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Audited financial statements of Erste&Steiermärkische Bank d.d. for period January 1st – December 31st 2018

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Management report 25 March 2019

Stable operation and positive trends in the segment of new loans dominant in 2018

"We are pleased with our 2018 results. Stable operation, new loan growth in both segments, retail and corporate, along with responsible risk policy management, provide a confirmation that we are following the right business model. Furthermore, the Bank remained a market leader in customer satisfaction and had stable capital adequacy parameters. The list of the characteristics of the Bank's successful operations in 2018 is fulfilled by a balanced loan-deposit ratio", said **Christoph Schoefboeck**, Chairman of the Management Board of Erste Bank Croatia, commenting on the business results for H1 2018, and added: "During 2018, we also witnessed the first tangible responses to the growing challenges of digitalization. The processes of acceleration of time-to-market, more frequent changes and adaptations of existing products, and comprehensive digital business transformation will continue in 2019 at a faster pace."

IN BRIEF

According to the non-consolidated financial report for Erste Bank Croatia (the Bank), net profit in 2018 was HRK 829.7 million, up 27.7% from HRK 649.5 million in 2017. Lower provision costs in comparison with 2017, partly a result of the general positive portfolio trends and the lower NPL share, and partly a result of the fact that provision costs increased in 2017 due to the situation of the Agrokor conglomerate and its associate companies, were the main driver of the increase in net profit. In 2018, net interest income maintained a stable trend and amounted to HRK 1,651.9 million, down 0.3% from HRK 1,657.3 million in 2017, while net fee and commission income was up 4.6%, from HRK 444.7 million in 2017 to HRK 464.9 million in 2018. The Bank's total assets on 31/12/2018 were HRK 61.4 billion, up 7.4% from HRK 57.2 billion at 2017YE. As of 31/12/2018, total loans to customers were HRK 39.9 billion*, up 9.3% from HRK 36.5 billion at 2017YE. Total deposits from customers as of 31/12/2018 were HRK 47.0 billion, up 11.1% from HRK 42.3 billion at 2017YE.

In 2018, the bank continued to record positive trends in the segment of new loans. In the retail segment, new loans grew by around 21%, from around HRK 4.25 billion in 2017 to around HRK 5.14 billion in 2018. New loans in microcompanies segment were up 24%, from HRK 350.2 million in 2017 to HRK 434.9 million in 2018. Positive trends were also recorded in the corporate segment, where new loans were up around 20%, from around HRK 7.21 billion in 2017 to around HRK 8.65 billion in 2018.

EBC Group's** net profit in 2018 was HRK 1.0 billion, up 125.5% compared to HRK 457.1 million in 2017. Increase in net profit is largely due to the substantially lower provision costs compared to the previous year, when provision costs had been impacted by the situation in the Agrokor conglomerate and its associated companies. EBC Group's net interest income was up 0.04%, from HRK 2,072.2 million in 2017 to HRK 2,073.1 million in 2018. Net fee and commission income was up 2.6%, from HRK 715.0 million in 2017 to HRK 733.4 million in 2018. EBC Group's total assets on 31/12/2018 were HRK 69.7 billion and were up 5.7% from HRK 65.9 billion at 2017YE. Total loans to customers as of 31/12/2018 were HRK 46.5 billion***, up 7.3% from HRK 43.3 billion at 2017YE. EBC Group's total deposits from customers on 31/12/2018 were HRK 49.2 billion and were up 10.9% from HRK 44.3 billion at 2017YE.

OUTLOOK

"Positive characteristics include the maintenance of positive trends on the fiscal consolidation side and further announcements about Croatia joining the Eurozone, particularly against a backdrop of stronger involvement in the European integration space, long-term stability of the economy, and reduction of currency risk for citizens and businesses. However, introduction of the euro is not and should not be a goal in itself. In this context, implementing true structural reforms, finding an adequate answer to the emigration problem, reinforcing legal and political stability, and increasing the level of investment security become even more important", Schoefboeck underlined.

