

# Erste Group – Gaining strength during the crisis

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- **Erste Group's strengths & strategy**
- **Summary financial results (1-9 2009)**
- **Conclusion**
- **Appendix**
  - Market overview
  - Segment report
  - Funding & liquidity
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - CEE local statements
  - Quarterly results
  - Key ratios and shareholder structure

# Key strengths of Erste Group –

## Proven business model ensures strategic stability

### Leading market positions in retail and SME banking<sup>1</sup>

- Austria and key EU member/EU candidate states in CEE
  - Approx. 20-30% retail market shares in Austria, the Czech Republic, Romania and Slovakia
  - Approx. 5-15% retail market shares in Hungary and Croatia
- Minor market positions (<3%) in comparably higher risk markets Serbia and Ukraine

### Proven and resilient business model

- Track record of profitability – ever since IPO in 1997
  - Profitable on operating as well as on net income level in each year
  - Consistent increase in operating profit before provisions...
  - ...provides risk absorption capacity throughout the crisis
  - Creates upside potential once the credit cycle reverses
- Focus on deposit funding – with stable loan-to-deposit ratio of 115%
- Risk profile benefits from balanced business mix

### Well-known brand

- Focus on affordable banking services to large proportion of population
- Resulted in customers increasing deposit amounts with Erste Group during crisis in 2008 and 2009

### Continued growth potential

- Nearly all CEE economies expected to resume positive GDP growth
- CEE macroeconomic convergence expected to continue
- Still comparably low banking penetration
- Expected increasing demand for sophisticated banking products
- Substantial, untapped cross-selling opportunities

<sup>1</sup>) Based on Erste Group internal data.

# Erste Group in CEE –

A market leader in the eastern part of the European Union

## EU fact sheet of Erste Group

Total population: 60m

Customer base: 17.1m

20-30% retail market share:  
Austria, Czech Republic, Romania and Slovakia

5-15% retail market share:  
Hungary, Croatia

EU share of loans and deposits > 99%



## Total group facts

Total population: 120m

Bankable population: 92m

Total customers: 17.5m

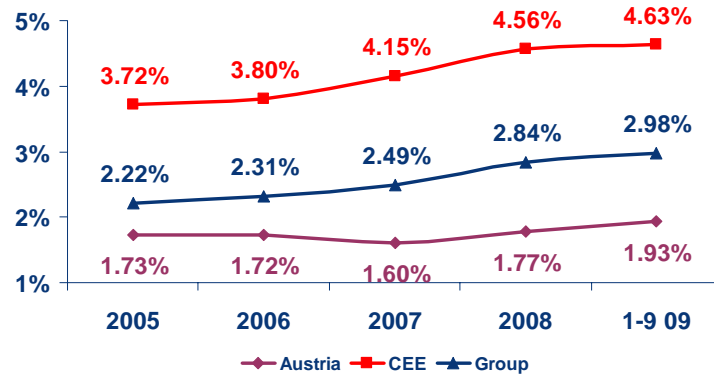
EU or EU-candidate country

Non-EU or non-EU candidate country

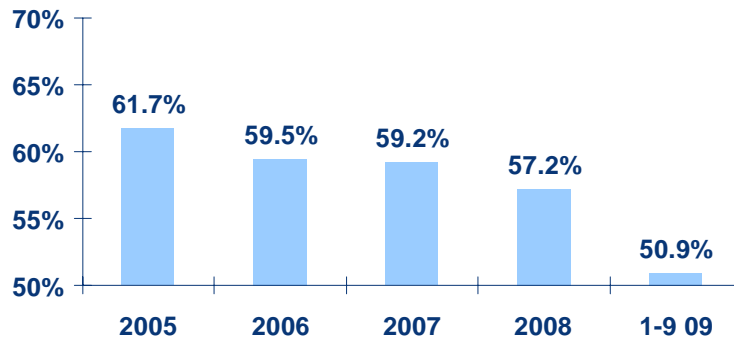
Indirect presence

# Long-term track record of profitability – Higher margins & efficiency drive operating profit

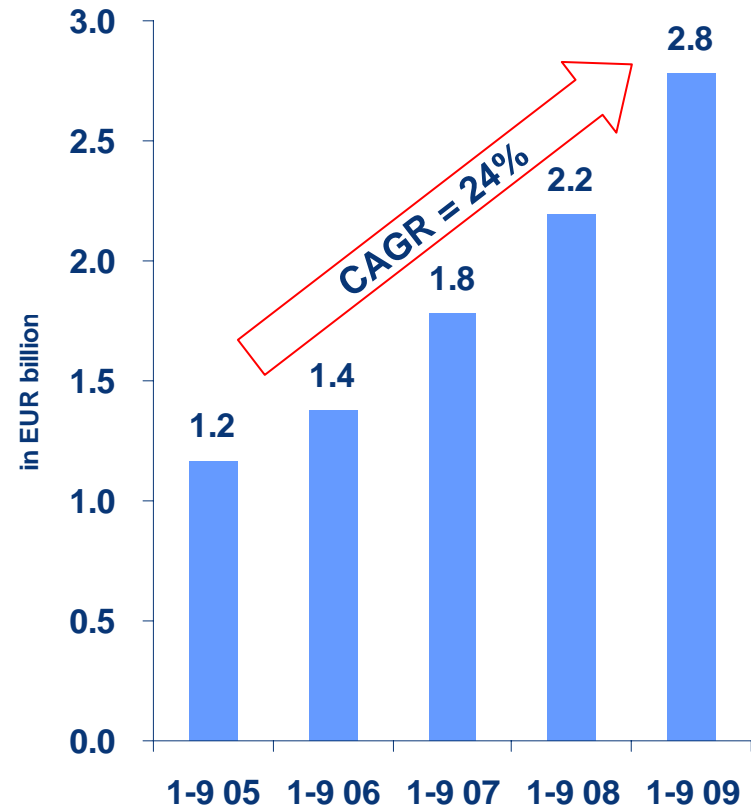
Net interest margin development



Cost/income ratio



Operating profit of Erste Group

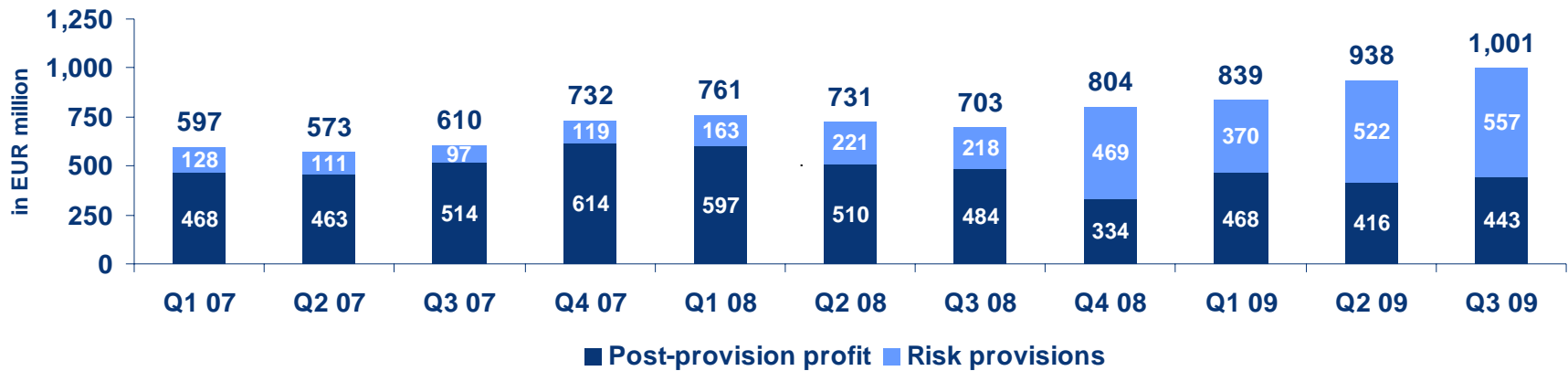


Note: Net interest margin computed on average interest bearing assets and local entity IFRS consolidated results. Cost/income ratio = general administrative expenses as a percentage of operating income (net interest income + net fee and commission income + net trading result); operating result = operating income - general administrative expenses.

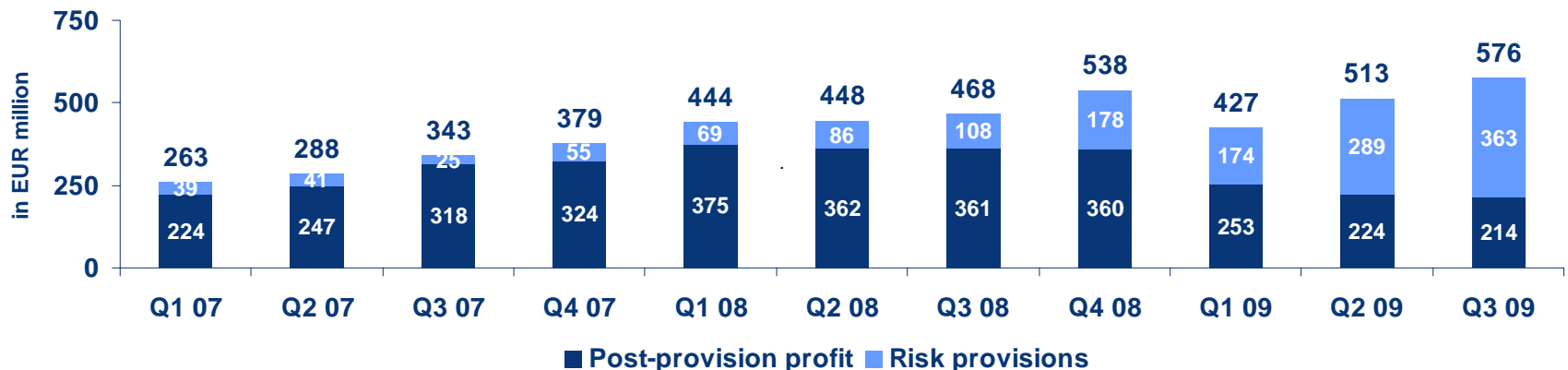
# Long-term track record of profitability –

Growing pre- and resilient post-provision profit generation

## Erste Group's operating profit history (pre-provision profit)



## Segment CEE (Retail & SME) - Operating profit history (pre-provision profit)



# Risk profile benefits from business mix – Erste Group's loan book is well diversified

## – Attractive customer mix

- Retail loans constitute about half of the total loan book
  - Majority of retail book secured due to focus on mortgage lending
- SME/Local corporates constitute majority of corporates
- Public sector business with favourable risk profile

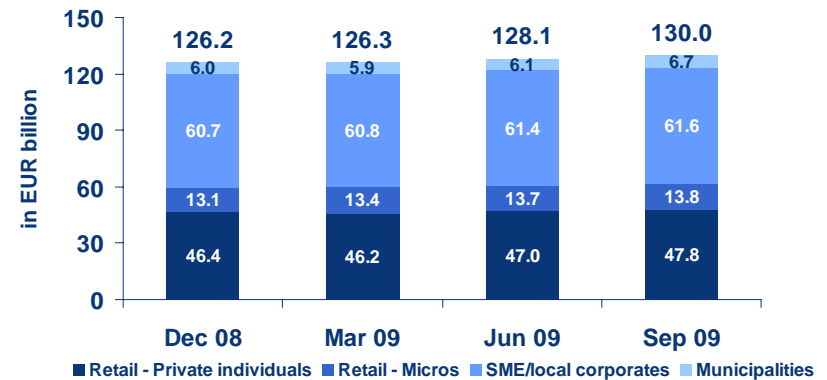
## – Regional mix with focus on EU countries

- Austrian Retail & SME business contributes 47% to Erste Group's loan volume
- CEE countries well diversified and provide growth opportunities

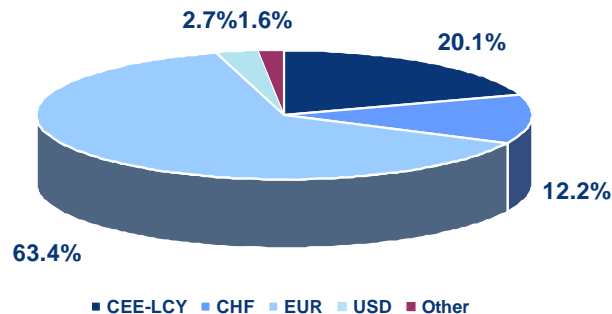
## – Retail FX lending expected to decline

- Erste Group ceased retail CHF and USD lending

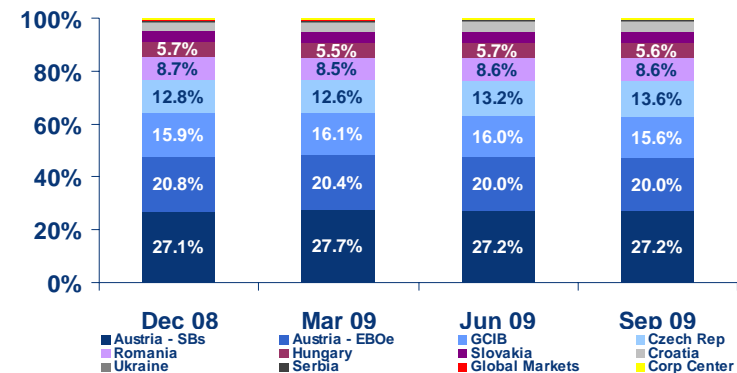
Customer loans by Basel II customer segments



Customer loans by currency  
(30 September 2009: EUR 130.0 bn)



Customer loans by reporting segment



Source: Erste Group internal data.



# Risk profile benefits from business mix – Deceleration of NPL formation and improved coverage

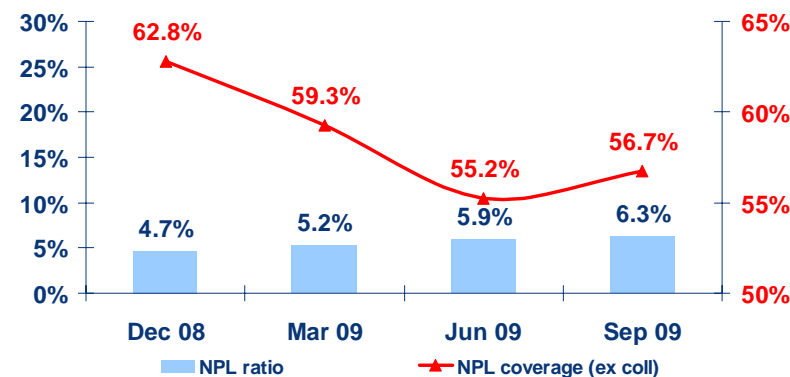
## – NPL growth slowed down in Q3 09

- NPL ratio rose by 40 bps to 6.3% after a rise of 70 bps in Q2 09 on the back of slowing new formation in CEE and a decline in NPL ratio in Austria
- Slowdown of new NPL formation in corporate business was more significant than in the retail business
- CEE NPL ratios deteriorated most in Romania and Ukraine, while Hungary performed comparatively well

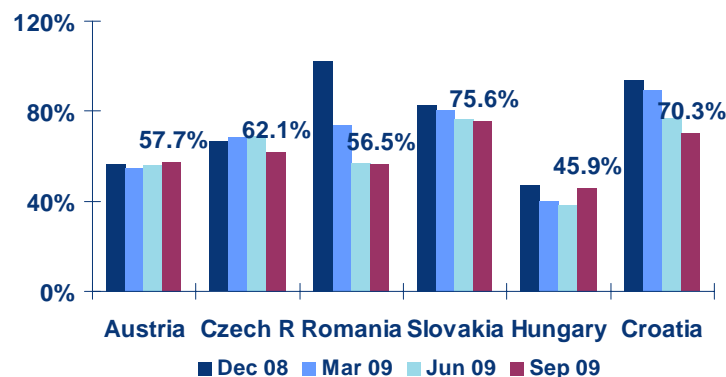
## – NPL coverage improved in Q3 09

- Stabilising coverage ratios in Romania and Hungary
- Continued high collateral coverage

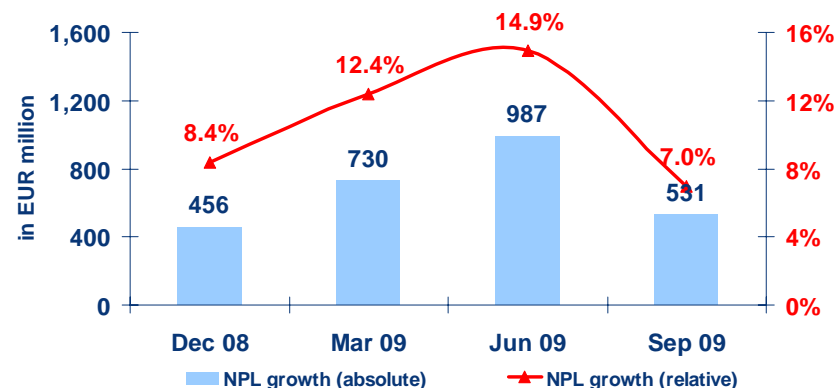
Erste Group: NPL ratio vs NPL coverage



NPL coverage ratios in key markets



Quarterly NPL growth (absolute/relative)



Note: NPL coverage ratios in key markets based on country of origination concept. Overall NPL ratio and NPL coverage ratio based on customer loans.

# Strongly improving capital position – Increasing share of high quality, core tier 1 capital

## – Strengthened capital base post equity raising

- Erste Group's overall financial flexibility increased
- Preparing Erste Group for potential changes in the regulatory environment and investors' expectations
- Allowing Erste Group to finance growth in CEE

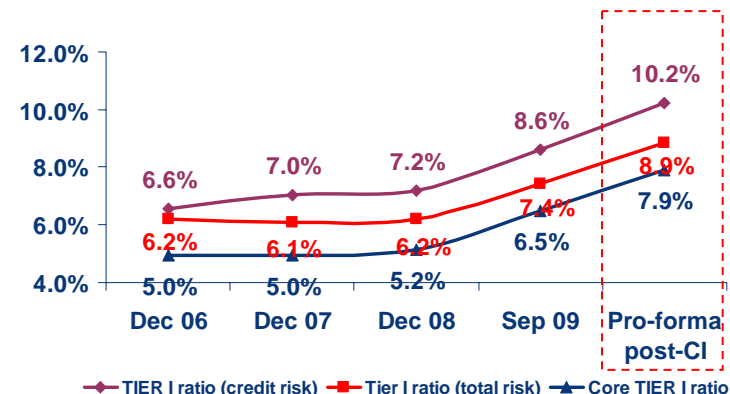
## – Higher quality capital structure

- Share of core tier 1 capital in capital structure increased to 89%, while hybrid capital declined to 11% post capital increase
- Common equity raised in the public markets instead of previously planned issuance of government-sponsored hybrid capital

## – Participation capital providing flexibility

- Raised at market terms with Republic of Austria and private investors
- Government investment limited to EUR 1,224m
- Core tier 1 eligible

Key capital ratios



Tier 1 capital composition

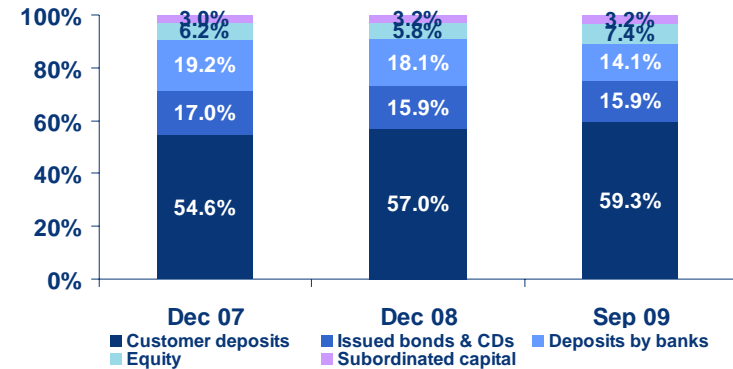


<sup>1</sup> Pro-forma capital ratios include EUR 1.74bn proceeds from rights issue (60 million new shares at EUR 29.0)

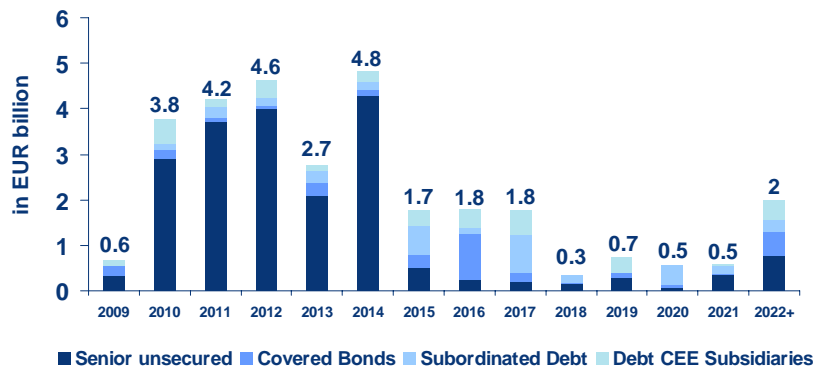
# Focus on deposit funding – Retail funding supports sustainable growth

- **Customer deposits are main source of funding**
  - Providing a solid funding base in all local currencies
  - Translating into stable loan/deposit ratio of 115%
  - Increased share of customer deposits during crisis
- **Short-term funding needs well covered**
  - Declining share of short-term funding
  - Collateral capacity exceeds funding needs
- **Limited long-term funding required**
  - Less than EUR 5 bn redemptions per annum
  - In 2009 already EUR 7.8 bn issued
    - Successful issuance of the first jumbo Pfandbrief
  - Further focus on extension of maturity profile

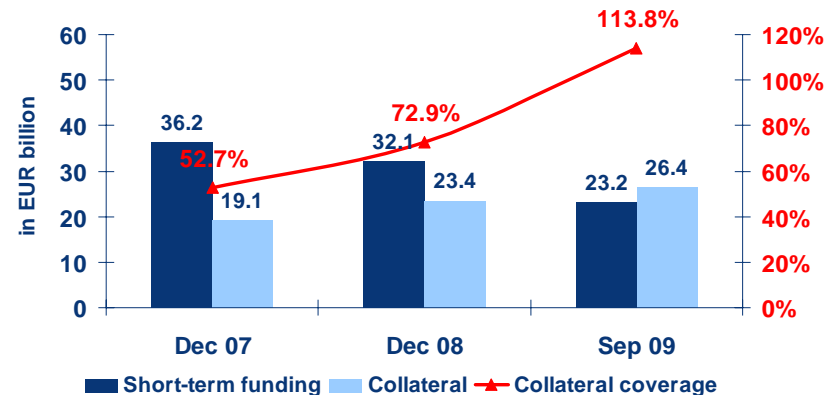
Evolution of Erste Group's funding mix



Redemption profile of Erste Group



Short-term funding vs collateral coverage



# Continued growth potential – CEE economies expected to recover in 2010

- **CEE economies expected to contract in 2009 but intensity of macro pressure is easing**

