

### ERSTE&STEIERMÄRKISCHE BANK D.D.

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Not audited financial statements of the Erste&Steiermärkische Bank d.d. and subsidiaries (the Group) for period January 1st - June 30th 2011

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## Management report for H1 2011

# Erste&Steiermärkische Bank d.d. and subsidiries mentained stable level of profitability in the H1 2011

The information in this release represents the consolidated, not audited financial results of Erste&Steiermärkische Bank d.d. and subsidires (Group) for first half of 2011.

### The Group's most significant financial indicators:

- Total assets as of June 30, 2011 amounted to HRK 59bn, 12.64% more compared with December 31, 2010, when they had amounted to HRK 52.4bn
- Total credits as of June 30, 2011 amounted to HRK 40.6bn, which is 12.96% more than on December 31, 2010, when they had amounted to HRK 35.9bn
- Net revenues before value harmonization and provisions for impairment losses amounted to HRK 767.7m, which is 17.6% more compared with H1 2010, when they had amounted to HRK 653m
- Net profit in the first six months of 2011 was HRK 314.9m, which is 6.6% more than in the same period last year, when it had amounted to HRK 295.5m
- Key performance indicators: Return on Assets (RoA) amounted to 1.1%, Return on Equity (RoE) 9.69%, while the Cost/Income Ratio was 41.8% on June 30, 2010 to 44% on June 30, 2011.

Zagreb/Rijeka, August 31, 2011 – Erste&Steiermärkische Bank d.d. and subsidires (Group) recorded solid financial results in the first half of 2011, in accordance with the business plans and the goal set for the year. The Group's total assets as of June 30, 2011 amounted to HRK 59bn, up 12.64% versus the 2010 end. By adapting its operation to the objective market circumstances and by further increasing its internal efficiency, Group increased its operating net before value harmonizations and provisions for impairment losses by 17.6%, from HRK 653m in the first six months of 2010 to HRK 767.7m in the same period this year. With the H1 2011 net profit of HRK 314.9m, the bank maintained a stable level of profitability. The Cost/Income Ratio is 44% in H1 2011. H1 2011 RoA reached 1.1%, while RoE stood at 9.69%.

### Growth of total credits and market shares in H1 2011

In the first half of 2011, the Group continued with its credit activities, so total credits amounted to HRK 40.6bn at the end of June 2011, which is 12.96% more versus 2010 end, when they reached HRK 35.9bn. This way, the Bank continued picked up on last year's trend, when it closed the year with a 8.6% growth in total credits. An increase in total credits in H1 this year is largely the result of an increase in corporate loans, while retails loans were not changed considerably compared with the same period last year. This is also in line with the Group's earlier projections for the year 2011. It was forecasted that during this year a corporate loans would still grow faster than retail loans, with a further demand by public companies and a mild recovery of demand by private companies. According to the Central Bank's data from the end of June 2011, Erste Bank increased its market

share in total loans granted from 13.3% at the end of 2010 to 13.6% at the end of June 2011. In the corporate crediting segment, in the same period Erste Bank improved its market share from 13.1% to 13.5%. The same trend is present in the retail crediting segment, where Erste Bank's market share was up from 13.5% at the end of last year to 13.7% at the end of H1 this year.

"Solid financial results we achieved in H1 2011 are a buildup on the long positive trend in our business and again prove the validity and long-term sustainability of our business policies. We are pleased with our total credits growth and an increase in Bank's market shares in all the crediting segments, particularly in the corporate segment. We wish to continuously provide an adequate support to all the projects that drive the growth of the real economy and employment in it, and will continue crediting all the quality projects in economy," Erste Bank Management Board Chairman **Petar Radakovic** said on this occasion.

### Acquisition of Erste vrijednosni papiri and stakes in Erste Card Club and Erste Factoring

During the first half of 2011, Erste Bank successfully completed the process of acquiring investment company Erste vrijednosni papiri d.o.o. Zagreb (EVPZ). Along with that, the Bank acquired all the shares in Erste Card Club d.d. (ECC) and a majority stake in Erste Factoring d.o.o. (EF). The basic objective in M&A was to maximize the synergy effects, further optimize the cost management, and thus to further strengthen the Bank's market position.

### Excellent results by the ESB owned bank in Montenegro

Consolidated financial report for H1 includes the Bank and the following subsidires: Erste DMD d.o.o., Erste Nekretnine d.o.o., MBU d.o.o., Erste Delta d.o.o., Erste Bank a.d., Podgorica, Erste Card Club d.d., Erste Factoring d.o.o. Among the members of the Group, Erste Bank a.d. Podgorica (EBM) recorded particularly good H1 results. Despite the overwhelming trend in the Montenegrin market, it saw an increase in total credits and deposits. EBM's total credits amounted to HRK 1.56bn at the end of June 2011, which represents a 13.9% increase versus the end of 2010, when they reached HRK 1.37bn. The total deposits stood at HRK 1.17bn, up 21.9% versus HRK 0.96bn at the end of last year. EBM's total assets amounted to HRK 2.0bn on June 30, 2011, which is 13.6% more compared with the end of 2010, when it stood at HRK 1.76bn. EBM's net profit was increased by 81.1% compared with the same period last year, from HRK 6.92m to HRK 12.53m. EBM's market share in the total assets was increased from 8.2% at 2010 end to 9.4% at the end of June this year. In the same period, the market share in total credits rose from 8.8% to 10.2%, while the share in total deposits was up from 7.3% to 8.5%.

