

> **Erste Bank –
on course for full year targets**

> Q3 2004 Results

> Analyst Presentation / Teleconference
London, 12 November 2004

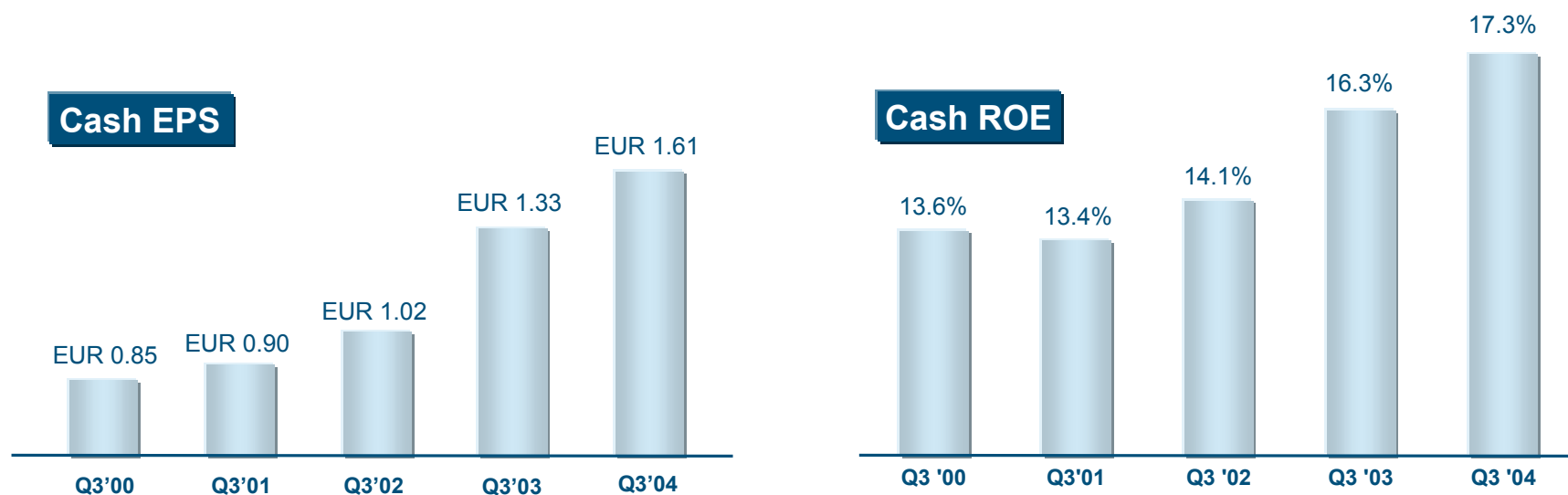
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> Q3 2004 – Financial highlights

Erste Bank Group - Key performance indicators

- » Cash ROE 17.3% after 13.7%¹ at YE 2003
- » CIR 64.5% slightly up from 64.2% at YE 2003
- » Cash EPS² EUR 1.61 up 21% from 1.33 in first three quarters 2003



1. As reported in 2003 (including goodwill amortisation)

2. Q3 2003 EPS adjusted for goodwill amortisation and 4:1 stock split effective July 2004

> Q3 2004 – Operating performance per segment





Strong performance in Central Europe

» Adjusted for 2003 one-off at SLSP and first time consolidation of Postabank, operating result in CE increases by 16%

EUR m	1-9.2004	1-9.2003	% Change
Austria	601.7	604.4	(0.4)%
Savings banks	260.0	267.4	(2.8)%
Retail & Mortgage	134.4	131.1	2.6%
<i>Retail Branches</i>	54.3	51.5	5.4%
<i>SME</i>	12.4	10.7	16.0%
<i>Own savings banks</i>	29.4	25.4	15.6%
<i>Mortgage business</i>	20.2	29.4	(31.3)%
Large Corporates	92.9	89.5	3.8%
Trading & Investment Banking	114.4	116.5	(1.7)%
CE	408.3	359.1	13.7%
CS	240.5	200.0	20.3%
SLSP	82.5	111.0	(25.6)%
EB Hungary	48.5	22.3	118.1%
EB Croatia	36.8	25.9	42.3%
Int'l Business	106.8	98.9	8.0%
Corporate Center	(41.4)	(45.8)	9.5%
Total EB Group	1,075.4	1,016.6	5.8%

> Key figures of EB subsidiaries in Central Europe

Q3 2004 Results (IFRS) as reported by local entities

												
EB stake	97.97%			80.01%			99.90%			68.56%		
	1-9 2004	1-9 2003	+/-%	1-9 2004	1-9 2003	+/-%	1-9 2004	1-9 2003	+/-%	1-9 2004	1-9 2003	+/-%
Net Profit (EUR m)	204.0	178.1	15%	57.9	51.9	12%	17.0	10.7	59%	28.3	23.7	19%
ROE (%)	24.8	24.2		18.9	19.9		10.1	8.9		17.6	15.6	
Cost / Income ratio (%)	57.6	61.8		56.7	49.5		66.6	78.5		53.3	58.0	
Employees ³	11,699	12,420	-6%	5,239	5,283	-1%	2,517	3,145	-20%	1,443	1,463	-1%
Balance Sheet Total ³ (EURm)	18,875	17,500	8%	5,791	5,201	11%	4,371	4,037	8%	2,916	2,571	13%

NB: To eliminate the currency effects, Q3 2004 exchange rates have been used for all P&L and Balance Sheet data conversions
Exchange rate Q3 2004: EUR/CZK 32.23; EUR/SKK 40.35; EUR/HUF 253.23; EUR/HRK 7.49

1. Total of EBH & Postabank (1-9 03 proforma)
2. Headcount and Balance Sheet comparison with YE 2003 numbers (EBH already including Postabank)

> Update on Hungary

Postabank – update on integration

- » **Legal Merger completed successfully**
 - » Merged entity named Erste Bank Hungary

- » **Card, Client Data and Account Migration executed smoothly**
 - » Second migration wave (retail loans, corporate accounts and loans) to take place in Q1 2005

- » **Integration Program to be completed this year**
 - » Remaining project, IT Migration and Accounting will be completed in 2005

- » **Branch network integration – 90% completed**
 - » Merged branch network to comprise 143 branches and 26 corporate centres

- » **Headcount reduction – approx. 90% of 2004 target realised**
 - » 600 lay-offs completed

- » **ROE target of at least 10% maintained for 2004**

> Update on Hungary (cont)

Co-operation with Magyar Posta

- » **Co-operation with the Hungarian Post (Magyar Posta) finalised**
 - » Product roll-out to start 1 December 2004

- » **Agreements on sale of 3 product categories signed**
 - » Current Account Products group, covering current accounts, savings accounts, deposits, debit cards and overdrafts
 - » Investment funds (exclusive agreement)
 - Starting with simple products such as money market funds
 - » Loan Products group (exclusive agreement)
 - Agreement on consumer finance product to be signed in November 2004

- » **Initial roll-out of product distribution in 200 out of 2700 post offices will start in December 2004**
 - » Online services will be available by mid-2005
 - » Will be gradually increased to 600 post offices until 2006

> **Q3 2004 Group Results**

- > Group Income Statement
- Group Balance Sheet
- P&L Details
- Asset Quality
- Divisional Figures

> Q3 04 EB Group Income Statement (IFRS)

P&L - Bottom line increases by 50%

EUR m	1-9.2004 ¹	1-9.2003	% Change
Net interest income	1,993.7	1,934.7	3.0%
Risk provisions for loans and advances	(306.9)	(298.6)	2.8%
Net commission income	851.8	727.5	17.1%
Net trading result	156.2	170.6	(8.4)%
General administrative expenses	(1,950.9)	(1,837.0)	6.2%
Result from insurance business	24.6	20.8	18.3%
Other operating result	1.1	(128.8)	> (100.0)%
Pre-tax profit	769.6	589.2	30.6%
Taxes on income	(197.0)	(170.6)	15.5%
Minority interests	(190.0)	(163.4)	16.3%
Net profit after minority interests	382.6	255.2²	49.9%
Operating income	3,026.2	2,853.6	6.0%
Operating expenses	(1,950.9)	(1,837.0)	6.2%
Operating result	1,075.4	1,016.6	5.8%
Cost / Income Ratio (%)	64.5	64.4	
ROE (%)	17.3	13.4 ²	

> Q3 04 EB Group Balance Sheet (IFRS)

Assets – strong increase in CE customer loans

EUR m	30.9.2004	31.12.2003	% Change
Cash and balances with central banks	2,802	2,549	9.9%
Loans and advances to credit institutions	19,113	13,140	45.5%
Loans and advances to customers	72,117	67,766	6.4%
Risk provisions for loans and advances	(2,861)	(2,772)	3.2%
Trading assets	4,277	5,259	(18.7)%
Investments available for sale	9,052	7,379	22.7%
Financial investments	29,275	26,454	10.7%
Intangible assets	1,824	1,869	(2.4)%
Tangible assets	1,766	1,814	(2.6)%
Other assets	4,873	5,117	(4.8)%
Total assets	142,238	128,575	10.6%

> Q3 04 EB Group Balance Sheet (IFRS)

Liabilities – FY 04 Tier 1 ratio to reach 6.4% despite growing balance sheet

EUR m	30.9.2004	31.12.2003	% Change
Amounts owed to credit institutions	31,217	25,704	21.4%
Amounts owed to customers	68,983	64,839	6.4%
Debts evidenced by certificates	19,693	16,944	16.2%
Provisions	6,987	6,366	9.8%
Other liabilities	6,000	5,515	8.8%
Subordinated capital	3,191	3,537	(9.8)%
Minority interests	3,032	2,879	5.3%
Equity	3,135	2,791	12.3%
Total Liabilities	142,238	128,575	10.6%
Tier 1 ratio (%)	6.1	6.3	
Solvency ratio (%)	10.0	10.7	

