

# Debt investor presentation

January 2024

Q3 2023 results presentation

**Continued strong operating and risk performance**

## **Cautionary note regarding forward-looking statements**

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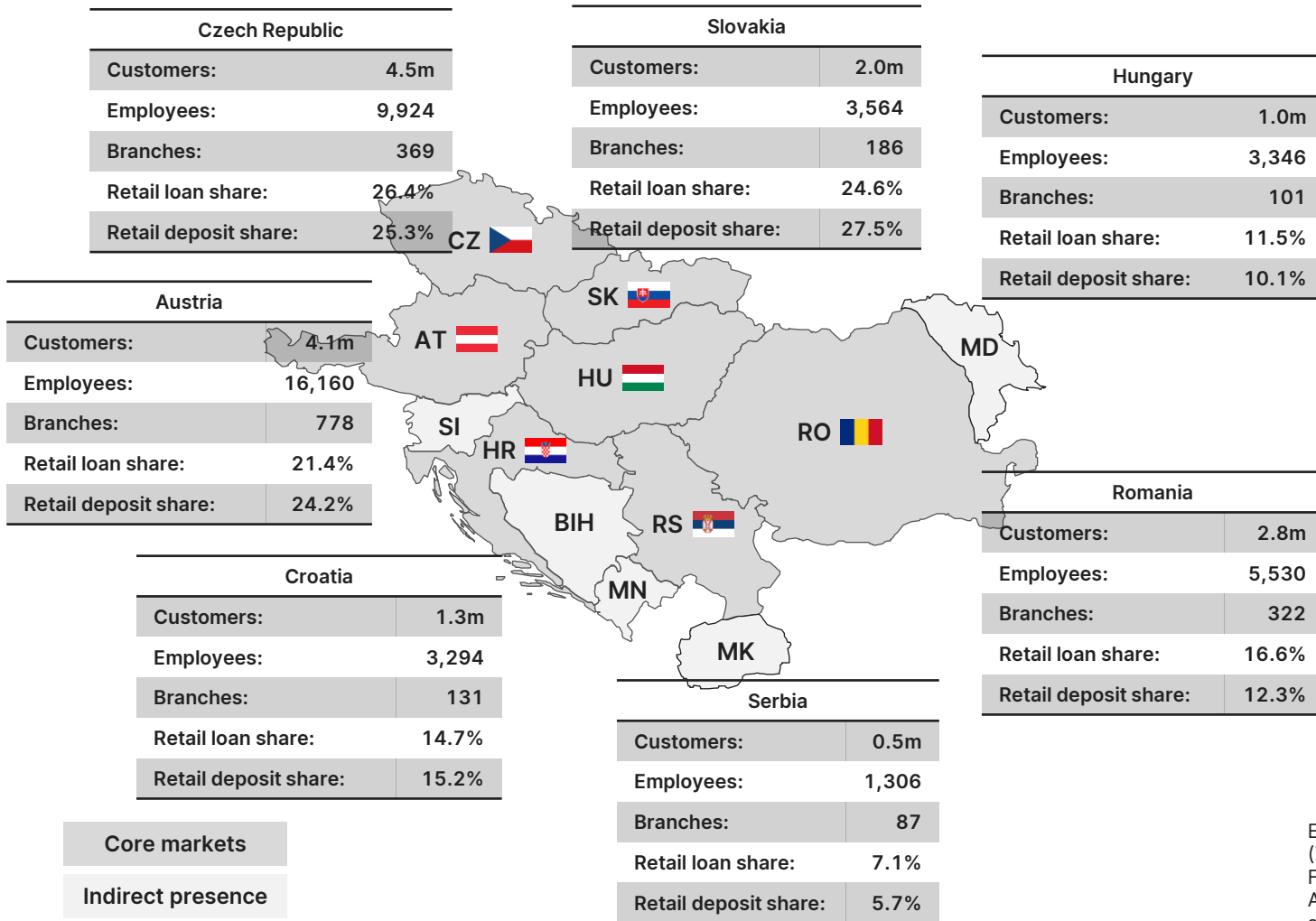
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# Banking leadership in Central and Eastern Europe (1)



Erste Group	
Customers:	16.1m
Employees:	45,886
Branches:	1,974
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	

Core markets  
Indirect presence

Market shares for Austria are as of June 2023

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

#### Retail banking

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 profitability and customer satisfaction

#### Corporate banking

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 CEE, limited exposure to other Europe

#### Capital markets

Focus on customer business, incl. 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

#### Public sector

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

#### 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

### FINANCIAL HEALTH – Bringing advice to all customers to improve their financial health

#### Priorities in digitalisation

- Invest in data analytics to scale deep client understanding across all client segments and beyond pure banking
- Innovate George for our client franchise and enrich with 3<sup>rd</sup> party products and services

# Erste Group Bank AG boasts strong issuer ratings

## MOODY'S

<b>Weighted Macro Profile</b>	
Strong	
+	
<b>Financial Profile</b>	
Asset Risk	baa1
Capital	baa1
Profitability	baa3
Funding Structure	a2
Liquid Resources	baa1
+	
<b>Qualitative Factors</b>	
Business Diversification	0
Opacity and Complexity	0
Corporate Behaviour	0
=	
<b>BCA Baseline Credit Assessment</b>	<b>baa1</b>
+	
Affiliate Support	0
=	
<b>Adjusted BCA</b>	<b>baa1</b>
+	
<b>LGF Loss Given Failure</b>	<b>+ 2</b>
Government Support	+1
=	
<b>Senior Unsecured</b>	
Long-Term Outlook / Short-Term	
<b>A1 / Stable / P-1</b>	

## S&P Global Ratings

<b>SACP - Stand-Alone Credit Profile</b>		
<b>a</b>		
▲		
Anchor	bbb+	
Business position	Strong	+1
Capital and earnings	Adequate	0
Risk position	Adequate	0
Funding	Above Average	+1
Liquidity	Strong	+1
CRA adjustment		0
+		
<b>Support</b>	<b>+1</b>	
▲		
ALAC Support	+1	
GRE Support	0	
Group Support	0	
Sovereign Support	0	
+		
<b>Additional Factors</b>	<b>0</b>	
=		
<b>Issuer Credit Rating</b>		
Long-Term Outlook / Short-Term		
<b>A+ / Stable / A-1</b>		

## FitchRatings

<b>VR - Viability Rating</b>
(Individual Rating)
<b>a</b>
<b>SRF - Support Rating Floor</b>
NF (No Floor)
<b>IDR - Issuer Default Rating</b>
Long-Term Outlook / Short-Term
<b>A / Stable / F1</b>

Status as of 21 July 2023

# Erste Group supports the well-being in the CEE region

## Priority objectives

### Leading Green Transition

Erste Group strives to be a role model and leading institution to mobilise funds for tackling climate change, clean water preservation and improvement in material efficiency as it is a great chance for the citizens of CEE.

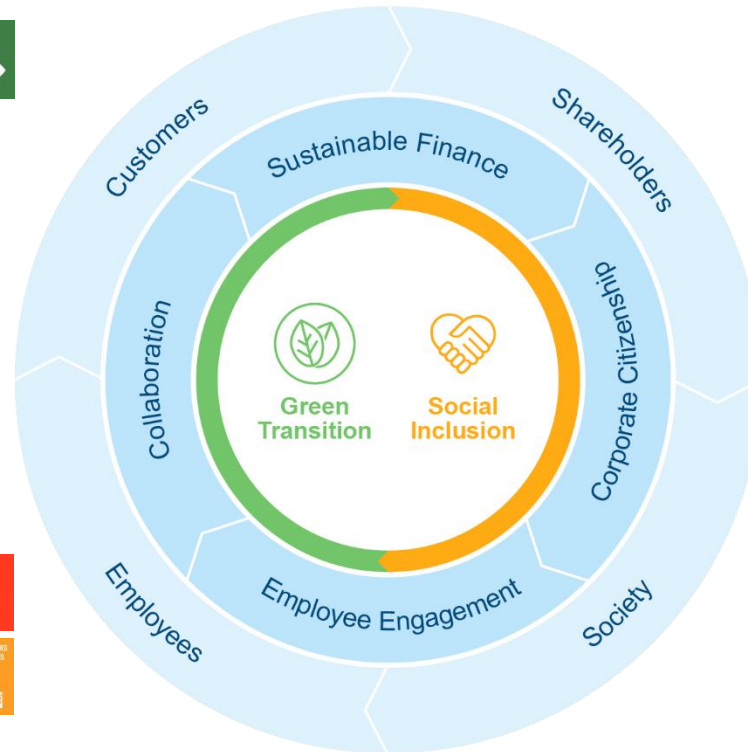
We believe in a just transition for all, and therefore Erste Group helps all its clients to progress.



### Nurturing Social Inclusion

Since its foundation, Erste Group has taken an active role in building inclusive societies in the CEE region.

Our efforts in financial inclusion, social banking, financial literacy, affordable housing and gender equality are relevant today, as they were 200 years ago.



## Our promise

### Customers

Providing prosperity to our clients in an inclusive, secure and sustainable way through our advisory and sustainable finance products.

### Employees

shall benefit from our services, disseminating prosperity to all and contributing to the company success through servicing our clients in a sustainable and efficient way.

### Shareholders

Ensuring adequate and long-term sustainable compensation by an inclusive growth strategy and resilient company values.

### Society

Increasing well-being of our societies and local communities built on social cohesion and good environmental status.

## Sustainability is embedded into the DNA of Erste Group



### Sustainable Finance

**mobilise financial resources** and **customer advice** for **social-ecological goals** and support customers on their way to a **sustainable business model**



### Working together

**actively participate in public initiatives** and thus make a positive contribution in our region



### Good corporate citizenship

demonstrate strong **social commitment** by adhering to rules and standards that we also expect from our business partners



### Employee engagement and social contribution

**support employee awareness** and **commitment** through training and volunteering opportunities



# Erste Group has set itself ambitious ESG targets

**25%**

**green investments** by 2026 in our corporate book to be reached



**15%**

**green housing mortgages** by 2027

**Net-zero portfolio**

by 2050

**Coal exit**

by 2030

**90%**

**low carbon electricity** by 2050

**17 Ecolabel funds**

**offered to our clients** by 2023 to promote investment opportunities

Erste Group through its Social Banking continues to be the **leader in offering financial services** to NGOs, start-ups and individuals in difficult situations.

**EUR 1bn**



**Social Finance loans** provided by 2030

**200,000**



**jobs to be created or preserved** by 2030 by Social Banking activities

**500,000**



**financial education beneficiaries** by 2030

**15,000**

**affordable housing units** by 2030

**37%**



**women in B/B-1 positions** by 2025

**40%**

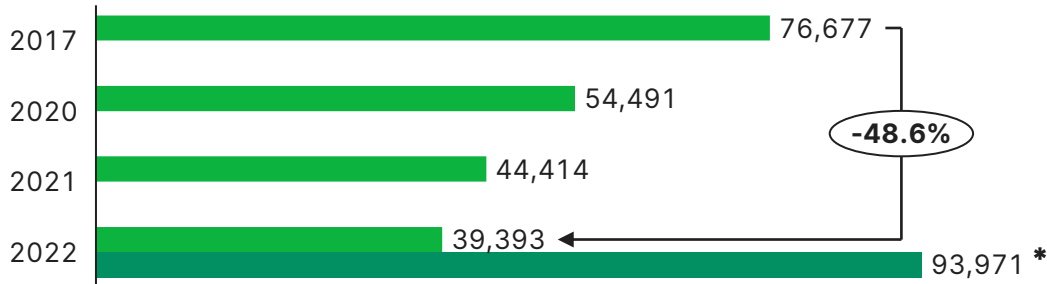


**women in B-2/B-3 positions** by 2025

# Environment

## Net zero operations

Scope 1+2 decrease of emissions (tonnes of CO<sub>2</sub>e)  
 → pathway towards climate neutrality 2023



\* First time calculation including operational Scope 3 emissions

## Green Investments

New corporate financing of environmental objectives



	<u>Committed amount (total), Sep 23</u>	<u>in EUR m</u>
🏠 Construction and real estate		1,378
🌿 Renewable energy		124
🚗 Transportation		100
🔗 Other Corporate		165
<b>Total</b>		<b>1,767</b>

**Scope 3, financed emissions, covering EUR 183.2bn exposure** – low intensity & overall emissions (as of Q3 23)

→ basis for our **journey towards net-zero portfolio** by 2050

142



gCO<sub>2</sub>e/€ financing  
 low emission  
 intensity

14.8



million tonnes of CO<sub>2</sub>e  
 total financed emissions  
 Scope 1 and 2

11.1






million tonnes of CO<sub>2</sub>e  
 total financed emissions  
 Scope 3

## Net-zero target setting to move towards 1.5 degree climate scenarios

### Portfolio decarbonization interim targets 2030

Portfolio selection	Metric	Baseline 2022	Target	Reduction	Volume covered (Q3 23)*
 Housing mortgages	kgCO <sub>2</sub> e/m <sup>2</sup>	53.3	30.5	-43%	EUR 49.4bn
 Commercial real estate	kgCO <sub>2</sub> e/m <sup>2</sup>	50.9	25.7	-50%	EUR 20.6bn
 Electricity production	kgCO <sub>2</sub> e/MWh	421.4	215.6	-49%	EUR 2.6bn
 Heat & steam production	thd tCO <sub>2</sub> e	1,382	801	-42%	EUR 0.2bn

### Reducing the ecological impact of our banking operations – targets for 2023 and beyond

Indicator	Metric	Year	Target
 Reduction of total Scope 1 and 2 emissions	tCO <sub>2</sub>	2030	-80%
 Increase share of green electricity	% of green electricity	2023	90%
 Extend share of electric car fleet	% of e-cars (total car fleet)	2025	25%

\*) excl. savings banks; they will be included as of Q1 24

The EU members states' updated National Energy & Climate Plans (NECP) in acc. with the Green Deal will allow us to update our target setting for all sectors to be in line with 1.5° scenarios

# Erste Group has strong ESG ratings



Erste Group maintains **rating of AA** in the MSCI ESG Ratings assessment

2022

2023

**AA**  
(5.9)

**AA**  
(5.5)



In 2022, Erste Group improved its assessment by Sustainalytics by 3.6 points, **low risk** category confirmed

**Low Risk**  
15.3 / 100

**Low Risk**  
16.4 / 100



Erste Group kept the Prime Status by ISS ESG, with a **“very high” transparency level** awarded

**C “Prime”**  
50.00

**C “Prime”**  
52.25



First time reporting resulted in good **B rating**, strong improvement potential for 2023 on the basis of Net Zero targets

**B**

- \*

\* 2023 update pending

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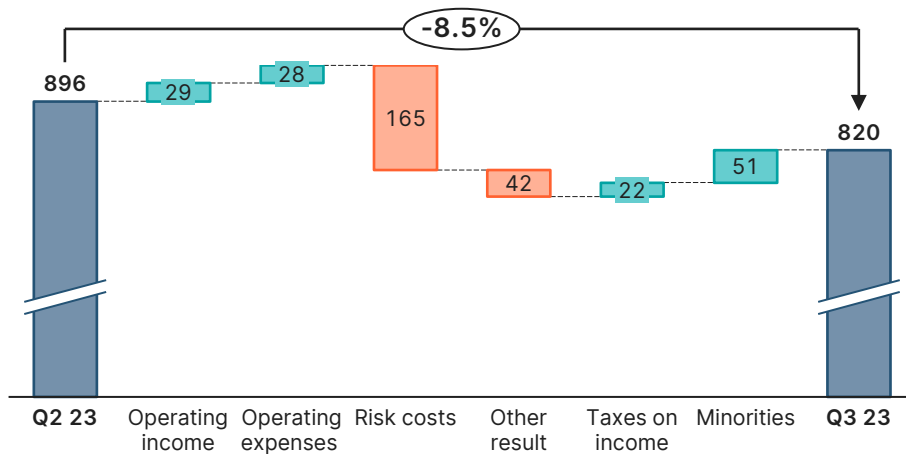
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# Operating and risk performance drive net profit

## QoQ net profit development

in EUR m



## YTD net profit development

in EUR m



### Strong operating performance continues in Q3 23

- NII and fees set new quarterly records

### Parameter updates contribute to increase in risk costs

- Quarterly risk costs primarily booked in Austrian entities

### Slightly weaker net result due to risk releases in Q2 23

### NII remained key revenue driver in 1-9 23, up 23.7%

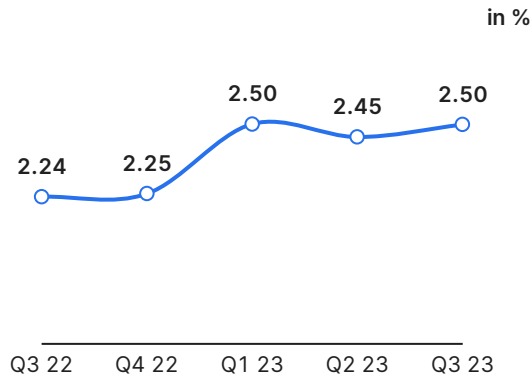
- Net fee income also made a strong positive contribution as did trading and FV result supported by improved valuations