### Goals for the rest of 2011

In the remainder of the year, the Group will be even more committed to the SME segment and will support all quality projects that contribute to developing the real economy and increasing employment in it. Erste Bank's long-term operating strategies and policies are always devoted to recording growth higher than the market average, increasing internal efficiency and rational cost management. Erste Bank wants to close this year with an increase in market shares just like in previous years. The Bank will continue to devote special attention to enhancing the quality of its client services, communication with clients and understanding of their specific needs in the current market environment.

### Risk management

Risk management is a set of procedures and methods established for identifying, measuring, assessing, controlling and monitoring of risks, including reporting of risks to which the credit institution is or might be exposed in its operations. The Group is obliged to regularly measure and assess the risks identified in its business. Methods of measuring and assessing risk must include appropriate quantitative and/or qualitative measurement methods and risk assessment that will enable the observation of changes in Group's risk profile, including the emergence of new risks.

The most significant risks that affect Group's business operations are credit, market, operational and liquidity risk.

Credit risk is the risk of potential loss due to a debtor's non-payment of obligations towards the Group, and it arises from the possibility that the Group's credit claims and related fees and interest will not be repaid in the foreseen amount and timeframe. The Group identifies, measures, follows up on, controls, i.e. actively manages the credit risk as one of the most important risks and determines existence of appropriate capital level for covering of such risks. Risks related to credit risk are: currency induced credit risk, residual risk, sovereign risk, dilution risk and concentration risk.

Market risks represent the risk of loss in open position stemming from the change in the movements of the market prices, including changes in interest rates, exchange currencies and prices of securities. In this sense, market risk include: (i) interest rate risk, (ii) currency risk and (iii) equity investment risk.

Operational risk is a risk of unexpected direct or indirect loss occurring due to the functioning of the human factor, inadequate procedures and controls, technological oversights, accidents and external factors. It is also a legal risk representing the possibility of outflow of the Group's capital due to established fees or issued penalties and sanctions derived from a legislative, administrative or other proceeding on the basis of the failure to meet contractual or legal obligations, while contemporaneously excluding strategic and reputational risk.

Liquidity risk is a risk of loss stemming from an existing or expected inability of a credit institution to settle its monetary obligations upon maturity. Liquidity risk arises from maturity mismatch between assets and liabilities.

Except above mentioned risks the Group manages and all other risk that could affect their business operations such as: systemic risk, regulatory risk, business environment risk etc.

Addendum 3. Period of reporting:	1.1.2011 to		30.6.2011
Three-mon	th financial report for credi	t institution	ns - TFI-KI
Identification number (MB): 03337367	1		
Identification number of the subject (MBS):	_		
Personal identification number 23057039320 (OIB):	_ 		
Name of the issuer: ERSTE & STEIERMARKI	SCHE BANK DD		
Postal code and town of 51000 residence:	RIJEKA		
Adress: JADRANSKI TRG 3A			
E-mail adress: erstebank@erstebank.hr			
Internet adress: www.erstebank.hr			
Code and name of municipality/town: 373 RIJEKA			
Code and name of county 8 PRIMORSKO	GORANSKA	(-1.0	Number of employees: 2.8
Consolidated report: YES		(at th	e end of reporting period)  NKD code: 6419
Names of subjects of consolidation (according to MSFI):	Headquarters:		MB:
Erste DMD d.o.o. za upravljanje dobrovoljnim mirovins	k Zagreb, Ivana Lučíća 2a		01893670
Erste Nekretnine d.o.o.	Zagreb, Ivana Lučića 2		02068249
MBU d.o.o. za informatički inženjering i međubankarsk	d≷Zagreb, Andrije Žaje 61		00608190
Erste Delta d.o.o. za postovanje nekretninama	Zagreb, Ivana Lučića 2		01541919
Erste Bank a.d., Podgorica	Crna Gora, Podgorica, Marka M	iljanova 46	08499002
Erste Card Club d.d.	Zagreb, Praška 5		3289737
Erste Factoring d.o.o.	Zagreb, Ivana Lučića 2		2058049
Bookkeeping service:			
Contact person: RAJIĆ ANDREJA			
Conly the last and first name (only the last and first name). Phone number: 062 37 1778	e of contact person is entered)	Telefax:	062 37 1942
E-mail adress: arajic@erstebank.com			
Last and first name: JAGAR SLAĐANA	_		
(person authorized for rep	resenting company)		
Reporting documentation:  1. Financial statements (statement of financial changes in equity and notes to financial state  2. Management report  3. Declaration of key personnel responsible for		E & STEIEIGH BANK	
Vera	M.P. 0	(signature	of person authorized for representing company)