> P & L Details – Net interest income

Strong performance of CE subsidiaries

» Group NIM¹ 2.2%; slightly down on 2.3% at YE 2003 (H1 04: 2.2%)

» Excluding one-off EUR 28m contribution at SLSP in 2003 margin was stable

» Austria: NII down 2.4% yoy (up 1.0% on Q2 04)

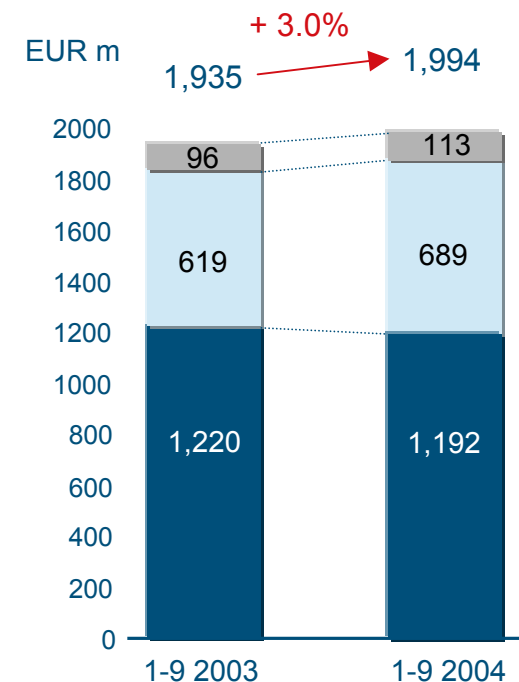
- » Retail & Mortgage down 2.8% yoy mainly due to administered mortgage rates
 - Retail branches up 1.7% on higher volumes
- » Decrease at Trading & IB (-5.6%) offset by improved other operating result
- » NIM 1.8% unchanged against H1 04

» CE subsidiaries: NII up 11.4% yoy (up 1.2% on Q2 04)

- » **ČS** – Strong demand for loans and deposits supports NII rise (+7.5%).
- » Loan book emphasis moving from banks towards loans to customers
- » NIM up slightly to 3.6% (H1 04: 3.5%)
- » **SLSP** - NII decreases by 21.8% yoy (up 1.7% on Q2 04) mainly due to positive one-off in 2003
- » NIM 4.2% (H1 04: 4.3%)
- » **Hungary** – NII nearly triples yoy at merged EBH despite decrease in Q3 on very strong Q2 04 (-6.3%)
- » NIM approx. 5.3% (H1 04: > 5%)
- » **EB Croatia** - NII increased 12.4% yoy on continued strong loan growth, up 12.1% on Q2 04
- » NIM at 3.8% (H1 04: 4.0%)

Other
 CE
 Austria

» Quarterly split:
 Q1= EUR 656.9 m
 Q2= EUR 660.2 m
 Q3= EUR 676.6 m



1. In line with int'l practice, NIM is calculated on average interest bearing assets (IBA) in order to avoid distortion due to fluctuation of non-interest bearing assets

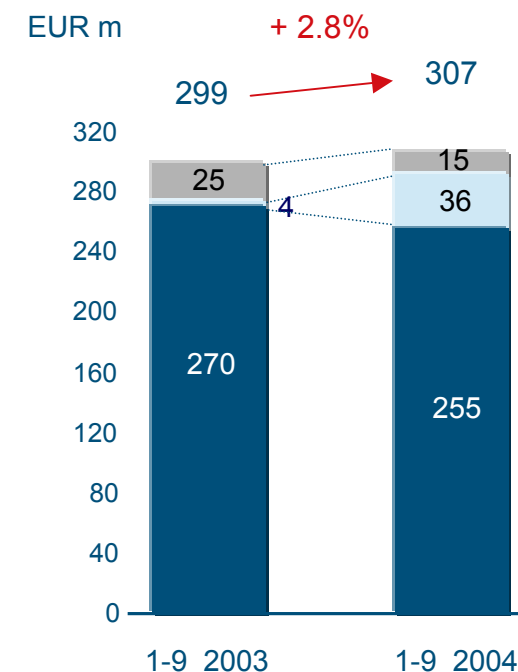
> P & L Details – Risk provisions

Flat outlook for risk provisions maintained for YE 2004

- » Increase in risk provisions by EUR 8m (2.8%) yoy mainly due to CE subsidiaries
- » Austria: down EUR 14m (5.3%) to EUR 255.5m yoy
 - » Reflecting improved asset quality in Austria (1.9% decrease in NPLs ytd)
- » CE subsidiaries: reversal of last year's releases increases risk provisions by EUR 32m to EUR 36m
 - » ČS – Net allocation of EUR 18.6m reflecting a provision charge of 36 bp after net releases in 2003
 - » SLSP – Positive risk provisions ytd
 - » EB Hungary – Doubling of risk provisions (EUR 16.7m) due to Postabank integration
 - » EB Croatia – Net allocation of EUR 5.6m leads to increase of 27% yoy after Q1 04 release due to new Central Bank regulations
- » Int'l business: decrease of EUR 9m (-38%) yoy
 - » Improvement of asset quality mainly at NY branch

Other
 CE
 Austria

» Quarterly split:
 Q1= EUR 108.2 m
 Q2= EUR 88.6 m
 Q3= EUR 110.1 m



Risk provisions for loans and advances

in EUR m	1-9 2003	1-9 2004	in %
Net-allocation to risk provisions in lending business	(276.5)	(275.5)	(0.4)
Direct write-offs for loans and advances less amounts received for loans and advances written off	(22.1)	(31.4)	42.1
Total	(298.6)	(306.9)	2.8

> P & L Details

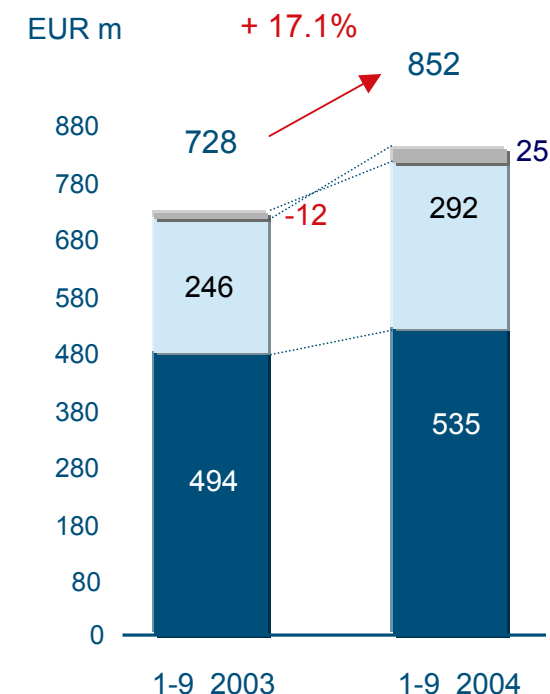
Net commission income

Strong contribution from CE subsidiaries

- » **EB Group commission income up by 17.1% to EUR 851.8m**
- » **Austria: up 8.4% yoy; slightly up on Q2 04 (+0.6%)**
 - » Main drivers remain Large Corporate segment (up 31% - mainly supported by strong performance of leasing subsidiary Immorent) and Trading & IB (+ 37.6%)
 - » Retail & Mortgage up 2.5% supported by strong growth at own SBs
- » **CE subsidiaries: up 18.7% yoy and 2.1% on Q2 04**
 - » **ČS** – Commissions up 7.7% yoy (+9.7% excluding FX effects) on strong lending business (mainly mortgage) and double digit securities commissions growth. Stable fees from payment transactions
 - » **All other subsidiaries show strong double digit growth rates: SLSP +36%, Hungary +78%, EB Croatia +36%**
 - Driven by payment transactions, accelerating lending business and strong growth in investment fund business and life insurance

Other
 CE
 Austria

» Quarterly split:
 Q1= EUR 281.4 m
 Q2= EUR 283.8 m
 Q3= EUR 286,6 m



Net commission income			
in EUR m	1-9 2003	1-9 2004	in %
Lending business	116.8	134.1	14.8
Payment transfers	282.1	318.9	13.0
Securities transactions	176.8	211.6	19.7
- Investment fund transactions	78.1	87.0	11.4
- Custody fees	29.2	35.0	19.9
- Brokerage	69.5	89.6	28.9
Insurance business	37.9	44.7	17.9
Other	113.9	142.5	25.1
Total	727.5	851.8	17.1

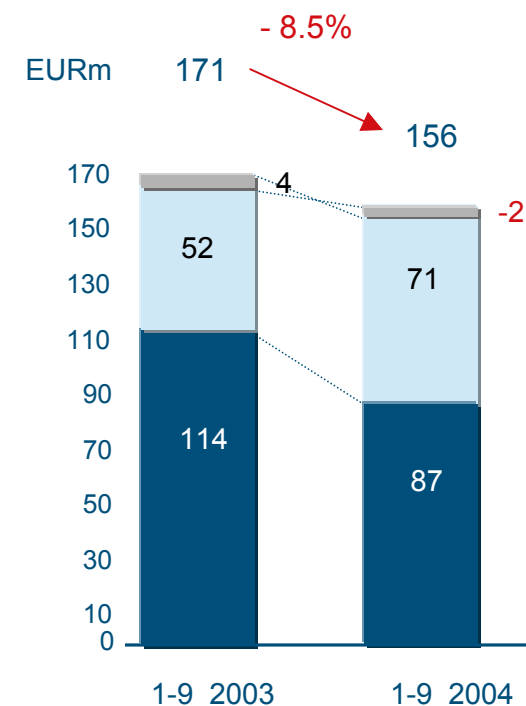
> P & L Details Net trading result

“Regional hedge” supports the net trading result

- » **EB Group net trading result down 8.5% on very strong first 9 months 2003**
 - » Improvement of 4.2% on weaker Q2 04
- » **Austria: decline of 23.8% yoy and 3.9% on Q2 04 due to difficult market conditions**
- » **CE subsidiaries: continued strong growth. Up 37% yoy and 11% on Q2 04**
 - » **ČS** – Up 6.5% on strong 2003, despite lower FX trading result due to lower volatility of currency markets
 - » **SLSP** – Up 29.4%; stable FX trading and strong results from securities business
 - » **EB Hungary and EB Croatia** increase > 100% and 90% respectively