### Cost inflation in line with expectations

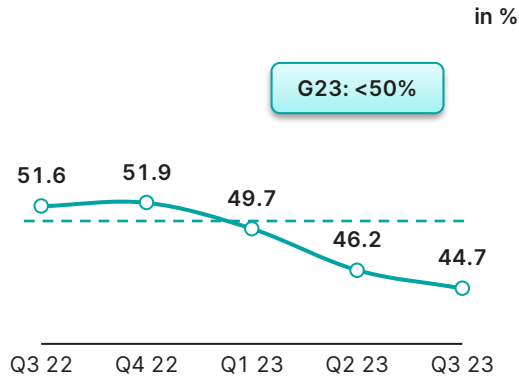
### Continued strong credit risk performance

# On track to deliver upgraded 2023 guidance

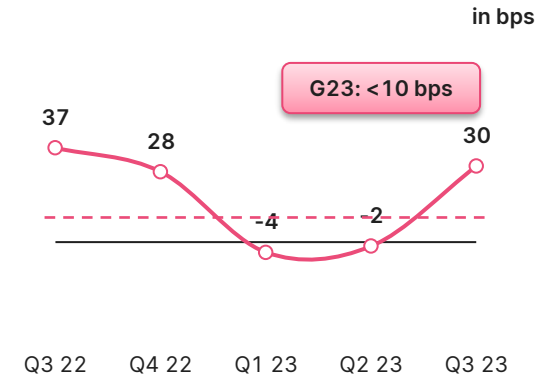
## Net interest margin



## Cost/income ratio

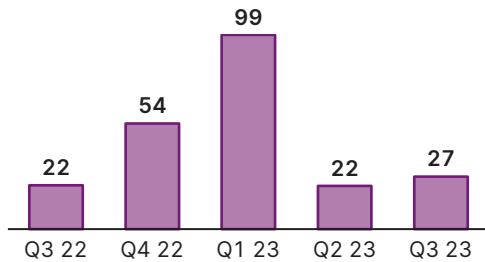


## Risk cost ratio



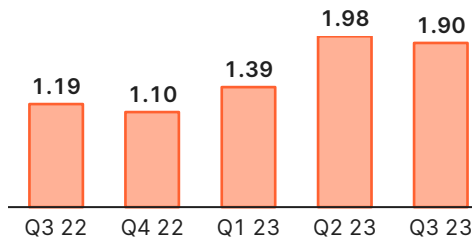
## Banking levies

in EUR m

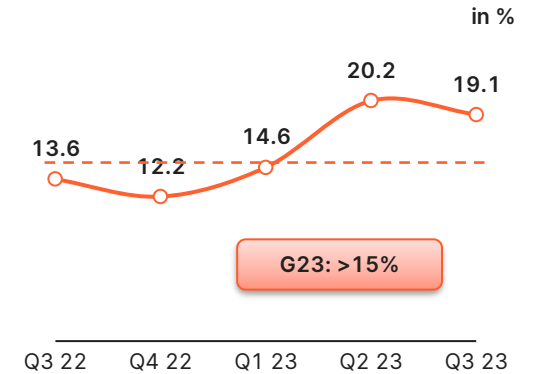


## Earnings per share

in EUR

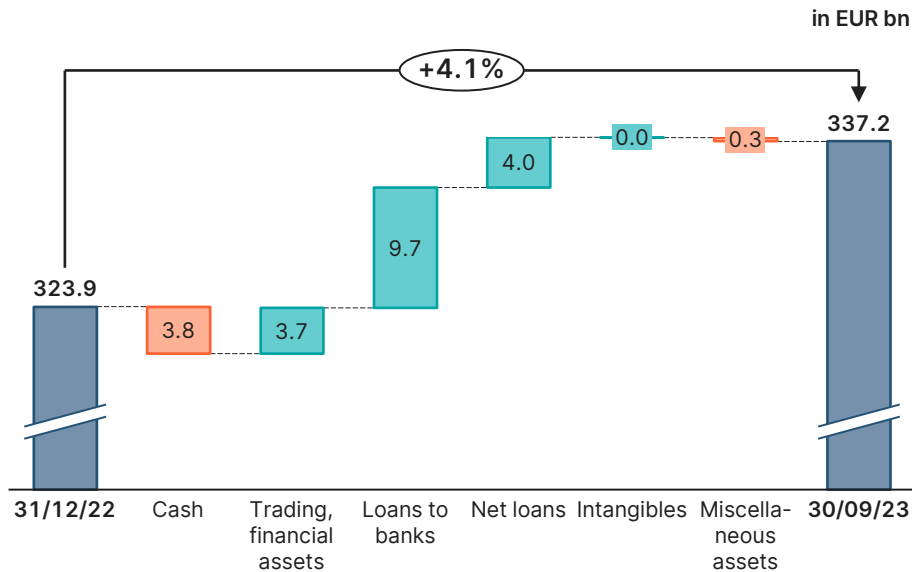


## Return on tangible equity



## Encouraging loan trends, stable core customer deposits

YTD total asset development



YTD equity & total liability development



### Underlying loan growth accelerates in Q3 23

- Driven by EBOe (corporate), Slovakia and Croatia (retail & corporate)
- Czech performance understated due to qoq currency depreciation

### Rise in interbank lending due to higher deposit inflows

### Stable retail and SME deposits

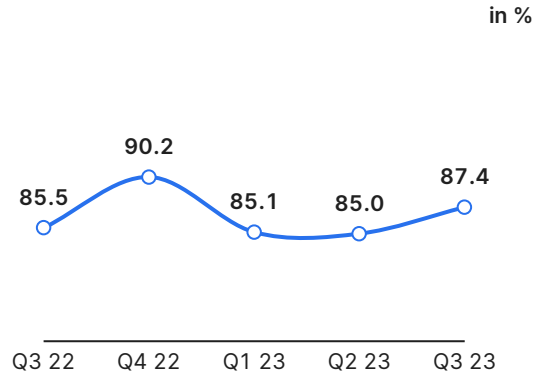
- Quarterly volatility driven exclusively by large corporates and financial institutions business
- Core deposits (Retail, SME, Savings Banks) broadly stable ytd despite continued inflation pressures

### Senior unsecured and covered bonds issuance drive increase in debt securities

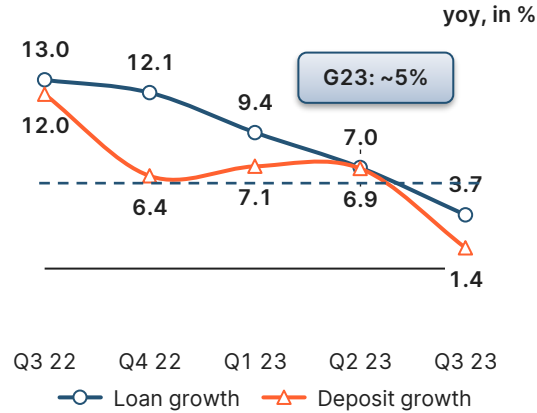


# Balance sheet metrics strong across the board

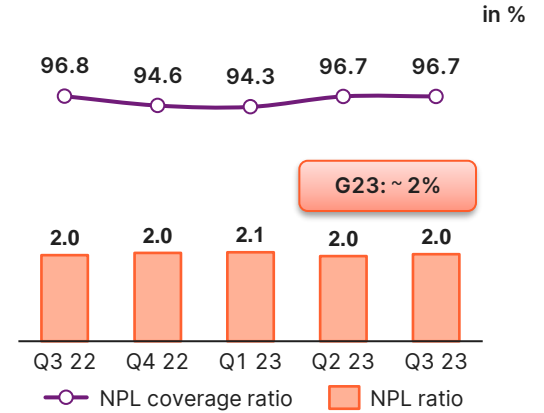
## Loan/deposit ratio



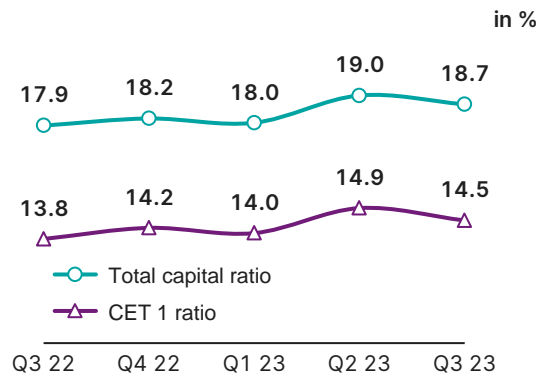
## Loan & deposit growth



## Asset quality

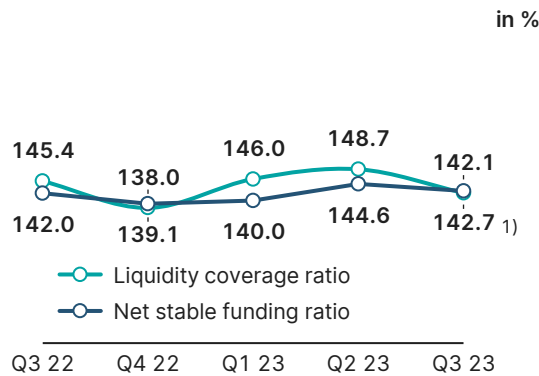


## Capital ratios (final)

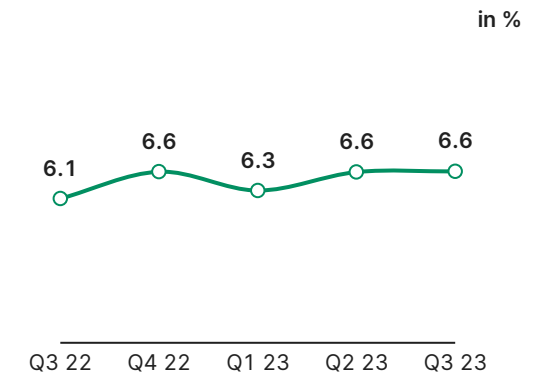


1) Q3 23 pro forma CET1 at 15.0%.

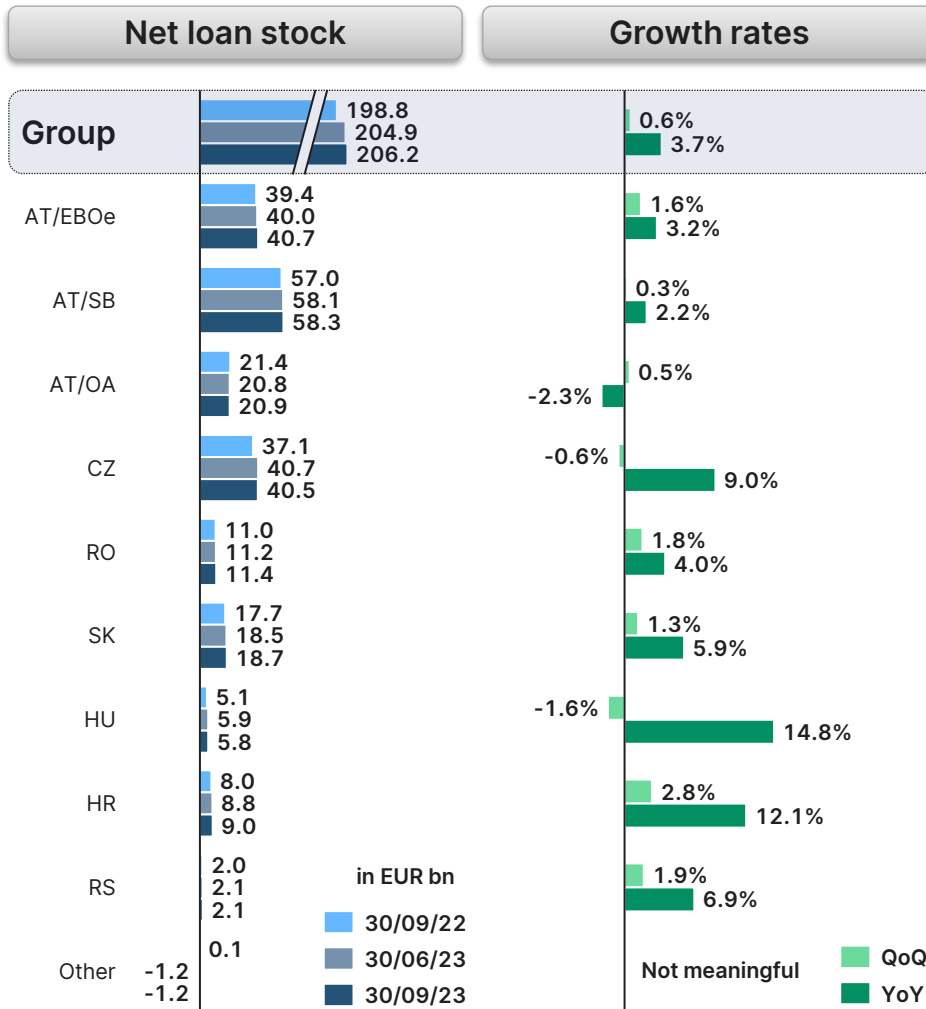
## Liquidity ratios



## Leverage ratio



# Up-tick in underlying loan growth



## Improving underlying loan growth Q3 23

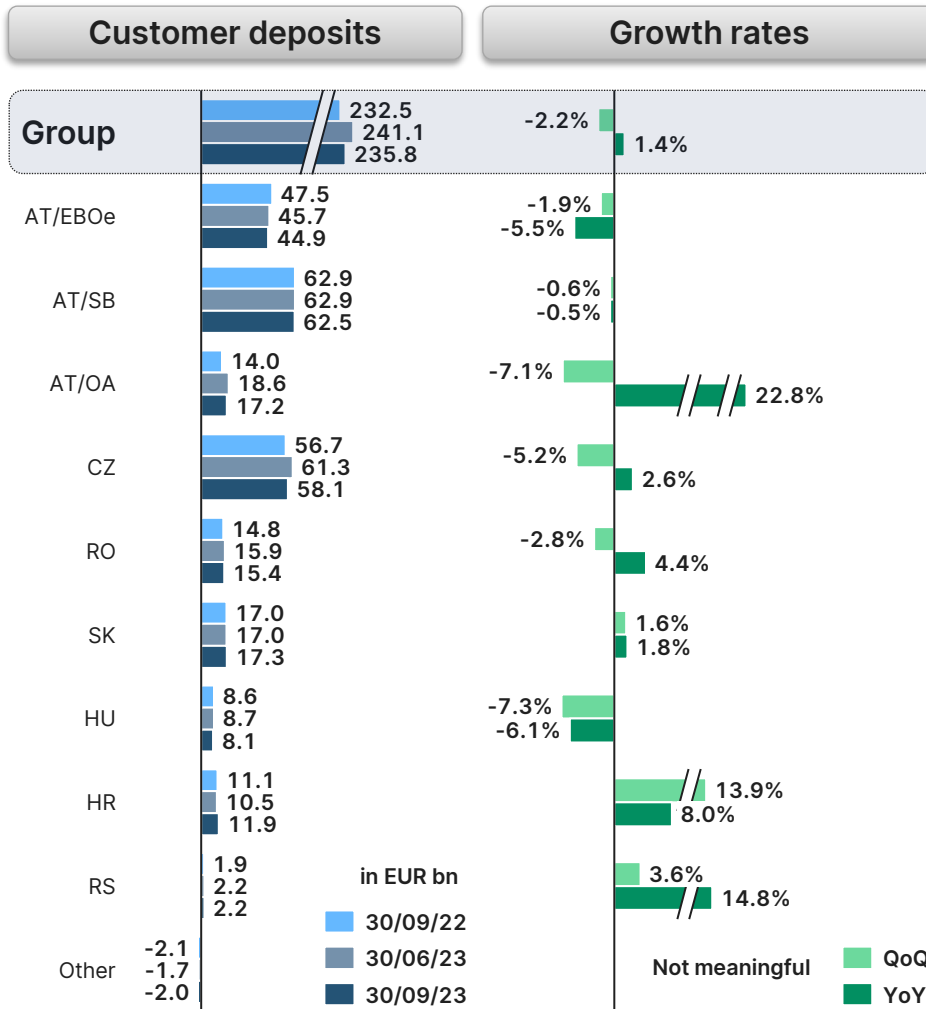
- Retail loans grew by 4.6% year-on-year (+EUR 3.2bn), primarily in SK and HR, still sluggish in Austrian segments
- Corporate loans up 6.4% year-on-year (+EUR 4.6bn), with healthy demand in SME, CRE and volatile public sector business
- FX impact of EUR -1.3bn qoq (CZ, HU)

## 2023 loan growth guidance confirmed at ~ +5%

### Q3 23 loan growth drivers

- CZ: qoq decline exclusively attributable to currency depreciation, currency-adjusted up by 1.9%
- AT/EBOe: solid qoq growth primarily driven by Corporate segment, Retail continues to be sluggish
- HR and SK: healthy qoq and yoy growth trends across all segments

# Customer deposit volumes remain stable

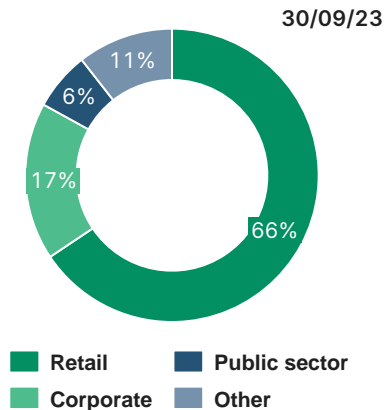


Erste Group's favourable deposit mix is a key competitive advantage – overweight retail, sight, EUR deposits