STATEMENT OF FINANCIAL POSITION as of 30.6.2011 in HRK

as of 30.6.2011		in F	IRK
Name of position	AOP	Prior period	Current period
1	2	3	4
ASSETS	<del>, ••••••••••••••••••••••••••••••••••••</del>	·	
1. CASH AND DEPOSITS WITH Central bank (002+003)	001	6,560,062,380	7,675,285,498
1.1. Cash	002	733,608,588	860,820,390
1.2. Deposits with Central bank	003	5,826,453,792	6,814,465,108
2. DEPOSITS WITH BANKING INSTITUTIONS	004	3,083,699,399	1,354,222,415
3. TREASURY BILLS WITH MINISTRY OF FINANCE AND BILLS OF EXCHANGE WITH CENTRAL BANK	005	1,521,538,324	1,230,953,275
4. SECURITIES AND OTHER FINANCIAL INSTRUMENTS HELD FOR TRADING	006	o	323,527,934
5. SECURITIES AND OTHER FINANCIAL INSTRUMENTS AVAILABLE FOR SALE	007	2,815,936,007	3,403,805,771
6. SECURITIES AND OTHER FINANCIAL INSTRUMENTS HELD TO MATURITY	008	417,303,524	1,287,969,563
7. SECURITIES AND OTHER FINANCIAL INSTRUMENTS NOT ACTIVELY		717,000,02-1	1,201,000,000
TRADED, MEASURED AT FAIR VALUE THROUGH PROFIT AND LOSS	009	0	0
8. DERIVATIVE FINANCIAL ASSETS	010	36,391,353	60,643,746
9. LOANS TO FINANCIAL INSTITUTIONS	011	462,768,679	586,744,354
10. LOANS TO OTHER CUSTOMERS	012	35,950,846,876	40,609,008,878
11. INVESTMENTS IN ASSOCIATES, SUBSIDIARIES AND JOINT VENTURES	013	88,230,761	24,050,389
12. REPOSSESED ASSETS	013	54,536,530	56,026,468
13. TANGIBLE ASSET (MINUS DEPRECIATION)	all a commence of the	719,413,606	765,797,992
	015	4 ··· ····	
14. INTEREST, FEES AND OTHER ASSETS	016	672,675,170	1,625,972,046
A) TOTAL ASSETS (001+004 to 016)	017	52,383,402,609	59,004,008,329
LIABILITIES	T 848	40,000,400,500	40 700 OFF 700
1. BORROWINGS FROM FINANCIAL INSTITUTIONS (019+020)	018	13,382,186,593	19,780,655,762
1.1. Short-term borrowings	019	1,196,431,833	4,963,698,114
1.2. Long-term borrowings	020	12,185,754,760	14,816,957,648
2. DEPOSITS (AOP 022 to 024)	021	31,649,617,074	30,798,742,745
2.1. Deposits of giro and current accounts	022	4,608,834,094	4,743,674,536
2.2. Savings deposits	023	2,798,281,239	2,629,375,711
2.3. Term deposits	024	24,242,501,741	23,425,692,498
3. OTHER BORROWINGS (026+027)	025	23,385,799	23,282,820
3.1. Short-term borrowings	026	19,246,157	20,224,463
3.2. Long-term borrowings	027	4,139,642	3,058,357
4. DERIVATIVE FINANCIAL LIABILITIES AND OTHER FINANCIAL LIABILITIES HELD	028	000 070 707	177 700 404
FOR TRADING	020	236,073,787	177,769,404
5. ISSUED DEBT SECURITIES (030+031)	029	o	0
5.1. Short-term issued debt instruments	030		
5.2. Long-term issued debt instruments	031		
6. ISSUED SUBORDINATED INSTRUMENTS	032	29,540,692	250,714,164
7. ISSUED HYBRID INSTRUMENTS	033	o	0
8. INTEREST, FEES AND OTHER LIABILITIES	034	893,173,900	1,649,548,132
B)TOTAL LIABILITIES (018+021+025+028+029+032+033+034)	035	46,213,977,845	52,680,713,027
EQUITY	<u> </u>		
1. SHARE CAPITAL	036	3,500,360,782	3,500,360,782
2. PROFIT/(LOSS) OF THE CURRENT YEAR	037	652,328,474	310,386,634
3. RETAINED PROFIT/(LOSS)	038	1,788,964,570	2,386,180,306
4. LEGAL RESERVES	039	84,920,875	84,920,875
5. STATUTORY AND OTHER CAPITAL RESERVES	040	130,839,963	
magazan aparta a	- 040	130,639,903	1,836,598
6. UNREALISED PROFIT/(LOSS) FROM VALUE ADJUSTMENT OF FINANCIAL ASSETS AVAIABLE FOR SALE	041	12,010,100	39,610,106
	049	·	
7. RESERVES RESULTING FROM PROTECTIVE TRANSACTIONS	042	6 460 404 704	0 202 205 004
C) TOTAL EQUITY (036 to 042)	043	6,169,424,764	6,323,295,301
D) TOTAL LIABILITIES AND EQUITY (035+043)	044	52,383,402,609	59,004,008,328
SUPPLEMENT TO STATEMENT OF FINANCIAL POSITION (filled out by banks that comp		· · · · · · · · · · · · · · · · · · ·	
1. TOTAL EQUITY	045	6,169,424,764	6,323,295,301
Attributed to equity holders of the parent	046	6,168,330,605	6,295,059,809
3. Minority shares (045-046)	047	1,094,159	28,235,492