- First signs of stabilisation, supported by global stabilisation packages

- **Consumer confidence on the rise**

- Gradual improvement in CZ, RO, HU and SK

- **Improving current account balances**

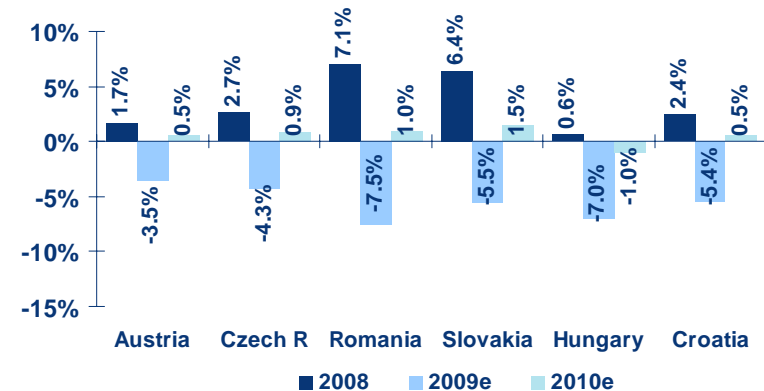
- Romanian current account deficit almost fully covered by foreign direct investments in 2009

- **Lower levels of public debt**

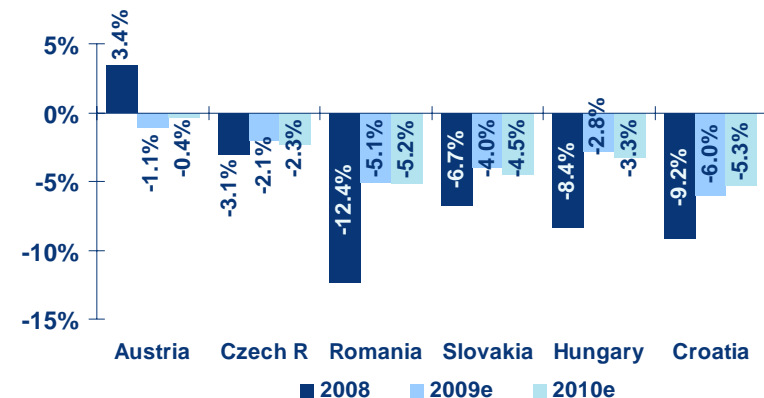
- **CEE's competitive advantages are still in place**

- CEE remains an attractive investment destination
- Attractive tax regimes
- Labour market flexibility and productivity
- Educated workforce

Real GDP outlook for CEE



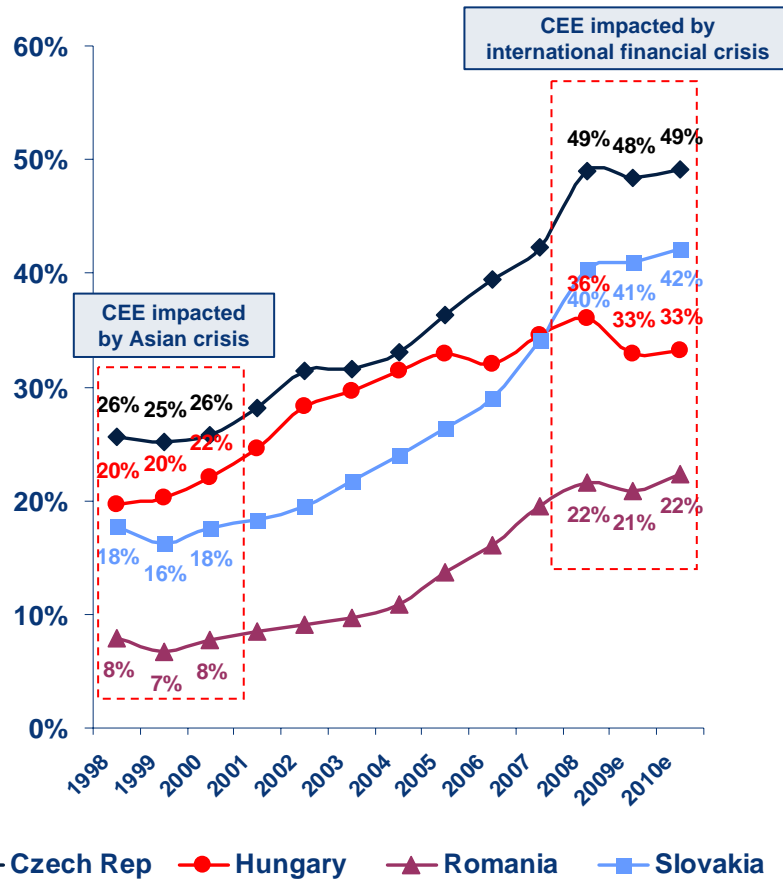
Current account balance outlook for CEE



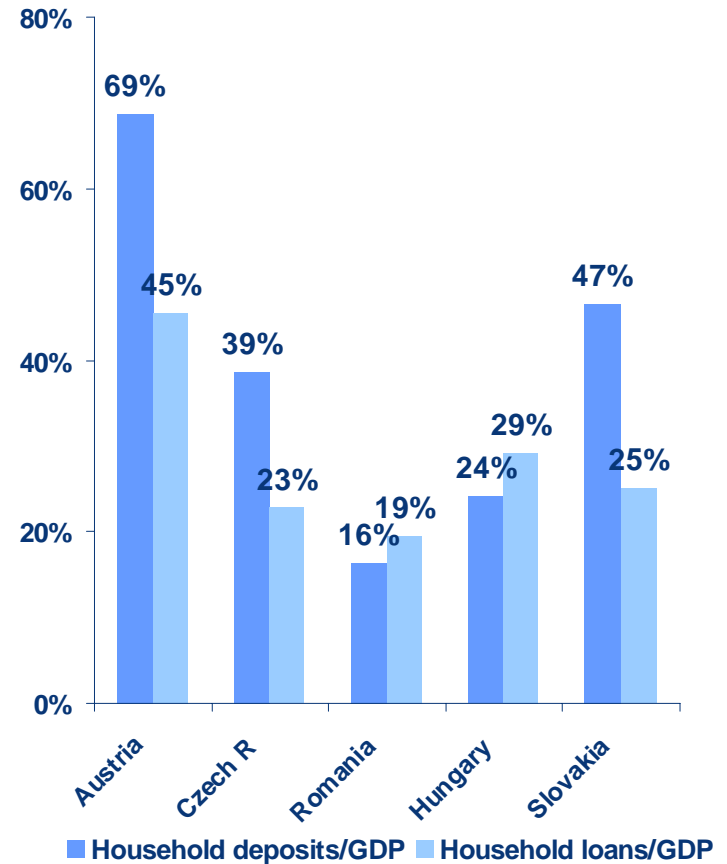
Source: Chart data based on Economist Intelligence Unit.

# Continued growth potential – CEE macroeconomic convergence is set to continue

CEE GDP/capita as % of EU-15 GDP/capita



Financial intermediation in CEE (2008)



Source: Economist Intelligence Unit (left), Eurostat & national banks of the respective countries (right).

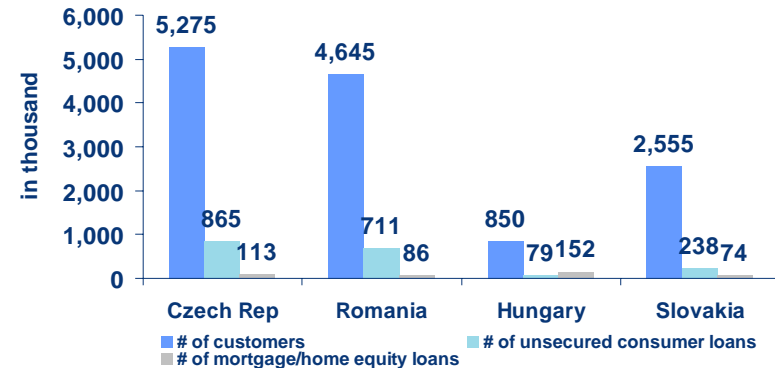
# Continued growth potential –

## Underpenetration creates demand for banking services

### – Product ownership of Erste Group’s CEE customer base remains low

- Only 10%-20% of existing customers have an unsecured consumer loan
- Only 2%-20% of existing clients have a mortgage or home equity loan
- Erste Group expects to benefit from cross-selling opportunities among the existing customer base

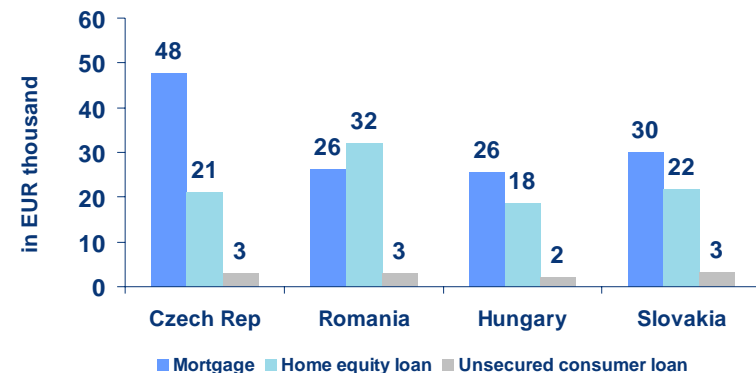
# of customers vs # of loan accounts (Aug 09)



### – Average loan sizes still small

- Size of mortgages is comparatively low as consequence of
  - Early stage of market development
  - Erste Group risk management approach
- Ability to grow lending volumes with existing customer base

Average loan sizes (Aug 09)



Source: Chart data based on Erste Group internal data (bank only).

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# 1-9 09 financial highlights – Executive summary

- **Erste Group’s strong performance continued with a record operating result of EUR 2,776.9m in the first nine months 2009**
  - Operating result increased by 26.6% compared to 1-9 08 – supported by a 7.8% increase in revenues and a substantial decline in administrative expenses (- 5.7%)
  - Best ever operating result of EUR 1,000.5m in Q3 09 was supported by a record operating performance in the core Retail & SME segment in Austria and CEE in Q3 09
  - Stable net interest margin at 2.98% per 1-9 09 (H1 09: 2.84%)
  - CIR improved to record low of 50.9%
  
- **Operating environment remained challenging despite first signs of recovery in 1-9 09**
  - Moderately growing loan demand both from retail and corporate customers in Austria and CEE
    - Total customer loans at Erste Group increased by 3.0% compared to YE 08
  - Improved NPL coverage<sup>1</sup>, as risk costs increased and formation of new NPLs decelerated
    - NPL ratio based on total customer loans increased to 6.3% in 1-9 09 (H1 09: 5.9%)
    - Quarterly increase of NPL ratio of 40bps in Q3 09 well below 70bps in Q2 09
    - Risk costs on average loans of 151bps in 1-9 09 (H1 09: 141bps)
    - NPL coverage based on total customer loans improved to 56.7% (H1 09: 55.2%)
  
- **Tier 1 ratio (credit risk) improved to 8.6% (YE 08: 7.2%)**
  - Tier 1 ratio (total risk) improved to 7.4% (YE 08: 6.2%)
  - Core tier 1 ratio (total risk) improved to 6.5% (YE 08: 5.2%)
  - Including EUR 1.76bn of participation capital issued in H1 09
  - Increase of RWA by 2.8% compared to YE 08

1) To improve transparency all ratios with regards to asset quality are referring to total customer loans. NPLs over total exposure increased to 3.8% in Q3 09 (after 3.6% at H1 09).



# Group income statement (IFRS) – Cost/income ratio improves to historic low

in EUR million	1-9 09	1-9 08	Change	Q3 09	Q2 09	Q3 08
Net interest income	3,840.9	3,573.3	7.5%	1,335.6	1,279.3	1,267.3
Risk provisions for loans and advances	(1,449.2)	(602.3)	>100.0%	(557.1)	(521.9)	(218.2)
Net fee and commission income	1,313.3	1,489.0	(11.8%)	425.1	443.6	486.8
Net trading result	503.0	184.9	>100.0%	159.9	199.3	0.5
General administrative expenses	(2,880.3)	(3,053.7)	(5.7%)	(920.1)	(984.3)	(1,052.1)
Other operating result	(201.8)	(141.0)	(43.1%)	(114.3)	(47.6)	(56.2)
Result from financial assets - FV	56.4	(114.9)	na	68.5	32.0	(35.0)
Result from financial assets - AfS	(106.4)	(11.6)	na	(87.7)	(7.9)	(5.1)
Result from financial assets - HtM	2.0	(1.9)	na	2.9	(0.8)	(2.0)
<b>Pre-tax profit from continuing operations</b>	<b>1,077.9</b>	<b>1,321.8</b>	<b>(18.5%)</b>	<b>312.8</b>	<b>391.7</b>	<b>386.0</b>
Taxes on income	(269.6)	(264.4)	2.0%	(78.3)	(107.3)	(77.2)
Post-tax profit from discontinuing ops	0.0	610.2	na	0.0	0.0	600.1
Minority interests	(88.2)	(204.6)	(56.9%)	(6.5)	(24.4)	(82.5)
<b>Net profit after minorities</b>	<b>720.1</b>	<b>1,463.0</b>	<b>(50.8%)</b>	<b>228.0</b>	<b>260.0</b>	<b>826.4</b>
Operating income	5,657.2	5,247.2	7.8%	1,920.6	1,922.2	1,754.6
Operating expenses	(2,880.3)	(3,053.7)	(5.7%)	(920.1)	(984.3)	(1,052.1)
<b>Operating result</b>	<b>2,776.9</b>	<b>2,193.5</b>	<b>26.6%</b>	<b>1,000.5</b>	<b>937.9</b>	<b>702.5</b>
Cost/income ratio	50.9%	58.2%		47.9%	51.2%	60.0%
Return on equity	10.3%	21.7%		8.8%	11.4%	34.2%

# Group balance sheet (IFRS) – Moderate loan growth continues

in EUR million	Sep 09	Dec 08	Change
Cash and balances with central banks	5,458	7,556	(27.8%)
Loans and advances to credit institutions	13,938	14,344	(2.8%)
Loans and advances to customers	129,954	126,185	3.0%
Risk provisions for loans and advances	(4,713)	(3,783)	24.6%
Trading assets	8,389	7,534	11.3%
Financial assets - FV	3,752	4,058	(7.5%)
Financial assets - AfS	16,187	16,033	1.0%
Financial assets - HtM	14,163	14,145	0.1%
At-equity holdings	260	260	0.0%
Intangible assets	4,975	4,805	3.5%
Property and equipment	2,411	2,386	1.0%
Tax assets	630	859	(26.7%)
Assets held for sale	31	526	(94.1%)
Other assets	8,118	6,533	24.3%
<b>Total assets</b>	<b>203,553</b>	<b>201,441</b>	<b>1.0%</b>
<b>Risk-weighted assets<sup>1</sup></b>	<b>106,564</b>	<b>103,663</b>	<b>2.8%</b>

1) RWA for credit risks. Total RWA (credit, market and operational risks) stood at EUR 123.2 bn in Sep 09 (Dec 08: EUR 120.0 bn).

# Group balance sheet (IFRS) –

## Customer deposits continue to outgrow loans

in EUR million	Sep 09	Dec 08	Change
Deposits by banks	26,920	34,672	(22.4%)
Customer deposits	113,317	109,305	3.7%
Debt securities in issue	30,431	30,483	(0.2%)
Trading liabilities	3,175	2,519	26.0%
Other provisions	1,670	1,620	3.1%
Tax liabilities	459	389	18.0%
Liabilities associated with assets held for sale	0	343	na
Other liabilities	7,314	4,968	47.2%
Subordinated liabilities	6,184	6,047	2.3%
Total equity	14,083	11,095	26.9%
Shareholders' equity	10,667	8,079	32.0%
Minority interests	3,416	3,016	13.3%
<b>Total liabilities and equity</b>	<b>203,553</b>	<b>201,441</b>	<b>1.0%</b>
<b>Tier 1 ratio (credit risk)</b>	<b>8.6%</b>	<b>7.2%</b>	
<b>Solvency ratio</b>	<b>10.9%</b>	<b>9.8%</b>	

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- **Conclusion**
  
- **Appendix**
  - Market overview
  - Segment report
  - Funding & liquidity
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# Conclusion –

## Gaining strength during the crisis

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### – All key operating business parameters improved during the crisis

#### – Improving profitability and efficiency

- Strong top line performance driven by NII and trading and successful cost management lead to record low of cost/income ratio
- Strong pre- and post-provision-earnings generation – despite currently elevated provisioning levels during the crisis

#### – Excellent funding position

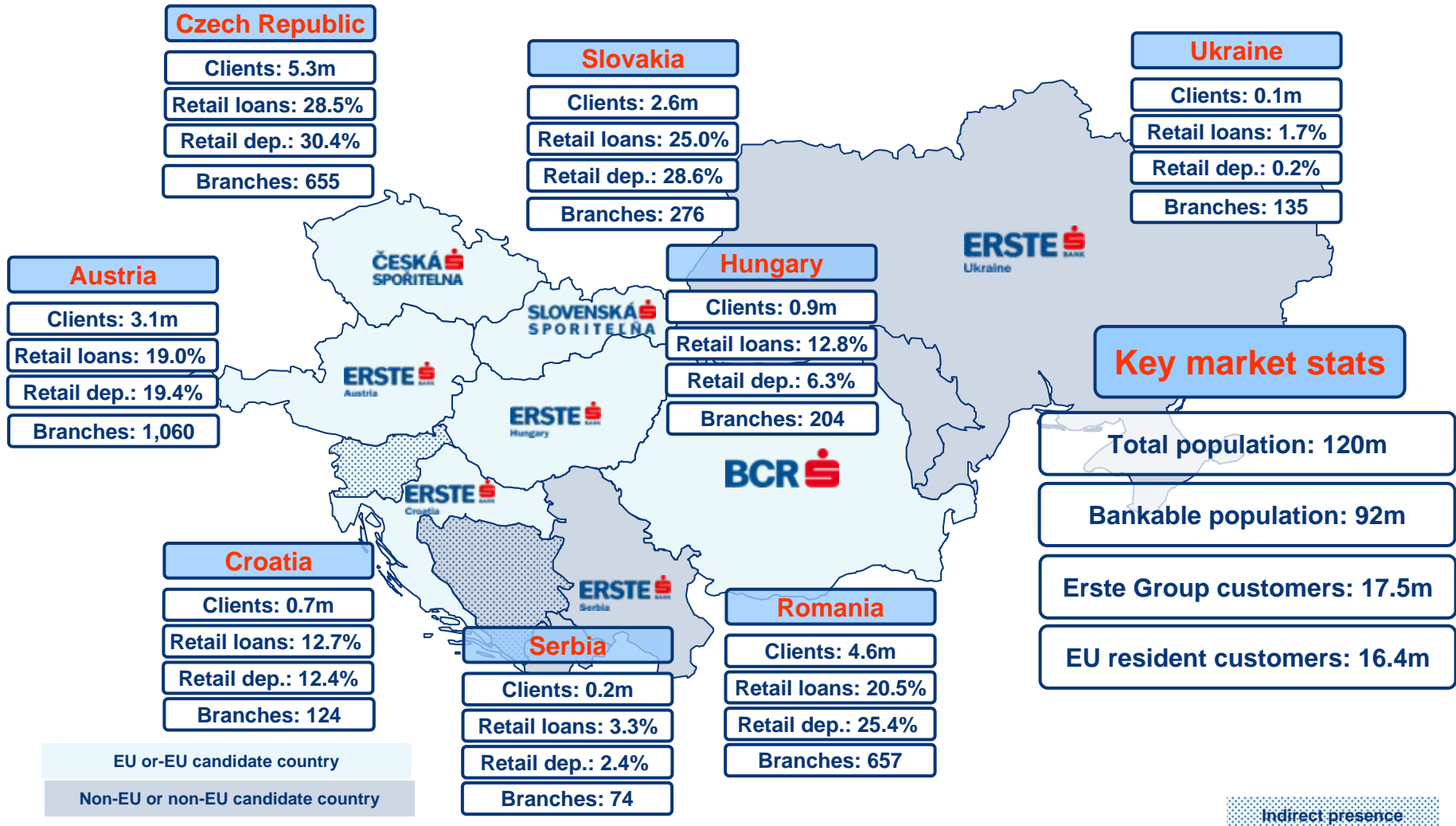
- Strength through large and growing retail funding base
- Short-term funding: strongly improving collateral coverage
- Long-term funding: successful issuance of first benchmark Pfandbrief

#### – Enhanced capital position

- Core capital ratio at 7.9% post capital increase (excludes retained earnings for 2009)
- Strongly improved capital mix – core capital share of total capital: 89%
- Flexibility to repay participation capital (state portion) early once legislation amended

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  - Market overview
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# Erste Group in the region – Overview of key facts



Percentage numbers refer to market shares and are as of June 2009. All other data as of September 2009.

