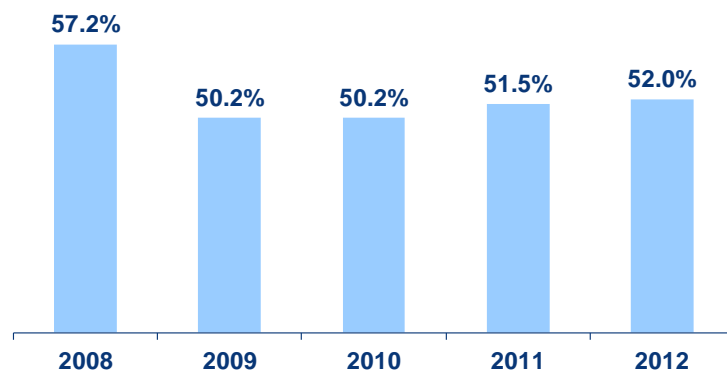
What happened in CEE over the last months?

- **AT: Despite positive fundamentals Austria's export orientated economy started to be affected by declining demand in several of its key markets**
- **CZ: Economy in shallow but protracted recession**
 - Euro zone weakness, fiscal restriction and weak household demand continued to weigh on economy
 - Underlying fundamentals (deficit, net exports, current account, banking sector) remain strong
- **HU: Difficult economic environment continues to weigh on country**
 - NBH continued to cut interest rate in recent months; currently 5.25%
 - Government yields declined to multi year lows
- **RO: Incumbent government received strong mandate in 9 Dec 12 general elections**
 - Renegotiation of IMF agreement, growth orientated reforms and improvement of EU subsidies absorption rate are key topics for newly elected government
 - Private consumption improved over last months on the back of higher salaries in the public sector
 - RON central bank rate at 5.25%, forecast to remain stable
 - Successful implementation of infrastructure projects remain key for economic development
- **SK: Industrial production up 11.0% yoy in 2012, driven by strong car industry**

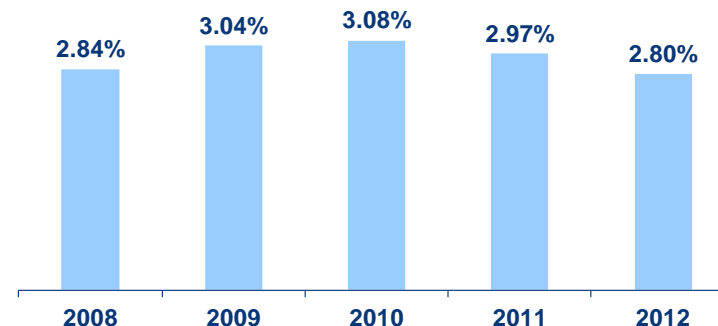
Key financial indicators –

EPS and ROE impacted by goodwill adjustments

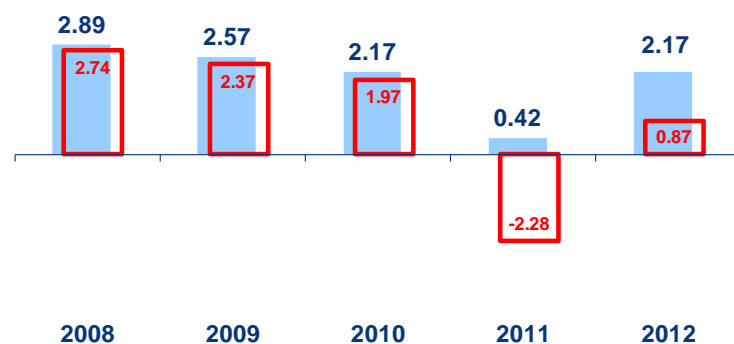
YTD cost income ratio



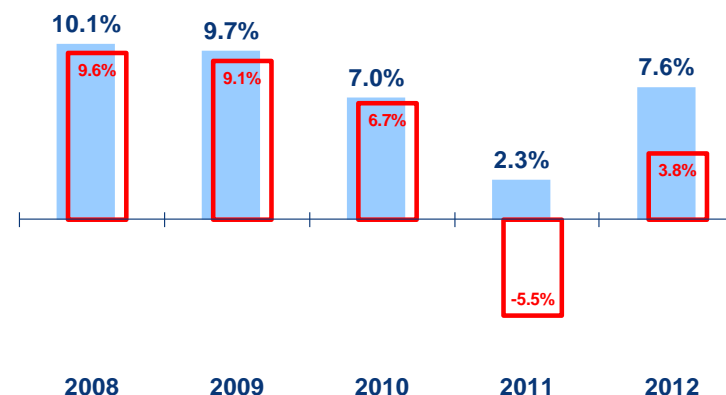
YTD net interest margin



Cash earnings per share**



Cash return on equity**



** Red bars denote reported EPS and ROE respectively.

Cash EPS and EPS calculated on average number of shares of 391.6m. Cash EPS and Cash ROE adjusted for non-cash items totalling EUR 507.0m in 2012 (Goodwill adjustments and linear amortisation of customer relationships after tax and non-controlling interests) but Cash EPS adjusted for dividend on participation capital (EUR 141.1m).

Income statement (IFRS) FY 2012 –

Continued solid underlying earnings power

in EUR million	2012	2011	Change	Comment
Net interest income	5,235.3	5,569.0	(6.0%)	Declining margins, non-core business reduction
Risk provisions for loans	(1,980.0)	(2,266.9)	(12.7%)	Extraordinary risk costs (HU in 2011, RO in 2012)
Net fee and commission income	1,720.8	1,787.2	(3.7%)	Reduced securities business in 2012, uptick in Q4
Net trading result	273.4	122.3	>100.0%	2011 impacted by negative one-offs
General administrative expenses	(3,756.7)	(3,850.9)	(2.4%)	Strict cost control across the group
Other operating result	(724.3)	(1,589.9)	(54.4%)	Buybacks, goodwill adjustments & Ukraine in 2012
<i>Banking taxes</i>	<i>(244.0)</i>	<i>(132.1)</i>	<i>84.7%</i>	
Result from financial instruments - FV	(3.6)	0.3	na	
Result from financial assets - AfS	56.2	(66.2)	na	Selling gains on financial assets
Result from financial assets - HtM	(19.9)	(27.1)	(26.6%)	Selling losses & impairments on non-core assets
Pre-tax profit/loss	801.2	(322.2)	na	
Taxes on income	(170.2)	(240.4)	(29.2%)	
Net profit/loss for the period	631.0	(562.6)	na	
Non-controlling interests	147.5	156.3	(5.6%)	
Owners of the parent	483.5	(718.9)	na	

- Reduction of non-core assets, investments in highly liquid but low yielding assets and gradual shift in loan book on tepid demand for unsecured loans led to decrease in NII year-on-year
- One-off income of EUR 413.2m pre-tax from buyback of tier 1 and tier 2 instruments (other operating result)
- Goodwill adjustment of EUR 514.9m (other operating result)
- Selling loss on disposal of Erste Bank Ukraine EUR 75.0m

Income statement (IFRS) Q4 12 – Goodwill adjustment and sale of EB Ukraine

in EUR million	Q4 12	Q3 12	Change	Comment
Net interest income	1,266.4	1,317.2	(3.9%)	Weaker money market contribution, valuations
Risk provisions for loans	(514.7)	(483.5)	6.5%	Risk costs up in HU & GCIB, down in CZ, AT, RO
Net fee and commission income	436.5	418.8	4.2%	Securities business started to improve
Net trading result	82.0	69.9	17.3%	Strong government bond & CEE FX trading
General administrative expenses	(930.6)	(938.7)	(0.9%)	Stringent cost control across the group
Other operating result	(510.3)	(145.9)	>100.0%	Selling loss on Ukraine and goodwill adjustments
<i>Banking taxes</i>	(71.0)	(58.5)	21.4%	
Result from financial instruments - FV	(39.9)	(6.1)	>100.0%	Valuation of own issues through fair value
Result from financial assets - AfS	37.0	15.5	>100.0%	Selling gains mainly on AT government bonds
Result from financial assets - HtM	(0.6)	0.5	na	
Pre-tax profit/loss	(174.2)	247.7	na	
Taxes on income	80.9	(54.5)	na	
Net profit/loss for the period	(93.3)	193.2	na	
Non-controlling interests	20.5	49.5	(58.6%)	
Owners of the parent	(113.8)	143.7	na	

- NII decreased qoq on reduced money market contribution, swap valuations, business margins stable
- Net fee and commission income started to increase on improved client activity in securities business
- Strong quarterly net trading result due to strong government bond, equity, and CEE FX trading in Q4 12
- Risk costs increased in GCIB mainly in GLC and in HU due to methodological effects (LGD adjustments)
- Goodwill adjustments of EUR 304.9m mainly on BCR, selling loss on disposal of EB Ukraine EUR 75.0m in Q4 12
- Successful efforts to reduce cost base continued in Q4 12, despite one-off Romanian restructuring charges

Balance sheet (IFRS) –

RWAs decreased by EUR 8.7bn or by 7.6% yoy

in EUR million	Dec 12	Dec 11	Change	Comment
Cash and balances with central banks	9,740	9,413	3.5%	
Loans and advances to credit institutions	9,074	7,578	19.7%	Excess liquidity deposited with central banks
Loans and advances to customers	131,928	134,750	(2.1%)	Reduction in GCIB, HU (FX law) & EB Ukraine
Risk provisions for loans and advances	(7,644)	(7,027)	8.8%	Driven by Hungary & Romania
Derivative financial instruments	13,289	10,931	21.6%	
Trading assets	5,178	5,876	(11.9%)	
Financial assets - FV	716	1,813	(60.5%)	Reduction of non-core assets
Financial assets - AfS	22,418	20,245	10.7%	} Basel 3, excess liquidity and deposit growth invested (bonds, CEE region)
Financial assets - HtM	18,975	16,074	18.0%	
Equity holdings in associates	174	173	0.6%	
Intangible assets	2,894	3,532	(18.1%)	Goodwill adjustments
Property and equipment	2,228	2,361	(5.6%)	
Investment properties	1,023	1,139	(10.2%)	
Current tax assets	128	116	10.3%	
Deferred tax assets	657	702	(6.4%)	
Assets held for sale	708	87	>100.0%	Erste Bank Ukraine
Other assets	2,338	2,243	4.2%	
Total assets	213,824	210,006	1.8%	
Risk-weighted assets	105,323	114,019	(7.6%)	Reduction of non-core assets across group

- Customer loans declined on reduction in International Business (GCIB) and real estate business, FX conversion law in Hungary and the reclassification of Ukrainian loans as assets held for sale
- Reduction of non-core assets, limited loan demand also led to decrease of EUR 8.7bn in total RWAs
- Financial assets (sovereign bonds) rose as a result of preparatory actions to meet Basel 3 liquidity requirements as of 2014 (e.g. LCR) and because of investing surplus liquidity from growth in customer deposits

Balance sheet (IFRS) –

Net profit and OCI drove substantial increase in equity

in EUR million	Dec 12	Dec 11	Change	Comment
Deposits by banks	21,822	23,785	(8.3%)	Lower funding requirements
Customer deposits	123,053	118,880	3.5%	Growth mainly in AT, CZ, SK & HU
Debt securities in issue	29,427	30,782	(4.4%)	Lower funding requirements
Value adjustment for portfolio fair value hedges	1,220	915	33.3%	
Derivative financial instruments	10,878	9,337	16.5%	
Trading liabilities	481	536	(10.3%)	
Provisions	1,488	1,580	(5.8%)	
Current tax liabilities	53	34	55.9%	
Deferred tax liabilities	324	345	(6.1%)	
Liabilities associated with assets held for sale	339	0	na	Erste Bank Ukraine
Other liabilities	3,078	2,849	8.0%	
Subordinated liabilities	5,323	5,783	(8.0%)	Buyback of own issues
Total equity	16,338	15,180	7.6%	Strong net profit and OCI in 2012
Non-controlling interests	3,483	3,143	10.8%	
Owners of the parent	12,855	12,037	6.8%	
Total liabilities and equity	213,824	210,006	1.8%	
Core tier 1 ratio	11.2%	9.4%		

- Total comprehensive income of EUR 1,389.9m drove increase in equity; other comprehensive income improved primarily on positive valuation of the AfS reserve
- Deposits grew mainly in core Retail & SME business in Austria, Czech Republic, Croatia, Slovakia and Hungary
- Capital ratios improved substantially on retained earnings for the year and lower RWAs

Segment highlights –

Improvement in CZ, EBOe, GM and HU, bottom in RO

Top segment performers in FY 2012:

in EUR million	Czech Republic			Slovakia			EB Oesterreich			Group Markets		
	2012	2011	Δ	2012	2011	Δ	2012	2011	Δ	2012	2011	Δ
Operating income	1,581	1,634	(3%)	538	553	(3%)	953	1,007	(5%)	511	479	7%
Operating expenses	(692)	(714)	(3%)	(236)	(224)	5%	(615)	(609)	1%	(216)	(245)	(12%)
Operating result	889	920	(3%)	302	329	(8%)	338	397	(15%)	295	234	26%
Risk costs	(140)	(211)	(34%)	(53)	(74)	(27%)	(96)	(101)	(5%)	0	(12)	na
Other result	(93)	(122)	(24%)	(38)	(40)	(6%)	13	(64)	na	2	10	(80%)
Net profit/loss	518	456	14%	169	173	(2%)	192	178	8%	228	167	37%

Special management attention on:

in EUR million	Hungary			Romania		
	2012	2011	Δ	2012	2011	Δ
Operating income	411	520	(21%)	763	852	(10%)
Operating expenses	(170)	(201)	(15%)	(356)	(376)	(5%)
Operating result	242	319	(24%)	407	475	(14%)
Risk costs	(215)	(812)	(74%)	(737)	(499)	48%
Other result	(73)	(57)	28%	(49)	(31)	58%
Net profit/loss	(55)	(567)	(90%)	(294)	(23)	>100%

- Business performance
- **BCR update**
- Credit risk
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BCR turnaround – Track record in 2012

Key priorities

Key priority #1: Improve asset quality

- New management (CEO, CFO, Retail) in place since May 2012
- Additional changes on B-1 level, new COO

- 4th consecutive quarter of improving NPL provisioning coverage, now at 58.6%
- Annual provisioning peak reached at EUR 737m in 2012 (segment basis)

Key priority #2: Revive top line growth

- Further improvement in operating income in Q4 12 as quarterly NII and margins continued to rise based on deposit re-pricing effect
- Fees bottoming out at about EUR 30m per quarter

Key priority #3: Operational excellence

- Headcount reduced by 10% or about 950 FTE to 8,289 (consolidated group)
- Restructuring charges of EUR 24.1m for 2013 funded by 2012 cost savings
- Operating expenses cut by 5.4% yoy or by 11.9% excluding restructuring costs booked for 2013
- On-going review of branch network, head office functions - 45 branches closed

Key priority #4: Focus on LCY lending

- FX retail lending only to customers with FX income since 15 Oct 2012
 - SME and corporate staff strongly focused to convert euro-based balances and promote RON lending to BCR clients
 - Retail value proposition for RON-based mortgage lending launched in Q4
 - Emphasis on consumer loans & credit cards: total new originations up 40% in Q4 vs Q3 12

BCR turnaround –

Main goals for 2013*

Key priorities	<ul style="list-style-type: none"> The road to profitability in 2013
Key priority #1: Improve asset quality	<ul style="list-style-type: none"> Absolute NPL volume to peak and modestly decline in 2013 on the back of reduced NPL inflows and doubled workout capacity Risk provisions expected to decrease significantly in 2013
Key priority #2: Revive top line growth	<ul style="list-style-type: none"> Operating income to grow in the mid-single digits in 2013, based on: <ul style="list-style-type: none"> Stabilisation of operating income by focusing on transaction banking and fee business Launch of new current account product in Q4 12: <ul style="list-style-type: none"> 70,000 bundles sold by end-2012 without advertising support Set up of corporate transaction banking division – targeting improvement in activation and marketing of BCR's payment proposition across the corporate banking client universe to support fee income
Key priority #3: Operational excellence	<ul style="list-style-type: none"> Operating expenses to decline in the mid-single digits in 2013, based on: <ul style="list-style-type: none"> Simplification and improvement of all structures in headquarter, subsidiaries and branch network targeting streamlining of front, control and enabler functions Branch network optimisation – about 60 branches to be closed in Q1, some new openings considered in regions with higher potential Headcount target 7,500 FTE to be reached by the end of 2013 Full effect of the restructuring to be seen in 2014
Key priority #4: Focus on LCY lending	<ul style="list-style-type: none"> Continue LCY initiatives that were started in Q4 12

*) All assumptions are based on expectation for 1.9% GDP growth in 2013 as of Oct 2012

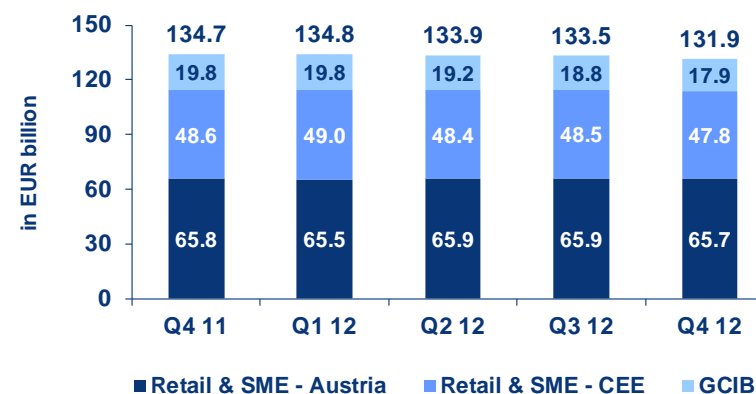
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Loan book review –

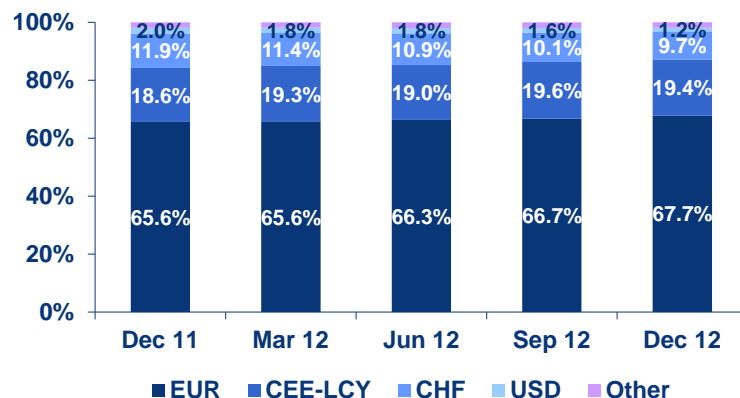
Limited demand reflected in loan book

- **Customer loans decreased by 2.1% yoy mainly on reduction in Hungary, GCIB and Ukraine**
 - Decline in Hungary (FX conversion), Group Real Estate business and targeted reduction in International Business (both GCIB)
 - EB Ukraine exclusion leads to EUR 497m reduction
- **Increased share of CEE-LCY loans**
 - Share of CHF loans down to 9.7% of total loan book as of Dec 2012 due to persistent efforts to convert CHF loans in Austria and on reduction in Hungary
 - New business dominated by private mortgages which led to increased share of secured lending, mainly in CZ and SK

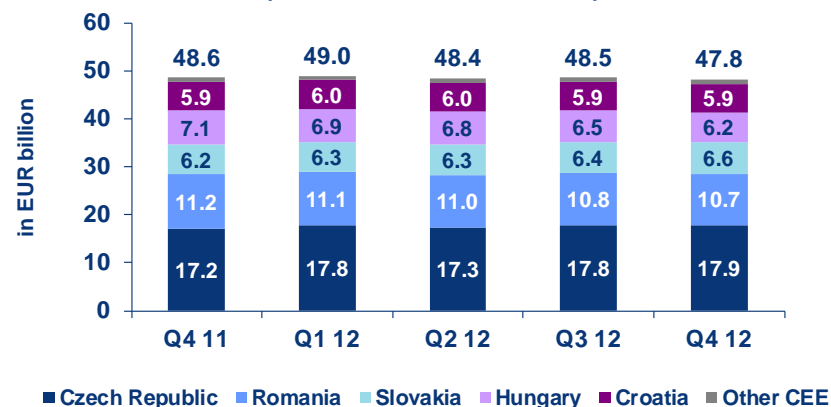
Customer loans by main segments



Customer loans by currency



Quarterly loan book trends (Retail & SME detail: CEE)

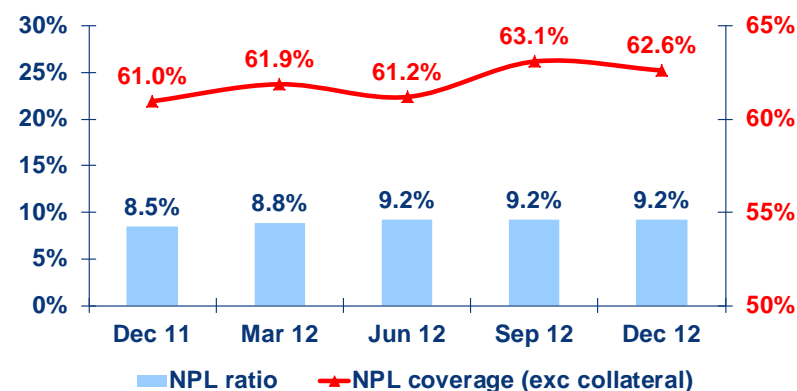


Asset quality review –

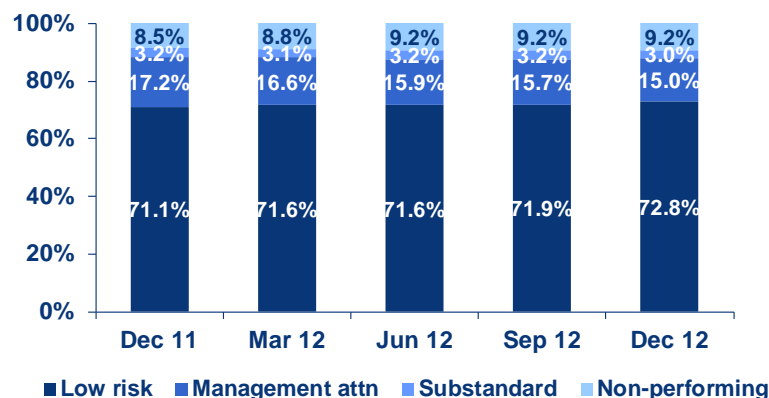
NPL ratio stable for 2nd consecutive quarter

- **Overall slight NPL reduction by EUR 147m qoq**
 - NPL sales of EUR 212m in Q4 2012, mainly in BCR
 - Qoq NPL volume decreased in all countries except Croatia and Serbia; NPL volume also increased in large corporates business
- **NPL coverage ratio increased by 1.6pp yoy**
 - Increased provisioning for Romania and GCIB business, especially in GLC
- **Signs of positive migration**
 - Yoy visible increase of low risk share in AT, CZ and SK

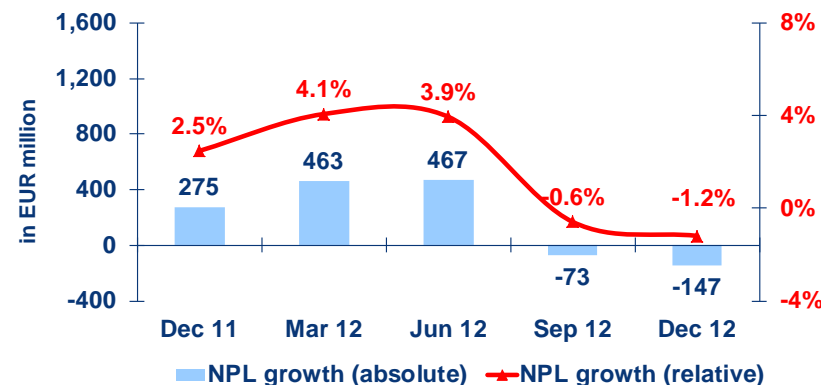
Erste Group: NPL ratio vs NPL coverage



Customer loans by risk class



Quarterly NPL growth (absolute/relative)



Asset quality review –

AT, CZ & SK improved, HU & RO remained challenging

– Retail & SME/Austria: asset quality stable yoy

- Risk costs remained at low level
- NPL coverage ratio increased by 0.4pp yoy and low risk share increased in both EBOe and Savings banks sub-segment