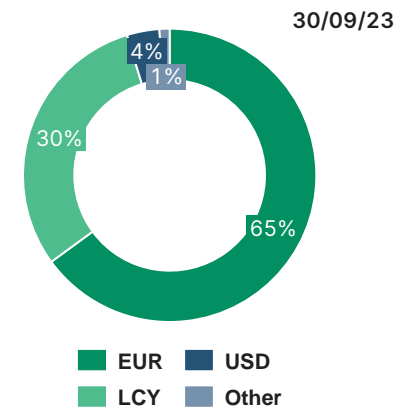
## Key Q3 23 deposit drivers

- **Core deposits** (Retail, SME & Savings Banks) broadly stable qoq, yoy
- **Share of retail current account deposits** (of total Retail) slipped to **56.1%** (Q2 23: 57.6%, Q3 22: 61.5%), as customers gradually diversify into term and savings deposits
- CZ: qoq decline attributable to volatility in large corporate, currency depreciation
- AT/OA: qoq decline due to usual business volatility

## 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

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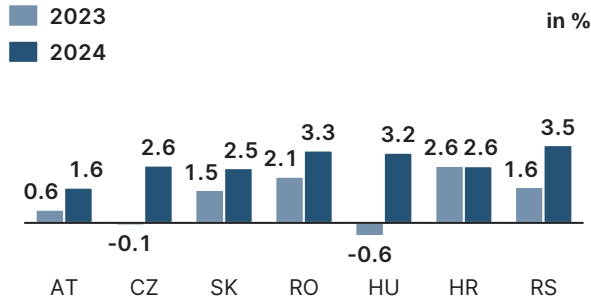
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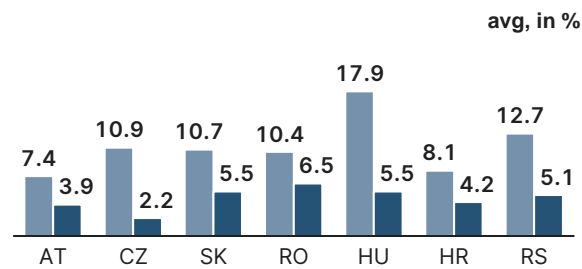
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## Slower growth in 2023, moderate recovery in 2024

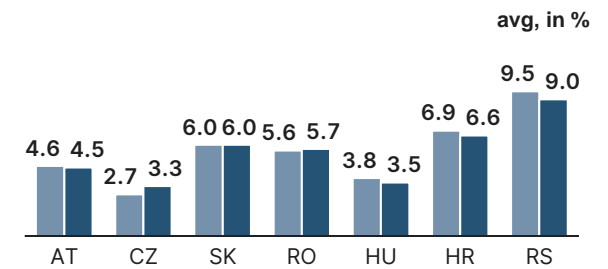
Real GDP growth



Consumer price inflation



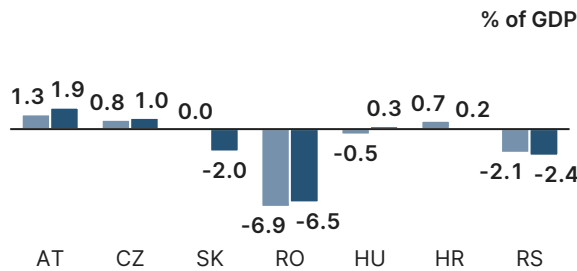
Unemployment rate



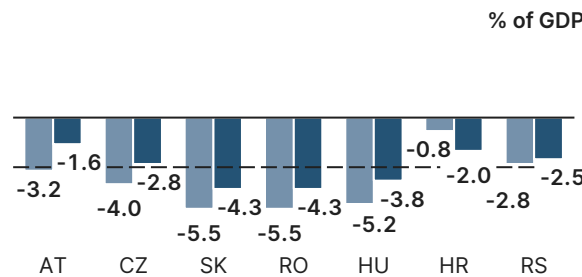
Lower household consumption to impact economic growth in 2023; rebound expected in 2024

Declining inflation expected toward year-end 2023, supported by lower energy prices

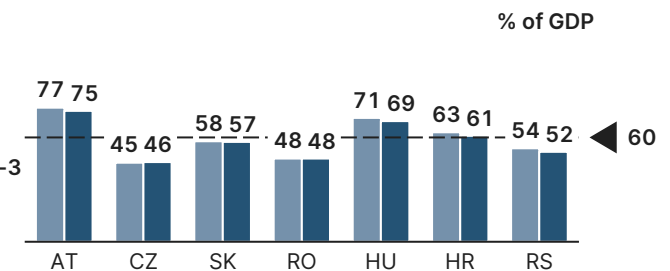
Current account balance



General government balance



Public debt



Labour markets expected to remain strong across CEE & AT

Fiscal and current account balances set to improve on the back of lower energy prices

\* Source: Erste Group Research.

## Retail loans up year-to-date

### Slightly growing loan book amid economic slowdown

- **Housing loan demand** stabilisation continued at low levels; **increasing demand in certain countries (CZ, RO) and for renovation loans** to improve energy efficiency
- **New business volumes for consumer loans** remain at high levels
- **Risk profile** of the retail loan portfolio **remains excellent**

### Broadly stable retail deposit base

- **NII growth** mostly **liability-driven** on the back of euro zone interest rate hikes

### Stock of securities savings plans increased further in Q3 23

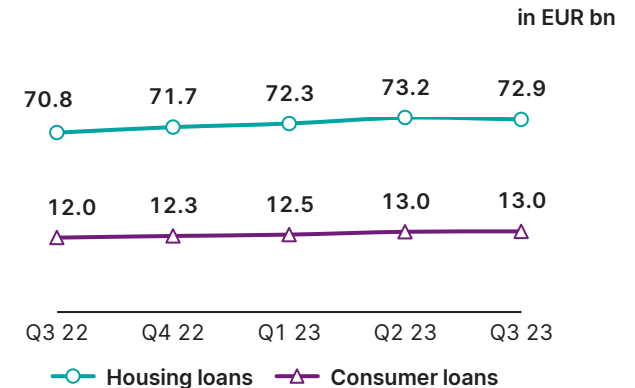
- **New sales of savings plans strengthened**
- Continued shift from investment funds to bonds due to higher yield environment

### Retail digital platform George continues to grow

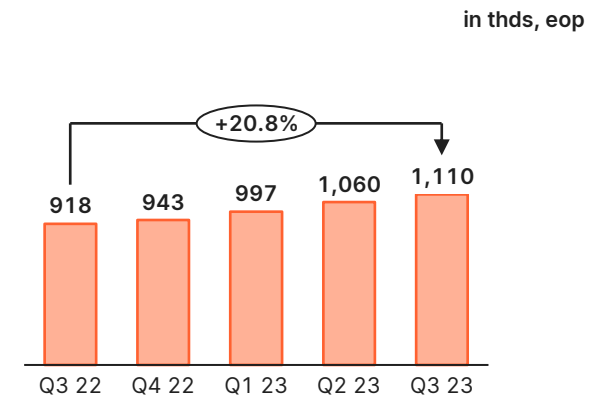
- **9.5 million users onboarded** to George across 6 markets
- Continued focus on driving digital adoption among our retail customers
- **Digital sales reach 48%**, supported by assisted digital sales initiatives in CZ, HR, RO and SK

### Fee income supported by insurance brokerage and payment fees

### Housing and consumer loans



### Securities savings plans



# Corporates and Markets division maintains earnings momentum

## Loans moderately up

- Loan growth moderated somewhat across all sub-segments; customer deposits down qoq on large opportunistic placements in Q2 23; SME and public sector deposits stable to positive, benefiting from strong brand and Erste Group rating
- CRE loan stock up on drawing of existing lines, hardly any new projects; focus on green investments
- **Key revenue growth driver is NII**, mainly benefitting from deposit inflows in Large Corporates

## Group Markets already ahead of strong 2022

- Financial Institutions business and corporate sales doing well; Retail securities sales +7.5% yoy, Corporate treasury sales +15.9% yoy
- Capital markets origination thrives with 204 issuance mandates by Q3 2024 (+7% over Q3 2022), generating 47% more fees

## Discretionary portfolio management drives Asset Management

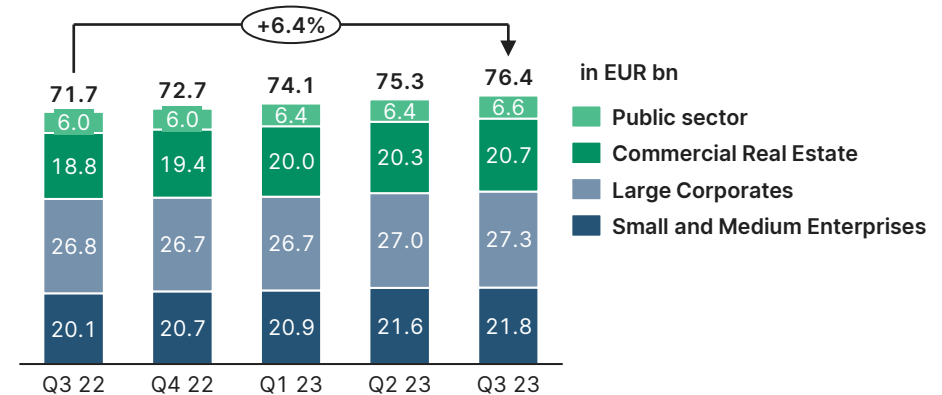
- Strong Retail net sales in CZ and HU (EUR 2bn ytd)
- Operating result ahead of expectations



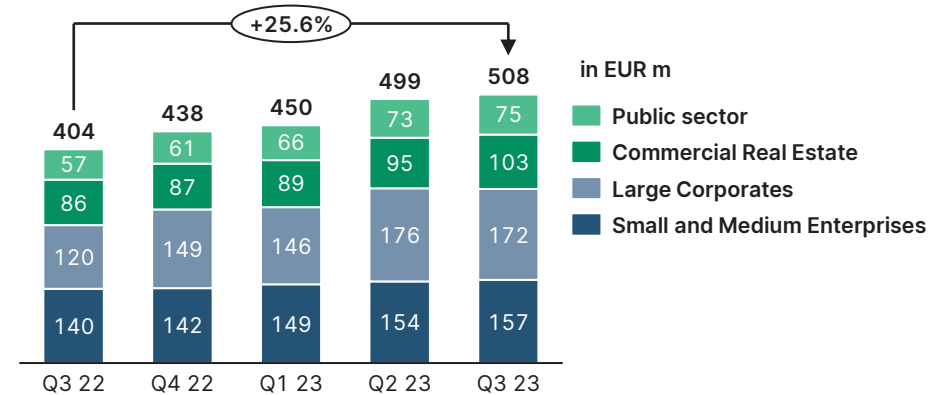
**George Business**

- In Austria over 12,000 business customers with over 47k users onboarded in George Business
- Rollout in RO in progress, public launch expected in Q1 24

## Net loan stock of Corporate segment



## Operating result of Corporate segment



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## Another upgrade of 2023 guidance, targeting ROTE of ~15% for 2024

Variable	Previous '23 guidance	New '23 guidance	Key assumptions/additional comments
Real GDP	> 0%	> 0%	Unchanged economic outlook
Loans	~ +5%	~ +5%	Guidance confirmed on slightly improving growth patterns
NII	~ +20%	<b>&gt; +20%</b>	<b>Significant euro zone rates are main driver</b>
Fees	~ +5%	<b>&gt; +5%</b>	<b>Fee outlook upgrade confirms growth momentum</b>
Costs	~ +9%	~ +9%	Inflationary pressures partially mitigated by efficiency measures
CIR	< 50%	< 50%	Maintenance of strong operating performance
Risk costs	< 10 bps	< 10 bps	Excellent risk outlook confirmed
ROTE	> 15%	> 15%	Strong profitability outlook driven by operating and risk performance
Dividend	€2.7	€2.7	Planned dividend for FY2023; unchanged dividend policy with <b>pay-out ratio targeted at 40-50%</b>
CET1 ratio	> 13.5%	<b>&gt; 14.0%</b>	Reflecting higher regulatory capital requirements

### 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

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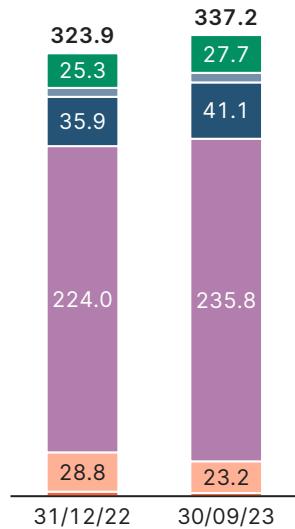
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# MREL drives wholesale funding, core customer deposits stable

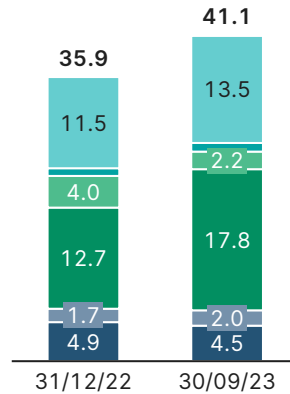
## Liabilities and equity

in EUR bn



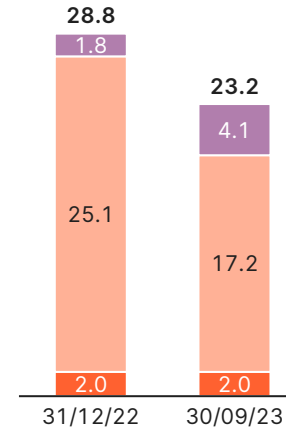
## Debt securities

in EUR bn



## Interbank deposits

in EUR bn



## Comments

Higher customer deposit volumes mainly driven by increased corporate and non-core institutional deposits

MREL compliance and long-term liquidity needs drive the increase in issued debt securities volumes

Decline in interbank deposits driven by TLTRO

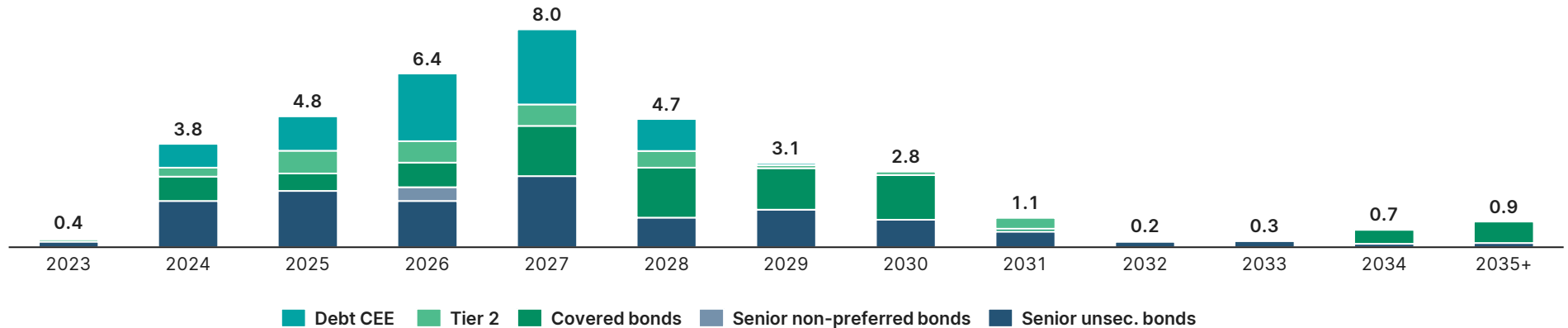
- Equity
- Miscellaneous liabilities
- Debt securities
- Customer deposits
- Bank deposits
- Trading liabilities

- Public sector CBs
- Mortgage CBs
- Other CDs, name cert's
- Certificates of deposit
- Senior unsec. bonds
- Senior non-preferred bonds
- Sub debt

