2024 preliminary results presentation

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Strong revenue momentum drives bottom line performance

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EXECUTIVE SUMMARY

MACROECONOMIC AND BUSINESS UPDATE

OPERATING TRENDS

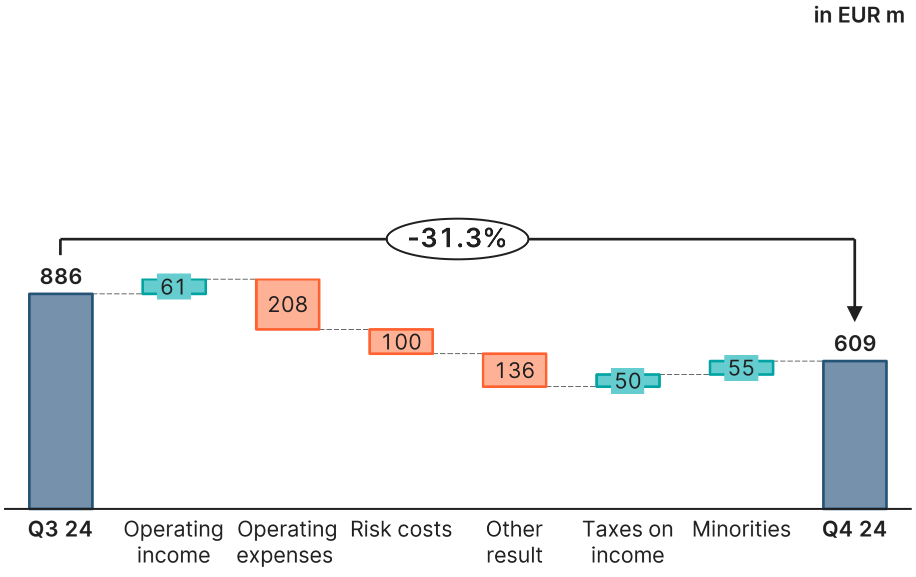
WHOLESALE FUNDING AND CAPITAL

FINANCIAL OUTLOOK

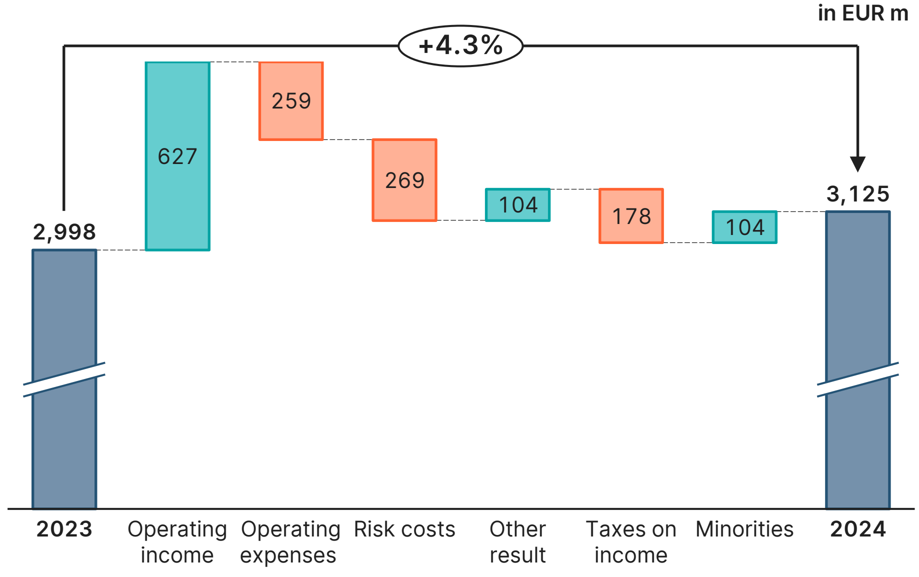
APPENDIX

2024 – another bottom-line record

QoQ net profit development



YTD net profit development



NII and fees set new quarterly records, again

– Pushing total revenues to new quarterly record as well

Operating expenses seasonally higher in Q4

Risk costs rise on allocations in Austria

Other result deteriorates qoq on one-offs

Strong revenue momentum was key net profit driver

– NII and fees contributed to growth, net trading & FV result stable

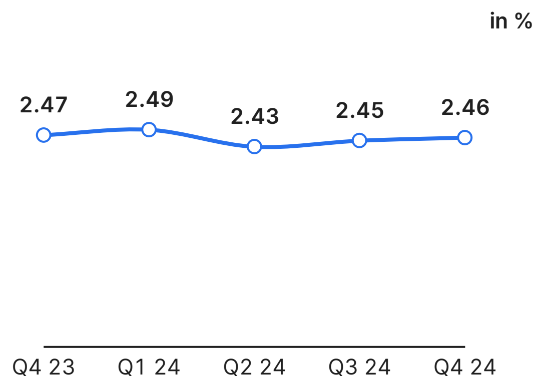
Costs up in line with guidance

– Lower deposit insurance contributions offset by higher PEREX

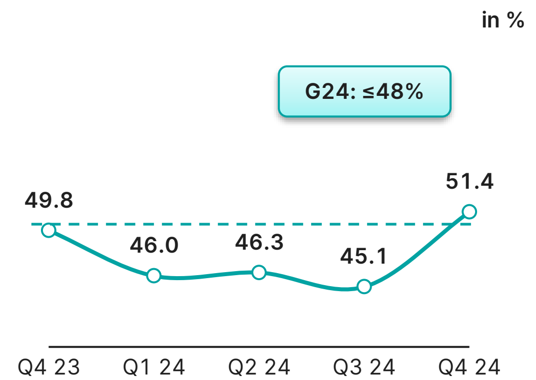
Risk costs up, but still at moderate levels

Upgraded 2024 guidance fully delivered: ROTE at 16.3%

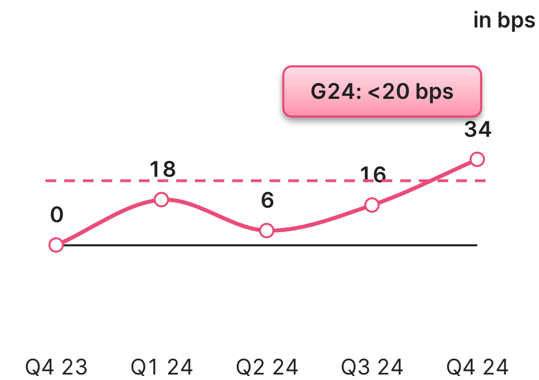
Net interest margin



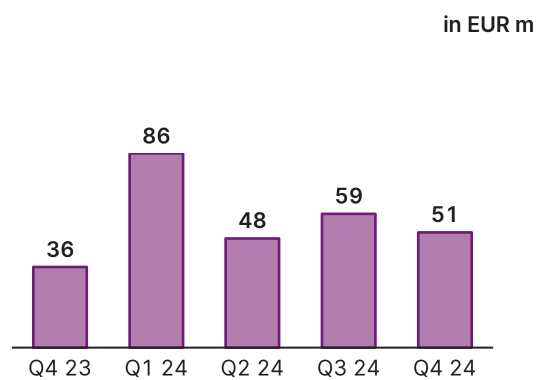
Cost/income ratio



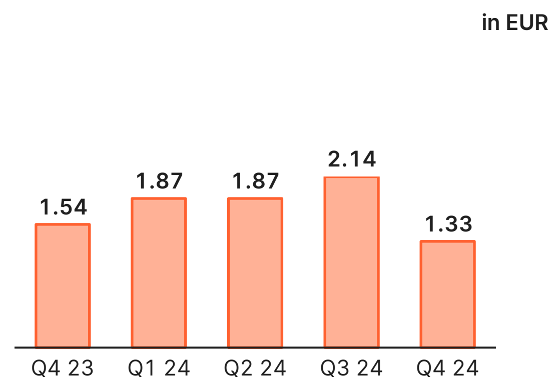
Risk cost ratio



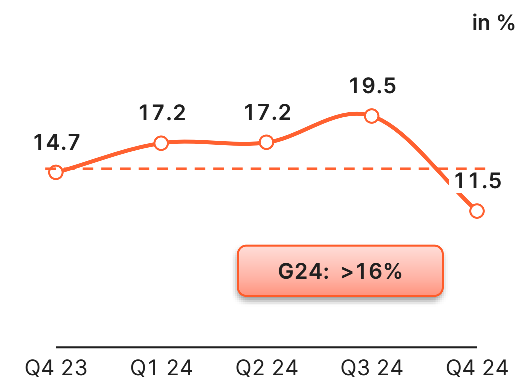
Banking levies



Earnings per share



Return on tangible equity



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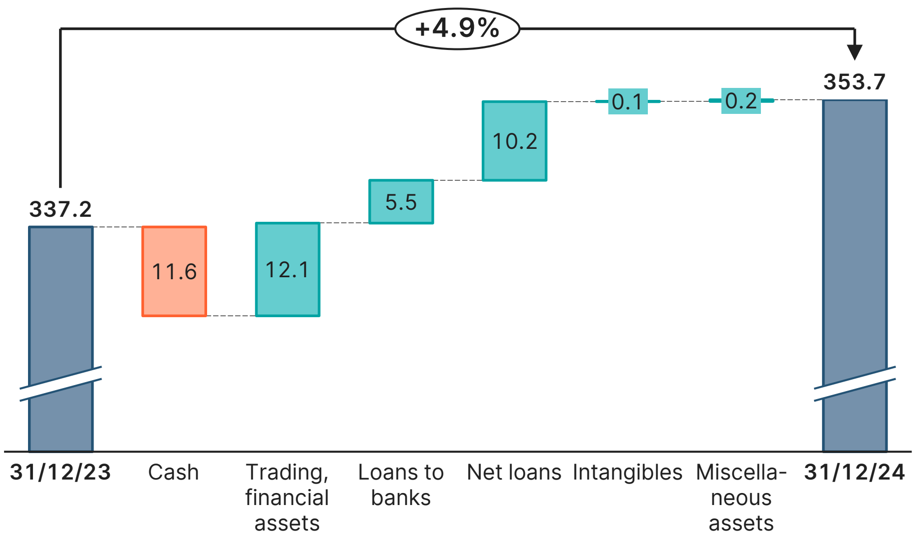
Solid volume growth trends in 2024, as growth accelerates in Q4 24

YTD total asset development

in EUR bn



YTD equity & total liability development

in EUR bn

Customer loans up 4.9% in 2024

- Increase primarily in Retail and CEE – both up 5.7% in 2024
- Improving momentum in Austrian retail/SME in H2 24

Higher interbank lending/increased financial assets on redeployment of cash and increased liability inflows

Customer deposits increase by 3.8%

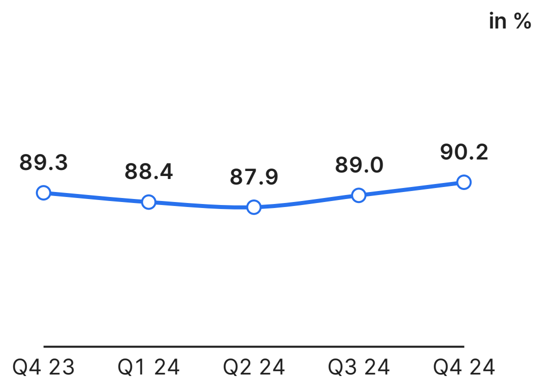
- Core deposits (Retail, SME, Savings Banks) up 5.2% in 2024
- Large corporate deposit base within usual volatility range

2025 funding plan already well under way

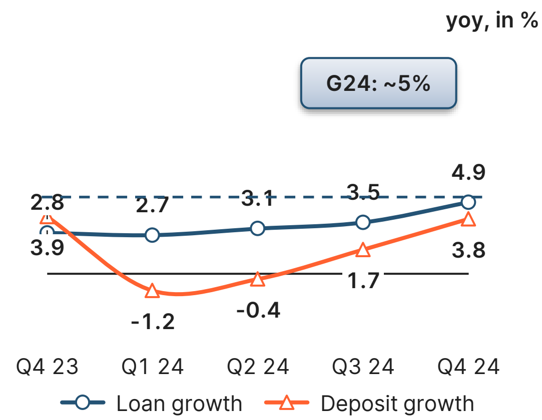
- Issuance of covered bond (EUR 1 bn) and senior preferred note in the amount of EUR 750m

Exemplary balance sheet metrics

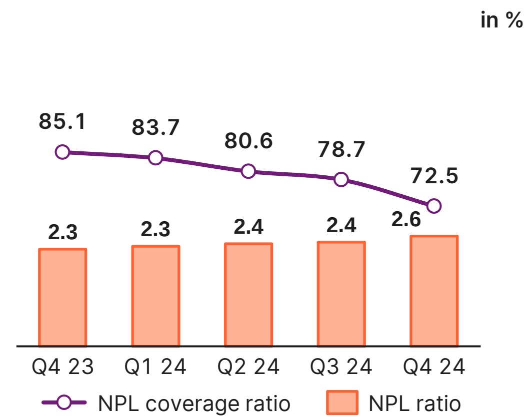
Loan/deposit ratio



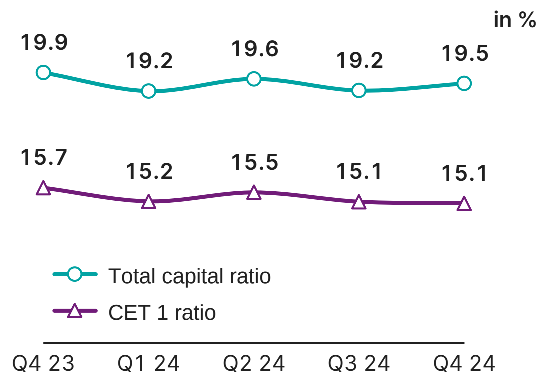
Loan & deposit growth



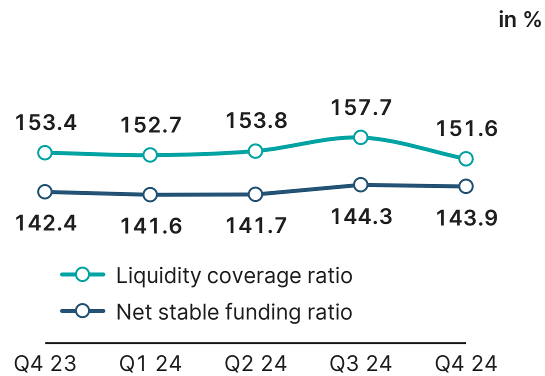
Asset quality



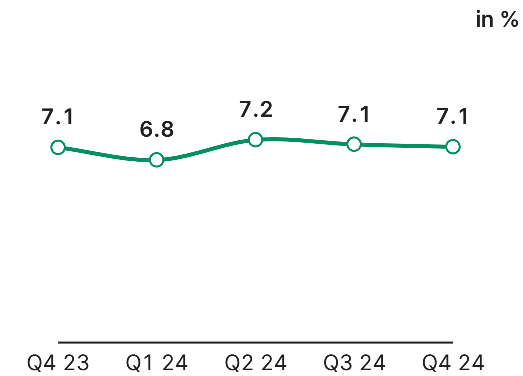
Capital ratios (final)



Liquidity ratios

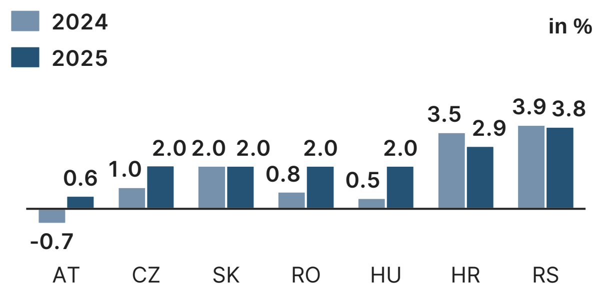


Leverage ratio

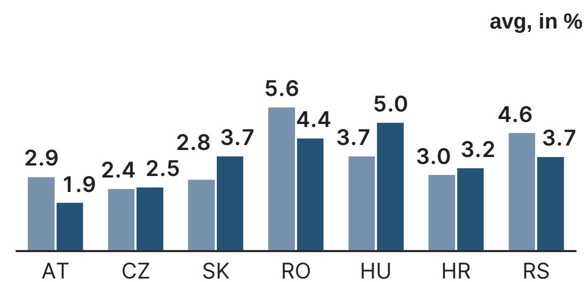


Improved economic growth projected for 2025

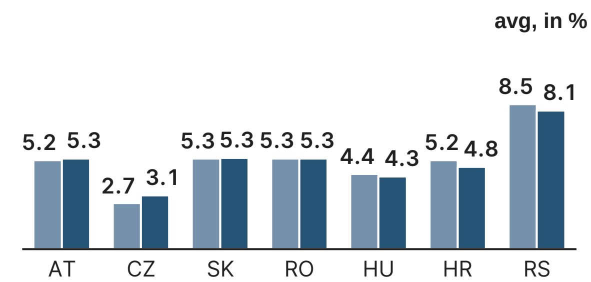
Real GDP growth



Consumer price inflation



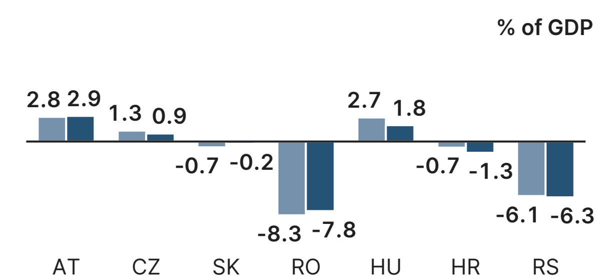
Unemployment rate



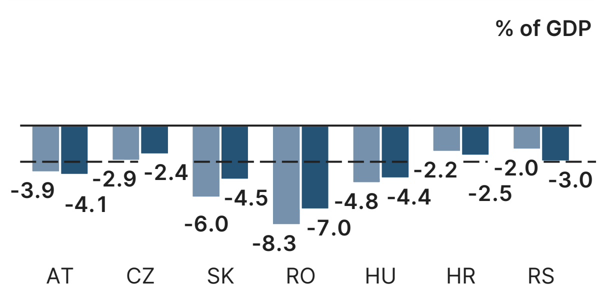
Economic growth divergence with AT underperforming; domestic demand to remain the main driver of growth

Low to mid-single digit inflation rates expected across Erste footprint

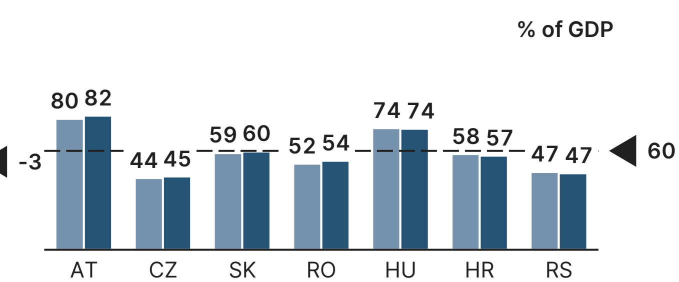
Current account balance



General government balance



Public debt



Labour markets expected to remain robust

Current account balances sustainable in most countries, high fiscal deficit countries set to improve in 2025

* Source: Erste Group Research.