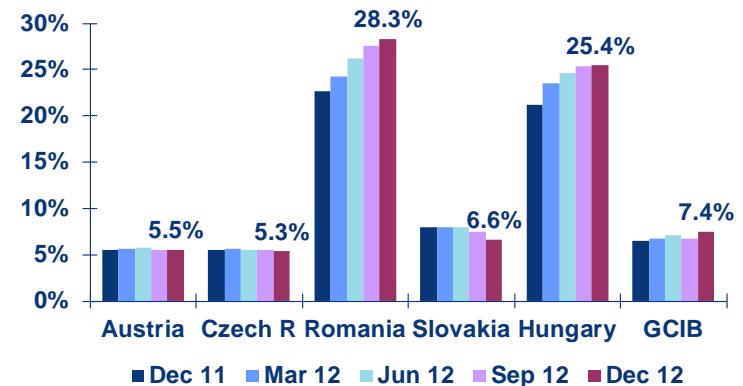
– Hungary: second consecutive quarter of NPL volume decrease

- Low demand and stricter lending criteria lead to shrinking portfolio, especially in corporate segment
- NPL ratio increased on shrinking loan book, but at considerably slowing pace

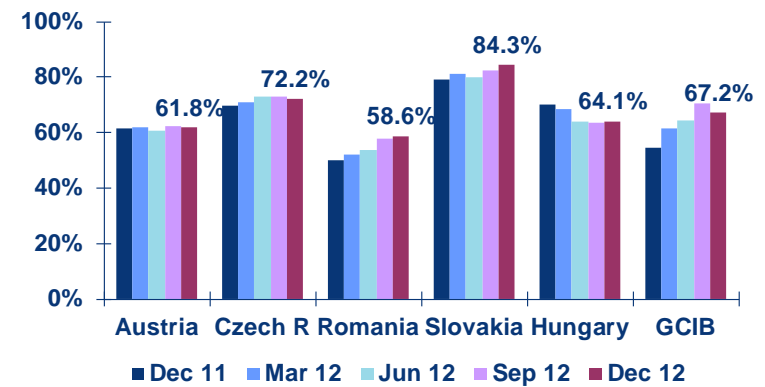
– Romania: slowing, but still significant NPL inflows in corporate and real estate business

- NPL coverage improved significantly by 8.5pp yoy to 58.6% due to increased provisioning
- NPL ratio up to 28.3%; quarterly increase has decelerated, also supported by NPL sales
- Increased capacity to effectively manage restructuring and recovery of substandard and non-performing loans

NPL ratios in key segments



NPL coverage ratios in key segments (excluding collateral)



Asset quality review –

Risk costs decreased on stabilisation in Hungary yoy

– Slovakia: good quality loan growth continued

- NPL ratio significantly declined from 8.0% to 6.6% yoy
- Loan growth is mainly driven by housing loans in the retail segment

– Czech Republic: portfolio relatively stable yoy, NPL volume decreased notably qoq

- Improved collateral coverage due to new production being mainly private customer mortgages
- Portfolio growth mainly in low risk segments

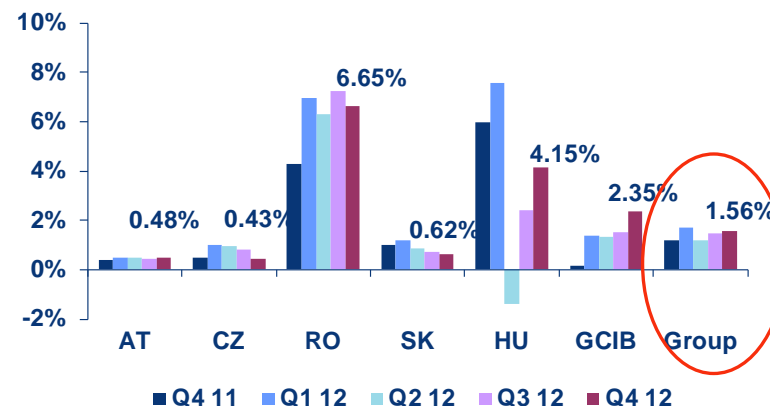
– Croatia: rise in NPL ratio driven by corporate and real estate segments

- New business mainly in Group Large Corporates and with public sector
- NPL coverage relatively stable for two quarters

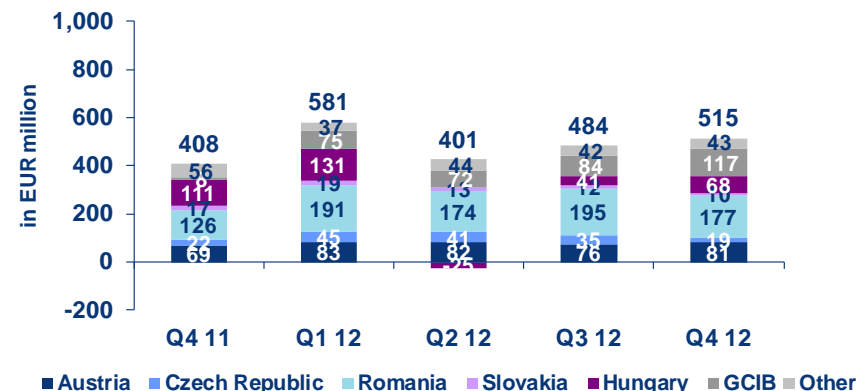
– GCIB: reduction of Group Real Estate and International Business portfolio

- Risk cost and NPL increase driven by one large default in GLC in Q4
- NPL coverage ratio increased to 67.2% from 54.6% yoy
- Decline of Group Real Estate loans by EUR 1.1bn
- International Business actively reduced exposure to EUR 3.2bn as of YE 2012 (YE 2011: EUR 5.5bn)

Risk costs in key segments



Risk costs in key segments



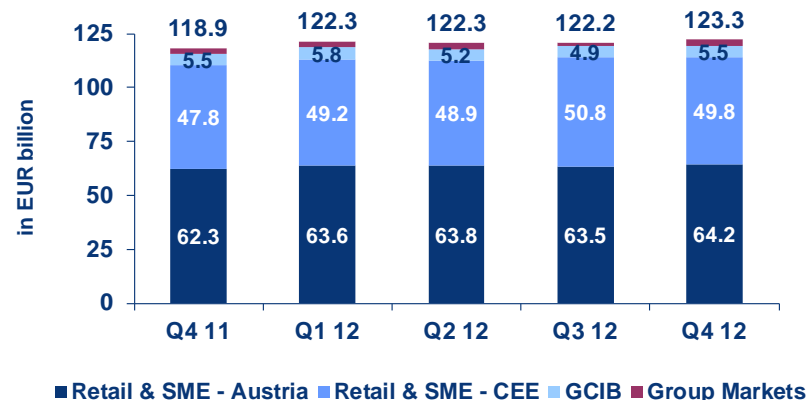
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Funding update –

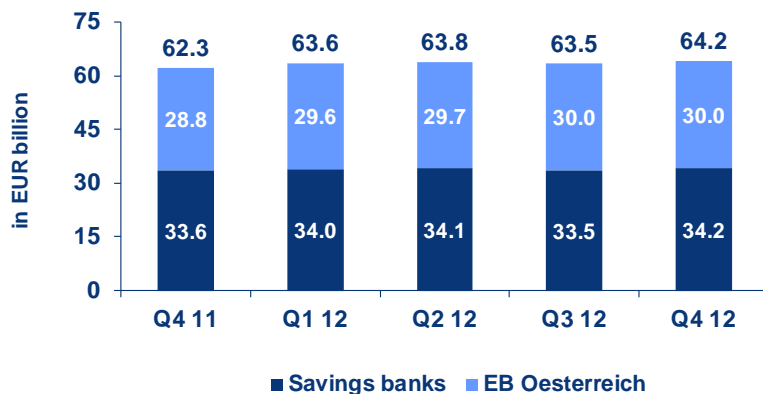
Continued strong customer deposit inflows

- **Customer deposits grew by 3.5% yoy**
 - Inflows in Czech Republic, Hungary, Slovakia, Croatia and EBOe
- **Retail & SME deposits increased by 3.4% yoy**
 - In CEE, Czech Republic (+5.4%) and Slovakia (+5.8%) continued to grow their solid retail deposit base
 - Improvement in Hungary (+8.8%) mainly on corporates
 - Decline in Romania (-5.1%) mainly due to weaker RON and re-pricing efforts
 - Austria grew by 3.0% yoy, supported by EBOe (+4.1% ytd)
- **Loan/deposit ratio improved to 107.2% as of December 2012 (YE 2011: 113.3%)**

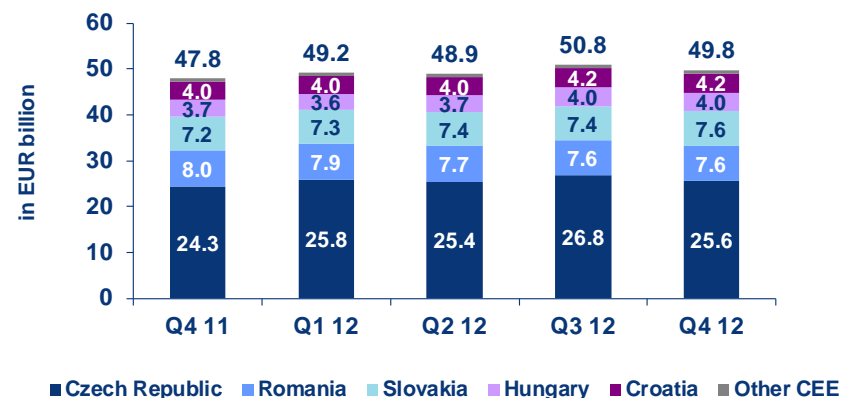
Customer deposit trends by main segments



Customer deposit trends by subsegments
(Retail & SME detail: Austria)



Customer deposit trends by subsegments
(Retail & SME detail: CEE)



Funding update –

Excess liquidity position underpins LTRO repayment

– Short-term funding needs very well covered

- Investment in highly liquid assets led to continuously rising collateral coverage of short-term funding needs in 2012

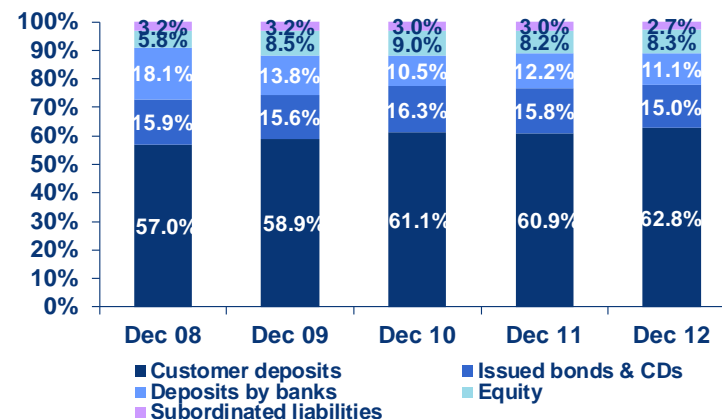
– EUR 4.0bn in LTRO funds repaid ytd

- EUR 150m in LTRO funds remain with 3 savings banks

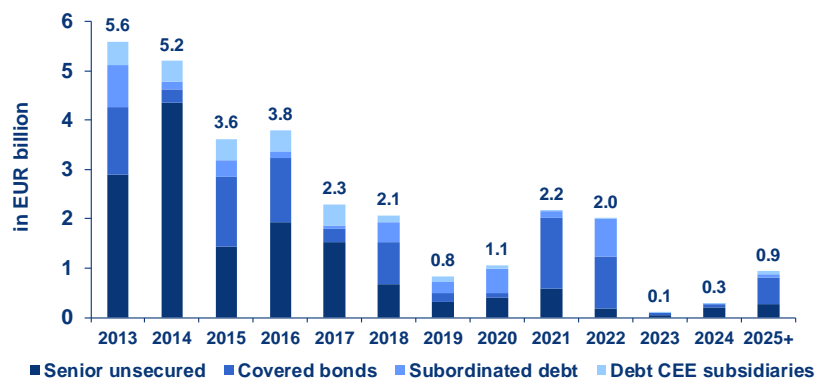
– Long-term funding

- 2012: Total issuance of EUR 4.7bn, average maturity 7.1 yrs
- 2013: Moderate financing needs of approx. EUR 3bn due to increase in deposits

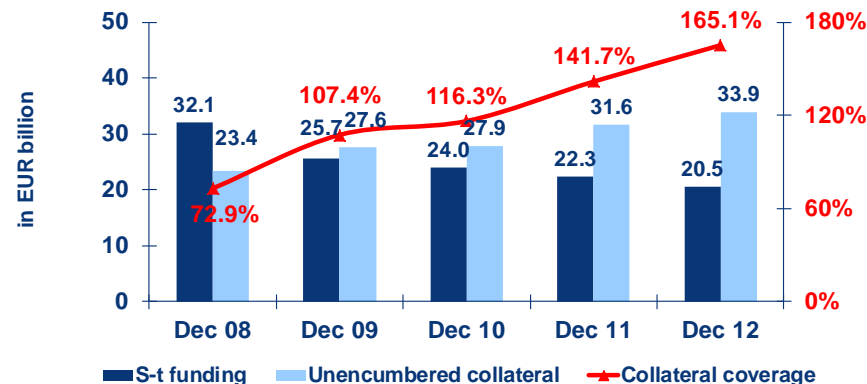
Evolution of funding mix



Redemption profile of Erste Group as of Dec 2012



Wholesale funding outflow (<1y) vs collateral coverage



- Business performance
- BCR update
- Credit risk
- Funding
- **Capital**
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Capital position –

CT1 ratio increased significantly in FY 2012

Capital position (Dec 2012)

CT1 (Basel 2.5) ratio

11.2%

Solvency ratio

15.5%

CT1 (Basel 2.5) ratio
excluding participation
capital

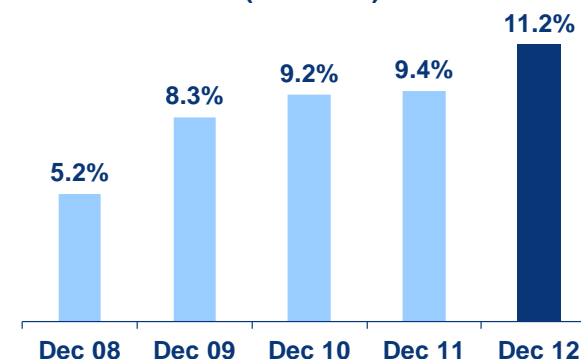
9.6%

Recent developments

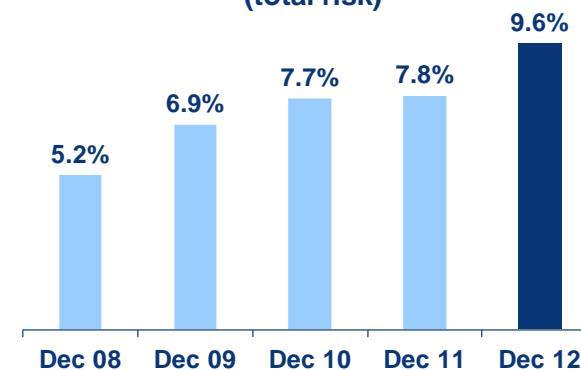
- CT1 capital improved to EUR 11.8bn (YE 2011: EUR 10.7bn) due to retained earnings and full recognition of collateral for defaulted loans in Romania
- RWA decreased by EUR 8.7bn or by 7.6% yoy mainly on reduction of non-core business and moderate loan demand
- Proposed dividend payment of EUR 0.4 per share for 2012 as well as participation capital dividend already included in capital ratios
- Final decision on regulatory treatment of savings banks minorities under Basel 3 is still pending

Capital development

Core tier 1 ratio
(total risk)



Core tier 1 ratio excl. part capital
(total risk)



Core tier 1 ratio (CT1 ratio) = tier 1 capital excl. hybrid and after regulatory deductions divided by total RWA, including credit risk, market and operational risk. Based on Basel 2.5.

- Business performance
- BCR update
- Credit risk
- Funding
- Capital
- **Outlook**
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- **Erste Group expects a slight improvement in economic performance for Central and Eastern Europe in 2013, even though growth will remain moderate**
- **For 2013 Erste Group targets a stable operating result compared to 2012**
 - Slightly lower operating income as a result of moderate loan demand and the low interest rate environment is expected to be offset by lower operating costs
 - Better year-on-year operating performance in the last three quarters of 2013 than in the first quarter of 2013
- **A double-digit percentage decline is expected for group risk costs in 2013**
 - Mainly due to declining risk costs in Romania
- **BCR is expected to return to profitability in 2013**
- **Management proposes dividend of EUR 0.4 per share to AGM**

- Business performance
- BCR update
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
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Segment review –

Segments affected by one-off items in both periods

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total Group	
	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
Net interest income	4,318.5	4,716.3	495.9	543.2	183.7	197.4	237.2	112.1	5,235.3	5,569.0
Risk provisions for loans and advances	(1,629.4)	(2,076.7)	(347.2)	(178.2)	0.0	(12.0)	(3.4)	0.0	(1,980.0)	(2,266.9)
Net fee and commission income	1,591.5	1,642.0	87.1	118.8	124.7	126.6	(82.5)	(100.2)	1,720.8	1,787.2
Net trading result	97.6	58.8	4.4	(129.2)	202.9	155.2	(31.5)	37.5	273.4	122.3
General administrative expenses	(3,215.2)	(3,278.8)	(196.9)	(191.5)	(215.9)	(244.8)	(128.7)	(135.8)	(3,756.7)	(3,850.9)
Other result	(243.7)	(405.4)	(101.6)	(46.7)	2.0	10.2	(348.3)	(1,241.0)	(691.6)	(1,682.9)
Pre-tax profit/loss	919.3	656.2	(58.3)	116.4	297.4	232.6	(357.2)	(1,327.4)	801.2	(322.2)
Taxes on income	(246.1)	(263.8)	4.4	(31.3)	(61.7)	(55.6)	133.2	110.3	(170.2)	(240.4)
Post-tax profit/loss	673.2	392.4	(53.9)	85.1	235.7	177.0	(224.0)	(1,217.1)	631.0	(562.6)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	673.2	392.4	(53.9)	85.1	235.7	177.0	(224.0)	(1,217.1)	631.0	(562.6)
Attributable to non-controlling interests	134.2	144.5	1.7	11.4	8.1	10.4	3.5	(10.0)	147.5	156.3
Attributable to owners of the parent	539.0	247.9	(55.6)	73.7	227.6	166.6	(227.5)	(1,207.1)	483.5	(718.9)
Average risk-weighted assets	70,310.6	74,934.3	20,830.4	24,428.6	2,697.5	2,743.4	8.7	970.4	93,847.1	103,076.6
Average attributed equity	4,918.5	4,117.0	2,084.5	1,955.6	349.9	312.1	5,395.3	6,653.5	12,748.2	13,038.2
Cost/income ratio	53.5%	51.1%	33.5%	35.9%	42.2%	51.1%	104.5%	274.8%	52.0%	51.5%
Return on equity	11.0%	6.0%	na	3.8%	65.0%	53.4%	na	na	3.8%	na
EOP customer loans	113,572.6	114,355.4	17,928.1	19,804.6	76.7	224.6	350.0	365.0	131,927.5	134,749.5
EOP customer deposits	113,658.9	110,178.3	5,517.2	5,493.1	2,768.4	2,458.7	1,108.4	749.8	123,052.9	118,880.0

Region – Austria

EBOe's and savings banks' net profit up yoy

in EUR million	Savings banks		EB Oesterreich		Austria	
	2012	2011	2012	2011	2012	2011
Net interest income	940.0	1,015.6	617.8	665.9	1,557.8	1,681.5
Risk provisions for loans and advances	(225.9)	(250.4)	(96.2)	(101.4)	(322.1)	(351.8)
Net fee and commission income	398.0	390.2	339.0	320.6	737.0	710.8
Net trading result	19.9	12.2	(4.2)	20.2	15.7	32.4
General administrative expenses	(932.2)	(930.9)	(614.7)	(609.4)	(1,546.9)	(1,540.3)
Other result	2.5	(82.0)	13.4	(63.7)	15.9	(145.7)
Pre-tax profit/loss	202.3	154.7	255.1	232.2	457.4	386.9
Taxes on income	(61.5)	(40.1)	(55.8)	(50.3)	(117.3)	(90.4)
Post-tax profit/loss	140.8	114.6	199.3	181.9	340.1	296.5
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	140.8	114.6	199.3	181.9	340.1	296.5
Attributable to non-controlling interests	119.3	108.6	6.9	4.3	126.2	112.9
Attributable to owners of the parent	21.5	6.0	192.4	177.6	213.9	183.6
Average risk-weighted assets	23,444.2	24,451.2	13,045.2	13,708.3	36,489.4	38,159.4
Average attributed equity	369.8	304.5	1,284.4	1,088.1	1,654.3	1,392.6
Cost/income ratio	68.7%	65.6%	64.5%	60.5%	67.0%	63.5%
Return on equity	5.8%	2.0%	15.0%	16.3%	12.9%	13.2%
EOP customer loans	37,686.6	37,604.0	28,051.8	28,199.4	65,738.4	65,803.4
EOP customer deposits	34,214.7	33,554.9	29,959.7	28,773.7	64,174.4	62,328.5

Region – Central and Eastern Europe (1)

Diverging trends in performance...

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	2012	2011	2012	2011	2012	2011	2012	2011
Net interest income	1,113.8	1,183.3	572.4	672.3	424.9	445.7	335.2	402.7
Risk provisions for loans and advances	(139.6)	(210.5)	(737.2)	(499.3)	(53.4)	(73.6)	(215.0)	(812.0)
Net fee and commission income	447.2	496.5	120.3	130.1	110.0	112.2	91.9	97.8
Net trading result	19.9	(45.5)	70.5	49.3	2.8	(4.6)	(15.9)	19.1
General administrative expenses	(691.9)	(713.9)	(355.9)	(376.4)	(236.0)	(224.0)	(169.5)	(200.5)
Other result	(93.2)	(122.0)	(48.7)	(30.9)	(37.7)	(40.2)	(72.9)	(56.9)
Pre-tax profit/loss	656.2	587.9	(378.6)	(54.9)	210.6	215.5	(46.2)	(549.8)
Taxes on income	(135.7)	(122.4)	65.3	23.7	(41.0)	(42.3)	(8.9)	(16.8)
Post-tax profit/loss	520.5	465.5	(313.3)	(31.2)	169.6	173.2	(55.1)	(566.6)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	520.5	465.5	(313.3)	(31.2)	169.6	173.2	(55.1)	(566.6)
Attributable to non-controlling interests	2.5	9.2	(19.0)	(8.7)	0.3	0.0	0.0	0.0
Attributable to owners of the parent	518.0	456.3	(294.3)	(22.5)	169.3	173.2	(55.1)	(566.6)
Average risk-weighted assets	12,521.1	12,951.0	8,155.9	9,166.8	4,148.3	4,824.9	3,774.6	4,147.4
Average attributed equity	1,266.5	1,065.1	779.0	556.5	430.1	400.7	385.8	344.5
Cost/income ratio	43.8%	43.7%	46.6%	44.2%	43.9%	40.5%	41.2%	38.6%
Return on equity	40.9%	42.8%	na	na	39.4%	43.2%	na	na
EOP customer loans	17,890.7	17,187.4	10,682.4	11,160.4	6,598.4	6,217.1	6,184.6	7,088.4
EOP customer deposits	25,598.2	24,295.5	7,594.9	8,003.5	7,620.3	7,201.8	4,018.4	3,692.0

Region – Central and Eastern Europe (2)

...and risk cost levels across the region continued

in EUR million	Croatia		Serbia		Ukraine		CEE	
	2012	2011	2012	2011	2012	2011	2012	2011
Net interest income	253.7	261.8	37.1	36.4	23.6	32.6	2,760.7	3,034.8
Risk provisions for loans and advances	(137.4)	(109.3)	(9.0)	(9.5)	(15.7)	(10.7)	(1,307.3)	(1,724.9)
Net fee and commission income	65.6	76.7	13.3	13.0	6.2	4.9	854.5	931.2
Net trading result	9.4	11.2	2.4	0.1	(7.2)	(3.2)	81.9	26.4
General administrative expenses	(132.8)	(141.1)	(33.6)	(33.8)	(48.6)	(48.8)	(1,668.3)	(1,738.5)
Other result	(3.0)	(10.1)	(1.7)	(1.2)	(2.4)	1.6	(259.6)	(259.7)
Pre-tax profit/loss	55.5	89.2	8.5	5.0	(44.1)	(23.6)	461.9	269.3
Taxes on income	(9.8)	(16.1)	1.5	0.0	(0.2)	0.5	(128.8)	(173.4)
Post-tax profit/loss	45.7	73.1	10.0	5.0	(44.3)	(23.1)	333.1	95.9
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	45.7	73.1	10.0	5.0	(44.3)	(23.1)	333.1	95.9
Attributable to non-controlling interests	22.0	29.5	2.2	1.6	0.0	0.0	8.0	31.6
Attributable to owners of the parent	23.7	43.6	7.8	3.4	(44.3)	(23.1)	325.1	64.3
Average risk-weighted assets	4,040.4	4,321.2	493.2	606.5	687.8	757.2	33,821.2	36,774.9
Average attributed equity	287.8	250.9	41.5	40.9	73.5	65.7	3,264.2	2,724.4
Cost/income ratio	40.4%	40.3%	63.6%	68.3%	215.0%	142.3%	45.1%	43.5%
Return on equity	8.2%	17.4%	18.8%	8.3%	na	na	10.0%	2.4%
EOP customer loans	5,908.9	5,916.5	569.2	485.6	425.9	496.7	47,834.2	48,552.0
EOP customer deposits	4,155.8	3,984.2	497.0	483.4	274.0	189.5	49,484.6	47,849.8

customer loans (eop) exclude the Ukraine sub-segment as of year-end 2012

Segment Retail & SME –

Net profit up on lower risk costs and improved other result

– Operating result down as reduced operating expenses did not fully offset decrease in operating income