- Repurchase agreements
- Term deposits
- Overnight deposits

## 2023 funding plan successfully executed

Maturity profile of debt

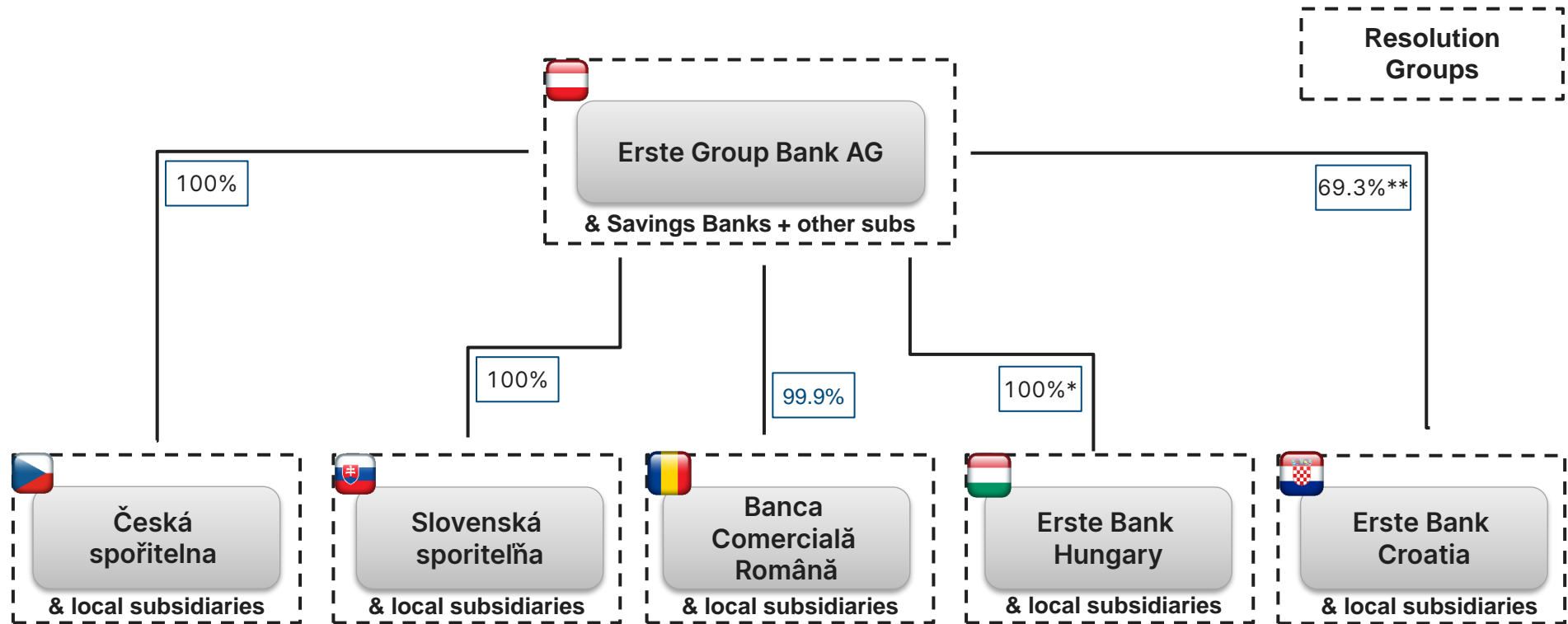


### 2023 funding plan successfully executed, pre-funding depending on market conditions

- In September, Erste Group issued a EUR 500m perpNC April 2029 AT1. In order to pro-actively manage its capital stack the new issue was combined with an any-and-all tender offer targeting XS1597324950/perpNC April 2024 AT1 (participation rate 66%, EUR 331.2m).
- 2 senior preferred issuances this year; EUR 750m green senior preferred bond and a EUR 500m senior preferred bond
- Syndicated mortgage bond funding amounted to EUR 2bn (two notes, EUR 1bn each)
- Private placements played a significant role in this year's funding exercises

TLTRO III: Outstanding amount of EUR 6.8bn as of Q3 23

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



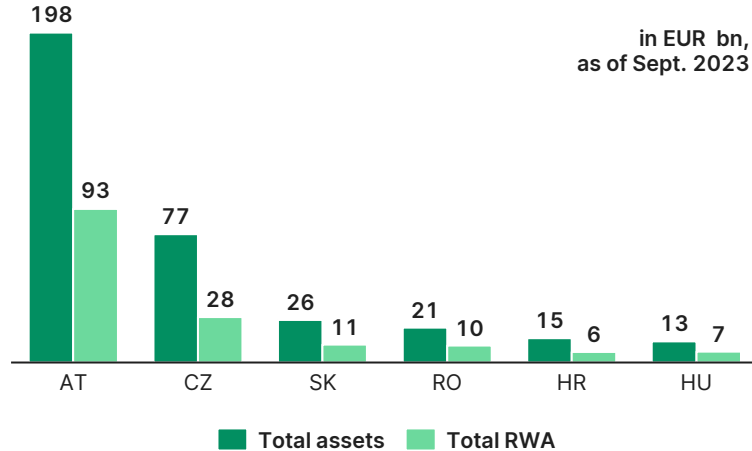
**Erste Group follows an MPE resolution strategy with each resolution group issuing its external MREL debt**

\* Erste Bank Hungary: 30% held by Corvinus/Hungarian State and EBRD (15% each) with option agreement to sell stakes to Erste Group Bank AG

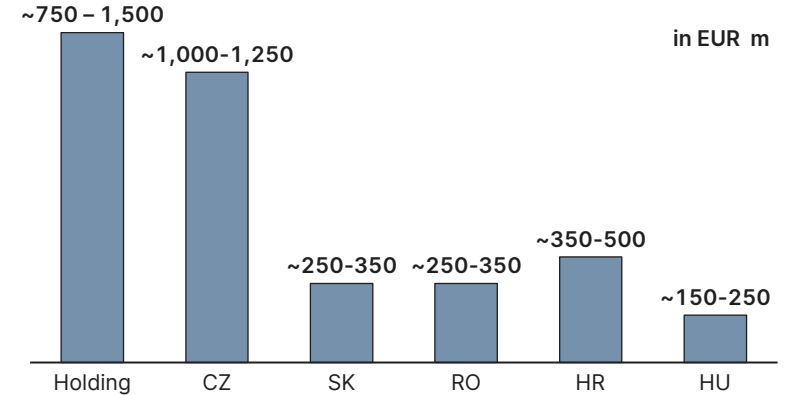
\*\*Erste Bank Croatia: direct stake of 59%; indirect stake through Steiermärkische Sparkasse

## MREL issuance comes at an increasing cost

### MPE resolution groups



### MREL issuance plan (by YE 2024)



### Multiple point of entry (MPE) resolution strategy

- 6 MPE resolution groups
- 3 (AT, SK, HR) covered by the Single Resolution Board
- 3 (CZ, RO, HU) covered by the respective National Resolution Authority

### Features of the Austrian resolution group

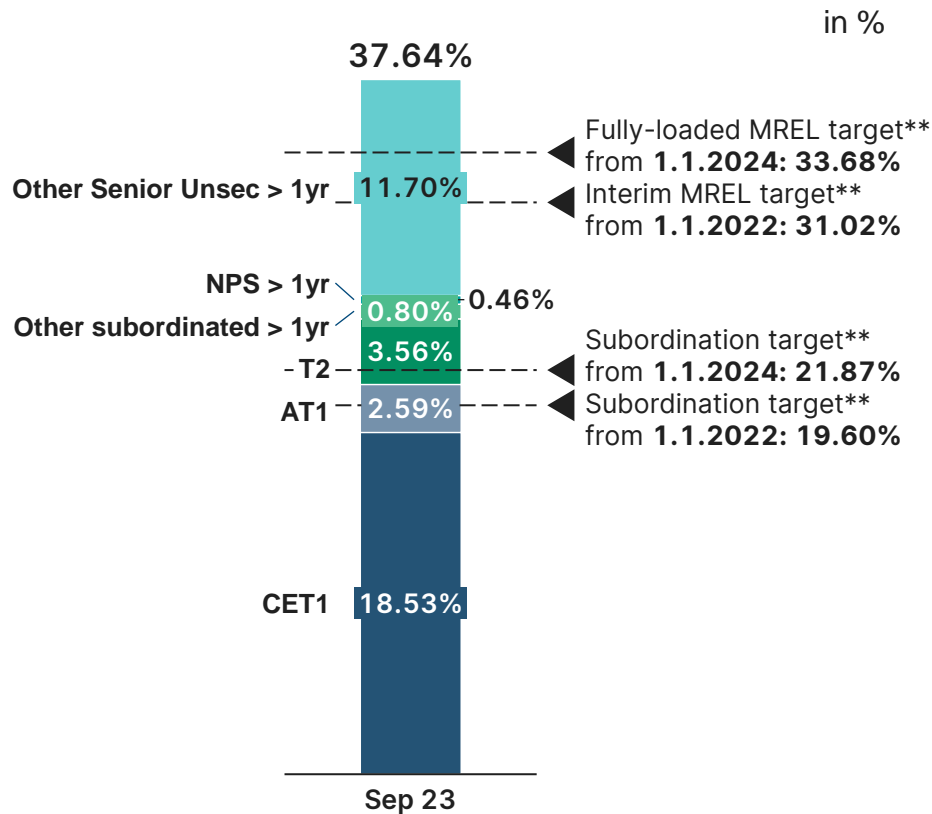
- Covers parent company (holding), EBOe and savings banks
- Not considered a legal entity or reporting unit, hence there is neither a statutory reporting nor a capital requirement

### More than EUR 4.5bn MREL-related CEE issuances placed in domestic and euro markets in 2022 & 2023

- Holding: ~EUR 5bn PS (thereof latest EUR 500 PS benchmark in Q2 '23)
- CZ: ~EUR 2bn, thereof CZK 6bn NPS (domestic) and three EUR 500m NPS (international in Q4 '22, Q2 '23 and Q3 '23)
- SK: ~EUR 1bn PS (several dom. & int. issues, latest EUR 300mn in Oct. '23)
- RO: ~EUR 1bn, thereof three RON 1,387.5m NPS (domestic) and one EUR 700mn NPS benchmark (Q2 '23)
- HU: ~EUR 550m PS, thereof EUR 350m PS (international issue)
- HR: ~EUR 90mn PS (domestic issue, Q2 '23)

# 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 23, Erste Group Bank AG received its MREL requirement calibrated on 31 Dec 2021 balance sheet data
- From 1.1.2024, Erste Group Bank AG, as the resolution entity of the Austrian resolution group, must comply with a MREL requirement of 28.69% of TREA (excl. CBR) and 9.49% of Leverage Ratio Exposure (LRE). In addition, the subordination requirement is set at 16.88% (excl. CBR) of TREA and 8.81% of LRE respectively.
- As of Q3 2023 the Combined Buffer Requirement (CBR) of the Austrian Resolution Group was 4.99% of TREA.
- Based on the Austrian resolution group's RWAs as of Sep 2023 of approx. EUR 92.5bn, the current MREL ratio stands at 37.64%, thereof 25.94% being subordinated eligible liabilities.

**As of Q3 23 the AT resolution group is compliant with both the interim and final MREL and subordination requirements (TREA and LRE-based) to be fulfilled from 1 Jan 2022 and 1 Jan 2024, respectively.**

- 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

## Erste Group started pre-funding with a mortgage covered bond

### Successful long-term issuance track record - most recent benchmarks

January 2024	November 2023	September 2023	September 2023	May 2023	April 2023
					
EUR 1,000,000,000 7y Mortgage Covered Bond	EUR 750,000,000 5.5y Mortgage Covered Bond	EUR 500,000,000 perpNC2029 8.5% AT1	EUR 331,200,000 tender targeting perpNC2025 6.5% AT1	EUR 500,000,000 7NC6 Senior Preferred	EUR 1,000,000,000 4.5y Mortgage Covered Bond
Joint Bookrunner	Joint Bookrunner	Joint Bookrunner	Joint Bookrunner	Joint Bookrunner	Joint Bookrunner

### Q1 24

- After limited access to longer tenors Erste made use of the first execution window in order to print a EUR 1bn mortgage covered bond at MS+50bps

### Q4 23

- The most recent EUR 750mn mortgage covered bond, 5.5y at MS+40bps, is considered pre-funding for 2024 and concludes Erste's syndicated funding activities for this year

### Q3 23

- Erste placed a new EUR 500mn perpNC April 2029 AT1 in early September. The transaction was announced alongside a tender offer targeting its legacy perpNC April 2024 AT1 in order to pro-actively manage the capital stack of the group.

### Q2 23

- Beginning of April Erste Group brought forward funding volume and printed an opportunistic EUR 1bn mortgage covered bond proving its access to wholesale funding in difficult market environments.
- In May Erste Group returned to the Senior Preferred market and issued a EUR 500mn 6NC7 note at MS+125bps



## Erste subsidiaries became frequent issuers in EUR capital markets

### benchmark transaction of Erste subsidiaries in 2023



### Q1 24

- After the market opening of the holding entity CS followed suit with a EUR 500mn 6NC5 senior non-preferred note, priced at MS+225bps. The final book stood above EUR 2bn from 150mn allocatable accounts and represents the largest CEE SNP book ever

### Q3 23

- SLSP went ahead after the summer break with a EUR 500mn 4y mortgage covered bond, priced at MS+53bps
- CS made its second occurrence in the senior non-preferred segment by issuing a EUR 500mn 5NC4 note at MS+235bps
- A couple of weeks after its mortgage covered bond SLSP returned to the capital markets with a EUR 300mn 5NC4 senior preferred note issued at MS+205bps

### Q2 23

- Erste clearly focused on the senior segment in Q2 and supplemented the benchmark trade of the holding company by two further senior notes:
- BCR successfully placed a EUR 700m 4NC3 senior preferred bond that priced at 7.625%/MS+453.9bps
- CS tapped the senior non-preferred segment as well by issuing a 4NC3 note at MS+240bps

## Summary of Erste Group Bank AG benchmark issues

Seniority	ISIN	Coupon	Reset	Maturity / First Call	Term	Currency	Volume in mn
Mortgage Covered Bond	XS1845161790	0.250%		26/06/2024	6	EUR	750
Mortgage Covered Bond	XS1181448561	0.750%		05/02/2025	10	EUR	500
Mortgage Covered Bond	XS1807495608	0.625%		17/04/2026	8	EUR	750
Mortgage Covered Bond	XS1550203183	0.625%		18/01/2027	10	EUR	750
Mortgage Covered Bond	AT0000A33MP9	3.125%		14/10/2027	4.5	EUR	1,000
Mortgage Covered Bond	XS1750974658	0.750%		17/01/2028	10	EUR	1,000
Mortgage Covered Bond	AT0000A2UXM1	0.100%		12/07/2028	6.5	EUR	750
Mortgage Covered Bond	AT0000A324F5	3.250%		10/01/2029	6	EUR	1,000
Mortgage Covered Bond	AT0000A38H91	3.500%		14/05/2029	5.5	EUR	750
Mortgage Covered Bond	AT0000A2A6W3	0.010%		11/09/2029	10	EUR	500
Mortgage Covered Bond	AT0000A2CDT6	0.100%		15/01/2030	10	EUR	750
Mortgage Covered Bond	AT0000A306J4	2.500%		19/09/2030	8	EUR	750
Mortgage Covered Bond	AT0000A39GD4	2.875%		01/09/2031	7	EUR	1,000
Mortgage Covered Bond	AT0000A286W1	0.875%		15/05/2034	15	EUR	500
Mortgage Covered Bond	AT0000A2UXN9	0.500%		12/01/2037	15	EUR	750
Senior Preferred	XS1982725159	0.375%		16/04/2024	5	EUR	500
Senior Preferred	AT0000A2JAF6	0.050%		16/09/2025	5	EUR	500
Senior Preferred	AT0000A2WVQ2	1.500%		07/04/2026	6	EUR	500
Senior Preferred	AT0000A2GH08	0.875%		13/05/2027	7	EUR	750
Senior Preferred	AT0000A2KW37	0.100%	3m Euribor +52bps	16/11/2027	8NC7	EUR	750
Sustainable Senior Preferred	AT0000A2RAA0	0.125%		17/05/2028	7	EUR	500
Senior Preferred	CH1135555584	0.250%		02/10/2028	7	CHF	500
Senior Preferred	AT0000A34QR4	4.250%		30/05/2029	7NC6	EUR	500
Senior Preferred	AT0000A2SUH1	0.250%		14/09/2029	8	EUR	500
Senior Preferred	AT0000A32562	4.000%	3m Euribor +125bps	16/01/2030	8NC7	EUR	750
Senior Preferred	AT0000A2N837	0.250%		27/01/2031	10	EUR	500
Senior Preferred	CH1135555584	0.250%		02/10/2028	7	CHF	500
Senior Non-Pref.	XS2000538343	0.875%		22/05/2026	7	EUR	500
Tier 2	XS2083210729	1.000%	5y ms+130.0bps	10/06/2025	10.5NC5.5	EUR	500
Tier 2	AT0000A2J645	1.625%	5y ms+210.0bps	08/09/2026	11NC6	EUR	500
Tier 2	AT0000A2U543	0.875%	5y ms+110.0bps	15/11/2027	11NC6	EUR	500
Tier 2	AT0000A2YA29	4.000%	5y ms+255.0bps	07/06/2028	11NC6	EUR	500
AT1	XS1597324950	6.500%	5y ms+620.4bps	15/04/2024	perpNC7	EUR	168.8
AT1	XS1961057780	5.125%	5y ms+485.1bps	15/10/2025	perpNC6.5	EUR	500
AT1	XS2108494837	3.375%	5y ms+343.3bps	15/04/2027	perpNC7.2	EUR	500
AT1	AT0000A2L583	4.250%	5y ms+464.6bps	15/10/2027	perpNC7.4	EUR	750
AT1	AT0000A36XD5	8.500%	5y ms+546.3bps	15/10/2028	perpNC5.6	EUR	500

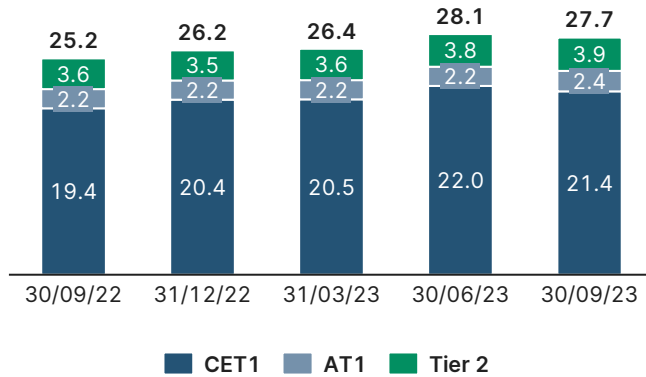
## Summary of benchmark issues of Erste subsidiaries