"We want our success to be sustainable and long-term, to result from the quality selection and financial backing of those projects that are sound and profitable, development of innovative products and services, and to be based on partnership relations that we maintain with our clients and other stakeholders in the social community. Apart from the financial segment of our business operations, as well as our important role on both domestic and regional financial markets, we will continue to support and stimulate the development of different segments of society through a wide spectrum of our so-called non-financial activities, which are directed toward the well-being of clients and the greater social community. Our common goals are success, satisfaction, and prosperity – of our clients, of our employees and of society in Croatia as a whole", concluded Schoefboeck.

*In year 2018, finance lease receivables and trade and other receivables are separately disclosed while in year 2017 they are part of position loans to and receivables from customers

^{**}EBC Group's consolidated financial statement includes the following subsidiaries in addition to Erste & Steiermärkische Bank d.d.: Erste Nekretnine d.o.o., Erste & Steiermärkische S-Leasing d.o.o., Erste Bank a.d., Podgorica, Erste Card Club group, Erste Factoring d.o.o., Erste Group IT HR d.o.o. and Izbor Nekretnina d.o.o.

^{***}In year 2018, finance lease receivables and trade and other receivables are separately disclosed while in year 2017 they are part of position loans to and receivables from customers

Statement of Profit or Loss

in HRK million	GROUP					
	2017	2018	2017	2018		
Net interest income	2,072	2,073	1,657	1,652		
Interest income	2,603	2,460	2,091	1,960		
Other similar income	85	70	85	72		
Interest expense	(540)	(381)	(443)	(305)		
Other similar expenses	(76)	(76)	(76)	(75)		
Net fee and commission income	715	734	445	465		
Fee and commission income	937	968	610	642		
Fee and commission expenses	(222)	(234)	(165)	(177)		
Dividend income	1	1	25	21		
Net trading and fair value result	198	221	201	204		
Gains/losses from financial instruments measured at fair value through profit or loss	-	4	-	3		
Net result from equity method investments	10	11	-	-		
Rental income from investment properties & other operating leases	147	117	2	2		
Personnel expenses	(668)	(701)	(487)	(504)		
Other administrative expenses	(644)	(648)	(467)	(478)		
Depreciation and amortisation	(228)	(228)	(58)	(75)		
Gains/losses from financial assets and liabilities not measured at fair value through profit or loss, net	5	-	3	-		
Other gains/losses from derecognition of financial instruments not measured at fair value through profit or loss	-	28	-	14		
Net impairment loss on financial assets not measured at fair value through profit or loss	(866)	-	(440)	-		
Impairment result from financial instruments	-	(246)	-	(199)		
Other operating result	(102)	(81)	(70)	(79)		
Pre-tax result from continuing operations	640	1,285	811	1,026		
Income tax	(183)	(254)	(162)	(196)		
Net result for the period	457	1,031	649	830		
Net result attributable to non-controlling interests	(77)	23	-	-		
Net result attributable to owners of the parent	534	1,008	-	-		