Other
 CE
 Austria

» Quarterly split:
 Q1= EUR 62.4 m
 Q2= EUR 45.9 m
 Q3= EUR 47.8 m



Net trading result

in EUR m	1-9 2003	1-9 2004	in %
Securities trading and derivatives	85.0	65.5	(22.9)
Foreign exchange	85.6	90.7	6.0
Total	170.6	156.2	(8.4)

> P & L Details

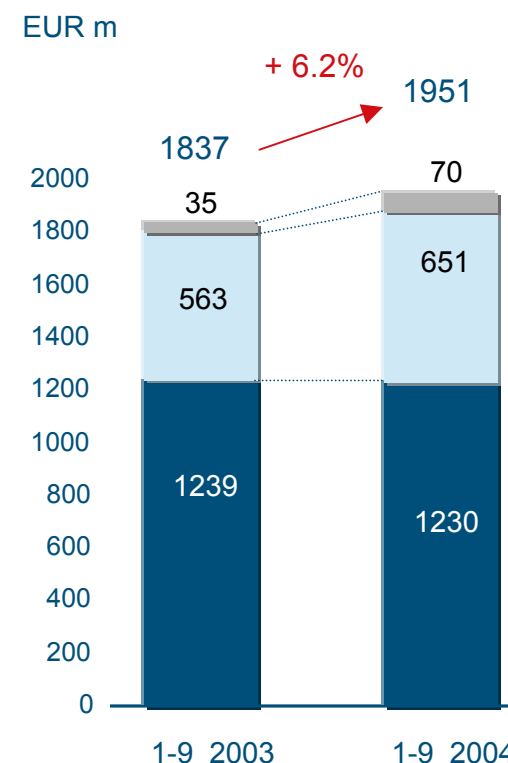
General administrative expenses

Higher cost growth in CE due to Postabank integration

- » **EB Group administrative expenses increase by 6.2%**
 - » Excluding Postabank integration and restructuring, costs up by only 2.8%
- » **Austria (including Int'l Business and Corporate Center) up 2.1%**
 - » Personnel expenses remain flat, other admin. expenses up 9.4% affected by implementation cost of Group Architecture projects starting in Q3 04
 - » Depreciation down 3.6%
 - » Outlook for YE 2004: Total administrative expenses to remain flat
- » **CE subsidiaries: up 15.5% yoy; Excluding PB increase is 4.5%**
 - » **ČS** – Admin. expenses grow moderately by 0.6% yoy, (+ 2% excluding FX effects); but decrease 4.8% on Q2 04
 - » **SLSP** – Admin. expenses up 4.2% yoy and q-o-q well below inflation (excluding FX effects costs grow a moderate 1.6%)
 - » **EB Hungary** - costs up >100% yoy due to PB integration; compared to Q2 04 costs grow 3.9%
 - » **EB Croatia** – expenses rise 9.8% on expansion of branch network, but expected to remain nearly flat at YE 2004 (excluding FX effects) due to above average Q4 03

Other
 CE
 Austria

» Quarterly split:
 Q1= EUR 642.3 m
 Q2= EUR 649.2 m
 Q3= EUR 659.4 m



General administrative expenses

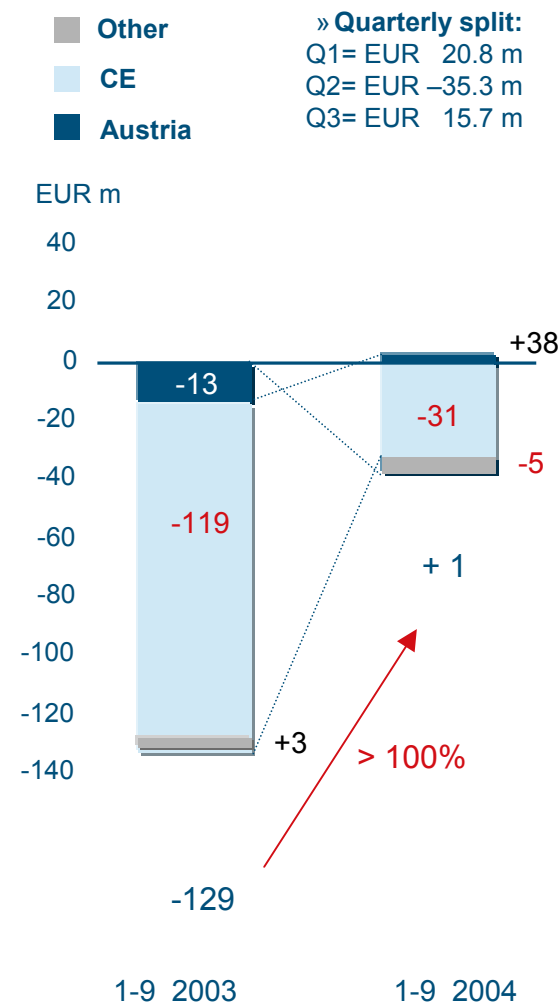
in EUR m	1-9 2003	1-9 2004	in %
Personnel expenses	(1,041.1)	(1,083.4)	4.1
Other administrative expenses	(538.8)	(611.7)	13.5
Depreciation of fixed assets	(257.1)	(255.8)	(0.5)
Total	(1,837.0)	(1,950.9)	6.2

> P & L Details Other operating results

Third quarter valuation gains improve other operating result

- » **Other operating result impacted by one-offs recorded in Q1 04**
- » **Payment to deposit insurance (up 29% yoy)**
 - » Mainly due to higher contribution at CS - EUR 17.2m ytd versus 9.2m in first 9 months 2003
- » **Strong positive contribution from revaluation of equity investments**
 - » Mainly at CS: + EUR 19m in Q3 04
- » **More favourable mark-to-market valuation of AFS portfolio in Q3 2004**
- » **Net other operating result improves by 64% compared to 2003**
 - » Due to one-off effects in 2003 mainly at CS and SLSP

Other operating results			
in EUR m	1-9 2003	1-9 2004	in %
Amortisation of goodwill	(60.9)	0.0	(100.0)
Impairment of goodwill	0.0	(80.0)	n.a.
Payment to deposit insurance	(31.8)	(41.0)	28.9
Revaluation/disposal of equity investments and held to maturity portfolio	4.1	39.6	> 100.0
Result from investments available for sale	4.1	14.7	> 100.0
Sale of non-life insurance in CZ	0.0	88.0	n.a.
Net other operating result	(44.3)	(20.2)	54.4
Total	(128.8)	1.1	> 100.0



> Q3 2004 EB Group Divisional Figures

Overview

In EUR m	Austria		CE Subsidiaries		Int. Business		Corp. Center		TOTAL EB GROUP	
	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003
Net interest income	1,191.6	1,220.3	689.1	618.5	113.3	108.5	(0.3)	(12.5)	1,993.7	1,934.7
Risk provisions for loans and adv.	(255.5)	(269.8)	(36.0)	(4.1)	(15.4)	(24.8)	(0.0)	0.1	(306.9)	(298.6)
Net commission income	535.0	493.6	291.8	245.9	16.8	16.1	8.2	(28.1)	851.8	727.5
Net trading result	87.2	114.4	71.4	52.1	0.1	(0.0)	(2.6)	4.1	156.2	170.6
General admin. expenses	(1,230.2)	(1,239.4)	(650.5)	(562.6)	(23.4)	(25.7)	(46.8)	(9.3)	(1,950.9)	(1,837.0)
Income from insurance business	18.1	15.5	6.5	5.3	0.0	0.0	0.0	0.0	24.6	20.8
Other operating results	37.9	(13.1)	(31.5)	(118.6)	(4.4)	(1.8)	(0.9)	4.8	1.1	(128.8)
Pre-tax profit	384.1	321.5	340.8	236.4	86.9	72.3	(42.3)	(40.9)	769.6	589.2
Taxes on income	(92.9)	(96.2)	(76.8)	(66.1)	(18.9)	(16.6)	(8.4)	8.3	(197.0)	(170.5)
Minority interests	(119.9)	(109.6)	(31.6)	(33.5)	0.0	0.0	(38.5)	(20.4)	(190.0)	(163.5)
Net profit after minority interests	171.3	115.7	232.4	136.7	68.1	55.7	(89.2)	(53.0)	382.6	255.1
Average risk-weighted assets	46,569.9	44,761.7	12,978.4	9,860.8	6,199.7	5,768.9	438.6	248.9	66,186.7	60,640.3
Average attributed equity	1,715.6	1,575.5	816.4	600.1	390.0	351.2	27.6	17.1	2,949.5	2,543.9
Cost/Income Ratio	67.2%	67.2%	61.4%	61.0%	18.0%	20.6%	n.a.	n.a.	64.5%	64.4%
ROE on net profit after min. ¹	13.3%	9.8%	38.0%	30.4%	23.3%	21.1%	n.a.	n.a.	17.3%	13.4%
Thereof funding costs	(53.4)	(54.9)	(48.5)	(33.4)	0.0	0.0	(20.9)	(18.0)	(122.8)	(106.3)
Thereof goodwill ²	(14.0)	(13.9)	(59.0)	(40.7)	0.0	0.0	(6.2)	(6.0)	(79.2)	(60.6)