Entity	Seniority	ISIN	Coupon	Reset	Maturity / First Call	Term	Currency	Volume in mn
Banca Comerciala Romana	Senior Non-Pref.	AT0000A34CN3	7.625%	3m Euribor + 4.539%	19/05/2026	4NC3	EUR	700
Ceska Sporitelna	Senior Non-Pref.	XS2555412001	6.693%	3m Euribor + 3.700%	14/11/2024	3NC2	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2638560156	5.943%	3m Euribor + 2.400%	29/06/2026	4NC3	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2676413235	5.737%	3m Euribor + 2.350%	08/03/2027	5NC4	EUR	500
Ceska Sporitelna	Senior Non-Pref.	AT0000A2STV4	0.500%	3m Euribor + 0.780%	13/09/2027	7NC6	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2746647036	4.824%	3m Euribor + 2.225%	15/01/2029	6NC5	EUR	500
Erste & Steiermärkische Banka dd	Senior Preferred	AT0000A2RZL4	0.750%	3m Euribor + 1.000%	06/07/2027	7NC6	EUR	400
Slovenska Sporitelna	Mortgage Covered Bond	SK4120014812	0.500%		05/12/2024	5.5	EUR	250
Slovenska Sporitelna	Mortgage Covered Bond	SK4120014507	0.063%		22/08/2025	7	EUR	250
Slovenska Sporitelna	Mortgage Covered Bond	SK4000022398	3.250%		12/01/2026	3	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000015400	0.125%		12/06/2026	7	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000020673	1.125%		12/04/2027	5	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000023636	3.875%		30/09/2027	4	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000017190	0.125%		15/11/2027	7.5	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000021820	3.500%		05/04/2028	6	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000021119	2.000%		08/06/2028	6	EUR	500
Slovenska Sporitelna	Senior Preferred	AT0000A377W8	5.375%	3m Euribor + 2.050%	04/10/2027	5NC4	EUR	300

## RWAs mainly up on increased exposure

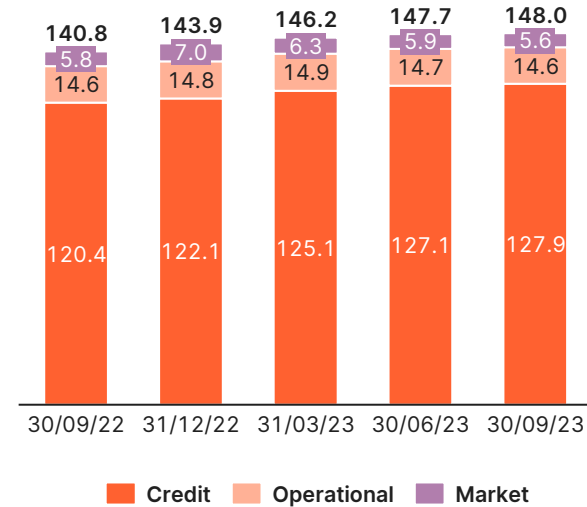
### Basel 3 capital

in EUR bn



### Risk-weighted assets

in EUR bn



### CET 1 capital up by 4.8% ytd

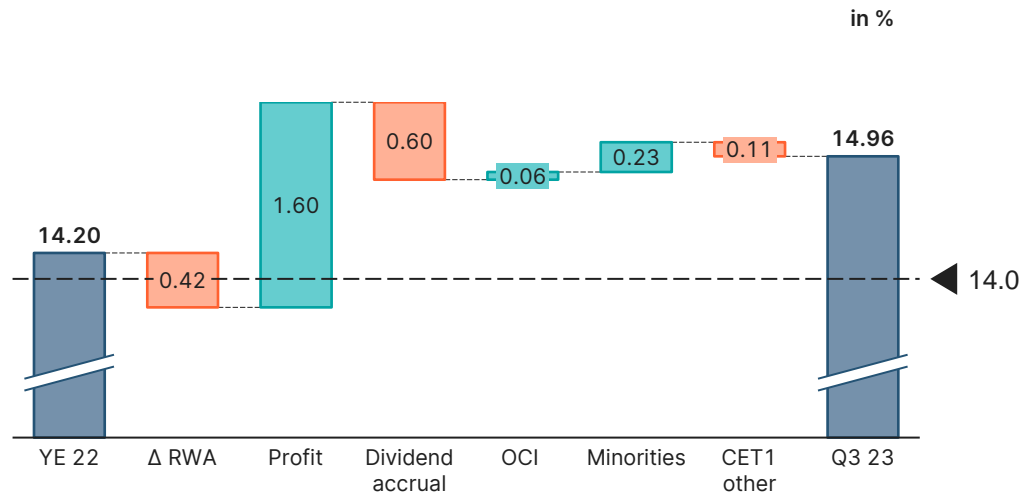
- Q3 23 interim profit not included
- AT1 issuance and tender offer in Sep 23: +EUR 158m
- OCI impact and prudential filters: +EUR 32m

### RWAs up on exposure growth

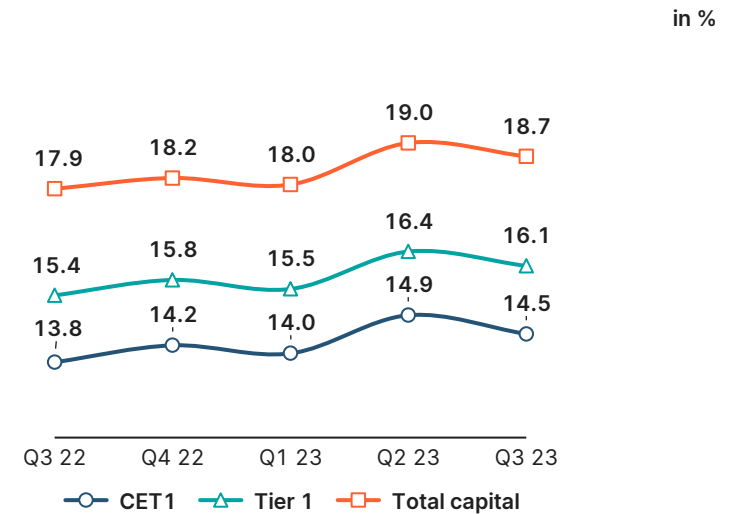
- Key ytd credit RWA drivers: +EUR 6.7bn on business effects (mainly corporate business growth, including +EUR 0.7bn for Sberbank CZ acquisition); +EUR 1.3bn from regulatory effects; partially offset by -EUR 1.6bn from improved portfolio
- Market risk RWA down ytd by EUR 1.4bn on internal model effects

## Strong profitability drives capital build

CET 1 ratio development (pro forma, final)



Basel 3 capital ratios (final)



### CET1 ratio (pro forma, fully loaded) hits new high at close to 15%

- Current share buyback of EUR 300m is progressing well and approaching its final third – in full size already deducted from capital
- Confirmation of EUR 2.7 dividend per share for 2023 business year, equating to yield of >8%

### Target CET1 ratio (fully loaded) upped to 14% on account of higher regulatory capital requirements

## Capital requirements for 2023 slightly up on higher buffers

	Erste Group Consolidated				Erste Group Unconsolidated			
		Fully loaded				Fully loaded		
	2021	2022	Q3 2023	YE 2023	2021	2022	Q3 2023	YE 2023
<b>Pillar 1 CET1 requirement</b>	<b>4.50%</b>	<b>4.50%</b>	<b>4.50%</b>	<b>4.50%</b>	<b>4.50%</b>	<b>4.50%</b>	<b>4.50%</b>	<b>4.50%</b>
<b>Combined buffer requirement</b>	<b>4.68%</b>	<b>4.91%</b>	<b>5.44%</b>	<b>5.45%</b>	<b>4.62%</b>	<b>4.78%</b>	<b>5.22%</b>	<b>5.31%</b>
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)	0.18%	0.41%	0.69%	0.70%	0.12%	0.28%	0.47%	0.56%
OSII buffer	1.00%	1.00%	1.25%	1.25%	1.00%	1.00%	1.75%	1.75%
Systemic risk buffer (SRB)	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	0.50%	0.50%
<b>Pillar 2 CET1 requirement (P2R) 2)</b>	<b>0.98%</b>	<b>0.98%</b>	<b>0.98%</b>	<b>0.98%</b>	<b>0.98%</b>	<b>0.98%</b>	<b>0.98%</b>	<b>0.98%</b>
<b>Pillar 2 CET1 guidance (P2G)</b>	<b>1.00%</b>	<b>1.00%</b>	<b>1.00%</b>	<b>1.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>0.00%</b>
<b>Regulatory minimum ratios excluding P2G</b>								
CET1 requirement	10.16%	10.40%	10.92%	10.94%	10.10%	10.27%	10.70%	10.79%
1.50% AT1 Tier 1 requirement	11.99%	12.23%	12.75%	12.77%	11.93%	12.10%	12.53%	12.62%
2.00% T2 Own funds requirement	14.43%	14.66%	15.19%	15.20%	14.37%	14.53%	14.97%	15.06%
<b>Regulatory minimum ratios including P2G</b>								
CET1 requirement	11.16%	11.40%	11.92%	11.94%	10.10%	10.27%	10.70%	10.79%
1.50% AT1 Tier 1 requirement	12.99%	13.23%	13.75%	13.77%	11.93%	12.10%	12.53%	12.62%
2.00% T2 Own funds requirement	15.43%	15.66%	16.19%	16.20%	14.37%	14.53%	14.97%	15.06%
<b>Reported CET1 ratio as of September 2023</b>			<b>14.56%</b>				<b>24,84% 3)</b>	

Buffer to MDA restriction as of 30 Sep 2023: 344bps

Available distributable items (ADI) as of 30 Sep 2023: EUR 4.9bn (post expected dividend); based on CRR II, which allows additional own funds components to be included, ADIs are at EUR 7.5bn

1. Planned values based on Q3 23 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 remained at 1.75% for Erste Group.
3. Consolidated capital ratios pursuant to IFRS on phased-in basis. Unconsolidated capital ratios pursuant to IFRS as of Q2 2023. ADIs pursuant to Austrian Commercial Code (UGB) .

INTRODUCTION TO ERSTE GROUP

EXECUTIVE SUMMARY

MACROECONOMIC AND BUSINESS UPDATE

FINANCIAL OUTLOOK

WHOLESALE FUNDING AND CAPITAL

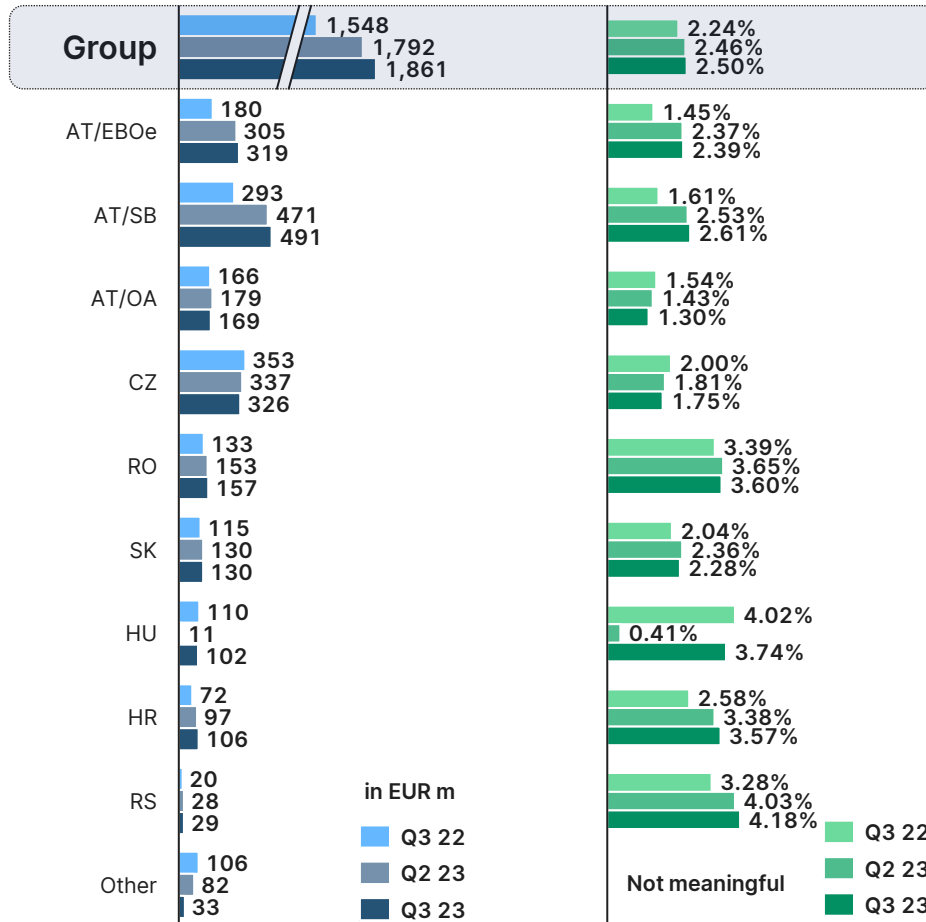
OPERATING TRENDS

APPENDIX

# NII momentum remains healthy, guidance upgraded to > +20%

## Net interest income

## Net interest margin



## NII grows 20.2% yoy, up 3.9% qoq, driven by:

- Higher short and long term interest rates
- Moderately rising deposit pass-through rates, supported by remarkably stable retail deposit structure – slower than expected drift towards term and savings deposits
- Continued retail asset-side repricing
- Moderate volume growth, primarily in corporate business

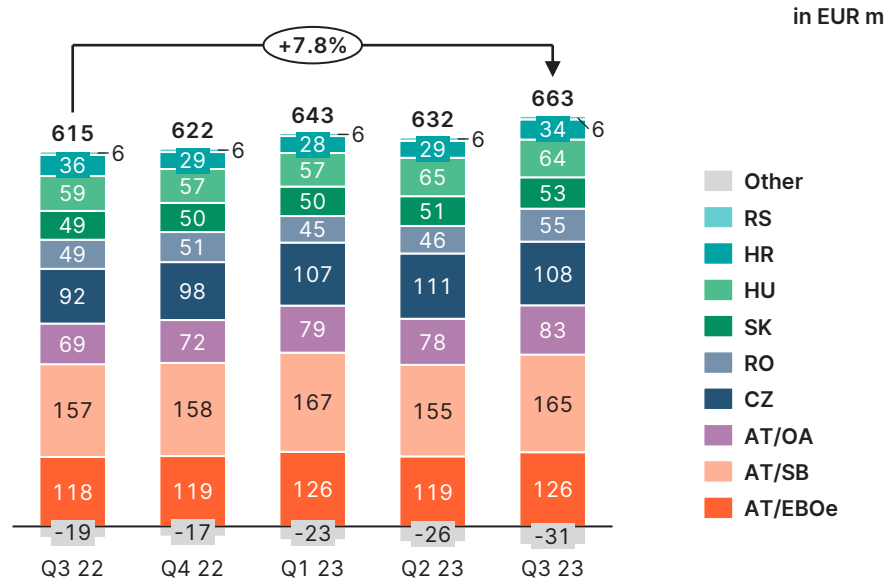
## Key NII drivers in Q3 23

- AT/EBOe and AT/SB: variable loan repricing offsets moderately rising deposit pass-through rates
- CZ: NII development reflects deposit repricing and shift from current accounts to term deposits, only partially offset by higher NII from lending
- HU: despite falling interest rates strong recovery following P&L **neutral shift** in the amount of EUR -108.4m from net trading result to NII in Q2 23
- HR: higher loan volumes and yoy higher interest rates

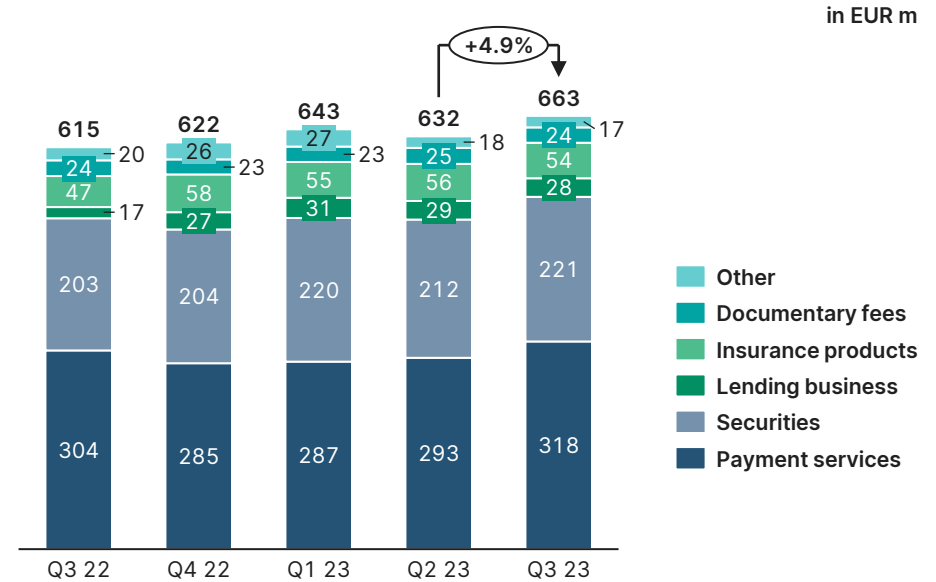


# Robust fee performance continues, reaching new quarterly high

Net fee income by segment



Net fee income by fee type



## Key fee drivers in Q3 23

- Payment fees up on transaction volumes and repricing; together with securities fees strongest growth contributor
- Continued positive contribution from insurance brokerage fees