Statement of Financial Position as at 31 December 2018

in HRK million	llion GROUI						
	31 December 2017	31 December 2018	31 December 2017	31 December 2018			
Assets							
Cash and cash balances	4,639	4,954	4,170	4,383			
Financial assets - held for trading	247	278	250	279			
Derivatives	52	33	55	34			
Other trading assets	195	245	195	245			
Non-trading financial assets at fair value through profit or loss	-	165	-	23			
Pledged as collateral	-	93	-	-			
Equity instruments	-	11	-	9			
Debt securities	-	154	-	14			
Financial assets - available for sale	8,018	-	7,468	-			
thereof pledged as collateral	250	-	-	-			
Financial assets at fair value through other comprehensive		0.000		7.077			
income Diadrad as collectoral	-	8,602 323	-	7,977			
Pledged as collateral	-		-	-			
Equity instruments	-	111	-	102			
Debt securities	4 070	8,491	4 204	7,875			
Financial assets - held to maturity	1,878	-	1,391	-			
Loans to and receivables from credit institutions	5,233	-	5,132	-			
Loans to and receivables from customers Financial assets at amortised cost	43,297	40.670	36,512	40.445			
	-	49,678		46,115			
Pledged as collateral Debt securities	-	1,273	-	1 020			
Loans and advances to banks	-	5,228	-	1,020			
Loans and advances to customers	-	43,177	-	5,309 39,786			
Finance lease receivables		2,080	-	39,760			
Property and equipment	1,262	1,245	583	669			
Investment properties	53	1,245	20	17			
Intangible assets	393	372	111	120			
Investments in subsidiaries	- 595	512	951	989			
Investments in associates	60	60	38	38			
Current tax assets	17	10	-	-			
Deferred tax assets	234	219	88	87			
Trade and other receivables	-	1,425	-	309			
Other assets	594	554	492	428			
Total assets	65,925	69,691	57,206	61,434			
Total assets	00,320	00,001	31,200	01,404			
Liabilities and equity							
Financial liabilities - held for trading	52	27	52	27			
Derivatives	52	27	52	27			
Financial liabilities measured at amortised cost	56,632	59,687	49,235	52,937			
Deposits from banks	11,025	8,931	6,394	5,082			
Deposits from customers	44,374	49,197	42,307	46,983			
Debt securities issued	376	670	376	670			
Other financial liabilities	857	889	158	202			
Provisions	267	205	212	166			
Current tax liabilities	139	106	132	81			
Deferred tax liabilities	2	2	-	-			
Other liabilities	627	603	433	413			
Total liabilities	57,719	60,630	50,064	53,624			
Subscribed capital	1,698	1,698	1,698	1,698			
Capital reserves and share premium	1,887	1,887	1,887	1,887			
Retained earnings	4,221	5,083	3,342	4,021			
Other reserves	244	223	215	204			
Equity attributable to owners of the parent	8,050	8,891	-	7,810			
Equity attributable to non-controlling interests	156	170	-	-			
Total equity	8,206	9,061	7,142	7,810			
Total liabilities and equity	65,925	69,691	57,206	61,434			



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DECLARATION OF KEY PERSONNEL RESPONSIBLE FOR PREPARATION OF FINANCIAL STATEMENTS

According to our best knowledge:

- 1. Shortened set of annual financial statements for Erste&Steiermärkische Bank d.d. 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 contains true and fair view of affairs and results of Erste & Steiermärkische Bank d.d.

Head of Accounting and Controlling Division

Krešimir Barić

Rijeka, March 25th 2019

Management Board Member

Slađana Jagar



	GEN	IERAL DATA FOR	ISSUERS		
Reporting period:		1.1.2018	to	31.12.2018	
Year:		2018			
	Annual 1	inancial stateme	ents		
egistration number (MB):	03337367	Issuer's ho State code:	me Member	HR	
Entity's registration number (MBS):					
Personal identification number (OIB):			LEI	549300A2F46GR0UOM390	
Institution code:	2341				
Name of the issuer:	ERSTE & STEIERMARK	ISCHE BANK DD			
Postcode and town:	51000		RIJEKA		
treet and house number:	JADRANSKI TRG 3A				
E-mail address:	erstebank@erstebar	ık.hr			
Web address:	www.erstebank.hr				
Number of employees (end of the reporting					
Consolidated report:	KN (KN	l-not consolidated/KD-co	onsolidated)		
Audited:	RD (F	RN-not audited/RD-audit	ed)		
Names of subsidiarie	es (according to IFRS):		Registered of	office:	MB:
Bookkeeping firm:	No	(Yes/No)			
Contact person:	BERIŠIĆ ANDREJA		(name of the	e bookkeeping firm)	
Telephone:	(only name and surname 072 37 1778	of the contact person)			
E-mail address:	arajic@erstebank.co	m			
Audit firm:	PricewaterhouseCoc	pers d.o.o.			
Certified auditor:	(name of the audit firm)				
Germed additor:	(name and surname)				