### INCOME STATEMENT

for period from 1.1.2011 to 30.6.2011

tor period from ************************************					111 EU VAN
Name of position	AOP	Prior p	eriod	Current	period
		Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
1. Interest income	048	1,523,772,287	767,246,751	1,792,132,983	898,973,816
2. Interest expense	049	696,538,336	330,280,177	754,208,641	373,111,563
3. Net interest income (048-049)	050	827,233,951	436,966,574	1,037,924,342	525,862,253
4. Fee and commission income	051	245,523,594	121,367,386	342,707,638	182,433,955
5. Fee and commission expense	052	46,176,447	23,845,506	51,401,878	28,902,147
6. Net fee and commission income (051-052)	053	199,347,147	97,521,880	291,305,760	153,531,808
7. Profit/loss from investments in subsidiaries, associates and joint ventures	054	7,689,363	4,549,943	-1,217,212	-2,857,865
8. Profit/loss from trading	055	9,459,042	3,879,734	26,705,507	10,177,539
Profit/loss from embedded derivatives	056	-598,836	-148,724	-1,027,118	1,036,297
<ol> <li>Profit/loss from asset not actively traded measured at fair value through profit or loss</li> </ol>	057	0	0	0	0
11. Profit/loss from asset available for sale	058	22,793	-241	-10,770,565	-9,341,101
12. Profit/loss from asset held to maturity	059	0	o	ol	0
13. Profit/loss from hedging	060	0	0	0	0
14. Income from investments in subsidiaries, associates and joint ventures	061	0	0	0	0
15. Income from other ownership investments	062	4,874,559	4,846,459	8,061,757	8,019,296
16. Profit/loss from foreign currency differences	063	50,597,346	27,823,986	42,947,860	18,871,374
17. Other income	064	8,548,154	2,944,255	13,001,885	2,968,387
18. Other expenses	065	5,803,350	2,694,847	7,096,477	3,780,726
19. General administrative expenses and depreciation	066	448,310,900	225,537,804	632,138,436	320,291,200
20. Net income from business before value adjustment and loan loss provisions (050+053 to 064-065-066)	067	653,059,269	350,151,215	767,697,303	384,196,062
21. Expense of value adjustment and loan loss provisions	068	286,531,219	146,806,779	376,225,159	204,775,362
22. PROFIT/LOSS BEFORE TAX (067-068)	069	366,528,050	203,344,436	391,472,144	179,420,700
23. INCOME TAX EXPENSE	070	71,058,795	38,728,756	76,528,229	34,371,060
24. PROFIT/LOSS OF THE CURRENT YEAR (069-070)	071	295,469,255	164,615,680	314,943,915	145,049,640
25. Earnings per share	072	17	*******************************	18	
ANNEX TO INCOME STATEMENT (for the Banks that prepare consolidated fine	incial state	ements)			
1. PROFIT/LOSS OF THE CURRENT YEAR	073	295,469,255	164,615,679	314,943,915	145,049,640
2. Assign equity holders of the Bank	074	295,351,735	164,575,552	310,386,634	140,516,572
3. Non controlling interest (073-074)	075	117,520	40,127	4,557,281	4,533,068

in HRK

### **CASH FLOW STATEMENT - indirect method**

for period from 1.1.2011 to 30.6.20	11	in H	RK
Name of the position	AOP	Prior period	Current period
1	2	3	4
OPERATING ACTIVITIES			
1. Cash flow from operating activities before changes of operating asset (002 do 007)	001	-165,864,104	-244,399,156
1.1. Profit/(loss) before income tax	002	366,528,050	391,472,144
1.2. Allowances and loss provisions	003	272,066,152	376,225,159
1.3. Depreciation	004	27,965,561	38,789,025
1.4. Net unrealized profit/(loss) from financial assets and liabilities through profit and loss	005	0	0
1.5. Profit/(loss) from sale of tangible assets	006	132,502	7,059,714
1.6. Other profit/(losses)	007	-832,556,369	-1,057,945,198
2. Net increase/(decrease) of operating assets (009 do 016)	800	-1,529,581,859	-7,800,875,452
2.1. Deposits with Central bank	009	254,983,586	-1,562,905,923
2.2. Treasury bills of Ministry of Finance and CB bills	010	592,556,860	290,585,049
2.3. Deposits with banks and loans to financial institutions	011	24,603,593	-134,224,092
2.4. Loans to other customers	012	-2,098,584,039	-4,986,324,053
2.5. Securities and other financial instruments held for trading	013	0	-323,527,934
2.6. Securities and other financial instruments available for sale	014	-1,236,676,208	-1,271,089,055
2.7. Securities and other financial instruments not traded actively, measured at fair value through profit or loss	015		
2.8. Other operating assets	016	933,534,349	186,610,556
3. Net increase/(decrease) of operating liabilities (018 do 021)	017	-949,374,309	-408,128,025
3.1. Demand deposits	018	-374,463	134,611,478
3.2. Savings and term deposits	019	-1,097,716,373	-1,003,743,217
3.3. Financial derivative liabilities and other liabilities actively traded	020	158,304,548	-82,556,776
3.4. Other liabilities	021	-9,588,021	543,560,490
4. Net cash flow from operating activities before income tax (001+008+017)	022	-2,644,820,272	-8,453,402,633
5. (Income tax paid)	023	-108,379,698	-145,286,906
6. Net inflow/(outflow) of cash from operating activities (022+023)	024	-2,753,199,970	-8,598,689,539
INVESTING ACTIVITIES		L	
7. Net cash flow from investing activities (026 do 030)	025	-2,626,205	-879,480,978
7.1. Receipt from sale/(payment for buying) tangible and intangible assets	026	-35,147,838	-92,233,125
7.2. Receipt from sale/(payment for buying) investments in subsidiaries, associates and joint ventures	027	1,697,803	67,763,036
7.3. Receipt from sale/(payment for buying) securities and other financial instruments held to maturity	028	25,949,270	-870,992,052
7.4. Dividend income	029	4,874,560	15,981,163
7.5. Other receipts/(payments) from investing activities	030		10,001,100
FINANCIAL ACTIVITIES	770	<u> </u>	
8. Net cash flow from financial activities (032 do 037)	031	573,827,007	6,587,585,448
8.1. Net increase/(decrease) of borrowings	032	574,256,523	6,366,411,976
8.2. Net increase/(decrease) issued debt securities	033	-429,516	221,173,472
8.3. Net increase/(decrease) subordinated and hybrid instruments	034	720,010	LL1,110,41L
8.4. Receipts from transmitted share capital	035	ł	
8.5. (Dividends paid)		l	n
8.6. Other receipts/(payments) from financial activities	036	<u>'</u>	
9. Net increase/(decrease) of cash and cash equivalents	007	<del> </del>	
(024+025+031)	038	-2,181,999,168	-2,890,585,069
10. Effects of change in foreign exchange rates on cash and cash equivalents	039		
11. Net increase/(decrease) cash and cash equivalents (038+039)	040	-2,181,999,168	-2,890,585,069
12. Cash and cash equivalents at the beginning of the year	041	7,995,774,143	6,721,945,898
13. Cash and cash equivalents at the end of the year (040+041)	042	5,813,774,975	3,831,360,829

# STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

for period		01.01.2011	-	٤	30.06.2011	2011			בי מדי מדי
			Ras	položivo dioniča	Raspoloživo dioničarima matičnog društva	štva			
Name of position	AOP	Share capital	Treasury	Legal, statutory and other reserves	Retained earnings/(loss)	Profit/(loss) for the period	Unrealised profit/(Loss) from the basis of value adjustment of financial assets available for sale	Non controlling interest	Total capital and reserves
	2	3	4	5	9	7	8	6	10
Balance at 1 January	100	3,500,360,782	0	215,760,838	1,787,870,411	652,328,474	12,010,100	1,094,159	6,169,424,764
Changes in accounting policies and corrections of mistakes	002	******							
Corrected balance as at 1 January (1+2)	003	3,500,360,782	0	215,760,838	1,787,870,411	652,328,474	12,010,100	1,094,159	6,169,424,764
Sale of financial assets available for sale	004				\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		75,403	•	75,403
Change of fair value financial asset available for sale	905			 	Parameter III		32,796,423	no management	32,796,423
Tax on items directly recognised or transferred from capital and reserves	98		Commence of the Standard Commence of the Comme				-5,271,820		-5,271,820
Other profit/(loss) directly recognised in capital and reserves	200			-2,981,604					-2,981,604
Net profit/(loss) directly recognised in capital and reserves (004+005+006+007)	800	0	0	-2,981,604	0	0	27,600,006	0	24,618,402
Profit/(loss) for the period	600				and the second of the second o	310,386,634			310.386.634
Total recognised income and expenses for the period (008+609)	910	C	0	-2,981,604	0	310,386,634	27,600,006	0	335.005.036
Increase/(decrease) of share capital	£				The state of the s				0
Buy/sell of treasury shares	012							The second secon	
Other changes	013			-327,069	-15,021,330			27,141,333	11.792.934
Transfer to reserves	914			-125,694,692	778,023,166	-652,328,474			0
Dividends paid	915				-192,927,433				-192,927,433
Distribution on income (014+015)	016	0	0	-125,694,692	585,095,733	-652,328,474	0	0	-192,927,433
Balance at reporting date (003+010+011+012+013+016)	017	3,500,360,782	0	86,757,473	2,357,944,814	310,386,634	39,610,106	28,235,492	6,323,295,301
Banks which prepare consolidated financial statements represent changes in non controlling interest separately in appropriate capital items.	non contro	ling interest separat	aly in approp	orlate capital items	9.				

### Notes to financial statements

CASH AND DEPOSITS WITH Central bank	31.12.2010	30.6.2011
Cash on hand	733,608,588	860,820,390
ash on clearing account	2,106,524,167	1,531,629,560
Obligatory reserves with the central banks	3,719,929,625	5,282,835,548
	6,560,062,380	7,675,285,498

DEPOSITS WITH BANKING INSTITUTIONS	31.12.2010	30.6.2011
Current accounts with other banks	108,494,581	218,214,219
Term deposits with banks	2,988,661,235	1,155,892,198
Less; Allowance for possible placement losses	(13,456,417)	(19,884,002)
	3,083,699,399	1,354,222,415

	···········	
SECURITIES AND OTHER FINANCIAL INSTRUMENTS HELD FOR TRADING	31.12.2010	30.6.2011
Shares	-	19,587,568
Shares in investment funds	-	303,940,366
	-	323,527,934

TREASURY BILLS WITH MINISTRY OF FINANCE AND BILLS OF EXCHANGE WITH CENTRAL	<del></del>	·····
BANK	31.12.2010	30.6.2011
Treasury bills		
Securities and other financial instruments held for trading	51,389,540	43,994,412
Securities and other financial instruments available for sale	1,470,148,784	989,225,447
Securities and other financial instruments held to maturity	-	197,733,416
	1,521,538,324	1,230,953,275

SECURITIES AND OTHER FINANCIAL INSTRUMENTS AVAILABLE FOR SALE	31.12.2010	30.6.2011
Equity shares and participations:	42,813,175	77,497,540
Investments in companies	21,090,176	54,237,690
Investments in financial institutions	21,723,000	23,259,850
Listed debt securities	2,740,934,637	3,291,698,346
Investment in open funds	32,188,194	34,609,885
	2,815,936,007	3,403,805,771