1. ROE for Q3 2003 as reported (including goodwill)

2. Goodwill for Q3 2004 provided for information only

> Q3 2004 EB Group Divisional Figures

Details - Austria

In EUR m	Savings banks		Retail & Mortgage		Large Corp.		Trading & Inv.B.		TOTAL AUSTRIA	
	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003
Net interest income	618.1	625.9	383.9	394.8	108.8	113.9	80.8	85.6	1,191.6	1,220.3
Risk provisions for loans and adv.	(133.6)	(131.8)	(84.6)	(97.9)	(37.3)	(40.1)	0.0	0.0	(255.5)	(269.8)
Net commission income	244.3	229.7	205.5	200.4	45.2	34.5	40.0	29.0	535.0	493.6
Net trading result	12.7	21.2	7.9	13.5	0.9	1.2	65.8	78.6	87.2	114.4
General admin. expenses	(615.1)	(609.4)	(481.0)	(493.1)	(62.0)	(60.1)	(72.1)	(76.8)	(1,230.2)	(1,239.4)
Income from insurance business	0.0	0.0	18.1	15.5	0.0	0.0	0.0	0.0	18.1	15.5
Other operating results	29.1	5.1	3.1	0.7	8.0	(0.4)	(2.3)	(18.4)	37.9	(13.1)
Pre-tax profit	155.6	140.7	52.9	33.8	63.6	49.0	112.1	98.0	384.1	321.5
Taxes on income	(42.0)	(39.8)	(11.2)	(12.2)	(13.5)	(14.2)	(26.3)	(29.9)	(92.9)	(96.2)
Minority interests	(99.6)	(96.1)	(12.3)	(6.7)	(7.9)	(7.2)	0.0	0.3	(119.9)	(109.6)
Net profit after minority interests	14.0	4.7	29.3	14.9	42.1	27.6	85.9	68.5	171.3	115.7
Average risk-weighted assets	23,051.8	22,134.2	12,868.9	12,158.2	6,822.8	6,748.0	3,826.5	3,721.3	46,569.9	44,761.7
Average attributed equity	236.3	199.2	809.5	741.7	429.2	415.0	240.7	219.6	1,715.6	1,575.5
Cost/Income Ratio	70.3%	69.5%	78.2%	79.0%	40.0%	40.2%	38.7%	39.7%	67.2%	67.2%
ROE on net profit after min. ¹	7.9%	3.2%	4.8%	2.7%	13.1%	8.9%	47.6%	41.6%	13.3%	9.8%
Thereof funding costs	(12.2)	(11.3)	(28.2)	(29.8)	(10.8)	(11.9)	(2.1)	(1.9)	(53.4)	(54.9)
Thereof goodwill ²	(4.8)	(4.4)	(9.2)	(9.4)	0.0	0.0	0.0	0.0	(14.0)	(13.9)

1. ROE for Q3 2003 as reported (including goodwill)

2. Goodwill for Q3 2004 provided for information only

> Q3 2004 EB Group Divisional Figures

Details - Central Europe

In EUR m	CS		SLSP		EB Hungary ³		Croatia		TOTAL CE	
	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003	1-9 2004	1-9 2003
Net interest income	367.4	341.7	140.3	179.3	120.2	42.9	61.2	54.5	689.1	618.5
Risk provisions for loans and adv.	(18.6)	6.7	2.8	0.3	(16.7)	(8.3)	(3.5)	(2.8)	(36.0)	(4.1)
Net commission income	193.8	180.0	49.5	36.4	36.5	20.5	12.0	8.9	291.8	245.9
Net trading result	30.4	28.5	10.4	8.1	19.5	9.6	11.1	5.8	71.4	52.1
General admin. expenses	(357.7)	(355.6)	(117.6)	(112.9)	(127.6)	(50.9)	(47.6)	(43.3)	(650.5)	(562.6)
Income from insurance business	6.5	5.3	0.0	0.0	0.0	0.0	0.0	0.0	6.5	5.3
Other operating results	2.9	(48.8)	(19.2)	(66.4)	(12.6)	(2.7)	(2.6)	(0.7)	(31.5)	(118.6)
Pre-tax profit	224.8	157.9	66.1	44.9	19.2	11.2	30.7	22.4	340.8	236.4
Taxes on income	(62.3)	(60.4)	(9.1)	(5.6)	0.6	(1.6)	(6.0)	1.5	(76.8)	(66.1)
Minority interests	(8.6)	(12.2)	(14.0)	(16.8)	(0.1)	0.0	(8.9)	(4.6)	(31.6)	(33.5)
Net profit after minority interests	153.9	85.3	43.1	22.5	19.6	9.6	15.8	19.3	232.4	136.7
Average risk-weighted assets	7,335.7	6,291.7	1,829.2	1,353.7	1,977.2	828.6	1,836.3	1,386.8	12,978.4	9,860.8
Average attributed equity	461.4	382.8	115.1	82.4	124.4	50.5	115.5	84.4	816.4	600.1
Cost/Income Ratio	59.8%	64.0%	58.8%	50.4%	72.4%	69.6%	56.4%	62.6%	61.4%	61.0%
ROE on net profit after min.¹	44.5%	29.7%	49.9%	36.5%	21.1%	25.5%	18.3%	30.5%	38.0%	30.4%
Thereof funding costs	(19.9)	(20.9)	(8.0)	(4.6)	(16.2)	(2.4)	(4.4)	(5.5)	(48.5)	(33.4)
Thereof goodwill ²	(31.5)	(30.1)	(10.3)	(9.0)	(15.6)	0.0	(1.7)	(1.6)	(59.0)	(40.7)
Exchange rates to EUR	32.23	31.77	41.53	40.35	250.83	253.23	7.55	7.49		

1. ROE for Q3 2003 as reported (including goodwill) 2. Goodwill for Q3 2004 provided for information only 3. Postabank included since 1 January 2004

> **Outlook and Targets**

> Outlook and targets

Guidance for 2004

- » **EB Group confirms net profit after tax and minorities of at least EUR 500m**
- » **Outlook 2004 for CE subsidiaries**
 - » ČS and SLSP: maintain Return on Equity above 20%
 - » EB Croatia: Return on Equity above 18%
 - » Merged EB Hungary: Return on Equity at least 10% ; positive Group contribution in first year after acquisition

New targets 2006

- » **Erste Bank confirms targets for 2006**
 - » Erste Bank Group to achieve a net profit of EUR 720 – 750m in 2006
 - » Based on ROE of at least 18% and
 - » Cost-income ratio of maximum 61%

> Extending the home market?

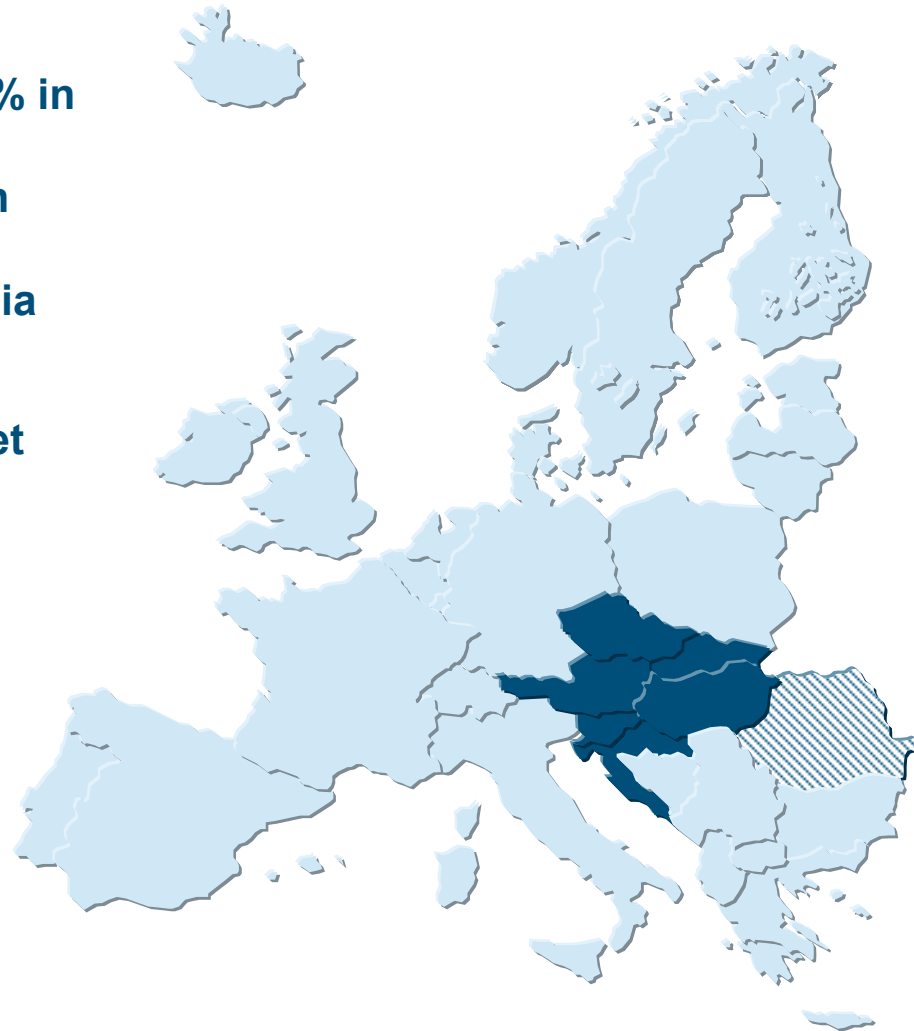
Current Intentions

Priorities:

- » Increase stake in SLSP to 100% in 2005
- » Look at smaller acquisitions in Hungary and Croatia
- » Savings Bank (CEC) in Romania

Key Criteria:

- » Aiming for ultimate 20% market share
- » Broad customer base
- » Retail focus
- » Limited loan portfolio

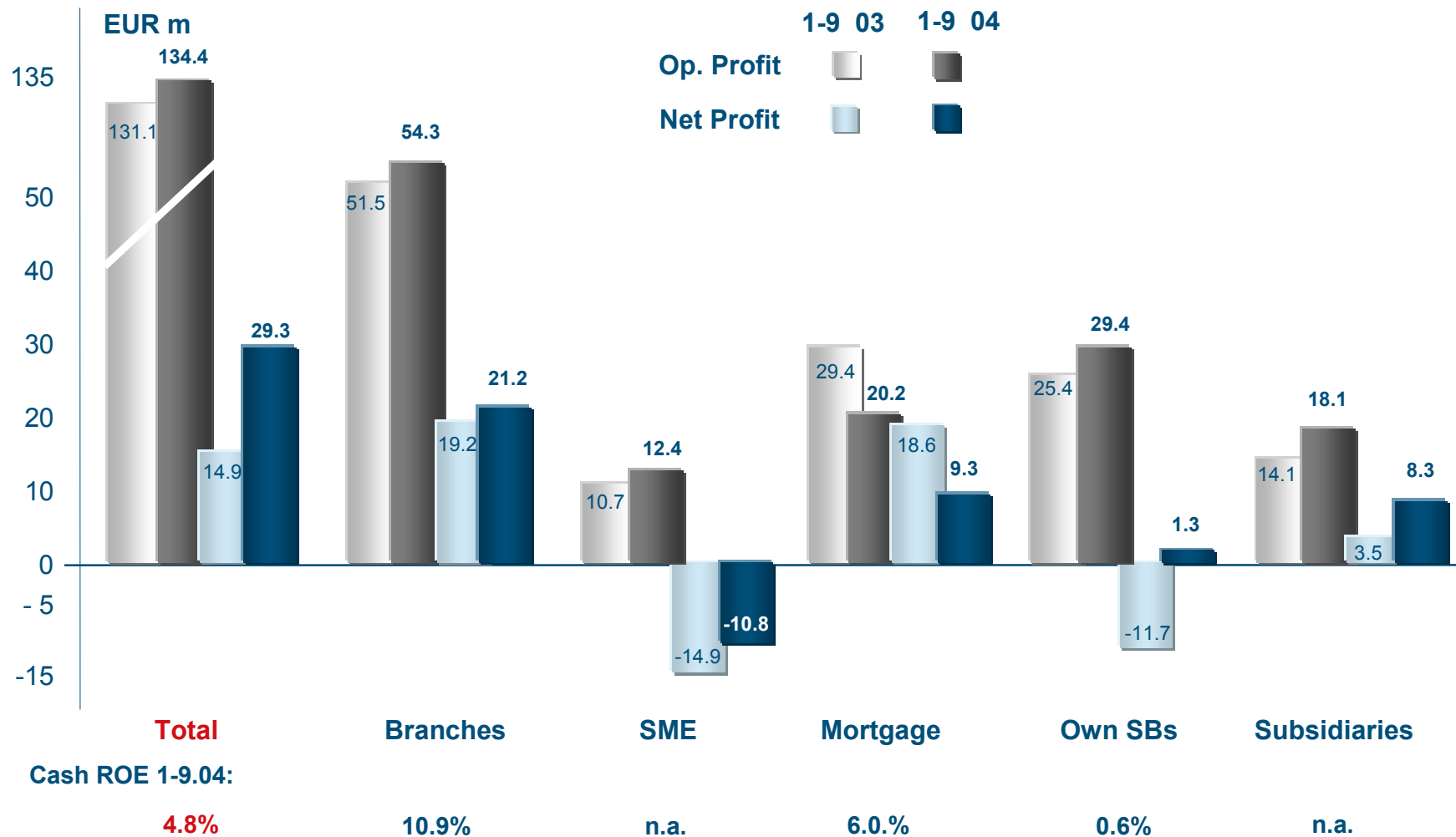


> **Appendix**

- > Update on Retail and Mortgage
Asset Quality
Group Architecture Project
Overview of international exposure
Key financial data of CE subsidiaries
Quarterly income statement
Quarterly balance sheet
Quarterly divisionals
Key financial data
Shareholder structure
IR Contacts

> Update on Retail and Mortgage

Overall improvement subdued by weaker Mortgage results



> Q3 2004 - Asset quality at EB Group

Coverage ratio increase at EB Group (including SBs)

- » **NPLs at EUR 4,055m slightly up 0.4% on YE 2003 (EUR 4,038m)**
 - » Further improvement of NPL ratio to 3.0% of total exposure, down from 3.4% at YE 2003
 - » NPLs slightly decrease in Austria (down 1.9% since YE 2003)
 - » NPLs in CE subsidiaries up 26.9% mainly EB Hungary and EB Croatia

- » **NPL coverage 71.9% at EB Group – continuous improvement since YE 2003 ¹**
 - » Total provisions up 3.1% on YE 2003
 - » Cover ratio in Austria improved to 62.8% of total NPLs (provisions + 10.4%)
 - » NPL coverage in CE declined to 126.1%
 - » Coverage in International Business improved to 111.2% due to ongoing reduction of NPLs

- » **Total provisioning requirement for 2004 should not exceed 2003 levels**

1 Without taking account of existing collateral

> Q3 2004 - Asset quality at EB Group

Credit risk by segments – NPL coverage ratios

EUR m	Total Outstanding ¹					Risk Provisions	NPL Coverage
	Low Risk	Management Attention	Sub-standard	Non-performing	Total		
Austria Total	73,891	10,585	3,372	3,443	91,290	2,161	62.8%
CE Total	26,471	1,045	299	506	28,266	638	126.1%
Int'l. Business	14,494	709	92	106	15,402	118	111.2%
Corporate Center	64	0	0	0	64	0	-
Total	114,866	12,339	3,762	4,055	135,022	2,917	71.9%

Development of provision charge at EB Group ²

2002	2003	1-3 2004	1-6 2004	1-9 2004
64 BP	62 BP	64 BP	57 BP	59 BP

¹ Including all loans and advances to customers and banks and all fixed income securities (in trading portfolio, investments available for sale or financial investments) as well as off-balance sheet credit risks (warranties, guarantees and letters of credit)

² Risk provisions / average customer loans

> Group Architecture Project

Main impact on revenues and cost of Group Architecture Projects

	2008
Revenue enhancement	
Group Large Corporate	20 – 30m
Group Card Project	40 – 45m
Consumer Finance	not yet quantified
Cost reduction	
Procurement	approx. 80m
IT – Operations	not yet quantified
Decentralised Computing	not yet quantified
Current quantified synergies	EUR 140 – 155m

> Overview of international exposures

Credit Risk¹ by regions at EB Group

in EUR m	Low Risk		Management attention		Substandard		Non performing		Total outstanding			
	Q3 2004	FY 2003	Q3 2004	FY 2003	Q3 2004	FY 2003	Q3 2004	FY 2003	Q3 2004		FY 2003	
									% of total		% of total	
Core Markets	78,776	71,448	10,735	10,875	3,525	3,806	3,750	3,704	96,786	71.7%	89,833	74.6%
- Austria	49,615	46,558	9,330	9,111	3,148	3,436	3,136	3,198	65,229	48.3%	62,303	51.7%
- Czech Republic	15,142	13,577	361	369	83	126	191	179	15,778	11.7%	14,251	11.8%
- Slovak Republic	5,205	4,375	250	349	73	27	101	103	5,628	4.2%	4,853	4.0%
- Hungary	5,327	4,077	219	607	114	72	132	103	5,791	4.3%	4,859	4.0%
- Croatia	2,573	2,018	442	344	89	133	147	77	3,251	2.4%	2,572	2.1%
- Slovenia	914	843	134	95	18	12	43	45	1,110	0.8%	995	0.8%
Other EU Countries	24,329	18,109	852	788	72	73	192	180	25,445	18.8%	19,151	15.9%
Other Industrialized countries	9,136	8,133	296	528	72	112	53	96	9,557	7.1%	8,869	7.4%
Emerging markets	2,625	2,135	457	307	94	80	59	57	3,234	2.4%	2,579	2.1%
- SE Europe/CIS	483	216	90	98	12	8	3	3	589	0.4%	324	0.3%
- Asia	1,151	957	53	56	8	3	28	25	1,241	0.9%	1,041	0.9%
- Latin America	622	586	92	94	39	32	6	9	759	0.6%	721	0.6%
- Middle East/Africa	369	376	222	58	34	37	22	21	646	0.5%	493	0.4%
Total	114,866	99,825	12,339	12,498	3,762	4,070	4,055	4,038	135,022	100.0%	120,431	100.0%
In % of exposure	85.1	82.9	9.1	10.4	2.8	3.4	3.0	3.4	100.0		100.0	
Risk provisions	165	177	108	118	424	504	2,220	2,030	2,917		2,829	
Cover ratio (%)	0.1	0.2	0.9	0.9	11.3	12.4	54.8	50.3	2.2		2.3	

1. Including all loans and advances to customers and banks and all fixed income securities (in trading portfolio, investments available for sale or financial investments) as well as off-balance sheet credit risks (warranties, guarantees and letters of credit)

> Overview of international exposures (cont)