BALANCE SHEET balance as at 31.12.2018

in HRK

ltem	ADP code	Last day of the preceding business year	Current period
1	2	3	4
ssets			
Cash, cash balances at central banks and other demand deposits (from 2 to 4)	001	4,169,678,496	4,382,610,4
Cash in hand	002	1,366,025,312	1,564,653,3
Cash balances at central banks	003	2,520,919,108	2,643,391,4
Other demand deposits	004	282,734,076	174,565,5
Financial assets held for trading (from 6 to 9) Derivatives	005 006	249,953,928 54,702,442	278,886,3 34,118,6
Equity instruments	007	34,702,442	34,110,0
Debt securities	008	195,251,486	244,767,7
Loans and advances	009	0	
Non-trading financial assets mandatorily at fair value through profit or loss (from 11 to 13)	010	0	22,584,6
Equity instruments	011	0	22,584,6
Debt securities Loans and advances	012 013	0	
Financial assets at fair value through profit or loss (15 + 16)	013	0	
Debt securities	015	0	
Loans and advances	016	0	
Financial assets at fair value through other comprehensive income (from 18 to 20)	017	7,467,527,425	7,977,417,3
Equity instruments	018	116,328,670	101,987,7
Debt securities	019	7,351,198,755	7,875,429,6
Loans and advances Financial assets at amortised cost (22 + 23)	020 021	0 43,033,922,108	46,424,642,3
Debt securities	021	1,390,560,534	1,020,456,1
Loans and advances	023	41,643,361,574	45,404,186,1
Derivatives - hedge accounting	024	0	
Fair value changes of the hedged items in portfolio hedge of interest rate risk	025	0	
Investments in subsidiaries, joint ventures and associates	026	989,492,155	1,027,332,6
Tangible assets Intangible assets	027 028	603,260,347 110,654,260	686,720,6 120,232,4
Tax assets	029	87,931,356	86,776,2
Other assets	030	493,204,943	427,899,4
Fixed assets and disposal groups classified as held for sale	031	0	
otal assets (1 + 5 + 10 + 14 + 17 + 21 + from 24 to 31)	032	57,205,625,018	61,435,102,6
ayables		, ,	
Financial liabilities held for trading (from 34 to 38)	033	51,640,007	26,981,5
Derivatives Short positions	034	51,640,007 0	26,981,5
Deposits	036	0	
Debt securities issued	037	0	
Other financial liabilities	038	0	
Financial liabilities at fair value through profit or loss (from 40 to 42)	039	0	
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits	040	0	
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued	040 041	0	
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities	040 041 042	0 0	52.027.024
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46)	040 041 042 043	0 0 0 49,235,548,334	
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits	040 041 042 043 044	0 0 0 49,235,548,334 48,701,728,239	52,064,382,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46)	040 041 042 043	0 0 0 49,235,548,334	52,064,382, 670,441,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued	040 041 042 043 044 045	0 0 49,235,548,334 48,701,728,239 376,265,511	52,064,382, 670,441,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities	040 041 042 043 044 045 046	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584	52,937,024, 52,064,382, 670,441, 202,200,4
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions	040 041 042 043 044 045 046 047 048 049	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584	52,064,382,4 670,441,4 202,200,4
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities	040 041 042 043 044 045 046 047 048 049	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596	52,064,382,4 670,441,4 202,200,4
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand	040 041 042 043 044 045 046 047 048 049 050	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596	52,064,382,1 670,441,1 202,200,- 165,954,1 81,296,1
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities	040 041 042 043 044 045 046 047 048 049 050 051	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596	52,064,382,1 670,441,1 202,200,- 165,954,1 81,296,1
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale	040 041 042 043 044 045 046 047 048 049 050 051 052	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596 0 433,096,478	52,064,382,4 670,441,1 202,200,4 165,954, 81,296,4