Retail business enjoys improved volume momentum

Loan book rises on improving loan demand

- **Housing loan volumes improving across the group** driven by increased demand; customer demand supported by lower rates
- **Consumer loan stock increased again**; online offers supported sales
- **Risk profile** of the retail loan portfolio **remains excellent**

Retail deposit growth accelerated in Q4 24

- Inflows were registered in all product categories: current accounts, term and savings deposits

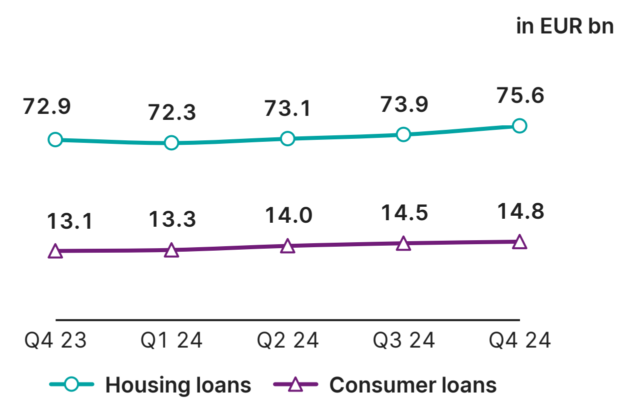
Stock of securities savings plans increased further in Q4 24

- **Strategic focus on long-term savings plans pays off –** more customers than ever before with regular investments
- Constant inflow of new assets under management
- Fee income growth also driven by insurance brokerage and payment fees

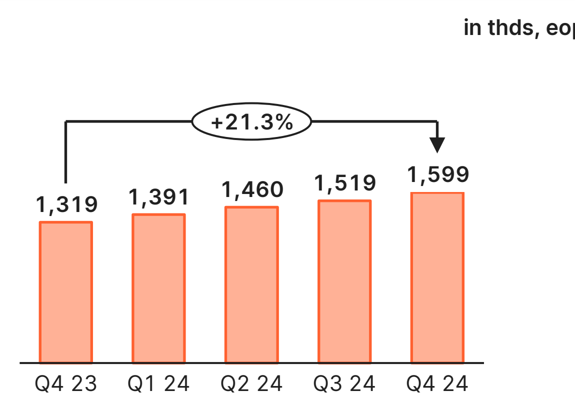
Retail digital platform George continues to grow

- **10.8 million users onboarded** to George across 6 markets
- **Digital sales getting close 60%,** supported by assisted digital sales initiatives in CZ, SK, RO and HR
- >70% of consumer loans and >50% of insurance products sold digitally

Housing and consumer loans



Securities savings plans *



*) Time series now includes savings banks.

Corporate loan demand re-emerges in Q4 24

Loan growth in wholesale business and strong fee performance

- SME loan demand improves towards year-end, **while Large Corporates and Commercial Real Estate enjoyed a strong finish to the year**
- **Fee income performed well,** confirming validity of long-term strategy of focusing on recurring services beyond lending

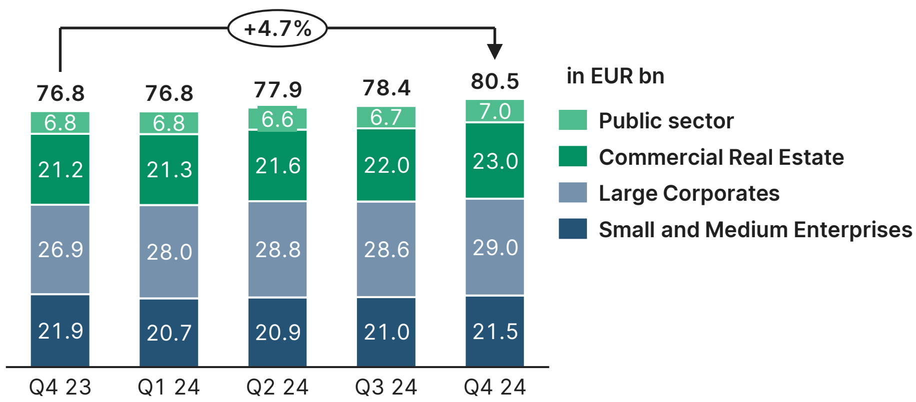
Group Markets business above expectations but below exceptional 2023 results

- Lower rate environment impacted operating performance of financial institutions business and trading
- Fee-generating business performed well, partially offset lower NII
- **Origination business outperformed 2023 results**, 250 bookrunning mandates and EUR 132bn in co-arranged issuance volumes

Asset management closes the year with record AUM

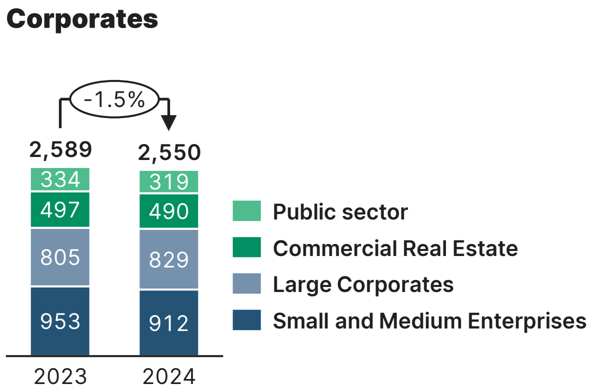
- Assets under management rise to another **all-time high of EUR 91.6bn,** supported by **acquisitions of asset managers**
- **Sustainable funds (SFDR Art. 8 and 9) increase to EUR 32.2bn** attributable to business growth, classification effects and M&A activities

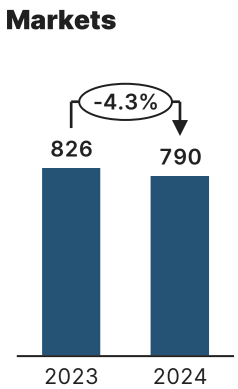
Net loan stock of Corporate segment



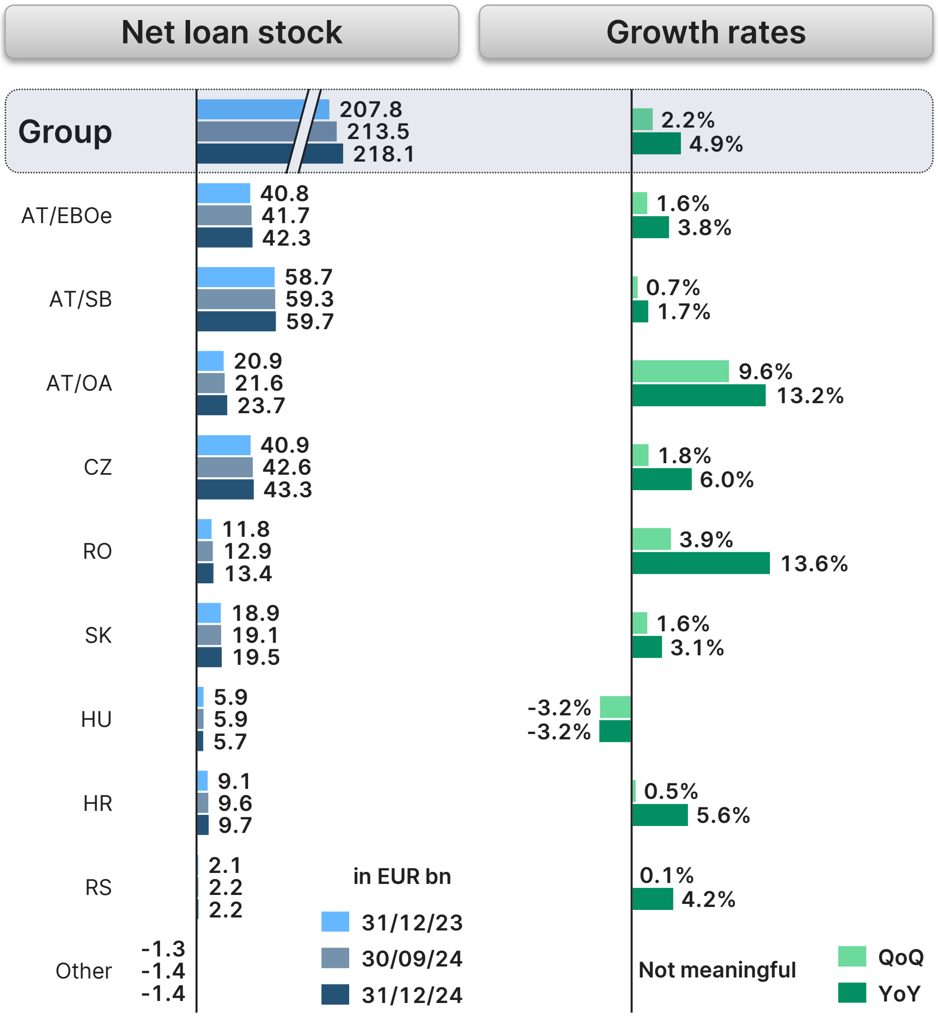
Operating income of Corporates & Markets segments

in EUR m





Healthy customer loan growth: +4.9% in 2024



Acceleration in loan demand in Q4 24

- Yoy growth more pronounced in Retail than in Corporate business, up 5.7% vs 4.7%, mostly in RO, CZ and HR
- Qoq growth accelerates both in Retail (+1.4%), Corporate (+2.6%)
- Austrian loan growth also accelerated in Q4 24, mainly at Erste Bank Oesterreich and in Other Austria (Corporate/CRE) segment
- CEE trends solid, particularly in CZ (with higher growth contribution from Retail); yoy growth in HR and RO mostly attributable to Retail

New 2025 loan growth target: ~5%

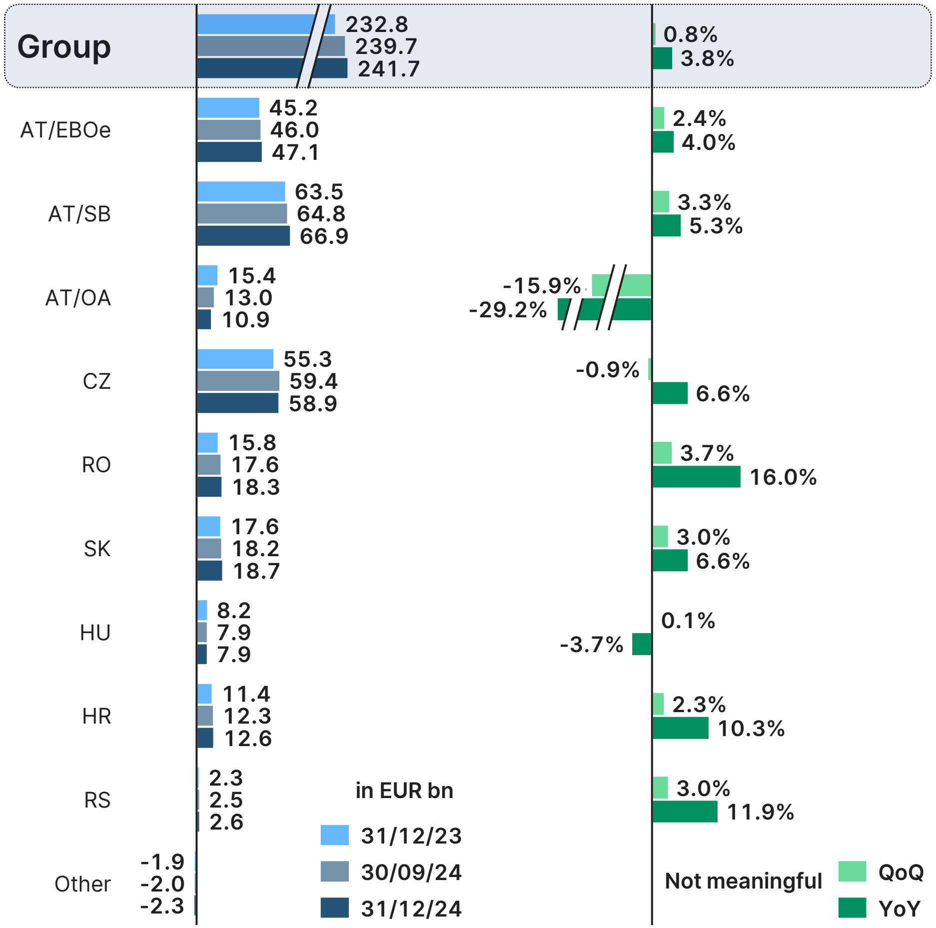
- Encouraging growth dynamics in H2 24, and especially in Q4 24, bode well for producing solid loan growth in 2025

Q4 24 loan growth drivers

- RO: yoy growth driven primarily by consumer loans, qoq increase attributable to increased money markets loans
- AT/OA: strong final quarter to the year with good growth in all subsegments, primarily in real estate loans and trade finance
- CZ: qoq continued healthy demand for housing loans; yoy, qoq better loan demand in Retail than in Corporate
- AT/EBOe: qoq continued good housing loan demand, increased public sector and SME loan volumes

Encouraging customer deposit trends: +3.8% in 2024

Customer deposits | Growth rates

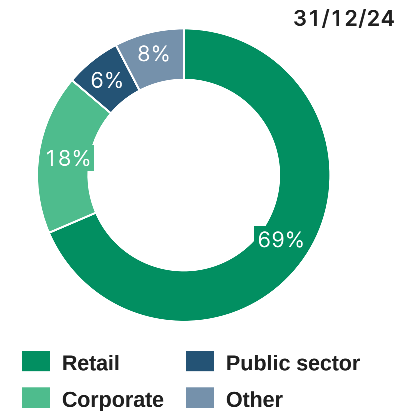


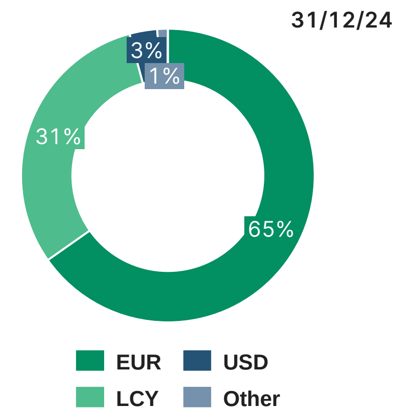
Erste Group's favourable deposit mix is a key competitive advantage – overweight retail, sight, EUR deposits