Credit Risk¹ by industry sectors at EB Group

in EUR m	Low Risk		Management attention		Substandard		Non performing		Total outstanding			
	Q3 2004	FY 2003	Q3 2004	FY 2003	Q3 2004	FY 2003	Q3 2004	FY 2003	Q3 2004	FY 2003		
									% of total	% of total		
Banking & insurance	47,314	38,382	792	734	72	80	66	51	48,244	35.7%	39,246	32.6%
Private households	20,093	18,233	1,369	1,225	404	388	966	914	22,833	16.9%	20,760	17.2%
Public administration	19,329	17,594	254	150	11	9	20	21	19,614	14.5%	17,775	14.8%
Real Estate & other business	7,862	6,673	2,750	2,833	450	445	603	631	11,664	8.6%	10,582	8.8%
Manufacturing	5,352	4,582	1,453	1,753	817	858	456	449	8,079	6.0%	7,643	6.3%
Trade	4,851	4,099	1,719	1,744	651	759	606	630	7,827	5.8%	7,233	6.0%
Construction	2,525	2,493	937	920	267	333	364	350	4,093	3.0%	4,096	3.4%
Hotels & restaurants	1,035	1,097	926	917	465	498	394	395	2,821	2.1%	2,906	2.4%
Transport & communication	1,646	1,718	727	759	107	154	224	217	2,704	2.0%	2,849	2.4%
Energy & water supply	1,076	1,238	446	508	49	74	48	51	1,620	1.2%	1,871	1.6%
Other	3,782	3,717	967	953	468	472	308	329	5,524	4.1%	5,471	4.5%
Total	114,866	99,825	12,339	12,498	3,762	4,070	4,055	4,038	135,022	100.0%	120,431	100.0%
In % of exposure	85.1	82.9	9.1	10.4	2.8	3.4	3.0	3.4	100.0		100.0	
Risk provisions	165	177	108	118	424	504	2,220	2,030	2,917		2,829	
Cover ratio (%)	0.1	0.2	0.9	0.9	11.3	12.4	54.8	50.3	2.2		2.3	

1. Including all loans and advances to customers and banks and all fixed income securities (in trading portfolio, investments available for sale or financial investments) as well as off-balance sheet credit risks (warranties, guarantees and letters of credit)

> Q3 2004 Financials (IFRS) of CE subsidiaries

Česká spořitelna Group

EUR m	1-9 2004	1-9 2003	% Change
Net interest income	389.5	357.5	9.0
Risk provisions for loans and advances	(18.6)	54.2	>100,0
Net commission income	193.8	176.7	9.7
Net trading result	30.4	31.6	(3.8)
General administrative expenses	(357.3)	(350.4)	2.0
Income from insurance business	6.5	5.2	25.0
Other operating result	86.0	(14.8)	>100,0
Pre-tax profit	330.3	260.0	27.0
Net profit after minority interests	204.0	178.1	14.5
Exchange rate EUR/CZK	32.2300	32.2300	
	31.09.2004	31.12.2003	% Change
Total assets	18,875	17,500	7.9
Loans and advances to customers	7,402	6,788	9.0
Amounts owed to customers	14,821	13,537	9.5
Exchange rate EUR/CZK	31.6600	31.6600	

NB: To eliminate the currency effects, Q3 2004 exchange rates have been used for all P & L and Balance Sheet data conversion

> Q3 2004 Financials (IFRS) of CE subsidiaries (cont)



Slovenská sporiteľňa Group

EUR m	1-9 2004	1-9 2003	% Change
Net interest income	148.3	189.3	(21.7)
Risk provisions for loans and advances	2.8	0.3	<-100,0
Net commission income	49.5	37.1	33.4
Net trading result	10.4	8.2	26.8
General administrative expenses	(118.0)	(116.2)	1.5
Income from insurance business	-	-	-
Other operating result	(25.1)	(60.0)	58.2
Pre-tax profit	67.9	58.7	15.7
Net profit after minority interests	57.9	51.9	11.6
Exchange rate EUR/SKK	40.3462	40.3462	
	30/09/2004	31/12/2003	% Change
Total assets	5,791	5,201	11.3
Loans and advances to customers	1,552	1,365	13.7
Amounts owed to customers	4,561	4,314	5.7
Exchange rate EUR/SKK	40.0550	40.0550	

NB: To eliminate the currency effects, Q3 2004 exchange rates have been used for all P&L and Balance Sheet data conversions

> Q3 2004 Financials (IFRS) of CE subsidiaries (cont)



Erste Bank Hungary Group & Postabank Group

EUR m	1-9 2004	1-9 2003 ¹	% Change
Net interest income	136.3	113.1	20.5
Risk provisions for loans and advances	(31.2)	(5.8)	>100,0
Net commission income	36.5	26.6	37.0
Net trading result	19.5	15.7	24.6
General administrative expenses	(128.0)	(122.0)	4.9
Income from insurance business	-	-	-
Other operating result	(12.6)	(14.5)	12.9
Pre-tax profit	20.5	13.1	56.8
Net profit after minority interests	17.0	10.7	58.9
Exchange rate EUR/HUF	253.2260	253.2260	
	30.9.2004	31.12.2003	% Change
Total assets	4,371	4,037	8.3
Loans and advances to customers	3,001	2,568	16.9
Amounts owed to customers	2,380	2,528	(5.9)
Exchange rate EUR/HUF	247.4100	247.4100	

NB: To eliminate the currency effects, Q3 2004 exchange rates have been used for all P&L and Balance Sheet data conversions

¹ Q3 2003: Proforma result of EB Hungary & Postabank – restructuring provision eliminated

> Q3 2004 Financials (IFRS) of CE subsidiaries (cont)



Erste Bank Croatia

EUR m	1-9 2004	1-9 2003	% Change
Net interest income	65.7	60.5	8.6
Risk provisions for loans and advances	(3.5)	(8.5)	(58.6)
Net commission income	12.0	9.0	34.0
Net trading result	11.1	5.5	>100,0
General administrative expenses	(47.3)	(43.7)	8.3
Income from insurance business	-	-	-
Other operating result	(2.6)	0.9	<-100,0
Pre-tax profit	35.4	23.7	49.4
Net profit after minority interests	28.3	23.7	19.4
Exchange rate EUR/HRK	7.4872	7.4872	
	30.9.2004	31.12.2003	% Change
Total assets	2,916	2,571	13.4
Loans and advances to customers	1,753	1,393	25.8
Amounts owed to customers	1,763	1,469	20.0
Exchange rate EUR/HRK	7.5900	7.5900	

NB: To eliminate the currency effects, Q3 2004 exchange rates have been used for all P&L and Balance Sheet data conversions

> EB Group Quarterly Results (IFRS)

P&L Details

EUR m	Q1'01	Q2'01	Q3'01	Q4'01	Q1'02	Q2'02	Q3'02	Q4'02	Q1'03	Q2'03	Q3'03	Q4'03	Q1'04	Q2'04	Q3'04
Net interest income	313	357	389	380	585	634	616	628	618	673	645	652	657	660	677
Risk provisions	(48)	(45)	(55)	(56)	(89)	(94)	(89)	(134)	(97)	(109)	(93)	(108)	(108)	(89)	(110)
Net commission income	136	142	143	154	244	226	226	249	229	253	246	269	281	284	287
Net trading result	33	31	27	62	51	39	37	41	60	55	56	44	62	46	48
Income from insurance	0	0	0	0	8	(3)	(4)	8	4	9	8	12	6	7	11
Operating income	482	530	558	596	888	895	874	926	911	989	954	977	1,007	997	1,022
Personnel expenses	(172)	(186)	(181)	(218)	(313)	(352)	(342)	(367)	(342)	(351)	(348)	(381)	(359)	(362)	(363)
Administrative expenses	(116)	(123)	(136)	(135)	(184)	(201)	(198)	(180)	(179)	(180)	(180)	(153)	(201)	(202)	(208)
Depreciation	(50)	(51)	(49)	(37)	(73)	(80)	(73)	(69)	(84)	(87)	(86)	(90)	(83)	(85)	(88)
General admin. exp.	(338)	(360)	(366)	(390)	(570)	(633)	(613)	(616)	(605)	(618)	(614)	(624)	(642)	(649)	(659)
Other operating result	(3)	(25)	(51)	(24)	(56)	2	(20)	(6)	(23)	(38)	(68)	(73)	21	(35)	16
Pre-tax profit	92	100	86	126	173	169	153	170	186	224	179	172	277	224	269
Taxes	(21)	(23)	(11)	(25)	(46)	(32)	(39)	(34)	(54)	(65)	(52)	(53)	(89)	(46)	(62)
Minority interests	(17)	(24)	(32)	(28)	(61)	(92)	(63)	(43)	(56)	(70)	(37)	(21)	(84)	(42)	(64)
Net profit after minorities	54	54	43	73	66	45	51	93	76	89	90	98	104	136	142

> EB Group Quarterly Balance Sheet (IFRS)

Balance Sheet Details

EUR m	Q1'02	Q2'02	Q3'02	Q4'02	Q1'03	Q2'03	Q3'03	Q4'03	Q1'04	Q2'04	Q3'04
Total assets	117,684	121,068	124,797	121,222	125,081	129,153	130,481	128,575	136,091	137,574	142,238
Loans & advances credit inst.	21,372	21,175	23,117	18,673	19,185	20,867	20,363	15,689	20,718	20,390	21,915
Loans & advances to cust.	61,581	62,693	64,283	64,435	64,970	65,358	65,854	67,766	69,045	70,523	72,117
Risk provisions	(3,055)	(3,203)	(3,113)	(2,983)	(3,025)	(3,004)	(2,781)	(2,772)	(2,847)	(2,827)	(2,861)
Total securities portfolio and other financial inv.	30,905	32,317	32,991	32,795	35,756	37,665	38,791	39,093	40,521	41,323	42,604
Other assets	6,881	8,086	7,519	8,302	8,195	8,267	8,254	8,799	8,654	8,165	8,463
Total liabilities	117,684	121,068	124,797	121,222	125,081	129,153	130,481	128,575	136,091	137,574	142,238
Amounts owed to credit inst.	26,541	24,754	28,293	26,425	26,714	28,483	27,774	25,704	28,842	30,034	31,217
Amounts owed to customers	60,861	62,257	61,572	61,308	63,097	63,934	64,329	64,839	67,361	66,779	68,983
Debts evidenced by cert.	16,589	18,643	19,015	17,577	18,518	18,909	20,658	20,482	21,109	22,077	22,884
Other liabilities	11,966	13,669	13,474	13,431	14,212	15,284	15,119	14,760	15,860	15,688	16,019
Shareholder's equity (excl. minority interests)	1,727	1,745	2,443	2,481	2,540	2,543	2,601	2,791	2,919	2,996	3,135