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities	040 041 042 043 044 045 046 047 048 049 050 051	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596	52,064,382, 670,441, 202,200, 165,954, 81,296,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53)	040 041 042 043 044 045 046 047 048 049 050 051 052	0 0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596 0 433,096,478	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities Liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185, 53,624,442,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185, 53,624,442,
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Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital Other equity instruments Accumulated other comprehensive income Retained profit	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133 0	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185, 53,624,442, 1,698,417, 1,801,947,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital Other equity instruments Accumulated other comprehensive income	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133 0 0 214,370,535 2,692,720,887	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185, 53,624,442, 1,698,417, 1,801,947, 204,434, 3,191,219,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital Other equity instruments Accumulated other comprehensive income Retained profit Revaluation reserves	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054 055 056 057 058 059 060	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133 0 214,370,535 2,692,720,887	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185, 53,624,442, 1,698,417, 1,801,947, 204,434, 3,191,219,
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital Other equity instruments Accumulated other comprehensive income Retained profit Revaluation reserves Other reserves	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054 055 056 057 058 059 060 061	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133 0 0 214,370,535 2,692,720,887 0 84,921,058	52,064,382, 670,441, 202,200, 165,954, 81,296, 413,185, 53,624,442, 1,698,417, 1,801,947, 204,434, 3,191,219,
Pinancial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale otal liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital Other equity instruments Accumulated other comprehensive income Retained profit Revaluation reserves Other reserves (-) Treasury shares Profit or loss attributable to owners of the parent () Interim dividends	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054 055 056 057 058 059 060 061 062 063 064	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133 0 0 214,370,535 2,692,720,887 0 84,921,058 0 649,495,381	52,064,382,1 670,441,1 202,200,1 165,954,1 81,296,1 413,185,1 53,624,442,1 1,801,947,1 204,434,1 3,191,219,1 84,921,1
Financial liabilities at fair value through profit or loss (from 40 to 42) Deposits Debt securities issued Other financial liabilities Financial liabilities measured at amortised cost (from 44 to 46) Deposits Debt securities issued Other financial liabilities Derivatives - hedge accounting Fair value changes of the hedged items in portfolio hedge of interest rate risk Provisions Tax liabilities Share capital repayable on demand Other liabilities Liabilities included in disposal groups classified as held for sale total liabilities (33 + 39 + 43 + from 47 to 53) quity Initial capital Share premium Equity instruments issued other than capital Other equity instruments Accumulated other comprehensive income Retained profit Revaluation reserves Other reserves (-) Treasury shares Profit or loss attributable to owners of the parent	040 041 042 043 044 045 046 047 048 049 050 051 052 053 054 055 056 057 058 059 060 061 062 063	0 49,235,548,334 48,701,728,239 376,265,511 157,554,584 0 211,610,109 131,857,596 0 433,096,478 0 50,063,752,524 1,698,417,500 1,801,947,133 0 0 214,370,535 2,692,720,887 0 84,921,058 0 649,495,381	52,064,382, 670,441,