- Operating income decreased by 6.4% yoy
- Growing share of secured lending in portfolio composition and sluggish demand for unsecured consumer lending led to decline in net interest income
- Low interest rate environment additionally weighing on NII
- Improved trading result in Czech Rep and Romania
- Strict cost control resulted in decreased operating expenses

– Other result improved on result from financial assets

- Main negative drivers for the other result in 2011 were valuation impacts on financial assets portfolios in CZ, AT & SK
- Main drivers for positive development in 2012 were selling and valuation gains on financial assets
- Fewer negative extraordinary effects in FY 2012

– Net profit increased on lower risk provisions across the group with the exception of Romania and Croatia

– ROE improved to 11.0% (FY 2011: 6.0%)

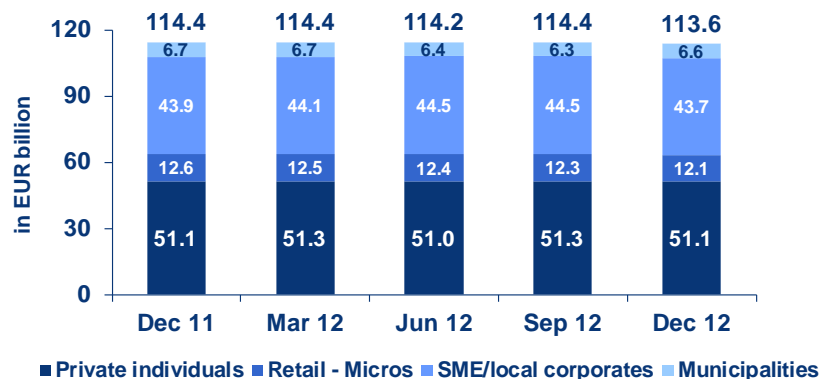
– CIR increased moderately to 53.5% (FY 2011: 51.1%)

in EUR million	2012	2011	Change
Net interest income	4,318.5	4,716.3	(8.4%)
Net fee income	1,591.5	1,642.0	(3.1%)
Net trading result	97.6	58.8	66.0%
Operating expenses	(3,215.2)	(3,278.8)	(1.9%)
Operating result	2,792.4	3,138.3	(11.0%)
Risk provisions	(1,629.4)	(2,076.7)	(21.5%)
Other result	(243.7)	(405.4)	(39.9%)
Net profit/loss	539.0	247.9	>100.0%

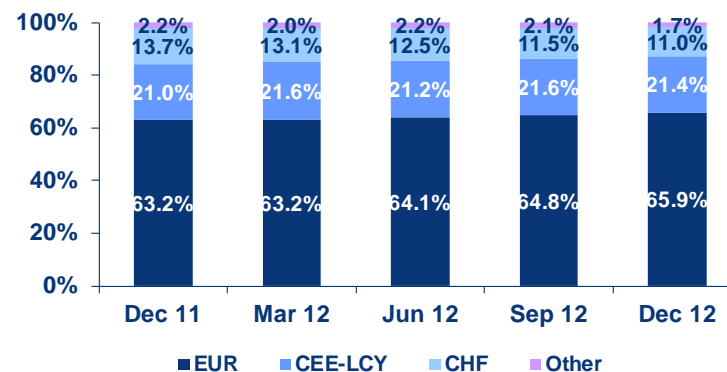
in EUR million	Q4 12	Q3 12	Change
Net interest income	1,068.7	1,057.7	1.0%
Net fee income	418.4	382.4	9.4%
Net trading result	7.2	59.0	(87.8%)
Operating expenses	(805.1)	(798.7)	0.8%
Operating result	689.2	700.4	(1.6%)
Risk provisions	(394.7)	(400.0)	(1.3%)
Other result	(49.3)	(66.4)	(25.8%)
Net profit/loss	154.9	152.9	1.3%

Segment Retail & SME – Loan book analysis

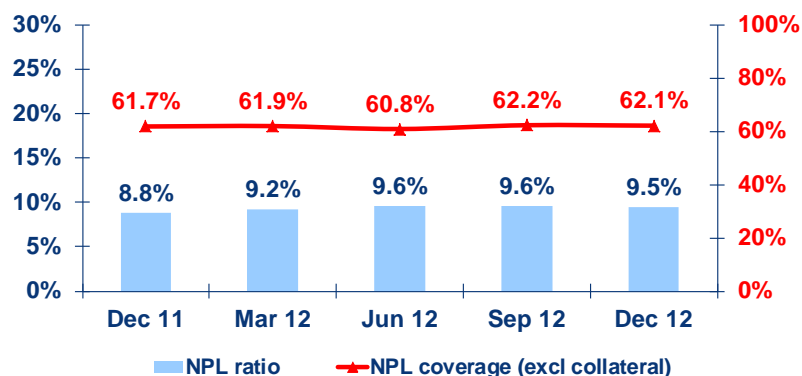
Segment Retail & SME -
Customer loans by Basel II customer segment



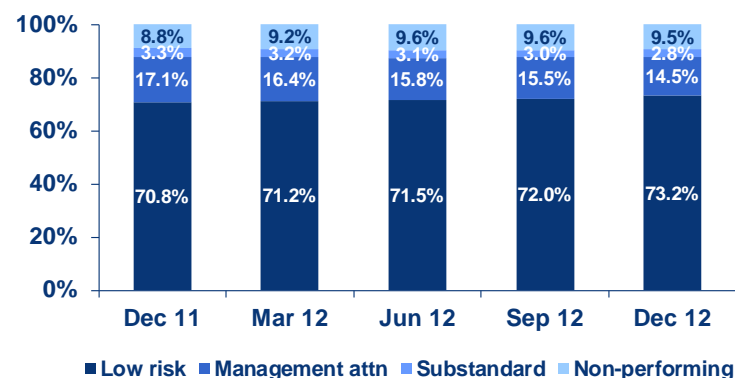
Segment Retail & SME -
Customer loans by currency



Segment Retail & SME -
NPL ratio vs NPL coverage



Migration analysis - Segment Retail & SME



Segment GCIB excl IB –

Net result declined on higher risk costs and lower fees

- **Operating result declined on lower fee income**
 - NII declined mainly due to reduction of customer loans in real estate portfolio
 - Fee income decreased on reduction in real estate project development business
 - Net trading income up mainly due to increased FX transactions
 - Costs increased slightly due to inclusion of smaller institutional equity sales and investment banking units (incl. in Group Markets in 2011)
- **NPL coverage increased from 54.6% (Dec 11) to 67.2% for GCIB Segment as of year-end 2012**
- **Annualised risk costs increased (176 bps on average customer loans in 2012 vs 82bps in 2011)**
 - Primarily due to provisions in real estate business and in the large corporate business in Austria and Romania
- **Other result deteriorated in 2012**
 - Mainly due to negative valuation effects and losses on the sale of non-core assets
- **Net loss in 2012 as result of higher risk costs and reduced fee income**
- **CIR was up at 34.5% (FY 2011: 31.4%)**

in EUR million	2012	2011	Change
Net interest income	420.3	433.5	(3.0%)
Net fee income	82.1	113.5	(27.7%)
Net trading result	4.6	2.2	>100.0%
Operating expenses	(174.9)	(172.6)	1.3%
Operating result	332.1	376.6	(11.8%)
Risk provisions	(355.4)	(157.9)	>100.0%
Other result	(38.7)	1.1	na
Net profit/loss	(58.5)	158.3	na

in EUR million	Q4 12	Q3 12	Change
Net interest income	99.0	106.2	(6.8%)
Net fee income	22.6	18.4	22.8%
Net trading result	(3.9)	4.4	na
Operating expenses	(45.6)	(43.4)	5.1%
Operating result	72.1	85.6	(15.8%)
Risk provisions	(129.3)	(84.9)	52.3%
Other result	(10.6)	(16.5)	(35.8%)
Net profit/loss	(48.5)	(20.5)	>100.0%

International Business (GCIB) –

Exposure actively reduced to EUR 3.2bn as of Dec 12

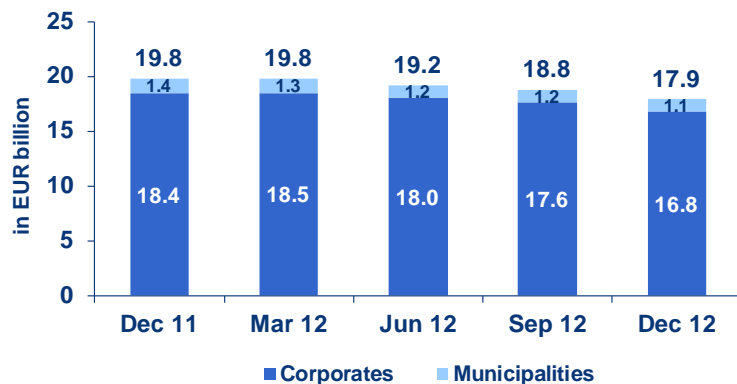
- **Targeted reduction of business visible in International Business unit result**
 - NII on declining trend in line with constant reduction of business
 - Trading result was impacted by CDS valuation effects in 2011
- **Risk costs declined on release of portfolio risk provisions**
- **Other result markedly negative in 2012**
 - Impairments and losses on sale of AfS and HtM securities, mainly ABS
- **Slight profit in 2012 despite on-going restructuring**
- **International Business actively reduced exposure to EUR 3.2bn as of Dec 2012 (YE 2011: EUR 5.5bn), average RWA decreased by 47% yoy**
- **Reduction of non-core assets will continue, but at slower pace**

in EUR million	2012	2011	Change
Net interest income	75.6	109.7	(31.1%)
Net fee income	5.0	5.3	(5.7%)
Net trading result	(0.3)	(131.4)	(99.8%)
Operating expenses	(22.0)	(18.9)	16.4%
Operating result	58.3	(35.3)	na
Risk provisions	8.2	(20.4)	na
Other result	(62.8)	(47.8)	31.4%
Net profit/loss	2.9	(84.7)	na

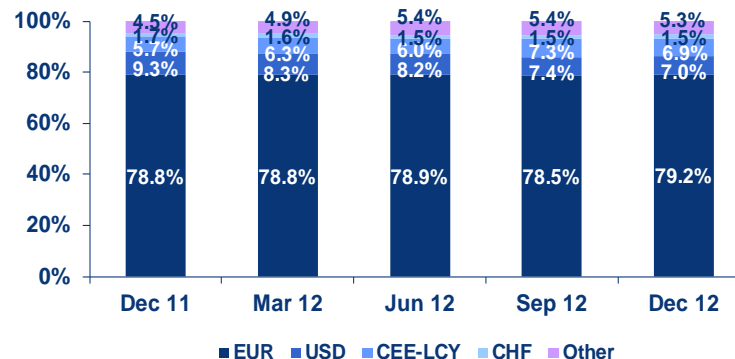
in EUR million	Q4 12	Q3 12	Change
Net interest income	15.9	17.6	(9.7%)
Net fee income	1.6	1.1	45.5%
Net trading result	2.1	(4.9)	na
Operating expenses	(6.3)	(5.3)	18.9%
Operating result	13.3	8.5	56.5%
Risk provisions	12.7	1.4	>100.0%
Other result	(21.9)	4.4	na
Net profit/loss	3.2	11.2	(71.4%)

Segment GCIB (incl IB) – Loan book analysis

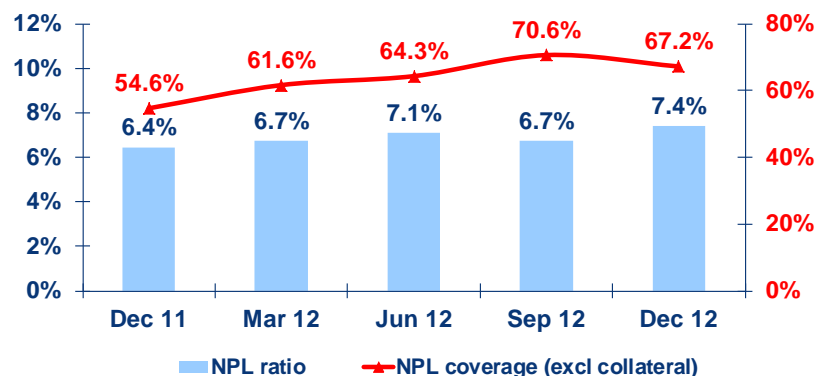
Segment GCIB -
Customer loans by Basel II customer segment



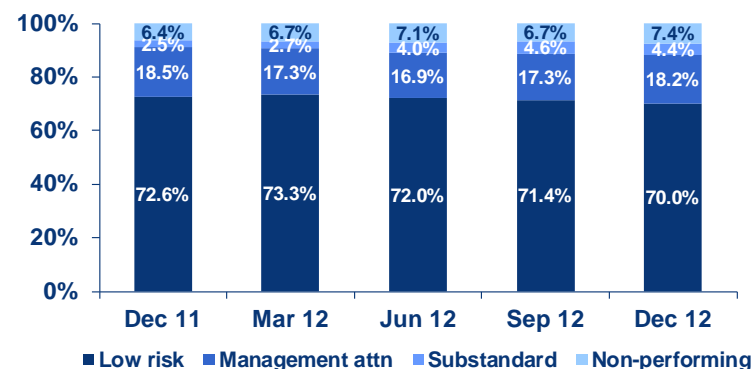
Segment GCIB - Customer loans by currency



Segment GCIB -
NPL ratio vs NPL coverage



Migration analysis - Segment GCIB



Segment Group Markets –

Solid net profit contribution in 2012

- **Operating result improved on increased net trading result and strict cost management**
 - NII decreased in 2012 mainly due to money market and government bonds business
 - Fee income slightly down on reduced asset management business
 - Operating expenses declined as a result of cost cutting measures across all business lines and due to reallocation of smaller institutional equity sales and investment banking units to the GCIB segment
- **Net trading result up despite shift of interest income on trading securities to NII**
 - Credit trading and rates trading contributed positively to strong underlying trading result 2012
- **Excellent net profit in 2012**
 - Increased as a result of lower expenses and increased operating income
- **CIR improved to 42.2% (FY 2011: 51.1%)**

in EUR million	2012	2011	Change
Net interest income	183.7	197.4	(6.9%)
Net fee income	124.7	126.6	(1.5%)
Net trading result	202.9	155.2	30.7%
Operating expenses	(215.9)	(244.8)	(11.8%)
Operating result	295.4	234.4	26.0%
Risk provisions	0.0	(12.0)	na
Other result	2.0	10.2	(80.4%)
Net profit/loss	227.6	166.6	36.6%

in EUR million	Q4 12	Q3 12	Change
Net interest income	28.9	47.5	(39.2%)
Net fee income	29.8	29.8	(0.0%)
Net trading result	40.1	24.2	65.7%
Operating expenses	(56.5)	(51.7)	9.3%
Operating result	42.3	49.8	(15.1%)
Risk provisions	0.0	0.0	na
Other result	(2.4)	1.9	na
Net profit/loss	31.9	34.9	(8.6%)

Segment Corporate Center –

Result impacted by one-offs

– What is in the Corporate Center?

- This segment includes the intragroup consolidation between segments and sub-segments, the results of those sub-segments that cannot be directly allocated to a sub-segment, amortisation of customer relationships, one-offs, and Group ALM

– NII substantially improved on structural contribution from asset/liability management in 2012

- The positive development of net fee income was largely attributable to lower expenditure in connection with own issuance activity

- Net trading result deteriorated yoy due to negative valuation effects in ALM, but improved qoq

– Main drivers of other result 2012:

- EUR 469.4m goodwill adjustment for Romanian subsidiary BCR
- Amortisation of customer relationships of EUR 69.2m
- Increased banking tax of EUR 146.9m for Erste Group Bank AG (holding company)
- Proceeds from buy-back of hybrids and LT2 of EUR 413.2m and one-off gain due to the sale of real estate of EUR 38.2m and selling gain on financial assets of EUR 31.2m
- Selling loss of Erste Bank Ukraine of EUR 75.0m

in EUR million	2012	2011	Change
Net interest income	237.2	112.1	>100.0%
Net fee income	(82.5)	(100.2)	(17.7%)
Net trading result	(31.5)	37.5	na
Operating expenses	(128.7)	(135.8)	(5.2%)
Operating result	(5.5)	(86.4)	(93.6%)
Risk provisions	(3.4)	0.0	na
Other result	(348.3)	(1,241.0)	(71.9%)
Net profit/loss	(227.5)	(1,207.1)	(81.2%)

in EUR million	Q4 12	Q3 12	Change
Net interest income	53.9	88.2	(38.9%)
Net fee income	(35.9)	(12.9)	>100.0%
Net trading result	36.5	(12.9)	na
Operating expenses	(17.1)	(39.5)	(56.7%)
Operating result	37.4	22.9	63.3%
Risk provisions	(3.4)	0.0	na
Other result	(429.6)	(59.4)	>100.0%
Net profit/loss	(255.3)	(34.7)	>100.0%

Retail & SME: Austria/EB Oesterreich –

Net profit up on lower risk costs & positive other result

- **Operating result decreased year-on-year**
 - NII decreased as a result of the low interest rate environment
 - Customer deposits increased by 4.1% ytd
 - Increased fee income in retail business and positive contribution from Intermarket compensated for still weak securities business
 - Net trading was negative in 2012 on derivatives valuation
- **Increase in operating expenses due to consolidation of Intermarket and higher office expenses**
 - Otherwise expenses down on constant efforts to reduce structural cost base
- **Annualised risk costs down yoy to 33bps on improved asset quality in all business lines**
 - NPL ratio stood at 3.8% as of Dec 2012
 - CHF loans as percentage of total loans declined from 14.4% (Dec 11) to 11.8% as of Dec 2012 due to persistent efforts to convert CHF loans
- **Positive other result mainly driven by selling gains on available-for-sale financial assets and properties**
- **Net profit increased to EUR 192.4m or by 8.3% yoy**
- **CIR increased to 64.5% in 2012 (FY 2011: 60.5%) due to lower operating income**
- **Segment ROE of 15.0%**

in EUR million	2012	2011	Change
Net interest income	617.8	665.9	(7.2%)
Net fee income	339.0	320.6	5.7%
Net trading result	(4.2)	20.2	na
Operating expenses	(614.7)	(609.4)	0.9%
Operating result	337.9	397.3	(15.0%)
Risk provisions	(96.2)	(101.4)	(5.1%)
Other result	13.4	(63.7)	na
Net profit/loss	192.4	177.6	8.3%

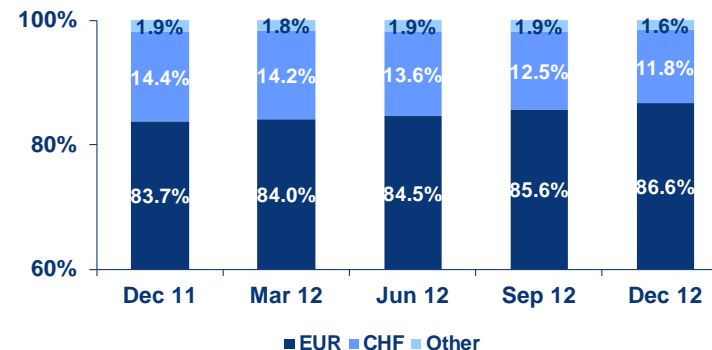
in EUR million	Q4 12	Q3 12	Change
Net interest income	150.3	155.3	(3.2%)
Net fee income	98.2	77.6	26.5%
Net trading result	(2.3)	1.2	na
Operating expenses	(156.2)	(152.5)	2.4%
Operating result	90.0	81.6	10.3%
Risk provisions	(14.7)	(27.2)	(46.0%)
Other result	(10.0)	5.7	na
Net profit/loss	49.0	45.5	7.7%

Retail & SME: Austria/EB Oesterreich – Loan book analysis

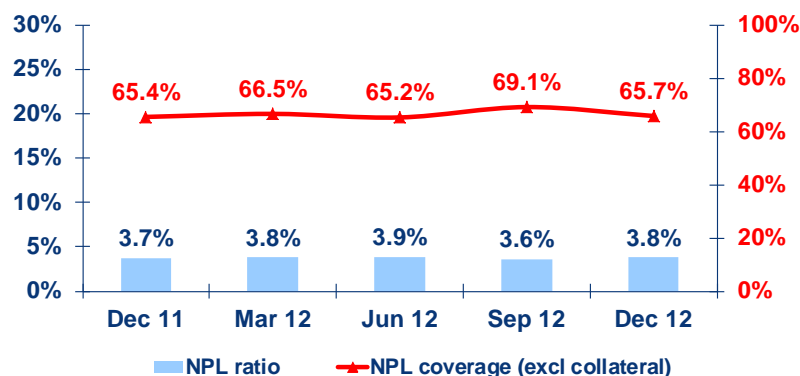
Sub-Segment EB Oesterreich -
Customer loans by Basel II customer segment



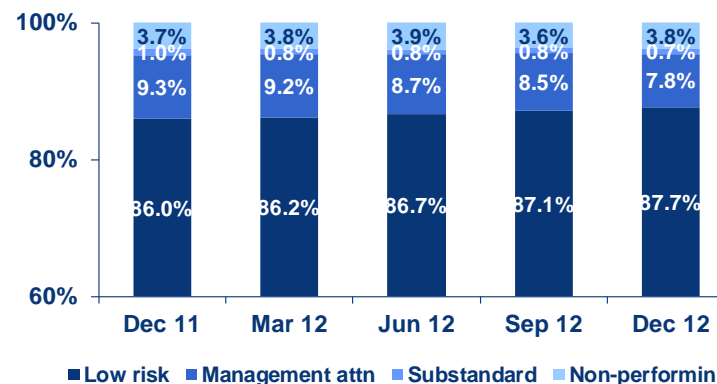
Sub-Segment EB Oesterreich -
Customer loans by currency



Sub-Segment Erste Bank Oesterreich -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/EB Oesterreich



Retail & SME: Austria/Savings banks –

Increased net profit on improved other result

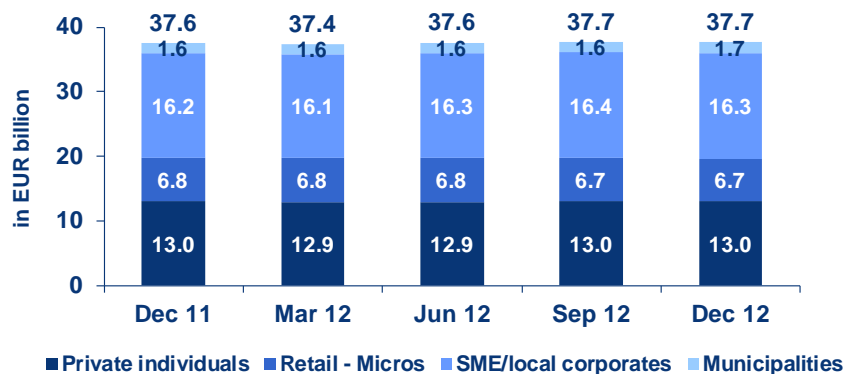
- **Operating result decreased year-on-year due to weaker net interest income**
 - NII decreased as a result of the lower interest rate environment
 - Net fee income slightly up yoy primarily on the back of strengthened payment transfer and lending business
 - Net trading result increased mainly on improved FX trading
- **Costs increased by only 0.1% yoy thanks to on-going cost containment**
- **Annualised risk costs down to 58 bps in FY 2012**
 - NPL ratio stood at 6.9% as of Dec 2012
 - NPL coverage at 60.2% as of Dec 2012 vs 59.7% at YE 11
 - CHF loans as percentage of total loans declined from 18.9% (Dec 11) to 14.5% as of Dec 2012 due to persistent efforts to convert CHF loans
- **Other result improved noticeably to EUR 2.5m in FY 2012**
 - Selling gains on AfS securities in FY 2012, and valuation losses in the securities portfolio in 2011
 - Impairment and losses on sale of AfS securities in FY 2011
- **Net profit increased mainly on lower risk costs and an improved other result**
- **Year-on-year CIR was up to 68.7% (FY 11: 65.6%)**

in EUR million	2012	2011	Change
Net interest income	940.0	1,015.6	(7.4%)
Net fee income	398.0	390.2	2.0%
Net trading result	19.9	12.2	63.1%
Operating expenses	(932.2)	(930.9)	0.1%
Operating result	425.7	487.1	(12.6%)
Risk provisions	(225.9)	(250.4)	(9.8%)
Other result	2.5	(82.0)	na
Net profit/loss	21.5	6.0	>100.0%