Key Q4 24 deposit drivers

- **Core deposits** (Retail, SME & Savings Banks) strongly up qoq, yoy
- **Stabilisation of share of retail current account deposits** (of total Retail); now at **51.6%** (Q3 24: 51.7%, Q4 23: 53.8%) as shift into term and savings deposits further decelerated
- AT/OA: primarily lower deposit volumes in corporate and markets business
- HU: yoy decline mainly due to FX effect, retail up yoy

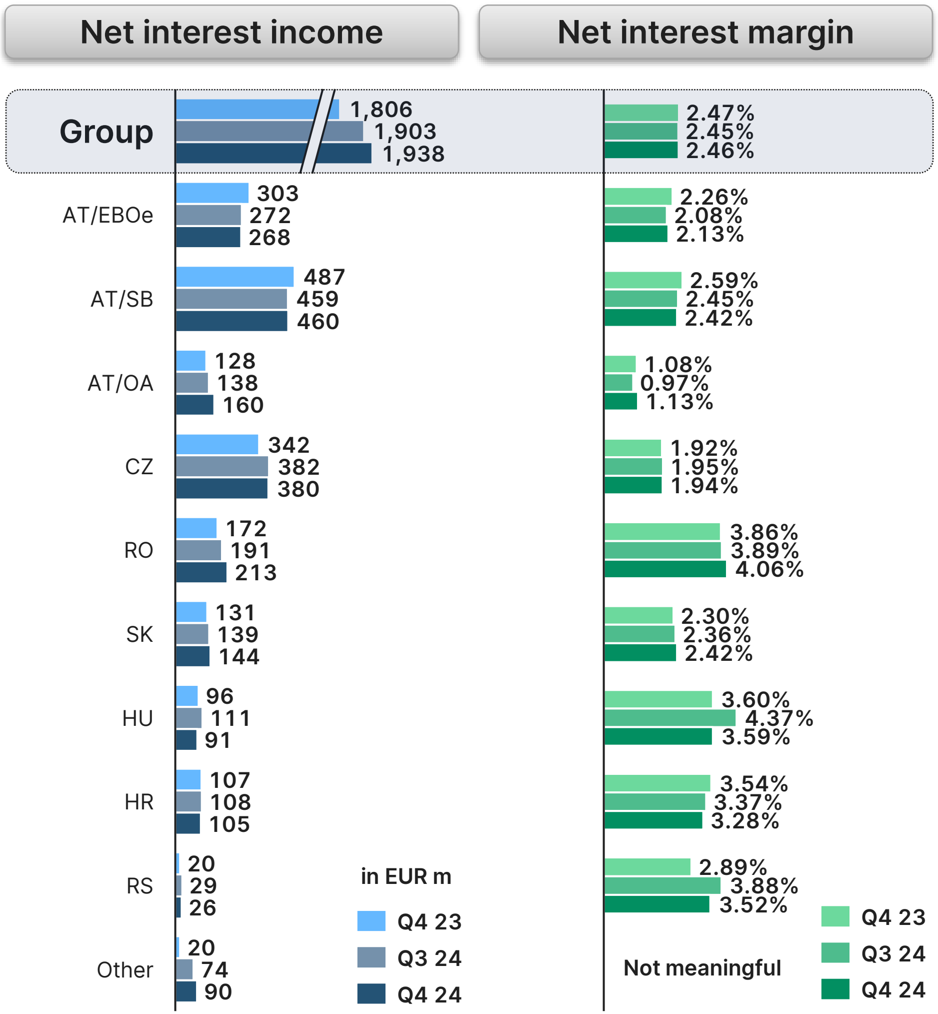
Deposits by clients * | Deposits by currency





*) Split by customer groups, not segments; Retail includes Savings Banks and their retail associated client groups; may contain rounding differences

NII hits new quarterly and annual high, up by 4.2% in 2024



Q4 24 NII again above EUR 1.9bn, setting new record

- Positive effects from **client business**: swift deposit repricing, tailwinds from fixed rate loan repricing
- Still incremental positive impact from **bond portfolio**
- Lower wholesale **funding costs**

Key NII drivers in Q4 24

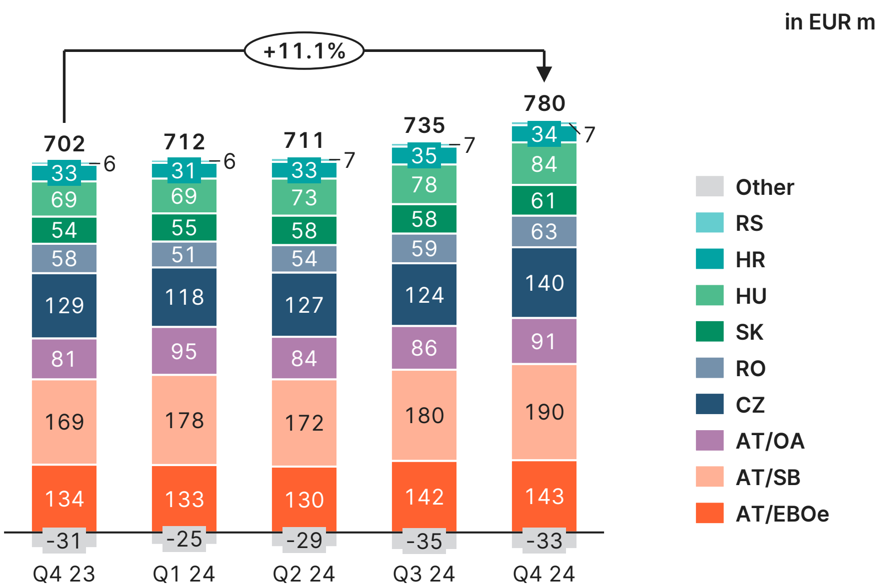
- AT/EBOe, AT/SB: broadly stable qoq, yoy down due to lower euro zone interest rates and structure of assets/liabilities
- AT/OA: qoq increase due to higher income from money-market business and positive volume trends in corporate lending
- CZ: stable qoq, timely deposit repricing and higher loan volumes, yoy supported by positive impact from Hellobank acquisition
- RO: higher consumer loan volumes, higher fixed income yields
- HU: qoq down due to booking of mortgage rate cap modification losses of EUR 6m and lower income from debt securities

2025 NII guidance set at ~ ±0%

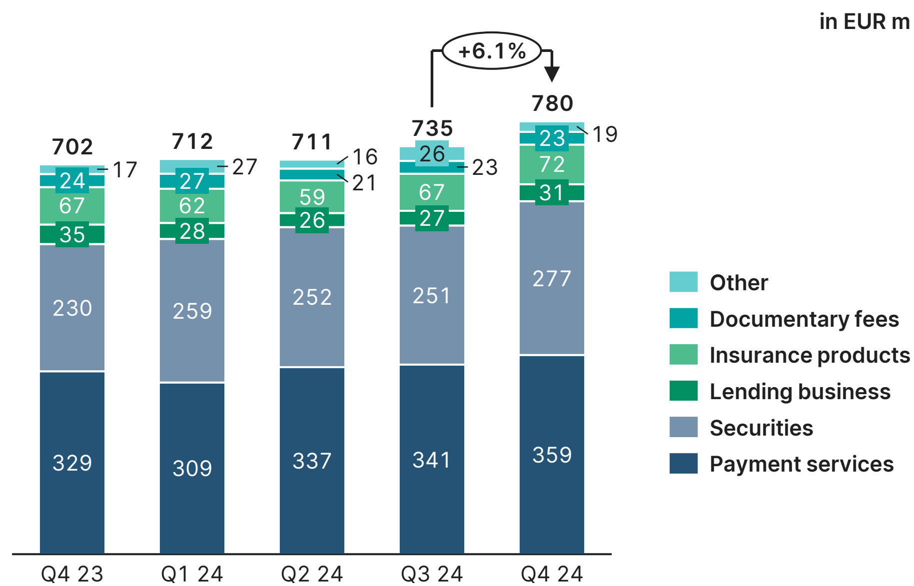
- Positive business effects expected to offset central bank rate cuts
- Moderate funding costs (customer deposits & wholesale funding)
- Continued fixed rate loan repricing, positive bond portfolio impact
- Loan growth

Fees remain on growth path, up by 11.3% in 2024

Net fee income by segment



Net fee income by fee type



Key fee drivers in Q4 24

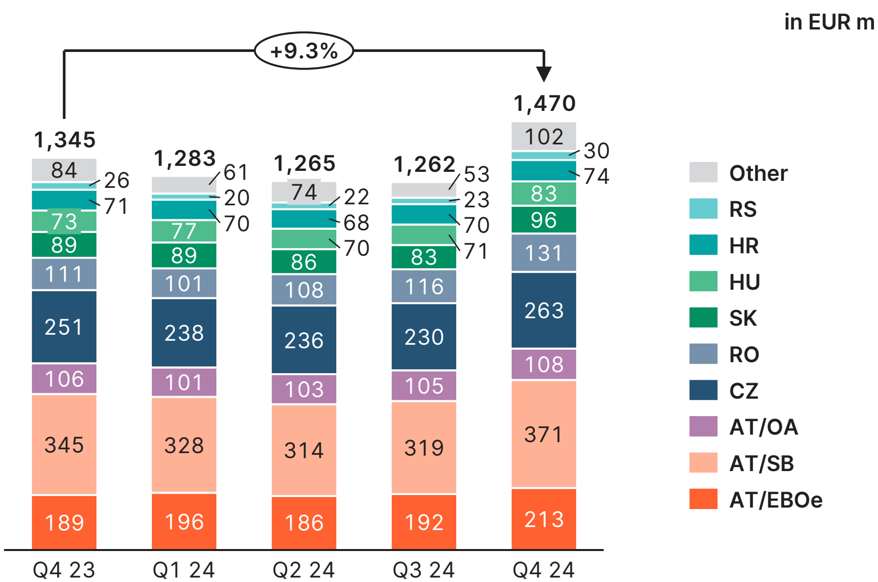
- Yoy performance supported by balanced growth in all key fee categories (payment services, securities, insurance brokerage) as well as geographies
- Qoq increase mainly on higher securities fees (in particular AT and CZ) and higher payment fees; insurance brokerage income also contributed to better fee performance

2025 fee growth guidance set at ~ +5%

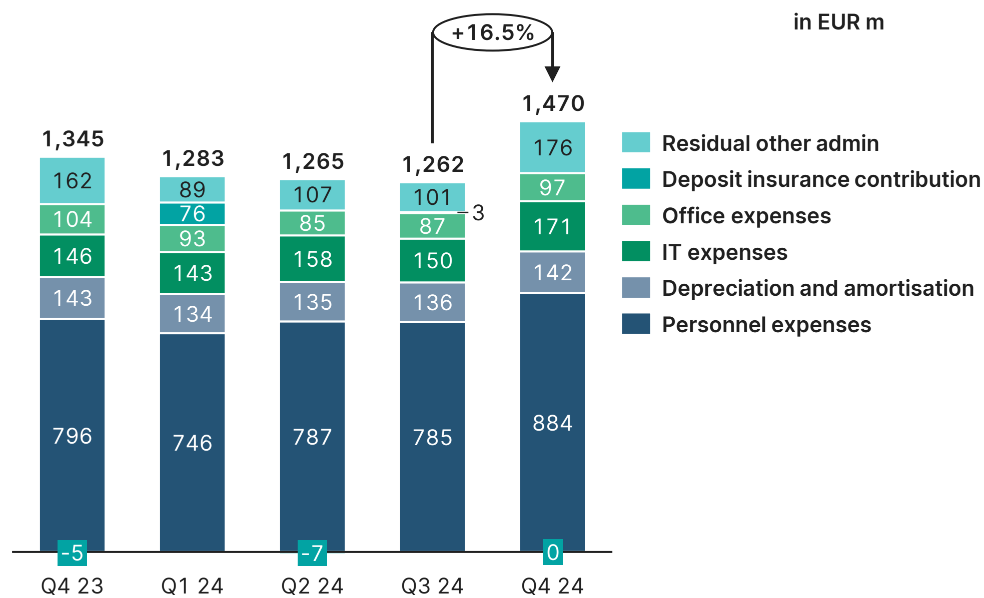
Fee income is a key long-term structural growth opportunity for Erste

Operating expenses in line with guidance, up by 5.2% in 2024

Operating expenses by segment



Operating expenses by type



Key cost drivers in Q4 24

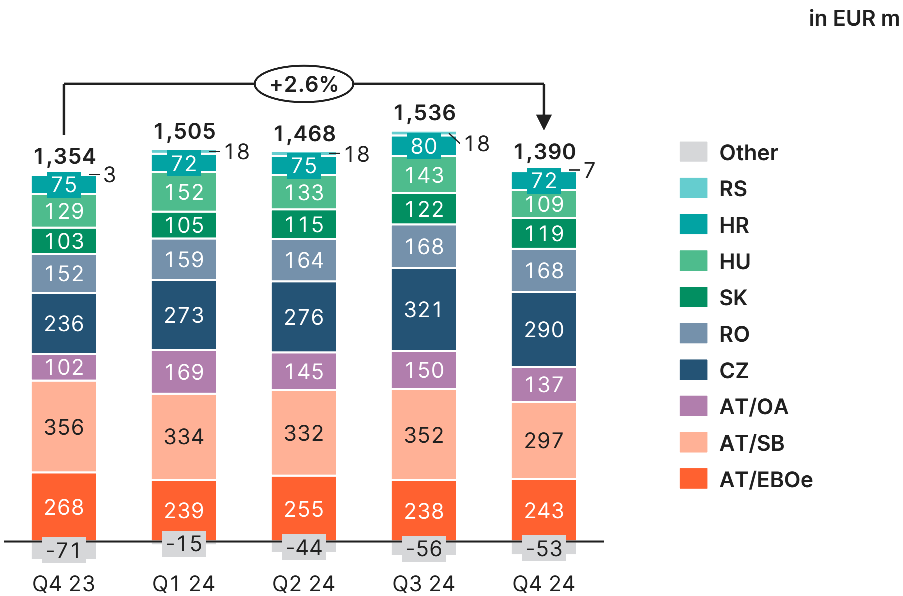
- Yoy development mainly driven by higher personnel costs on the back of wage increases (in Austria from April) and higher IT costs
- Qoq cost updrift due to seasonality: higher bonus expenses, higher IT, consultancy and marketing expenses

FY2025 guidance set at ~ +5%

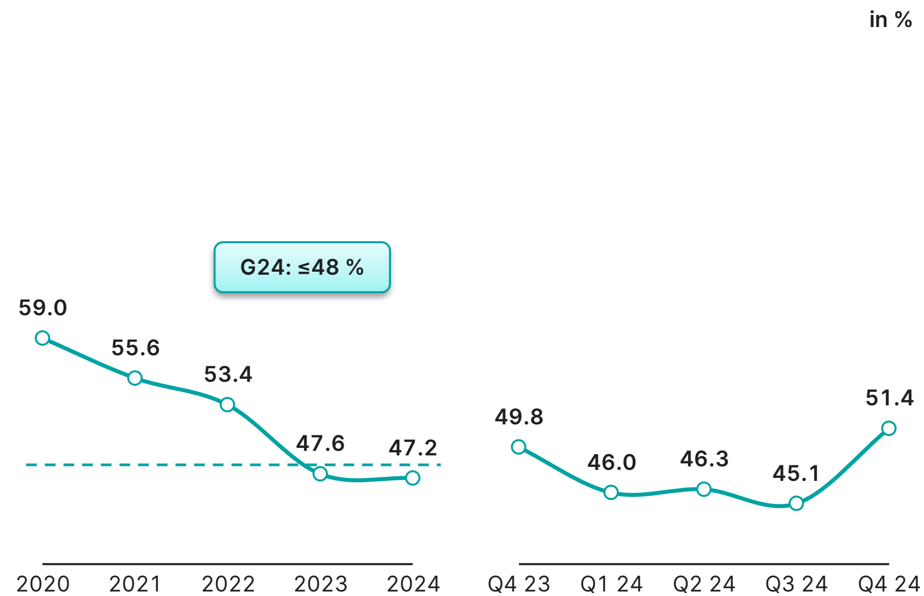
- Lower wage increases to be offset by additional costs for strategic initiatives that are expected to result in revenue and cost benefits in the medium-term