- Erste Group's strengths & strategy
  
- Summary financial results (1-9 2009)
  
- Conclusion
  
- **Appendix**
  - Market overview
  - **Segment report**
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# Core segments – Group Markets division continues to outperform

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total group	
	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08
Net interest income	3,284.1	3,143.2	407.2	329.8	158.8	163.3	(9.1)	(62.9)	3,840.9	3,573.3
Risk provisions	(1,146.7)	(494.6)	(216.0)	(57.7)	(0.0)	0.0	(86.4)	(50.0)	(1,449.2)	(602.3)
Net fee and commission income	1,128.7	1,268.7	113.1	113.8	90.2	114.1	(18.6)	(7.5)	1,313.3	1,489.0
Net trading result	145.7	95.6	0.4	4.3	342.7	97.5	14.2	(12.5)	503.0	184.9
General administrative expenses	(2,490.0)	(2,646.4)	(126.1)	(126.4)	(144.9)	(142.9)	(119.3)	(138.0)	(2,880.3)	(3,053.7)
Other result	(172.4)	(117.9)	(32.7)	(23.0)	0.4	(4.5)	(45.1)	(124.0)	(249.8)	(269.4)
<b>Pre-tax profit</b>	<b>749.3</b>	<b>1,248.4</b>	<b>145.8</b>	<b>240.9</b>	<b>447.1</b>	<b>227.5</b>	<b>(264.4)</b>	<b>(394.9)</b>	<b>1,077.9</b>	<b>1,321.8</b>
Taxes on income	(164.7)	(259.4)	(34.0)	(54.0)	(83.5)	(49.0)	12.6	98.0	(269.6)	(264.4)
Post-tax profit from discontinuing ops	0.0	8.4	0.0	0.0	0.0	0.0	(0.0)	601.8	0.0	610.2
Minority interests	(73.1)	(203.7)	3.6	(8.3)	(23.5)	(12.1)	4.8	19.5	(88.2)	(204.6)
<b>Net profit after minorities</b>	<b>511.5</b>	<b>793.6</b>	<b>115.4</b>	<b>178.6</b>	<b>340.1</b>	<b>166.4</b>	<b>(247.0)</b>	<b>324.4</b>	<b>720.1</b>	<b>1,463.0</b>
Average risk-weighted assets	74,437.1	72,574.6	26,208.2	22,982.2	3,250.8	1,901.9	3,011.8	3,028.0	106,907.9	100,486.6
Average attributed equity	4,109.7	3,288.3	2,058.9	1,400.1	331.7	184.0	2,823.2	4,108.4	9,323.5	8,980.8
<b>Cost/income ratio</b>	<b>54.6%</b>	<b>58.7%</b>	<b>24.2%</b>	<b>28.2%</b>	<b>24.5%</b>	<b>38.1%</b>	<b>(881.7%)</b>	<b>(166.5%)</b>	<b>50.9%</b>	<b>58.2%</b>
<b>ROE based on net profit</b>	<b>16.6%</b>	<b>32.2%</b>	<b>7.5%</b>	<b>17.0%</b>	<b>136.7%</b>	<b>120.6%</b>	<b>(11.7%)</b>	<b>10.5%</b>	<b>10.3%</b>	<b>21.7%</b>
EOP customer loans	108,851.2	104,149.3	20,328.8	20,839.5	183.0	0.0	590.9	328.4	129,953.9	125,673.2
EOP customer deposits	104,015.7	99,131.0	6,347.7	5,811.2	2,787.7	1,271.3	6,513.2	10,561.8	113,316.6	110,964.1

- With the introduction of the new segment reporting published results of the individual subsidiaries cannot be compared with the segment results. In segment reporting the contribution by the local subsidiaries to the new business divisions GCIB and GCM is allocated to these divisions accordingly.
- In addition 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.
- Effects of the unwinding have been allocated NII and risk provision in the corporate center (1-9 09: EUR 85.6m /1-9 08: EUR 50m)

# Core segment – Austria

## Improving performance of Erste Bank Oesterreich

in EUR million	Savings Banks		EB Oesterreich		Austria	
	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08
Net interest income	692.4	702.7	476.9	445.5	1,169.3	1,148.3
Risk provisions	(215.8)	(158.3)	(105.4)	(73.7)	(321.2)	(232.0)
Net fee and commission income	282.9	286.0	218.9	234.9	501.8	520.9
Net trading result	45.3	12.8	6.9	13.5	52.2	26.3
General administrative expenses	(704.1)	(697.0)	(467.2)	(498.1)	(1,171.3)	(1,195.1)
Other result	(114.4)	(44.2)	19.2	(37.1)	(95.2)	(81.4)
<b>Pre-tax profit</b>	<b>(13.7)</b>	<b>102.0</b>	<b>149.3</b>	<b>85.0</b>	<b>135.6</b>	<b>187.0</b>
Taxes on income	(0.1)	(37.0)	(34.1)	(18.5)	(34.2)	(55.5)
Post-tax profit from discontinuing ops	0.0	0.0	0.0	4.9	0.0	4.9
Minority interests	3.1	(59.5)	(8.5)	(1.3)	(5.4)	(60.8)
<b>Net profit after minorities</b>	<b>(10.7)</b>	<b>5.4</b>	<b>106.7</b>	<b>70.1</b>	<b>96.0</b>	<b>75.6</b>
Average risk-weighted assets	24,425.6	24,409.6	13,977.4	14,142.3	38,403.1	38,551.9
Average attributed equity	297.6	224.6	1,130.8	966.6	1,428.4	1,191.2
<b>Cost/income ratio</b>	<b>69.0%</b>	<b>69.6%</b>	<b>66.5%</b>	<b>71.8%</b>	<b>68.0%</b>	<b>70.5%</b>
<b>ROE based on net profit</b>	<b>(4.8%)</b>	<b>3.2%</b>	<b>12.6%</b>	<b>9.7%</b>	<b>9.0%</b>	<b>8.5%</b>
EOP customer loans	35,346.4	32,757.6	26,005.2	25,692.1	61,351.7	58,449.7
EOP customer deposits	32,040.8	30,666.1	26,173.6	22,864.3	58,214.4	53,530.4

# Core segment Central and Eastern Europe (1) –

NII continues to improve in Q3 09 ...

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08
Net interest income	806.6	794.2	577.6	542.5	281.8	256.2	253.8	211.4
Risk provisions	(187.8)	(78.3)	(319.7)	(69.6)	(105.8)	(41.3)	(117.6)	(46.0)
Net fee and commission income	310.3	311.4	113.4	192.5	76.9	78.5	61.4	100.1
Net trading result	33.1	8.4	18.2	24.1	7.0	8.5	22.8	10.3
General administrative expenses	(530.5)	(566.9)	(286.7)	(352.3)	(194.6)	(189.0)	(158.6)	(176.8)
Other result	(74.6)	(74.0)	25.3	40.9	(29.8)	(10.3)	8.6	0.7
<b>Pre-tax profit</b>	<b>357.1</b>	<b>394.7</b>	<b>128.3</b>	<b>378.2</b>	<b>35.5</b>	<b>102.5</b>	<b>70.4</b>	<b>99.7</b>
Taxes on income	(71.9)	(80.8)	(21.8)	(62.8)	(7.1)	(18.0)	(17.3)	(25.5)
Post-tax profit from discontinuing ops	0.0	8.0	0.0	(4.5)	0.0	0.0	0.0	0.0
Minority interests	(7.5)	(9.7)	(37.2)	(100.4)	(0.4)	(0.0)	(0.0)	(0.1)
<b>Net profit after minorities</b>	<b>277.8</b>	<b>312.1</b>	<b>69.2</b>	<b>210.5</b>	<b>28.0</b>	<b>84.4</b>	<b>53.0</b>	<b>74.2</b>
Average risk-weighted assets	11,207.7	11,303.8	9,756.5	9,150.6	5,423.3	4,074.2	4,734.0	4,588.0
Average attributed equity	997.3	799.9	552.8	441.1	452.0	290.7	390.8	316.9
<b>Cost/income ratio</b>	<b>46.1%</b>	<b>50.9%</b>	<b>40.4%</b>	<b>46.4%</b>	<b>53.2%</b>	<b>55.1%</b>	<b>46.9%</b>	<b>54.9%</b>
<b>ROE based on net profit</b>	<b>37.1%</b>	<b>52.0%</b>	<b>16.7%</b>	<b>63.6%</b>	<b>8.3%</b>	<b>38.7%</b>	<b>18.1%</b>	<b>31.2%</b>
EOP customer loans	17,671.6	17,115.5	11,191.1	11,228.1	5,685.5	5,561.7	7,234.7	6,789.7
EOP customer deposits	24,033.7	24,916.4	7,251.7	7,557.2	7,224.7	6,633.5	3,414.2	2,877.2

# Core segment Central and Eastern Europe (2) –

... but bottom line impacted by rising risk costs

in EUR million	Croatia		Serbia		Ukraine		CEE	
	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08	1-9 09	1-9 08
Net interest income	152.5	144.3	22.0	24.1	20.5	22.2	2,114.7	1,994.9
Risk provisions	(41.5)	(15.9)	(6.1)	(4.3)	(47.0)	(7.3)	(825.5)	(262.6)
Net fee and commission income	56.1	57.6	8.1	5.4	0.6	2.3	626.9	747.7
Net trading result	5.5	11.4	2.2	2.3	4.6	4.3	93.5	69.3
General administrative expenses	(97.8)	(96.4)	(23.1)	(25.1)	(27.3)	(44.8)	(1,318.7)	(1,451.3)
Other result	(4.8)	1.7	(0.9)	4.3	(1.0)	0.2	(77.1)	(36.6)
<b>Pre-tax profit</b>	<b>69.9</b>	<b>102.6</b>	<b>2.1</b>	<b>6.7</b>	<b>(49.6)</b>	<b>(23.0)</b>	<b>613.7</b>	<b>1,061.4</b>
Taxes on income	(13.8)	(20.7)	(0.3)	0.4	1.8	3.6	(130.5)	(203.9)
Post-tax profit from discontinuing ops	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.5
Minority interests	(22.0)	(31.1)	(0.6)	(1.7)	0.0	0.0	(67.7)	(142.9)
<b>Net profit after minorities</b>	<b>34.1</b>	<b>50.8</b>	<b>1.2</b>	<b>5.4</b>	<b>(47.8)</b>	<b>(19.4)</b>	<b>415.5</b>	<b>718.1</b>
Average risk-weighted assets	3,600.1	3,559.6	741.8	808.4	570.7	538.0	36,034.1	34,022.7
Average attributed equity	190.8	161.9	49.1	43.4	48.5	43.0	2,681.3	2,097.1
<b>Cost/income ratio</b>	<b>45.7%</b>	<b>45.2%</b>	<b>71.7%</b>	<b>78.9%</b>	<b>106.4%</b>	<b>155.0%</b>	<b>46.5%</b>	<b>51.6%</b>
<b>ROE based on net profit</b>	<b>23.9%</b>	<b>41.8%</b>	<b>3.4%</b>	<b>16.6%</b>	<b>(131.5%)</b>	<b>(60.0%)</b>	<b>20.7%</b>	<b>45.7%</b>
EOP customer loans	4,753.1	4,056.4	459.0	337.1	504.4	611.1	47,499.5	45,699.6
EOP customer deposits	3,442.3	3,239.1	355.2	342.3	79.5	34.9	45,801.4	45,600.7

# Segment Retail & SME –

## Macro deterioration reflected in rising cost of risk

### – Retail & SME segment is the key profit driver at Erste Group

- Comprises retail, SME, local corporates, local ALM and local corporate centers in Austria and CEE
- Ensures comparability across all geographies
- Higher allocation of equity to business segments in 2009 (8% of RWA) led to decline in ROE compared to previous periods

### – Net profit contribution of the Group's core business declined by 35.5% yoy but remained stable qoq

- Higher risk costs and lower loan demand
- Depreciation of most CEE currencies despite stabilisation and improvement in Q2 and Q3 09

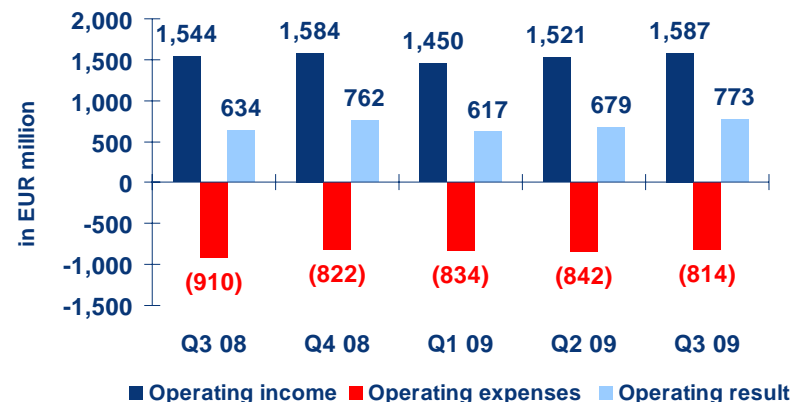
### – Operating result improved by 11.1% yoy driven by strong cost control

- Operating income improved slightly by 1.1% yoy
- Supported by NII (+ 4.5% yoy) compensating for 11.0% decline in fee income due to lower business volumes
- Continued focus on cost control especially visible in Q3 09 leading to a 5.9% yoy decline in expenses

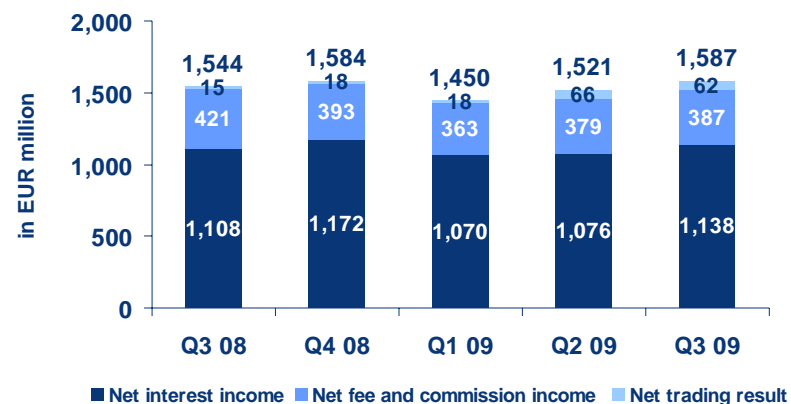
### – ROE decreased to 16.6% (1-9 08: 32.2%)

### – CIR improved strongly to 54.6% (1-9 08: 58.7%)

Segment operating performance

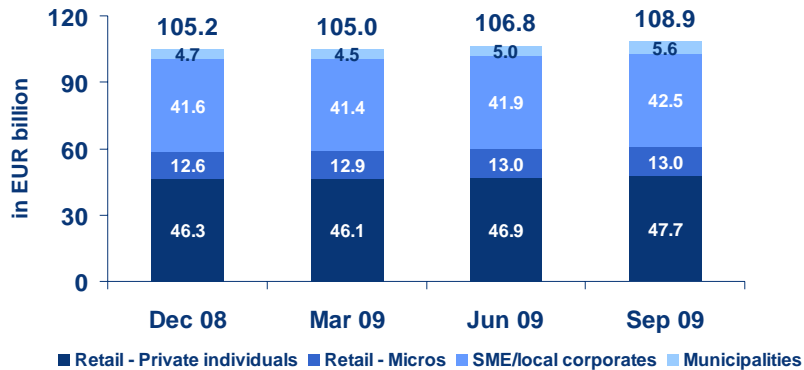


Operating income per quarter

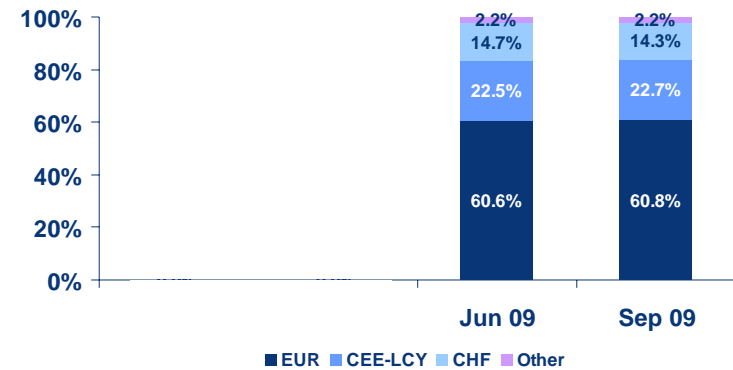


# Segment Retail & SME – Loan book analysis \*

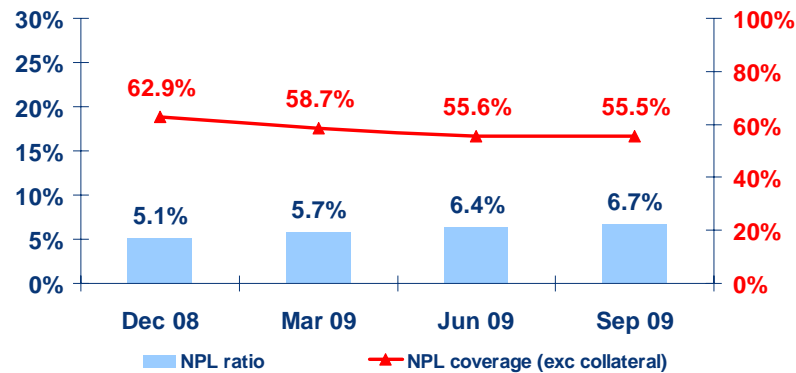
Segment Retail & SME -  
Customer loans by Basel II customer segment



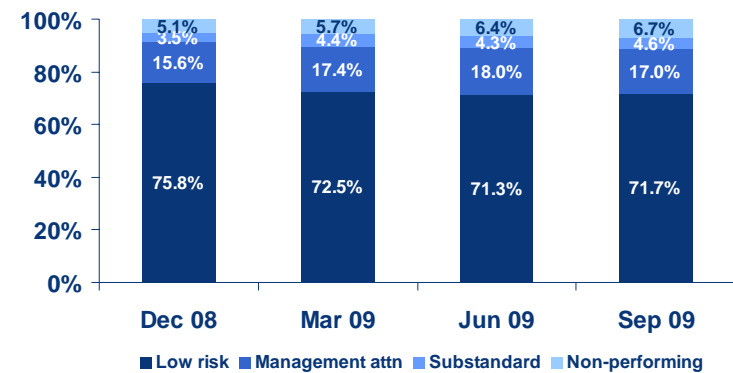
Segment Retail & SME -  
Customer loans by currency



Segment Retail & SME -  
NPL ratio vs NPL coverage



Migration analysis - Segment Retail & SME



\*) Customer loan split by currency only available as of June 2009.

# Segment GCIB –

## Strong operating performance - higher risk costs

– **Operating result up 22.7% yoy (stable qoq) to EUR 394.5m**

- Revenues improved by 16.3% yoy mainly supported by NII (+23.5% yoy), driven by repricing of loans and solid deposit growth of 9.2%
- Stable fee income maintained
- Costs remained flat yoy and declined by 5.2 qoq partly mitigating market impacts

– **Net profit contribution was down 35.4% yoy (-25.6% on Q2 09)**

- Driven by higher risk costs and negative other result

– **Higher risk costs reflecting the current market environment**

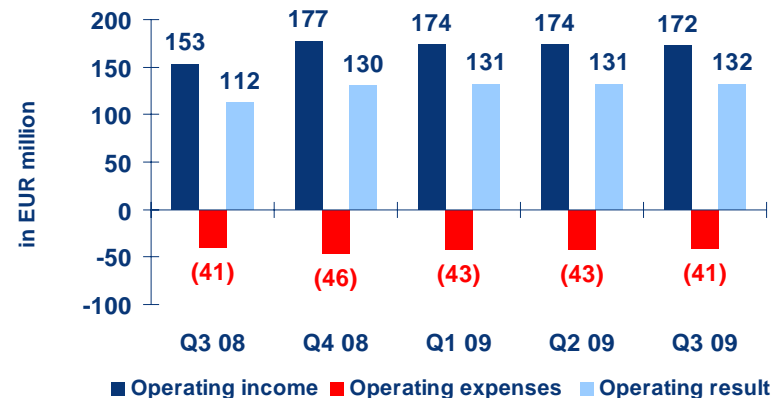
- Risk costs increased by EUR 158.3m to EUR 216.0m in 1-9 09

– **ROE declined to 7.5% (1-9 08: 17.0%)**

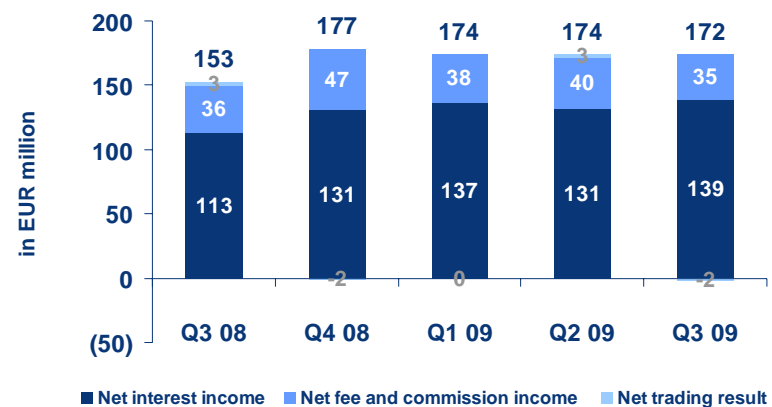
- Recalibration of portfolio leading to increase in average RWA (+14.0% yoy) resulting in higher equity allocation

– **CIR continued to improve qoq to 24.2% (1-9 08: 28.2%)**

Segment operating performance

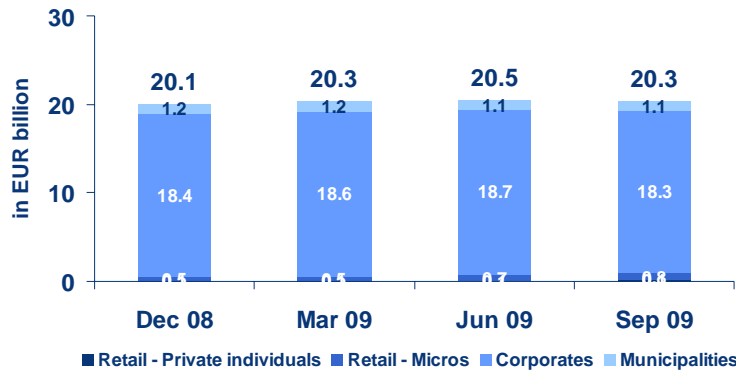


Operating income per quarter

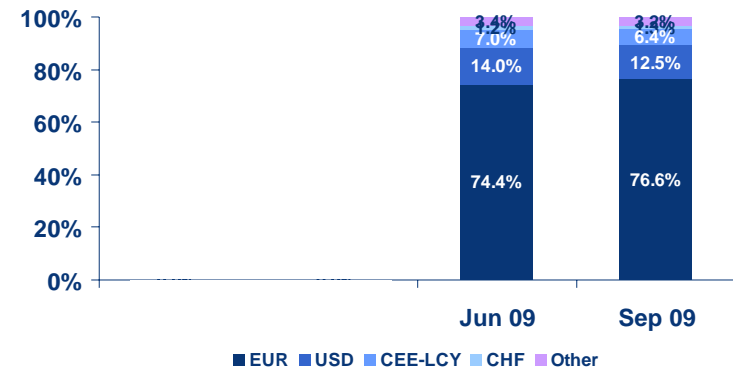


# Segment GCIB – Loan book analysis \*

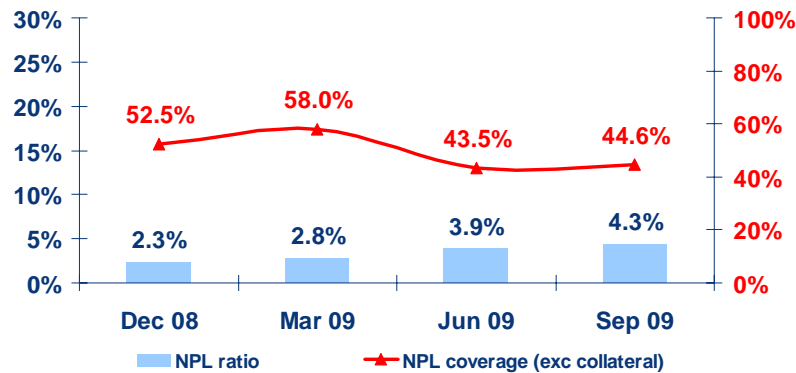
Segment GCIB -  
Customer loans by Basel II customer segment



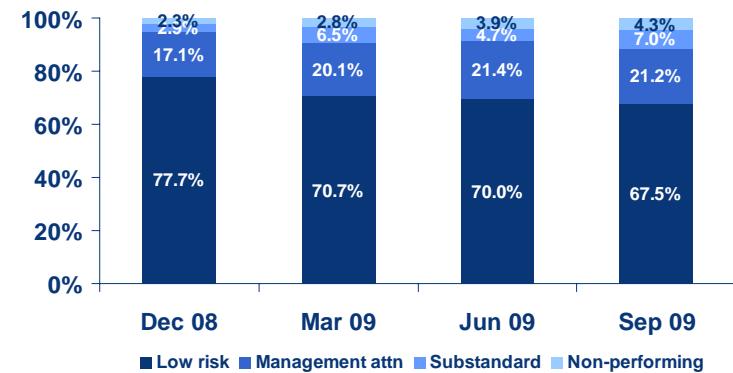
Segment GCIB - Customer loans by currency



Segment GCIB -  
NPL ratio vs NPL coverage



Migration analysis - Segment GCIB



\*) Customer loan split by currency only available as of June 2009.