Analysis of listed debt securities:		
Debt securities available for sale allocated by the issuer comprise:	31.12.2010	30.6.2011
Republic of Croatia	591,993,285	823,408,219
Companies in Republic of Croatia	154,011,919	134,835,462
Other states	1,994,929,433	2,333,454,665
	2,740,934,637	3,291,698,346

SECURITIES AND OTHER FINANCIAL INSTRUMENTS HELD TO MATURITY	31.12.2010	30.6.2011
Fixed income debt securities:	417,383,536	398,910,863
Listed debt securities - Bonds issued by the Republic of Croatia	351,262,850	349,311,617
Unlisted debt securities Bonds issued by the Republic of Croatia	48,575,733	26,983,751
Bonds of Republic of Montenegro	17,544,953	22,615,495
Factoring	376,880	922,983,007
Total assets held to maturity before allowance	417,760,416	1,321,893,870
Less: allowance for assets held to maturity	(456,892)	(33,924,307)
","	417,303,524	1,287,969,563

		31.12.2010			30.6.2011	
DERIVATIVE FINANCIAL ASSETS AND LIABILITIES	Notional amount	Assets	Liabilities	Notional amount	Assets	Liabilities
Interest rate instruments:				" " "		
Interest rate swaps - assets	1,112,812,381	7,665,818		1,233,001,960	7,200,530	
Interest rate swaps - liabilities	1,112,812,381	<u> </u> :	5,475,554	1,233,001,960		3,781,43
Subtotal - interest rate instruments	2,225,624,762	7,666,818	5,475,554	2,466,003,920	7,200,530	3,781,43
Foreign currency instruments:					ļ	
Currency swaps		ľ			1	
Purchase	564,289,469	811,083		218,526,109	3,227,137	
Sell	565,722,268	Į	2,321,271	218,336,567	l	1,760,68
Forwards		Ì				
Purchase	8,922,028,645	27,581,904		11,652,739,367	49,968,612	
Sell	9,118,767,454		228,196,951	11,774,096,878		171,243,55
Call options						
Put options		ĺ		o		
Subtotal – Foreign currency instruments	19,170,807,836	28,392,987	230,518,222	23,863,698,922	53,195,749	173,004,24
Other instruments:						
Call options for stock indeks	2,954,069	71,941		2,949,578	0	
Put options for stock indeks	2,947,462		71,899	2,478,762	1	981,48
Call options for equity instruments	8,308,319				1	
Put options for equity instruments					l	
Forward bonds - purchase		1				
Forward bonds - sell					ŀ	
Embedded derivatives - assets	113,028,001	259,607		100,843,444	247,467	
Embedded derivatives – liabilities	65,320,523		8,112	55,595,398	1	2,25
Short position in bonds issued by Republic of Croatia					-	
Total – other instruments	192,558,374	331,548	80,011	161,867,183	247,467	983,73
	21,588,990,972	36,391,353	236,073,787	26,491,570,025	60,643,746	177,769,404

LOANS TO FINANCIAL INSTITUTIONS	31.12.2010	30.6.2011
Loans	467,247,423	592,959,777
Less: Allowance for loan impairment	(4,478,744)	(6,215,423)
	462,768,679	586,744,354

LOANIS TO OTHER OUSTONISTS		
LOANS TO OTHER CUSTOMERS	31.12.2010	30.6.2011
Companies	16,393,253,476	18,423,836,676
Individuals	17,863,035,720	20,130,275,850
Public sector	3,429,983,148	4,448,053,805
Other institutions	132,428,491	161,055,561
Total loans before allowances for impairment	37,818,700,835	43,163,221,892
Less: Allowance for loan impairment	(1,867,853,959)	(2,554,213,014)
	35,950,846,876	40,609,008,878

	Ownership Interest	B	C	<b>.</b>		
Associates	Interest	Activity	Group's Share o 31.12.2010	30.6.2011	31.12.2010	ent at cost 30.6.201
S Immorent leasing zeta d.o.o. za poslovanje nekretninama	40 00%	Poslovanje nekretninama	429,680	513.933	12,800	12,800
Erste Factoring d.o.o.	į.	Ostalo kreditno poslovan	48,883,560	315,933	2,354,000	12,000
Erste d.o.o		Društvo za upravljanje ot	24,631,606	22,833,595	12,157,602	12,157,602
S IT Solutions HR d.o.o.	l l	IT usluge	206.314	702,861	4.000	4,000
Erste vrijednosni papiri d.o.o.	49.00%	ii usiuge	14,079,600	702,801	17,876,000	4,000
Total associates:	49.00%		88,230,761	24,050,389	32,404,402	12,174,402
Subsidiaries			88,230,761	24,030,363	52,404,402	12,174,402
Erste nekretnine d.o.o.	100 00%	Poslovanje nekretninama	800.000	800,000	800,000	800,000
Erste DMD d.o.o.	L.	Društvo za upravljanje do	15,000,000	15,000,000	15,000,000	15,000,000
MBU d.o.o.		IT inženjering i međuban	33,242,343	33,242,343	18,731,203	19,588,894
Erste Factoring d.o.o.		Ostalo kreditno poslovan	0	83,394,522	0	37,658,000
Erste Card Club d.d.	100.00%		0	339,774,767	0	1,089,285,069
Erste Delta d.o.o.	100.00%	Poslovanje nekretninama	26,000	26,000	26,000	26,000
Erste bank a.d., Podgorica		Strana financijska instituc	182,521,125	182,521,125	100,396,379	100,396,379
Total ubsidiaries:			231,589,468	654,758,757	134,953,582	1,262,754,342
Total:			319,820,229	678,809,146	167,357,984	1,274,928,744