> EB Group Quarterly Divisionals

Overview

In EUR m	Total Austria							Total CE						
	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04
Net interest income	395.5	405.6	419.0	402.5	398.3	394.6	398.7	193.9	222.2	202.4	210.9	225.5	230.3	233.2
Risk provisions	(86.4)	(98.5)	(85.0)	(104.8)	(90.4)	(78.4)	(86.7)	(1.2)	(2.5)	(0.4)	(5.6)	(9.8)	(6.2)	(20.0)
Net commission income	150.6	177.3	165.8	186.6	186.4	173.8	174.8	78.2	83.3	84.4	99.4	91.7	99.0	101.1
Net trading result	41.7	41.5	31.1	22.7	37.4	25.4	24.4	19.0	10.0	23.1	19.1	26.7	21.2	23.5
General admin.exp.	(413.4)	(411.1)	(414.7)	(416.2)	(410.7)	(408.6)	(410.8)	(180.7)	(191.0)	(191.0)	(204.1)	(212.0)	(219.9)	(218.6)
Income from insurance	2.6	6.9	6.0	10.4	4.3	5.6	8.1	1.8	1.9	1.6	5.0	2.1	1.2	3.2
Other operating results	5.6	12.2	(30.8)	(13.3)	28.3	(5.8)	15.5	(17.4)	(57.6)	(43.8)	(48.4)	(6.5)	(25.5)	0.5
Pre-tax profit	96.2	133.9	91.3	87.9	153.5	106.6	124.0	93.7	66.5	76.2	76.2	117.7	100.2	122.9
Taxes	(33.8)	(35.2)	(27.1)	(32.1)	(40.8)	(24.1)	(28.1)	(24.8)	(21.4)	(20.0)	(12.0)	(27.3)	(20.3)	(29.2)
Minority interests	(34.2)	(53.6)	(21.8)	(2.7)	(47.0)	(29.1)	(43.8)	(14.8)	(9.8)	(8.8)	(11.2)	(12.4)	(9.6)	(9.7)
Net profit after minorities	28.2	45.1	42.4	53.1	65.7	53.5	52.1	54.1	35.3	47.3	53.0	78.1	70.3	84.0

In EUR m	International Business							Corporate Center						
	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04
Net interest income	31.2	41.9	35.4	38.3	35.3	38.9	39.1	(3.0)	2.8	(12.2)	0.4	(2.2)	(3.6)	5.6
Risk provisions	(10.0)	(7.2)	(7.6)	(1.2)	(8.1)	(4.0)	(3.3)	0.4	(0.4)	0.2	3.8	(0.0)	0.1	(0.1)
Net commission income	3.8	6.0	6.3	5.0	5.7	5.3	5.8	(3.6)	(13.9)	(10.7)	(21.9)	(2.3)	5.7	4.8
Net trading result	0.1	0.1	0.0	0.1	(0.0)	0.1	(0.0)	(0.7)	3.0	1.7	2.1	(1.7)	(0.8)	(0.0)
General admin.exp.	(8.8)	(8.2)	(8.7)	(8.3)	(7.8)	(7.4)	(8.1)	(2.2)	(7.5)	0.3	4.9	(11.6)	(13.3)	(21.9)
Income from insurance	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(3.2)	0.0	0.0	0.0
Other operating results	(0.6)	(1.5)	0.3	(12.1)	(3.0)	(0.3)	(1.2)	(10.3)	8.8	6.3	0.4	2.0	(3.8)	0.9
Pre-tax profit	15.6	31.0	25.8	21.8	22.1	32.5	32.3	(19.3)	(7.2)	(14.4)	(13.5)	(15.9)	(15.7)	(10.7)
Taxes	(4.7)	(6.0)	(6.0)	(7.4)	(3.8)	(7.6)	(7.5)	8.8	(2.2)	1.7	(2.0)	(17.6)	6.3	2.8
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(6.9)	(6.7)	(6.9)	(6.7)	(24.5)	(3.3)	(10.7)
Net profit after minorities	11.0	25.0	19.8	14.5	18.4	24.8	24.9	(17.4)	(16.1)	(19.6)	(22.2)	(58.0)	(12.6)	(18.5)

> EB Group Quarterly Divisionals

Austria - Details

In EUR m	Savings Banks							Retail & Mortgage						
	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04
Net interest income	202.8	220.5	202.6	215.4	210.2	199.4	208.5	128.9	130.3	135.5	126.9	125.9	131.1	127.0
Risk provisions	(45.0)	(47.0)	(39.8)	(66.3)	(48.6)	(38.3)	(46.6)	(28.5)	(37.9)	(31.6)	(34.5)	(28.8)	(28.1)	(27.8)
Net commission income	66.8	85.6	77.3	91.8	85.1	79.4	79.8	66.8	67.4	66.2	63.7	70.7	68.2	66.5
Net trading result	6.1	9.1	6.0	8.1	7.0	1.9	3.8	3.2	5.7	4.6	3.2	3.1	2.6	2.3
General admin.exp.	(202.0)	(203.6)	(203.8)	(211.1)	(205.7)	(204.5)	(204.9)	(167.3)	(161.1)	(164.8)	(159.9)	(161.8)	(159.5)	(159.7)
Income from insurance	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.6	6.9	6.0	10.4	4.3	5.6	8.1
Other operating results	9.9	10.8	(15.5)	(27.4)	16.8	(1.0)	13.3	1.0	3.3	(3.7)	(3.1)	3.6	(4.4)	3.9
Pre-tax profit	38.6	75.4	26.7	10.6	64.7	36.9	54.0	6.9	14.5	12.3	6.7	17.0	15.5	20.4
Taxes	(14.4)	(18.2)	(7.3)	(6.9)	(18.5)	(9.6)	(13.9)	(2.8)	(5.1)	(4.3)	(3.2)	(4.2)	(3.0)	(4.0)
Minority interests	(29.7)	(48.3)	(18.1)	(5.3)	(40.6)	(22.9)	(36.2)	(1.1)	(4.1)	(1.5)	1.4	(4.3)	(3.0)	(5.1)
Net profit after minorities	(5.4)	8.9	1.3	(1.6)	5.5	4.5	3.9	3.0	5.3	6.4	4.9	8.5	9.5	11.3

In EUR m	Large Corporate Customers							Trading & Investment Banking						
	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04
Net interest income	36.6	39.0	38.3	33.7	37.2	37.0	34.6	27.2	15.8	42.6	26.4	25.0	27.1	28.7
Risk provisions	(12.6)	(14.1)	(13.5)	(4.0)	(13.0)	(11.9)	(12.3)	(0.3)	0.5	(0.1)	(0.0)	0.0	0.0	0.0
Net commission income	12.4	9.9	12.2	18.6	15.0	14.0	16.3	4.5	14.4	10.1	12.4	15.5	12.3	12.1
Net trading result	0.4	0.5	0.3	0.4	0.2	0.3	0.3	32.0	26.3	20.2	11.1	27.2	20.6	18.0
General admin.exp.	(19.2)	(19.1)	(21.6)	(21.1)	(19.5)	(21.0)	(21.4)	(24.9)	(27.3)	(24.6)	(24.1)	(23.6)	(23.6)	(24.8)
Income from insurance	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating results	(0.2)	(1.7)	1.5	9.5	7.2	1.7	(0.9)	(5.1)	(0.2)	(13.1)	7.7	0.7	(2.1)	(0.9)
Pre-tax profit	17.5	14.5	17.1	37.1	27.0	20.0	16.6	33.2	29.5	35.2	33.4	44.8	34.2	33.1
Taxes	(6.5)	(3.0)	(4.8)	(11.3)	(6.8)	(3.8)	(2.9)	(10.2)	(8.9)	(10.7)	(10.7)	(11.2)	(7.6)	(7.4)
Minority interests	(3.6)	(1.3)	(2.2)	1.2	(2.1)	(3.3)	(2.5)	0.2	0.1	0.1	0.0	0.0	0.0	0.0
Net profit after minorities	7.4	10.2	10.1	27.0	18.1	12.8	11.2	23.2	20.7	24.6	22.7	33.6	26.6	25.7