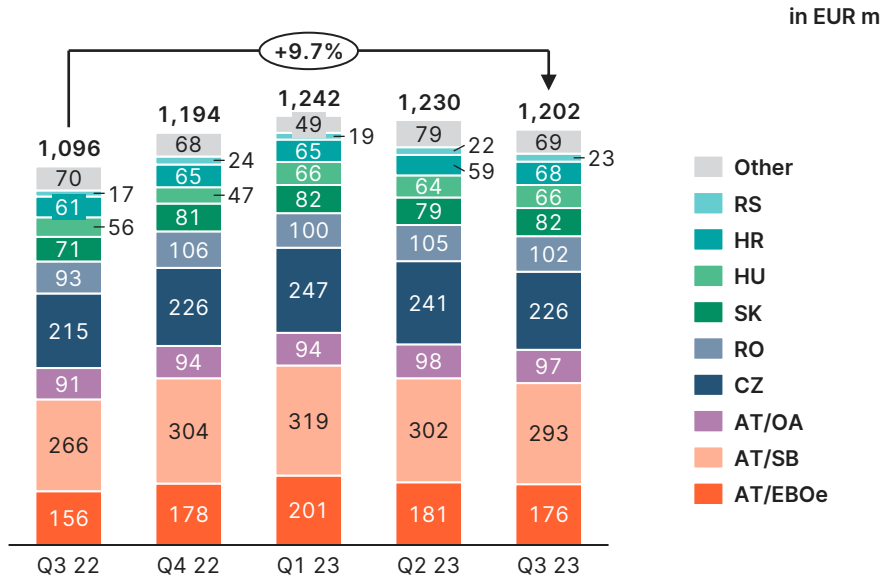
Overall fee performance very satisfactory in light of economic slowdown

FY23 guidance increased to >5% (previously: ~5%)

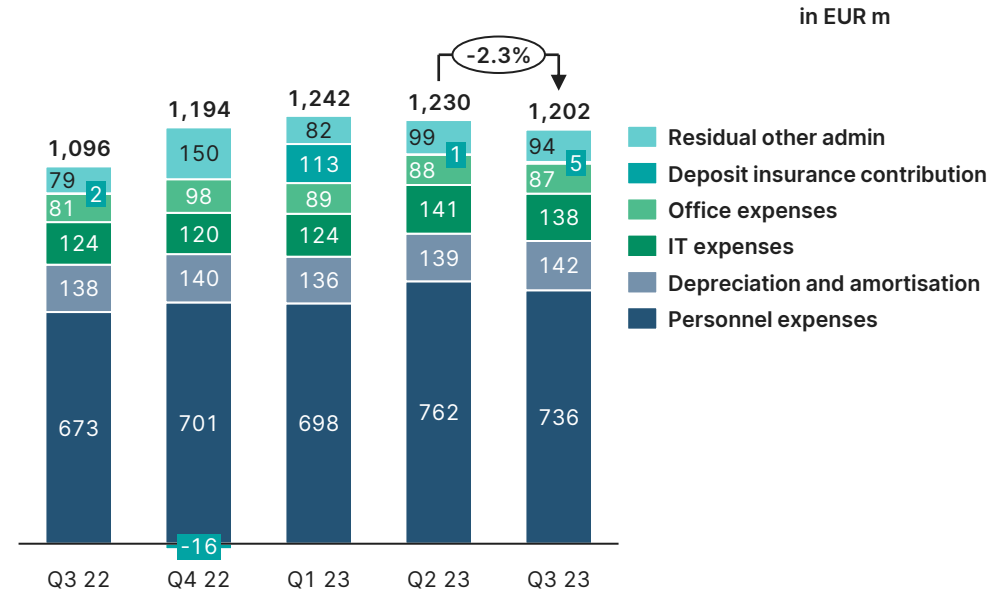
Fee income remains a key long-term structural growth opportunity

# Costs develop in line with expectations

Operating expenses by segment



Operating expenses by type



## Key cost drivers in Q3 23

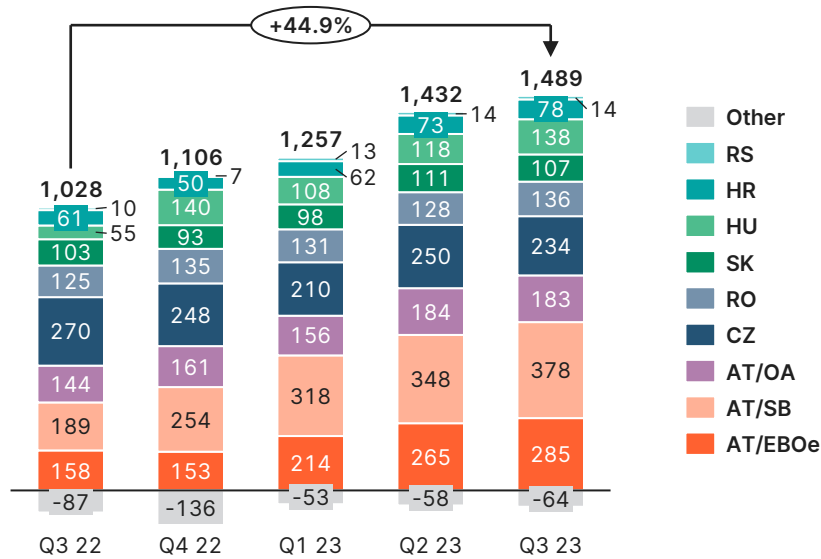
- Qoq lower personnel expenses attributable to higher expenses for employee share programme in Q2 23 and lower long-term employee provisions
- Yoy personnel expenses reflecting higher wage settlements in all geographies

## FY23 guidance for ~9% cost inflation confirmed

# Cost/income ratio guidance confirmed at <50% for 2023

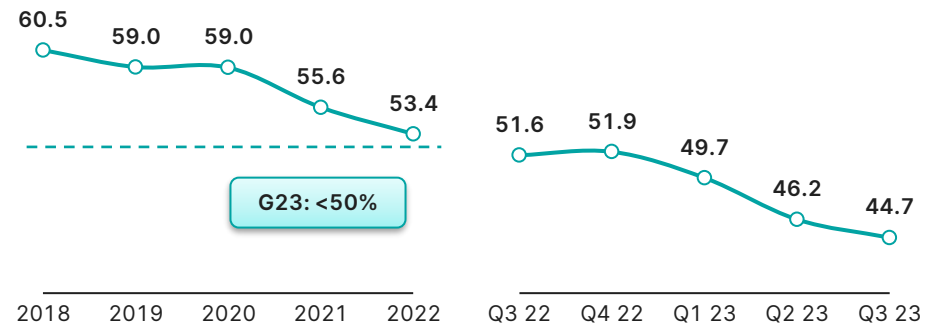
## Operating result

in EUR m



## Cost/income ratio

in %



### Key operating result drivers in Q3 23

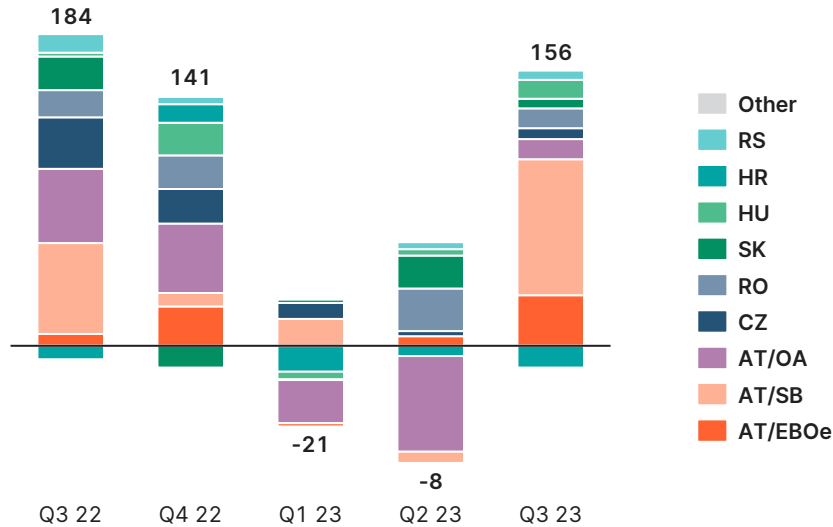
- Operating result hits new quarterly high as net interest income and fee income post quarterly records
- ... supported by solid trading & FV result on valuation effects

### Q3 23 saw continuing revenue momentum paired with improved cost development

# Parameter updates contribute to higher risk costs in Q3 23

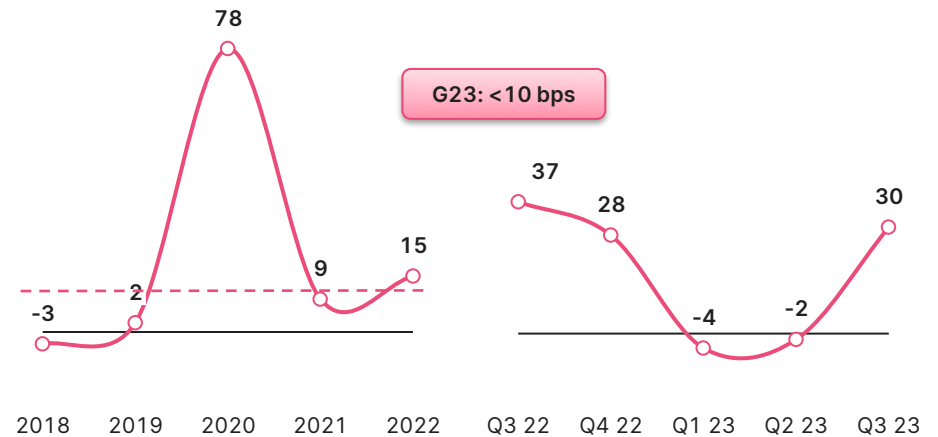
Risk costs by segment \*

in EUR m



Risk cost ratio \*

in bps



\*) 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 Q3 23

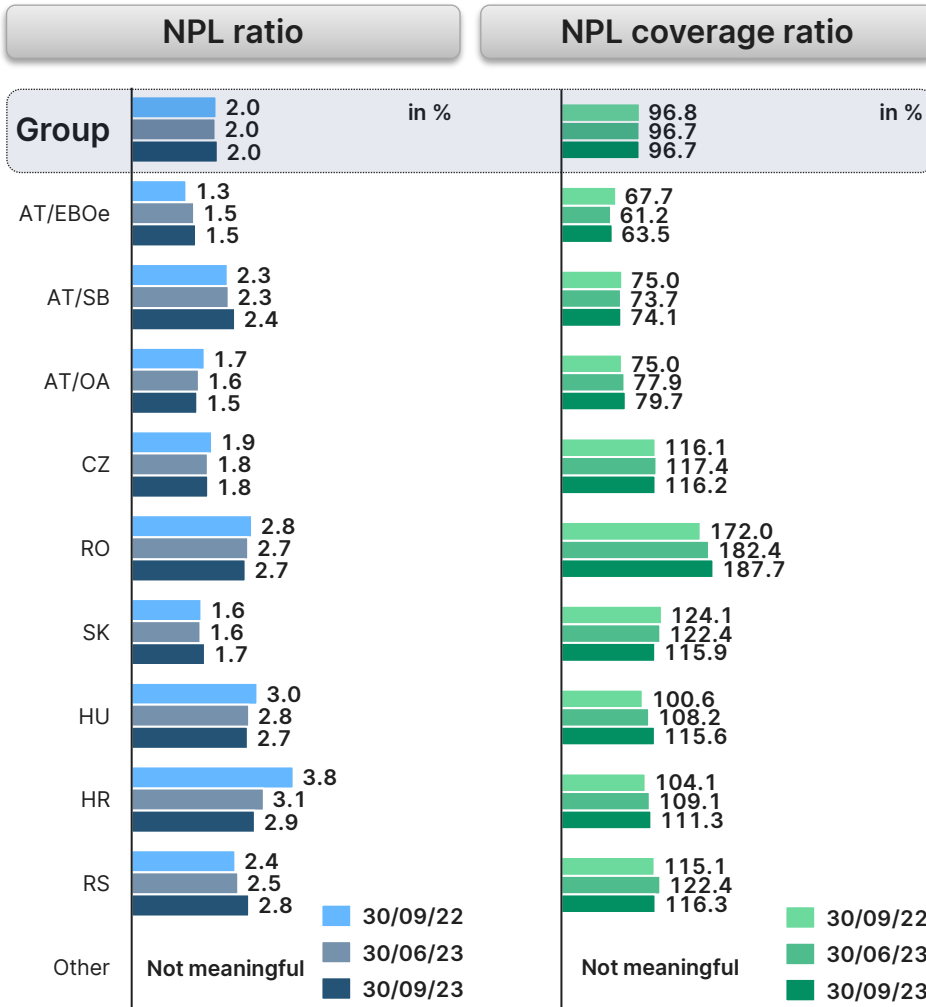
- FLI review reflecting latest macro forecast and parameter updates contributed to higher risk cost allocation
- Continued **low level of new defaults and good recoveries**

## Underlying credit risk performance remains strong

**Broadly unchanged EUR ~900m of portfolio overlays and FLI provisions available for portfolio/macro deterioration**

**2023 guidance confirmed at < 10 bps**

# Asset quality parameters remain stable at excellent levels

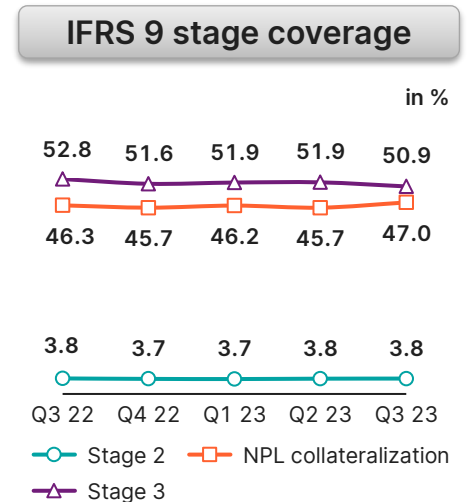
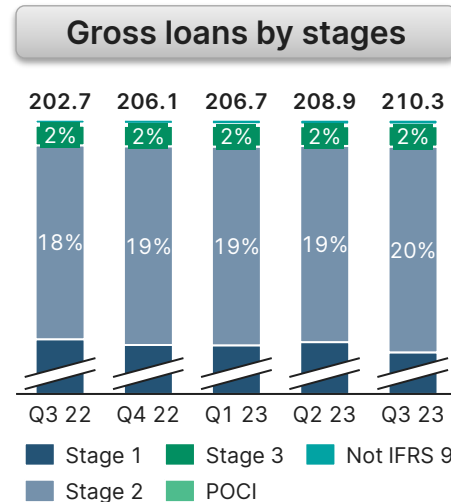


## NPL ratio stable at historic low of 2%

- No significant increase in hard defaults due to geopolitical crises and economic slowdown
- NPL/stage 3 coverage remains strong

## FLI and parameters update in Q3 23, no material change in management overlays

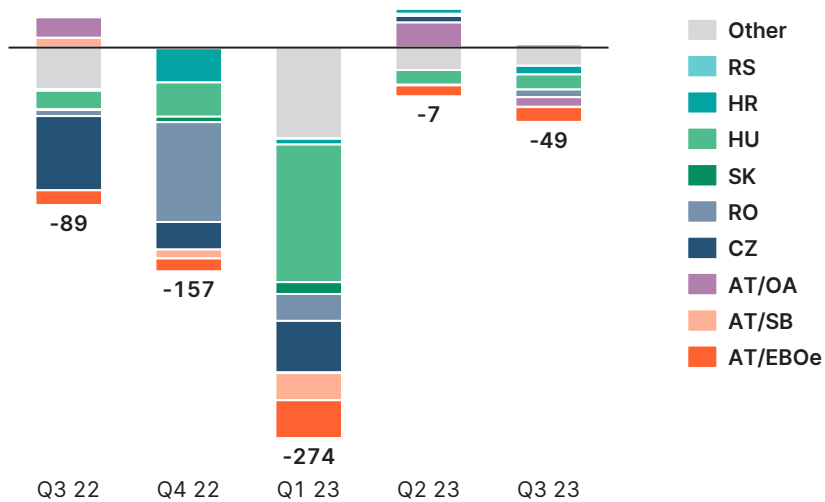
- Stage 2 loans slightly up on regular parameter and macroeconomic scenarios update
- Majority of stage 2 loans results from portfolio overlays and FLI updates