TANCING ACCORDING BERNAULA BERNAULA		
TANGIBLE ASSET (MINUS DEPRECIATION)	31.12.2010	30.6.2011
Land and buildings	549,522, <del>6</del> 68	563,468,496
Computers	16,052,059	19,987,308
Furniture and other equipment	84,601,631	96,172,346
Motor vehicles	1,065,069	1,166,042
Ongoing investment in buildings and equipment	48,325,520	65,514,584
Investment property	19,846,659	19,489,216
	719,413,606	765,797,993

INTEREST, FEES AND OTHER ASSETS	31.12.2010	30.6.2011
Undue interests and fees	259,623,015	305,221,837
Due interests and fees	295,968,088	309,615,850
Tax assets	95,333,468	163,192,155
Receivables for overpaid taxes	1,673,755	16,310,602
Intangible assets	56,180,110	60,378,193
Inventory of office supply and other materials	398,781	429,582
Numismatic collection	579,185	563,385
Prepaid expenses	13,892,059	18,385,052
Other assets	71,040,980	917,249,238
Total other assets before allowance for impairment	794,689,441	1,791,345,894
Less: Allowance for impairment of other asset	(122,014,271)	(165,373,848)
	672,675,170	1,625,972,046

AMOUNTS DUE TO FINANCIAL INSTITUTIONS		
	31.12.2010	30.6.2011
rom banks	11,086,782,538	17,470,468,718
rom other banking institutions	163,322,301	129,824,012
From HBOR	2,132,081,754	2,180,363,032
	13,382,186,593	19,780,655,762

DEPOSITS		
Deposits of giro and current accounts	31.12.2010	30.6.2011
Deposits from public sector		
Republic of Croatio	3,309,378	4,899,010
Republic funds	1,462,143	21,365,037
Local government	79,609,020	42,360,795
Deposits from financial institutions		
Banks	31,822,961	53,072,895
Other banking institutions	89,171,309	324,565,132
HBOR	10,057	9,372
Non-banking financial instituitions	94,788,340	77,230,415
Banks in bankruptcy	184,700	2,333,025
Banks in liquidation	959,452	994,868
Deposits from state commercial customers	36,093,919	50,228,825
Deposits from other commercial customers	2,109,987,331	1,973,702,067
Deposits from non-profit institutions	119,360,793	105,266,935
Deposits from individuals	1,525,047,124	1,564,688,819
Deposits from non residents		
Foreign financial institutions	76,142,165	41,216,977
Foreign states	5,179,730	2,867,119
Foreign commercial customers	91,711,668	90,233,983
Foreign individuals	335,462,088	380,349,631
Foreign non-profit institutions	8,531,916	8,289,631
	4,608,834,094	4,743,674,536

Savings deposits	31.12.2010	30.6.2011
Deposits from financial institutions		
Banks	50,062,731	49,727,007
Other banking institutions	21,520,584	6,632,237
Non-banking financial instituitions	3,127,687	498,417
Deposits from state commercial customers	5,169,621	22,121,838
Deposits from other commercial customers	438,896,617	336,884,817
Deposits from non-profit institutions	1,587,946	305,995
Deposits from individuals	2,110,833,717	2,037,993,761
Deposits from non residents		
Foreign financial institutions	•	13,437
Other non residents	167,082,336	175,198,202
<del></del>	2,798,281,239	2,629,375,71

	<u> </u>	
Term deposits	31.12.2010	30.6.2011
Deposits from public sector		
Republic of Croatia	98,891,078	33,853,120
Republic funds	-	
Local government	23,057,555	43,060,548
Deposits from financial institutions		
Banks	200,948,993	354,936,098
Other banking institutions	1,326,254,588	1,600,703,430
HBOR	95,000,000	95,000,000
Non-banking financial institution	1,942,707,275	783,067,509
Banks in bankruptcy	15,414,446	36,000,000
Deposits from state commercial customers	103,551,779	36,449,026
Deposits from other commercial customers	2,856,101,906	2,049,102,608
Deposits from non-profit institutions	101,336,580	93,103,836
Deposits from individuals	15,623,930,141	16,115,745,676
Deposits from non residents		
Foreign financial institutions	410,879,138	714,090,587
Foreign states	14,770,346	31,887,532
Foreign commercial customers	115,251,369	109,037,039
Foreign individuals	1,313,356,526	1,328,354,845
Foreign non-profit institutions	1,050,021	1,300,644
The state of the s	24,242,501,741	23,425,692,491

INTEREST, FEES AND OTHER LIABILITIES	31.12.2010	30.6.2011
Undue interest and fees	386,620,574	422,938,08
Due interest and fees	4,044,059	16,351,80
Prepayments received from borrowers	178,145,007	175,503,557
Tax fiabilities	67,293,386	4,927,542
Salaries and bonuses payable	88,059,790	76,492,037
Off balance provisions	53,303,020	53,767,009
Amounts due to suppliers	24,194,889	461,844,082
Payables to State Agency for deposit insurance	12,213,426	12,516,423
Uninvoiced liabilities	17,054,324	24,709,309
Liabilities for dividend payout	1,006,548	163,446,360
Other	61,238,877	237,051,918
	893,173,900	1,649,548,13