2024 CIR at historic best of 47.2%

Operating result



Cost/income ratio



Key operating result drivers in Q4 24

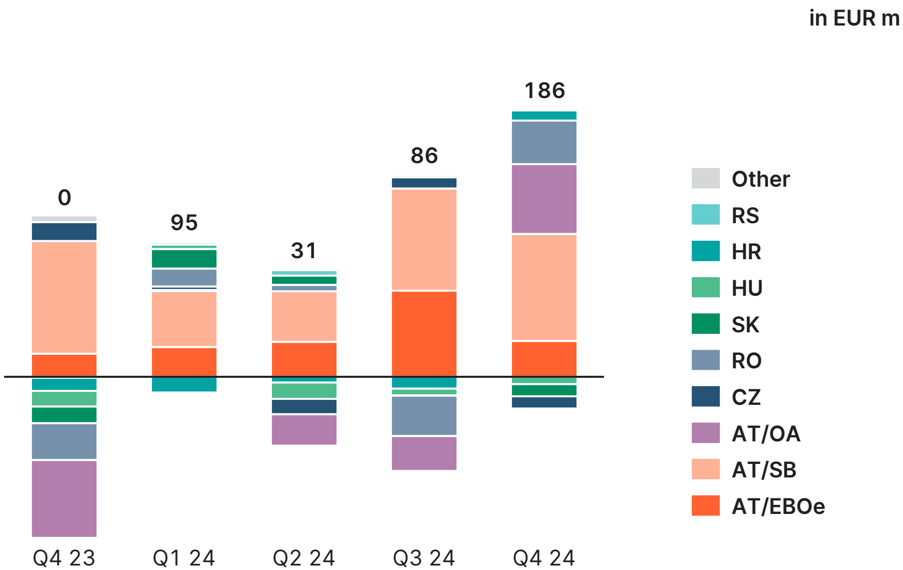
- Core revenues (NII and fees) set new records, trading & fair value result as well as other income components remained strong
- Expenses up significantly qoq on year-end seasonality

Solid revenue momentum throughout the year, operating performance deteriorated on higher OPEX in Q4 24

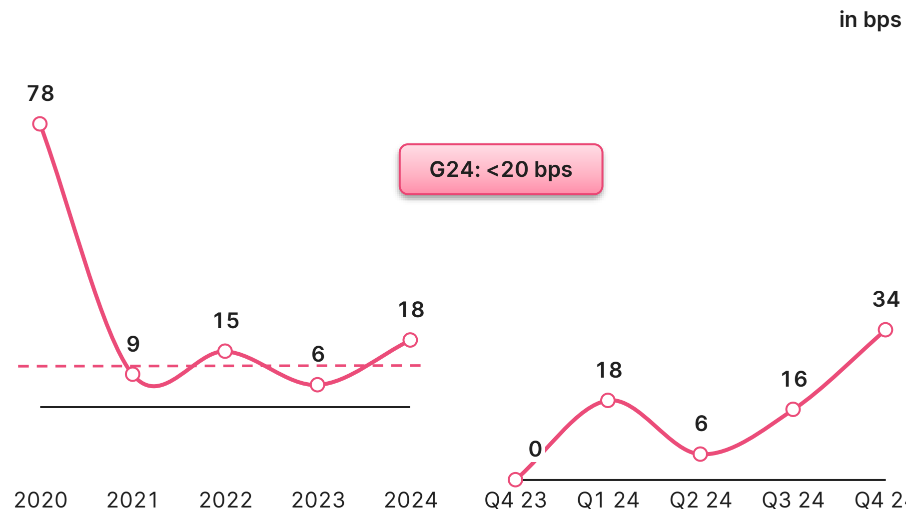
FY2025 CIR guidance set at <50%

2024 risk costs fully in line with guidance

Risk costs by segment *



Risk cost ratio *



*) A positive (absolute) figure denotes a net allocation, a negative figure denotes a net release. The risk cost ratio is calculated as annualised quarterly impairment result of financial instruments over average gross customer loans.

Key risk costs drivers in Q4 24

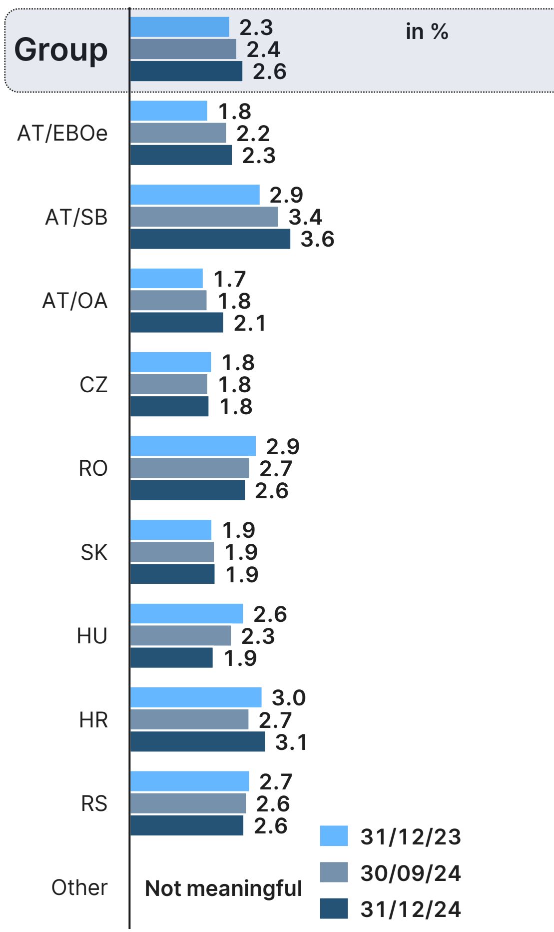
- Allocations primarily at minority-owned savings banks, AT/OA following releases in previous quarters and RO due to methodology
- Continued strong performance across Central and Eastern Europe
- Net release of FLI provisions (EUR 57m) and industry overlays (EUR 39m) in Q4 24

FY2025 guidance set at ~ 25 bps

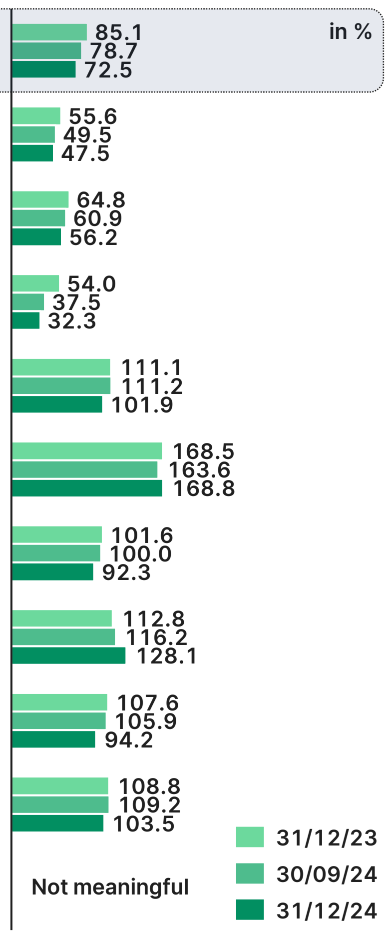
- Minority-owned savings banks expected to post comparatively higher risk costs, **limiting bottom line impact**
- EUR 469m of portfolio overlays and FLI provisions available for portfolio/macro deterioration, of which **approx. EUR 190m expected for further release in 2025**

Excellent asset quality across CEE

NPL ratio



NPL coverage ratio



Austria sees continuation of asset quality trends

– New defaults mainly in Austrian segments, related to corporate/real estate business; retail performance remained strong

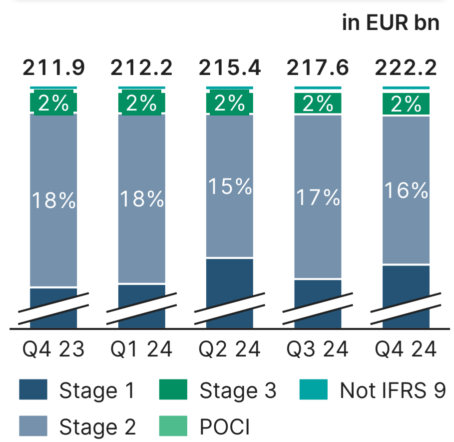
NPL coverage (exc collateral) affected by EUR 96m release of FLI and overlay provisions in Q4 24

NPL ratio expected broadly unchanged in 2025

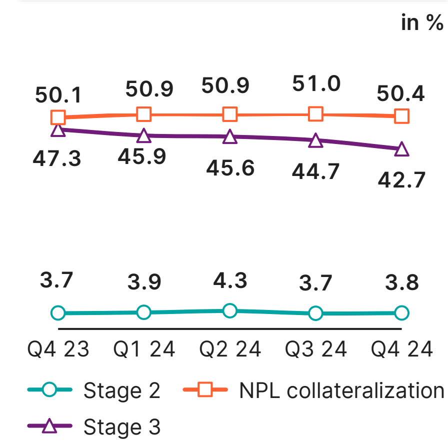
Lower stage 3 coverage balanced by high collateralisation

– Strong (real estate-linked) collateralisation of NPL inflows result in lower stage 3 coverage requirement
– Stable stage 2 coverage

Gross loans by stages



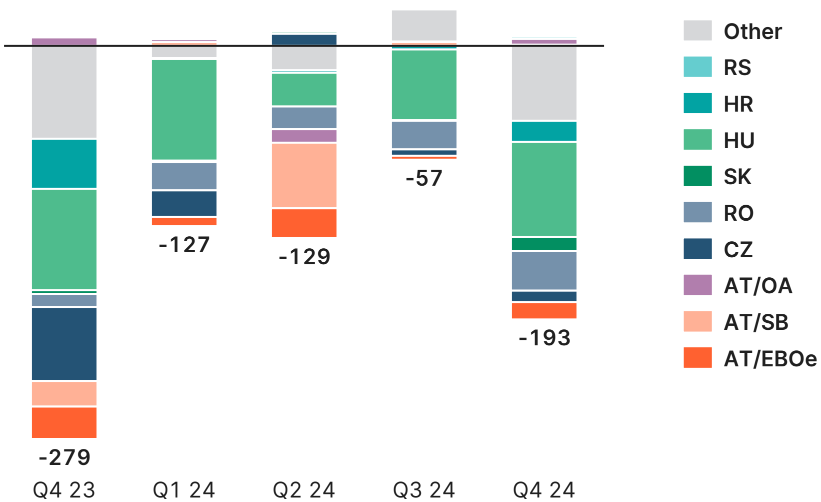
IFRS 9 stage coverage



Other result in line with seasonal trends

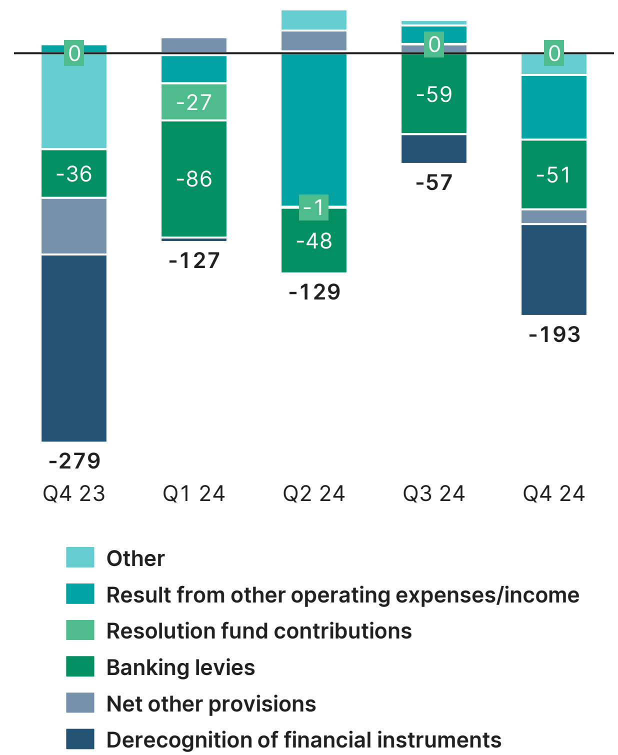
Other result by segment

in EUR m



Other result by accounting categories

in EUR m

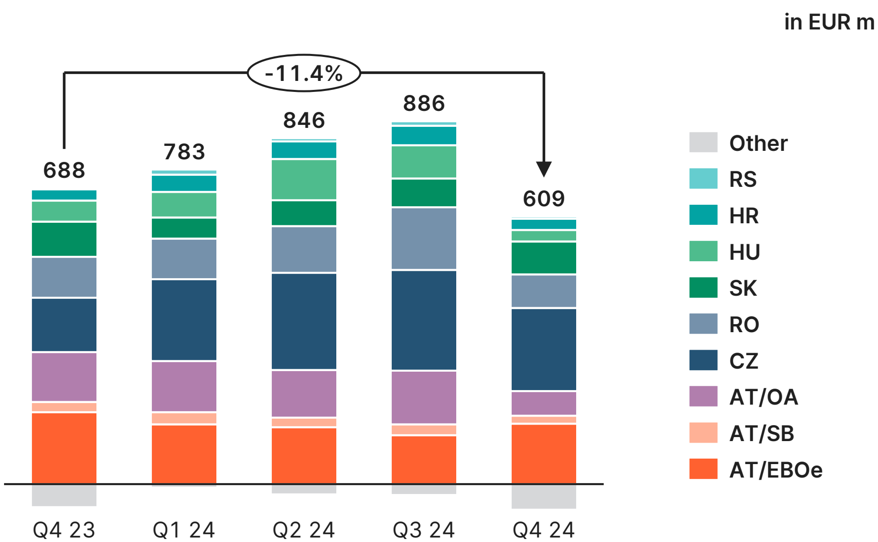


Key other result drivers in Q4 24

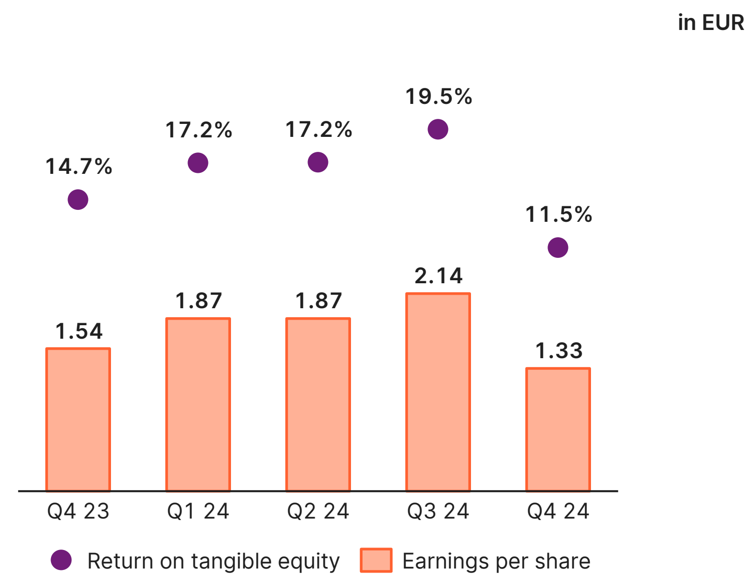
- Yoy improvement primarily due to lower losses from bond sales
- Qoq down on higher selling losses on bonds, minor impairments in certain geographies (CZ, RO) and increased provisions (AT and HR)
- HU: qoq deterioration mainly due to unwinding of intragroup transactions; neutral on consolidated level
- Other: qoq driven mainly by losses on bond sales (EUR 26m)

2024 ROTE at 16.3%

Net result by segment



EPS & ROTE



Key net profit drivers in Q4 24

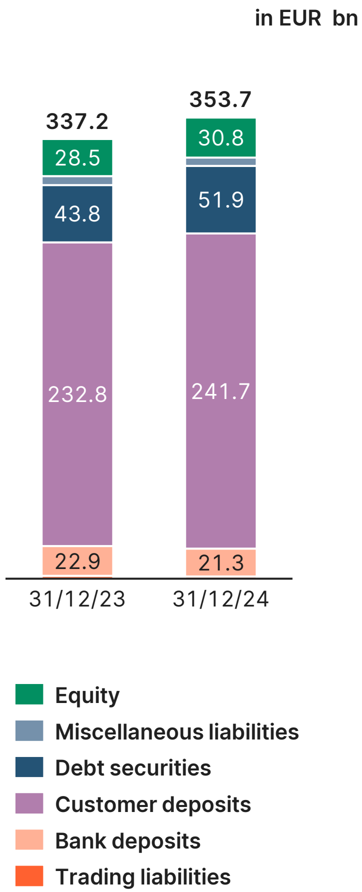
- Strong yoy, qoq operating income growth
- Operating expenses rise on seasonal effects
- Risk costs increase in line with guidance; overall moderate thanks to good asset quality