STATEMENT OF PROFIT OR LOSS

for the period 1.1.2018 to 31.12.2018

in HRK

Non	ADP	Same period of	Current resided
ltem	code	the previous year	Current period
1	2	3	4
Interest income	001	2,164,096,871	2,003,668,14
(Interest expenses)	002	506,770,491	351,796,208
(Expenses on share capital repayable on demand) Dividend income	003	0 24 549 977	24 244 09:
Fees and commissions income	004 005	24,548,877 609,667,894	21,344,98° 642,120,342
(Fees and commissions expenses)	005	164,944,674	177,131,698
Gains or (-) losses on derecognition of financial assets and liabilities not measured at fair value through profit or	000	104,944,074	177,131,090
loss, net	007	2,849,725	13,704,904
Gains or (-) losses on financial assets and liabilities held for trading, net	800	186,370,374	222,438,71
Gains or losses on non-trading financial assets mandatorily at fair value through profit or loss, net	009	0	2,696,60
Gains or (-) losses on financial assets and liabilities at fair value through profit or loss, net	010	0	
Gains or (-) losses from hedge accounting, net	011	0	
Exchange rate differences [gain or (-) loss], net	012	14,823,750	-18,819,25
Gains or (-) losses on derecognition of non-financial assets, net	013	7,778,449	4,162,66
Other operating income	014	38,902,936	40,015,61
(Other operating expenses)	015	127,573,281	126,371,113 2,276,033,69
Total operating income, net (1 – 2 – 3 + 4 + 5 – 6 + from 7 to 14 – 15) (Administrative expenses)	016 017	2,249,750,430	
(Depreciation)	017	884,910,980	912,018,00
Modification gains or (-) losses, net	018	57,806,806	75,549,53
(Provisions or (-) reversal of provisions)	019	0 274,771	-328,73 46,769,48
(Provisions of (-) reversal of provisions) (Impairment or (-) reversal of impairment on financial assets not measured at fair value through profit or loss)	020	439,960,723	163,464,21
(Impairment or (-) reversal of impairment of investments in subsidiaries, joint ventures and associates)	021	50,139,608	43,520,978
(Impairment or (-) reversal of impairment or investments in substitutines, joint ventures and associates)	022	4,928,898	8,959,682
Negative goodwill recognised in profit or loss	023	4,920,090	0,959,00
Share of the profit or (-) loss of investments in subsidiaries, joint ventures and associates accounted for using the	025	0	
Profit or (-) loss from fixed assets and disposal groups classified as held for sale not qualifying as discontinued	026	0	
Profit or (-) loss before tax from continuing operations (16 – 17 – 18 + 19 – from 20 to 23 + from 24 to 26)	027	811,728,644	1,025,423,068
(Tax expense or (-) income related to profit or loss from continuing operations)	028	162,233,263	195,702,53
Profit or (-) loss after tax from continuing operations (27 – 28)	029	649,495,381	829,720,53
Profit or (-) loss after tax from discontinued operations (31 – 32)	030	0	020,720,00
Profit or (-) loss before tax from discontinued operations	031	0	
(Tax expense or (-) income related to discontinued operations)	032	0	
Profit or (–) loss for the year (29 + 30; 34 + 35)	033	649,495,381	829,720,53
Attributable to minority interest [non-controlling interests]	034	0	0_0, _0,
Attributable to owners of the parent	035	649,495,381	829,720,53
STATEMENT OF OTHER COMPREHENSIVE INCOME		,,	, -,
Income or (-) loss for the current year	036	649,495,381	829,720,53
Other comprehensive income (38 + 50)	037	-17,592,227	-31,743,84
Items that will not be reclassified to profit or loss (from 39 to 45) + 48 + 49)	038	13,087,672	16,602,94
Tangible assets	039	0	-
Intangible assets	040	0	
Actuarial gains or (-) losses on defined benefit pension plans	041	41,000	631,93
Fixed assets and disposal groups classified as held for sale	042	0	(
Share of other recognised income and expense of entities accounted for using the equity method	043	0	-
Fair value changes of equity instruments measured at fair value through other comprehensive income	044	13,054,052	19,644,01
Gains or (-) losses from hedge accounting of equity instruments at fair value through other comprehensive	045	0	
Fair value changes of equity instruments measured at fair value through other comprehensive income [hedged	046	0	
Fair value changes of equity instruments measured at fair value through other comprehensive income	047	0	
Fair value changes of financial liabilities at fair value through profit or loss attributable to changes in their credit	048	0	
Income tax relating to items that will not be reclassified	049	-7,380	-3,673,00
Items that may be reclassified to profit or loss (from 51 to 58)	050	-30,679,899	-48,346,78
, , , ,	051	0	
Hedge of net investments in foreign operations [effective portion]	052	0	
Hedge of net investments in foreign operations [effective portion] Foreign currency translation		0	
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion]	053		
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion] Hedging instruments [not designated elements]	054	0	
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion] Hedging instruments [not designated elements] Debt instruments at fair value through other comprehensive income	054 055		
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion] Hedging instruments [not designated elements] Debt instruments at fair value through other comprehensive income Fixed assets and disposal groups classified as held for sale	054 055 056	-34,548,987 0	
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion] Hedging instruments [not designated elements] Debt instruments at fair value through other comprehensive income Fixed assets and disposal groups classified as held for sale Share of other recognised income and expense of investments in subsidiaries, joint ventures and associates	054 055 056 057	-34,548,987 0	-52,518,84
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion] Hedging instruments [not designated elements] Debt instruments at fair value through other comprehensive income Fixed assets and disposal groups classified as held for sale Share of other recognised income and expense of investments in subsidiaries, joint ventures and associates Income tax relating to items that may be reclassified to profit or (-) loss	054 055 056 057 058	0 -34,548,987 0 0 3,869,088	-52,518,84 4,172,05
Hedge of net investments in foreign operations [effective portion] Foreign currency translation Cash flow hedges [effective portion] Hedging instruments [not designated elements] Debt instruments at fair value through other comprehensive income Fixed assets and disposal groups classified as held for sale Share of other recognised income and expense of investments in subsidiaries, joint ventures and associates	054 055 056 057	-34,548,987 0	-52,518,84 4,172,05 797,976,68