# Other result continues to perform well

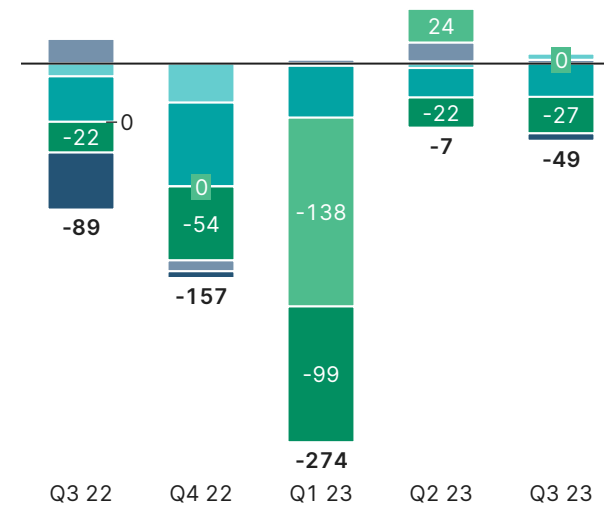
Other result by segment

in EUR m



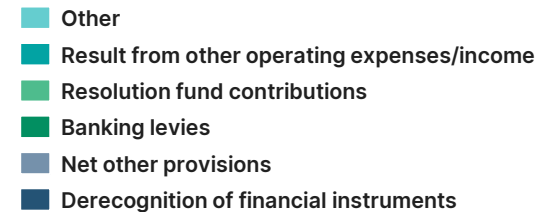
Other result by accounting categories

in EUR m



## Key other result drivers in Q3 23

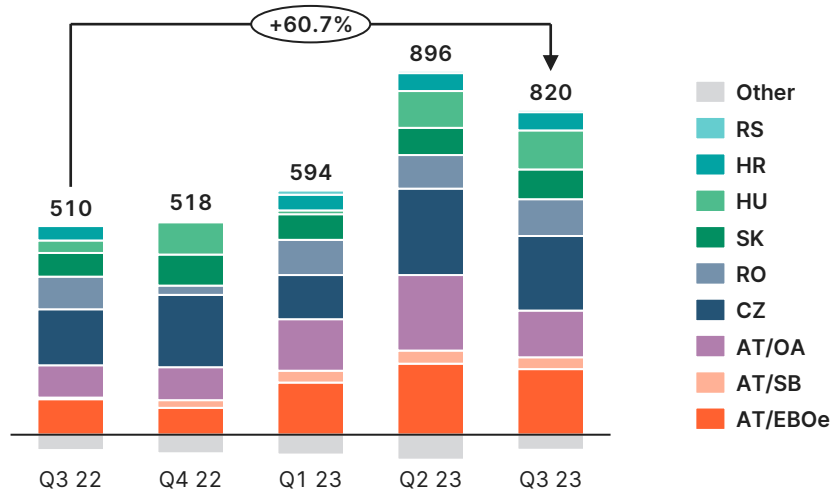
- Regular quarterly banking levy in AT in the amount of EUR 9.1m, financial transaction tax in HU of EUR 17.1m
- Other: increased fair value of Hungarian operation led to negative valuation effects as a result of minority shareholder put option



## 2023 ROTE guidance confirmed at >15%

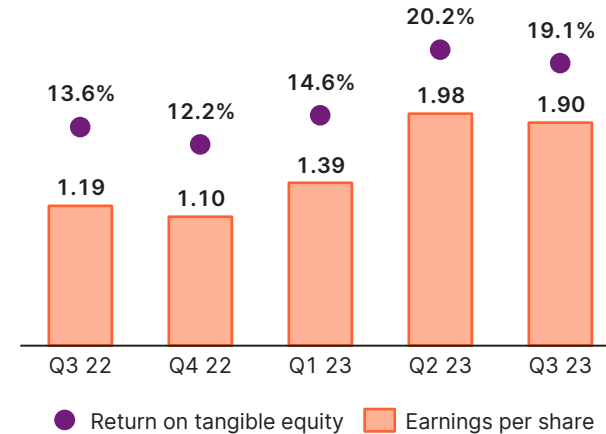
### Net result by segment

in EUR m



### EPS & ROTE

in EUR



### Key net profit drivers in Q3 23

- Strong operating result driven by top line growth
- Temporary increase in risk costs following parameter updates

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

Erste Group targets ROTE of >15% in 2023

INTRODUCTION TO ERSTE GROUP

EXECUTIVE SUMMARY

MACROECONOMIC AND BUSINESS UPDATE

FINANCIAL OUTLOOK

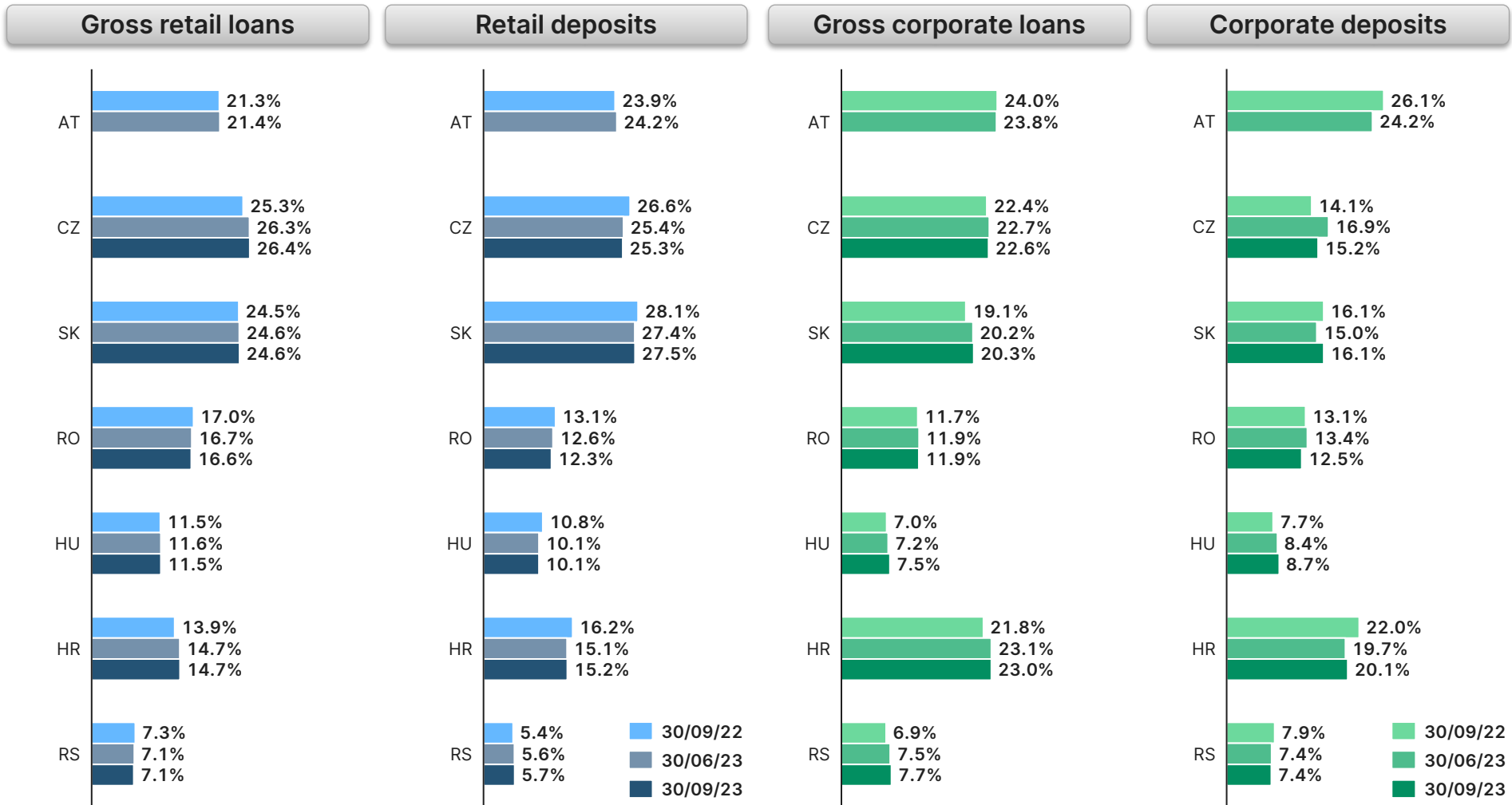
WHOLESALE FUNDING AND CAPITAL

OPERATING TRENDS

APPENDIX



# Commanding market shares across the CEE region



Market shares for Austria are not yet available as of 30/09/2023

## Strong track record of profitability

in EUR million	Year-to-date view			Quarterly view				
	1-9 22	1-9 23	YOY-Δ	Q3 22	Q2 23	Q3 23	YOY-Δ	QOQ-Δ
Net interest income	4,385.2	5,422.3	23.7%	1,548.2	1,792.2	1,861.2	20.2%	3.9%
Interest income	5,820.9	11,125.4	91.1%	2,312.8	3,765.1	3,972.1	71.7%	5.5%
Other similar income	1,711.6	3,342.3	95.3%	698.1	1,162.1	1,111.9	59.3%	-4.3%
Interest expenses	-1,381.9	-4,979.0	>100.0%	-728.1	-1,712.1	-1,854.7	>100.0%	8.3%
Other similar expenses	-1,765.4	-4,066.4	>100.0%	-734.7	-1,423.0	-1,368.1	86.2%	-3.9%
Net fee and commission income	1,829.9	1,937.6	5.9%	615.1	631.9	662.9	7.8%	4.9%
Fee and commission income	2,161.0	2,290.4	6.0%	728.2	753.7	790.1	8.5%	4.8%
Fee and commission expenses	-331.1	-352.8	6.6%	-113.2	-121.7	-127.2	12.4%	4.5%
Dividend income	22.9	29.1	27.3%	2.8	17.1	5.8	>100.0%	-66.2%
Net trading result	-848.5	337.4	n/a	-316.0	153.7	67.0	n/a	-56.4%
Gains/losses from financial instruments measured at fair value through profit or loss	743.3	-17.7	n/a	226.5	17.6	46.1	-79.6%	>100.0%
Net result from equity method investments	14.3	17.6	23.1%	6.2	8.5	4.4	-28.1%	-48.0%
Rental income from investment properties & other operating leases	123.6	126.4	2.2%	41.3	41.4	44.1	6.7%	6.6%
Personnel expenses	-1,967.2	-2,195.4	11.6%	-672.5	-761.6	-736.3	9.5%	-3.3%
Other administrative expenses	-1,003.4	-1,062.0	5.8%	-285.7	-329.6	-323.8	13.3%	-1.8%
Depreciation and amortisation	-410.7	-417.3	1.6%	-137.7	-139.0	-142.3	3.4%	2.4%
Gains/losses from derecognition of financial assets measured at amortised cost	-47.3	-3.0	-93.6%	-16.5	-0.1	-2.0	-87.9%	>100.0%
Other gains/losses from derecognition of financial instruments not measured at fair value through profit or loss	-23.2	-0.6	-97.4%	-25.2	1.7	-3.4	-86.4%	n/a
Impairment result from financial instruments	-158.3	-127.5	-19.4%	-184.3	8.3	-156.5	-15.1%	n/a
Other operating result	-246.5	-326.9	32.6%	-47.3	-8.8	-43.8	-7.2%	>100.0%
Levies on banking activities	-133.2	-147.8	11.0%	-22.3	-22.0	-26.7	19.7%	21.7%
<b>Pre-tax result from continuing operations</b>	<b>2,414.1</b>	<b>3,720.0</b>	<b>54.1%</b>	<b>754.9</b>	<b>1,433.4</b>	<b>1,283.5</b>	<b>70.0%</b>	<b>-10.5%</b>
Taxes on income	-434.5	-669.6	54.1%	-119.3	-253.0	-231.0	93.6%	-8.7%
<b>Net result for the period</b>	<b>1,979.6</b>	<b>3,050.4</b>	<b>54.1%</b>	<b>635.6</b>	<b>1,180.4</b>	<b>1,052.5</b>	<b>65.6%</b>	<b>-10.8%</b>
Net result attributable to non-controlling interests	332.6	740.9	>100.0%	125.6	284.1	232.8	85.4%	-18.1%
<b>Net result attributable to owners of the parent</b>	<b>1,647.0</b>	<b>2,309.6</b>	<b>40.2%</b>	<b>510.0</b>	<b>896.3</b>	<b>819.7</b>	<b>60.7%</b>	<b>-8.5%</b>
Operating income	6,270.7	7,852.8	25.2%	2,124.0	2,662.4	2,691.6	26.7%	1.1%
Operating expenses	-3,381.3	-3,674.6	8.7%	-1,096.0	-1,230.2	-1,202.4	9.7%	-2.3%
<b>Operating result</b>	<b>2,889.4</b>	<b>4,178.1</b>	<b>44.6%</b>	<b>1,028.1</b>	<b>1,432.3</b>	<b>1,489.2</b>	<b>44.9%</b>	<b>4.0%</b>

## Strong balance sheet dominated by customer loans

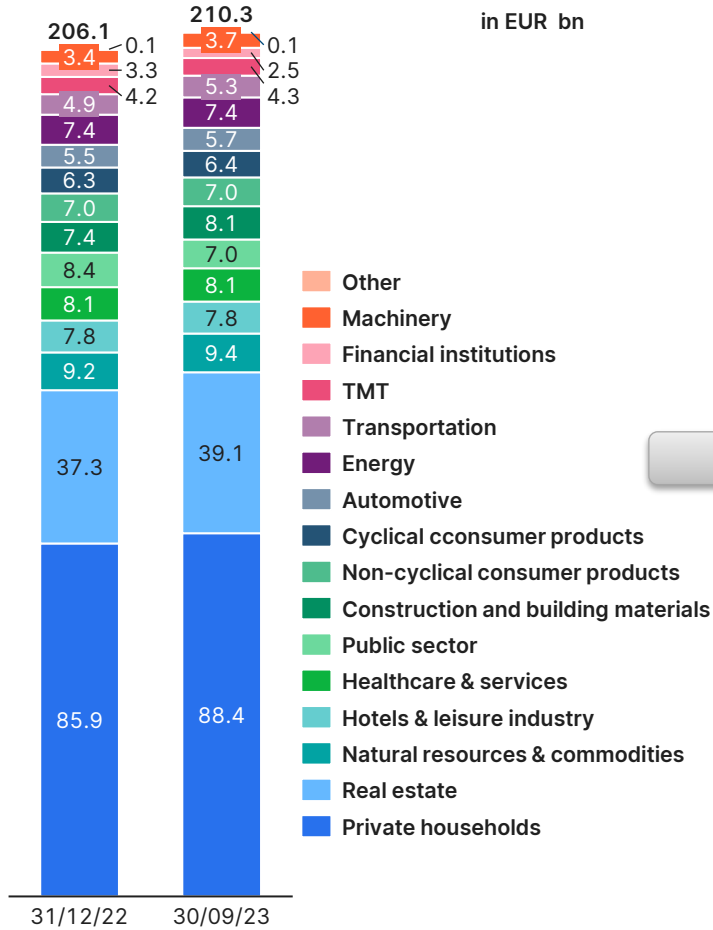
in EUR million	Quarterly data					Change		
	Sep 22	Dec 22	Mar 23	Jun 23	Sep 23	YOY-Δ	YTD-Δ	QOQ-Δ
Cash and cash balances	44,552	35,685	43,305	32,810	31,922	-28.3%	-10.5%	-2.7%
Financial assets held for trading	5,375	7,766	6,472	8,076	6,971	29.7%	-10.2%	-13.7%
Derivatives	1,982	1,719	1,668	1,306	1,357	-31.5%	-21.1%	3.9%
Other financial assets held for trading	3,394	6,047	4,803	6,770	5,615	65.5%	-7.1%	-17.1%
Non-trading financial assets at fair value through profit and loss	2,791	2,735	2,870	2,902	2,889	3.5%	5.6%	-0.5%
Equity instruments	367	347	366	381	384	4.6%	10.8%	0.9%
Debt securities	1,660	1,549	1,633	1,584	1,555	-6.3%	0.4%	-1.8%
Loans and advances to banks	0	0	0	0	0	n/a	n/a	n/a
<b>Loans and advances to customers</b>	<b>764</b>	<b>839</b>	<b>870</b>	<b>938</b>	<b>949</b>	<b>24.3%</b>	<b>13.1%</b>	<b>1.2%</b>
Financial assets at fair value through other comprehensive income	9,247	9,560	9,811	10,087	10,227	10.6%	7.0%	1.4%
Equity instruments	121	99	99	96	98	-18.4%	-0.7%	2.6%
Debt securities	9,126	9,460	9,712	9,991	10,129	11.0%	7.1%	1.4%
Financial assets at amortised cost	259,311	253,360	265,455	274,936	270,286	4.2%	6.7%	-1.7%
Debt securities	41,253	40,612	43,401	44,819	44,367	7.5%	9.2%	-1.0%
Loans and advances to banks	26,721	18,435	27,299	33,454	28,094	5.1%	52.4%	-16.0%
<b>Loans and advances to customers</b>	<b>191,337</b>	<b>194,313</b>	<b>194,755</b>	<b>196,663</b>	<b>197,825</b>	<b>3.4%</b>	<b>1.8%</b>	<b>0.6%</b>
Finance lease receivables	4,345	4,553	4,640	4,790	4,869	12.1%	6.9%	1.6%
Hedge accounting derivatives	99	159	218	226	204	>100.0%	28.8%	-9.5%
Fair value changes of hedged items in portfolio hedge of interest rate risk	-38	-38	-35	-35	-35	-6.7%	-7.0%	0.4%
Property and equipment	2,542	2,618	2,671	2,665	2,593	2.0%	-1.0%	-2.7%
Investment properties	1,377	1,372	1,391	1,408	1,457	5.8%	6.2%	3.5%
Intangible assets	1,300	1,347	1,335	1,328	1,313	1.0%	-2.5%	-1.2%
Investments in associates and joint ventures	223	209	217	225	225	1.0%	8.0%	0.1%
Current tax assets	114	109	105	115	113	-1.2%	3.9%	-1.6%
Deferred tax assets	582	629	582	516	450	-22.6%	-28.4%	-12.8%
Assets held for sale	59	167	175	163	173	>100.0%	3.6%	6.2%
Trade and other receivables	2,349	2,404	2,402	2,489	2,510	6.9%	4.4%	0.8%
Other assets	1,069	1,232	1,308	1,290	994	-7.0%	-19.3%	-22.9%
<b>Total assets</b>	<b>335,297</b>	<b>323,865</b>	<b>342,921</b>	<b>343,993</b>	<b>337,161</b>	<b>0.6%</b>	<b>4.1%</b>	<b>-2.0%</b>