Erste Group continues track record of earning premium on cost of capital

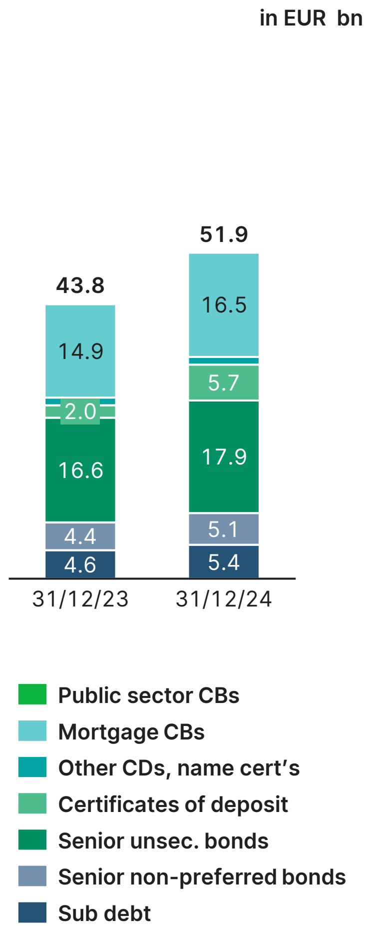
FY2025 ROTE target again set at ~15%

Vast retail deposit base provides competitive funding advantage

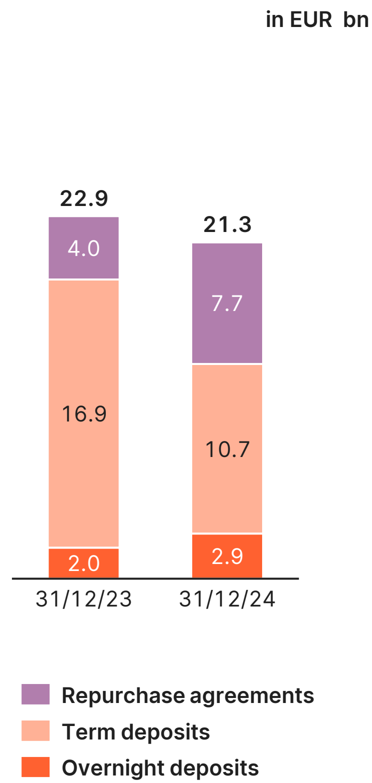
Liabilities and equity



Debt securities



Interbank deposits



Comments

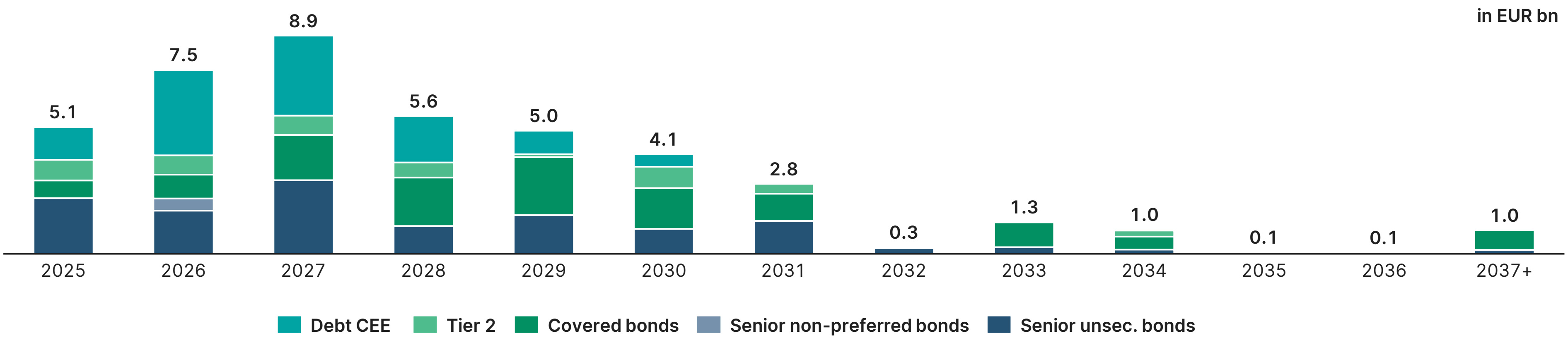
Highly granular and well-diversified Retail & SME deposit base is key source of long-term funding

Increase in debt securities driven by:

- Covered bonds
- Certificates of deposit
- Local (MREL) as well as holding issuance of senior and senior non-preferred bonds

2024 funding successfully executed, similar funding volumes in 2025

Maturity profile of debt



Highlights 2024

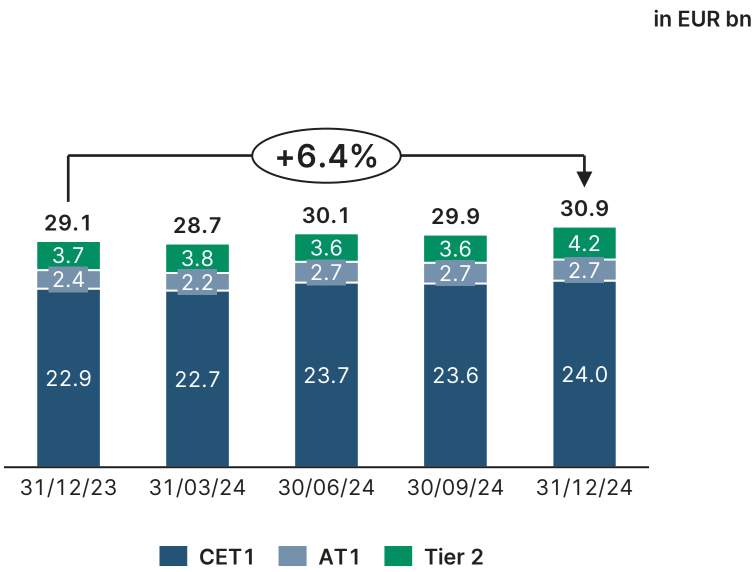
- In 2024, Erste was active across all seniorities in benchmark format with two EUR 1bn mortgage covered bonds in Q1, a EUR 750m AT1 that was coupled with a tender offer in Q2 and a EUR 750m senior preferred trade in Q3
- The Tier-2 transaction late in the year (EUR 750m 10.25NC5.25 at MS+170bps) represented an opportunistic deal that met strong demand after a 2-year absence from the syndicated Tier-2 market

2025 funding volume to be comparable to 2024 with a similar funding mix

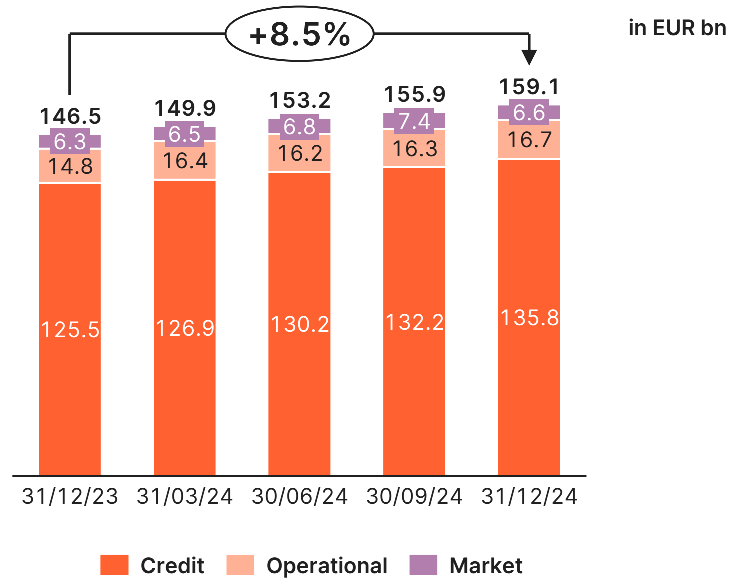
- In January 2025, Erste Group started the year with a EUR 750m green senior preferred note (MS+98bps) followed by a EUR 1bn covered bond (MS+52bps)

RWAs up mainly on exposure growth

Basel 3 capital



Risk-weighted assets



CET 1 capital rises on profitability and minority interest

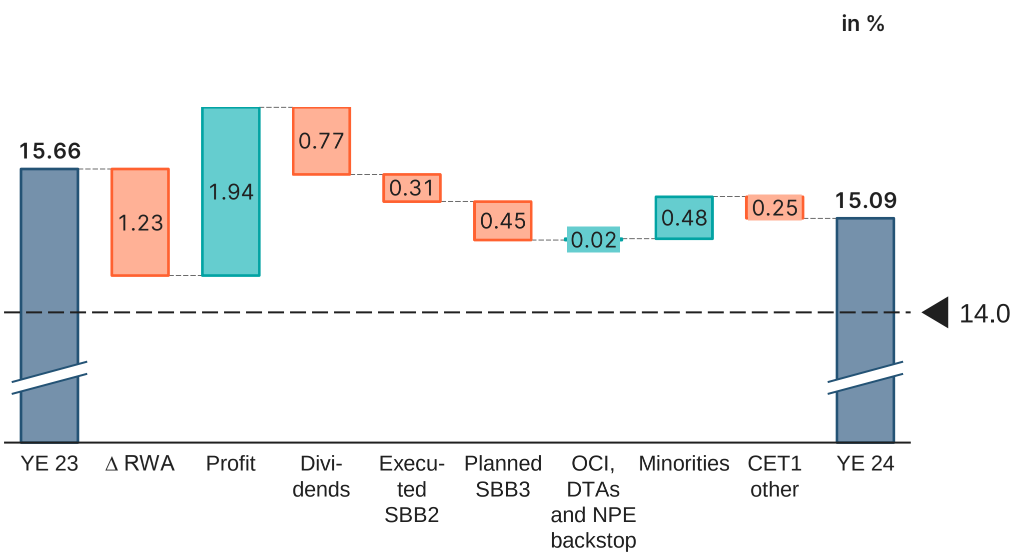
- 2024 profit, net of proposed dividend; AT1 coupons and planned SBB3: EUR 1.0bn
- Minority interest: +EUR 769m
- OCI impact, other reserve and prudential filters: +EUR 828m

RWAs increase mainly on credit RWAs

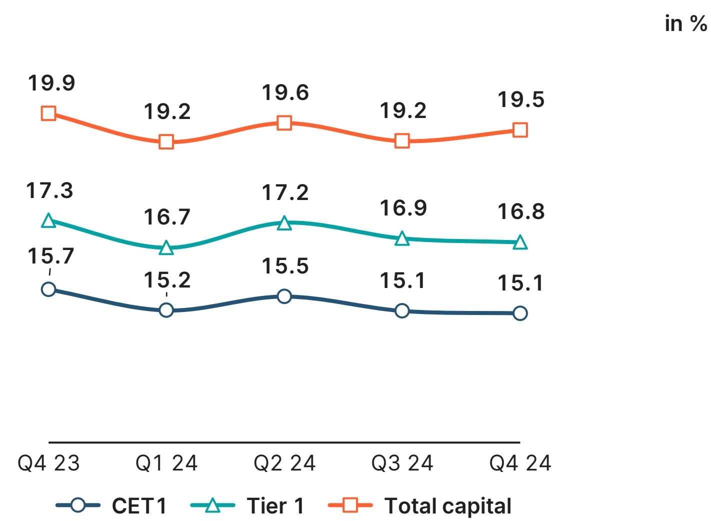
- Credit RWA up by EUR 10.3bn on exposure growth as well as method effects, partially offset by securitisation transactions
- Operational risk up on annual severity recalibration (mainly in Q1 24)
- Market risk RWA up yoy by EUR 0.3bn, down qoq

CET 1 ratio incorporates planned third share buy-back

CET 1 ratio development (final)



Basel 3 capital ratios (final)



CET1 ratio at 15.1% incorporates 64.9% payout of 2024 adjusted net profit *

- 41.2% of adjusted net profit attributable to regular dividend, subject to AGM approval
- 23.7% of adjusted net profit attributable to planned share buyback in 2025, subject to regulatory approval

Target CET1 ratio (fully loaded) unchanged at 14.0%

***Adjusted 2024 net profit**: reported net profit (EUR 3,125.3m) – AT1 dividend (EUR 132.6m) = **EUR 2,992.7m**; **number of shares** at year-end 2024: **410.5m**

2025 guidance: again targeting ROTE of ~15%

Variable	2025 guidance	Key assumptions/additional comments
Real GDP	~ +1-4%	Diverging economic performance with HR and RS expected to grow fastest
Loans	~ +5%	On the back of improving loan demand in most markets
NII	~ ±0%	Lower rates to be offset by tailwinds (volume growth, higher bond income, lower funding costs)
Fees	~ +5%	Continued strong fee outlook on healthy demand for asset management, payment services
Costs	~ +5%	Costs impacted by strategic initiatives
CIR	< 50%	Solid efficiency outlook
Risk costs	~ 25 bps	Continuation of broadly positive risk performance
ROTE	~ 15%	Maintenance of healthy profitability
Capital return	64.9%	41.2% of 2024 adjusted net profit as regular dividend subject to AGM approval 23.7% of 2024 adjusted net profit as share buyback subject to regulatory approval
CET1 ratio	> 14.0%	Unchanged target CET1 ratio

Risk factors to guidance

- Political, regulatory, geopolitical, economic, health and competition risks, also non-financial and legal risks
- Indirect effects from international (military) conflicts, such as the Russia/Ukraine war or in the mid-east region, prolonged supply chain disruptions, additional shock on energy prices and/or supply, deterioration of investment and consumption appetite
- Economic downturn may put goodwill at risk

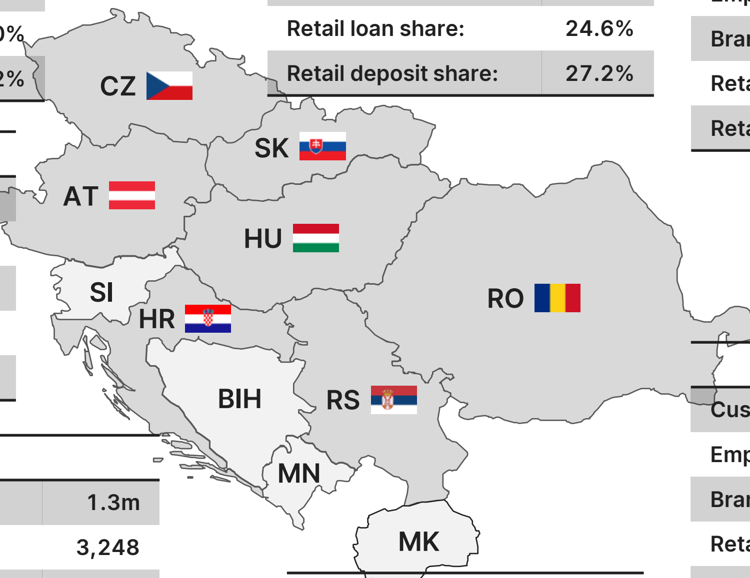
Banking leadership in Central and Eastern Europe (1)

Czech Republic	
Customers:	4.6m
Employees:	9,674
Branches:	337
Retail loan share:	27.0%
Retail deposit share:	24.2%

Slovakia	
Customers:	1.9m
Employees:	3,491
Branches:	160
Retail loan share:	24.6%
Retail deposit share:	27.2%

Hungary	
Customers:	1.0m
Employees:	3,386
Branches:	98
Retail loan share:	11.5%
Retail deposit share:	10.4%

Austria	
Customers:	4.3m
Employees:	16,726
Branches:	743
Retail loan share:	21.4%
Retail deposit share:	24.4%



Erste Group	
Customers:	16.6m
Employees:	45,717
Branches:	1,871
Leading retail and corporate bank in 7 geographically connected core markets	
Favourable mix of mature & emerging markets with low penetration rates	
Potential for cross selling and organic growth in CEE	

Croatia	
Customers:	1.3m
Employees:	3,248
Branches:	128
Retail loan share:	16.2%
Retail deposit share:	14.9%

Romania	
Customers:	3.0m
Employees:	5,158
Branches:	317
Retail loan share:	16.9%
Retail deposit share:	12.5%

Serbia	
Customers:	0.5m
Employees:	1,259
Branches:	88
Retail loan share:	6.7%
Retail deposit share:	5.6%

Core markets

Indirect presence

Market shares for Austria are as of September 2024

Employees: FTEs as of end of reporting period (The presented FTE data per country exclude FTEs outside Erste Group's core markets in Austria and CEE as well as FTEs of specific services entities not located in Austria)

Banking leadership in Central and Eastern Europe (2)

Eastern part of EU		Focus on CEE, limited exposure to other Europe		
Retail banking	**Corporate banking**	**Capital markets**	**Public sector**	**Interbank business**
Acting as financial health advisor for the people in our region Support customers to build up and secure wealth Active management of customer journeys to increase customer satisfaction and profitability	SME and large corporate banking Advisory services, with focus on providing access to capital markets and corporate finance Transaction banking services (trade finance, factoring, leasing) Commercial real estate business	Focus on customer business, including customer-based trading activities In addition to core markets, presences in Poland, Germany, New York and Hong Kong with institutional client focus and selected product mix Building debt and equity capital markets in CEE	Financing sovereigns and municipalities with focus on infrastructure development in core markets Any sovereign holdings are held for market-making, liquidity or balance sheet management reasons	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

