

> **Erste Bank –  
Focused on the Center of Europe**

- > East Capital Summit  
Southeastern Europe 2007
- > Bucharest, 09 March 2007
- > Gabriele Werzer,  
Head of Investor Relations

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## > Presentation topics

### 1. Strategic rationale

2. 2006 business and financial update

3. 2006 financials (preliminary results)

4. Outlook and targets

5. Appendix

# > Focus on emerging markets within the EU

95% of Erste Bank's 15.8 million customers are EU citizens

## ČESKÁ SPORITELNA

Clients: 5.3m; #1  
Retail loans: 33%  
Retail deposits: 32%  
Branches: 637

## ERSTE BANK

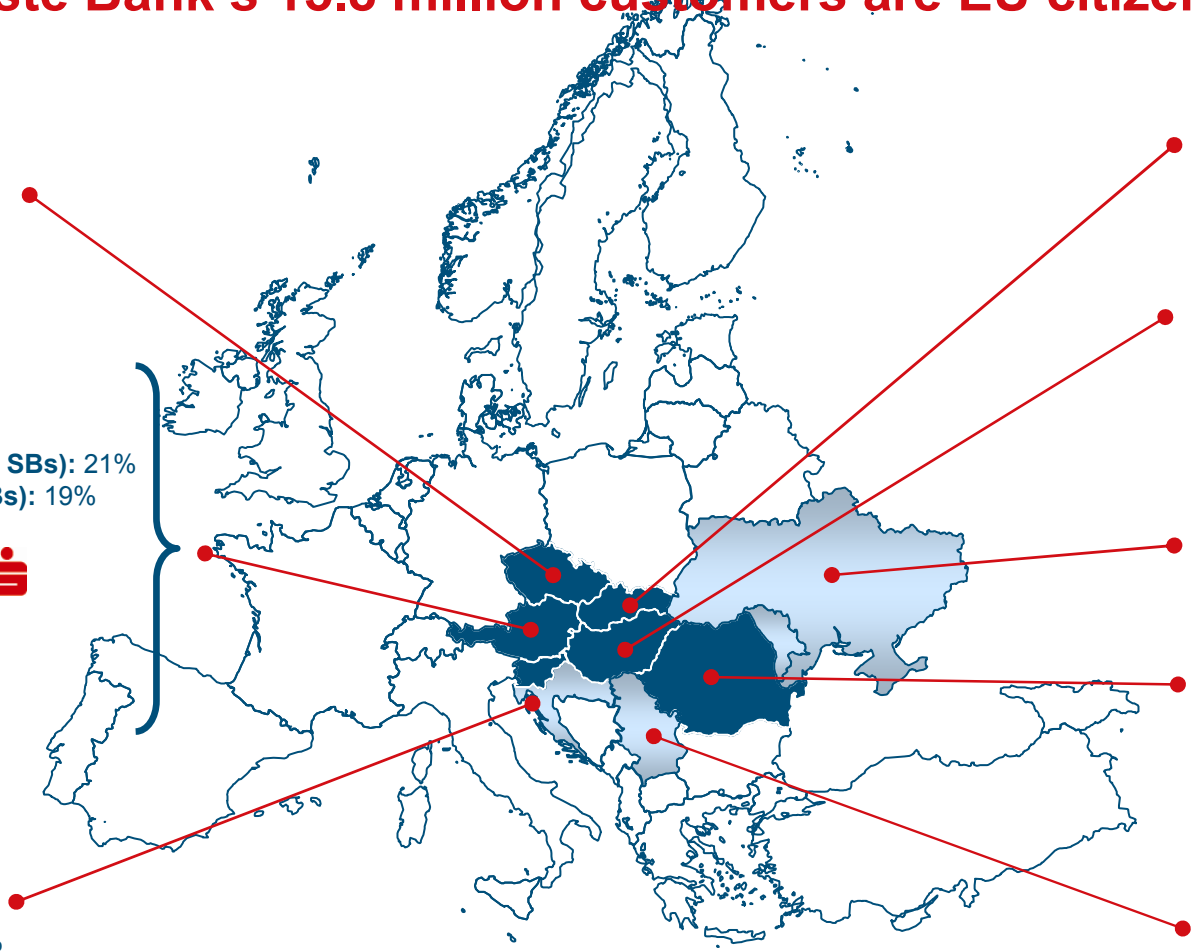
Clients: 0.7m; #2  
Retail deposits (inkl. SBs): 21%  
Retail loans (inkl. SBs): 19%  
Branches: 276

## SPARKASSE

Clients: 2.1m  
Branches: 708

## ERSTE BANK

Croatia  
Clients: 0.6m; #3  
Retail deposits: 11%  
Retail loans: 12%  
Branches: 112



## SLOVENSKÁ SPORITELNA

Clients: 2.5m; #1  
Retail deposits: 32%  
Retail loans: 26%  
Branches: 271

## ERSTE BANK

Hungary  
Clients: 0.9m; #2  
Retail deposits: 6%  
Retail loans: 11%  
Branches: 182