# Segment Group Markets –

## Continued strong performance despite weaker Q3 09

– **Operating result was up 92.6% yoy at EUR 446.8m but declined by 39.9% after extraordinary strong Q2 09**

– Based on generally lower volatility of currencies and interest rates as well as tighter spreads

– **NII declined by 2.8% (- 45.0% qoq) mainly impacted by substantially tighter spreads**

– **Fee income was down 21.0% yoy (-7.7% qoq) due to continued difficult markets for structured products and asset management**

– **Trading result more than tripled yoy to EUR 342.7m, despite a 37.2% qoq decline**

– More normalised performance in Q3 09 after very strong first two quarters of 2009 as market volatility declines

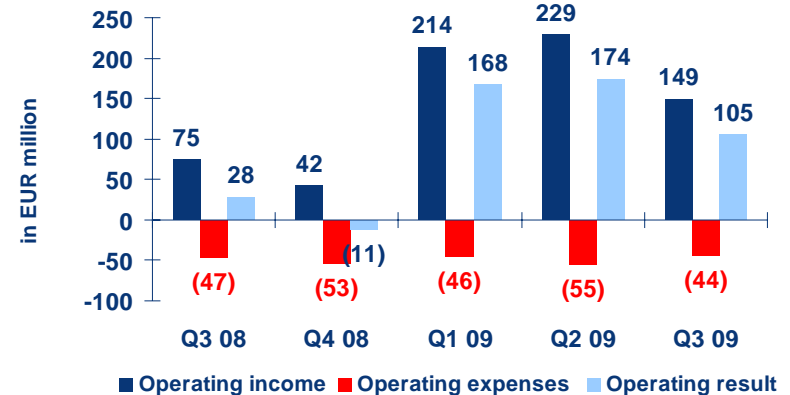
– **Operating expenses slightly increased by 1.4% yoy**

– **Net profit improved by EUR 173.7m to EUR 340.1m**

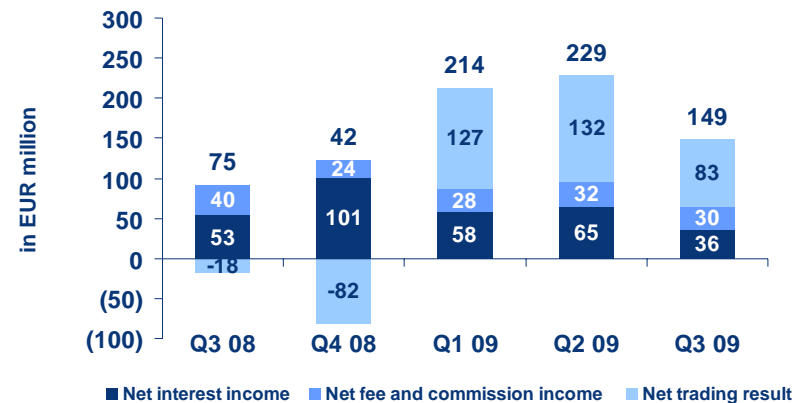
– **ROE increased to 136.7%**

– **CIR remained at low 24.5%**

Segment operating performance



Operating income per quarter



# Segment Corporate Center – Result impacted by cost savings

## – What is in the Corporate Center?

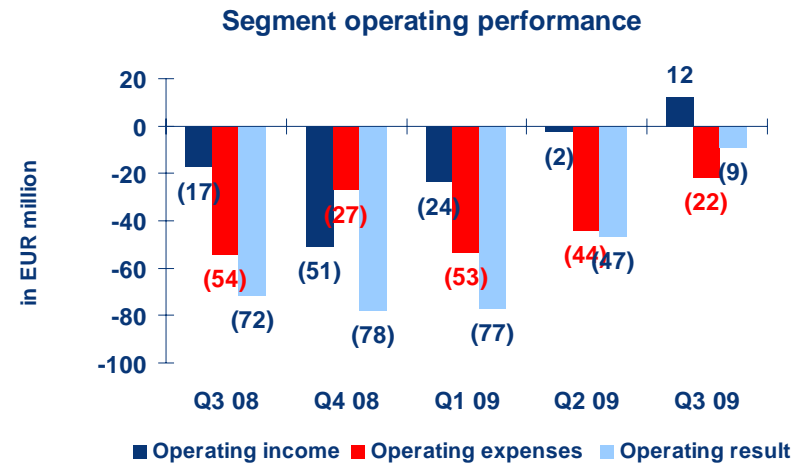
- Business areas which cannot be allocated to relevant business lines, one-offs and Group ALM

## – Line-item analysis

- NII substantially improved by 85.5% yoy to EUR -9.1m due to positive contribution from:
  - Unwinding effect<sup>1</sup>: EUR 85.6m in 1-9 09 (1-9 08: 50.0m)
  - ALM on continued beneficial yield curve, offsetting higher funding costs
  - Interest on participation capital
- Risk provisions mirror unwinding effect (EUR 85.6m)
- Decrease in general administrative expense (-13.6%) is supported by cost reduction efforts, also reflected in fees which declined to -18.6m. Both line items are impacted by intragroup eliminations

## – Other result stood at -45.1m for 1-9 09

- Main contribution:
  - Positive revaluation and disposal of financial assets in Q2 and Q3 09 (Sale of Swedbank shares)
  - Linear amortisation of client stock of EUR 51.9m
  - Negative impact from ABS/CDO revaluation and realised losses

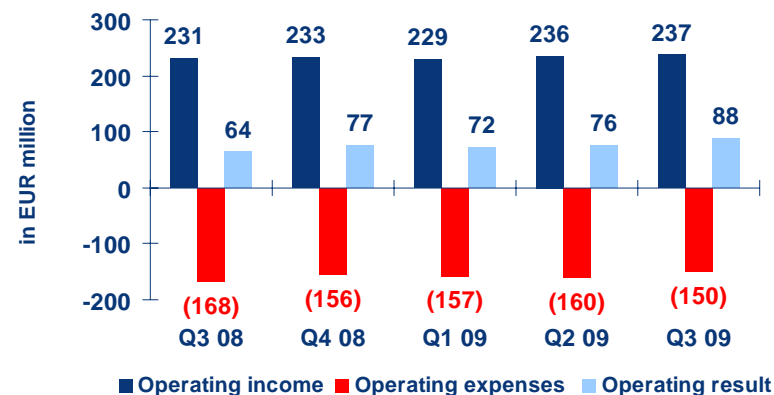


1) compound interest effect from expected cash flows from non-performing loans and advances to customers)

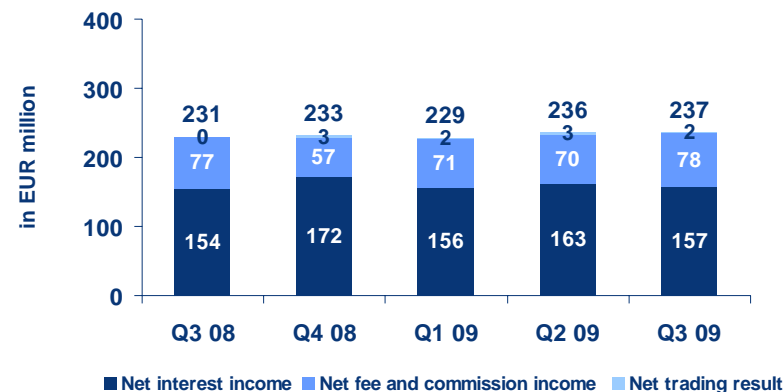
# Retail & SME: Austria – EB Oesterreich

- **Operating result strongly up by 20.3% yoy (+15.1% qoq)**
  - NII improved by 7.0% to EUR 476.9m (-3.6% qoq)
  - Fee income declined as anticipated – (-6.8% yoy) but improved 12.5% qoq; higher fees from insurance business partially compensated the weak securities business which
  - Trading result declined by 48.7% yoy to EUR 6.9m
- **Operating expenses declined by 6.2% yoy**
  - Costs declined significantly by 6.7% qoq
- **Risk costs increased due to market environment – up 43.0% (+4.9% qoq)**
- **Other result improved to EUR 19.2m from EUR -37.1m in 1-9 08 due to positive revaluation gains**
- **Net profit improved by 52.1% to EUR 106.7m driven by strong operating performance and revaluation gains**
- **CIR improved to 66.5% from 71.8% in 1-9 08**
- **ROE was 12.6% (1-9 08 9.7%)**

Segment operating performance



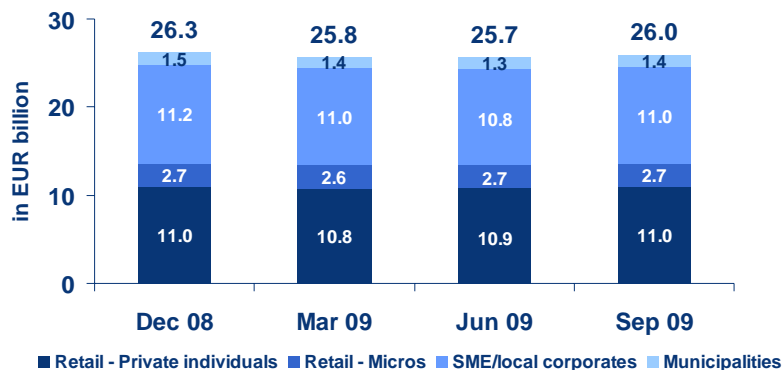
Operating income per quarter



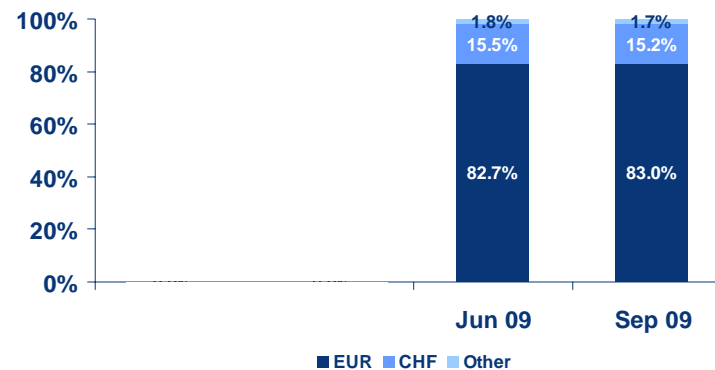
# Retail & SME: Austria –

## Segment EB Oesterreich: Loan book analysis \*

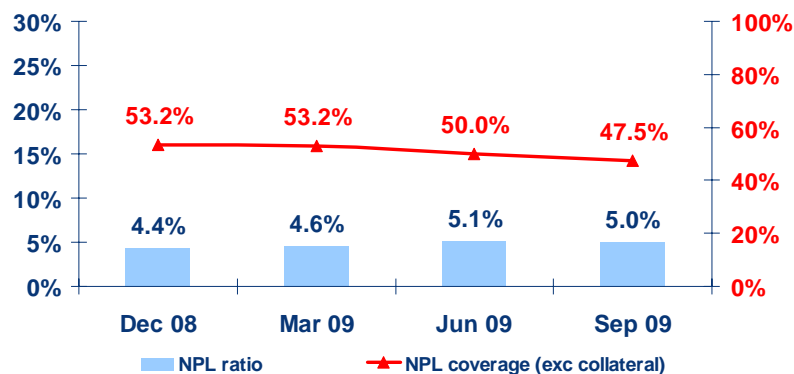
Segment EB Oesterreich -  
Customer loans by Basel II customer segment



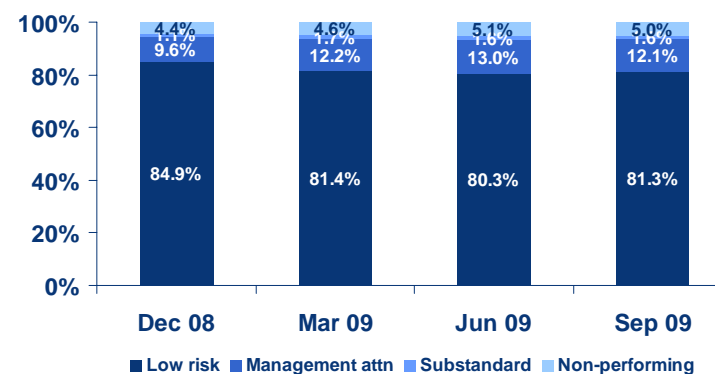
Segment EB Oesterreich -  
Customer loans by currency



Segment Erste Bank Oesterreich -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/EB Oesterreich



\*) Customer loan split by currency only available as of June 2009.

# Retail & SME: Austria – Savings banks

– **Operating result improved marginally yoy by 3.9% due to:**

- Decline in NII by 1.5% yoy and lower fee income (down 1.1% yoy) driven by reduced securities transactions
- Very strong trading result (>300%) to EUR 45.3m
- Cost growth contained at + 1.0% yoy

– **Risk costs continued to increase – up 36.3% yoy, but declined 48.4% qoq**

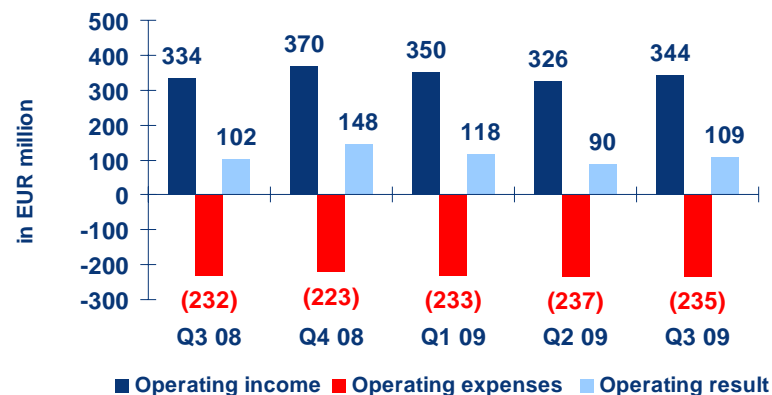
- Q2 09 was negatively impacted by portfolio provisions as a result of rating migrations

– **Other result was impacted by EUR 80m impairment of securities outside the trading book in Q3 09**

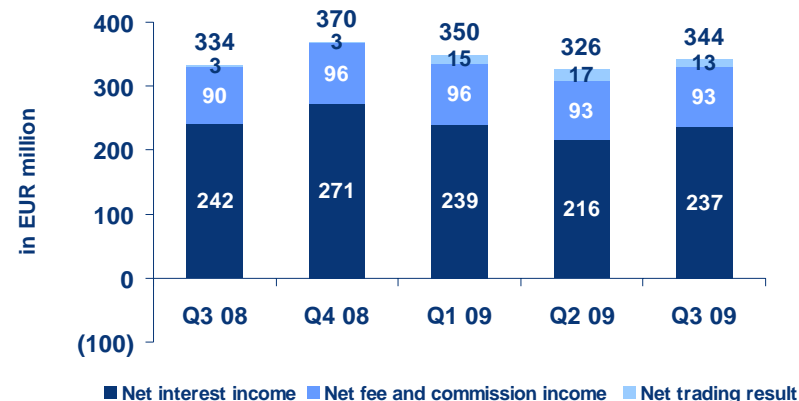
– **Small positive contribution to Group results was EUR 0.5m**

– **CIR improved slightly to 69.0%**

Segment operating performance



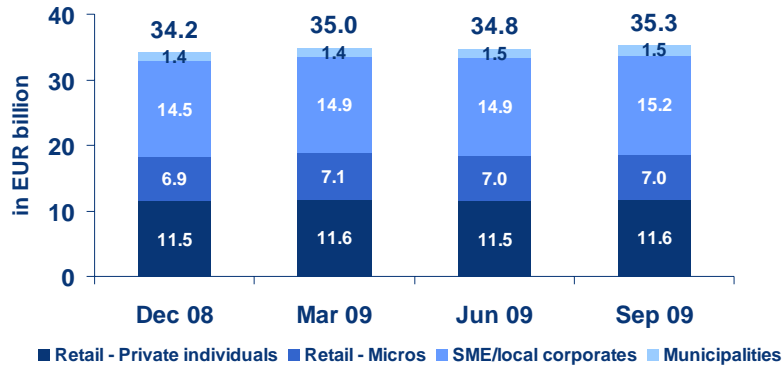
Operating income per quarter



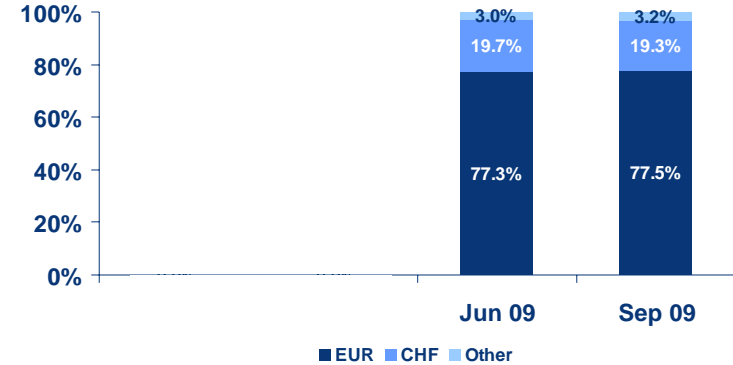
Rates of change are affected by 1 new savings banks included in the cross guarantee system since Jan 2009

# Retail & SME: Austria – Segment Savings banks: loan book analysis \*

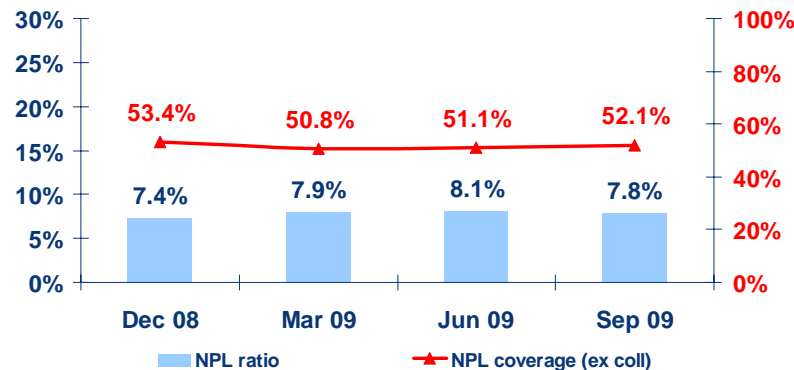
Segment Savings Banks - Customer loans by Basel II customer segment



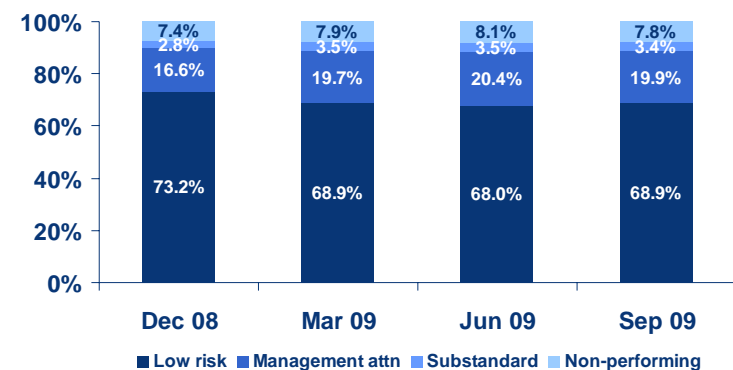
Segment Savings banks - Customer loans by currency



Segment Savings banks - NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Savings Banks

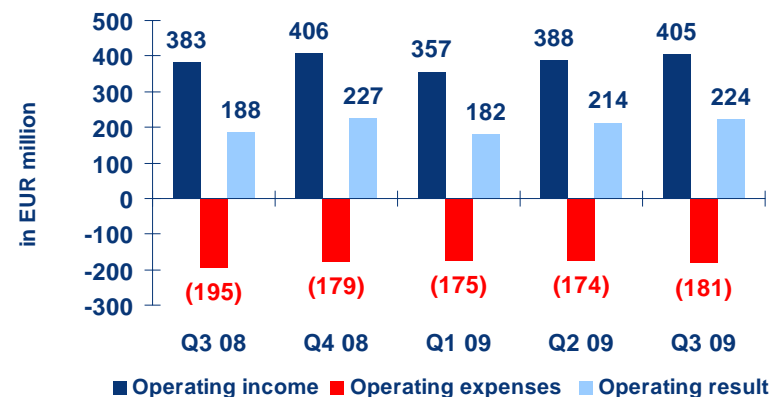


\*) Customer loan split by currency only available as of June 2009.