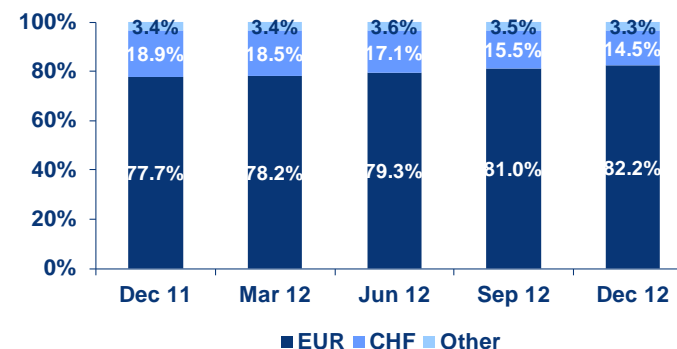
in EUR million	Q4 12	Q3 12	Change
Net interest income	238.3	225.0	5.9%
Net fee income	106.6	97.9	8.9%
Net trading result	(0.2)	11.4	na
Operating expenses	(225.6)	(237.1)	(4.9%)
Operating result	119.1	97.2	22.5%
Risk provisions	(66.7)	(48.4)	37.8%
Other result	4.6	1.3	>100.0%
Net profit/loss	12.4	1.9	>100.0%

Retail & SME: Austria/Savings banks – Loan book analysis

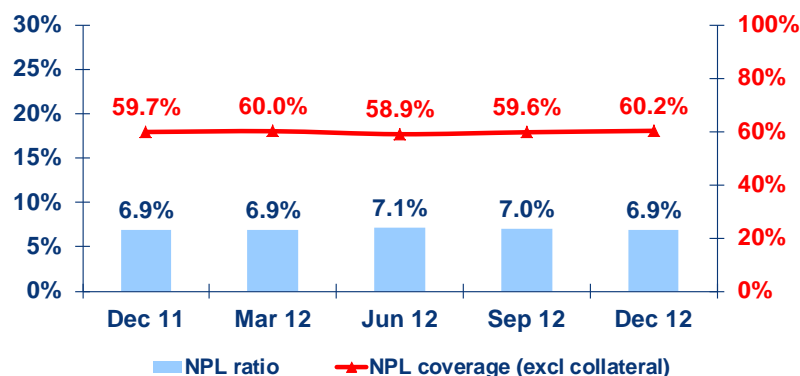
Sub-Segment Savings Banks -
Customer loans by Basel II customer segment



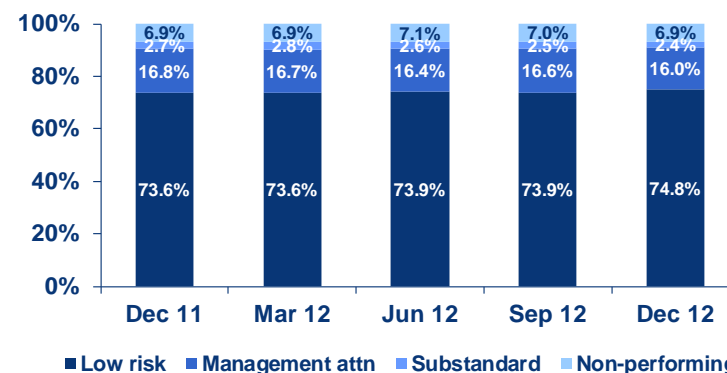
Sub-Segment Savings banks -
Customer loans by currency



Sub-Segment Savings banks -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Savings Banks



Retail & SME: Czech Republic –

Lower risk costs & stable FX adjusted operating result

– Stable FX adjusted yoy operating result

- NII down due to low interest rate environment in 2012
- Net fee income declined on decreased payment and securities business
- Net trading result turned positive in 2012 on solid underlying customer business and negative valuation effects in 2011
- Operating expenses remain well under control

– Annualised risk costs decreased substantially to 80bps in 2012 vs 117bps in 2011

- Improvement driven by reduced delinquencies in retail as well as corporate businesses
- NPL ratio slightly improved to 5.3% (YE 2011: 5.5%)
- NPL coverage improved to a comfortable 72.2%

– Other result improved markedly yoy

- Positive contribution from valuation of financial assets in 2012
- Deposit insurance contribution and losses from real estate fund remained a key negative factor

– Net profit increased year-on-year as a result of significantly lower risk costs, positive trading income and improved other result

– CIR was stable at 43.8% in 2012 vs 43.7% in 2011

– Loan book up 4.1% yoy, growth in retail and corporate business

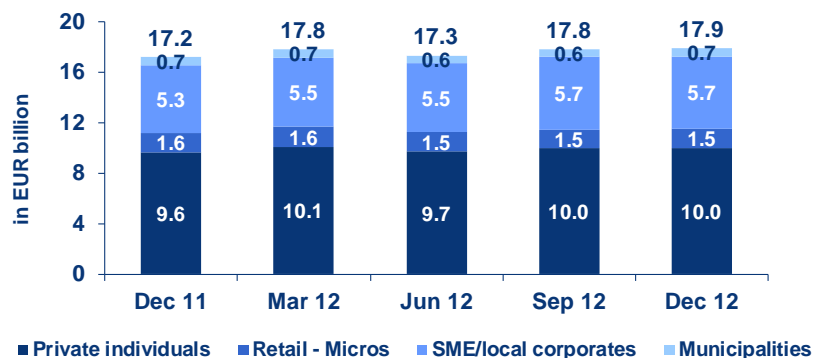
in EUR million	2012	2011	Change
Net interest income	1,113.8	1,183.3	(5.9%)
Net fee income	447.2	496.5	(9.9%)
Net trading result	19.9	(45.5)	na
Operating expenses	(691.9)	(713.9)	(3.1%)
Operating result	889.0	920.4	(3.4%)
Risk provisions	(139.6)	(210.5)	(33.7%)
Other result	(93.2)	(122.0)	(23.6%)
Net profit/loss	518.0	456.3	13.5%

in EUR million	Q4 12	Q3 12	Change
Net interest income	271.2	272.0	(0.3%)
Net fee income	112.7	104.7	7.6%
Net trading result	5.9	22.4	(73.7%)
Operating expenses	(160.8)	(172.2)	(6.6%)
Operating result	229.0	226.9	0.9%
Risk provisions	(19.1)	(35.2)	(45.7%)
Other result	(36.7)	(35.7)	2.8%
Net profit/loss	147.4	117.9	25.0%

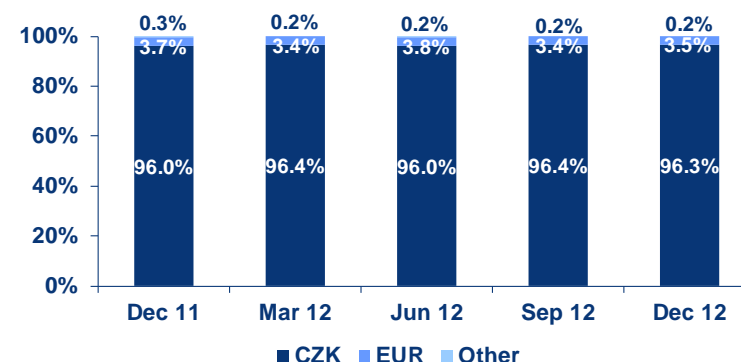
All figures including 2.3% currency depreciation (based on FY 2012 average rate)

Retail & SME: Czech Republic – Loan book analysis

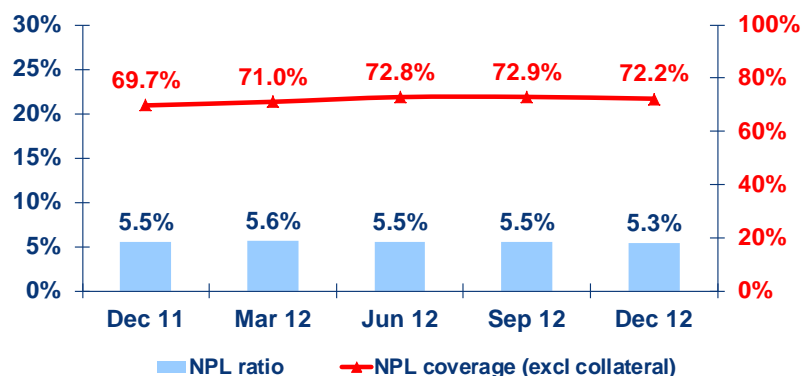
Sub-Segment Czech Republic -
Customer loans by Basel II customer segment



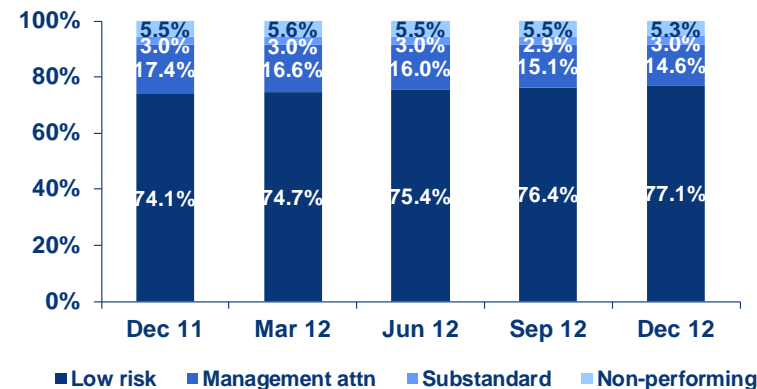
Sub-Segment Czech Republic -
Customer loans by currency



Sub-Segment Czech Republic -
NPL ratio vs NPL coverage



Segment Czech Republic - Migration analysis



Retail & SME: Romania – Restructuring is well underway

- Operating result decreased yoy on lower NII
- Lower operating expenses and strong trading result softened decline
 - RON depreciation, lower margins and NPL inflow all led to declining NII in FY 2012
 - NII increased qoq for a 2nd consecutive quarter due to first positive effects of deposit re-pricing
 - Fees declined on lower payment transfer & card business
 - Net trading result increased mainly on improved valuations
 - Restructuring efforts led to a decline in operating expenses
- Risk provisions increased by 47.6% year-on-year
 - NPL coverage improved to 58.6% from 50.1% at YE 2011
- Other result decreased yoy due to gains on asset sales in FY 2011
- NIM^{*)} increased again qoq and reached 4.85% in Q4 2012 (4.54% in Q3)
- CIR was at 46.6% in FY 2012 (44.2% in FY 2011)
- Net loss a result of extraordinarily high risk provisions in FY 2012

in EUR million	2012	2011	Change
Net interest income	572.4	672.3	(14.9%)
Net fee income	120.3	130.1	(7.5%)
Net trading result	70.5	49.3	43.0%
Operating expenses	(355.9)	(376.4)	(5.4%)
Operating result	407.3	475.3	(14.3%)
Risk provisions	(737.2)	(499.3)	47.6%
Other result	(48.7)	(30.9)	57.6%
Net profit/loss	(294.3)	(22.5)	>100.0%

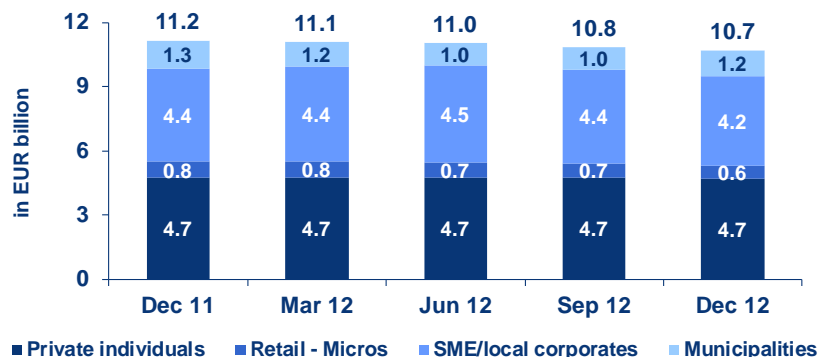
in EUR million	Q4 12	Q3 12	Change
Net interest income	148.7	139.4	6.7%
Net fee income	29.8	29.9	(0.3%)
Net trading result	15.6	17.0	(8.2%)
Operating expenses	(104.5)	(78.4)	33.3%
Operating result	89.6	107.9	(17.0%)
Risk provisions	(177.1)	(195.2)	(9.3%)
Other result	(19.3)	(12.9)	49.6%
Net profit/loss	(88.1)	(65.7)	34.1%

All figures including 5.2% currency depreciation (based on FY 2012 average rate)

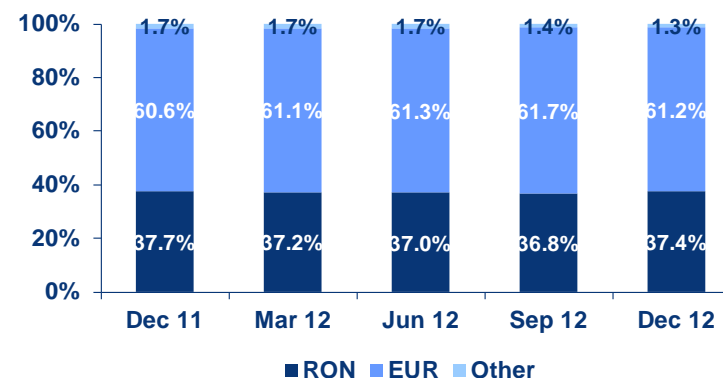
^{*)} based on local entity data

Retail & SME: Romania – Loan book analysis

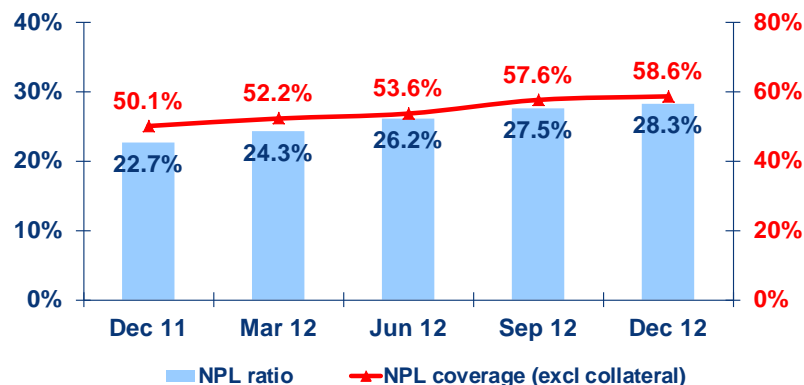
Sub-Segment Romania -
Customer loans by Basel II customer segment



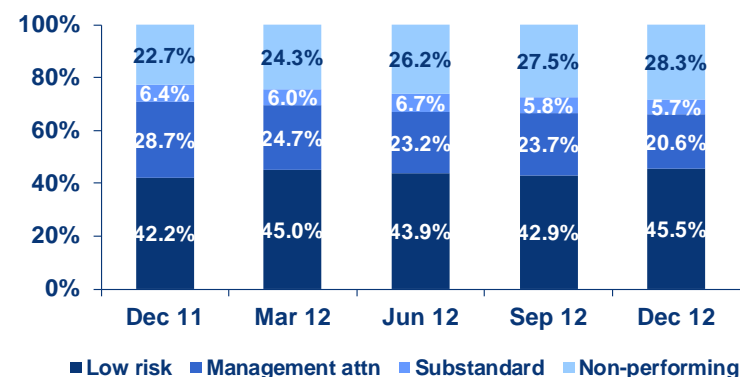
Sub-Segment Romania -
Customer loans by currency



Sub-Segment Romania -
NPL ratio vs NPL coverage



Segment Romania - Migration analysis



Retail & SME: Slovakia –

Solid bottom line performance despite banking tax

– Operating result down against strong FY 2011

- NII declined mainly on lower margins and liquidity surplus invested in lower yielding assets
- Relatively stable fee income year-on-year
- Net trading result contributed positively, but remained insignificant
- Operating expenses up on increased depreciation of new core banking system which went live in Q3 11

– Net interest margin^{*)} was at 4.1% in FY 2012

– Risk costs declined by 27.4% yoy

- Annualised risk costs declined to 84bps from 122bps in 2011, driven by improvement in asset quality
- NPL ratio down to 6.6% as of Dec 2012 (Dec 11: 8.0%)
- NPL coverage traditionally high, improved to 84.3%

– Other result: lower impairments on financial assets offset by banking tax (EUR 26.6m) and deposit insurance contributions (EUR 6.7m) in FY 2012

– Very satisfactory net profit of EUR 169.3m in FY 2012

– CIR up to 43.9% vs 40.5% in FY 2011

– Housing loans continued to be main driver of volume growth year-on-year

in EUR million	2012	2011	Change
Net interest income	424.9	445.7	(4.7%)
Net fee income	110.0	112.2	(2.0%)
Net trading result	2.8	(4.6)	na
Operating expenses	(236.0)	(224.0)	5.4%
Operating result	301.7	329.3	(8.4%)
Risk provisions	(53.4)	(73.6)	(27.4%)
Other result	(37.7)	(40.2)	(6.2%)
Net profit/loss	169.3	173.2	(2.3%)

in EUR million	Q4 12	Q3 12	Change
Net interest income	106.9	107.0	(0.1%)
Net fee income	27.2	26.8	1.5%
Net trading result	(0.2)	2.0	na
Operating expenses	(61.3)	(61.3)	0.0%
Operating result	72.6	74.5	(2.6%)
Risk provisions	(10.0)	(11.6)	(13.8%)
Other result	(21.1)	(5.5)	>100.0%
Net profit/loss	34.1	46.2	(26.2%)

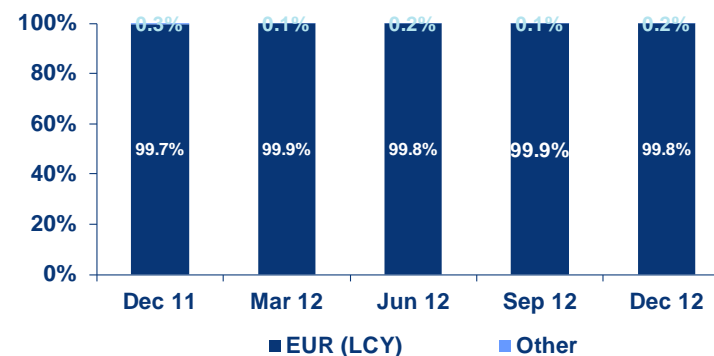
^{*)} based on local entity data

Retail & SME: Slovakia – Loan book analysis

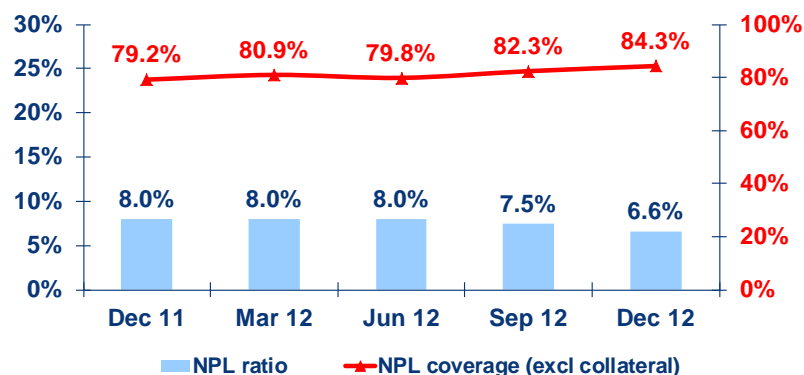
Sub-Segment Slovakia -
Customer loans by Basel II customer segment



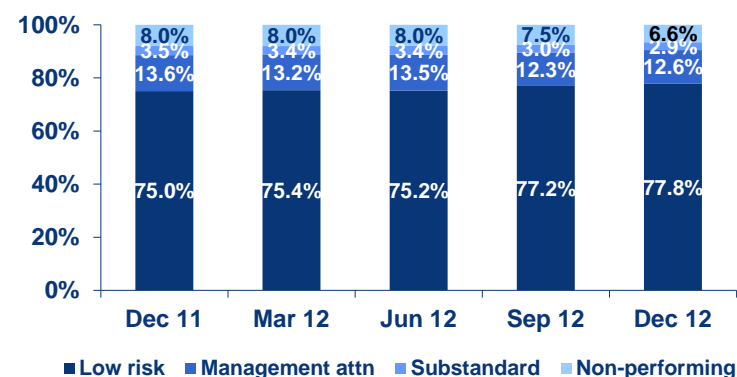
Sub-Segment Slovakia -
Customer loans by currency



Sub-Segment Slovakia -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Slovakia



Retail & SME: Hungary –

Adapting to the new business environment

- **Operating result down as a consequence of lower business volumes**
 - NII declined on portfolio reduction (FX-conversion) and lower margins and weak loan demand
 - Reclassification of interest income on trading assets to NII in 2012 could not compensate for the decrease
 - Fee income down due lower new disbursements and higher lending fee expenses
 - Trading down on changed reporting of interest income on trading assets to NII and revaluation losses on derivatives
- **Successful cost cutting efforts led to decline in expenses of 15.5% yoy**
- **Other result deteriorated yoy mainly due to banking tax; positive impact from release of provisions and lower expenses from properties and movables**
- **Risk costs improved substantially yoy due to lower provisions across all business lines, even when adjusting for extraordinary one-off charges in 2011**
 - NPL ratio increased to 25.4% on shrinking loan book
 - NPL coverage declined from 70.3% at YE 11 to 64.1% as of year-end 2012
- **Net loss mainly due to costs covering interest subsidy scheme for performing FX borrowers and banking tax**
- **CIR stood at 41.2% (FY 2011: 38.6%)**

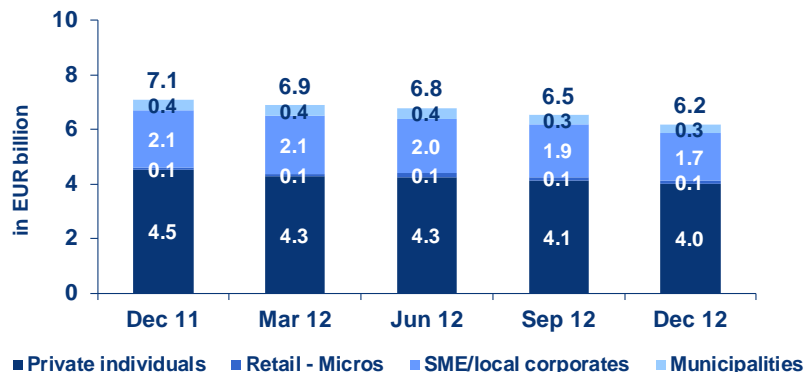
in EUR million	2012	2011	Change
Net interest income	335.2	402.7	(16.8%)
Net fee income	91.9	97.8	(6.0%)
Net trading result	(15.9)	19.1	na
Operating expenses	(169.5)	(200.5)	(15.5%)
Operating result	241.7	319.1	(24.3%)
Risk provisions	(215.0)	(812.0)	(73.5%)
Other result	(72.9)	(56.9)	28.1%
Net profit/loss	(55.1)	(566.6)	(90.3%)

in EUR million	Q4 12	Q3 12	Change
Net interest income	77.6	81.7	(5.0%)
Net fee income	24.1	22.5	7.1%
Net trading result	(7.3)	(1.9)	>100.0%
Operating expenses	(44.5)	(43.0)	3.5%
Operating result	49.9	59.3	(15.9%)
Risk provisions	(67.9)	(40.5)	67.7%
Other result	34.5	(14.5)	na
Net profit/loss	9.0	8.6	4.7%

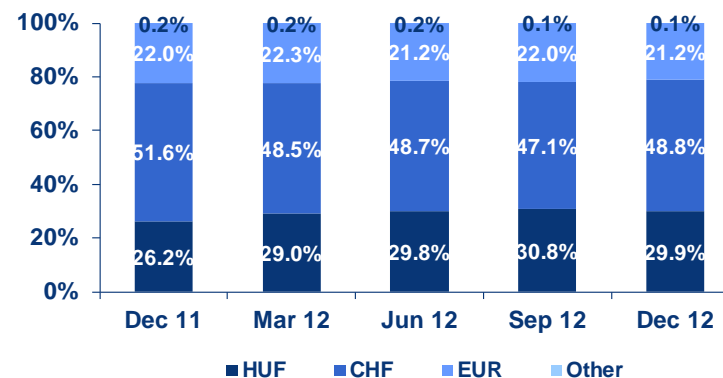
All figures including 3.5% currency depreciation (based on FY 2012 average rate)