INTEREST INCOME		
	30.6.2010	30.6.2011
Interest on loans and advances to customers	1,313,974,068	1,552,938,651
Interest on amounts due from other banks	9,352,446	16,629,881
Interest income on financial investments	93,248,173	85,002,356
Interest on balances due from the central bank	12,094,981	3,614,292
Interest on derivative financial instruments	67,652,633	88,615,704
Interest income on impaired financial assets - loans and advances to customers	21,779,362	40,754,299
Interest on reverse repurchase agreements	3,011,692	1,011,612
Other interest income	2,612,265	2,784,213
Interest on financial assets mesaured at fair value through profit and loss	46,667	781,975
W)	1,523,772,287	1,792,132,983

INTEREST EXPENSES	<u> </u>	
	30.6.2010	30.6.2011
Interest on customer deposits	499,457,518	409,207,596
Interest on other borrowed funds	156,750,019	239,293,218
Interest on amounts due to other banks	25,692,875	34,955,100
interest on subordinated debt	679,770	965,215
interest on derivative financial instruments	11,696,152	33,053,697
Interest on repurchase agreements	1,011,438	2,514,082
Other interest expense	1,207,230	33,504,535
Interest on financial liabilities mesaured at fair value through profit and loss	43,334	715,198
	696,538,336	754,208,641

FEE AND COMMISSION INCOME	:	
	30.6.2010	30.6.2011
Payments and money transfers	87,009,751	85,040,378
Bank cards services	85,838,937	75,267,483
Custodial fees	28,145,674	20,385,896
Guarantees and letter of credit	17,532,914	132,735,220
Other fee and commission income	26,996,318	29,278,661
	245,523,594	342,707,638

FEE AND COMMISSION EXPENSES		
	30.6.2010	30.6.2011
Payments and money transfers	21,703,109	21,763,041
Bank cards services	21,544,345	25,845,909
Custodial fees	579,472	1,390,261
Guarantees and letter of credit	652,886	1,084,400
Other fee and commission expense	1,696,635	1,318,267
	46,176,447	51,401,878

PROFIT/LOSS FROM TRADING	<u> </u>	
	30.6.2010	30.6.2011
Net foreign exchange gain loss on derivative financial instruments	-1,579,861	3,239,553
et gain on financial assets at fair value through profit or loss	11,038,903	23,465,954
The state of the s	9,459,042	26,705,507

		,
PROFIT/LOSS FROM EMBEDDED DERIVATES		
,","	30.6.2010	30.6.2011
Profit/ (loss) from embedded derivates (except contracts with one-way currency clause)	-475,312	-1,021,821
Profit/ (loss) from embedded derivates according to contracts with the one-way currency clause	-123,524	-5,297
	-598,836	-1,027,118

OTHER INCOME		
	30.6.2010	30.6.2011
Income from sale of property and equipment	132,802	7,108,989
Rental income from investment property	1,442,793	1,467,307
Rental income	1,637,881	1,071,217
Deposit insurance premiums	2,209,451	1,233,022
Negative goodwill	0	7,349
Other	3,125,227	2,114,001
	8,548,154	13,001,885

GENERAL AND ADMINISTRATIVE EXPENSES AND DEPRECIATION		
	30.6.2010	30.6.2011
Employee related costs		
- Wages, salaries and compensations	125,137,007	157,087,991
- Payroll taxes and contributions	95,501,017	119,728,765
Pension provisions	780,960	3,989,299
Donantions and sponsorship	4,189,561	4,268,291
Other administrative expenses	185,846,739	308,275,065
Depreciation	36,855,616	38,789,025
	448,310,900	632,138,436

OTHER EXPENSES	30.6.2010	30.6.2011
Other taxes and contributions	3,327,660	3,927,487
Other	2,475,690	3,168,990
	5,803,350	7,096,477

EXPENSES OF VALUE ADJUSTMENTS AND LOAN LOSS PROVISIONS	30.6.2010	30.6.2011
Provisions for impairment losses on loans and advances	230,798,886	337,256,931
Provision for impairment loss on other assets	54,745,381	29,939,070
Provision for impairment loss on financial investments held to maturity	-12,768	-4,752
Provision for impairment loss on financial investments available for sale	1,468,272	0
Provision for litigations	-3,655,833	8,042,308
Provision for impairment of guarantees and credit commitments	3,187,281	991,602
	286,531,219	376,225,159



### ERSTE&STEIERMÄRKISCHE BANK D.D.

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# DECLARATION OF KEY PERSONNEL RESPONSIBLE FOR PREPARATION OF FINANCIAL STATEMENTS

### According to our best knowledge:

- Shortened set of halfyear financial statements for Erste&Steiermärkische bank d.d. and subsidiaries
  prepared in accordance with appropriate standards of financial reporting of banks in Republic of
  Croatia gives complete and true state of assets and liabilities and financial result and affairs of
  Erste&Steiermärkische bank d.d.
- Management report contanis true and fair view of affairs and results of Erste & Steiermärkische Bank d.d.

Accounting sector director

Karma Perisin

Rijeka, August 31st 2011

Management Board member

BANK C.D. BANK C.D. Slađana Jagar