

PROFILE

Founded in 1819 as the first Austrian savings bank, Erste Group went public in 1997 with a strategy to expand its retail business into Central and Eastern Europe (CEE).

Since then, Erste Group has grown through numerous acquisitions and organic growth to one of the largest financial services providers in the Eastern part of EU in terms of clients and total assets:

ONE OF THE LEADING FINANCIAL SERVICE PROVIDERS IN THE EASTERN PART OF EU

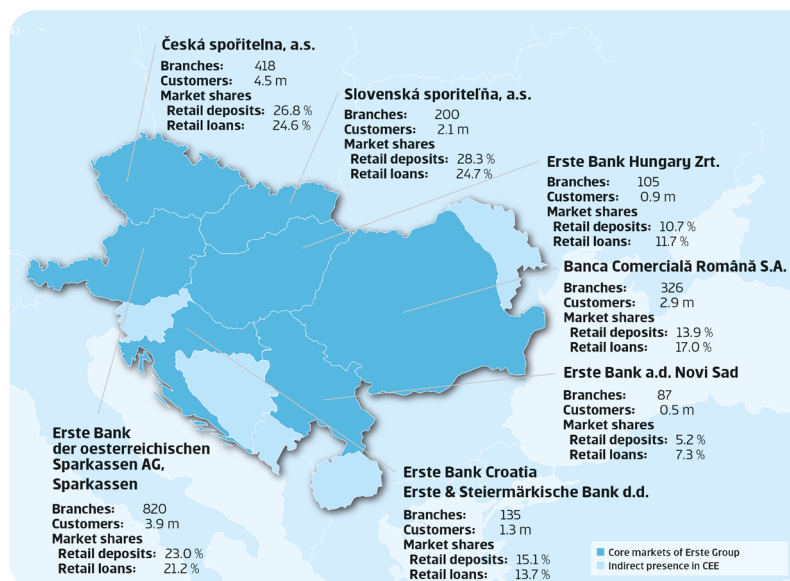
AMONG THE TOP 3 BANKS IN ITS CORE MARKETS

INNOVATION LEADER IN RETAIL BANKING IN AUSTRIA

FOR THE FINANCIAL YEAR 2021, ERSTE GROUP HAD:

- 16.1 MILLION CUSTOMERS
- 44,500 EMPLOYEES
- 2,091 BRANCHES IN 7 COUNTRIES
- EUR 307 BILLION TOTAL ASSETS
- EUR 1.92 BILLION NET PROFIT
- EUR 3.44 BILLION OPERATING RESULT
- EUR 24 BILLION TOTAL EQUITY
- 14.5% CET 1 RATIO (FINAL)

EXTENSIVE PRESENCE IN CEE



STRATEGY

CUSTOMER BANKING IN CENTRAL AND EASTERN EUROPE

EASTERN PART OF EU

RETAIL BANKING

Focus on local currency mortgage and consumer loans funded by local deposits. FX loans (in EUR) only where funded by local FX deposits (Croatia and Serbia). Savings products, asset management and pension products. Expansion of digital banking offering.

CORPORATE BANKING

SME and local 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, including customer-based trading activities. In addition to core markets, presence 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 only held for market making, liquidity or balance sheet management reasons.

INTERBANK BUSINESS

Focus on banks that operate in the core markets. Any bank exposure is only held for liquidity or balance sheet management reasons or to support client business.

LISTINGS AND INDEX REPRESENTATION 31.12.2021

| LISTINGS | INDEX | WEIGHTING |
|--------------------------|--------|-----------|
| Vienna Stock Exchange | ATX | 20.4 % |
| Prague Stock Exchange | PX | 20.1 % |
| Bucharest Stock exchange | BET-BK | 7.3 % |

- Public trading via a level I ADR programme in the U.S.
- MSCI Standard Index
- EURO STOXX Banks Index
- FTSEurofirst 300 Index

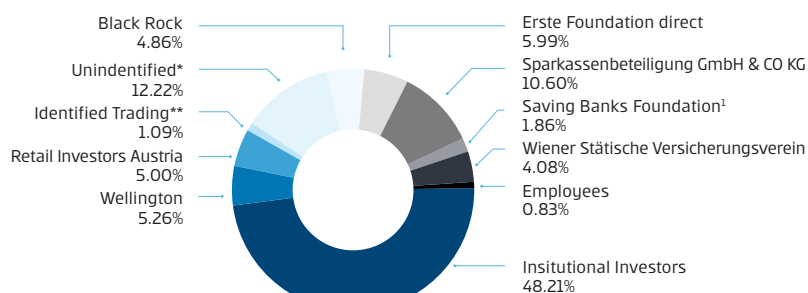
RATINGS 26.01.2022

| | LONG-TERM | SHORT-TERM | OUTLOOK |
|---------|-----------|------------|---------|
| S&P | A+ | A-1 | Stable |
| Fitch | A | F1 | Stable |
| Moody's | A2 | P-1 | Stable |

MANAGEMENT BOARD

- Bernd Spalt, CEO
- Stefan Dörfner, CFO
- Alexandra Habeler-Drabek, CRO
- Ingo Bleier, Corporates & Markets Retail Banking
- David O'Mahony, Chief Operations Officer
- Maurizio Poletto, Chief Platform Officer

SHAREHOLDER STRUCTURE 31.03.2022



¹ Syndicated Savings Banks Foundations, own holdings of Savings Banks, Erste Employees Private Foundation

* Institutional and Retail Investors international

** Including Market Makers, Prime Brokerage, Proprietary Trading, Collateral and Stock Lending positions which are visible through custodian banklists

Total number of shares
429,800,000

Free float
77.47%

CURRENT FINANCIAL OUTLOOK 2022

OPERATING ENVIRONMENT

- Real GDP to rise 1-5% in 2022 in Erste Group's core CEE markets and Austria.
- Mid-single digit loan growth expected.