Cash and cash equivalents at the beginning of period

Effect of exchange rate fluctuations on cash and cash equivalents

Cash and cash equivalents at the end of period (48 + 49 + 50)

STATEMENT OF CASH FLOW

for the period 1.1.2018 to 31.12.2018

in HRK Submitter: FRSTF & STEIFRMARKISCHE BANK DD At the reporting ADP Same period of Item date of the the previous year current period Operating activities - direct method Interest received and similar receipts 001 0 n Fees and commissions received 002 0 0 (Interest paid and similar expenditures) 003 0 0 (Fees and commissions paid) 004 0 0 (Operating expenses paid) 0 0 005 Net gains/losses from financial instruments at fair value through statement of profit or loss 0 0 006 Ω Other receipts 007 0 (Other expenditures) 0 800 0 Operating activities - indirect method Profit/(loss) before tax 009 811,728,644 829.720.531 Adjustments: Impairment and provisions 010 486 348 514 252 714 591 Depreciation 011 57,806,806 75,549,535 Net unrealised (gains)/losses on financial assets and liabilities at fair value through statement of profit or loss 012 (Profit)/loss from the sale of tangible assets -57,665,336 -2,063,692 013 Other non-cash items 014 0 184.142.769 changes in assets and liabilities from operating activities Deposits with the Croatian National Bank 015 -191,783,485 -218,074,194 Deposits with financial institutions and loans to financial institutions 016 655,874,184 -600,237,242 Loans and advances to other clients 017 -2,462,742,221 -5,583,650,844 Securities and other financial instruments at fair value through other comprehensive income 018 -255.272.147 1.101.033.628 Securities and other financial instruments held for trading 019 -195.835.875 195.063.646 Securities and other financial instruments at fair value through statement of profit or loss, not traded 020 Securities and other financial instruments at fair value through statement of profit or loss 021 0 -2,508,283 Securities and other financial instruments at amortised cost 022 -320.543.846 42.578.119 Other assets from operating activities 023 48.978.683 -171.332.557 Deposits from financial institutions 024 109,994,683 -1,491,744,426 Transaction accounts of other clients 025 3,995,220,213 6,607,581,819 Savings deposits of other clients -235,142,548 235,582,657 026 Time deposits of other clients -1.706.037.049 -1.479.281.558 027 Derivative financial liabilities and other traded liabilities 028 -24.801.100 -24.658.429 Other liabilities from operating activities 029 84,767,378 -20,010,211 Interest received from operating activities [indirect method] 030 2,152,213,388 2,087,645,036 Dividends received from operating activities [indirect method] 20,383,770 031 -545.469.165 Interest paid from operating activities [indirect method] 032 -359.838.423 (Income tax paid) กรร -19.518.278 Net cash flow from operating activities (from 1 to 33) 034 2,388,121,443 1,678,596,242 Investing activities Cash receipts from the sale / payments for the purchase of tangible and intangible assets 035 -19.618.244 -119,574,040 Cash receipts from the sale / payments for the purchase of investments in branches, associates and joint -81,361,500 -29.412.475 036 ventures Cash receipts from the sale / payments for the purchase of securities and other financial instruments held to 037 maturity Dividends received from investing activities 038 0 0 Other receipts/payments from investing activities 039 0 0 Net cash flow from investing activities (from 35 to 39) 040 -49,030,719 -200,935,540 Financing activities Net increase/(decrease) in loans received from financing activities 041 -1,189,025,245 -156,041,084 Net increase/(decrease) of debt securities issued 042 56.091.908 300.926.953 Net increase/(decrease) of Tier 2 capital instruments 043 Increase of share capital 044 0 (Dividends paid) 045 -218,586,333 -160,160,770 Other receipts/(payments) from financing activities 046 Net cash flow from financing activities (from 41 to 46) 047 -1.351.519.670 -15.274.901 Net increase/(decrease) of cash and cash equivalents (34 + 40 + 47) 048 987,571,054 1,462,385,801