Building a distinctive brand identity

Providing everyone with access to financial expertise and financial advice

Driving efficiency through digitisation

Developing innovative financial health propositions

Expanding through organic and inorganic growth

Strategy: continuity & progress

Strategic continuity…

Full commitment to growth

- Organic growth: fully capturing existing and emerging growth opportunities in current footprint
- Inorganic growth: being a driver of consolidation in existing markets and examining entry into new markets in eastern EU with clear focus on creating short- and long-term shareholder value

Full commitment to existing footprint

- Austria, Croatia, Czech Republic, Hungary, Romania, Serbia, Slovakia

Full commitment to current business model

- Retail, corporate, capital markets, public sector
- Building on fee strength, by further developing asset management and bancassurance opportunity

Full commitment to capital return

- Regular dividend payment in the range of 40-50% of reported net profit net off AT1 dividend
- Share buybacks will remain an integral part of the capital management toolbox

… and strategic progress

Elevating George to the next level

- Rolling out digital client advice in a structured way, thereby significantly expanding advice coverage

Focusing on asset management, bancassurance and pension products as customer base grows wealthier

Further digitisation of back-office processes

- Streamlining and simplification of product portfolio
- Realising benefits from back-office digitisation

Continued focus on operating efficiency

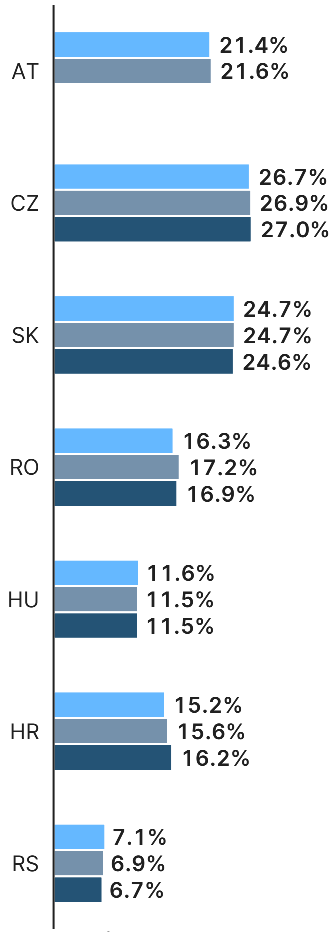
- Expansion of fee revenue pool
- Increased number of end-to-end digital processes

Disciplined approach to M&A

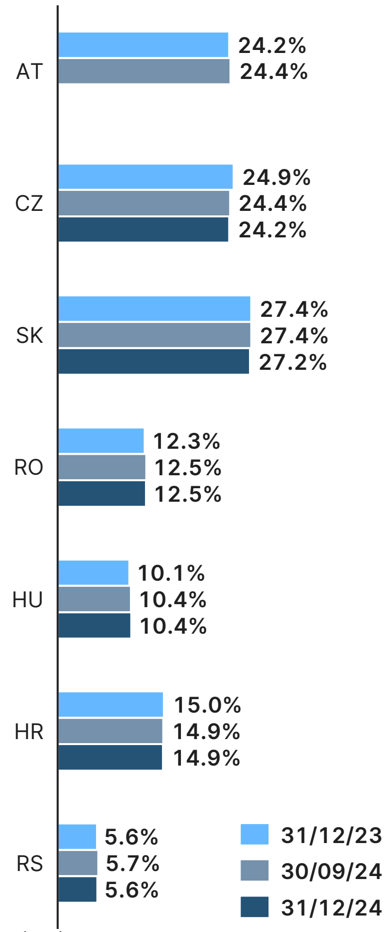
- Erste has strong discipline track record in opportunistic in-market consolidation
- New market entry will be held to the same high standard, ensuring short- and long-term value creation

Commanding market shares across the CEE region

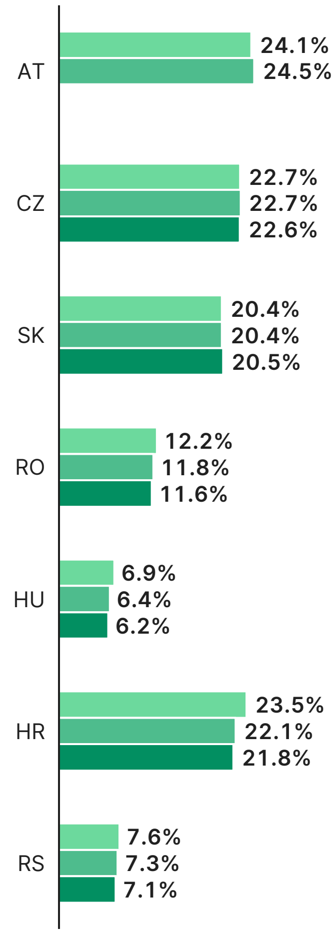
Gross retail loans



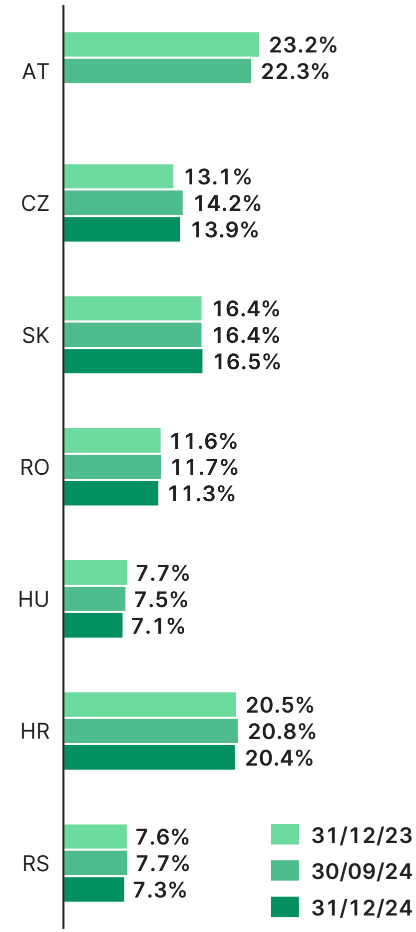
Retail deposits



Gross corporate loans



Corporate deposits



Market shares for Austria are not yet available as of 31/12/2024

Strong track record of profitability

	Year-to-date view			Quarterly view				
in EUR million	**2023**	**2024**	**YOY-Δ**	**Q4 23**	**Q3 24**	**Q4 24**	**YOY-Δ**	**QOQ-Δ**
Net interest income	7,227.9	7,528.3	4.2%	1,805.6	1,903.2	1,937.6	7.3%	1.8%
Interest income	15,044.7	15,352.9	2.0%	3,919.3	3,819.3	3,683.0	-6.0%	-3.6%
Other similar income	4,445.7	3,756.5	-15.5%	1,103.4	896.3	823.3	-25.4%	-8.1%
Interest expenses	-6,873.0	-7,548.7	9.8%	-1,894.1	-1,873.8	-1,740.7	-8.1%	-7.1%
Other similar expenses	-5,389.4	-4,032.5	-25.2%	-1,323.1	-938.5	-828.0	-37.4%	-11.8%
Net fee and commission income	2,639.6	2,937.6	11.3%	702.0	735.0	779.7	11.1%	6.1%
Fee and commission income	3,104.0	3,454.3	11.3%	813.6	872.2	913.9	12.3%	4.8%
Fee and commission expenses	-464.4	-516.7	11.3%	-111.6	-137.2	-134.2	20.2%	-2.2%
Dividend income	38.1	39.4	3.4%	9.0	6.8	4.8	-46.2%	-28.6%
Net trading result	754.2	519.1	-31.2%	416.8	291.1	90.8	-78.2%	-68.8%
Gains/losses from financial instruments measured at fair value through profit or loss	-305.6	-82.0	-73.2%	-288.0	-181.1	-12.0	-95.8%	-93.4%
Net result from equity method investments	22.9	26.6	16.4%	5.3	3.5	11.4	>100.0%	>100.0%
Rental income from investment properties & other operating leases	174.6	209.5	20.0%	48.2	39.2	46.7	-3.1%	19.0%
Personnel expenses	-2,991.3	-3,202.4	7.1%	-795.9	-784.5	-884.4	11.1%	12.7%
Other administrative expenses	-1,468.5	-1,529.2	4.1%	-406.5	-341.4	-443.1	9.0%	29.8%
Depreciation and amortisation	-559.8	-547.3	-2.2%	-142.5	-135.6	-142.2	-0.3%	4.9%
Gains/losses from derecognition of financial assets measured at amortised cost	-13.2	-89.9	>100.0%	-10.2	-24.9	-63.0	>100.0%	>100.0%
Other gains/losses from derecognition of financial instruments not measured at fair value through profit or loss	-128.3	-1.0	-99.2%	-127.7	3.0	-4.3	-96.6%	n/a
Impairment result from financial instruments	-127.8	-397.0	>100.0%	-0.3	-85.6	-185.6	>100.0%	>100.0%
Other operating result	-467.9	-414.3	-11.5%	-141.0	-34.7	-125.4	-11.1%	>100.0%
Levies on banking activities	-183.5	-244.6	33.3%	-35.7	-59.3	-51.0	42.9%	-14.0%
Pre-tax result from continuing operations	**4,794.8**	**4,997.3**	**4.2%**	**1,074.7**	**1,394.1**	**1,011.3**	**-5.9%**	**-27.5%**
Taxes on income	-874.1	-1,052.5	20.4%	-204.5	-285.8	-235.4	15.1%	-17.6%
Net result for the period	**3,920.6**	**3,944.7**	**0.6%**	**870.2**	**1,108.3**	**775.9**	**-10.8%**	**-30.0%**
Net result attributable to non-controlling interests	923.1	819.4	-11.2%	182.2	221.8	166.5	-8.6%	-25.0%
Net result attributable to owners of the parent	**2,997.6**	**3,125.3**	**4.3%**	**688.0**	**886.4**	**609.4**	**-11.4%**	**-31.3%**
Operating income	10,551.6	11,178.5	5.9%	2,698.9	2,797.8	2,859.1	5.9%	2.2%
Operating expenses	-5,019.6	-5,278.9	5.2%	-1,345.0	-1,261.5	-1,469.6	9.3%	16.5%
Operating result	**5,532.0**	**5,899.6**	**6.6%**	**1,353.9**	**1,536.3**	**1,389.5**	**2.6%**	**-9.6%**

Strong balance sheet dominated by customer loans

in EUR million	Quarterly data					Change		
	Dec 23	Mar 24	Jun 24	Sep 24	Dec 24	YOY-Δ	YTD-Δ	QOQ-Δ
Cash and cash balances	36,685	29,425	26,231	23,972	25,129	-31.5%	-31.5%	4.8%
Financial assets held for trading	8,773	9,342	7,525	10,645	11,463	30.7%	30.7%	7.7%
Derivatives	1,262	1,105	1,048	1,103	1,226	-2.8%	-2.8%	11.2%
Other financial assets held for trading	7,511	8,237	6,478	9,542	10,236	36.3%	36.3%	7.3%
Non-trading financial assets at fair value through profit and loss	3,004	2,965	3,029	3,084	3,040	1.2%	1.2%	-1.4%
Equity instruments	415	430	488	521	464	12.0%	12.0%	-10.8%
Debt securities	1,551	1,500	1,458	1,435	1,468	-5.4%	-5.4%	2.3%
Loans and advances to banks	0	0	0	0	0	n/a	n/a	n/a
Loans and advances to customers	**1,038**	**1,035**	**1,082**	**1,129**	**1,108**	**6.7%**	**6.7%**	**-1.9%**
Financial assets at fair value through other comprehensive income	8,905	8,710	8,724	9,149	9,498	6.7%	6.7%	3.8%
Equity instruments	110	99	99	100	109	-1.0%	-1.0%	9.5%
Debt securities	8,794	8,611	8,625	9,050	9,388	6.8%	6.8%	3.7%
Financial assets at amortised cost	264,721	277,092	283,403	284,698	288,894	9.1%	9.1%	1.5%
Debt securities	44,047	46,647	45,966	46,696	52,889	20.1%	20.1%	13.3%
Loans and advances to banks	21,432	30,874	34,966	33,212	26,972	25.8%	25.8%	-18.8%
Loans and advances to customers	**199,241**	**199,570**	**202,471**	**204,790**	**209,034**	**4.9%**	**4.9%**	**2.1%**
Finance lease receivables	4,970	5,060	5,198	5,218	5,248	5.6%	5.6%	0.6%
Hedge accounting derivatives	183	157	168	185	181	-1.0%	-1.0%	-2.2%
Fair value changes of hedged items in portfolio hedge of interest rate risk	-25	-26	-26	-16	-19	-23.0%	-23.0%	17.6%
Property and equipment	2,605	2,660	2,658	2,612	2,754	5.7%	5.7%	5.5%
Investment properties	1,524	1,534	1,544	1,513	1,678	10.1%	10.1%	10.9%
Intangible assets	1,313	1,281	1,282	1,277	1,382	5.2%	5.2%	8.2%
Investments in associates and joint ventures	241	269	273	272	280	16.3%	16.3%	3.1%
Current tax assets	72	72	64	63	45	-37.3%	-37.3%	-28.0%
Deferred tax assets	468	441	399	341	266	-43.2%	-43.2%	-22.0%
Assets held for sale	163	14	25	151	154	-5.9%	-5.9%	1.8%
Trade and other receivables	2,579	2,421	2,525	2,325	2,677	3.8%	3.8%	15.1%
Other assets	976	1,282	1,120	1,040	1,066	9.3%	9.3%	2.5%
Total assets	**337,155**	**342,699**	**344,141**	**346,529**	**353,736**	**4.9%**	**4.9%**	**2.1%**

Liabilities dominated by retail deposits

	Quarterly data					Change		
in EUR million	**Dec 23**	**Mar 24**	**Jun 24**	**Sep 24**	**Dec 24**	**YOY-Δ**	**YTD-Δ**	**QOQ-Δ**
Financial liabilities held for trading	2,304	1,805	2,003	1,770	1,821	-20.9%	-20.9%	2.9%
Derivatives	1,614	1,228	1,211	1,015	1,149	-28.8%	-28.8%	13.2%
Other financial liabilities held for trading	690	577	793	755	672	-2.5%	-2.5%	-10.9%
Financial liabilities at fair value through profit or loss	11,152	10,865	10,561	10,478	10,281	-7.8%	-7.8%	-1.9%
Deposits from customers	**593**	**158**	**107**	**96**	**115**	**-80.5%**	**-80.5%**	**20.5%**
Debt securities issued	10,429	10,572	10,321	10,255	10,030	-3.8%	-3.8%	-2.2%
Other financial liabilities	130	135	133	128	136	4.1%	4.1%	6.2%
Financial liabilities at amortised cost	289,842	294,020	297,006	298,596	305,332	5.3%	5.3%	2.3%
Deposits from banks	22,911	19,737	17,484	16,889	21,261	-7.2%	-7.2%	25.9%
Deposits from customers	**232,223**	**235,178**	**240,130**	**239,638**	**241,535**	**4.0%**	**4.0%**	**0.8%**
Debt securities issued	33,330	37,994	37,596	41,011	41,859	25.6%	25.6%	2.1%
Other financial liabilities	1,378	1,111	1,795	1,058	676	-50.9%	-50.9%	-36.1%
Lease liabilities	670	690	691	707	691	3.1%	3.1%	-2.2%
Hedge accounting derivatives	286	269	221	224	194	-32.0%	-32.0%	-13.2%
Fair value changes of hedged items in portfolio hedge of interest rate risk	0	0	0	0	0	0.0%	0.0%	0.0%
Provisions	1,612	1,664	1,595	1,607	1,626	0.9%	0.9%	1.2%
Current tax liabilities	265	284	292	287	241	-8.9%	-8.9%	-16.1%
Deferred tax liabilities	14	50	23	16	31	>100.0%	>100.0%	96.8%
Liabilities associated with assets held for sale	113	0	0	8	93	-17.4%	-17.4%	>100.0%
Other liabilities	2,396	3,731	2,776	2,725	2,658	10.9%	10.9%	-2.5%
Total equity	**28,502**	**29,322**	**28,973**	**30,112**	**30,767**	**7.9%**	**7.9%**	**2.2%**
Equity attributable to non-controlling interests	6,853	7,088	7,238	7,459	7,633	11.4%	11.4%	2.3%
Additional equity instruments	2,405	2,405	2,688	2,688	2,688	11.8%	11.8%	0.0%
Equity attributable to owners of the parent	19,243	19,829	19,047	19,965	20,447	6.3%	6.3%	2.4%
Subscribed capital	843	842	842	827	821	-2.6%	-2.6%	-0.7%
Additional paid-in capital	1,494	1,495	1,495	1,511	1,516	1.5%	1.5%	0.4%
Retained earnings and other reserves	16,906	17,492	16,709	17,627	18,110	7.1%	7.1%	2.7%
Total liabilities and equity	**337,155**	**342,699**	**344,141**	**346,529**	**353,736**	**4.9%**	**4.9%**	**2.1%**