## ERSTE BANK

Ukraine  
Founded in Dec. 2005

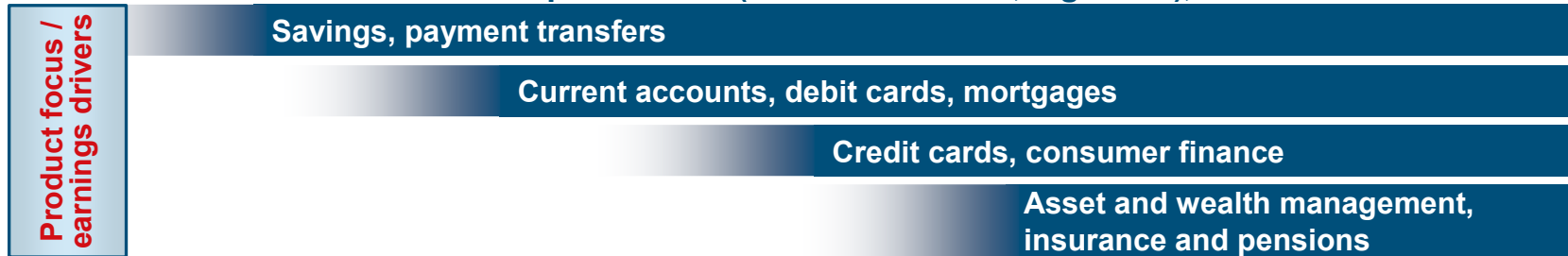
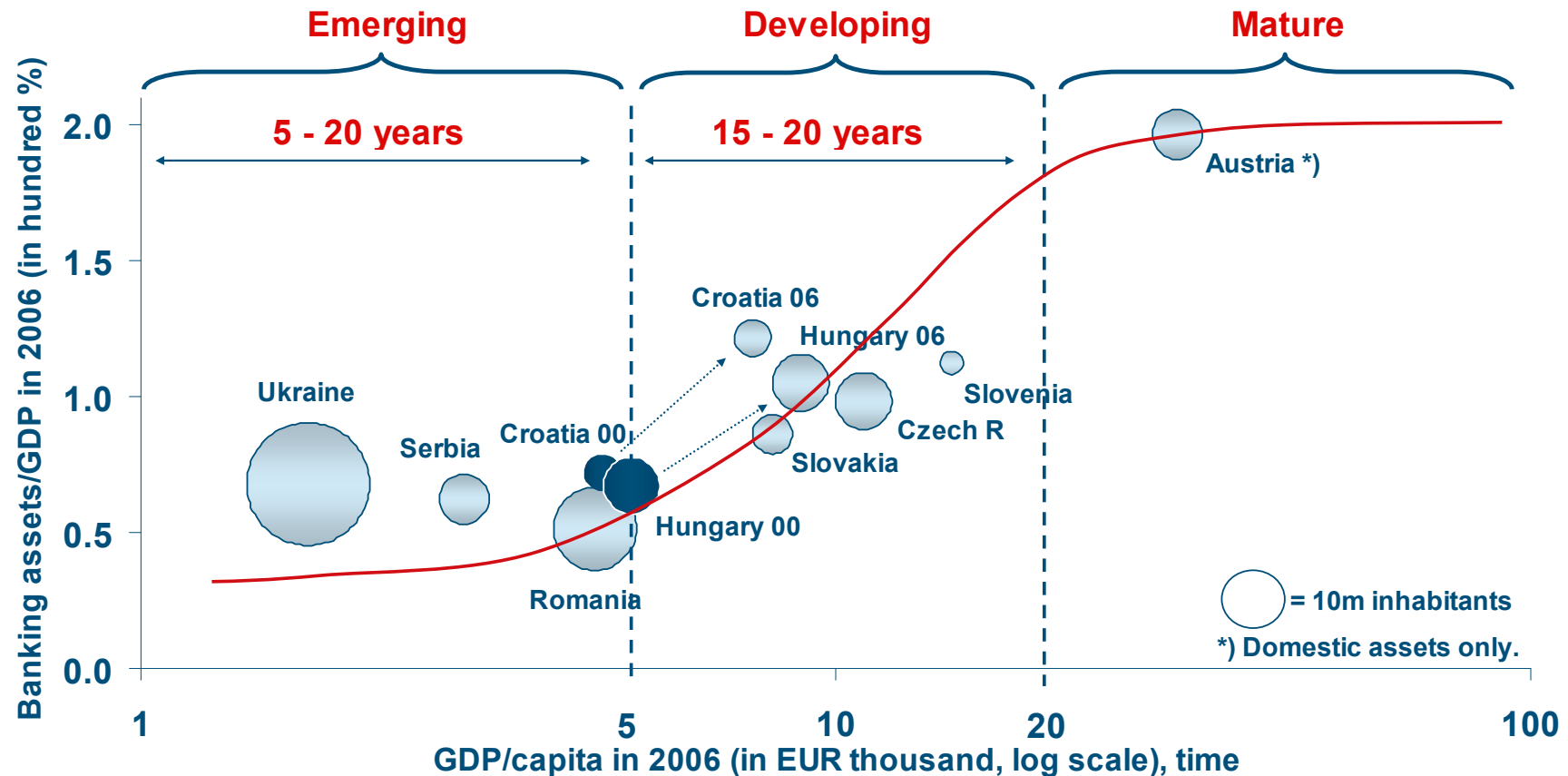
## BANCA COMERCIALA ROMANA

Clients: 3.5m; #1  
Retail deposits: 31%  
Retail loans: 25%  
Branches: 473

## ERSTE BANK

Serbia  
Clients: 0.2m; ~#9  
Retail deposits: 2%  
Retail loans: 2%  
Branches: 60

# > Rationale for eastwards expansion ...



# > ... with an emphasis on retail banking

## Core competence

- » 2,734 branches and 15.8m customers
- » Trusted brand
- » History stretching back to 1819

## Comprehensive scope

- » Standard banking products
- » Asset management
- » Life insurance

## Well-diversified markets

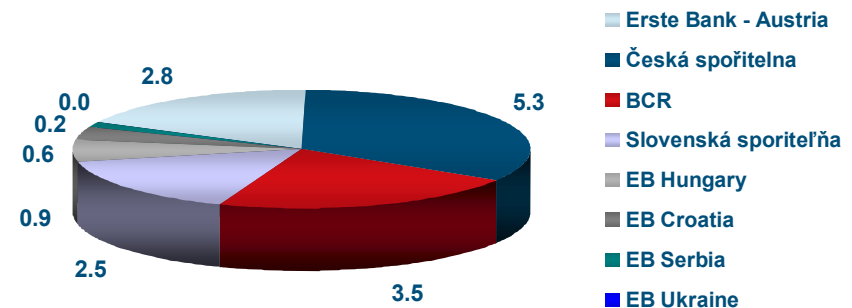
- » Established markets
- » Developed transformation economies
- » Early stage growth markets

## Compelling business case

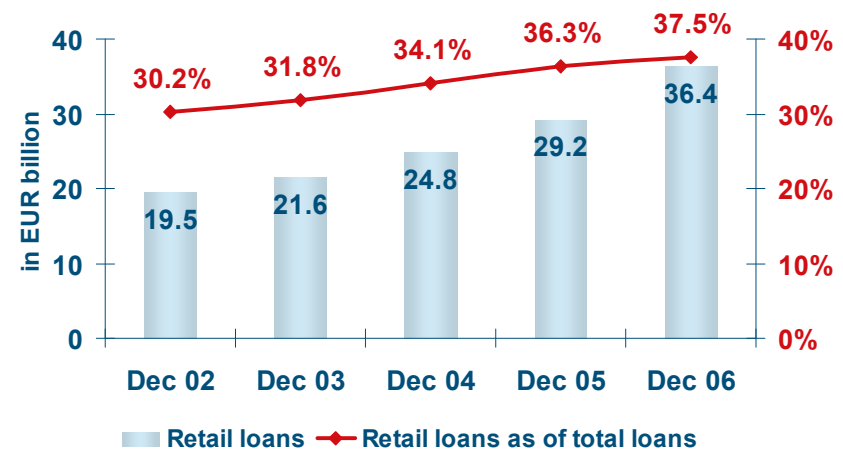
- » Stable & strong growth
- » Lower risk environment
- » Long-term opportunities