049

050

051

3,886,895,438

4,874,466,492

4,873,354,188

6,335,739,989



STATEMENT OF CHANGES IN EQUITY

for the period from 1.1.2018 to 31.12.2018 in HRK

		Attributable to owners of the parent									interest				
ltem	ADP code	Equity	Share premium	Equity instruments issued other than capital	Other equity instruments	Accumulated other comprehensiv e income	Retained profit	Revaluation reserves	Other reserves	() Treasury shares	Profit or (-) loss attributable to owners of the parent	(-) Interim dividends	Accumulate d other comprehen sive income	Other items	Total
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Opening balance [before restatement]	001	1,698,417,500	1,801,947,133	0	0	214,370,535	2,692,720,887	0	84,921,058	0	649,495,381	0	0	0	7,141,872,494
Effects of error corrections	002	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Effects of changes in accounting policies	003	0	0	0	0	21,678,139	-28,356,928	0	0	0	0	0	0	0	-6,678,789
Opening balance [current period] (1 + 2 + 3)	004	1,698,417,500	1,801,947,133	0	0	236,048,674	2,664,363,959	0	84,921,058	0	649,495,381	0	0	0	7,135,193,705
Ordinary shares issue	005	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Preference shares issue	006	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Issue of other equity instruments	007	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Exercise or expiration of other equity instruments issued	800	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Conversion of debt to equity	009	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Capital reduction	010	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Dividends	011	0	0	0	0	0	-160,160,770	0	0	0	0	0	0	0	-160,160,770
Purchase/sale of treasury shares	012	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Sale or cancellation of treasury shares	013	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Reclassification of financial instruments from equity to liability	014	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Reclassification of financial instruments from liability to equity	015	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Transfers among components of equity instruments	016	0	0	0	0	0	649,495,381	0	0	0	-649,495,381	0	0	0	0
Share based payments	017	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other increase or (-) decrease of equity instruments	018	0	0	0	0	129,644	37,520,806	0	0	0	0	0	0	0	37,650,450
Total comprehensive income for the current year	019	0	0	0	0	-31,743,847	0	0	0	0	829,720,531	0	0	0	797,976,684
Equity instruments increase or (-) decrease resulting from business combinations	020	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Closing balance [current period] (from 4 to 20)	021	1,698,417,500	1,801,947,133	0	0	204,434,471	3,191,219,376	0	84,921,058	0	829,720,531	0	0	0	7,810,660,069



NOTES TO THE ANNUAL FINANCIAL STATEMENTS (GFI) Name of issuer: **ERSTE & STEIERMARKISCHE BANK DD**OIB: **23057039320**

Reporting period: 1.1.2018 - 31.12.2018

The Annual financial statements are prepared in accordance with the Decision on the structure and content of the annual financial statements of credit institutions, International Financial Reporting Standards, as well as with the instructions from Annex V of the Commission Implementing Regulation (EU) No 680/2014 of 16 April 2014 laying down implementing technical standards with regard to supervisory reporting of institutions according to Regulation (EU) No 575/2013 of the European Parliament and of the Council.

In order to present prior period in compliance with IFRS requirements, prior period in the Balance Sheet is prepared based on the measurement method.

Additional and supplementary information in the notes to the financial statements are presented as an integral part of the Annual Report.