Capital requirements for 2025 slightly up on higher buffers

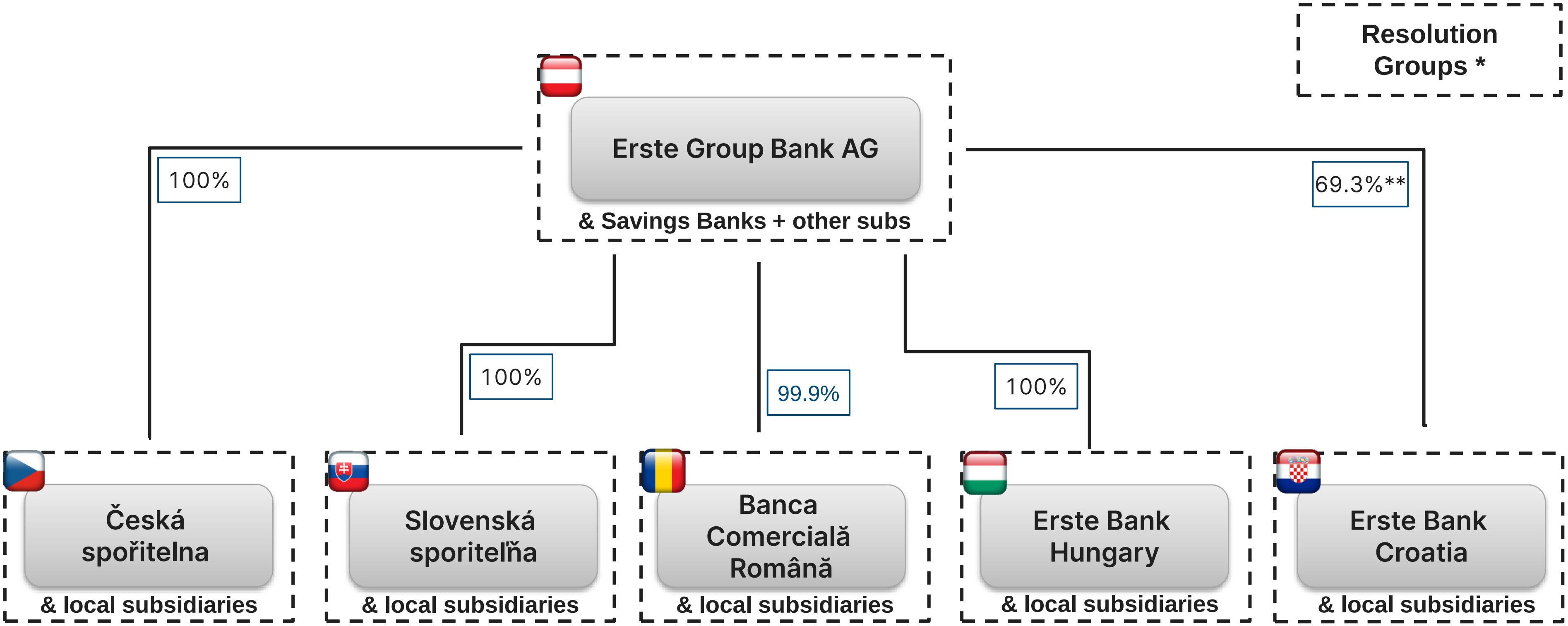
	Erste Group Consolidated				Erste Group Unconsolidated			
	Fully loaded				Fully loaded			
	2022	2023	YE 2024	YE 2025	2022	2023	YE 2024	YE 2025
Pillar 1 CET1 requirement	**4.50%**	**4.50%**	**4.50%**	**4.50%**	**4.50%**	**4.50%**	**4.50%**	**4.50%**
Combined buffer requirement	**4.77%**	**5.46%**	**5.63%**	**5.92%**	**4.78%**	**5.31%**	**5.32%**	**5.43%**
Capital conservation buffer (CCB)	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Countercyclical capital buffer (CCyB) 1)	0.27%	0.71%	0.63%	0.67%	0.28%	0.56%	0.57%	0.68%
OSII buffer	1.00%	1.25%	1.50%	1.75%	1.00%	1.75%	1.75%	1.75%
Systemic risk buffer (SRB)	1.00%	1.00%	1.00%	1.00%	1.00%	0.50%	0.50%	0.50%
Pillar 2 CET1 requirement (P2R) 2)	**0.98%**	**0.98%**	**1.07%**	**1.13%**	**0.98%**	**0.98%**	**1.07%**	**1.13%**
Pillar 2 CET1 guidance (P2G)	**1.00%**	**1.00%**	**1.00%**	**1.00%**	**0.00%**	**0.00%**	**1.00%**	**1.00%**
Regulatory minimum ratios excluding P2G								
CET1 requirement	10.26%	10.95%	11.19%	11.55%	10.27%	10.80%	10.89%	11.06%
Regulatory minimum ratios including P2G								
CET1 requirement	11.26%	11.95%	12.19%	12.55%	10.27%	10.80%	11.89%	12.06%
Reported CET1 ratio as of December 2024			**15.26%**				**22.96% 3)**	

Buffer to MDA restriction as of 31 Dec 2024: 393 bps

Available distributable items (ADI) as of 31 Dec 2024: EUR 5.4bn (post dividend expected for 2024); based on CRR II, which allows additional own funds components to be included, ADIs are at EUR 7.9bn

1. Planned values based on YE 2024 exposure.
2. As of end of May 2021 Art. 70b (7) ABA applies using P2R according to the capital stack: 56.25% for CET1 capital and 75% for Tier 1 capital. The overall P2R increased from 1.90% to 2.00% as of 1.1.2025.
3. Consolidated capital ratios pursuant to IFRS on phased-in basis. Unconsolidated capital ratios pursuant to IFRS as of YE 2024. ADIs pursuant to Austrian Commercial Code (UGB).

MREL compliance at point of entry level (bail-in)

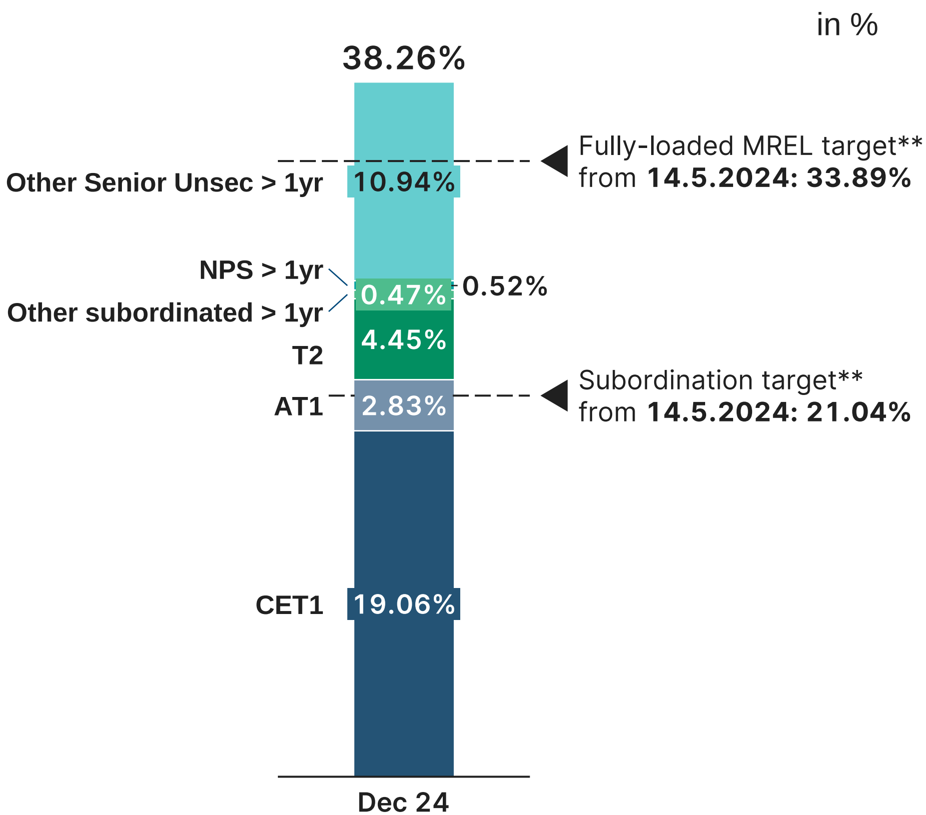


Erste Group follows an MPE resolution strategy with each resolution group issuing its external MREL debt

* Through indirect participation of Erste Group Bank AG (Holding) in Banka Sparkasse d.d., Slovenia: defined as a separate MPE resolution group from Q2 24 (previously part of the Austrian resolution group) and subject to an MREL requirement from 1.7.2025
** Erste Bank Croatia: direct stake of 59%; indirect stake through Steiermärkische Sparkasse

Austrian resolution group: MREL requirement based on RWA fulfilled

MREL capacity based on TREA (RWA)*



* TREA... total risk exposure amount
** Target including the Combined Buffer Requirement (CBR)

Key take-aways

Erste Group adopted multiple point of entry (MPE) resolution approach

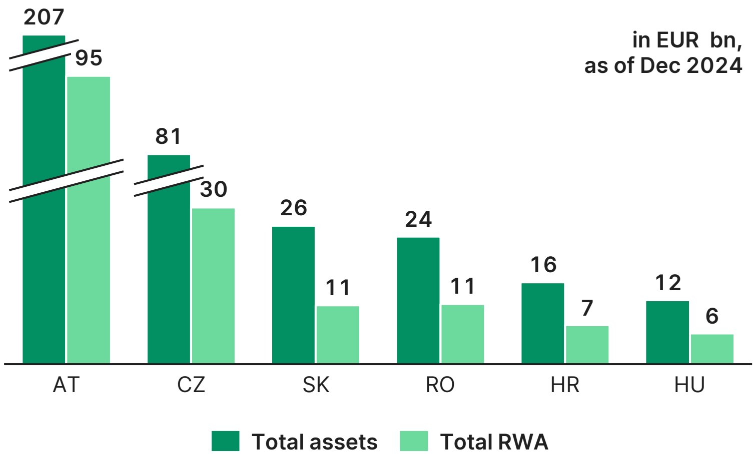
- In Q2 24, Erste Group Bank AG received its MREL requirement calibrated on 31 Dec 2022 balance sheet data
- From 14.5.2024, Erste Group Bank AG, as the resolution entity of the Austrian resolution group, must comply with a MREL requirement of 28.60% of TREA (excl. CBR) and 9.73% of Leverage Ratio Exposure (LRE). In addition, the subordination requirement is set at 15.75% (excl. CBR) of TREA and 8.95% of LRE, respectively.
- As of Q4 24 the Combined Buffer Requirement (CBR) of the Austrian Resolution Group is 5.29% of TREA
- Based on the Austrian resolution group's RWAs as of Dec 2024 of approx. EUR 95.5bn, the current MREL ratio stands at 38.26%, thereof 27.33% being subordinated eligible liabilities.

As of Q4 24 the AT resolution group is compliant with the MREL and subordination requirements (TREA and LRE-based) to be fulfilled from 14 May 2024

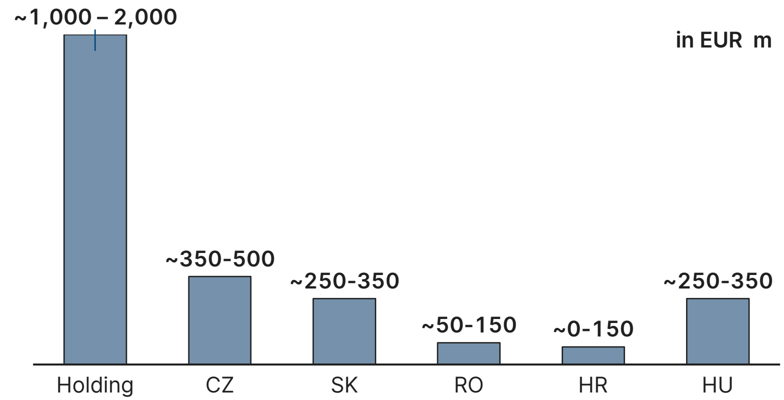
- Potential changes in the MREL requirement will be reflected in Erste Group Bank AG's funding plan as to ensure compliance with MREL & subordination targets

MREL issuance progresses to plan

MPE resolution groups



MREL issuance plan (by year-end 2025)



Multiple point of entry (MPE) resolution strategy

- 7 MPE resolution groups
- 4 (AT, SK, HR; SI*) covered by the Single Resolution Board
- 3 (CZ, RO, HU) covered by the respective National Resolution Authority

Features of the Austrian resolution group

- Covers parent company (Holding), EBOe and savings banks
- Not considered a legal entity or reporting unit, hence there is neither a statutory reporting nor a capital requirement

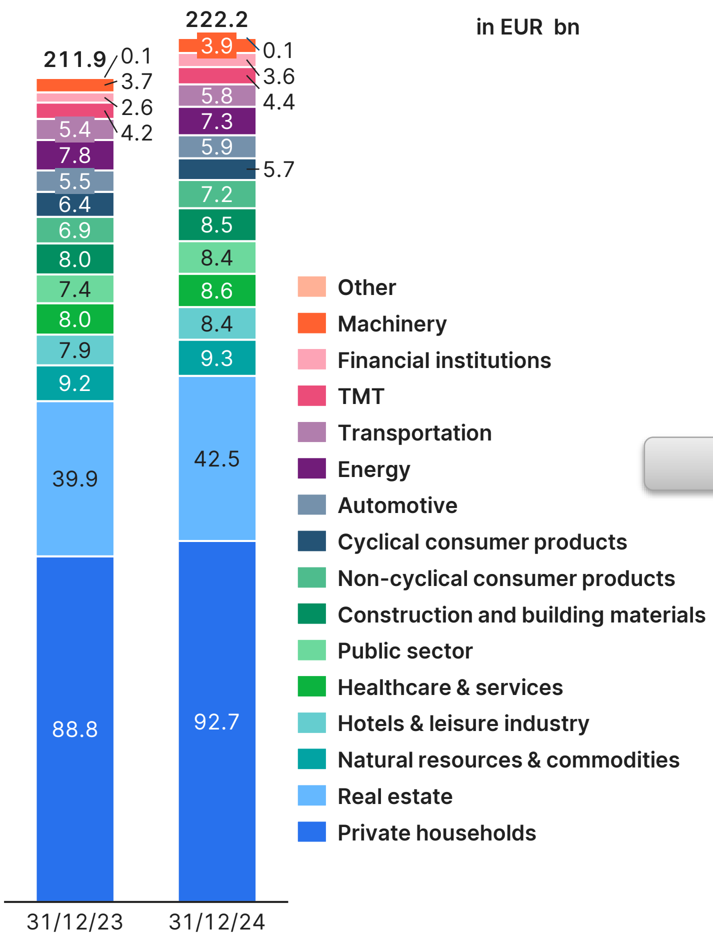
More than EUR 4.8bn MREL-related CEE issuances placed in domestic and euro markets in 2023, 2024 and 2025

- Holding: ~EUR 4.6bn PS (thereof latest EUR 750m PS benchmark in Jan 25)
- CZ: ~EUR 2.0bn, thereof four EUR 500m NPS (international in Q2 23, Q3 23, Q1 24 and Q3 24)
- SK: ~EUR 0.8bn PS (several domestic & international issues, latest sub-benchmark EUR 300m in Q4 23)
- RO: ~EUR 1.0bn, thereof one RON 1.0bn NPS (domestic) and one EUR 700m NPS benchmark (Q2 23)
- HU: ~EUR 0.5bn PS (domestic issues)
- HR: ~EUR 0.5bn PS (EUR 90m domestic issue in Q2 23 and EUR 400m in Q1 24)

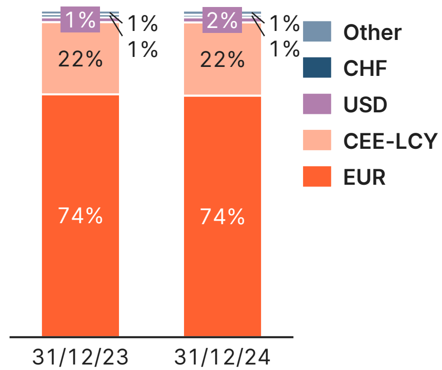
*) SI: indirect participation of Erste Group Bank AG AG (Holding) and until YE 2023 part of the Austrian resolution group; formally defined as an MPE resolution group from Q2 24 and subject to an MREL requirement as of 1.7.2025