Erste Bank customer base

Total: 15.8m



Retail loans gain steadily in importance



# > Preparing the ground for wealth creation

## Fund management

- » FUM/capita indicates huge opportunity
- » Strong growth in CEE, but from low base
- » Markets will reach scale in the medium term

## Life insurance

- » Same scenario as with fund management
- » Premiums/capita show gap to EU levels
- » Growth is steadier, tied to state regulations

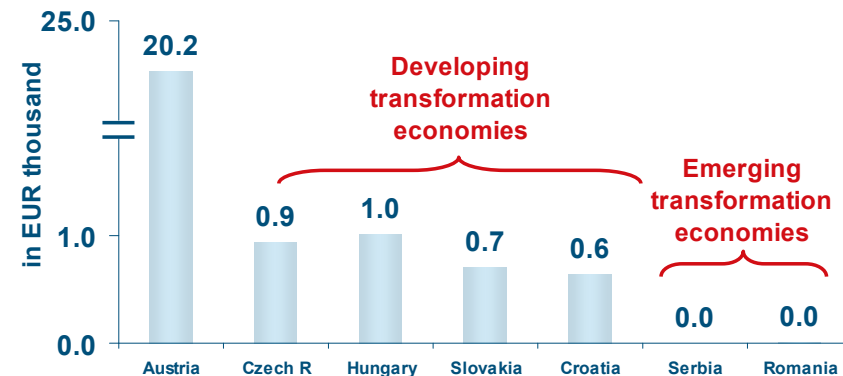
## Leading market positions

- » **23.3% FUM share in CEE**
  - » EUR 6.2bn under management (up 26%)
- » **18.4% FUM share in Austria**
  - » EUR 30.7bn under management (up 10%)
- » Life shares range from **2% - 15%**

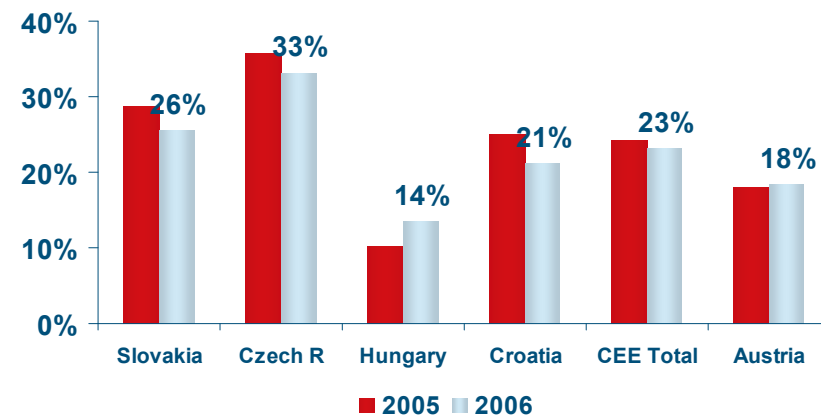
## Beneficiary of catch-up process

- » Leveraging existing client base
- » Launch of new, more sophisticated products
- » Increased fee contribution

Funds under management/capita (2006)



Fund management markets shares



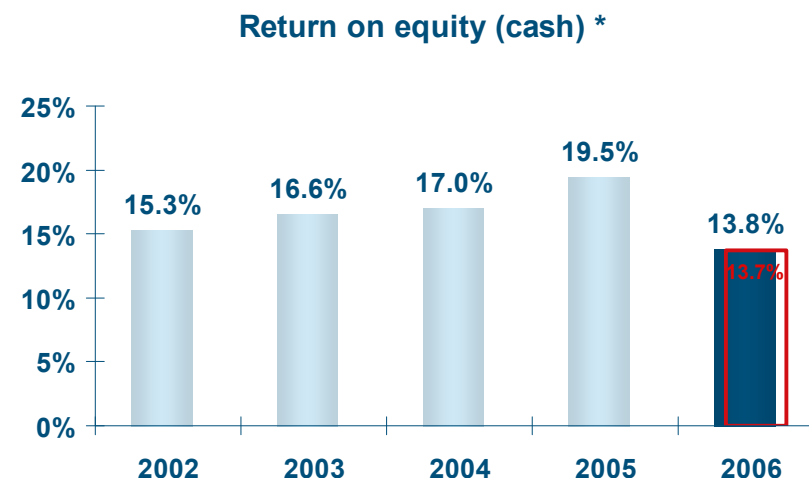
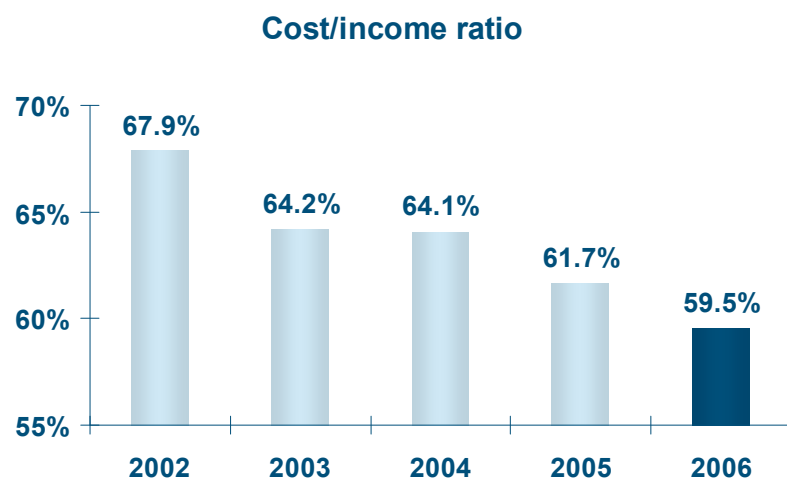
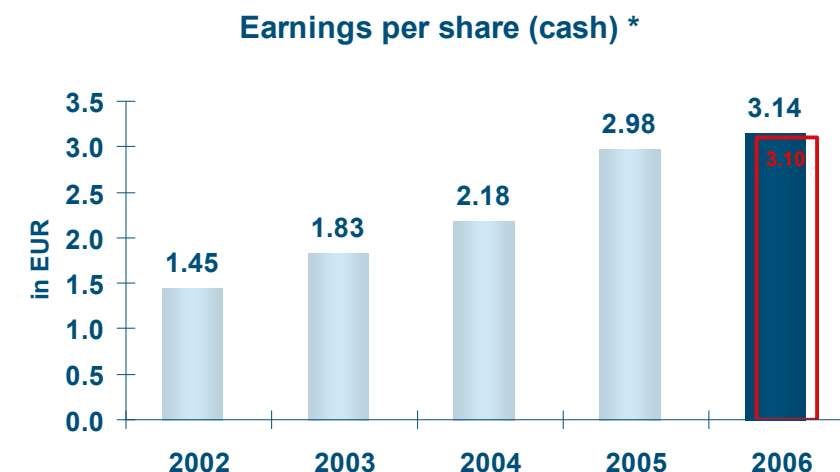
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- 2. 2006 business and financial update**
3. 2006 financials (preliminary results)
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# > 2006 financial highlights