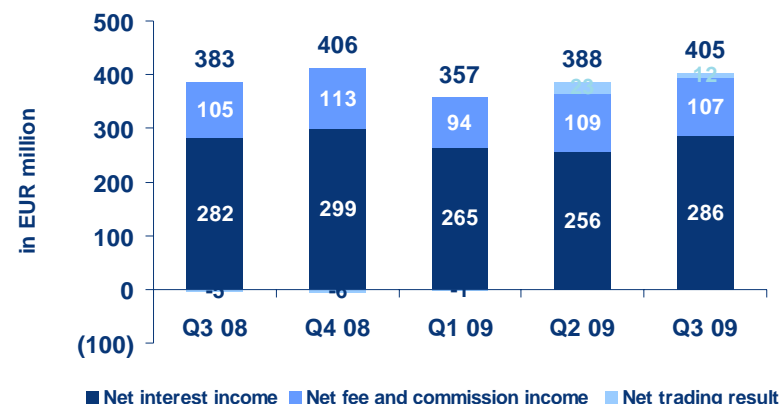
# Retail & SME: Czech Republic – Continued strong operating performance

- **Operating result improved strongly by 13.3% (+19.9%)<sup>1</sup> to EUR 619.5m driven by:**
  - Solid improvement in NII: up 1.6% yoy (+7.5%) on continued ability to compensate 2.25% lower interest rates by re-pricing of assets and attracting new business at higher margins
    - NII increased by 11.4% qoq
  - Fee income slightly down by 0.4% yoy (but up 5.4%) – mainly driven by strong demand for new account products, offsetting decline in securities income
    - Fees slightly decreased by 2.0% qoq
  - Trading result nearly quadrupled to EUR 33.1m due to continued support from FX business
  - Costs declined by 6.4% (-1.0%) due to strict cost management (qoq increase driven by FX effect, costs declined by 0.9% FX adjusted)
- **NIM was stable at 4.2% in 2009**
- **Risk costs more than doubled to EUR 187.8m due to:**
  - Higher defaults in local SME and corporate portfolio
  - Impact of economic slowdown on retail portfolio
  - Increase of consumer loans (with higher margins)
- **Other result virtually unchanged -0.8% yoy (-6.7%) at EUR -74.6m affected by revaluation losses of other financial assets**
  - Less significant impact from ABS/CDO MTM revaluations to EUR 31.7m in 1-9 09
- **Net profit down -11.0% yoy (-5.8%) to EUR 277.8m**
- **CIR improved to 46.1% and ROE remained high at 37.1%**

Segment operating performance



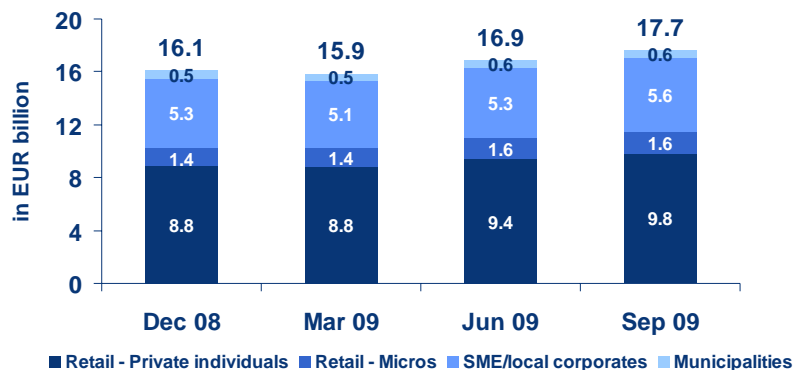
Operating income per quarter



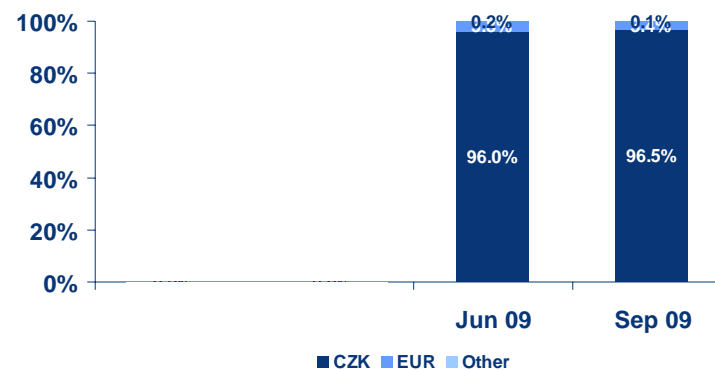
1) Figures in brackets refer to rate of change excluding impact of 5.8% currency depreciation

# Retail & SME: Czech Republic – Segment Czech Republic: loan book analysis \*

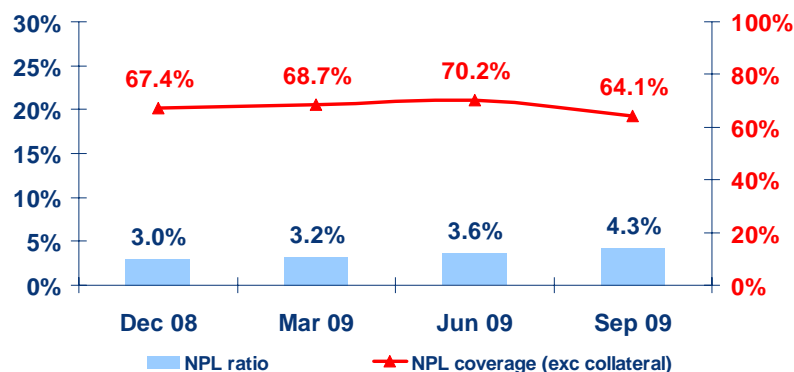
Segment Czech Republic - Customer loans by Basel II customer segment



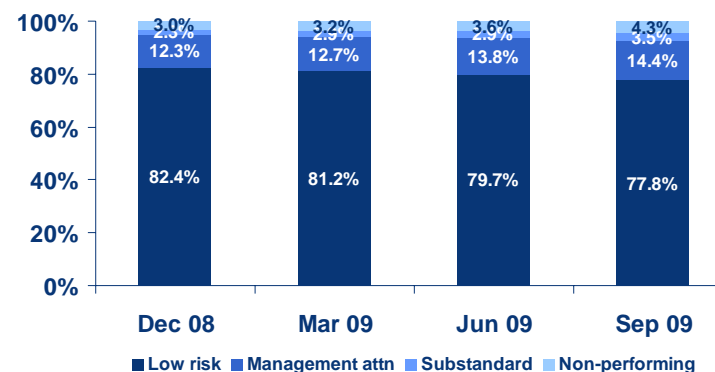
Segment Czech Republic - Customer loans by currency



Segment Czech Republic - NPL ratio vs NPL coverage



Segment Czech Republic - Migration analysis



\*) Customer loan split by currency only available as of June 2009.



# Retail & SME: Romania – High risks cost impact bottom line

– **Operating result improved by 3.9% yoy (up 20.4% FX adjusted)<sup>1</sup>**

- Solid NII up 6.5% (23.4%) supported by strong loan growth in 08 (base effect) and improved margins. Loan growth slowed down in 2009
- Fees declined by 41.1% (31.7%) on substantially lower volumes both in payment transactions and lending
- Trading income declined by 24.4% (up 12.4%), with strong improvement qoq
- Costs declined substantially by 18.6% (up 5.7%) mainly on lower personnel costs due to lower headcount (-7.9%) and release of performance related accruals, partly offset by other expenses mainly from network expansion (+ 63 outlets yoy) and IT expenses

– **NIM was stable at 6.9% in 2009**

– **Risk provisions increased by EUR 250m yoy**

- Driven by strong increase in NPLs, deceleration in Q3 and EUR 28.8m release from first time consolidation effects in H1 08

– **Other result decreased by 38.1% (-28.3%) to EUR 25.3m**

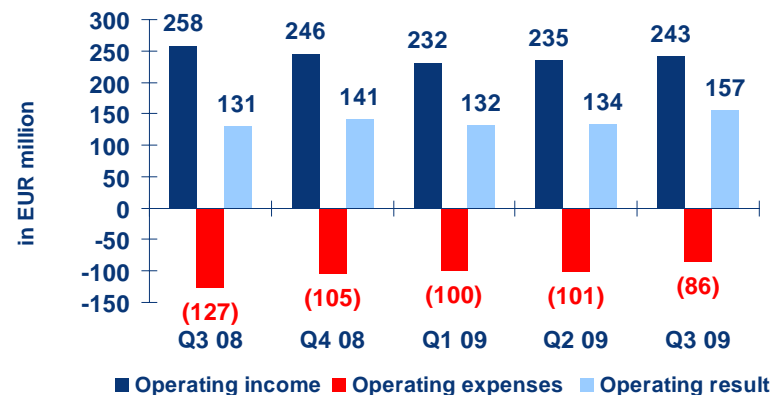
- Required release of provisions partly offset by impairments of moveable assets in Q3 09

– **Net profit declined by 67.1% (- 61.9%) to EUR 69.2m**

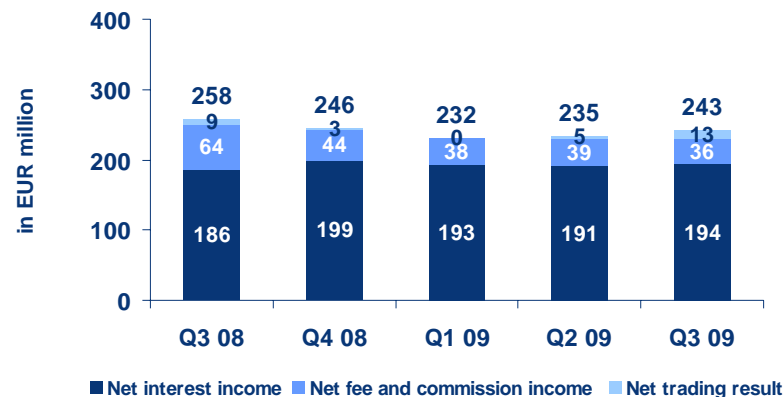
– **ROE at 16.7% due partly to 25% higher equity allocation**

– **CIR strongly improved to 40.4%**

Segment operating performance



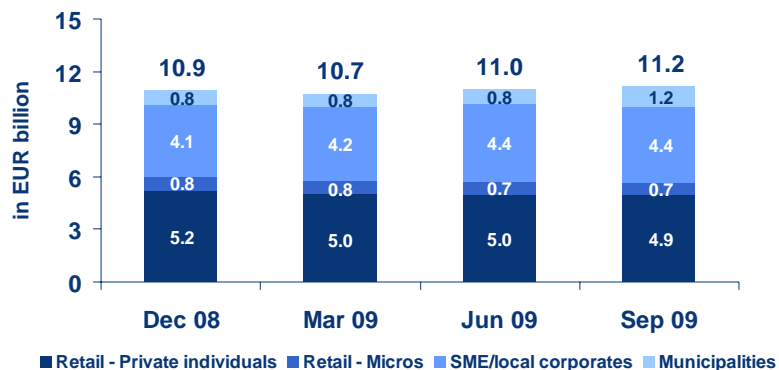
Operating income per quarter



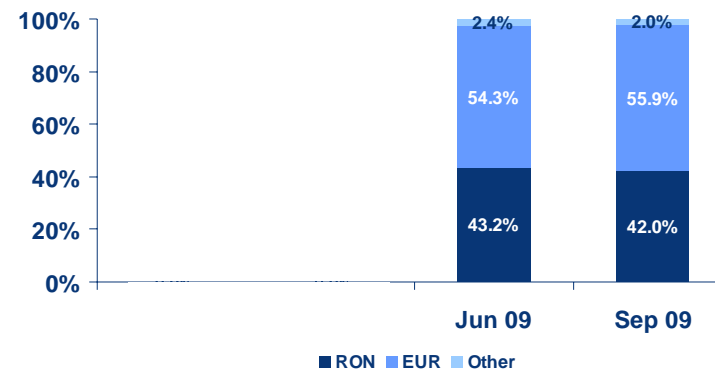
1) Figures in brackets refer to rate of change excluding impact of 15.9% currency depreciation

# Retail & SME: Romania – Segment Romania: loan book analysis \*

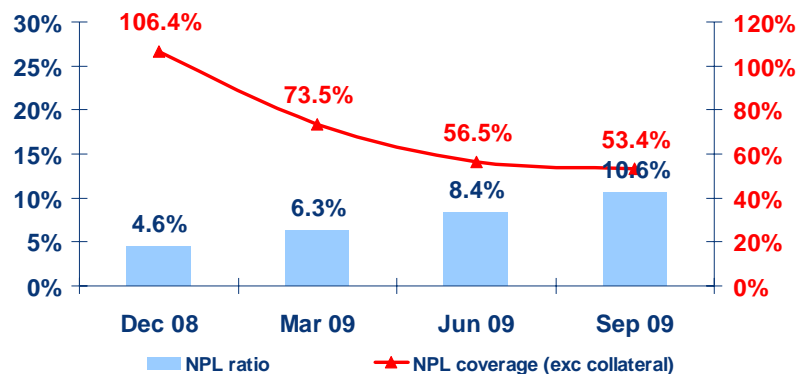
Segment Romania - Customer loans by Basel II customer segment



Segment Romania - Customer loans by currency



Segment Romania - NPL ratio vs NPL coverage



Segment Romania - Migration analysis



\*) Customer loan split by currency only available as of June 2009.

# Retail & SME: Slovakia – Improving operating performance

## – Operating result increased by 11.0% (+5.7%)<sup>1</sup>

- Increased NII +10.0% yoy (+4.8%) with continued qoq improvement (+10.8%). Lower interest rates offset by higher business volumes at improved asset and liability margins
- Fees declined by 2.0% yoy (-6.6%) due to lower payment transactions, FX business and fee restrictions due to Euro introduction
- Trading result declined by 17.8% (21.7%) following introduction of the Euro
- Cost efficiency continued to improve reflected in slowdown of cost growth to 3.0% yoy (-1.9%) supported by 14.5% headcount reduction and lower performance related accruals, compensating for IT investments (decline -7.5% qoq)

## – NIM continued to improve qoq to 4.0%

## – Risk provisions more than doubled to EUR 105.8m in line with macro deterioration

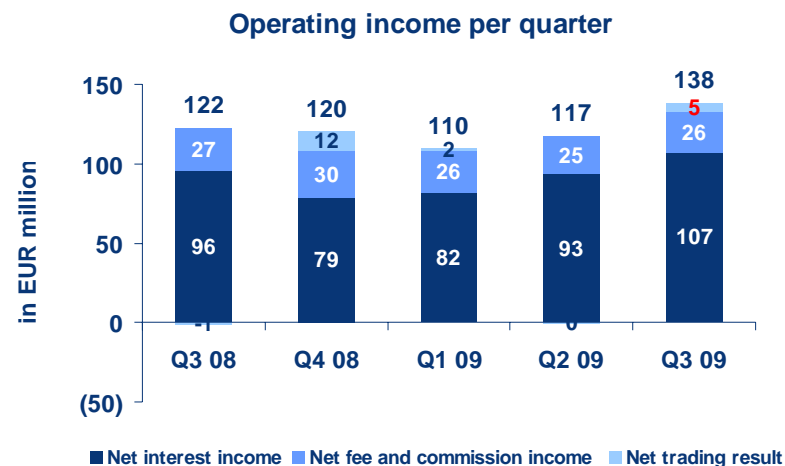
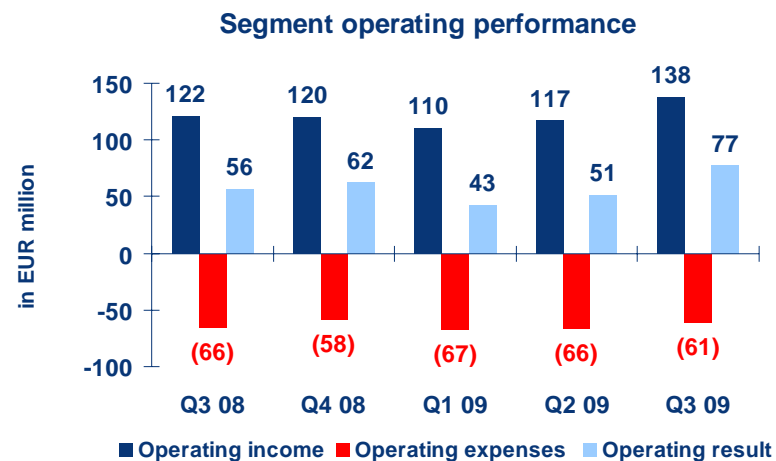
## – Other result declined by EUR 19.5m to EUR -29.8m

- Mainly due to an impairment on the AfS portfolio in Q1 09 and cost related to legal procedures

## – Net profit declined to EUR 28.0m in 1-9 09 from EUR 84.4m in the previous year

## – ROE decreased to 8.3%

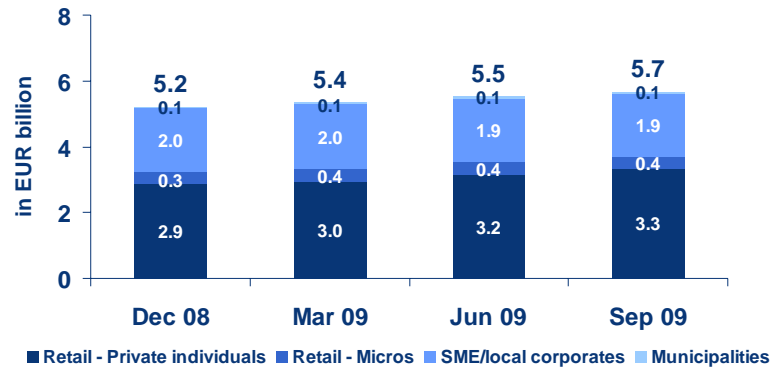
## – CIR improved to 53.2% from 55.1% in 1-9 08



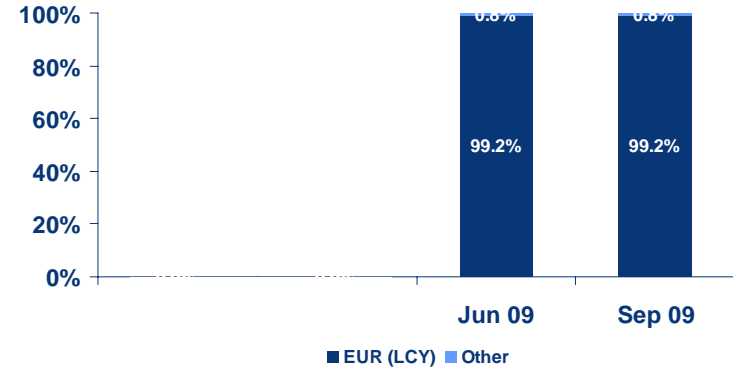
1) Figures in brackets refer to rate of change excluding impact of 4.7% currency appreciation

# Retail & SME: Slovakia – Segment Slovakia: loan book analysis \*

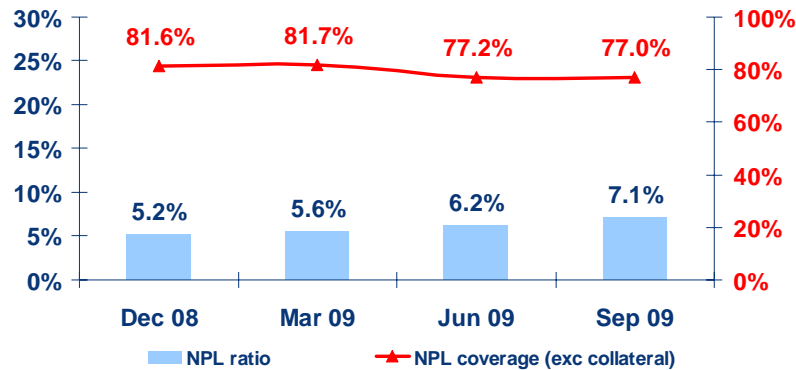
Segment Slovakia - Customer loans by Basel II customer segment



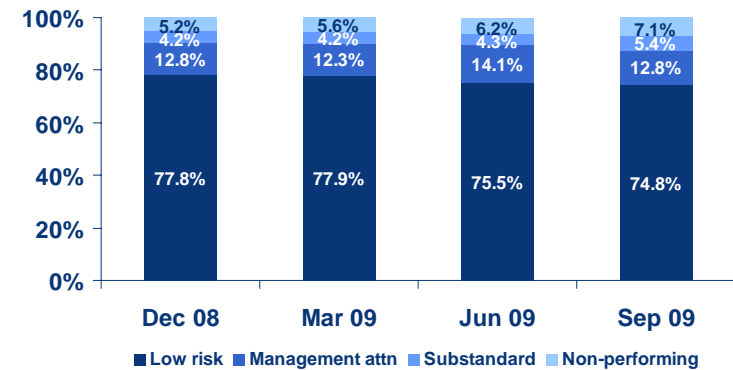
Segment Slovakia - Customer loans by currency



Segment Slovakia - NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Slovakia



\*) Customer loan split by currency only available as of June 2009.