BUSINESS PERFORMANCE

- At least mid-single digit NII growth.
- Low to mid-single digit fee growth.
- Positive jaws, as operating income expected to grow faster than costs; <55% CIR likely already in 2022.

CREDIT RISK

- 2022e risk charge expected to be <20 bps of gross customer loans.
- YE22e NPL ratio expected below 3.0%.

CAPITAL POSITION

- 2022 dividend per share > 2021 DPS.
- Definition of excess capital buffer for bolt-on M&A and potential share buybacks.

PROFITABILITY

- Double-digit ROTE expected for 2022.

RISK FACTORS TO GUIDANCE

- Political, regulatory, geopolitical, economic, health and competition risks, also non-financial and legal risks
- Indirect effects from evolving Ukraine situation, incl. financial mkt. volatility, sanctions-related knock-on effects on some of our customers or the emergence of deposit insurance or resolution cases.
- Uncertainties due to Covid-19 policy measures; economic downturn may put goodwill at risk.

STATEMENTS



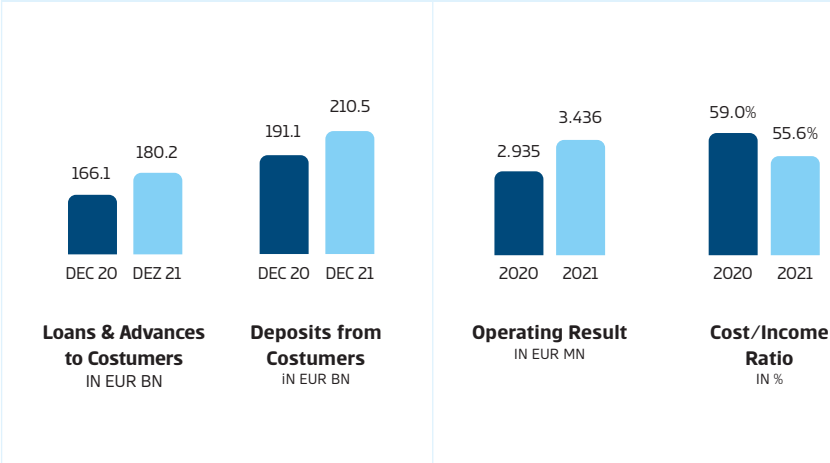
The war in Ukraine will have incalculable consequences for the continent – politically, economically, but above all in humanitarian terms. Erste Group has no direct operating subsidiaries in Russia or Ukraine and our direct exposure to these countries is negligible. However, our geographic proximity and deep ties to the entire region bring with them a humanitarian responsibility. As a bank at the heart of Europe, we will stand by the people in the region with support and assistance.

Bernd Spalt, CEO of Erste Group



CEE's strong economic upswing in 2021 helped boost our earnings by supporting solid loan demand growth. Combined with record fee income and good cost management, this led to a strong rise in our operating result. As our risk costs came in far below the Covid-driven levels of 2020, our bottom line rose sharply.

Stefan Dörfler, CFO of Erste Group



CENTRAL AND EASTERN EUROPE

MACROECONOMIC OUTLOOK FROM ERSTE RESEARCH REAL GDP GROWTH (%)

20.04.2022

| | HR | CZ | HU | PL | RO | RS | SK | SI | CEE 8 | AT | EZ |
|-------|-------|------|------|------|------|------|------|------|-------|------|------|
| 2020 | -8.1 | -5.8 | -4.7 | -2.5 | -3.7 | -0.9 | -4.4 | -4.2 | -3.8 | -6.7 | -6.5 |
| 2021f | +10.4 | +3.3 | +7.1 | +5.7 | +5.9 | +7.4 | +3.0 | +8.1 | +5.6 | +4.5 | +5.3 |
| 2022f | +2.7 | +0.6 | +4.8 | +3.6 | +2.8 | +2.5 | +2.0 | +3.2 | +2.9 | +3.5 | +3.5 |
| 2023f | +3.5 | +3.9 | +3.8 | +3.7 | +5.7 | +3.4 | +4.0 | +3.5 | +4.1 | +2.6 | +2.5 |

ESG: a key objective for Erste Group

Economic success paired with environmental and social well-being

Our aspiration...We believe in a stronger, healthier and more prosperous society in the Central and Eastern European region.

As a member of the Net-Zero Banking Alliance We will be leading the transition within CEE.

Tackling climate change: green finance and the transition to net zero.

We will reach climate neutral operations by 2023



Erste Group reduced its Scope 1 & 2 emissions by 25% between 2016-2020. We are committed to source more than 90%+ of our electricity from low emission sources by 2023.

Sustainability road map 2021



Memberships

- Net-Zero Banking Alliance (NZBA)
- Financial Initiative of the UN Environmental Program
- Green Consumption Pledge
- PCAF (Partnership for Carbon Accounting Financials)

Commitments

Erste Group commits to the UNEP FI Principles for Responsible Banking.

To find out more about our ESG effort
www.erstegroup.com/en/about-us/sustainability-esg