- » **Net profit up 30.1% to EUR 932.2m**
  - » Up 26.2% to 904.8m excluding BCR contribution
- » **Total assets up 19.0% to EUR 181.7bn**
- » **Tier 1 ratio at 6.6%**
  - » After closing of BCR acquisition in Oct 2006
- » **Cash EPS reached EUR 3.14**
  - » Excluding EUR 18m depreciation for value of BCR customer base
- » **Cash ROE at 13.8%**
- » **Proposed dividend - EUR 0.65 per share**



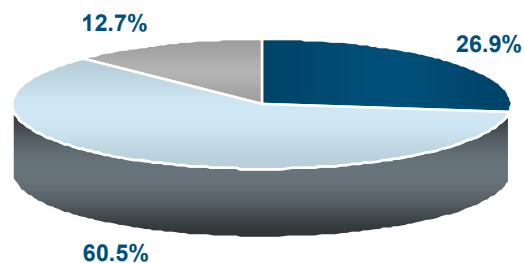
\*) Red bars denote reported EPS and ROE respectively. Decline in reported and cash ROE reflects 2006 capital increase.  
EPS calculation based on average number of shares for the period (ex treasury shares and shares owned by savings banks with EB participations).

## > 2006 divisional highlights

### Romanian BCR already contributes to EB Group bottom line

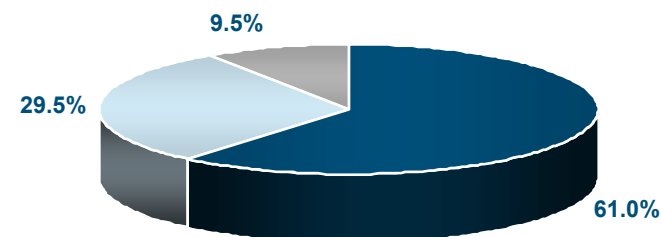
in EUR million	Austria		CEE		Int'l Business		Corp. Center		Total	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
<b>Pre-tax profit</b>	698.7	571.2	808.5	600.9	160.0	155.3	(144.9)	(105.7)	1,522.2	1,221.7
<b>Net profit after minorities</b>	345.9	268.1	563.7	443.3	118.2	110.8	(95.6)	(105.4)	932.2	716.7
Average risk-weighted assets	49,635	46,576	24,147	16,563	7,736	6,547	332	339	81,849	70,025
Average attributed equity	1,891	1,776	1,566	1,115	503	426	2,857	363	6,817	3,680
<b>Cost/income ratio</b>	62.6%	63.9%	56.1%	58.4%	18.9%	20.0%	n.a.	n.a.	59.5%	61.7%
<b>ROE based on net profit</b>	18.3%	15.1%	36.0%	39.8%	23.5%	26.0%	n.a.	n.a.	13.7%	19.5%

Distribution of net profit in (2006)



■ Austria inc CC ■ CEE ■ Int. Business

Distribution of average risk-weighted assets (2006)



■ Austria inc CC ■ CEE ■ Int. Business

1) After January 06 capital increase

## > 2006 operating highlights

### Expanding the footprint

Q1 2006

- » **Successful EUR 2.9bn capital increase to fund acquisition of BCR**

Q2 2006

- » **New management team appointed at Erste Bank Serbia to speed up transformation process**
  - » Outlook for 2008 confirmed

Q3 2006

- » **Closing of BCR transaction in October – EB owns 61.9%**

Q4 2006

- » **Successful BCR employee share buy-out**
  - » EB increases stake in BCR to 69.2%
- » **Signing of acquisition of 100% of Ukrainian Bank Prestige**
  - » Acquisition closed in January 2007
- » **S&P assigns long term 'A' rating to EB**
  - » Ups short term rating to A-1
- » **Getting prepared for the future**
  - » New holding structure and management team announced

# > Update on Banca Comercială Română (BCR)

## Completion of acquisition on 12 Oct 06

## Stake in BCR increased to 69.11%

- » Successful offer to buy BCR employee shares resulting in acquisition of additional 7.2% of BCR's share capital in December 06

## New management board in place

- » Excellent team mix of local & EB group expertise

## Integration progresses as planned

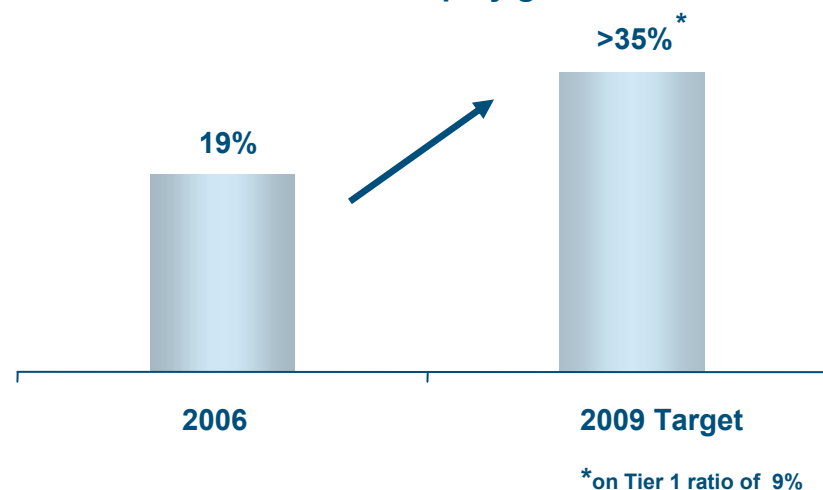
## Sound financial performance in 2006

- » Net profit up 16.4% to EUR 214.5m
  - » Including restructuring costs of EUR 39.7bn bottom line
  - » Pre restructuring costs net profit was up 38% to EUR 254m
- » Cost/income ratio declines to 55.3%\*
- » Return on equity reaches 18.8%\*