# Retail & SME: Hungary – Operating performance remains strong

## – Operating result strongly improved by 23.6%

(+41.9%)<sup>1</sup> yoy

- NII continued to increase + 20.0% yoy (37.7%) backed by strong loan growth in 2008 and ability to re-price assets
- Fee income was down 38.6% yoy (29.6%) due to decline in securities and lending transactions as well as reclassification of loan conversion fees into trading result.
- Trading result more than doubled to EUR 22.8m partly on results from cross currency interest rate swaps, but also supported by reclassification of fees

## – NIM improved to 4.3%

## – Operating expenses declined by 10.3% (+3.0%)

- Increase in LCY driven by other expenses due to higher IT costs and marketing

## – Risk costs sharply increased by EUR 71.6m yoy

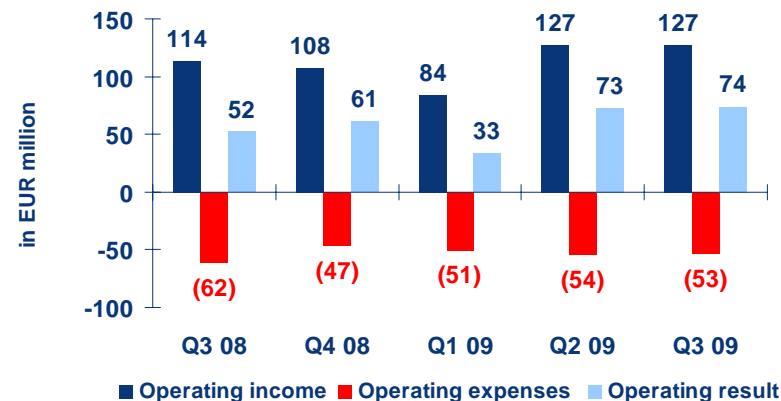
- Reflecting impact of weak currency as well as the weak economy
- Stabilisation of currency is reflected in deceleration of new NPL formation and improved NPL coverage

## – Net profit declined by 37.6% yoy (-28.4%)

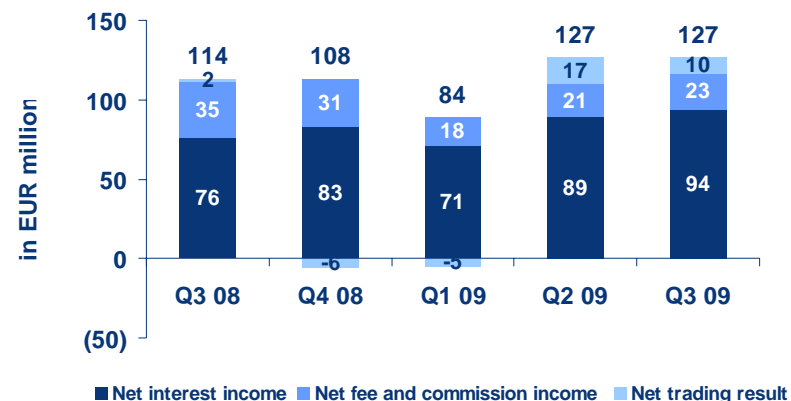
## – ROE at 18.1%

## – CIR substantially improved to 46.9% from 54.9%

Segment operating performance



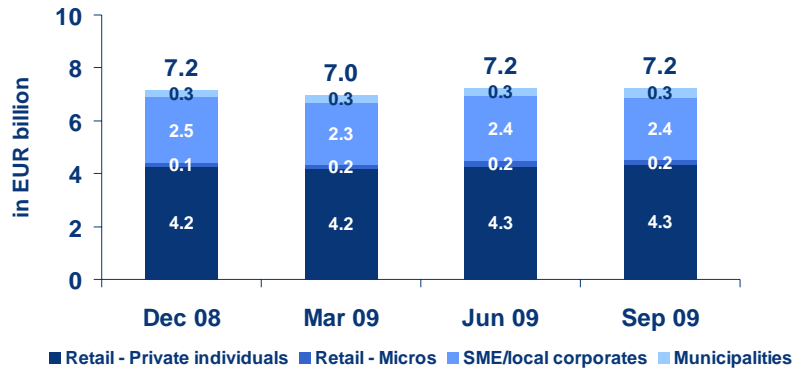
Operating income per quarter



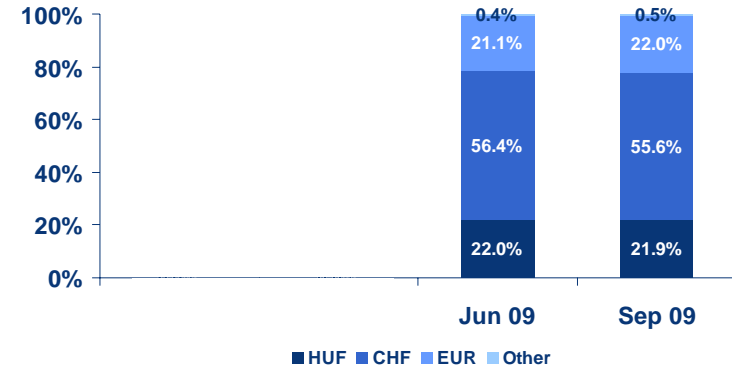
1) Figures in brackets refer to rate of change excluding impact of 14.7% currency depreciation

# Retail & SME: Hungary – Segment Hungary: loan book analysis \*

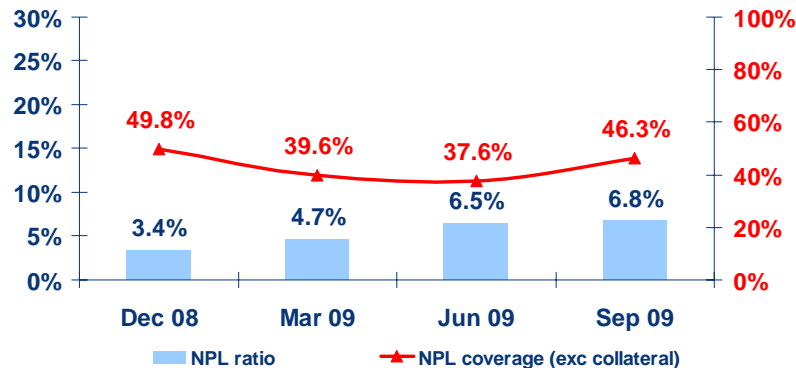
Segment Hungary -  
Customer loans by Basel II customer segment



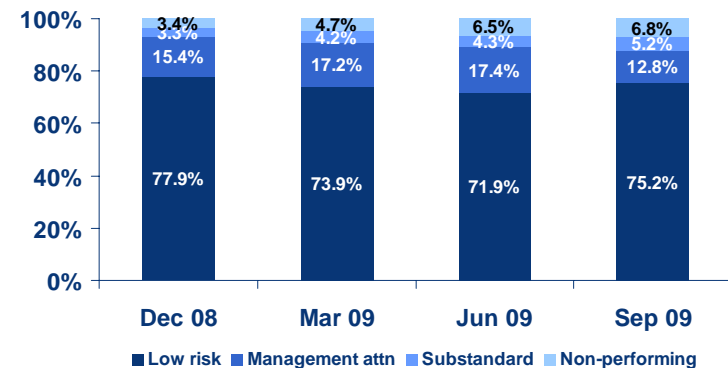
Segment Hungary - Customer loans by currency



Segment Hungary -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Hungary

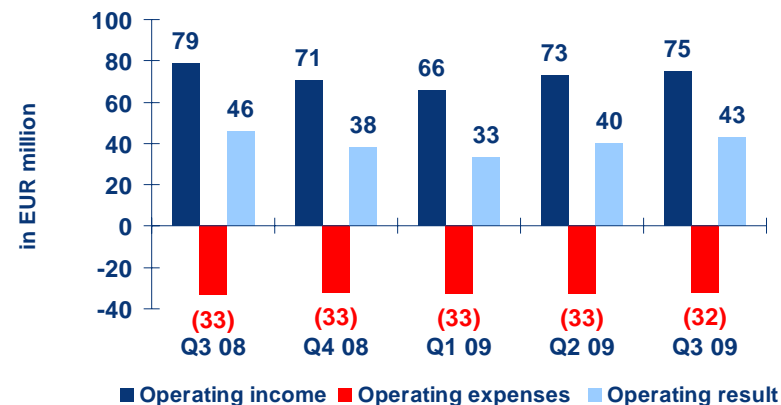


\*) Customer loan split by currency only available as of June 2009.

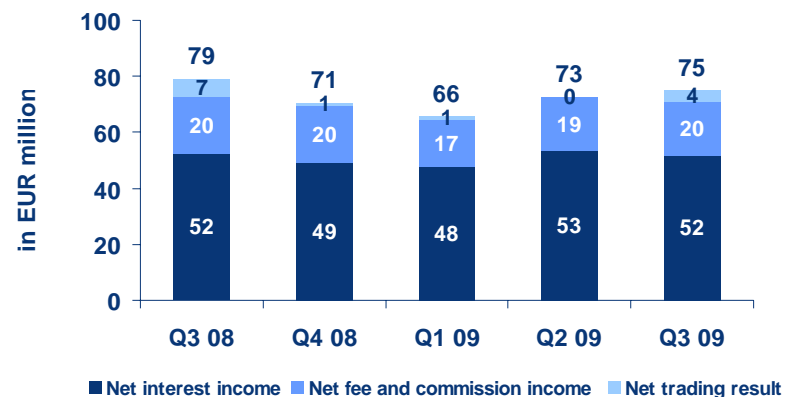
# Retail & SME: Croatia – Stable operating result

- **Operating result stable – down -0.4% yoy (1.4%)<sup>1</sup> to EUR 116.3m**
- **Operating income remained flat 0.4% yoy (+2.3%)**
  - NII improved by +5.7% (+7.6%) despite continued strict regulation of loan growth and decreasing liability margins due to strong competition
  - Fees slightly declined by 2.4% (-0.7%) and trading result was down by 51.7% as currency depreciation impacted Erste Card Club
- **NIM stable at 3.4%**
- **Operating expenses increased slightly by 1.4% yoy (+3.3%)**
  - First time consolidation of small, recently acquired Montenegrin Opportunity banka had an effect on this line item
  - Personnel costs remained unchanged yoy
  - Higher IT costs and office expenses
- **Risk costs more than doubled yoy to EUR 41.5m, in line with difficult markets**
- **Net profit declined by 32.8% yoy to EUR 34.1m (-31.6% FX adjusted)**
- **ROE declined to 23.9%**
- **CIR stable at 45.7%**

Segment operating performance



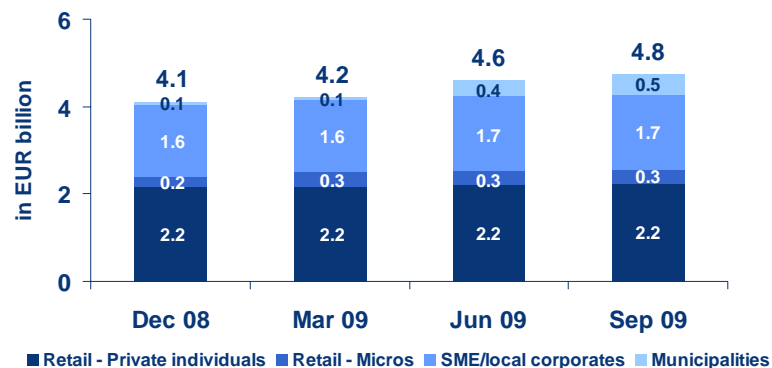
Operating income per quarter



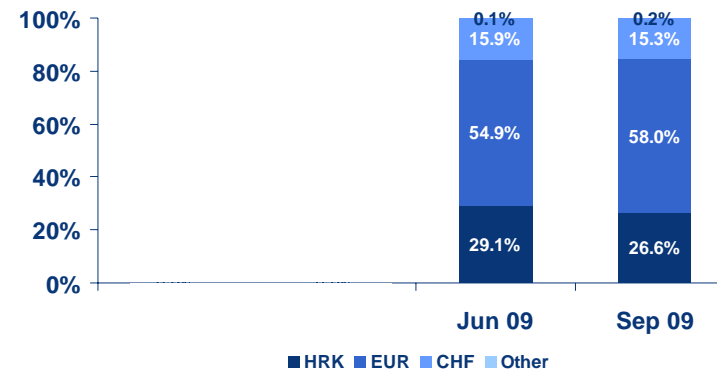
1) Figures in brackets refer to rate of change excluding impact of 1.8% currency depreciation

# Retail & SME: Croatia – Segment Croatia: loan book analysis \*

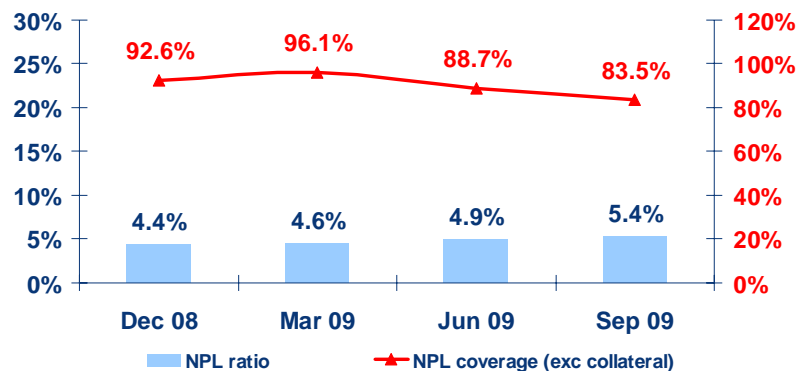
Segment Croatia - Customer loans by Basel II customer segment



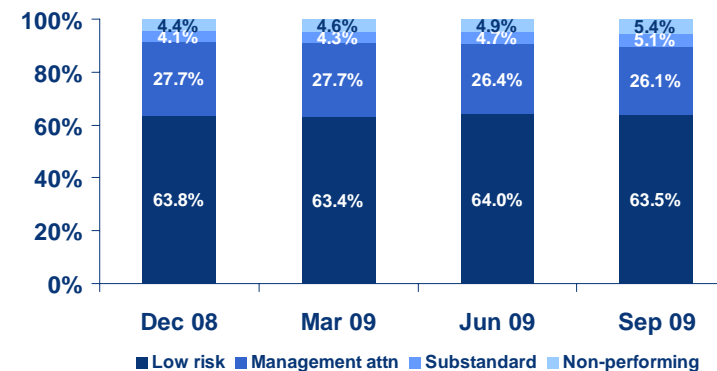
Segment Croatia - Customer loans by currency



Segment Croatia - NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Croatia



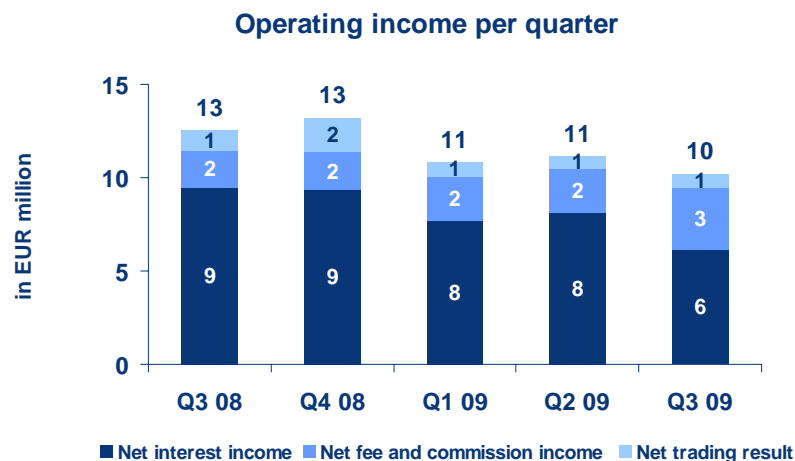
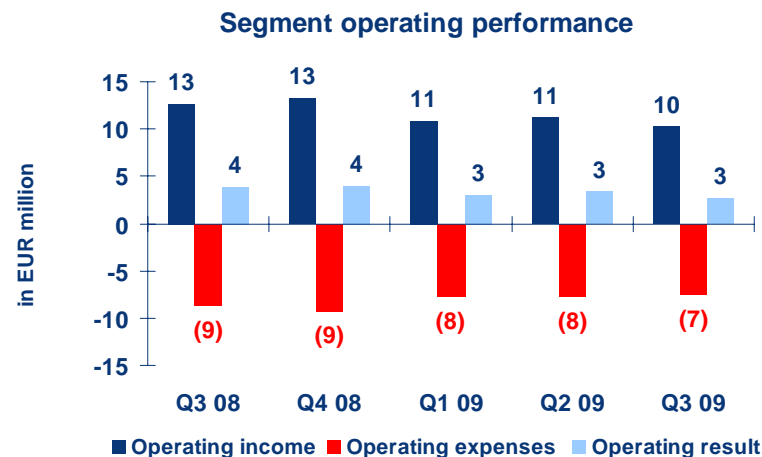
\*) Customer loan split by currency only available as of June 2009.



# Retail & SME: Serbia

## High margins support operating performance

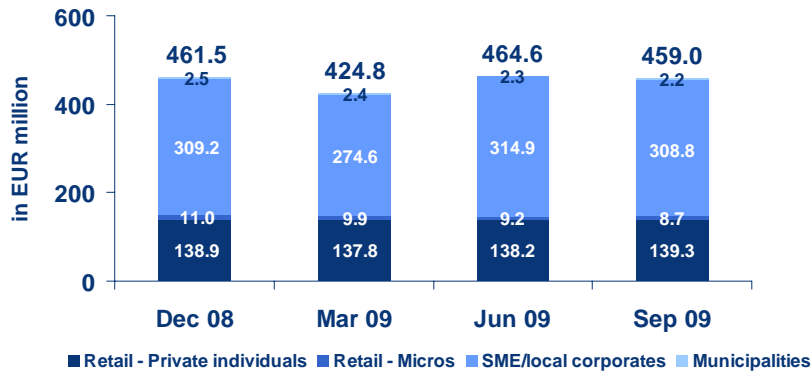
- Operating result improved by 35.9% yoy (59.6%)<sup>1</sup> to EUR 9.1m in 1-9 09, despite 17% lower exchange rate
- Operating income improved strongly by 1.5% yoy (+19.2%) across all line items
  - Supported by high NIM level of 7.0%
  - Fee income strongly up by 49.0% (75.0%)
- Costs declined by 7.8% yoy (+8.3%)
  - Headcount declined by 9.6% to 912 employees
  - Personnel expenses were slightly up due to inflation and salary adjustments
- Net profit contribution was EUR 1.2m in 1-9 09
- Risk costs increased by 42.7% (67.6%) yoy to EUR 6.1m
- ROE at 3.4%
- CIR continued to improve to 71.7%



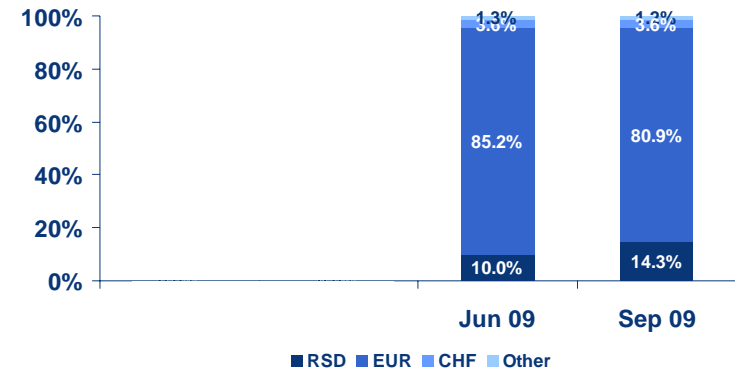
1) Figures in brackets refer to rate of change excluding impact of 17.5% currency depreciation

# Retail & SME: Serbia – Segment Serbia: loan book analysis \*

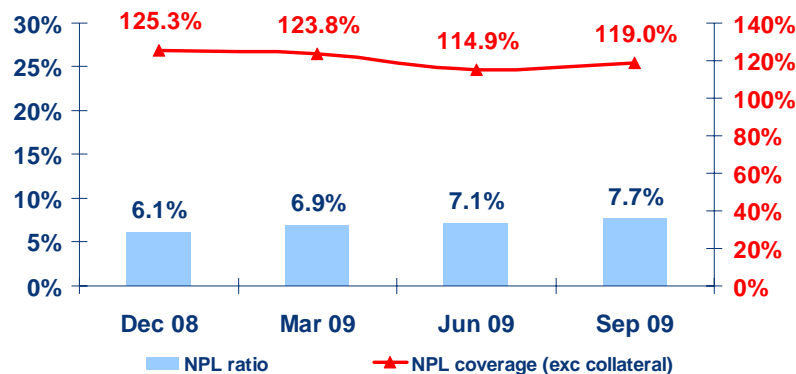
Segment Serbia - Customer loans by Basel II customer segment



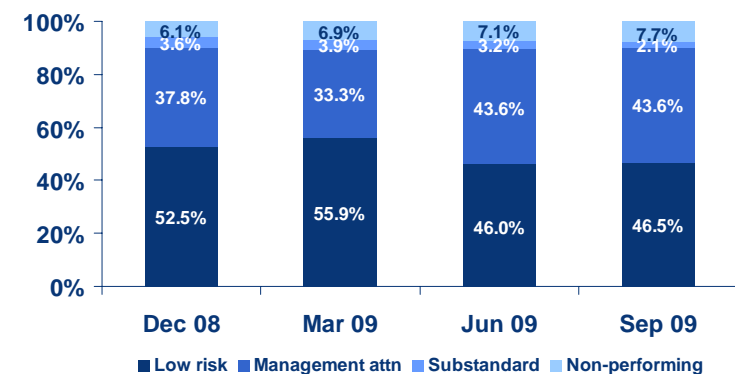
Segment Serbia - Customer loans by currency



Segment Serbia/retail - NPL ratio vs NPL coverage



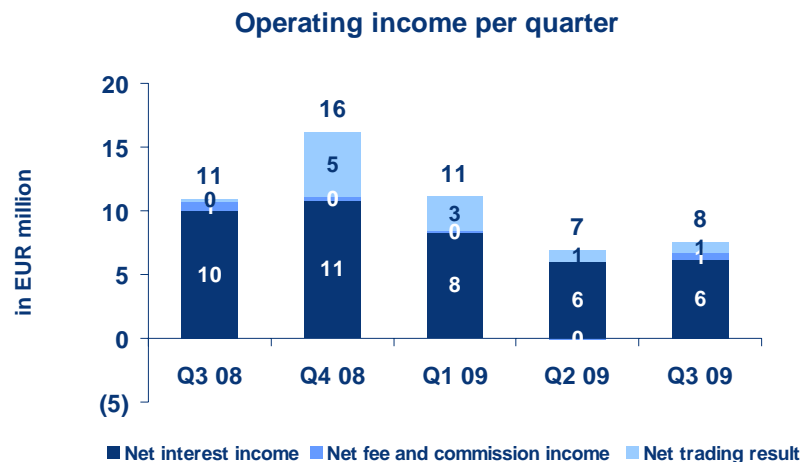
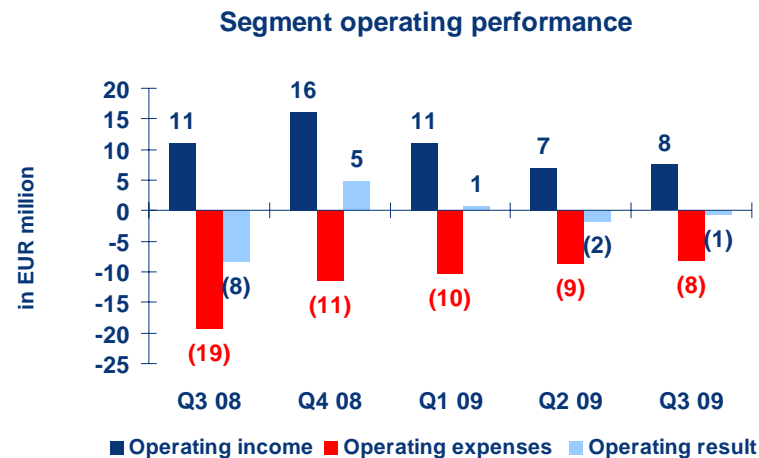
Migration analysis - Retail & SME/Serbia



\*) Customer loan split by currency only available as of June 2009.