Retail & SME: Hungary – Loan book analysis

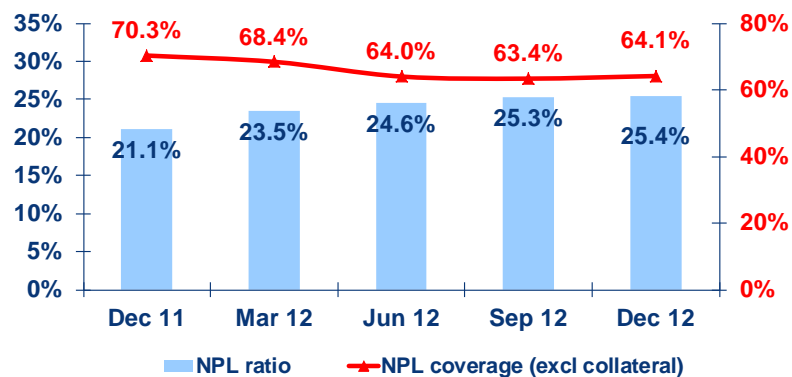
Sub-Segment Hungary -
Customer loans by Basel II customer segment



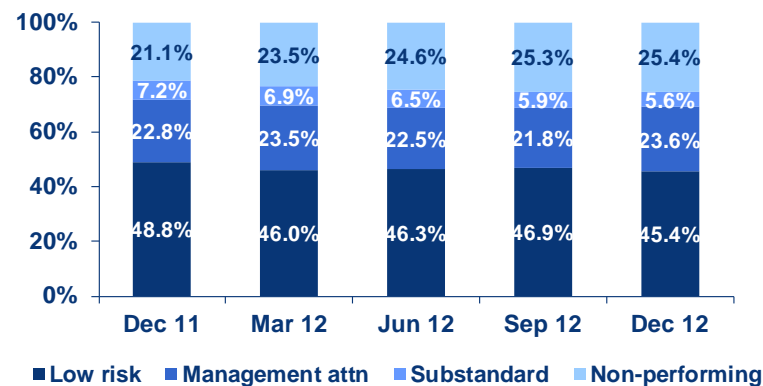
Sub-Segment Hungary -
Customer loans by currency



Sub-Segment Hungary -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Hungary



Retail & SME: Croatia –

Solid result impacted by increase in risk costs

- **Operating result down slightly yoy**
 - Net interest income declined somewhat on reduced NIM
 - Lower fee income due to transfer of credit card processing subsidiary (MBU) in Q3 11
 - Net trading result decreased on negative valuation effects
- **Decrease in operating costs on successful cost management and transfer of credit card processing unit**
- **Risk provisions up mainly due to deterioration in corporate and real estate segments**
 - Annualised risk cost increased from 188bps in FY 2011 to 224bps in FY 2012
 - NPL ratio increased to 18.1% as of Dec 2012 compared to 12.8% at YE 2011
- **Other result improved yoy due to positive effect on sale of assets (AfS) in FY 2012**
- **CIR stable at 40.4% vs 40.3% in FY 2011**
- **ROE of 8.2% vs 17.4% in FY 2011**

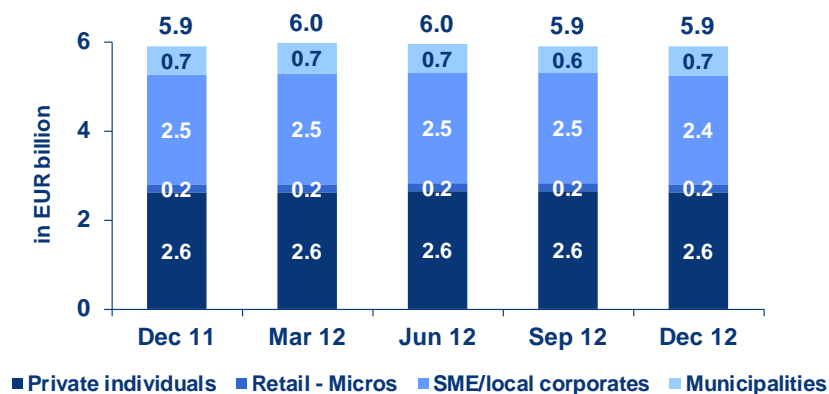
in EUR million	2012	2011	Change
Net interest income	253.7	261.8	(3.1%)
Net fee income	65.6	76.7	(14.5%)
Net trading result	9.4	11.2	(16.1%)
Operating expenses	(132.8)	(141.1)	(5.9%)
Operating result	195.9	208.6	(6.1%)
Risk provisions	(137.4)	(109.3)	25.7%
Other result	(3.0)	(10.1)	(70.3%)
Net profit/loss	23.7	43.6	(45.6%)

in EUR million	Q4 12	Q3 12	Change
Net interest income	61.9	62.9	(1.6%)
Net fee income	14.6	17.9	(18.4%)
Net trading result	1.2	3.6	(66.7%)
Operating expenses	(31.0)	(33.7)	(8.0%)
Operating result	46.7	50.7	(7.9%)
Risk provisions	(29.8)	(36.6)	(18.6%)
Other result	(2.1)	(2.6)	(19.2%)
Net profit/loss	7.0	4.1	70.7%

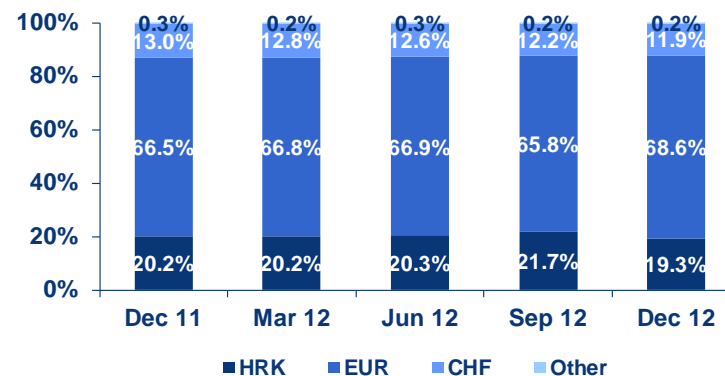
All figures including 1.1% currency depreciation (based on FY 2012 average rate)

Retail & SME: Croatia – Loan book analysis

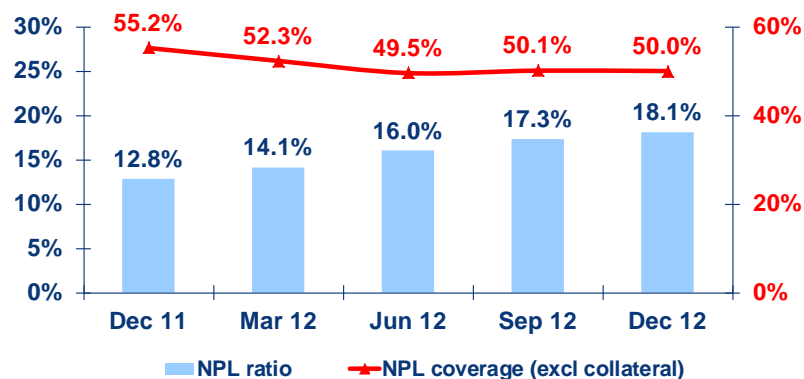
Sub-Segment Croatia -
Customer loans by Basel II customer segment



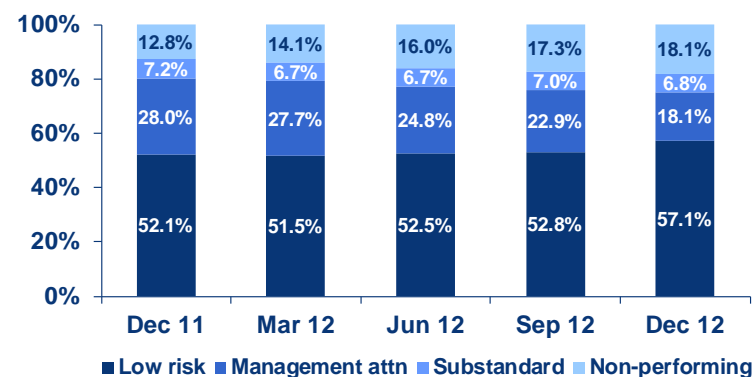
Sub-Segment Croatia -
Customer loans by currency



Sub-Segment Croatia -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Croatia



- **Operating result up on higher NII, fee income and positive net trading result**
 - NII up by 1.9% yoy in EUR, but up 13.0% FX-adjusted on loan growth and on the back of improved margins
 - Margins in retail business developed positively
 - Fee income improved mainly on growth in payment business
 - Trading result increased due to favourable FX movements
- **Costs decreased in EUR, but were up in LCY on higher personnel expenses**
- **Risk provisions slightly down in EUR but increased currency-adjusted due to higher provisions in the corporate and real estate business**
 - Annualised risk costs down to 178bps vs 208bps in FY 2011
- **Net profit contribution increased in FY 2012**
- **Segment ROE considerably improved to 18.8%**
- **CIR improved to 63.6% in FY 2012 (FY 2011: 68.3%)**

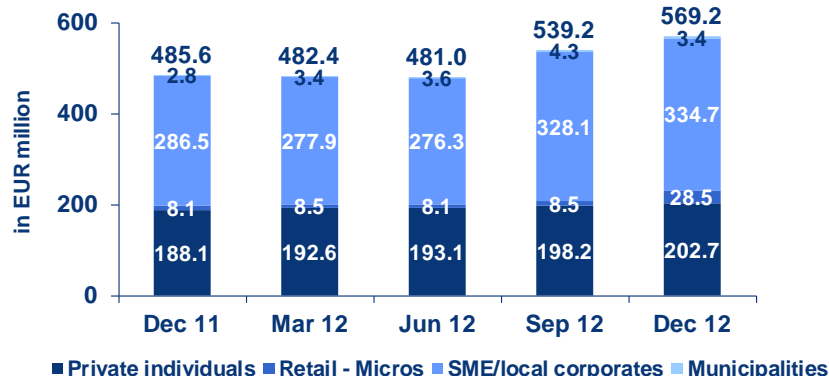
in EUR million	2012	2011	Change
Net interest income	37.1	36.4	1.9%
Net fee income	13.3	13.0	2.3%
Net trading result	2.4	0.1	>100.0%
Operating expenses	(33.6)	(33.8)	(0.6%)
Operating result	19.2	15.7	22.3%
Risk provisions	(9.0)	(9.5)	(5.3%)
Other result	(1.7)	(1.2)	41.7%
Net profit/loss	7.8	3.4	>100.0%

in EUR million	Q4 12	Q3 12	Change
Net interest income	10.5	8.5	23.5%
Net fee income	3.5	3.2	9.4%
Net trading result	0.7	0.9	(22.2%)
Operating expenses	(9.1)	(8.0)	13.8%
Operating result	5.6	4.6	21.7%
Risk provisions	(2.9)	(1.8)	61.1%
Other result	(0.3)	(0.4)	(25.0%)
Net profit/loss	3.0	2.0	50.0%

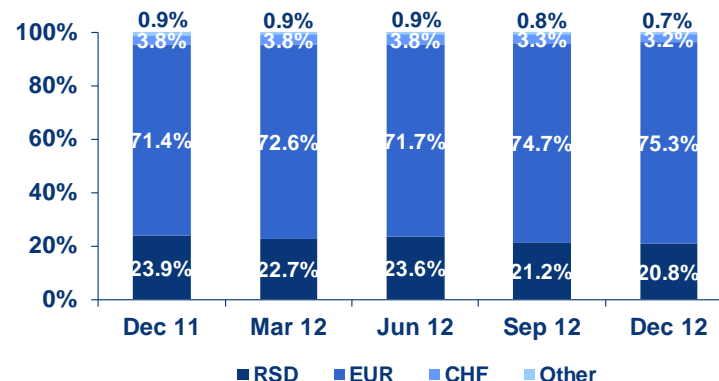
All figures including 10.9% currency depreciation (based on FY 2012 average rate)

Retail & SME: Serbia – Loan book analysis

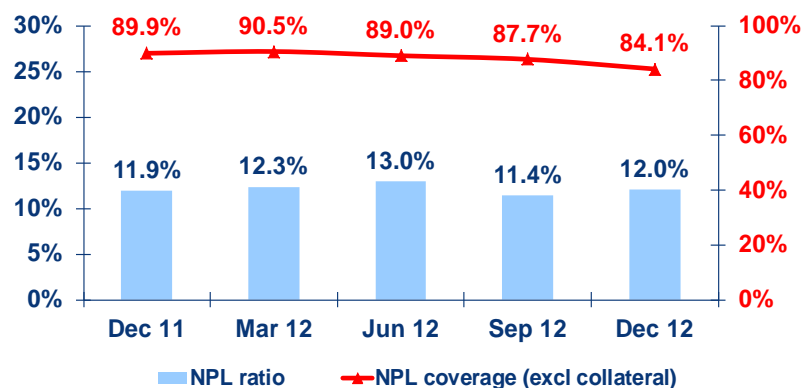
Sub-Segment Serbia -
Customer loans by Basel II customer segment



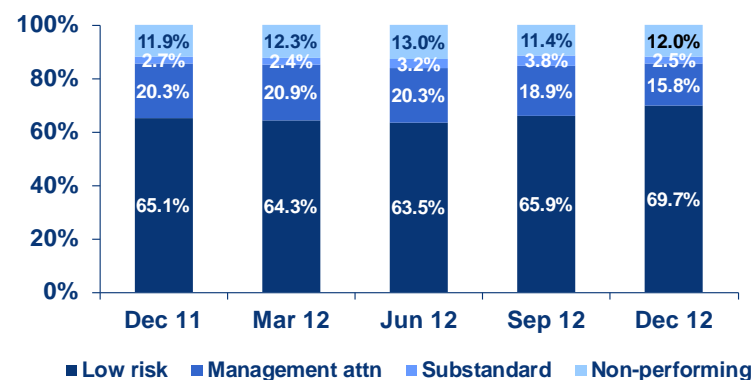
Sub-Segment Serbia -
Customer loans by currency



Sub-Segment Serbia
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Serbia



Retail & SME: Ukraine –

Agreement to sell Erste Bank Ukraine signed in Q4 2012

– Net loss on weaker operating result

- Net interest income down on portfolio reduction and shrinking margins
- Net fee income improved on the back of strengthened payment transfer business
- Net trading result down due to lower income from FX transactions yoy
- Operating expenses nearly flat in EUR and down on currency-adjusted basis

– Risk costs increased due to direct write-offs in 2012

- Annualised risk costs up to 341bps against 234bps in FY 2011

– Other result deteriorated yoy on selling losses on financial assets available for sale

– Net loss in FY 2012 due to declining operating result and increased risk provisions

– CIR amounted to 215.0% in FY 2012

in EUR million	2012	2011	Change
Net interest income	23.6	32.6	(27.6%)
Net fee income	6.2	4.9	26.5%
Net trading result	(7.2)	(3.2)	>100.0%
Operating expenses	(48.6)	(48.8)	(0.4%)
Operating result	(26.0)	(14.5)	79.3%
Risk provisions	(15.7)	(10.7)	46.7%
Other result	(2.4)	1.6	na
Net profit/loss	(44.3)	(23.1)	91.8%

in EUR million	Q4 12	Q3 12	Change
Net interest income	3.3	5.9	(44.1%)
Net fee income	1.7	1.9	(10.5%)
Net trading result	(6.2)	2.4	na
Operating expenses	(12.1)	(12.5)	(3.2%)
Operating result	(13.3)	(2.3)	>100.0%
Risk provisions	(6.5)	(3.5)	85.7%
Other result	1.1	(1.8)	na
Net profit/loss	(18.9)	(7.6)	>100.0%

All figures including 6.5% currency appreciation (based on FY 2012 average rate)

- **Business performance**
- **BCR update**
- **Credit risk**
- **Funding**
- **Capital**
- **Outlook**
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Asset quality analysis –

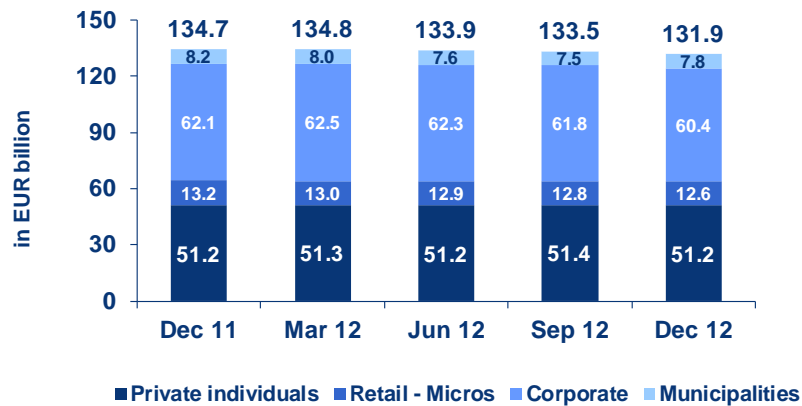
Key definitions

- **Key asset quality indicators are based on on-balance sheet customer loans**
- **Reported NPL and NPL coverage ratios exclude collateral**
- **Broad NPL definition**
 - 90-day overdue or less than 90-day overdue if:
 - Customer unlikely to pay, e.g. because customer defaulted against third party
 - Customer view instead of product view has been adopted. The former is the case with all corporate customers and all retail customers in Austria. In CEE retail product view prevails. Accordingly, if an Austrian retail customer defaults on one product all performing products are classified as NPLs as well.

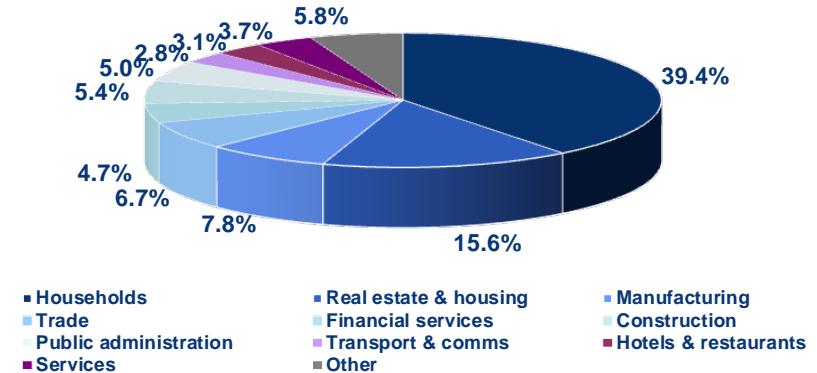
Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

Asset quality analysis – Loan book overview

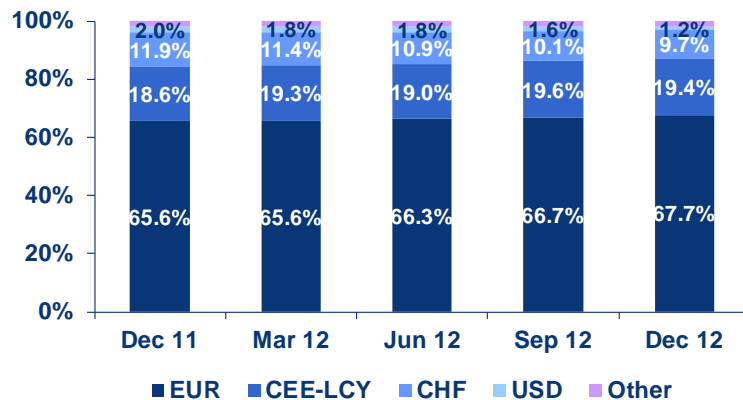
Customer loans by Basel II customer segments



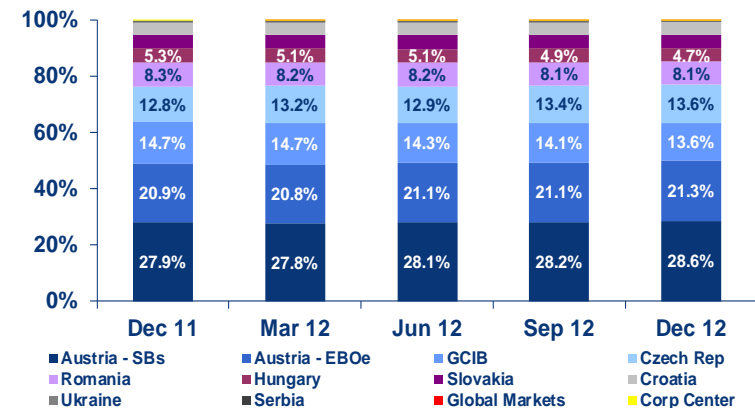
Customer loans by industries



Customer loans by currency



Customer loans by reporting segment



Asset quality analysis – Loan book by segments

	Low risk		Management attention		Substandard		Non-performing		Total loan book		Risk provisions		NPL coverage		NPL ratio	
	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11
Retail & SME	83,171	80,952	16,455	19,513	3,180	3,779	10,766	10,112	113,573	114,355	6,681	6,244	62.1%	61.7%	9.5%	8.8%
Austria	52,803	51,910	8,197	8,948	1,095	1,287	3,643	3,658	65,738	65,803	2,251	2,245	61.8%	61.4%	5.5%	5.6%
EB Oesterreich	24,607	24,248	2,182	2,630	204	270	1,058	1,051	28,052	28,199	696	688	65.7%	65.4%	3.8%	3.7%
Savings Banks	28,196	27,662	6,014	6,318	891	1,018	2,585	2,607	37,687	37,604	1,556	1,557	60.2%	59.7%	6.9%	6.9%
CEE	30,368	29,042	8,258	10,565	2,085	2,491	7,123	6,454	47,834	48,552	4,429	3,999	62.2%	62.0%	14.9%	13.3%
Czech Republic	13,797	12,733	2,610	2,997	528	511	956	947	17,891	17,187	690	660	72.2%	69.7%	5.3%	5.5%
Romania	4,856	4,709	2,200	3,204	605	714	3,021	2,533	10,682	11,160	1,771	1,268	58.6%	50.1%	28.3%	22.7%
Slovakia	5,137	4,661	831	845	193	215	437	496	6,598	6,217	369	393	84.3%	79.2%	6.6%	8.0%
Hungary	2,809	3,461	1,459	1,615	345	513	1,572	1,499	6,185	7,088	1,008	1,054	64.1%	70.3%	25.4%	21.1%
Croatia	3,373	3,080	1,068	1,654	399	424	1,069	759	5,909	5,917	534	419	50.0%	55.2%	18.1%	12.8%
Serbia	397	316	90	99	14	13	68	58	569	486	58	52	84.1%	89.9%	12.0%	11.9%
Ukraine	0	82	0	152	0	101	0	161	0	497	0	154	0.0%	95.3%	na	32.5%
GCIB	12,557	14,376	3,261	3,663	781	490	1,330	1,275	17,928	19,805	893	697	67.2%	54.6%	7.4%	6.4%
Group Markets	69	204	7	20	0	0	0	0	77	225	0	0	>100.0%	>100.0%	0.0%	0.0%
Corporate Center	229	313	102	36	17	15	2	1	350	365	0	1	26.9%	>100.0%	0.5%	0.1%
Total Group	96,027	95,845	19,825	23,233	3,978	4,284	12,098	11,388	131,928	134,750	7,574	6,942	62.6%	61.0%	9.2%	8.5%

Asset quality analysis –

Loan book by region (country of origination)

in EUR million	Low risk		Management attention		Substandard		Non-performing		Total loan book			
	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12		Dec 11	
									Share of total		Share of total	
Core market	90,219	89,007	18,191	21,768	3,807	4,078	11,258	10,543	123,475	93.6%	125,397	93.1%
Austria	53,528	53,304	7,479	8,231	949	1,081	3,176	3,162	65,131	49.4%	65,778	48.8%
Croatia	4,186	3,959	1,661	2,224	452	432	1,274	968	7,572	5.7%	7,583	5.6%
Romania	5,586	5,569	2,692	4,065	958	840	3,280	2,756	12,515	9.5%	13,229	9.8%
Serbia	669	496	186	235	47	14	78	69	980	0.7%	815	0.6%
Slovakia	5,851	5,313	1,045	1,059	216	235	486	532	7,598	5.8%	7,140	5.3%
Slovenia	938	1,010	230	195	124	165	221	228	1,513	1.1%	1,598	1.2%
Czech Republic	16,031	15,063	3,190	3,458	650	595	1,030	1,012	20,901	15.8%	20,128	14.9%
Hungary	3,431	4,205	1,708	1,798	412	584	1,715	1,589	7,265	5.5%	8,176	6.1%
Ukraine	0	87	0	503	0	132	0	228	0	0.0%	950	0.7%
Other EU	4,012	4,585	939	1,037	72	84	540	561	5,562	4.2%	6,267	4.7%
Other industrialised countries	533	876	130	191	17	36	84	107	764	0.6%	1,210	0.9%
Emerging markets	1,263	1,376	564	237	83	85	216	177	2,126	1.6%	1,875	1.4%
Southeastern Europe / CIS	892	898	539	197	81	44	181	142	1,692	1.3%	1,280	1.0%
Asia	180	216	10	13	1	40	24	22	214	0.2%	291	0.2%
Latin America	82	117	3	5	1	2	5	6	90	0.1%	130	0.1%
Middle East / Africa	110	145	12	22	1	0	6	7	129	0.1%	174	0.1%
Total	96,027	95,845	19,825	23,233	3,978	4,284	12,098	11,388	131,928	100.0%	134,750	100.0%