Erste Group benefits from a highly diversified loan book

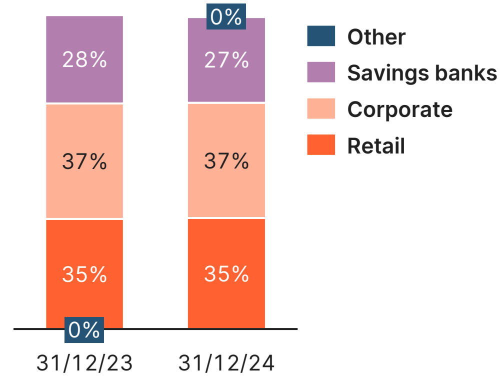
Gross customer loans by industry



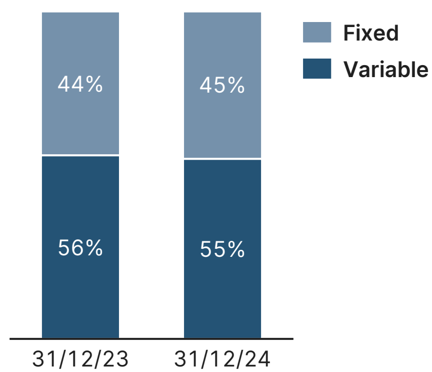
By currency



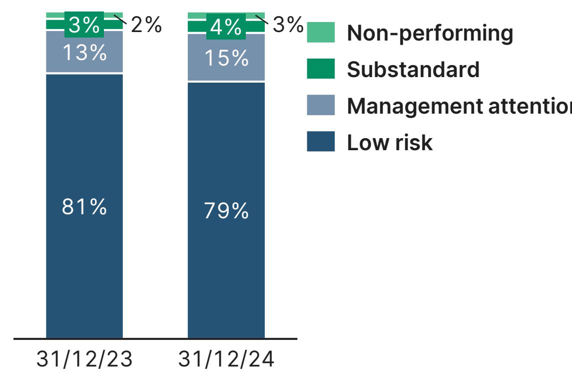
By business segment



By interest rate



By risk category



Real estate snapshot

Sound lending standards

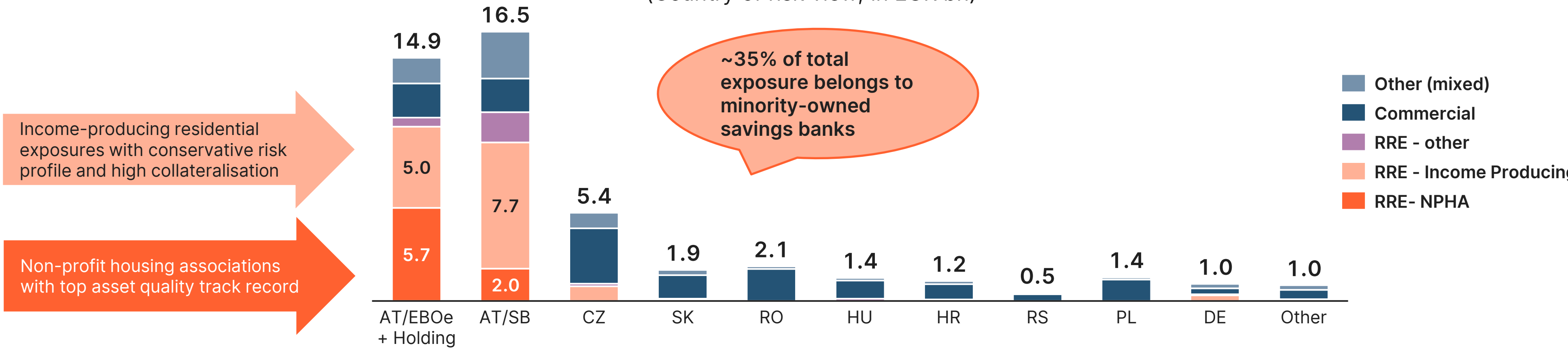
- Income producing projects (>80%)
- Ring-fenced, A-class buildings in prime locations with risk-mitigating structures
- Highly collateralised business with conservative valuation approach (application of valuation haircuts) and LTVs in the 50-60% range

Diversified strong portfolio with some market-specific headwinds in Austria

- ~ 50% of exposure is related to AT-focused **residential real estate (RRE)** with a high share of low risk, state-subsidised non-profit housing associations (NPHAs)
- **Commercial real estate (CRE)** is well-diversified and performs well, heavily weighted towards lower risk economies, such as AT and CZ
- CRE yields stabilised, moderate office vacancy rates in relevant market of Vienna (~ 3.6%) and only minor changes in CEE
- Other real estate relates to RE management services and small RRE and CRE projects, typically in the minority-owned savings banks (>65%)

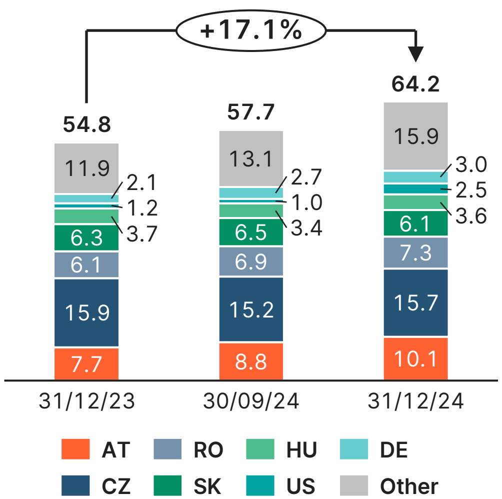
Real estate gross exposure as of Q4 24 (EUR 47.7bn)

(Country of risk view, in EUR bn)



Financial asset portfolio creates strong net interest income tailwinds

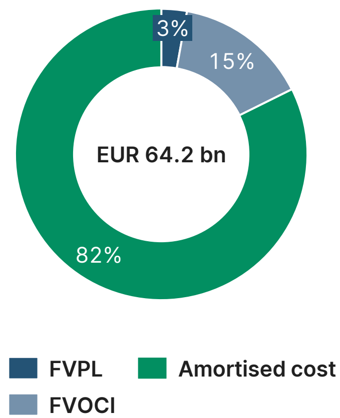
Financial assets – geographic view



Financial assets are geographically well-diversified

- Main rationale is maintenance of strong levels of highly liquid assets
- Focus on Erste Group core markets
- Largest exposure is to Czech sovereign

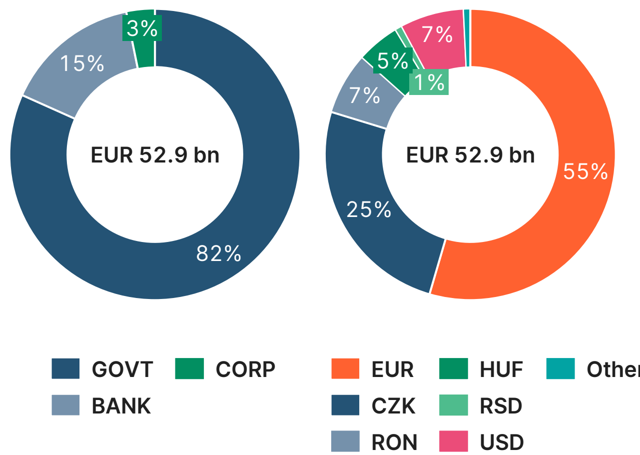
Financial assets – accounting view



Amortised cost portfolio as at Q4 24

- Amounts to EUR 52.9bn or 82% of total financial assets
- Portfolio duration: 3.9 years
- Portfolio yield: 2.8%

AC by issuer and currency



- Rolling maturities are re-invested at higher yields
- Focus on euro driven by investments in core markets (AT, SK) as well as other euro zone exposures
- Focus on strong ratings: ~79% A or higher, ~21% BBB

Erste Group's sustainability strategy is centered on two main pillars

GREEN TRANSITION

- Our goal is to **achieve net zero status for our portfolio by 2050**, adhering to sector-specific decarbonisation pathways for high-emission sectors.
- We will continue to **maintain our strong role in sustainable financing across CEE** by supporting climate action and adaptation initiatives. Our targets include achieving **25% sustainable corporate financing by 2026** and 15% sustainable retail mortgages by 2027.
- We aim to achieve **net zero status for our banking operations** by 2030.

SOCIAL INCLUSION

- We **enhance financial inclusion** through our social banking initiatives, fostering community cohesion by **providing EUR 1bn in social banking financing by 2030** and creating 200,000 jobs.
- We **empower our customers by improving their financial health** and literacy.
- We **promote diversity**, with a focus on gender diversity, aiming to **increase the share of women in board positions** to 30% by 2028.

Our strong ESG ratings

	MSCI ESG Ratings	Sustainalytics	ISS ESG Corporate ESG Performance	CDP Discloser 2024	VONIX 24/25
2024	**AA** (5.6)	**Low Risk** 17.5 / 100	**C "Prime"** 55.69	**B**	**B+**
2023	**AA** (5.5)	**Low Risk** 16.4 / 100	**C "Prime"** 52.25	**B**	**B**

Portfolio towards our environmental targets

Financed emissions

Scope 3, financed emissions, covering EUR 190.4 bn exposure

222

gCO_2e/€ financing
low emission intensity

14.6

million tonnes of CO_2e
total financed emissions
Scope 1 and 2 and biogenic

27.7

million tonnes of CO_2e
total financed emissions
Scope 3

Sustainable finance corporate

New specific purpose Sustainable Financing[1]

Committed amount (total), Dec 2024	in EUR m
Construction and real estate	3,514
Renewable energy	917
Transportation	320
Other Corporate	564
Total	**5,315**

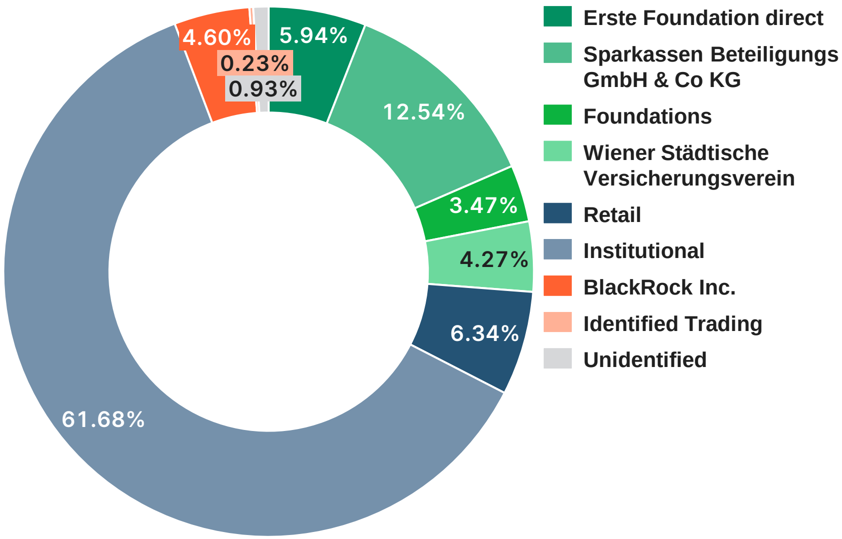
Portfolio net-zero target setting

Sector	Metric	Methodology	Scenario/ pathway	Emissions scope	Baseline Year	Baseline Value	Targets 2030	Targets reduction	Volume [2] as of Dec 24 in EUR bn
incl. savings banks segment									
Mortgages	$kgCO_2e/m^2$	SBTiSDA	IEA B2DS	1+2	2022	48.7	27.1	-44%	103.2
Commercial real estate	$kgCO_2e/m^2$	SBTiSDA	IEA B2DS	1+2	2022	45.9	22.2	-52%	
Electricity production	$kgCO_2e$/MWh	PACTA	IEA NZE2050	1+2	2022	357.1	182.7	-49%	3.8
Heat & steam production	thousand tCO_2e	SBTiAC	IEA NZE2050	1+2	2022	1,614.3	924.0	-43%	
Oil and gas extraction	thousand tCO_2e	PACTA	IEA NZE2050	1+2+3	2023	1,020.4	923.7	-9%	1.4
Automotive production	gCO_2e/km	PACTA	IEA NZE2050	1+2+3	2023	169.8	103.6	-39%	
Iron and steel production	tCO_2e/t steel	PACTA	IEA NZE2050	1+2	2023	1.5	1.1	-24%	
Cement production	tCO_2e/t cement	SBTiSDA	IEA NZE2050	1+2	2023	0.6	0.5	-19%	

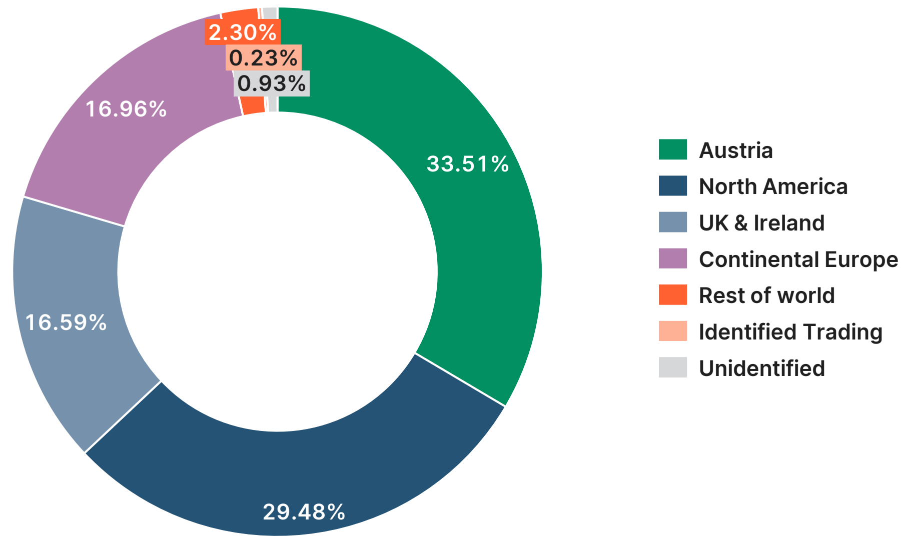
[1]) as defined in Erste Group's Sustainable Finance Guideline
[2]) volume represents the Carbon Footprint Calculation on-balance exposure as of that is in scope of the decarbonisation targets (incl. savings banks)

Erste Group benefits from strong and well-diversified shareholder base

By investor



By region



Notes to shareholder structure

- **Foundations** include Erste Employees Private Foundation, Syndicated Savings Banks Foundations, own holdings of Savings Banks
- **Identified Trading** includes market makers, prime brokerage, proprietary trading, collateral and stock lending positions which are visible through custodian bank lists
- **Unidentified** include unidentified institutional and retail investors
- The shareholder structure may contain rounding differences

Status as of 31 December 2024

Erste Group Bank AG boasts strong issuer ratings

Moody's

Financial Profile	
Asset Risk	baa1
Capital	baa1
Profitability	baa3
Funding Structure	a2
Liquid Resources	baa1

+

Qualitative Factors	
Business Diversification	0
Opacity and Complexity	0
Corporate Behaviour	0

=

BCA Baseline Credit Assessment	**baa1**

+

Affiliate Support	0

=

Adjusted BCA	**baa1**

+

LGF Loss Given Failure	+ 2
Government Support	+1

=

Senior Unsecured
Long-Term / Outlook / Short-Term
A1 / Stable / P-1

S&P Global Ratings

SACP - Stand-Alone Credit Profile
a
▲

Anchor	bbb+	
Business position	Strong	+1
Capital and earnings	Strong	+1
Risk position	Adequate	0
Funding	Strong	+1
Liquidity	Strong	
CRA adjustment		-1

+

Support	**+1**

▲

ALAC Support	+1
GRE Support	0
Group Support	0
Sovereign Support	0

+

Additional Factors	**0**

=

Issuer Credit Rating
Long-Term / Outlook / Short-Term
A+ / Positive / A-1

FitchRatings

VR - Viability Rating
(Individual Rating)
a

SRF - Support Rating Floor
NF (No Floor)

IDR - Issuer Default Rating
Long-Term / Outlook / Short-Term
A / Stable / F1

Status as of 29 November 2024

Geographical/operating and business segment view

Erste Group – Geographical/operating segments

Austria

- EBOe & Subsidiaries (AT/EBOe)
- Savings Banks (AT/SB)
- Other Austria (AT/OA)
  - Holding Business
  - Erste Group Immorent
  - Erste Asset Management
  - Intermarket Bank AG

Central and Eastern Europe

- Czech Republic (CZ)
- Slovakia (SK)
- Romania (RO
- Hungary (HU)
- Croatia (HR)
- Serbia (RS)

Other

- Holding ALM
- Holding CC
- Other Subsidiaries
- Group bookings and IC elimination
- Free Capital

Erste Group – Business segments

- Retail
- Corporates
  - SME
  - Large Corporate
  - Commercial Real Estate
  - Public Sector
- Group Markets
- ALM & Local CC (ALM&LCC)
  - Asset/Liability Management
  - Local Corporate Center
- Savings Banks
- Group Corporate Center
  - Other Subsidiaries
  - Group bookings
  - Holding Corporate Center
  - Free Capital
- Intragroup Elimination

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