# Retail & SME: Ukraine – Scaling down the business

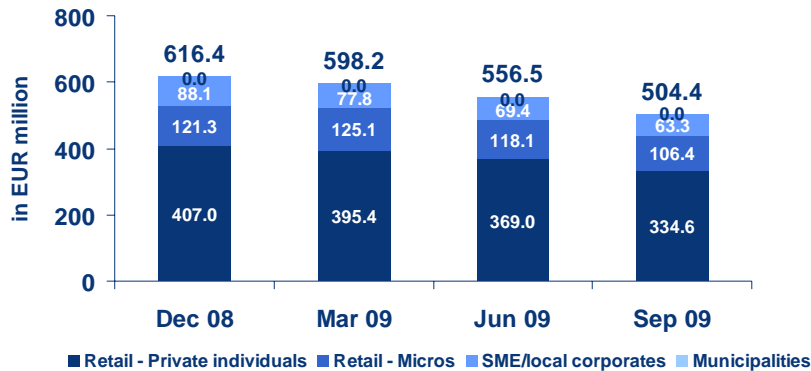
- **Operating result was negative at EUR -1.6m; but continued to improve compared to the previous year**
  - Revenues declined by 11.1% yoy (32.2%)<sup>1</sup> as a consequence of halting lending activities in Q4 08
  - Operating expenses down by 39.0% yoy (-9.3%), mainly driven by a headcount reduction of 17.2% to 1755 employees
  
- **Risk costs strongly increased to EUR 47.0m driven by overall macro deterioration**
  
- **Net loss of EUR -47.8m versus EUR -19.4m yoy**



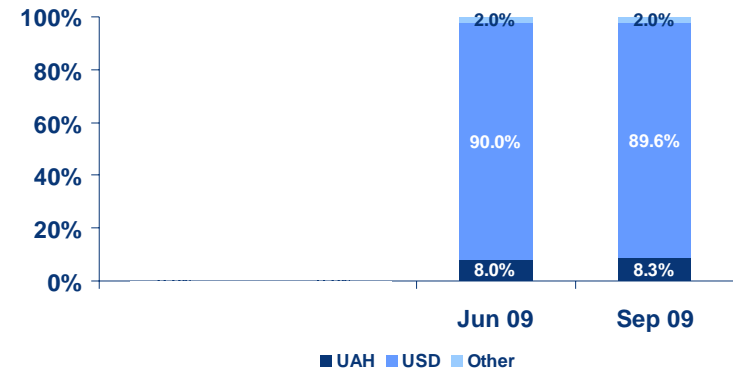
1) Figures in brackets refer to rate of change excluding impact of 48.7% currency depreciation

# Retail & SME: Ukraine – Segment Ukraine: loan book analysis \*

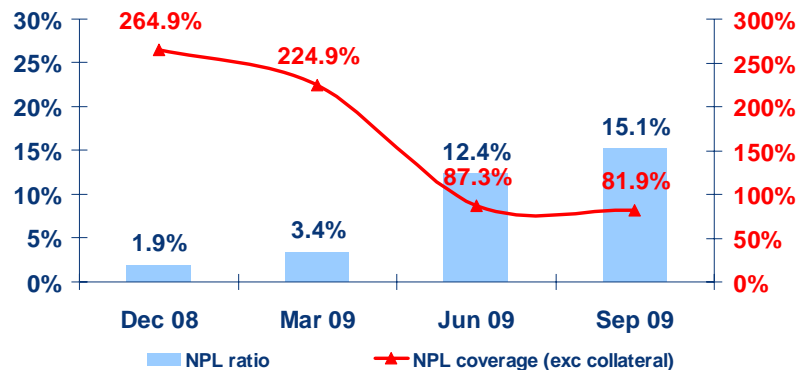
Segment Ukraine -  
Customer loans by Basel II customer segment



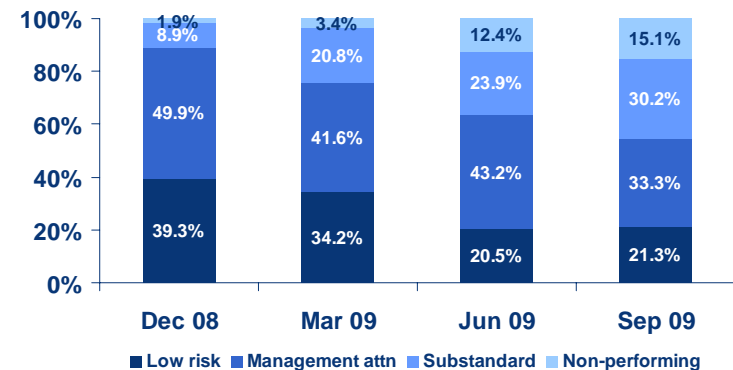
Segment Ukraine - Customer loans by currency



Segment Ukraine/retail -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Ukraine



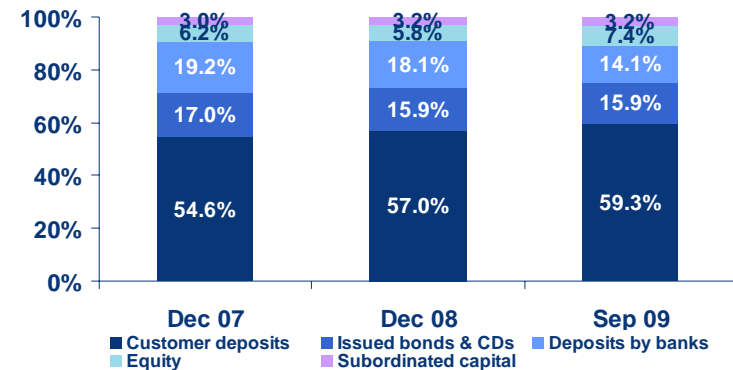
\*) Customer loan split by currency only available as of June 2009.

- Erste Group's strengths & strategy
  
- Summary financial results (1-9 2009)
  
- Conclusion
  
- **Appendix**
  - Market overview
  - Segment report
  - **Funding & liquidity**
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - CEE local statements
  - Quarterly results
  - Key ratios and shareholder structure

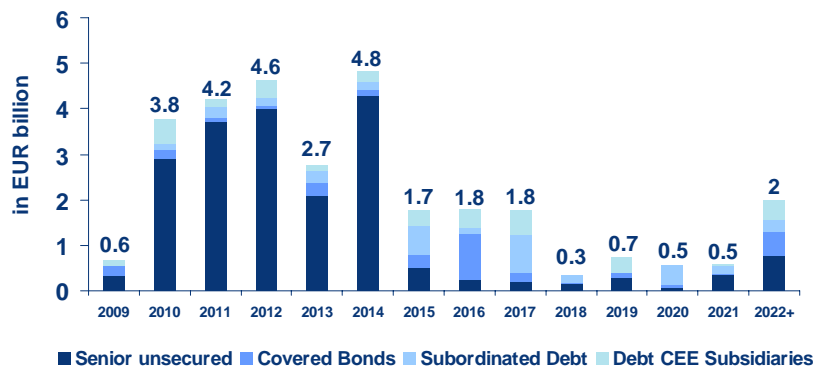
# Erste Group's funding profile – Retail funding supports sustainable growth

- **Customer deposits are main source of funding**
  - Providing a solid funding base in all local currencies
  - Translating into stable loan/deposit ratio of 115%
  - Increased share of customer deposits during crisis
- **Short-term funding needs well covered**
  - Declining share of short-term funding
  - Collateral capacity exceeds funding needs
- **Limited long-term funding required**
  - Less than EUR 5 bn redemptions per annum
  - In 2009 already EUR 7.8bn issued
    - Successful issuance of the first jumbo Pfandbrief
  - Further focus on extension of maturity profile

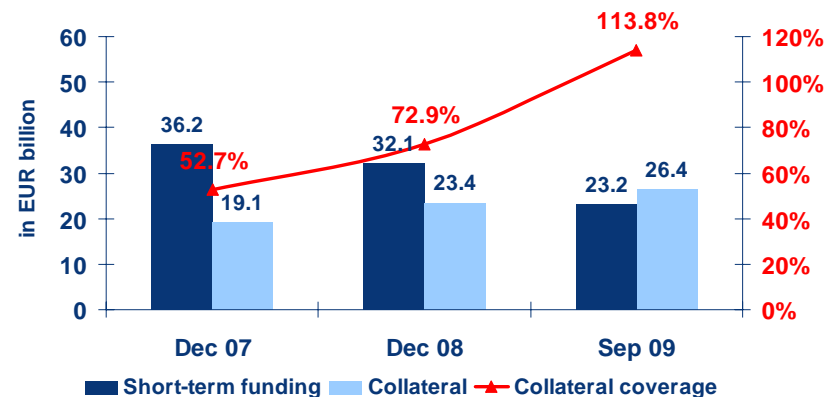
Evolution of Erste Group's funding mix



Redemption profile of Erste Group



Short-term funding vs collateral coverage



- Erste Group's strengths & strategy
  
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# Key topics: ABS/CDO portfolio

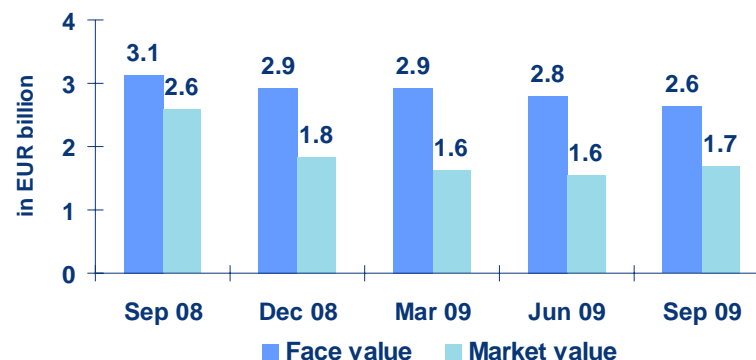
## Prices stabilised but ratings migrated downward

- **Face value of ABS/CDO exposure declined by EUR 295m since YE 08**
  - Thereof redemptions and amortisations EUR 245m
- **Market prices have risen each consecutive month since bottoming in April 2009**
  - Average market price of portfolio improved to 64.5% compared to 62.8% at YE 08
- **Total P&L impact: EUR -56.9m in 1-9 2009 thereof:**
  - Impairments of EUR 22.5m since beginning of the crisis
    - Thereof EUR 1.0m at the savings banks level
  - Realised losses of EUR 30.9m due to portfolio optimisation by selling notes with high capital utilisation
- **Positive MTM valuation of EUR 136.7m in 1-9 2009 (EUR – 167.6m in previous year)**
  - AfS reserve improved to EUR -493m
- **Credit quality remains favourable**
  - 93.3% of portfolio (by market value) investment-grade rated
  - Downgrades this year mainly driven by changes in rating methodology
- **Difference between face value and market value is not comparable to MTM valuation impact in P&L and balance sheet**

ABS/CDO portfolio by book (September 2009)*				
in EUR m	Face Value	Market Value	Change	+/- %
FV (m-t-m)	420	220	(200)	(47.7%)
AfS (m-t-m)	1,373	929	(444)	(32.3%)
HtM (at cost)	840	550	(289)	(34.5%)
<b>Total</b>	<b>2,633</b>	<b>1,699</b>	<b>(934)</b>	<b>(35.5%)</b>

\* Excluding savings banks portfolio

**ABS & CDO exposure development\***  
(including redemptions and reinvestments)





# Key topics: ABS/CDO portfolio

## Detailed portfolio analysis

ABS/CDO portfolio by ratings September 2009)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
AAA	496	412	(16.8%)	24.3%
AA	738	553	(25.1%)	32.5%
A	656	429	(34.6%)	25.2%
BBB	445	192	(56.9%)	11.3%
BB	223	100	(55.2%)	5.9%
B	35	9	(74.9%)	0.5%
CCC	40	5	-	0.3%
CC & C	0	0	-	0.0%
<b>Total</b>	<b>2,633</b>	<b>1,699</b>	<b>(35.5%)</b>	<b>100.0%</b>

ABS/CDO portfolio by region September 2009)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
USA	883	663	(24.9%)	39.0%
Continental Europe	1,009	622	(38.4%)	36.6%
UK & Ireland	493	210	(57.4%)	12.4%
Far East and Australia	144	132	(7.9%)	7.8%
Other (inc CEE)	104	72	(31.0%)	4.2%
<b>Total</b>	<b>2,633</b>	<b>1,699</b>	<b>(35.5%)</b>	<b>100.0%</b>

ABS/CDO portfolio by products September 2009)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
European prime RMBS	678	459	(32.3%)	27.0%
European CMBS	312	102	(67.3%)	6.0%
SME ABS	85	44	(47.9%)	2.6%
Leasing ABS	63	48	(23.9%)	2.8%
Other ABS	202	175	(13.6%)	10.3%
CLOs	1,155	777	(32.7%)	45.7%
Other CDOs	136	93	(31.3%)	5.5%
<b>Total</b>	<b>2,632</b>	<b>1,699</b>	<b>(35.5%)</b>	<b>100.0%</b>

- Erste Group's strengths & strategy
  
- Summary financial results (1-9 2009)
  
- Conclusion
  
- **Appendix**
  - Market overview
  - Segment report
  - Funding & liquidity
  - ABS & CDO portfolio (details)
  - **Asset quality (details)**
  - CEE local statements
  - Quarterly results
  - Key ratios and shareholder structure

# Erste Group's loan book – Quarterly loan book trends by segment

– **Customer loans increased by 3.4% yoy inline with continued slow demand since Q4 08**

- Loan growth increased moderately in Q3 09 up 1.4% qoq
- Growth rates were also impacted by strong volatility of most CEE currencies

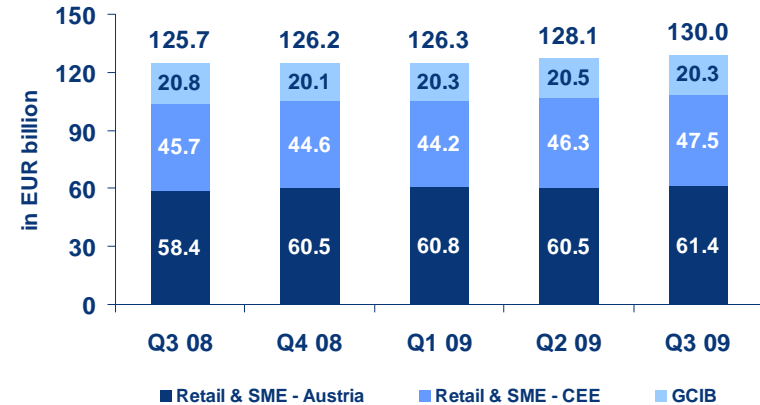
– **Loans in core Retail & SME increased by 4.5% yoy**

- Driven by growth of 5.0% yoy in Austria
- CEE retail & SME lending increased at a slightly slower pace by + 3.9% yoy, impacted by FX volatility

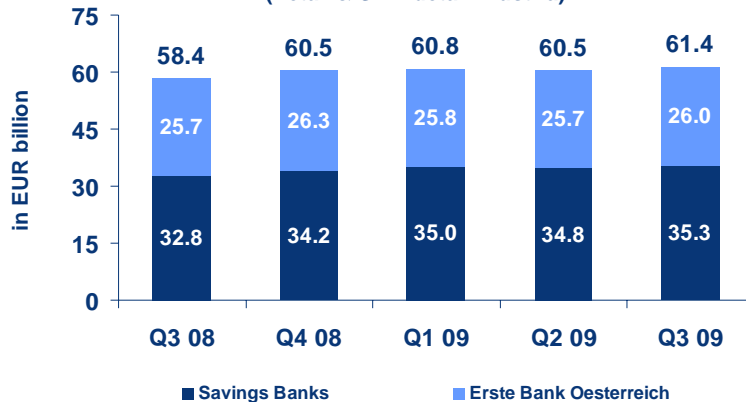
– **GCIB loan stock declined by 2.5% yoy**

- Although selected opportunities were taken, loan stock declined due to redemptions and lower demand

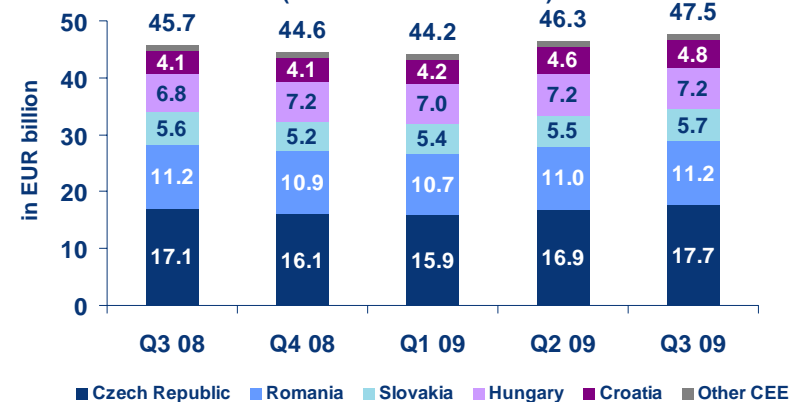
Customer loans by main segments \*



Quarterly loan book trends (Retail & SME detail: Austria)



Quarterly loan book trends (Retail & SME detail: CEE)



\*) Segments do not exactly add up to total due to consolidation effects

# Erste Group's loan book –

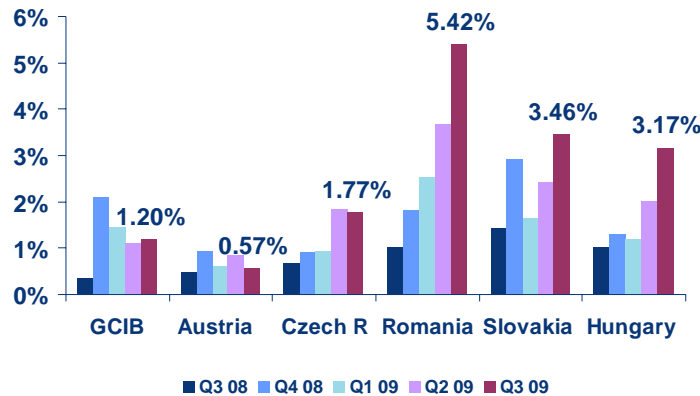
## Prudent lending criteria and risk mitigating factors

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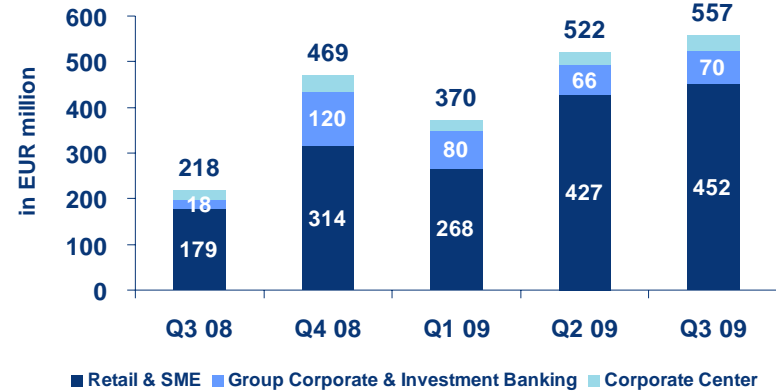
- **Retail portfolio dominated by secured loans**
  - Low average LTV's in CEE retail leave cushion for potential further decline in property prices
    - Around 60% in Hungary and Romania - including currency depreciation
  - High collateralisation ensures sufficient total NPL coverage
- **Above average income of Erste Group's customers across all CEE markets**
- **Prudent levels of debt service to disposal income ratio for retail customers**
- **FX-portfolio declining**
  - Suspension of CHF and USD loans for private individuals
- **Tighter lending criteria leading to improved quality of new loans**
  - Even lower LTV's as well as lower maximum loan sizes
  - Continued focus on cash-flow based lending
  - Strengthened rating models and customer authentication processes
- **Tailored and selective restructurings to help challenged customers with positive mid-to long-term outlook**
  - Building customer loyalty as a basis long-term relationship and cooperation
  - Restructuring principles: lengthening maturity and/or deferring capital repayment – but regular interest payments necessary

# Erste Group's risk costs – Quarterly risk costs (segment view)

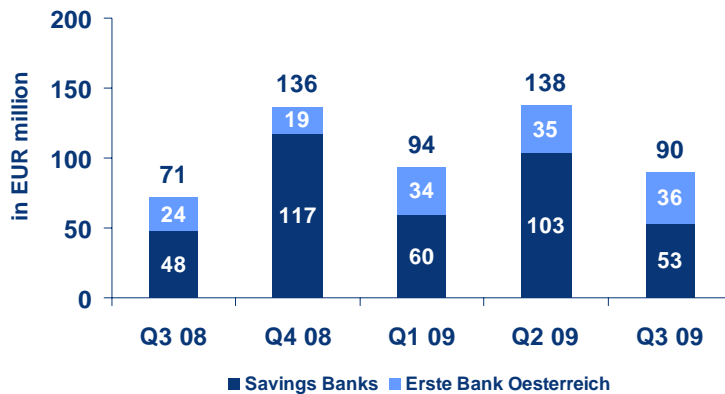
Risk costs in key segments



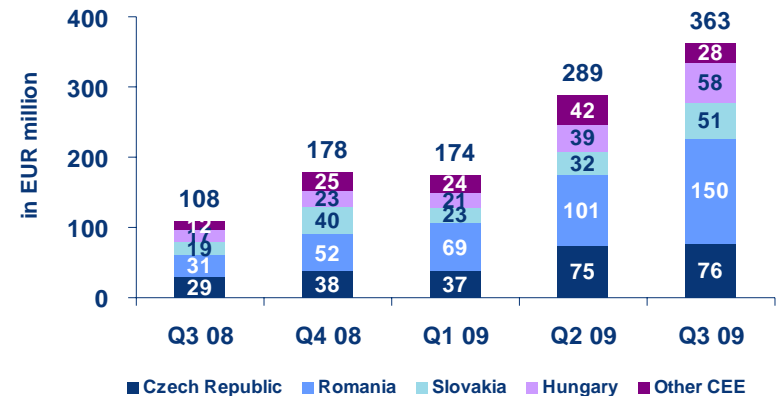
Quarterly risk cost development (main segments)



Quarterly risk cost development (Retail & SME detail: Austria)



Quarterly risk cost development (Retail & SME detail: CEE)



# Asset quality analysis – Key definitions

– **Exposure is a measure of the entire credit risk of Erste Group, covering:**

- Loans and advances to customers and banks
- Fixed income securities in all portfolios (trading, fair value, available for sale, held to maturity)
- Derivative products
- Off-balance sheet credit risks, such as warranties, guarantees and letters of credit
- Unused credit lines
  
- Pros and cons
  - Pro: covers all credit risk of Erste Group
  - Contra: understates NPL ratio compared to customer loans as base

Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

– **Reported NPL and NPL coverage ratios exclude collateral**

– **Broad NPL definition**

- 90-day overdue or less than 90-day overdue if:
  - Customer unlikely to pay, e.g. because customer defaulted against third party
  - Customer view instead of product view has been adopted. The former is the case with all corporate customers and all retail customers in Austria. In CEE retail product view prevails. Accordingly, if an Austrian retail customer defaults on one product all performing products are classified as NPLs as well.