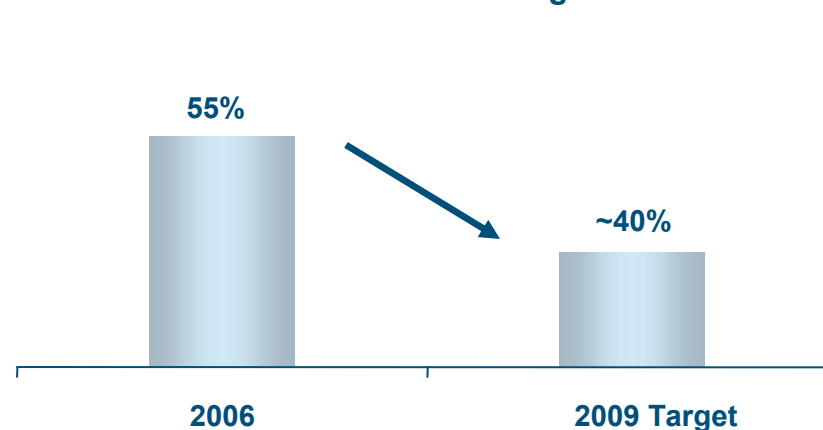
\*) After restructuring costs

## Targets confirmed

### BCR return on equity guidance



### BCR cost/income ratio guidance



## > Update on BCR – Integration progress

### Integration & Development Programme (IDP) Milestones

- » 40 key projects initiated – covering all business lines
- » Project teams are co-headed by specialists from BCR and Erste Bank Group
- » IDP Projects will be completed between end of 2007 to mid-2008
  
- » **Key principles**
  - » Maintain customer focus throughout integration process
  - » Aim to achieve maximum benefits in minimum time
  - » Full cooperation between business lines and IPD teams
  - » Open communication to identify and solve, rather than hide, potential problems
  
- » **Milestones**
  - » Network expansion by about 220 branches by 2009
  - » Implementation of 52 commercial centers throughout Romania to strengthen the SME business
  - » Workforce optimisation
    - front office expansion; back office efficiency; extensive training
  - » Enhancing distribution capabilities – alternative distribution channels
  - » Implement EB Group risk management model

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## > Group income statement (IFRS)

### Strong, well balanced operating performance

in EUR million				Excluding BCR	
	2006	2005	Change	2006	Change
Net interest income	3,189.3	2,794.2	14.1%	3,058.3	9.4%
Risk provisions for loans and advances	(439.1)	(421.6)	4.2%	(430.9)	2.2%
Net commission income	1,445.9	1,256.8	15.0%	1,401.1	11.5%
Net trading result	277.9	241.7	15.0%	258.8	7.1%
General administrative expenses	(2,945.3)	(2,670.0)	10.3%	(2,838.0)	6.3%
Income from insurance business	35.8	36.7	(2.2%)	32.4	(11.6%)
Other operating result	(144.0)	(73.2)	96.8%	(113.8)	55.5%
Income from financial assets - FV	(4.5)	11.4	nm	(5.1)	nm
Income from financial assets - AfS	100.0	44.2	>100.0%	100.0	>100.0%
Income from financial assets - HtM	6.2	1.5	>100.0%	6.2	>100.0%
<b>Pre-tax profit</b>	<b>1,522.2</b>	<b>1,221.7</b>	<b>24.6%</b>	<b>1,469.0</b>	<b>20.2%</b>
Taxes on income	(339.8)	(301.7)	12.6%	(330.6)	9.6%
Minority interests	(250.2)	(203.2)	23.1%	(233.6)	14.9%
<b>Net profit after minorities</b>	<b>932.2</b>	<b>716.7</b>	<b>30.1%</b>	<b>904.8</b>	<b>26.2%</b>
Operating income	4,948.9	4,329.4	14.3%	4,750.6	9.7%
Operating expenses	(2,945.3)	(2,670.0)	10.3%	(2,838.0)	6.3%
<b>Operating result</b>	<b>2,003.6</b>	<b>1,659.4</b>	<b>20.7%</b>	<b>1,912.6</b>	<b>15.3%</b>
<b>Cost/income ratio</b>	<b>59.5%</b>	<b>61.7%</b>		<b>59.7%</b>	
<b>ROE based on net profit</b>	<b>13.7%</b>	<b>19.5%</b>		<b>13.5%</b>	
<b>Cash ROE</b>	<b>13.8%</b>	<b>19.5%</b>		<b>13.5%</b>	

## > Group balance sheet (IFRS)

### Assets – retail lending continues to drive growth

in EUR million	Dec 06	Dec 05	Change	Excluding BCR*	
				Dec 06	Change
Cash and balances with central banks	7,378	2,728	>100.0%	3,375	23.7%
Loans and advances to credit institutions	16,616	16,858	(1.4%)	17,001	0.8%
Loans and advances to customers	97,107	80,419	20.8%	89,479	11.3%
Risk provisions for loans and advances	(3,133)	(2,817)	11.2%	(2,794)	(0.8%)
Trading assets	6,188	5,426	14.0%	—	—
Financial assets - FV	4,682	4,370	7.1%	—	—
Financial assets - AfS	14,927	14,537	2.7%	—	—
Financial assets - HtM	16,700	15,122	10.4%	—	—
Investments of insurance companies	7,329	7,066	3.7%	—	—
At-equity holdings	383	256	49.4%	—	—
Intangible assets	6,092	1,911	>100.0%	—	—
Tangible assets	2,165	1,688	28.2%	—	—
Tax assets	317	264	20.0%	—	—
Other assets	4,952	4,852	2.1%	—	—
<b>Total assets</b>	<b>181,703</b>	<b>152,681</b>	<b>19.0%</b>	<b>165,515</b>	<b>8.4%</b>
<b>Risk-weighted assets</b>	<b>94,129</b>	<b>75,078</b>	<b>25.4%</b>	<b>86,347</b>	<b>15.0%</b>