## Liabilities dominated by retail deposits

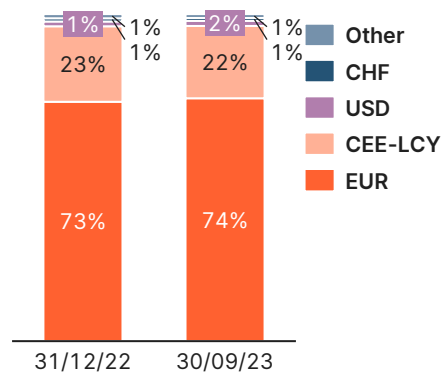
in EUR million	Quarterly data					Change		
	Sep 22	Dec 22	Mar 23	Jun 23	Sep 23	YOY-Δ	YTD-Δ	QOQ-Δ
Financial liabilities held for trading	3,175	3,264	3,139	2,788	2,428	-23.5%	-25.6%	-12.9%
Derivatives	2,540	2,626	2,505	2,070	1,918	-24.5%	-27.0%	-7.3%
Other financial liabilities held for trading	634	637	635	718	510	-19.6%	-20.0%	-29.0%
Financial liabilities at fair value through profit or loss	10,031	10,814	11,227	11,223	10,931	9.0%	1.1%	-2.6%
<b>Deposits from customers</b>	<b>1,323</b>	<b>1,353</b>	<b>1,384</b>	<b>1,201</b>	<b>1,016</b>	<b>-23.2%</b>	<b>-24.9%</b>	<b>-15.5%</b>
Debt securities issued	8,547	9,310	9,708	9,890	9,781	14.4%	5.1%	-1.1%
Other financial liabilities	162	151	135	132	134	-17.5%	-11.5%	1.7%
Financial liabilities at amortised cost	291,880	278,932	295,892	297,334	290,402	-0.5%	4.1%	-2.3%
Deposits from banks	36,158	28,821	29,876	25,669	23,223	-35.8%	-19.4%	-9.5%
<b>Deposits from customers</b>	<b>231,128</b>	<b>222,620</b>	<b>236,690</b>	<b>239,881</b>	<b>234,758</b>	<b>1.6%</b>	<b>5.5%</b>	<b>-2.1%</b>
Debt securities issued	23,785	26,593	28,538	30,756	31,307	31.6%	17.7%	1.8%
Other financial liabilities	810	899	787	1,027	1,114	37.6%	24.0%	8.4%
Lease liabilities	653	662	699	703	684	4.8%	3.3%	-2.7%
Hedge accounting derivatives	380	372	365	322	300	-21.1%	-19.6%	-7.0%
Fair value changes of hedged items in portfolio hedge of interest rate risk	0	0	0	0	0	-14.3%	-14.3%	-14.3%
Provisions	1,696	1,676	1,857	1,702	1,636	-3.5%	-2.4%	-3.9%
Current tax liabilities	114	127	163	171	174	52.9%	36.9%	2.0%
Deferred tax liabilities	24	16	19	3	3	-85.7%	-78.0%	28.7%
Liabilities associated with assets held for sale	0	115	112	104	119	n/a	3.9%	14.8%
Other liabilities	2,760	2,581	2,966	2,909	2,796	1.3%	8.3%	-3.9%
<b>Total equity</b>	<b>24,584</b>	<b>25,305</b>	<b>26,483</b>	<b>26,735</b>	<b>27,687</b>	<b>12.6%</b>	<b>9.4%</b>	<b>3.6%</b>
Equity attributable to non-controlling interests	5,827	5,957	6,188	6,424	6,672	14.5%	12.0%	3.9%
Additional equity instruments	2,236	2,236	2,236	2,236	2,394	7.1%	7.1%	7.1%
Equity attributable to owners of the parent	16,521	17,111	18,059	18,074	18,621	12.7%	8.8%	3.0%
Subscribed capital	860	860	860	860	851	-0.9%	-0.9%	-0.9%
Additional paid-in capital	1,478	1,478	1,478	1,478	1,486	0.5%	0.5%	0.5%
Retained earnings and other reserves	14,183	14,774	15,721	15,737	16,284	14.8%	10.2%	3.5%
<b>Total liabilities and equity</b>	<b>335,297</b>	<b>323,865</b>	<b>342,921</b>	<b>343,993</b>	<b>337,161</b>	<b>0.6%</b>	<b>4.1%</b>	<b>-2.0%</b>

# Erste Group benefits from a highly diversified loan book

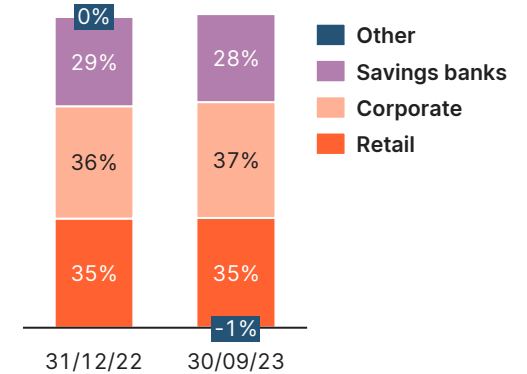
Gross customer loans by industry



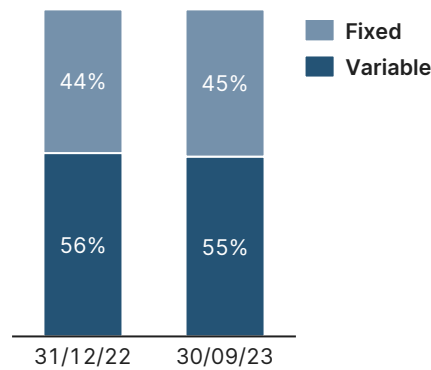
By currency



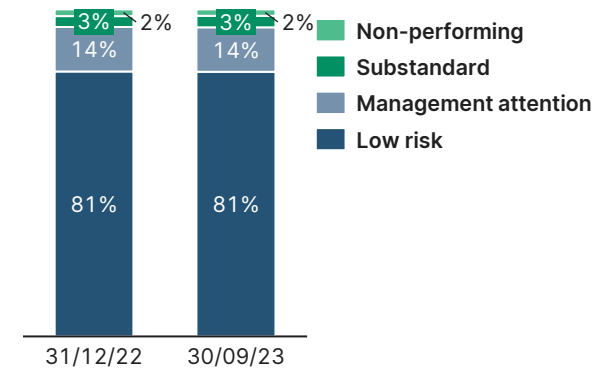
By business segment



By interest rate

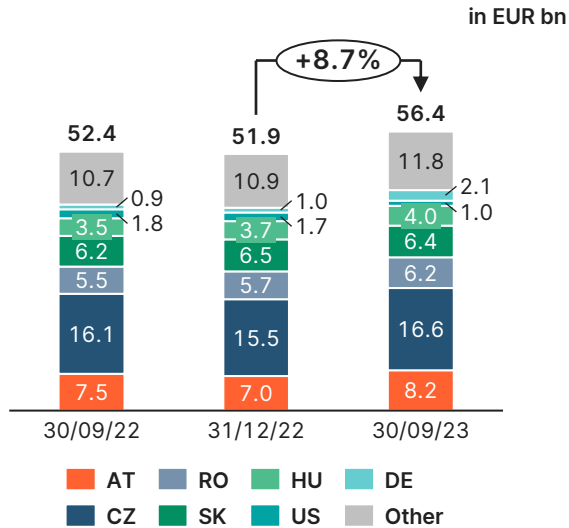


By risk category

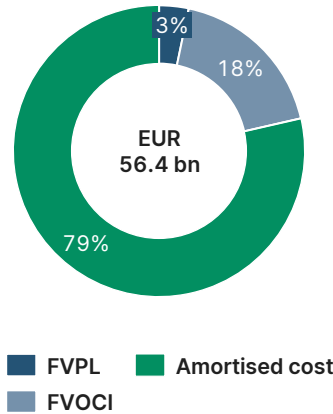


# Financial asset portfolio creates strong net interest income tailwinds

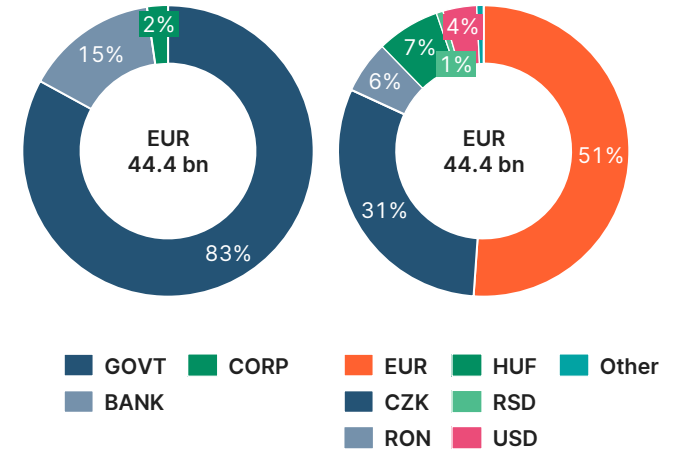
## Financial assets – geographic view



## Financial assets – accounting view



## AC by issuer and currency



### 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

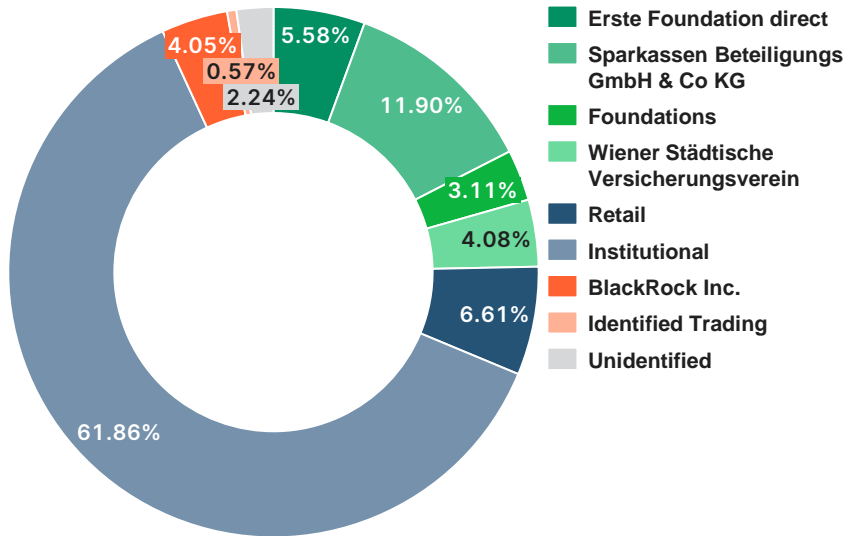
### Amortised cost portfolio as at Q3 23

- Amounts to EUR 44.4bn or 79% of total financial assets, +9.2% ytd
- Portfolio duration: 4.4 years
- Portfolio yield: 2.5%

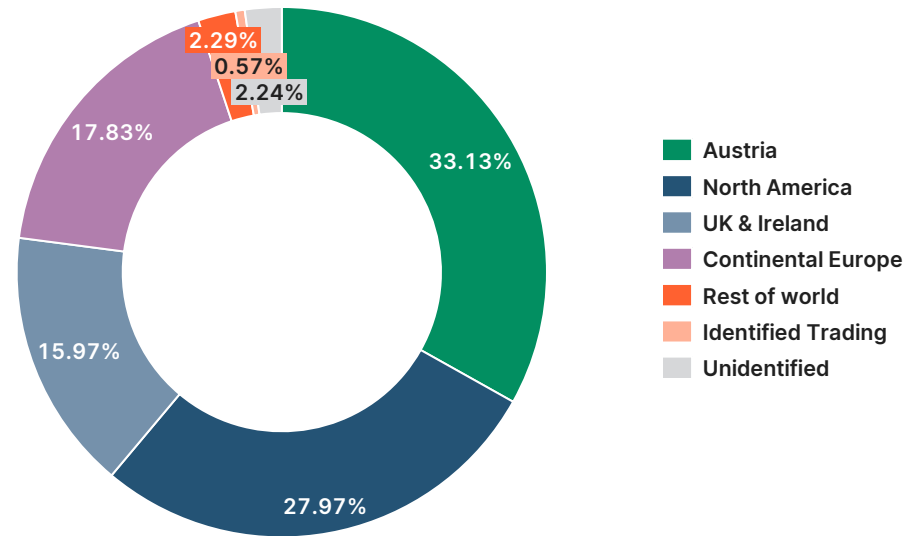
- Rolling maturities are re-invested at higher yields
- Focus on euro driven by investments in core markets (AT, SK) as well as other euro zone exposures
- Focus on strong ratings: ~76% A or higher, ~23% BBB

# Erste Group benefits from strong and well-diversified shareholder base

By investor



By region



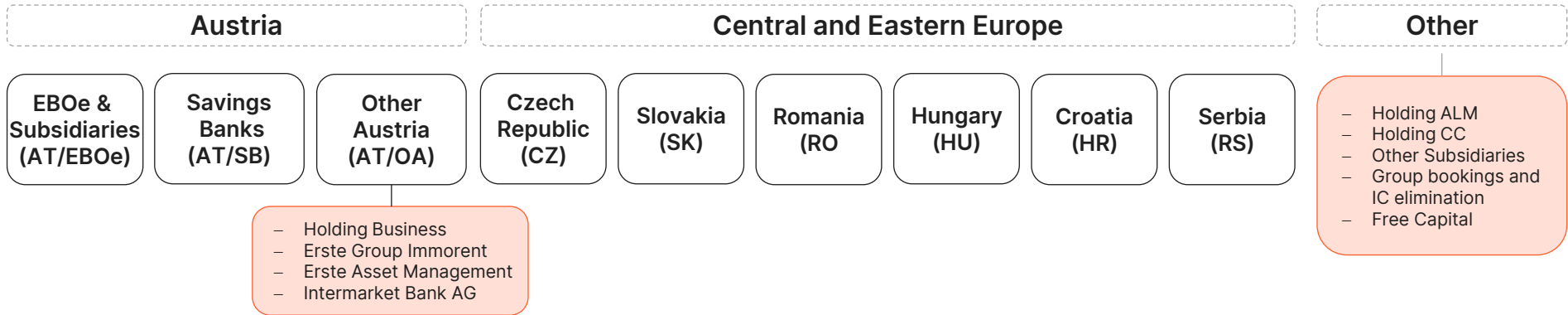
## Notes to shareholder structure

- **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

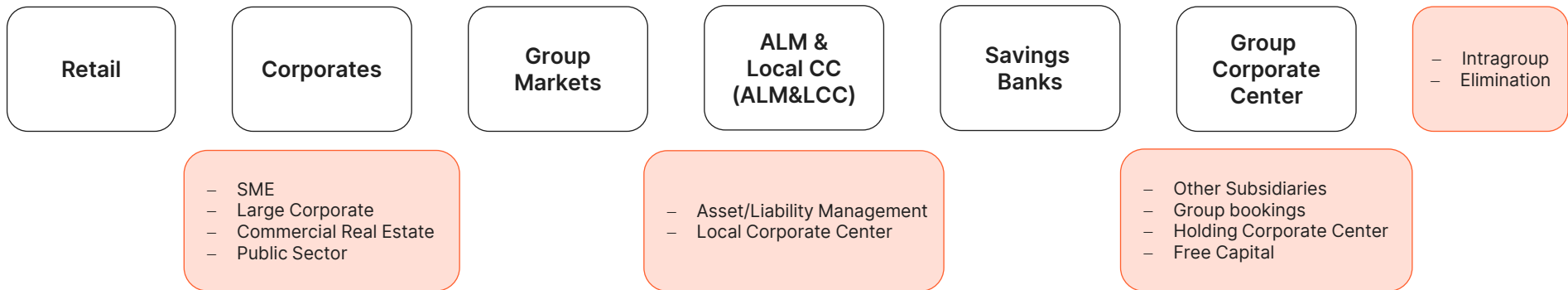
Status as of 26 October 2023

# Geographical/operating and business segment view

## Erste Group – Geographical/operating segments



## Erste Group – Business segments





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ISIN, Bloomberg and Reuters codes	AT0000652011, EBS AV, ERST.VI