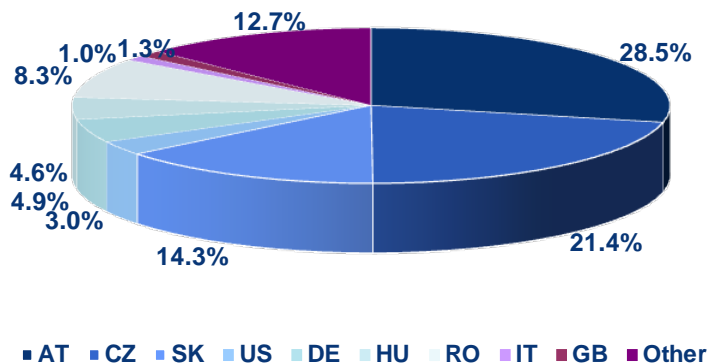
Asset quality analysis –

Total exposure by region (country of origination)

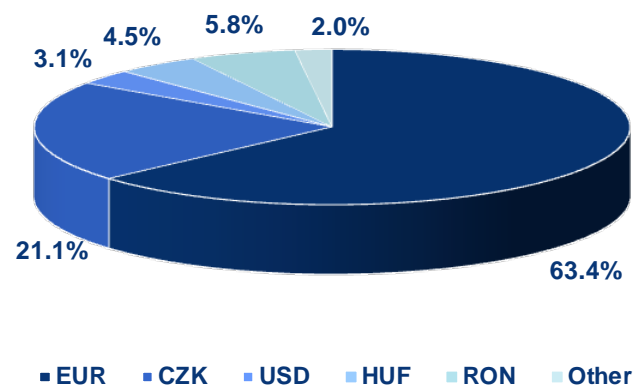
in EUR million	Low risk		Management attention		Substandard		Non-performing		Total Exposure			
	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12	Dec 11	Dec 12		Dec 11	
									Share of total		Share of total	
Core market	145,789	142,947	20,790	25,055	4,564	4,889	11,661	10,822	182,803	83.2%	183,714	83.7%
Austria	75,642	76,513	8,419	9,114	1,534	1,686	3,423	3,316	89,017	40.5%	90,629	41.3%
Croatia	6,147	5,954	1,808	2,417	470	466	1,295	982	9,720	4.4%	9,818	4.5%
Romania	10,678	10,641	3,113	4,924	993	869	3,346	2,813	18,129	8.3%	19,247	8.8%
Serbia	805	587	276	365	49	16	79	71	1,209	0.6%	1,039	0.5%
Slovakia	13,107	10,299	1,176	1,412	232	260	502	539	15,017	6.8%	12,509	5.7%
Slovenia	1,328	1,519	267	264	127	167	228	236	1,951	0.9%	2,187	1.0%
Czech Republic	31,219	29,197	3,961	4,128	742	693	1,063	1,039	36,984	16.8%	35,058	16.0%
Ukraine	0	423	0	574	0	136	0	230	0	0.0%	1,362	0.6%
Hungary	6,864	7,812	1,770	1,858	417	598	1,726	1,597	10,777	4.9%	11,864	5.4%
Other EU	27,409	25,336	1,202	1,466	112	170	559	613	29,283	13.3%	27,584	12.6%
Other industrialised countries	4,096	4,181	140	204	19	46	143	178	4,398	2.0%	4,610	2.1%
Emerging markets	2,161	2,960	702	313	90	89	232	186	3,184	1.4%	3,549	1.6%
Southeastern Europe / CIS	1,322	1,298	634	222	87	47	187	148	2,230	1.0%	1,714	0.8%
Asia	510	714	10	14	1	40	24	22	546	0.2%	791	0.4%
Latin America	86	167	19	8	1	2	8	9	114	0.1%	186	0.1%
Middle East / Africa	243	782	38	69	1	0	13	7	294	0.1%	858	0.4%
Total	179,455	175,425	22,833	27,038	4,785	5,194	12,595	11,800	219,668	100.0%	219,457	100.0%
Share of total	81.7%	79.9%	10.4%	12.3%	2.2%	2.4%	5.7%	5.4%	100.0%		100.0%	

Asset quality analysis – Financial assets

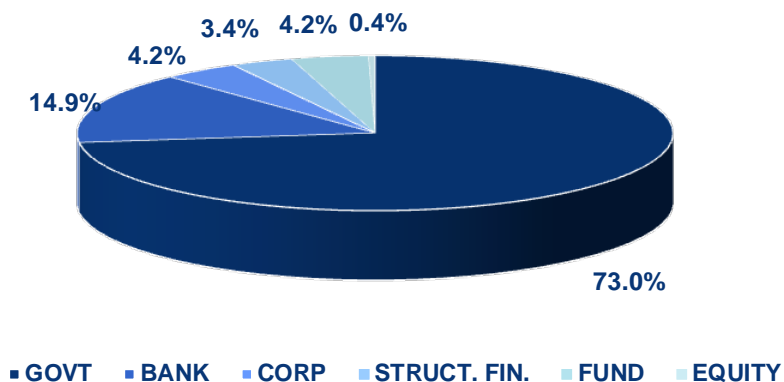
Financial assets by country of origination
(31 Dec 2012: EUR 41.6 bn)



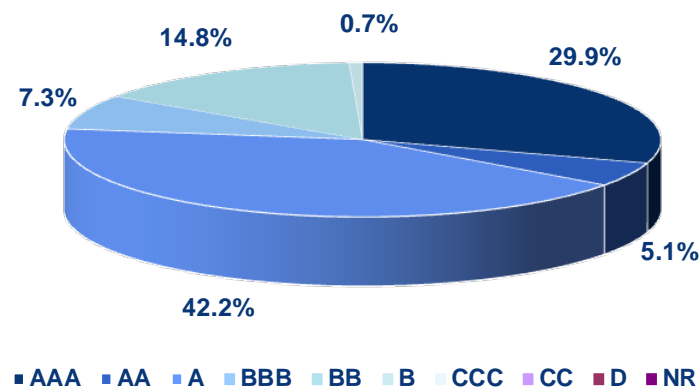
Financial assets by currency
(31 Dec 2012: EUR 41.6 bn)



Financial assets by issuer/product
(31 Dec 2012: EUR 41.6 bn)



Financial assets by rating
(31 Dec 2012: EUR 41.6 bn)



Balance sheet (IFRS) drill-down –

Trading assets as of 31 December 2012

– Decline of EUR 700 million due to the reduction of non-core assets

in EUR m	Sovereign		Banks		Other		Total Trading	
CZ	1,881	43.4%	0	0.0%	10	2.1%	1,890	36.5%
SK	285	6.6%	0	0.0%	0	0.0%	285	5.5%
RO	587	13.5%	3	0.7%	1	0.3%	591	11.4%
HU	1,045	24.1%	0	0.1%	26	5.6%	1,071	20.7%
AT	91	2.1%	230	59.1%	218	47.5%	539	10.4%
IT	0	0.0%	3	0.8%	0	0.0%	3	0.1%
ES	0	0.0%	0	0.0%	9	1.9%	9	0.2%
GR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
IE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PT	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FR	0	0.0%	5	1.3%	5	1.1%	10	0.2%
BE	0	0.0%	2	0.5%	0	0.0%	2	0.0%
DE	32	0.7%	100	25.6%	37	8.1%	169	3.3%
NL	0	0.0%	9	2.4%	2	0.4%	11	0.2%
Other	409	9.5%	37	9.4%	152	33.0%	597	11.5%
Total	4,330	100.0%	389	100.0%	460	100.0%	5,178	100.0%

Balance sheet (IFRS) drill-down –

Financial assets at fair value as of 31 December 2012

– Decline of more than EUR 1bn due to the reduction of non-core assets

in EUR m	Sovereign		Banks		Other		Total FV	
CZ	130	52.6%	36	15.5%	5	2.3%	171	23.9%
SK	25	9.9%	0	0.0%	10	4.2%	34	4.8%
RO	5	1.9%	0	0.0%	4	1.7%	9	1.2%
HU	0	0.0%	0	0.0%	0	0.0%	0	0.0%
AT	0	0.2%	63	27.1%	142	59.5%	205	28.6%
IT	0	0.0%	0	0.0%	0	0.2%	0	0.1%
ES	0	0.0%	0	0.0%	1	0.3%	1	0.1%
GR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
IE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PT	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FR	0	0.0%	0	0.0%	2	0.8%	2	0.3%
BE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
DE	0	0.0%	93	40.2%	17	7.2%	110	15.3%
NL	0	0.0%	0	0.0%	19	8.1%	19	2.7%
Other	88	35.4%	40	17.2%	38	15.8%	165	23.0%
Total	247	100.0%	231	100.0%	238	100.0%	716	100.0%

Balance sheet (IFRS) drill-down –

Financial assets available for sale as of 31 Dec 2012

- Investment of surplus liquidity mainly in Austria, Slovakia, Czech Republic and in preparation for Basel 3 liquidity requirements

in EUR m	Sovereign		Banks		Other		Total AFS	
CZ	1,815	13.3%	105	2.5%	110	2.4%	2,029	9.1%
SK	2,626	19.2%	42	1.0%	27	0.6%	2,695	12.0%
RO	973	7.1%	0	0.0%	9	0.2%	982	4.4%
HU	705	5.2%	0	0.0%	5	0.1%	710	3.2%
AT	5,101	37.4%	1,240	29.0%	2,298	51.2%	8,640	38.5%
IT	72	0.5%	111	2.6%	23	0.5%	207	0.9%
ES	4	0.0%	13	0.3%	47	1.0%	64	0.3%
GR	0	0.0%	9	0.2%	3	0.1%	12	0.1%
IE	23	0.2%	58	1.4%	0	0.0%	82	0.4%
PT	4	0.0%	14	0.3%	6	0.1%	24	0.1%
FR	69	0.5%	252	5.9%	22	0.5%	343	1.5%
BE	60	0.4%	0	0.0%	4	0.1%	64	0.3%
DE	495	3.6%	1,061	24.8%	134	3.0%	1,689	7.5%
NL	37	0.3%	310	7.3%	153	3.4%	501	2.2%
Other	1,672	12.2%	1,056	24.7%	1,647	36.7%	4,375	19.5%
Total	13,657	100.0%	4,272	100.0%	4,488	100.0%	22,418	100.0%

Balance sheet (IFRS) drill-down –

Financial assets held-to-maturity as of 31 Dec 2012

- Investment of surplus liquidity mainly in Austria, Czech Republic, Slovakia, and Romania; preparation for Basel 3 liquidity requirements

in EUR m	Sovereign		Banks		Other		Total HTM	
CZ	6,423	38.9%	259	15.5%	25	3.2%	6,707	35.3%
SK	3,217	19.5%	2	0.1%	24	3.0%	3,243	17.1%
RO	2,459	14.9%	2	0.1%	0	0.0%	2,461	13.0%
HU	1,187	7.2%	0	0.0%	0	0.0%	1,187	6.3%
AT	2,453	14.9%	414	24.8%	162	20.4%	3,029	16.0%
IT	0	0.0%	182	10.9%	48	6.0%	229	1.2%
ES	0	0.0%	73	4.4%	93	11.7%	166	0.9%
GR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
IE	0	0.0%	0	0.0%	0	0.1%	1	0.0%
PT	0	0.0%	10	0.6%	0	0.0%	10	0.1%
FR	0	0.0%	155	9.3%	18	2.2%	173	0.9%
BE	0	0.0%	0	0.0%	9	1.2%	9	0.0%
DE	21	0.1%	178	10.7%	27	3.4%	226	1.2%
NL	0	0.0%	153	9.2%	88	11.1%	242	1.3%
Other	748	4.5%	244	14.6%	299	37.6%	1,291	6.8%
Total	16,508	100.0%	1,673	100.0%	794	100.0%	18,975	100.0%

Drill-down on selected asset classes –

Consistent reduction of exposure to peripheral Europe

Total net exposure of Erste Group (incl. savings banks) to selected European countries:

in EUR million	Sovereign			Bank			Other			Total net exposure		
	Dec 10	Dec 11	Dec 12	Dec 10	Dec 11	Dec 12	Dec 10	Dec 11	Dec12	Dec 10	Dec 11	Dec 12
Greece	602.2	4.4	0.1	172.0	57.9	0.1	7.7	7.6	5.1	781.9	69.9	5.3
Ireland	88.6	46.5	73.8	252.2	204.4	29.0	81.7	78.2	36.3	422.6	329.1	139.1
Portugal	234.6	5.6	3.2	280.5	94.0	47.7	14.3	13.0	10.0	529.5	112.6	60.9
Spain	114.2	23.8	12.7	734.6	282.2	248.6	383.6	425.6	253.0	1,232.4	731.6	514.3
Italy	1,075.8	472.6	99.5	1,164.8	806.8	411.4	1,082.0	582.0	655.7	3,322.6	1,861.4	1,166.6
Sum total	2,115.5	553.0	189.3	2,604.2	1,445.2	736.8	1,569.3	1,106.4	960.1	6,288.9	3,104.6	1,886.2

Sovereign net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Dec 11	Dec 12	Dec 10	Dec 11	Dec 12	Dec 10	Dec 11	Dec12	Dec 10	Dec 11	Dec 12
Greece	456.5	-8.5	0.0	77.5	10.3	0.1	68.2	2.6	0.0	602.2	4.4	0.1
Ireland	59.7	0.0	0.0	25.3	31.8	59.1	3.6	14.7	14.7	88.6	46.5	73.8
Portugal	168.4	0.0	-16.3	10.6	5.6	3.2	55.6	0.0	0.0	234.6	5.6	3.2
Spain	35.1	-27.1	-22.4	51.6	38.7	11.0	27.5	12.2	1.7	114.2	23.8	12.7
Italy	907.2	399.9	-11.2	149.1	70.9	99.5	19.5	1.8	0.0	1,075.8	472.6	99.5
Sum total	1,627.0	364.3	-49.9	314.1	157.3	172.9	174.4	31.3	16.4	2,115.5	553.0	189.3

Bank net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Dec 11	Dec 12	Dec 10	Dec 11	Dec 12	Dec 10	Dec 11	Dec12	Dec 10	Dec 11	Dec 12
Greece	0.1	0.0	0.1	0.0	0.0	0.0	171.9	57.9	0.0	172.0	57.9	0.1
Ireland	141.8	99.4	16.2	90.4	92.0	4.7	20.0	13.0	8.1	252.2	204.4	29.0
Portugal	71.7	9.4	1.9	56.4	29.7	15.8	152.4	54.9	30.0	280.5	94.0	47.7
Spain	341.0	61.9	69.0	163.6	64.5	33.8	229.9	155.8	145.8	734.6	282.2	248.6
Italy	322.8	233.6	43.9	152.7	180.6	149.5	689.2	392.6	218.0	1,164.8	806.8	411.4
Sum total	877.5	404.3	131.1	463.3	366.8	203.8	1,263.4	674.2	401.9	2,604.2	1,445.2	736.8

Off-balance sheet items – Exclusively related to customer business

in EUR million	201212	201209	201206	201203	2011	2010
Guarantees and warranties	6,363	6,569	6,861	6,842	6,920	7,826
<i>of which: in relation to corporate business</i>	<i>5,584</i>	<i>5,778</i>	<i>6,076</i>	<i>6,084</i>	<i>6,170</i>	
Undrawn lines, loan commitments, promissory notes	14,415	14,991	14,794	18,570	18,579	19,446
<i>of which: in relation to corporate business</i>	<i>9,057</i>	<i>9,111</i>	<i>8,941</i>	<i>9,930</i>	<i>9,762</i>	
<i>of which: in relation to retail business</i>	<i>4,446</i>	<i>4,759</i>	<i>4,763</i>	<i>7,345</i>	<i>7,238</i>	
<i>of which: in relation to sovereigns, municipalities</i>	<i>834</i>	<i>1,025</i>	<i>1,010</i>	<i>1,176</i>	<i>1,221</i>	
Total	20,779	21,560	21,655	25,412	25,499	27,272

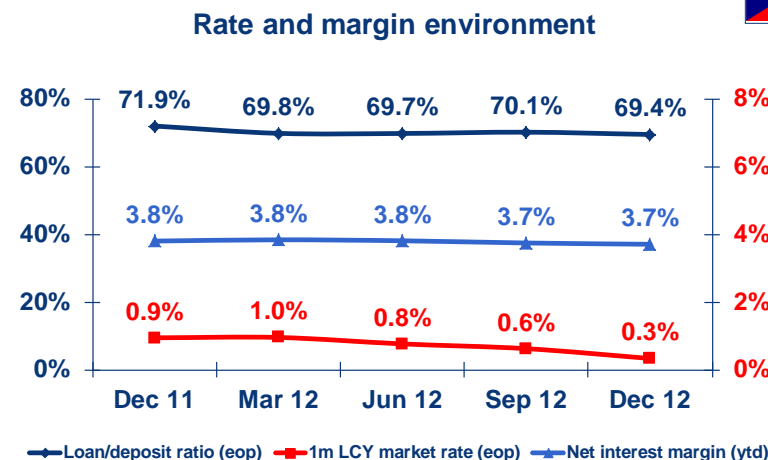
- **Detail on guarantees & warranties: approx. 58% is related to Austria**
 - approx. 75% is EUR-based
 - approx. 86% is towards low risk and management attention category

- **Detail on undrawn lines and loan commitments: approx. 55% is related to Austria**
 - appr. 76% is EUR based
 - appr. 98% is towards low risk and management attention category

- **Business performance**
- **BCR update**
- **Credit risk**
- **Funding**
- **Capital**
- **Outlook**
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Key local entity data (IFRS, consolidated) – Ceska sporitelna

Key figures and ratios	2012	2011	Change
Cost/income ratio	41.0%	41.8%	
Return on equity	19.2%	18.2%	
	Dec 12	Dec 11	
Erste Group stake	98.97%		
Solvency ratio	16.0%	13.1%	
Employees	11,014	10,661	3.3%
Branches	658	654	0.6%
Customers (in m)	5.3	5.2	1.8%
Market share - retail loans	23.8%	24.3%	
Market share - retail deposits	27.7%	28.1%	
Market share - corporate loans	19.3%	19.0%	
Market share - corporate deposits	10.5%	10.8%	
Market share - total assets	20.2%	20.3%	



in EUR million	2012	2011	Change
Net interest income	1,216.3	1,242.2	(2.1%)
Risk provisions for loans and advances	(147.3)	(218.8)	(32.7%)
Net fee and commission income	468.0	492.6	(5.0%)
Net trading result	87.2	17.5	>100.0%
General administrative expenses	(726.2)	(732.7)	(0.9%)
Other operating result	(110.0)	(106.8)	3.0%
Result from financial instruments - FV	1.8	(16.6)	na
Result from financial assets - AfS	25.7	0.2	>100.0%
Result from financial assets - HtM	2.5	1.1	>100.0%
Pre-tax profit/loss	818.0	678.7	20.5%
Taxes on income	(166.0)	(141.8)	17.1%
Post-tax profit	652.0	536.9	21.4%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	652.0	536.9	21.4%
Attributable to non-controlling interests	(8.3)	(5.3)	56.6%
Attributable to owners of the parent	660.3	542.2	21.8%
EUR FX rate (ave)	25.1	25.1	

in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	2,597	3,079	(15.6%)
Loans and advances to customers	19,447	19,226	1.2%
Risk provisions for loans and advances	(725)	(715)	1.5%
Financial assets - at fair value through profit or loss	286	466	(38.6%)
Financial assets - at fair value through profit or loss	2,655	1,434	85.1%
Financial assets - at fair value through profit or loss	7,235	6,959	4.0%
Other assets	5,101	5,040	1.2%
Total assets	36,595	35,490	3.1%
Interest-bearing assets	33,124	31,730	4.4%
Deposits by banks	1,763	2,102	(16.1%)
Customer deposits	28,012	26,730	4.8%
Debt securities in issue	1,437	1,813	(20.7%)
Other liabilities	1,672	1,671	0.1%
Total equity	3,710	3,174	16.9%
Attributable to non-controlling interests	5	1	>100.0%
Attributable to owners of the parent	3,705	3,173	16.8%
EUR FX rate (eop)	25.2	25.2	

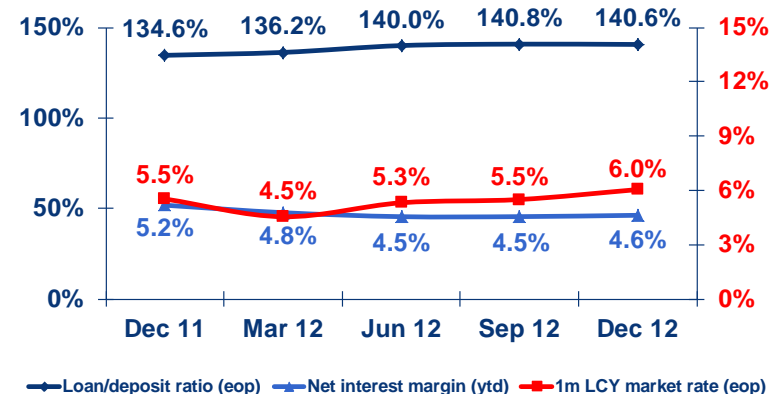
*) To eliminate currency effects, FY 2012 exchange rates were used for P&L and BS conversion. Market share data is as of Dec 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Banca Comerciala Romana (BCR)



Key figures and ratios	2012	2011	Change
Cost/income ratio	41.6%	41.0%	
Return on equity	(17.4%)	1.0%	
Dec 12	Dec 11		
Erste Group stake	93.27%		
Solvency ratio	12.4%	12.9%	
Employees	8,289	9,245	(10.3%)
Branches	623	667	(6.6%)
Customers (in m)	3.5	3.7	(4.7%)
Market share - retail loans	18.3%	18.2%	
Market share - retail deposits	20.4%	22.6%	
Market share - corporate loans	23.2%	24.8%	
Market share - corporate deposits	14.1%	16.2%	
Market share - total assets	19.3%	20.1%	

Rate and margin environment



in EUR million	2012	2011	Change
Net interest income	648.8	703.0	(7.7%)
Risk provisions for loans and advances	(813.5)	(482.9)	68.5%
Net fee and commission income	142.4	130.2	9.4%
Net trading result	115.4	94.3	22.4%
General administrative expenses	(377.5)	(380.6)	(0.8%)
Other operating result	(50.7)	(58.6)	(13.5%)
Result from financial instruments - FV	1.3	(0.3)	na
Result from financial assets - AfS	0.6	22.3	(97.3%)
Result from financial assets - HtM	0.0	0.0	na
Pre-tax profit/loss	(333.2)	27.4	na
Taxes on income	57.4	(11.0)	na
Post-tax profit	(275.8)	16.4	na
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	(275.8)	16.4	na
Attributable to non-controlling interests	1.1	0.6	83.3%
Attributable to owners of the parent	(276.9)	15.8	na
EUR FX rate (ave)	4.5	4.5	

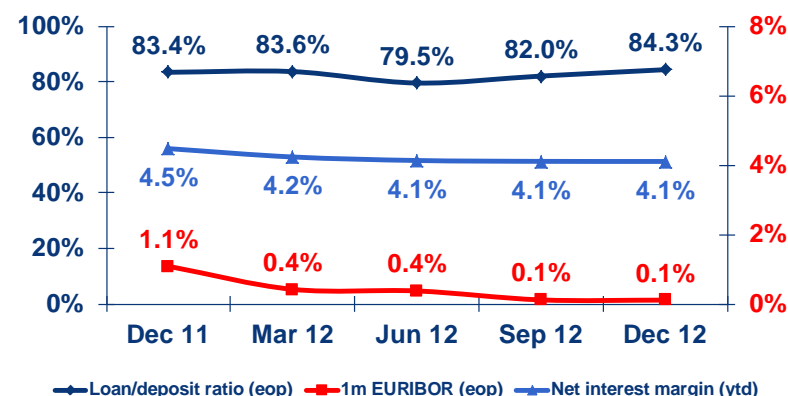
in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	81	248	(67.2%)
Loans and advances to customers	11,980	12,010	(0.2%)
Risk provisions for loans and advances	(1,879)	(1,254)	49.8%
Financial assets - at fair value through profit or loss	10	9	6.6%
Financial assets - at fair value through profit or loss	973	1,180	(17.5%)
Financial assets - at fair value through profit or loss	2,420	1,803	34.3%
Other assets	2,904	3,272	(11.3%)
Total assets	16,490	17,268	(4.5%)
Interest-bearing assets	13,737	14,153	(2.9%)
Deposits by banks	4,926	5,154	(4.4%)
Customer deposits	8,522	8,924	(4.5%)
Debt securities in issue	303	255	19.0%
Other liabilities	1,208	1,237	(2.3%)
Total equity	1,531	1,698	(9.9%)
Attributable to non-controlling interests	4	3	35.7%
Attributable to owners of the parent	1,526	1,695	(9.9%)
EUR FX rate (eop)	4.4	4.4	