\*) Main balance sheet items presented pro-forma excluding BCR contribution



## > Group balance sheet (IFRS)

### Liabilities – rising interest rates drive increase in deposits

in EUR million	Dec 06	Dec 05	Change	Excluding BCR*	
				Dec 06	Change
Amounts owed to credit institutions	37,688	33,911	11.1%	31,427	(7.3%)
Amounts owed to customers	90,849	72,793	24.8%	83,581	14.8%
Debts evidenced by certificates	21,814	21,291	2.5%	20,570	(3.4%)
Trading liabilities	1,200	1,304	(8.0%)	—	—
Underwriting provisions	7,920	7,056	12.2%	—	—
Other provisions	1,780	1,493	19.2%	—	—
Tax liabilities	291	188	54.8%	—	—
Other liabilities	4,047	3,975	1.8%	—	—
Subordinated capital	5,210	4,290	21.4%	—	—
Total equity	10,904	6,379	70.9%	—	—
Shareholders' equity	7,979	4,065	96.3%	—	—
Minority interests	2,925	2,314	26.4%	—	—
<b>Total liabilities and equity</b>	<b>181,703</b>	<b>152,681</b>	<b>19.0%</b>	<b>165,515</b>	<b>8.4%</b>
<b>Tier 1 ratio</b>	<b>6.6%</b>	<b>6.8%</b>		—	
<b>Solvency ratio</b>	<b>10.3%</b>	<b>11.0%</b>		—	

\*) Main balance sheet items presented pro-forma excluding BCR contribution

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## > Erste Bank outlook and targets

### Outlook 2007

**Net profit of EB Group expected to increase by at least 25%**

» Based on generally positive outlook for CEE subsidiaries and Austria

### Mid term Group targets confirmed

Net profit<sup>(1)</sup> growth

**More than 20% p.a. average until 2009**

Cost/income ratio

**Below 55% in 2009**

Return on equity<sup>(2)</sup>

**18-20% in 2009**

### Current targets for all subsidiaries confirmed

(1) Net profit after tax and minorities

(2) Based on a Tier 1 ratio of at least 7%

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## > Divisional figures – Core segments\*

### Profits grow throughout the region

in EUR million	Austria		CEE		Int'l Business		Corp. Center		Total	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Net interest income	1,592.9	1,583.9	1,444.3	1,104.6	149.0	149.6	3.2	(43.9)	3,189.3	2,794.2
Risk provisions	(312.7)	(351.3)	(126.9)	(80.2)	2.1	10.2	(1.5)	(0.2)	(439.1)	(421.6)
Net commission income	891.4	825.7	575.1	459.4	33.3	29.4	(53.8)	(57.7)	1,445.9	1,256.8
Net trading result	126.9	116.8	149.3	120.9	(0.2)	(0.0)	1.8	4.0	277.9	241.7
General administrative expenses	(1,645.1)	(1,632.5)	(1,227.5)	(989.1)	(34.3)	(35.8)	(38.3)	(12.5)	(2,945.3)	(2,670.0)
Income - insurance business	17.9	28.8	17.9	7.9	0.0	0.0	0.0	0.0	35.8	36.7
Other result	27.4	(0.1)	(23.7)	(22.6)	10.1	2.0	(56.2)	4.6	(42.3)	(16.1)
<b>Pre-tax profit</b>	<b>698.7</b>	<b>571.2</b>	<b>808.5</b>	<b>600.9</b>	<b>160.0</b>	<b>155.3</b>	<b>(144.9)</b>	<b>(105.7)</b>	<b>1,522.2</b>	<b>1,221.7</b>
Taxes on income	(153.6)	(142.1)	(191.2)	(133.0)	(41.8)	(44.5)	46.8	17.9	(339.8)	(301.7)
Minority interests	(199.1)	(160.9)	(53.6)	(24.7)	0.0	0.0	2.6	(17.6)	(250.2)	(203.2)
<b>Net profit after minorities</b>	<b>345.9</b>	<b>268.1</b>	<b>563.7</b>	<b>443.3</b>	<b>118.2</b>	<b>110.8</b>	<b>(95.6)</b>	<b>(105.4)</b>	<b>932.2</b>	<b>716.7</b>
Average risk-weighted assets	49,634.7	46,575.7	24,146.7	16,562.5	7,735.9	6,547.4	331.8	339.4	81,849.1	70,025.0
Average attributed equity	1,890.8	1,776.0	1,565.8	1,115.0	503.1	425.9	2,857.0	363.0	6,816.7	3,679.9
<b>Cost/income ratio</b>	<b>62.6%</b>	<b>63.9%</b>	<b>56.1%</b>	<b>58.4%</b>	<b>18.9%</b>	<b>20.0%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>59.5%</b>	<b>61.7%</b>
<b>ROE based on net profit</b>	<b>18.3%</b>	<b>15.1%</b>	<b>36.0%</b>	<b>39.8%</b>	<b>23.5%</b>	<b>26.0%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>13.7%</b>	<b>19.5%</b>

\*) • EUR 18m linear depreciation of value for BCR customer base included in Other result of Corporate Center

- The published results of the individual subsidiaries cannot be compared on a one-to-one basis with the segment results. In segment reporting, for example, interest income from local equity is eliminated and the associated interest income of the allocated Group equity is added to NII of the respective segments.
- In addition, the new equity allocation has resulted in changed ROEs of the individual segments. All prior-year figures are based on the restated comparative figures in line with these changes. Details of these changes were provided in a press release published on 30 January 2007. The press release can be found on [www.erstebank.com/investorrelations](http://www.erstebank.com/investorrelations).

## > Core Segment Austria

### Austria – Strong overall performance

in EUR million	Savings Banks		Retail & Mortgage		Large Corporates		Trading & IB		Austria	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Net interest income	839.7	841.2	537.3	524.6	147.6	140.2	68.3	78.0	1,592.9	1,583.9
Risk provisions	(171.3)	(215.8)	(88.1)	(105.1)	(53.3)	(30.5)	0.0	(0.0)	(312.7)	(351.3)
Net commission income	365.0	358.1	335.1	314.5	101.0	82.2	90.3	70.9	891.4	825.7
Net trading result	25.4	20.6	10.6	10.2	3.0	1.5	87.9	84.5	126.9	116.8
General administrative expenses	(824.2)	(825.2)	(621.0)	(623.8)	(97.6)	(89.4)	(102.3)	(94.1)	(1,645.1)	(1,632.5)
Income - insurance business	0.0	0.0	17.9	28.8	0.0	0.0	0.0	0.0	17.9	28.8
Other result	11.4	13.8	(13.5)	16.2	14.7	(29.0)	14.8	(1.1)	27.4	(0.1)
<b>Pre-tax profit</b>	<b>246.1</b>	<b>192.7</b>	<b>178.3</b>	<b>165.4</b>	<b>115.4</b>	<b>75.1</b>	<b>158.9</b>	<b>138.1</b>	<b>698.7</b>	<b>571.2</b>
Taxes on income	(51.9)	(48.8)	(39.4)	(39.5)	(27.1)	(18.0)	(35.2)	(35.9)	(153.6)	(142.1)
Minority interests	(178.4)	(135.2)	(15.5)	(22.3)	(5.3)	(3.6)	0.0	0.1	(199.1)	(160.9)
<b>Net profit after minorities</b>	<b>15.8</b>	<b>8.8</b>	<b>123.4</b>	<b>103.7</b>	<b>83.0</b>	<b>53.4</b>	<b>123.7</b>	<b>102.3</b>	<b>345.9</b>	<b>268.1</b>
Average risk-weighted assets	25,543.6	23,948.7	13,233.1	12,204.0	7,766.0	6,668.4	3,092.1	3,754.7	49,634.7	46,575.7
Average attributed equity	265.5	240.0	876.8	820.1	507.0	435.9	241.5	280.0	1,890.8	1,776.0
<b>Cost/income ratio</b>	<b>67.0%</b>	<b>67.6%</b>	<b>68.9%</b>	<b>71.0%</b>	<b>38.8%</b>	<b>39.9%</b>	<b>41.5%</b>	<b>40.3%</b>	<b>62.6%</b>	<b>63.9%</b>
<b>ROE based on net profit</b>	<b>6.0%</b>	<b>3.6%</b>	<b>14.1%</b>	<b>12.6%</b>	<b>16.4%</b>	<b>12.3%</b>	<b>51.2%</b>	<b>36.5%</b>	<b>18.3%</b>	<b>15.1%</b>