> EB Group Quarterly Divisionals

Central Europe - Details

In EUR m	Ceska sporitelna							Slovenska sporitelna						
	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04
Net interest income	113.3	116.9	111.6	119.1	121.5	121.8	124.1	51.4	70.7	57.2	55.4	45.5	47.0	47.8
Risk provisions	2.4	1.9	2.4	(5.4)	(9.4)	(2.9)	(6.3)	0.0	(1.5)	1.9	3.0	0.1	3.0	(0.2)
Net commission income	59.3	59.9	60.9	72.3	61.9	65.6	66.4	10.4	13.3	12.8	15.2	15.0	17.2	17.3
Net trading result	9.5	6.6	12.5	9.5	11.5	13.9	5.0	2.4	2.5	3.2	2.8	3.0	4.0	3.4
General admin.exp.	(117.1)	(120.3)	(118.2)	(118.5)	(117.7)	(122.9)	(117.0)	(35.0)	(37.8)	(40.0)	(44.4)	(38.5)	(38.7)	(40.4)
Income from insurance	1.8	1.9	1.6	5.0	2.1	1.2	3.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating results	(9.3)	(18.7)	(20.7)	(26.9)	1.8	(16.0)	17.1	(6.4)	(40.6)	(19.4)	(15.5)	(4.8)	(5.1)	(9.3)
Pre-tax profit	59.8	48.1	50.1	55.1	71.7	60.7	92.4	22.7	6.7	15.5	16.3	20.4	27.3	18.5
Taxes	(21.4)	(19.1)	(19.9)	(14.8)	(20.7)	(15.9)	(25.7)	(2.6)	(0.5)	(2.5)	0.0	(3.0)	(3.9)	(2.2)
Minority interests	(5.4)	(3.6)	(3.1)	(3.0)	(2.0)	(2.9)	(3.8)	(8.0)	(3.3)	(5.5)	(6.1)	(5.7)	(4.7)	(3.6)
Net profit after minorities	32.9	25.4	27.1	37.2	49.0	41.9	63.0	12.1	2.9	7.6	10.2	11.7	18.7	12.6

In EUR m	Erste Bank Hungary ¹							Erste Bank Croatia						
	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04	Q1 03	Q2 03	Q3 03	Q4 03	Q1 04	Q2 04	Q3 04
Net interest income	12.4	16.2	14.3	15.6	38.7	42.0	39.4	16.8	18.5	19.2	20.9	19.8	19.5	21.9
Risk provisions	(2.0)	(2.5)	(3.8)	0.9	(5.5)	(3.4)	(7.9)	(1.5)	(0.4)	(0.9)	(4.1)	5.0	(2.9)	(5.6)
Net commission income	6.2	6.8	7.6	8.3	11.5	12.1	12.9	2.4	3.3	3.2	3.6	3.3	4.2	4.6
Net trading result	3.1	0.4	6.2	2.0	7.7	1.9	9.9	4.1	0.5	1.2	4.8	4.5	1.5	5.1
General admin.exp.	(15.6)	(18.2)	(17.1)	(18.4)	(41.0)	(42.5)	(44.2)	(12.9)	(14.7)	(15.7)	(22.8)	(14.8)	(15.8)	(17.0)
Income from insurance	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other operating results	(1.0)	0.3	(1.9)	(4.9)	(2.5)	(4.1)	(6.0)	(0.6)	1.4	(1.6)	(1.1)	(0.9)	(0.3)	(1.3)
Pre-tax profit	3.1	3.0	5.2	3.5	8.9	6.1	4.2	8.2	8.7	5.4	1.3	16.8	6.2	7.8
Taxes	(0.5)	(0.8)	(0.4)	(0.0)	(0.4)	0.7	0.3	(0.2)	(1.0)	2.7	2.8	(3.3)	(1.2)	(1.5)
Minority interests	0.1	0.1	(0.1)	0.1	(0.1)	(0.1)	0.0	(1.5)	(2.9)	(0.2)	(2.1)	(4.6)	(2.0)	(2.3)
Net profit after minorities	2.6	2.3	4.7	3.5	8.5	6.7	4.5	6.5	4.7	8.0	2.0	8.9	3.0	3.9

¹ Postabank included since Jan 2004

> Q3 2004 Results

Key financial data

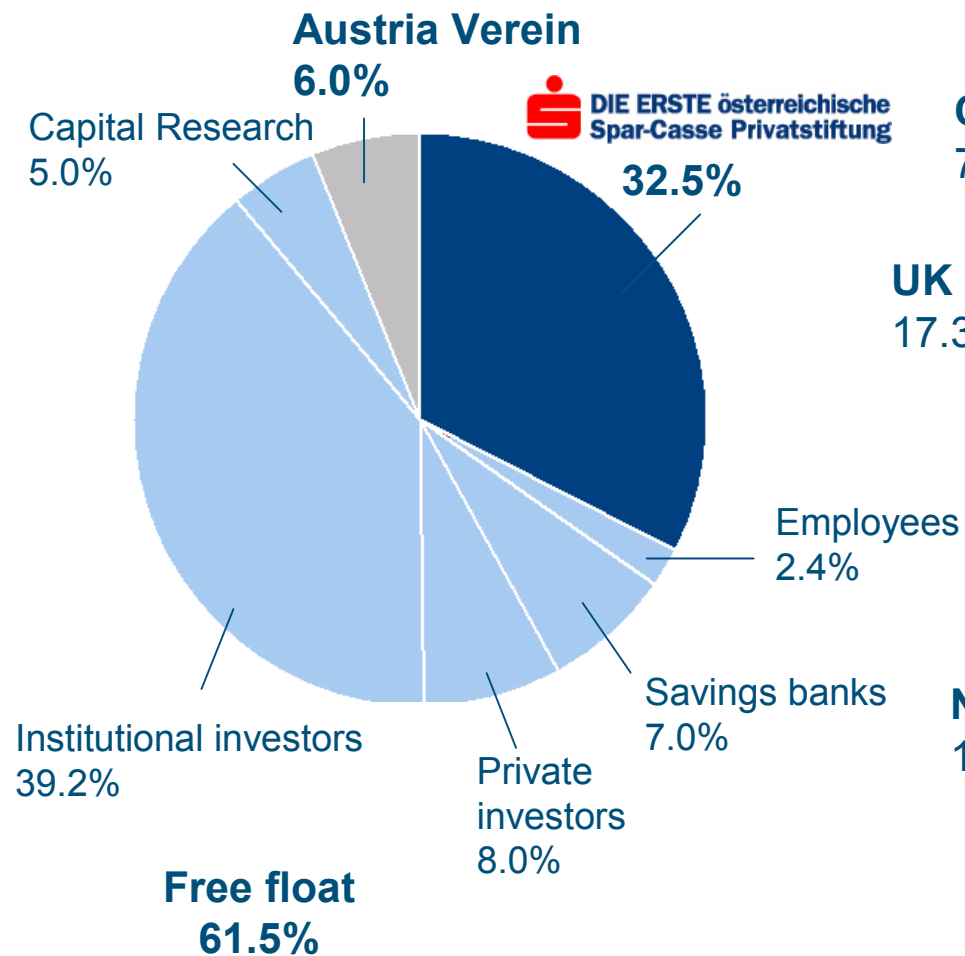
in EUR m	YE 1998	YE 1999	YE 2000	YE 2001	YE 2002	YE 2003	Q3 2004
Tier 1 Capital pursuant to § Austrian Banking Act	1,611	1,753	2,125	2,337	3,800	3,912	4,073
Total own funds pursuant to § Austrian Banking Act	3,176	3,296	3,956	4,308	6,983	7,146	7,152
Risk weighted assets	26,488	27,750	31,879	37,803	60,257	62,188	66,614
Tier 1 ratio (%)	6.1	6.3	6.7	6.2	6.3	6.3	6.1
Solvency ratio (%)	11.0	10.8	11.2	10.7	11.0	10.7	10.0
Market capitalisation	2,020	1,950	2,417	3,006	3,837	5,873	8,088
Book value per share ¹	7.41	8.09	9.21	9.45	10.37	11.64	13.10
Price-book value ratio	1.5	1.4	1.3	1.6	1.5	2.1	2.6

¹ Based on 239,3m shares at 30 Sep 2004, adjusted for 4:1 stock split in July 2004

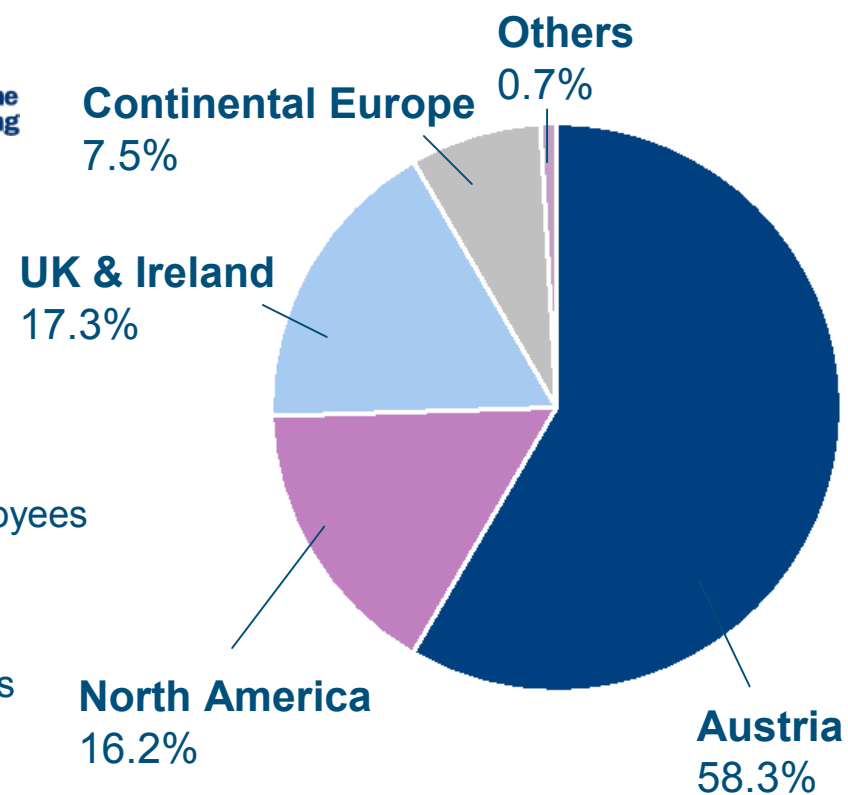
> Current shareholder structure

Total numbers of shares: 241,442,892

By Investor Type



By Region



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