*) To eliminate currency effects, FY 2012 exchange rates were used for P&L and BS conversion. Market share data is as of Dec 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Slovenska sporitelna

Key figures and ratios	2012	2011	Change
Cost/income ratio	42.1%	39.6%	
Return on equity	16.9%	20.0%	
Dec 12	Dec 11	Change	
Erste Group stake	100%		
Solvency ratio	19.7%	15.2%	
Employees	4,185	4,157	0.7%
Branches	297	292	1.7%
Customers (in m)	2.4	2.4	(1.2%)
Market share - retail loans	26.5%	26.4%	
Market share - retail deposits	25.7%	25.8%	
Market share - corporate loans	10.9%	10.7%	
Market share - corporate deposits	9.7%	10.4%	
Market share - total assets	20.2%	20.3%	

Rate and margin environment



in EUR million	2012	2011	Change
Net interest income	450.5	468.4	(3.8%)
Risk provisions for loans and advances	(54.5)	(72.2)	(24.4%)
Net fee and commission income	118.1	120.8	(2.3%)
Net trading result	16.1	1.9	>100.0%
General administrative expenses	(246.2)	(234.1)	5.2%
Other operating result	(46.5)	(28.5)	63.3%
Result from financial instruments - FV	(1.8)	(4.7)	(62.3%)
Result from financial assets - Afs	(0.5)	(8.7)	(94.8%)
Result from financial assets - HtM	2.1	(0.9)	na
Pre-tax profit/loss	237.3	242.0	(1.9%)
Taxes on income	(48.6)	(47.1)	3.2%
Post-tax profit	188.7	194.9	(3.2%)
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	188.7	194.9	(3.2%)
Attributable to non-controlling interests	0.3	0.0	>100.0%
Attributable to owners of the parent	188.4	194.9	(3.3%)

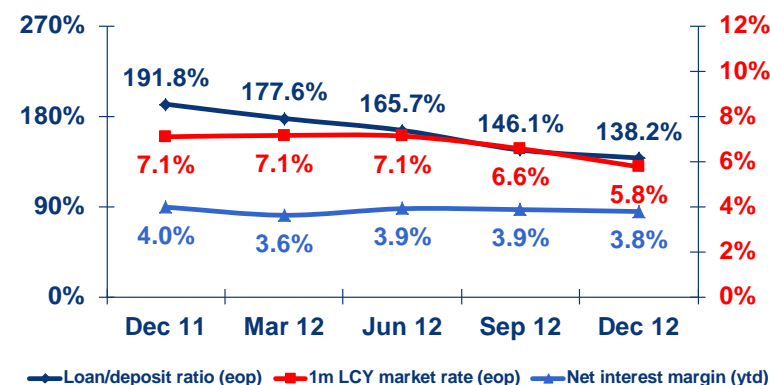
in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	290	613	(52.7%)
Loans and advances to customers	7,093	6,697	5.9%
Risk provisions for loans and advances	(379)	(409)	(7.5%)
Financial assets - at fair value through profit or loss	31	28	11.3%
Financial assets - at fair value through profit or loss	1,358	980	38.6%
Financial assets - at fair value through profit or loss	2,443	2,560	(4.6%)
Other assets	941	880	7.0%
Total assets	11,777	11,349	3.8%
Interest-bearing assets	10,861	10,494	3.5%
Deposits by banks	1,148	1,448	(20.7%)
Customer deposits	8,413	8,034	4.7%
Debt securities in issue	537	367	46.1%
Other liabilities	475	461	3.0%
Total equity	1,205	1,039	16.0%
Attributable to non-controlling interests	3	3	5.6%
Attributable to owners of the parent	1,202	1,036	16.0%

*) Market share data is as of Dec 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Erste Bank Hungary

Key figures and ratios	2012	2011	Change
Cost/income ratio	39.0%	37.2%	
Return on equity	(2.3%)	(103.1%)	
	Dec 12	Dec 11	Change
Erste Group stake	100%		
Solvency ratio	11.7%	17.2%	
Employees	2,690	2,948	(8.8%)
Branches	141	184	(23.4%)
Customers (in m)	0.9	0.9	(4.6%)
Market share - retail loans	14.3%	14.6%	
Market share - retail deposits	8.3%	7.9%	
Market share - corporate loans	7.6%	8.4%	
Market share - corporate deposits	6.5%	6.8%	
Market share - total assets	8.8%	9.3%	

Rate and margin environment



in EUR million	2012	2011	Change
Net interest income	358.5	413.7	(13.3%)
Risk provisions for loans and advances	(212.5)	(830.3)	(74.4%)
Net fee and commission income	96.6	100.6	(4.0%)
Net trading result	8.5	41.3	(79.4%)
General administrative expenses	(180.6)	(206.5)	(12.5%)
Other operating result	(73.0)	(53.6)	36.2%
Result from financial instruments - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.0	na
Result from financial assets - HtM	(0.2)	0.0	na
Pre-tax profit/loss	(2.7)	(534.8)	(99.5%)
Taxes on income	(19.8)	(19.0)	4.2%
Post-tax profit	(22.5)	(553.8)	(95.9%)
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	(22.5)	(553.8)	(95.9%)
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	(22.5)	(553.8)	(95.9%)
EUR FX rate (ave)	289.2	289.2	

in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	437	774	(43.5%)
Loans and advances to customers	6,430	7,921	(18.8%)
Risk provisions for loans and advances	(1,012)	(1,143)	(11.4%)
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - at fair value through profit or loss	704	550	27.9%
Financial assets - at fair value through profit or loss	1,203	1,074	11.9%
Other assets	1,778	1,955	(9.1%)
Total assets	9,539	11,131	(14.3%)
Interest-bearing assets	8,699	9,660	(10.0%)
Deposits by banks	3,751	5,763	(34.9%)
Customer deposits	4,654	4,131	12.7%
Debt securities in issue	5	16	(70.4%)
Other liabilities	409	613	(33.3%)
Total equity	720	608	18.4%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	720	608	18.4%
EUR FX rate (eop)	292.3	292.3	

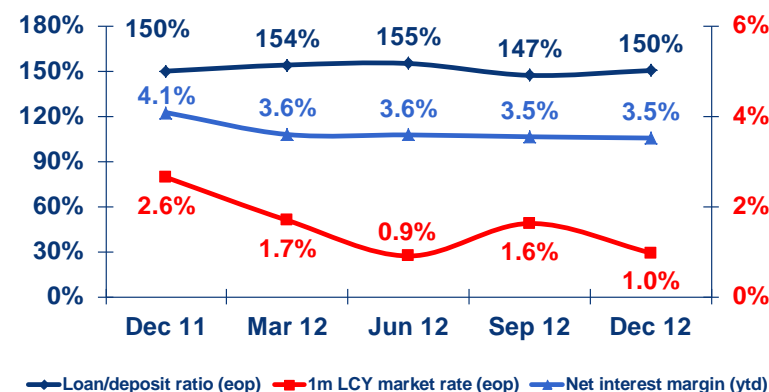
*) To eliminate currency effects, FY 2012 exchange rates were used for P&L and BS conversion. Market share data is as of Dec 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Erste Bank Croatia



Key figures and ratios	2012	2012	Change
Cost/income ratio	38.3%	38.6%	
Return on equity	8.4%	11.6%	
Dec 12	Dec 11		
Erste Group stake	69.3%		
Solvency ratio	17.4%	15.1%	
Employees	2,629	2,599	1.2%
Branches	150	146	2.7%
Customers (in m)	1.0	1.0	1.0%
Market share - retail loans	14.0%	13.9%	
Market share - retail deposits	13.0%	13.0%	
Market share - corporate loans	15.9%	14.6%	
Market share - corporate deposits	11.8%	13.4%	
Market share - total assets	14.9%	14.2%	

Rate and margin environment



in EUR million	2012	2011	Change
Net interest income	279.6	287.8	(2.8%)
Risk provisions for loans and advances	(119.2)	(96.9)	23.0%
Net fee and commission income	69.4	79.2	(12.4%)
Net trading result	19.5	19.1	2.1%
General administrative expenses	(141.0)	(148.9)	(5.3%)
Other operating result	(17.2)	(16.4)	4.9%
Result from financial instruments - FV	0.0	0.0	na
Result from financial assets - AfS	7.9	(1.6)	na
Result from financial assets - HtM	0.0	0.3	na
Pre-tax profit/loss	99.0	122.6	(19.2%)
Taxes on income	(19.6)	(23.4)	(16.2%)
Post-tax profit	79.4	99.2	(20.0%)
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	79.4	99.2	(20.0%)
Attributable to non-controlling interests	1.5	0.8	87.5%
Attributable to owners of the parent	77.9	98.4	(20.8%)
EUR FX rate (ave)	7.5	7.5	

in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	1,040	811	28.2%
Loans and advances to customers	6,522	6,322	3.2%
Risk provisions for loans and advances	(510)	(411)	24.3%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - at fair value through profit or loss	812	850	(4.5%)
Financial assets - at fair value through profit or loss	108	80	35.1%
Other assets	747	689	8.4%
Total assets	8,718	8,342	4.5%
Interest-bearing assets	8,013	7,727	3.7%
Deposits by banks	3,153	3,026	4.2%
Customer deposits	4,342	4,220	2.9%
Debt securities in issue	40	0	na
Other liabilities	216	221	(2.1%)
Total equity	967	876	10.4%
Attributable to non-controlling interests	5	4	33.0%
Attributable to owners of the parent	962	872	10.3%
EUR FX rate (eop)	7.6	7.6	

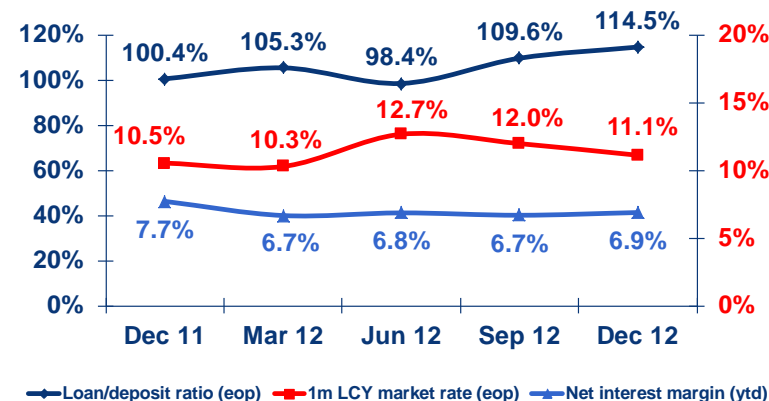
*) To eliminate currency effects, FY 2012 exchange rates were used for P&L and BS conversion. Market share data is as of Dec 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Erste Bank Serbia



Key figures and ratios	2012	2011	Change
Cost/income ratio	62.6%	64.9%	
Return on equity	10.1%	6.8%	
Dec 12	Dec 11		
Erste Group stake	80.5%		
Solvency ratio	21.3%	25.6%	
Employees	944	919	2.7%
Branches	68	66	3.0%
Customers (in m)	0.3	0.3	7.1%
Market share - retail loans	3.3%	3.3%	
Market share - retail deposits	2.5%	2.5%	
Market share - corporate loans	2.7%	2.2%	
Market share - corporate deposits	2.7%	2.6%	
Market share - total assets	2.6%	2.5%	

Rate and margin environment



in EUR million	2012	2011	Change
Net interest income	38.9	36.0	8.1%
Risk provisions for loans and advances	(9.0)	(8.6)	4.7%
Net fee and commission income	12.5	10.9	14.7%
Net trading result	2.4	0.1	>100.0%
General administrative expenses	(33.7)	(30.5)	10.5%
Other operating result	(1.7)	(1.1)	54.5%
Result from financial instruments - 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
Pre-tax profit/loss	9.4	6.8	38.2%
Taxes on income	1.8	0.1	>100.0%
Post-tax profit	11.2	6.9	62.3%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	11.2	6.9	62.3%
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	11.2	6.9	62.3%
EUR FX rate (ave)	113.0	113.0	

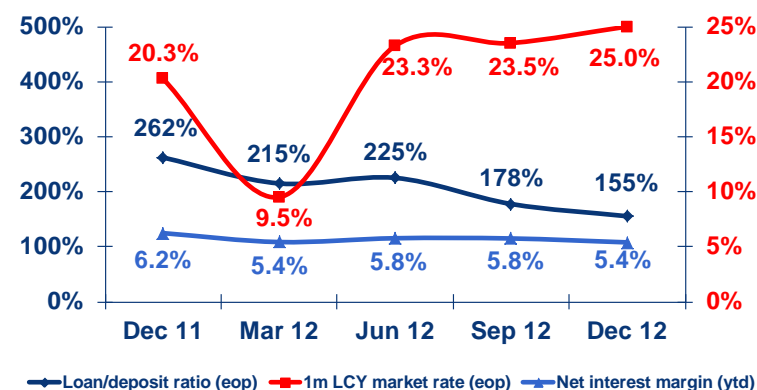
in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	21	77	(72.1%)
Loans and advances to customers	569	459	23.9%
Risk provisions for loans and advances	(58)	(49)	17.4%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - at fair value through profit or loss	11	35	(68.3%)
Financial assets - at fair value through profit or loss	51	3	>100.0%
Other assets	126	119	5.9%
Total assets	720	643	12.0%
Interest-bearing assets	597	532	12.2%
Deposits by banks	58	46	25.0%
Customer deposits	497	457	8.7%
Debt securities in issue	13	0	na
Other liabilities	33	32	3.2%
Total equity	119	108	10.6%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	119	108	10.6%
EUR FX rate (eop)	112.1	112.1	

*) To eliminate currency effects, FY 2012 exchange rates were used for P&L and BS conversion. Market share data is as of Dec 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Erste Bank Ukraine

Key figures and ratios	2012	2011	Change
Cost/income ratio	131.7%	102.0%	
Return on equity	na	na	
Dec 12	Dec 11		
Erste Group stake	100.0%		
Solvency ratio	18.0%	22.0%	
Employees	1,530	1,685	(9.2%)
Branches	120	131	(8.4%)
Customers (in m)	0.3	0.2	27.1%
Market share - retail loans	1.2%	1.4%	
Market share - retail deposits	0.4%	0.3%	
Market share - corporate loans	0.4%	0.3%	
Market share - corporate deposits	0.7%	0.5%	
Market share - total assets	0.7%	1.1%	

Rate and margin environment



in EUR million	2012	2011	Change
Net interest income	38.3	48.6	(21.2%)
Risk provisions for loans and advances	(15.7)	(11.3)	38.9%
Net fee and commission income	4.5	3.4	32.4%
Net trading result	(7.2)	(2.8)	>100.0%
General administrative expenses	(46.9)	(50.2)	(6.6%)
Other operating result	(0.2)	(1.3)	(84.6%)
Result from financial instruments - FV	(0.3)	0.0	na
Result from financial assets - AfS	(1.9)	3.1	na
Result from financial assets - HtM	0.0	0.0	na
Pre-tax profit/loss	(29.4)	(10.5)	>100.0%
Taxes on income	(0.2)	0.5	na
Post-tax profit	(29.6)	(10.0)	>100.0%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit/loss for the period	(29.6)	(10.0)	>100.0%
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	(29.6)	(10.0)	>100.0%
EUR FX rate (ave)	10.4	10.4	

in EUR million	Dec 12	Dec 11	Change
Loans and advances to credit institutions	63	127	(50.4%)
Loans and advances to customers	426	485	(12.1%)
Risk provisions for loans and advances	(67)	(120)	(44.2%)
Financial assets - at fair value through profit or loss	96	0	na
Financial assets - at fair value through profit or loss	47	222	(78.9%)
Financial assets - at fair value through profit or loss	0	0	na
Other assets	111	190	(41.7%)
Total assets	676	903	(25.2%)
Interest-bearing assets	565	797	(29.1%)
Deposits by banks	257	550	(53.3%)
Customer deposits	274	185	48.2%
Debt securities in issue	0	0	na
Other liabilities	7	59	(88.5%)
Total equity	138	108	27.4%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	138	108	27.4%
EUR FX rate (eop)	10.6	10.6	

*) To eliminate currency effects, FY 2012 exchange rates were used for P&L and BS conversion. Market share data is as of Dec 2012. Solvency ratio is preliminary.

- **Business performance**
- **BCR update**
- **Credit risk**
- **Funding**
- **Capital**
- **Outlook**
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - [About Erste Group](#)
 - Shareholder structure

Strategy –

A real customer need is the reason for all business

Customer banking in Central and Eastern Europe

Eastern part of EU

Focus on CEE, limited exposure to other Europe

Retail banking

Focus on local currency mortgage and consumer loans funded by local deposits

FX loans only where funded by local FX deposits (RO & HR)

Savings products, asset management and pension products

Potential future expansion into Poland

Corporate banking

Large, local corporate and SME banking

Advisory services, with focus on providing access to capital markets and corporate finance

Real estate business that goes beyond financing

Potential future expansion into Poland

Capital markets

Focus on customer business, incl. customer-based trading activities

In addition to core markets, presences in Poland, Turkey, Germany and London with institutional client focus and selected product mix

Building debt and equity capital markets in CEE

Public sector

Financing sovereigns and municipalities with focus on infrastructure development in core markets

Any sovereign holdings are only held for market-making, liquidity or balance sheet management reasons

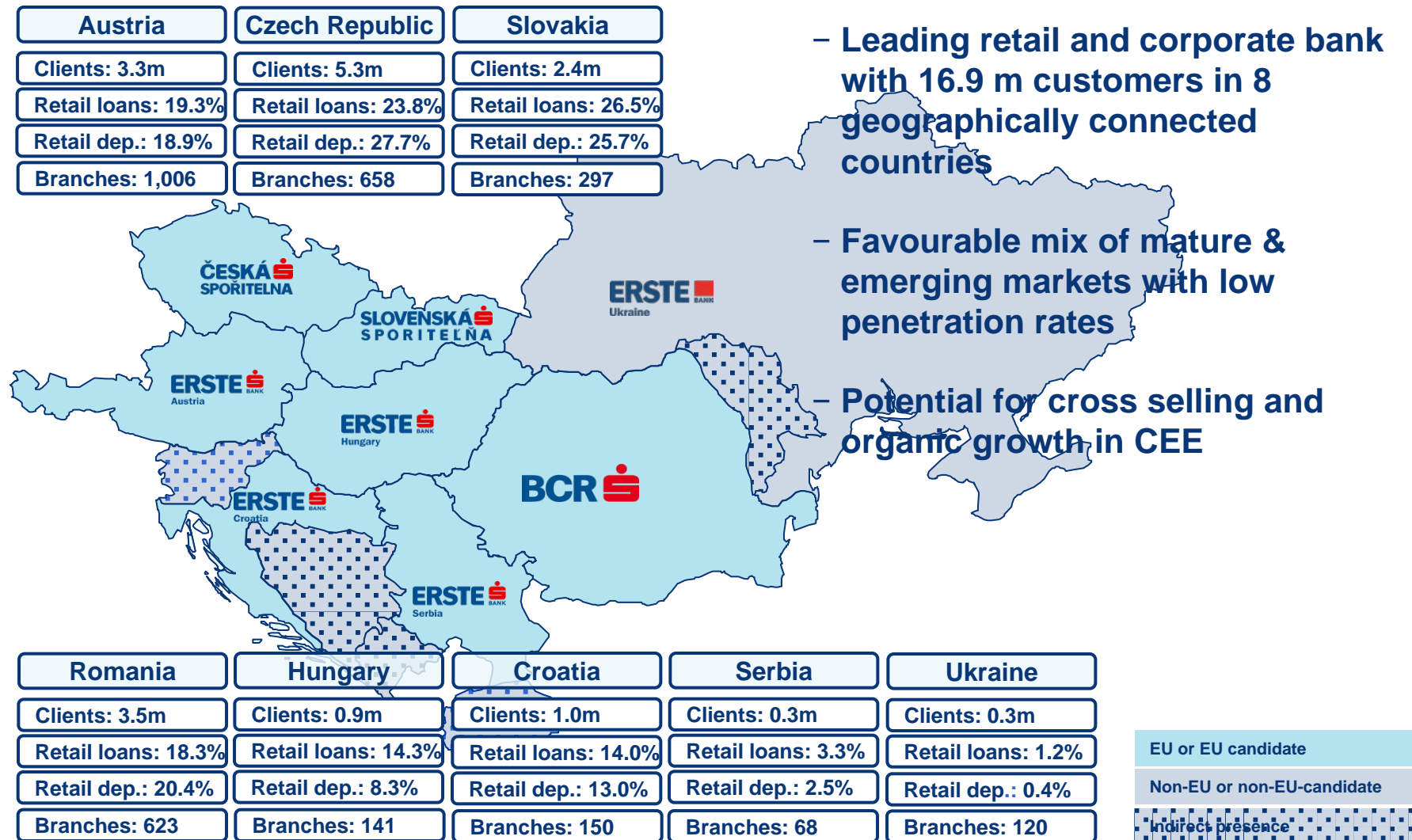
Interbank business

Focus on banks that operate in the core markets

Any bank exposure is only held for liquidity or balance sheet management reasons or to support client business

Strategy –

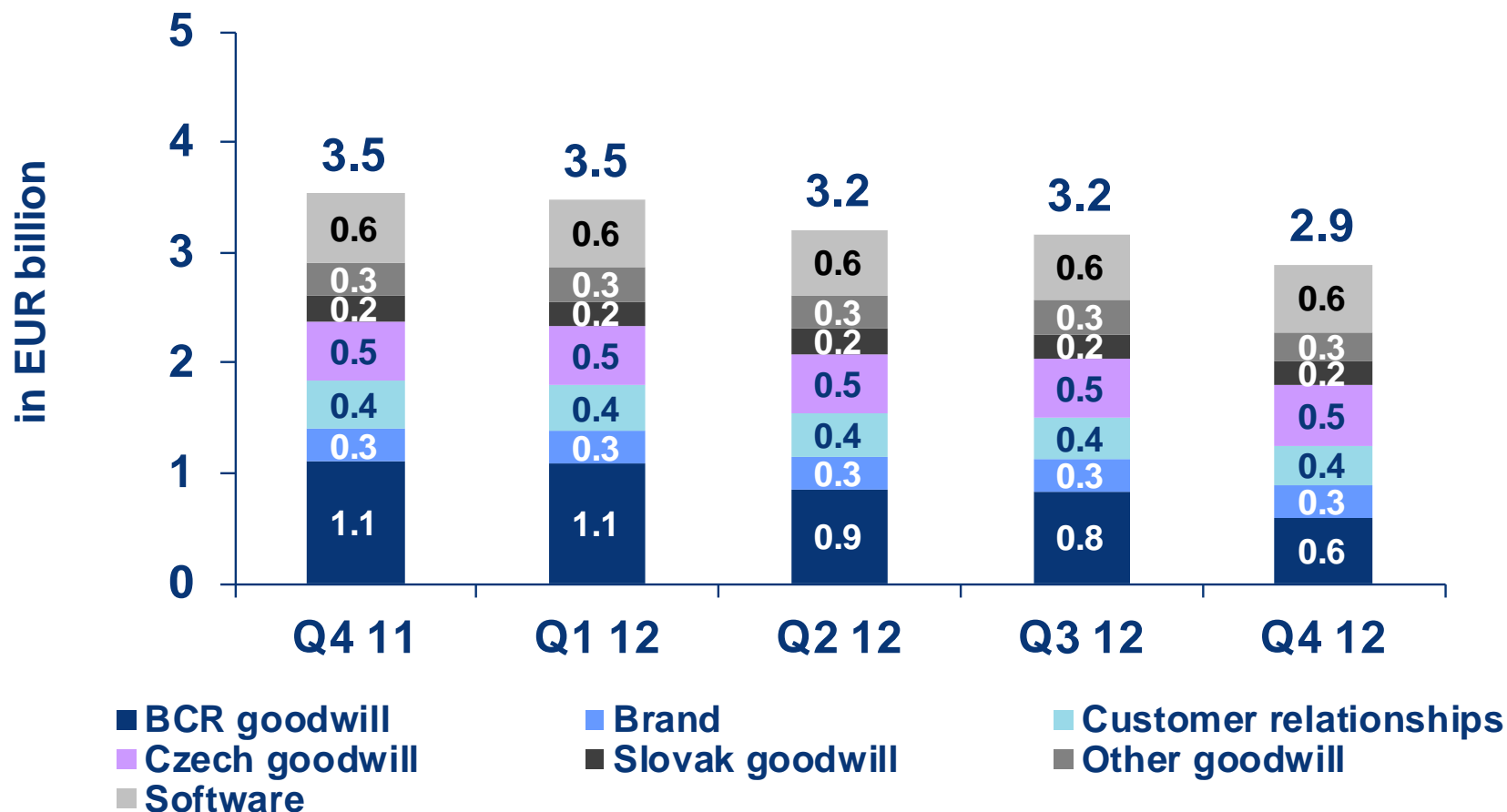
Customer banking in the eastern part of the EU