## > Core segment – Central and Eastern Europe (CEE)

### Positive contribution from BCR after first time consolidation

in EUR million	Czech Republic		Romania		Slovakia		Hungary		Croatia		Serbia	
	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
Net interest income	705.6	583.5	127.8	0.0	239.5	197.3	251.2	219.0	111.1	101.9	9.2	3.0
Risk provisions	(52.5)	(33.7)	(8.2)	0.0	(16.5)	(11.1)	(34.2)	(17.1)	(12.3)	(14.4)	(3.3)	(3.9)
Net commission income	324.9	287.0	45.0	0.0	82.8	82.5	88.4	64.8	29.7	23.3	4.3	1.9
Net trading result	55.1	49.4	19.0	0.0	20.9	14.9	35.3	34.6	19.8	20.4	(0.8)	1.7
General administrative expenses	(613.2)	(550.1)	(107.6)	0.0	(185.0)	(167.3)	(206.9)	(185.8)	(84.5)	(75.3)	(30.3)	(10.7)
Income - insurance business	14.5	7.9	3.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other result	17.4	8.7	(11.6)	0.0	(7.3)	(13.2)	(22.0)	(16.7)	0.3	(1.7)	(0.3)	0.2
<b>Pre-tax profit</b>	<b>451.7</b>	<b>352.6</b>	<b>67.9</b>	<b>0.0</b>	<b>134.3</b>	<b>103.1</b>	<b>111.8</b>	<b>98.9</b>	<b>64.1</b>	<b>54.3</b>	<b>(21.3)</b>	<b>(7.9)</b>
Taxes on income	(114.4)	(87.4)	(11.5)	0.0	(26.5)	(14.1)	(26.3)	(20.6)	(12.6)	(10.9)	0.1	(0.0)
Minority interests	(12.9)	(8.5)	(21.8)	0.0	(0.1)	0.1	(0.2)	(0.2)	(18.5)	(16.6)	0.1	0.3
<b>Net profit after minorities</b>	<b>324.4</b>	<b>256.8</b>	<b>34.6</b>	<b>0.0</b>	<b>107.7</b>	<b>89.1</b>	<b>85.2</b>	<b>78.1</b>	<b>32.9</b>	<b>26.8</b>	<b>(21.2)</b>	<b>(7.5)</b>
Average risk-weighted assets	11,572.0	9,136.9	2,100.9	0.0	3,387.4	2,421.5	3,949.4	2,606.5	2,970.8	2,289.8	166.2	107.8
Average attributed equity	796.2	642.0	100.1	0.0	240.7	177.3	274.8	193.5	136.4	94.1	17.6	8.1
<b>Cost/income ratio</b>	<b>55.7%</b>	<b>59.3%</b>	<b>55.1%</b>	<b>0.0%</b>	<b>53.9%</b>	<b>56.8%</b>	<b>55.2%</b>	<b>58.4%</b>	<b>52.6%</b>	<b>51.7%</b>	<b>n.n.</b>	<b>n.n.</b>
<b>ROE based on net profit</b>	<b>40.7%</b>	<b>40.0%</b>	<b>34.6%</b>	<b>0.0%</b>	<b>44.8%</b>	<b>50.3%</b>	<b>31.0%</b>	<b>40.4%</b>	<b>24.1%</b>	<b>28.5%</b>	<b>n.n.</b>	<b>n.n.</b>

## > Group asset quality<sup>1</sup>

### Stable versus FY 2005

	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure		Risk provisions		NPL coverage	
	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05	Dec 06	Dec 05
Austria	81,200	75,544	10,119	12,267	1,875	2,431	3,370	3,275	96,564	93,517	2,166	2,168	64.3%	66.2%
CEE	44,597	32,915	7,092	1,699	981	470	861	500	53,532	35,584	967	602	112.3%	120.4%
Int'l Business	19,701	16,439	716	784	27	72	16	58	20,460	17,353	69	116	439.5%	199.8%
Corp. Center	417	397	1	1	0	0	0	0	418	398	1	0	nm	nm
<b>Total</b>	<b>145,916</b>	<b>125,296</b>	<b>17,928</b>	<b>14,751</b>	<b>2,882</b>	<b>2,973</b>	<b>4,247</b>	<b>3,833</b>	<b>170,974</b>	<b>146,853</b>	<b>3,203</b>	<b>2,886</b>	<b>75.4%</b>	<b>75.3%</b>

» **Slight improvement in NPL ratio<sup>2</sup> to 2.5% (compared to 2.6% at YE 2005)**

- » NPLs increase by 10.8% (excluding BCR +4.0%)
- » Total credit exposure increases by 16.4% (excluding BCR +9.2%)
- » Low risk asset class grows by 16.5% (excluding BCR +12.3%); Management attention up 21.5% (excluding BCR -9.6%), while Substandard declines by 3.1% (excluding BCR -20.7%)

» **EB Group NPL coverage slightly up at 75.4% (vs. 75.3% at YE 2005)**

- » Reduction in Austria (-1.9%) owing to higher savings bank NPL's
- » CEE coverage down to 112.3% - particularly due to higher NPL's in Slovakia (partly caused by methodology change)

» **Provision charge at EB Group further improves to 50 BP on total customer loans**

- » FY 2003: 62 BP / FY 2004: 58 BP / FY 2005: 55 BP / Q1 06: 54 BP / H1 06: 52 BP / Q3 06: 52 BP

1) Including all loans to customers and banks and all fixed income securities as well as off-balance sheet credit risks (warranties, guarantees and letters of credit).

2) Without taking account of existing collateral.



## > Group capital adequacy

### Tier 1 and solvency ratios remain at comfortable levels

in EUR million	1998	1999	2000	2001	2002	2003	2004	2005	2006
<b>Tier 1 Capital pursuant to § Austrian Banking Act</b>	1,611	1,753	2,125	2,337	3,800	3,912	4,377	5,112	6,185
<b>Total own funds pursuant to § Austrian Banking Act <sup>1</sup></b>	3,176	3,296	3,956	4,308	6,983	7,009	7,286	8,611	10,111
<b>Risk weighted assets</b>	26,488	27,750	31,879	37,803	60,257	62,188	65,384	75,078	94,129
<b>Tier 1 ratio (%)</b>	6.1	6.3	6.7	6.2	6.3	6.3	6.7	6.8	6.6
<b>Solvency ratio (%)</b>	11.0	10.8	11.2	10.7	11.0	10.7	10.7	11.0	10.3
<b>Market capitalisation</b>	2,020	1,950	2,417	3,006	3,837	5,873	9,489	11,442	18,319
<b>Book value per share <sup>2</sup></b>	7.4	8.1	9.2	9.5	10.4	11.6	14.3	17.1	25.6
<b>Price-book value ratio <sup>2</sup></b>	1.5	1.4	1.3	1.6	1.5	2.1	2.8	2.7	2.3

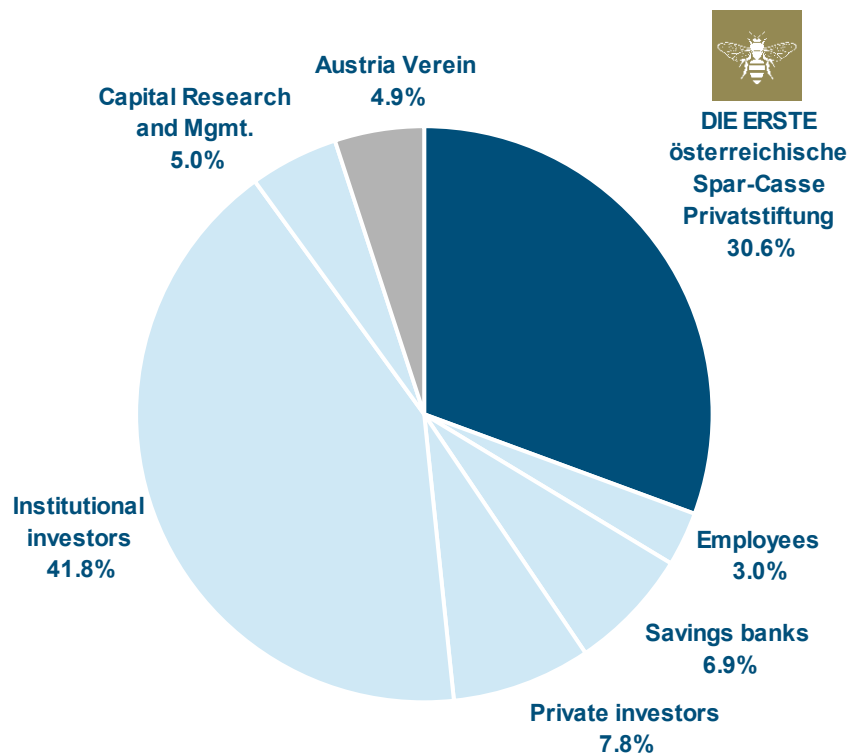
1) Total eligible qualifying capital

2) 1998 – 2003 data adjusted for 4:1 stock split

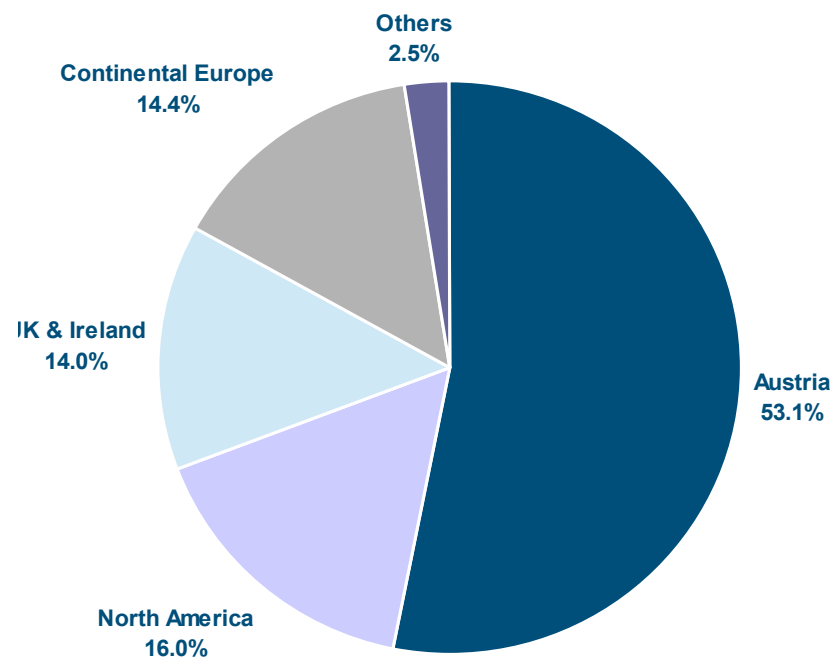
## > Current shareholder structure

Total number of shares: 315,296,185 (Dec 2006)

### By investor



### By region



Free float 64.5%

## > Investor relations contacts

### Erste Bank, Graben 21, 1010 Vienna

**Fax** +43 (0)5 0100-13112  
**E-mail:** investor.relations@erstebank.at  
**Internet:** www.erstebank.com

**Reuters:** ERST.VI                      **Bloomberg:** EBS AV  
**Datastream:** O:ERS                      **ISIN:** AT0000652011

### Investor relations

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**Gabriele Werzer**  
**Tel:** +43 (0)5 0100-11286

**E-Mail:** gabriele.werzer@erstebank.at

**Thomas Sommerauer**  
**Tel:** 43 (0)5 0100-17326

**E-Mail:** thomas.sommerauer@erstebank.at