Erste Group's intangible asset split –

Intangibles declined mainly on BCR goodwill adjustment

Intangibles composition



Erste Group historic financials –

Quarterly income statement (IFRS)

in EUR million	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	1,343.4	1,302.0	1,401.9	1,430.2	1,434.9	1,336.9	1,314.8	1,317.2	1,266.4
Net fee and commission income	472.5	455.2	450.9	445.9	435.2	430.3	435.2	418.8	436.5
Net trading result	31.5	236.7	52.1	(251.4)	84.9	93.6	27.9	69.9	82.0
Operating income	1,847.4	1,993.9	1,904.9	1,624.7	1,955.0	1,860.8	1,777.9	1,805.9	1,784.9
Personnel expenses	(606.3)	(576.1)	(566.2)	(578.0)	(603.4)	(570.5)	(568.1)	(563.9)	(581.6)
Other administrative expenses	(237.2)	(292.4)	(303.3)	(294.1)	(262.6)	(283.3)	(281.7)	(281.9)	(259.2)
Depreciation and amortisation	(101.6)	(94.5)	(93.8)	(93.2)	(93.3)	(91.3)	(92.5)	(92.9)	(89.8)
General administrative expenses	(945.1)	(963.0)	(963.3)	(965.3)	(959.3)	(945.1)	(942.3)	(938.7)	(930.6)
Operating result	902.3	1,030.9	941.6	659.4	995.7	915.7	835.6	867.2	854.3
Risk provisions for loans and advances	(432.6)	(460.1)	(460.7)	(938.4)	(407.7)	(580.6)	(401.2)	(483.5)	(514.7)
Other operating result	(155.9)	(128.7)	(131.5)	(1,200.2)	(129.5)	131.2	(199.3)	(145.9)	(510.3)
Result from financial instruments - FV	1.8	9.5	(29.4)	12.1	8.1	41.5	0.9	(6.1)	(39.9)
Result from financial assets - AfS	(9.3)	19.2	(5.1)	(76.9)	(3.4)	(14.7)	18.4	15.5	37.0
Result from financial assets - HtM	(6.3)	0.2	1.8	(19.0)	(10.1)	(6.0)	(13.8)	0.5	(0.6)
Pre-tax profit/loss	300.0	471.0	316.7	(1,563.0)	453.1	487.1	240.6	247.7	(174.2)
Taxes on income	(48.3)	(106.8)	(68.6)	70.4	(135.4)	(107.2)	(89.4)	(54.5)	80.9
Post-tax profit from discontinuing operations	251.7	364.2	248.1	(1,492.6)	317.7	379.9	151.2	193.2	(93.3)
Net profit/loss for the period	251.7	364.2	248.1	(1,492.6)	317.7	379.9	151.2	193.2	(93.3)
Attributable to non-controlling interests	6.8	42.8	48.7	1.2	63.6	33.4	44.1	49.5	20.5
Attributable to owners of the parent	244.9	321.4	199.4	(1,493.8)	254.1	346.5	107.1	143.7	(113.8)
Cost/income ratio	51.2%	48.3%	50.6%	59.4%	49.1%	50.8%	53.0%	52.0%	52.1%
Return on equity	7.3%	9.6%	5.9%	(45.7%)	8.4%	11.2%	3.4%	4.5%	(3.5%)

Erste Group historic financials – Quarterly balance sheet (IFRS)

in EUR million	Dec 10	Mar 11	Jun 11	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12	Dec 12
Cash and balances with central banks	5,839	5,043	6,605	5,743	9,413	5,480	5,737	8,675	9,740
Loans and advances to credit institutions	12,496	16,471	13,373	13,559	7,578	13,403	13,311	11,569	9,074
Loans and advances to customers	132,334	132,422	133,670	135,211	134,750	134,793	133,944	133,507	131,928
Risk provisions for loans and advances	(6,119)	(6,399)	(6,516)	(7,189)	(7,027)	(7,407)	(7,612)	(7,796)	(7,644)
Derivative financial instruments	8,508	7,096	7,438	12,076	10,931	10,989	11,974	13,015	13,289
Trading assets	5,536	7,777	8,357	7,350	5,876	8,116	5,953	5,186	5,178
Financial assets - at fair value through profit or loss	2,435	3,383	2,806	2,351	1,813	1,220	845	810	716
Financial assets - available for sale	17,751	18,820	18,978	19,662	20,245	21,675	22,514	23,142	22,418
Financial assets - held to maturity	14,235	15,380	16,023	16,403	16,074	17,679	17,905	18,649	18,975
Equity holdings in associates accounted for at equity	223	225	218	197	173	178	169	169	174
Intangible assets	4,675	4,705	4,608	3,525	3,532	3,480	3,211	3,168	2,894
Property and equipment	2,446	2,472	2,449	2,401	2,361	2,285	2,244	2,213	2,228
Investment properties	0	0	0	0	1,139	1,138	1,091	1,086	1,023
Current tax assets	116	123	123	130	116	115	117	114	128
Deferred tax assets	617	590	563	558	702	618	586	542	657
Assets held for sale	52	59	106	81	87	188	118	95	708
Other assets	4,626	5,134	5,170	4,036	2,243	2,759	3,121	2,846	2,338
Total assets	205,770	213,301	213,971	216,094	210,006	216,709	215,228	216,990	213,824
Deposits by banks	20,154	24,311	23,324	21,720	23,785	25,373	24,844	25,524	21,822
Customer deposits	117,016	119,198	120,817	121,594	118,880	122,349	122,252	122,249	123,053
Debt securities in issue	31,298	33,536	32,566	34,594	30,782	32,135	30,254	29,902	29,445
Derivative financial instruments	8,399	6,815	7,393	10,287	9,337	9,332	10,550	10,934	10,878
Trading liabilities	216	485	595	534	536	558	431	359	481
Provisions	1,545	1,529	1,540	1,540	1,580	1,558	1,579	1,539	1,488
Current tax liabilities	68	73	47	46	34	52	61	63	53
Deferred tax liabilities	328	325	309	175	345	360	351	344	324
Liabilities associated with assets held for sale	0	0	0	0	0	0	0	0	339
Other liabilities	4,350	4,376	4,690	4,222	3,764	4,243	4,705	5,383	4,298
Subordinated liabilities	5,838	5,532	5,720	5,941	5,783	4,776	4,309	4,293	5,305
Total equity	16,558	17,121	16,970	15,441	15,180	15,973	15,892	16,400	16,338
Attributable to non-controlling interests	3,444	3,425	3,500	3,555	3,143	3,218	3,267	3,453	3,483
Attributable to owners of the parent	13,114	13,696	13,470	11,886	12,037	12,755	12,625	12,947	12,855
Total liabilities and equity	205,770	213,301	213,971	216,094	210,006	216,709	215,228	216,990	213,824

Quarterly segment reporting – Overview of main segments

in EUR million	Retail & SME					GCIB				
	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	1,177.0	1,105.1	1,087.0	1,057.7	1,068.7	149.2	128.2	129.0	123.8	114.9
Risk provisions for loans and advances	(388.0)	(505.4)	(329.3)	(400.0)	(394.7)	(7.7)	(75.2)	(71.9)	(83.5)	(116.6)
Net fee and commission income	414.2	393.9	396.8	382.4	418.4	25.8	20.2	23.2	19.5	24.2
Net trading result	7.4	45.2	(13.8)	59.0	7.2	16.4	5.9	0.7	(0.4)	(1.8)
General administrative expenses	(801.0)	(809.4)	(802.0)	(798.7)	(805.1)	(53.9)	(44.6)	(51.6)	(48.8)	(51.9)
Other result	(72.3)	(37.7)	(90.3)	(66.4)	(49.3)	(14.1)	(21.9)	(35.1)	(12.1)	(32.5)
Pre-tax profit/loss	337.3	191.7	248.4	234.0	245.2	115.7	12.6	(5.7)	(1.5)	(63.7)
Taxes on income	(86.3)	(68.1)	(63.8)	(37.4)	(76.8)	(26.2)	(4.6)	1.7	(2.2)	9.5
Post-tax profit/loss	251.0	123.6	184.6	196.6	168.4	89.5	8.0	(4.0)	(3.7)	(54.2)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	251.0	123.6	184.6	196.6	168.4	89.5	8.0	(4.0)	(3.7)	(54.2)
Attributable to non-controlling interests	57.8	37.4	39.6	43.7	13.5	2.5	1.6	3.3	5.7	(8.9)
Attributable to owners of the parent	193.2	86.2	145.0	152.9	154.9	87.0	6.4	(7.3)	(9.4)	(45.3)

in EUR million	Group Markets					Corporate Center				
	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	98.0	46.1	61.2	47.5	28.9	10.7	57.5	37.6	88.2	53.9
Risk provisions for loans and advances	(12.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(3.4)
Net fee and commission income	27.7	35.0	30.1	29.8	29.8	(32.5)	(18.8)	(14.9)	(12.9)	(35.9)
Net trading result	(2.2)	81.4	57.2	24.2	40.1	63.3	(38.9)	(16.2)	(12.9)	36.5
General administrative expenses	(64.7)	(57.5)	(50.2)	(51.7)	(56.5)	(39.7)	(33.6)	(38.5)	(39.5)	(17.1)
Other result	0.7	(1.0)	3.5	1.9	(2.4)	(49.2)	212.6	(71.9)	(59.4)	(429.6)
Pre-tax profit/loss	47.5	104.0	101.8	51.7	39.9	(47.4)	178.8	(103.9)	(36.5)	(395.6)
Taxes on income	(13.4)	(21.1)	(20.0)	(15.0)	(5.6)	(9.5)	(13.4)	(7.3)	0.1	153.8
Post-tax profit/loss	34.1	82.9	81.8	36.7	34.3	(56.9)	165.4	(111.2)	(36.4)	(241.8)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	34.1	82.9	81.8	36.7	34.3	(56.9)	165.4	(111.2)	(36.4)	(241.8)
Attributable to non-controlling interests	1.6	1.9	2.0	1.8	2.4	1.7	(7.5)	(0.8)	(1.7)	13.5
Attributable to owners of the parent	32.5	81.0	79.8	34.9	31.9	(58.6)	172.9	(110.4)	(34.7)	(255.3)

Quarterly segment reporting – Austria sub-segments

in EUR million	EB Oesterreich					Savings banks				
	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	164.1	161.7	150.5	155.3	150.3	273.6	240.9	235.8	225.0	238.3
Risk provisions for loans and advances	(8.7)	(31.4)	(22.9)	(27.2)	(14.7)	(60.4)	(51.3)	(59.5)	(48.4)	(66.7)
Net fee and commission income	81.5	82.7	80.5	77.6	98.2	99.7	98.7	94.8	97.9	106.6
Net trading result	10.4	(3.1)	0.0	1.2	(2.3)	14.3	3.9	4.8	11.4	(0.2)
General administrative expenses	(154.9)	(151.4)	(154.6)	(152.5)	(156.2)	(228.0)	(235.4)	(234.1)	(237.1)	(225.6)
Other result	(29.5)	8.6	9.1	5.7	(10.0)	(32.4)	(12.0)	8.6	1.3	4.6
Pre-tax profit/loss	62.9	67.1	62.6	60.1	65.3	66.8	44.8	50.4	50.1	57.0
Taxes on income	(13.1)	(14.8)	(13.8)	(13.2)	(14.0)	(17.9)	(11.3)	(12.7)	(13.1)	(24.4)
Net profit/loss for the period	49.8	52.3	48.8	46.9	51.3	48.9	33.5	37.7	37.0	32.6
Attributable to non-controlling interests	0.4	1.8	1.4	1.4	2.3	43.5	30.6	33.4	35.1	20.2
Attributable to owners of the parent	49.4	50.5	47.4	45.5	49.0	5.4	2.9	4.3	1.9	12.4

in EUR million	Austria				
	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	437.7	402.6	386.3	380.3	388.6
Risk provisions for loans and advances	(69.1)	(82.7)	(82.4)	(75.6)	(81.4)
Net fee and commission income	181.2	181.4	175.3	175.5	204.8
Net trading result	24.7	0.8	4.8	12.6	(2.5)
General administrative expenses	(382.9)	(386.8)	(388.7)	(389.6)	(381.8)
Other result	(61.9)	(3.4)	17.7	7.0	(5.4)
Pre-tax profit/loss	129.7	111.9	113.0	110.2	122.3
Taxes on income	(31.0)	(26.1)	(26.5)	(26.3)	(38.4)
Net profit/loss for the period	98.7	85.8	86.5	83.9	83.9
Attributable to non-controlling interests	43.9	32.4	34.8	36.5	22.5
Attributable to owners of the parent	54.8	53.4	51.7	47.4	61.4

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

CEE - Details

in EUR million

Czech Republic				
Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
283.0	282.6	288.0	272.0	271.2
(21.9)	(44.5)	(40.8)	(35.2)	(19.1)
124.1	112.2	117.6	104.7	112.7
(26.3)	16.7	(25.1)	22.4	5.9
(170.2)	(179.5)	(179.4)	(172.2)	(160.8)
(7.7)	(1.0)	(19.8)	(35.7)	(36.7)
181.0	186.5	140.5	156.0	173.2
(42.2)	(39.1)	(29.5)	(32.5)	(34.6)
138.8	147.4	111.0	123.5	138.6
5.5	3.1	2.6	5.6	(8.8)
133.3	144.3	108.4	117.9	147.4

Romania				
Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
154.7	153.0	131.3	139.4	148.7
(125.6)	(191.4)	(173.5)	(195.2)	(177.1)
32.6	30.2	30.4	29.9	29.8
10.1	16.9	21.0	17.0	15.6
(93.7)	(89.7)	(83.3)	(78.4)	(104.5)
10.4	(7.9)	(8.6)	(12.9)	(19.3)
(11.5)	(88.9)	(82.7)	(100.2)	(106.8)
8.7	12.6	10.0	30.4	12.3
(2.8)	(76.3)	(72.7)	(69.8)	(94.5)
0.3	(4.1)	(4.4)	(4.1)	(6.4)
(3.1)	(72.2)	(68.3)	(65.7)	(88.1)

in EUR million

Slovakia				
Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
111.3	106.4	104.6	107.0	106.9
(16.9)	(18.5)	(13.3)	(11.6)	(10.0)
28.9	27.7	28.3	26.8	27.2
(0.7)	2.1	(1.1)	2.0	(0.2)
(57.4)	(58.0)	(55.4)	(61.3)	(61.3)
(8.4)	(5.4)	(5.7)	(5.5)	(21.1)
56.8	54.3	57.4	57.4	41.5
(9.1)	(11.0)	(11.5)	(11.2)	(7.3)
47.7	43.3	45.9	46.2	34.2
0.0	0.0	0.2	0.0	0.1
47.7	43.3	45.7	46.2	34.1

Hungary				
Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
99.6	81.7	94.2	81.7	77.6
(110.7)	(131.1)	24.5	(40.5)	(67.9)
24.0	21.9	23.4	22.5	24.1
4.9	5.6	(12.3)	(1.9)	(7.3)
(42.4)	(41.5)	(40.5)	(43.0)	(44.5)
0.4	(16.3)	(76.6)	(14.5)	34.5
(24.2)	(79.7)	12.7	4.3	16.5
(10.4)	(2.1)	(3.6)	4.3	(7.5)
(34.6)	(81.8)	9.1	8.6	9.0
0.3	0.0	0.0	0.0	0.0
(34.9)	(81.8)	9.1	8.6	9.0

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

CEE - Details

in EUR million

	Croatia					Serbia				
	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	67.1	64.1	64.8	62.9	61.9	9.3	8.7	9.4	8.5	10.5
Risk provisions for loans and advances	(37.0)	(32.2)	(38.8)	(36.6)	(29.8)	(3.2)	(2.2)	(2.1)	(1.8)	(2.9)
Net fee and commission income	18.2	15.8	17.3	17.9	14.6	4.0	3.5	3.1	3.2	3.5
Net trading result	3.8	2.2	2.4	3.6	1.2	(0.2)	0.4	0.4	0.9	0.7
General administrative expenses	(32.8)	(33.6)	(34.5)	(33.7)	(31.0)	(8.7)	(8.3)	(8.2)	(8.0)	(9.1)
Other result	(3.2)	(2.3)	4.0	(2.6)	(2.1)	(0.3)	(0.3)	(0.7)	(0.4)	(0.3)
Pre-tax profit/loss	16.1	14.0	15.2	11.5	14.8	0.9	1.8	1.9	2.4	2.4
Taxes on income	(2.8)	(2.4)	(2.7)	(2.1)	(2.6)	0.0	0.0	0.0	0.0	1.5
Net profit/loss for the period	13.3	11.6	12.5	9.4	12.2	0.9	1.8	1.9	2.4	3.9
Attributable to non-controlling interests	7.3	5.5	6.0	5.3	5.2	0.5	0.5	0.4	0.4	0.9
Attributable to owners of the parent	6.0	6.1	6.5	4.1	7.0	0.4	1.3	1.5	2.0	3.0

in EUR million

	Ukraine					CEE				
	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Net interest income	14.3	6.0	8.4	5.9	3.3	739.3	702.5	700.7	677.4	680.1
Risk provisions for loans and advances	(3.6)	(2.8)	(2.9)	(3.5)	(6.5)	(318.9)	(422.7)	(246.9)	(324.4)	(313.3)
Net fee and commission income	1.2	1.2	1.4	1.9	1.7	233.0	212.5	221.5	206.9	213.6
Net trading result	(8.9)	0.5	(3.9)	2.4	(6.2)	(17.3)	44.4	(18.6)	46.4	9.7
General administrative expenses	(12.9)	(12.0)	(12.0)	(12.5)	(12.1)	(418.1)	(422.6)	(413.3)	(409.1)	(423.3)
Other result	(1.6)	(1.1)	(0.6)	(1.8)	1.1	(10.4)	(34.3)	(108.0)	(73.4)	(43.9)
Pre-tax profit/loss	(11.5)	(8.2)	(9.6)	(7.6)	(18.7)	207.6	79.8	135.4	123.8	122.9
Taxes on income	0.5	0.0	0.0	0.0	(0.2)	(55.3)	(42.0)	(37.3)	(11.1)	(38.4)
Net profit/loss for the period	(11.0)	(8.2)	(9.6)	(7.6)	(18.9)	152.3	37.8	98.1	112.7	84.5
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	13.9	5.0	4.8	7.2	(9.0)
Attributable to owners of the parent	(11.0)	(8.2)	(9.6)	(7.6)	(18.9)	138.4	32.8	93.3	105.5	93.5

Group statistical data – Development of key financial ratios

in EUR million	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Dec 12
Tier 1 Capital pursuant to Austrian Banking Act	1,753	2,125	2,337	3,800	3,912	4,377	5,112	6,185	6,674	7,448	11,450	12,219	11,909	12,223
Total own funds pursuant to Austrian Banking Act ¹	3,296	3,956	4,308	6,983	7,009	7,286	8,611	10,111	11,114	11,758	15,772	16,220	16,415	16,311
RWA (credit risk)	27,750	31,879	37,803	60,257	62,188	65,384	75,078	94,129	95,091	103,663	106,383	103,950	97,630	90,434
Tier 1 ratio (%) ²	6.3	6.7	6.2	6.3	6.3	6.7	6.8	6.6	7.0	7.2	10.8	11.8	12.2	13.5
Solvency ratio (%) *	10.8	11.2	10.7	11.0	10.7	10.7	11.0	10.2	10.1	9.8	12.7	13.5	14.4	15.5
Market capitalisation	1,950	2,417	3,006	3,837	5,873	9,489	11,442	18,319	15,340	5,136	9,849	13,208	5,109	9,480
Book value per share ³	8.1	9.2	9.5	10.4	11.6	14.3	17.1	25.6	27.0	25.8	28.9	31.2	26.1	27.9
Price-book value ratio ³	1.4	1.3	1.6	1.5	2.1	2.8	2.7	2.3	1.8	0.6	0.9	1.1	0.5	0.9

* Reporting under Basel II as of 1 January 2007;

¹ Total eligible qualifying capital

² based on credit risk

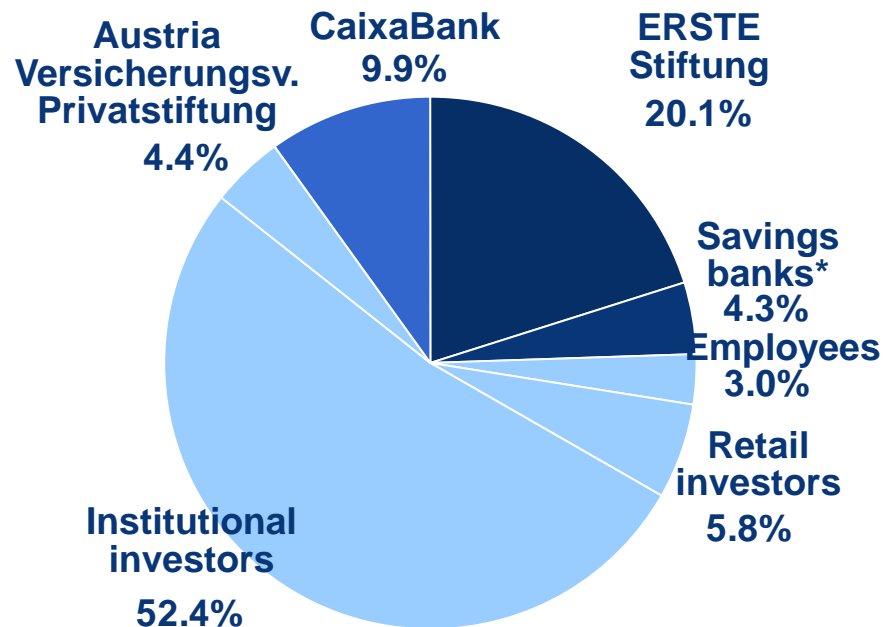
³ 1998 – 2003 data adjusted for 4:1 stock split / 2009: equity adjusted for EUR 1.74bn participation capital and pro rata 8% dividend / number of shares adjusted for own shares.

- **Business performance**
- **BCR update**
- **Credit risk**
- **Funding**
- **Capital**
- **Outlook**
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Shareholder structure –

Total number of shares: 394,568,647

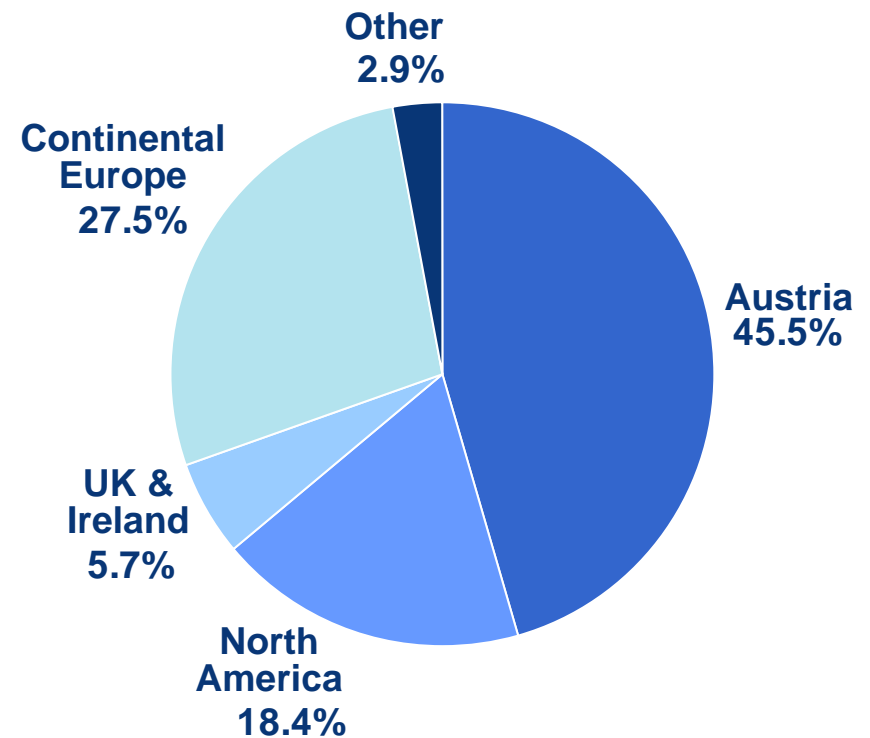
By investor



Free float: 65.5%

* including foundations of savings banks

By region



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