# Asset quality analysis – Loan book by segments \*

	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book		Risk provisions		NPL coverage		NPL ratio	
	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08
<b>Retail &amp; SME</b>	<b>78,036</b>	<b>79,659</b>	<b>18,527</b>	<b>16,399</b>	<b>5,038</b>	<b>3,701</b>	<b>7,251</b>	<b>5,398</b>	<b>108,851</b>	<b>105,156</b>	<b>4,023</b>	<b>3,394</b>	<b>55.5%</b>	<b>62.9%</b>	<b>6.7%</b>	<b>5.1%</b>
<b>Austria</b>	<b>45,515</b>	<b>47,402</b>	<b>10,178</b>	<b>8,211</b>	<b>1,606</b>	<b>1,228</b>	<b>4,052</b>	<b>3,682</b>	<b>61,352</b>	<b>60,523</b>	<b>2,052</b>	<b>1,963</b>	<b>50.6%</b>	<b>53.3%</b>	<b>6.6%</b>	<b>6.1%</b>
EB Oesterreich	21,147	22,341	3,155	2,520	414	278	1,289	1,161	26,005	26,300	612	618	47.5%	53.2%	5.0%	4.4%
Savings Banks	24,368	25,062	7,023	5,691	1,192	949	2,763	2,521	35,346	34,223	1,439	1,345	52.1%	53.4%	7.8%	7.4%
<b>CEE</b>	<b>32,520</b>	<b>32,256</b>	<b>8,349</b>	<b>8,188</b>	<b>3,432</b>	<b>2,473</b>	<b>3,199</b>	<b>1,715</b>	<b>47,500</b>	<b>44,633</b>	<b>1,971</b>	<b>1,431</b>	<b>61.6%</b>	<b>83.4%</b>	<b>6.7%</b>	<b>3.8%</b>
Czech Republic	13,753	13,267	2,548	1,985	618	370	752	477	17,672	16,100	482	322	64.1%	67.4%	4.3%	3.0%
Romania	5,739	6,210	2,536	2,805	1,730	1,405	1,186	499	11,191	10,920	633	531	53.4%	106.4%	10.6%	4.6%
Slovakia	4,250	4,079	728	672	305	218	403	272	5,686	5,241	310	222	77.0%	81.6%	7.1%	5.2%
Hungary	5,440	5,582	929	1,101	376	240	490	246	7,235	7,169	227	123	46.3%	49.8%	6.8%	3.4%
Croatia	3,017	2,634	1,240	1,142	240	168	256	181	4,753	4,125	214	168	83.5%	92.6%	5.4%	4.4%
Serbia	214	242	200	174	10	17	35	28	459	462	42	35	119.0%	125.3%	7.7%	6.1%
Ukraine	108	242	168	308	152	55	76	12	504	616	62	31	81.9%	264.9%	15.1%	1.9%
<b>GCIB</b>	<b>13,716</b>	<b>15,626</b>	<b>4,308</b>	<b>3,436</b>	<b>1,426</b>	<b>586</b>	<b>879</b>	<b>463</b>	<b>20,329</b>	<b>20,111</b>	<b>392</b>	<b>243</b>	<b>44.6%</b>	<b>52.5%</b>	<b>4.3%</b>	<b>2.3%</b>
<b>Group Markets</b>	<b>182</b>	<b>400</b>	<b>1</b>	<b>57</b>	<b>0</b>	<b>11</b>	<b>0</b>	<b>24</b>	<b>183</b>	<b>493</b>	<b>1</b>	<b>1</b>	<b>&gt;100.0%</b>	<b>3.5%</b>	<b>0.0%</b>	<b>4.9%</b>
<b>Corporate Center</b>	<b>473</b>	<b>348</b>	<b>109</b>	<b>78</b>	<b>5</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>591</b>	<b>426</b>	<b>198</b>	<b>58</b>	<b>&gt;100.0%</b>	<b>&gt;100.0%</b>	<b>0.7%</b>	<b>0.0%</b>
<b>Total group</b>	<b>92,407</b>	<b>96,033</b>	<b>22,945</b>	<b>19,969</b>	<b>6,468</b>	<b>4,298</b>	<b>8,134</b>	<b>5,885</b>	<b>129,954</b>	<b>126,185</b>	<b>4,613</b>	<b>3,696</b>	<b>56.7%</b>	<b>62.8%</b>	<b>6.3%</b>	<b>4.7%</b>

# Asset quality analysis – Loan book by regions (country of origination)\*

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09		Dec 08	
	Share of total										Share of total	
<b>Core market</b>	<b>85,276</b>	<b>88,428</b>	<b>20,990</b>	<b>18,493</b>	<b>5,956</b>	<b>3,923</b>	<b>7,427</b>	<b>5,443</b>	<b>119,649</b>	<b>92.1%</b>	<b>116,287</b>	<b>92.2%</b>
<i>Austria</i>	46,840	48,746	9,361	7,724	1,609	1,166	3,689	3,480	61,499	47.3%	61,116	48.4%
<i>Croatia</i>	4,280	4,079	2,006	1,533	253	171	314	187	6,853	5.3%	5,969	4.7%
<i>Romania</i>	6,314	7,387	3,149	3,216	1,963	1,451	1,266	529	12,692	9.8%	12,583	10.0%
<i>Serbia</i>	240	383	298	250	10	17	66	40	615	0.5%	689	0.5%
<i>Slovakia</i>	4,906	4,756	886	882	351	235	434	278	6,578	5.1%	6,151	4.9%
<i>Slovenia</i>	1,286	1,461	192	229	161	92	154	80	1,794	1.4%	1,862	1.5%
<i>Czech Republic</i>	15,202	14,861	3,334	2,793	950	489	868	537	20,354	15.7%	18,680	14.8%
<i>Hungary</i>	6,094	6,359	1,242	1,422	496	247	537	300	8,369	6.4%	8,327	6.6%
<i>Ukraine</i>	113	397	521	445	162	55	100	12	897	0.7%	909	0.7%
<b>Other EU</b>	<b>4,842</b>	<b>4,900</b>	<b>1,267</b>	<b>864</b>	<b>254</b>	<b>62</b>	<b>422</b>	<b>288</b>	<b>6,785</b>	<b>5.2%</b>	<b>6,114</b>	<b>4.8%</b>
<b>Other industrialised countries</b>	<b>1,473</b>	<b>1,678</b>	<b>328</b>	<b>338</b>	<b>180</b>	<b>308</b>	<b>175</b>	<b>128</b>	<b>2,156</b>	<b>1.7%</b>	<b>2,452</b>	<b>1.9%</b>
<b>Emerging markets</b>	<b>815</b>	<b>1,022</b>	<b>360</b>	<b>273</b>	<b>78</b>	<b>5</b>	<b>111</b>	<b>25</b>	<b>1,363</b>	<b>1.0%</b>	<b>1,325</b>	<b>1.1%</b>
<i>Southeastern Europe / CIS</i>	591	728	196	79	66	1	93	8	946	0.7%	816	0.6%
<i>Asia</i>	82	84	32	53	5	3	7	0	126	0.1%	141	0.1%
<i>Latin America</i>	93	121	44	69	7	0	8	8	151	0.1%	198	0.2%
<i>Middle East / Africa</i>	48	89	87	72	1	0	4	9	140	0.1%	171	0.1%
<b>Total</b>	<b>92,407</b>	<b>96,033</b>	<b>22,945</b>	<b>19,969</b>	<b>6,468</b>	<b>4,298</b>	<b>8,134</b>	<b>5,885</b>	<b>129,954</b>	<b>100.0%</b>	<b>126,185</b>	<b>100.0%</b>
Share of total	71.1%	76.1%	17.7%	15.8%	5.0%	3.4%	6.3%	4.7%	100.0%		100.0%	
<b>Risk provisions</b>									<b>4,613</b>		<b>3,696</b>	

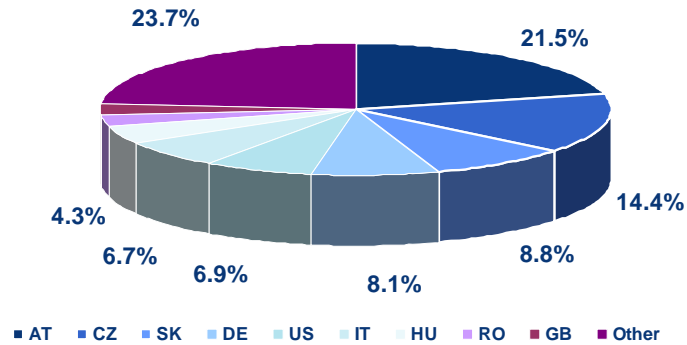


# Asset quality analysis – Loan book by industry sectors \*

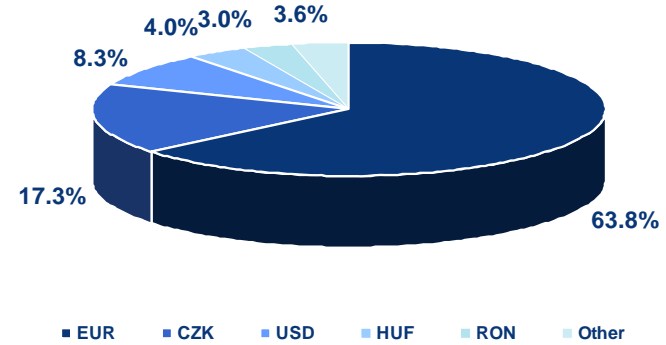
in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09		Dec 08	
									Share of total		Share of total	
Agriculture and forestry	1,059	993	583	532	142	134	144	128	1,929	1.5%	<b>1,787</b>	1.4%
Mining	523	567	88	46	13	6	84	11	708	0.5%	<b>629</b>	0.5%
Manufacturing	6,068	7,582	3,211	2,516	1,067	671	934	627	11,280	8.7%	<b>11,396</b>	9.0%
Energy and water supply	1,650	1,715	467	337	82	85	100	71	2,299	1.8%	<b>2,208</b>	1.7%
Construction	3,484	3,300	1,531	1,277	647	400	497	335	6,160	4.7%	<b>5,312</b>	4.2%
Construction - building project development	1,058	783	393	209	312	197	49	17	1,813	1.4%	<b>1,205</b>	1.0%
Trade	5,507	5,926	2,430	2,655	654	383	889	660	9,480	7.3%	<b>9,624</b>	7.6%
Transport and communication	2,515	2,878	1,032	1,062	306	304	380	237	4,232	3.3%	<b>4,482</b>	3.6%
Hotels and restaurants	1,831	2,115	1,526	1,133	319	253	536	451	4,212	3.2%	<b>3,953</b>	3.1%
Financial and insurance services	6,220	7,569	783	939	291	87	307	185	7,601	5.8%	<b>8,781</b>	7.0%
Fin. and ins. services: holding companies	1,250	1,380	212	268	118	25	54	38	1,635	1.3%	<b>1,711</b>	1.4%
Real estate and housing	13,354	13,210	3,763	3,484	768	378	775	559	18,660	14.4%	<b>17,631</b>	14.0%
Services	3,400	3,487	1,195	1,003	227	165	496	416	5,318	4.1%	<b>5,071</b>	4.0%
Public administration	6,332	5,216	445	396	9	11	5	9	6,791	5.2%	<b>5,632</b>	4.5%
Education, health and art	1,953	1,913	518	455	138	159	136	122	2,745	2.1%	<b>2,649</b>	2.1%
Private households	38,484	39,472	5,358	4,055	1,798	1,253	2,851	2,073	48,491	37.3%	<b>46,853</b>	37.1%
Other	26	22	15	12	7	8	1	0	48	0.0%	<b>42</b>	0.0%
<b>Total</b>	<b>92,407</b>	<b>96,033</b>	<b>22,945</b>	<b>19,969</b>	<b>6,468</b>	<b>4,298</b>	<b>8,134</b>	<b>5,885</b>	<b>129,954</b>	<b>100.0%</b>	<b>126,185</b>	<b>100.0%</b>
Share of total	71.1%	76.1%	17.7%	15.8%	5.0%	3.4%	6.3%	4.7%	100.0%		100.0%	
<b>Risk provisions</b>									<b>4,613</b>		<b>3,696</b>	

# Asset quality analysis – Financial assets

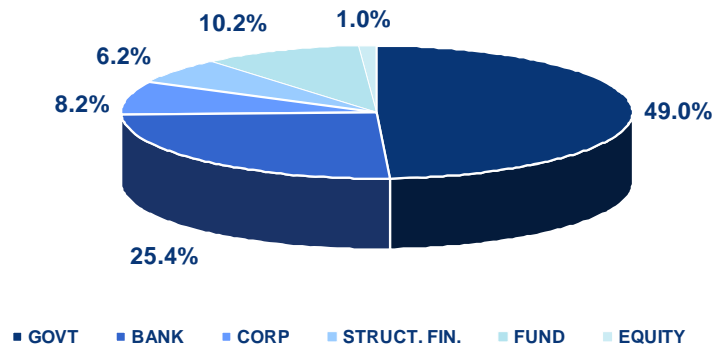
**Financial assets by country of origination**  
(30 September 2009: EUR 34.1 bn)



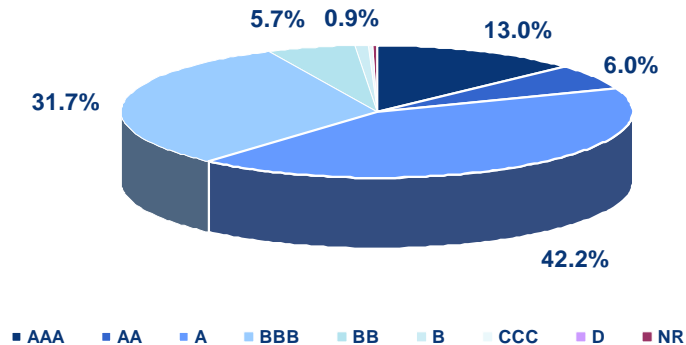
**Financial assets by currency**  
(30 September 2009: EUR 34.1 bn)



**Financial assets by issuer/product**  
(30 September 2009: EUR 34.1 bn)

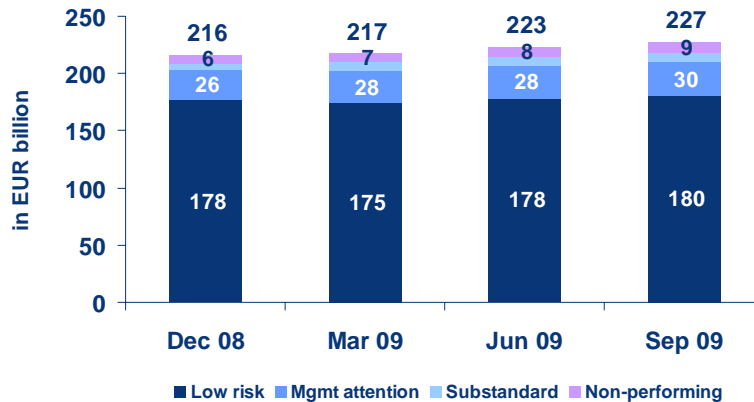


**Financial assets by rating**  
(30 September 2009: EUR 34.1 bn)

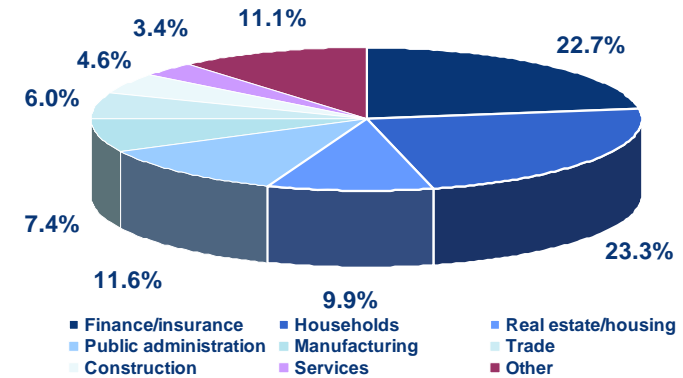


# Asset quality analysis – Total exposure overview

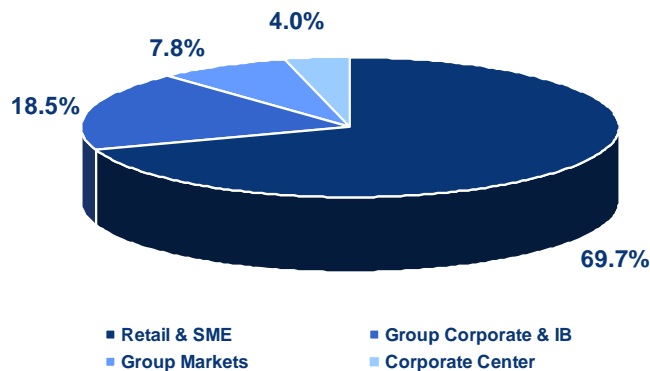
Exposure by risk category



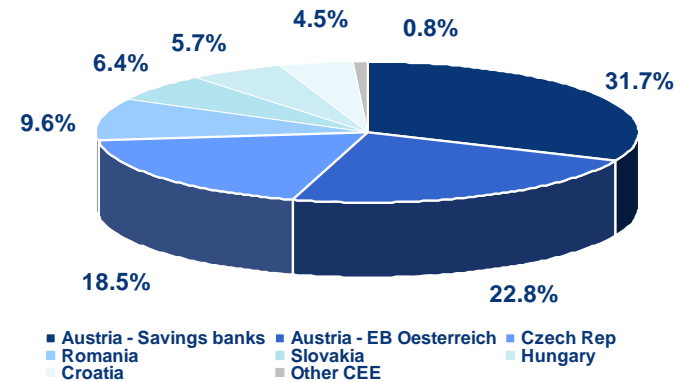
Exposure by industries  
(30 September 2009: EUR 226.7 bn)



Exposure by main segments  
(30 September 2009: EUR 226.7 bn)

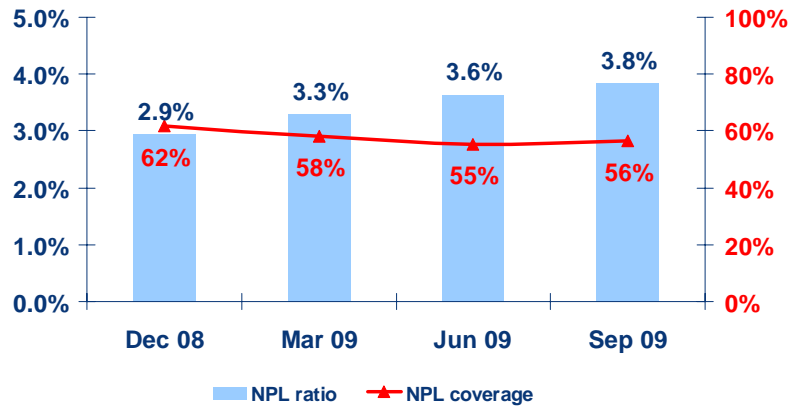


Exposure by subsegments  
(Retail & SME: EUR 158.0 bn)

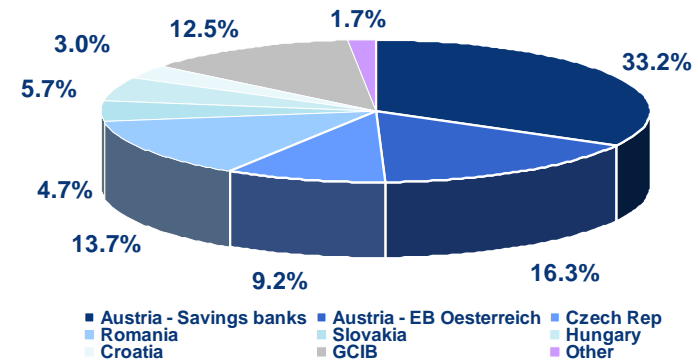


# Asset quality analysis – NPLs and NPL coverage (based on total exposure)

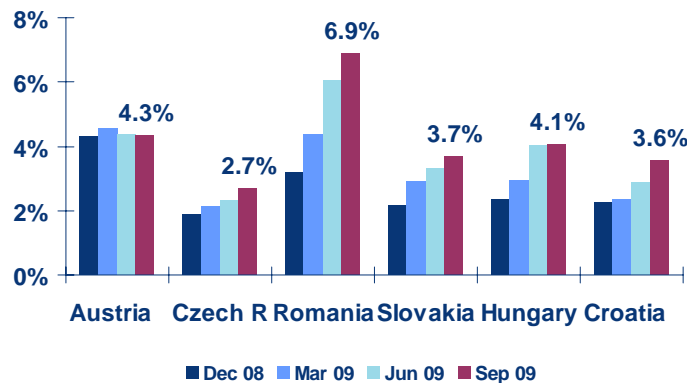
Group NPL ratio vs group NPL coverage



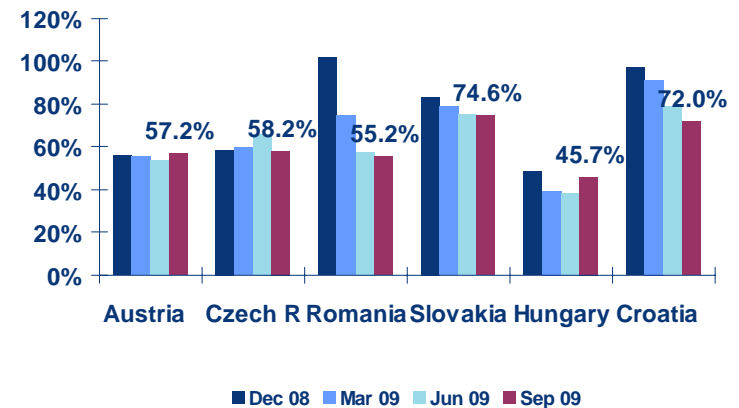
NPL distribution  
(30 September 2009: EUR 8.7 bn)



NPL ratios in key markets



NPL coverage ratios in key markets



\*) NPL and NPL coverage ratios are based on country of origination concept, not segment view, in order to show longer time series

# Asset quality – Total exposure by segments \*

	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure		Risk provisions		NPL coverage		NPL ratio	
	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08
<b>Retail &amp; SME</b>	<b>123,531</b>	<b>118,606</b>	<b>21,379</b>	<b>19,931</b>	<b>5,493</b>	<b>4,242</b>	<b>7,585</b>	<b>5,665</b>	<b>157,988</b>	<b>148,444</b>	<b>4,165</b>	<b>3,514</b>	<b>54.9%</b>	<b>62.0%</b>	<b>4.8%</b>	<b>3.8%</b>
<b>Austria</b>	<b>68,508</b>	<b>67,181</b>	<b>11,495</b>	<b>9,618</b>	<b>1,838</b>	<b>1,418</b>	<b>4,315</b>	<b>3,874</b>	<b>86,156</b>	<b>82,091</b>	<b>2,156</b>	<b>2,063</b>	<b>50.0%</b>	<b>53.3%</b>	<b>5.0%</b>	<b>4.7%</b>
EB Oesterreich	30,629	30,545	3,520	3,031	509	363	1,424	1,245	36,081	35,185	663	680	46.6%	54.6%	3.9%	3.5%
Savings banks	37,880	36,636	7,975	6,587	1,329	1,055	2,891	2,629	50,075	46,906	1,493	1,383	51.6%	52.6%	5.8%	5.6%
<b>CEE</b>	<b>55,023</b>	<b>51,426</b>	<b>9,884</b>	<b>10,313</b>	<b>3,655</b>	<b>2,823</b>	<b>3,270</b>	<b>1,791</b>	<b>71,832</b>	<b>66,353</b>	<b>2,009</b>	<b>1,451</b>	<b>61.4%</b>	<b>81.0%</b>	<b>4.6%</b>	<b>2.7%</b>
Czech Republic	24,789	25,078	3,019	2,576	657	421	804	539	29,270	28,613	483	322	60.0%	59.8%	2.7%	1.9%
Romania	8,952	7,297	3,111	3,769	1,883	1,676	1,190	502	15,137	13,243	653	532	54.9%	106.0%	7.9%	3.8%
Slovakia	8,498	7,188	877	829	317	234	407	275	10,099	8,526	315	226	77.3%	82.3%	4.0%	3.2%
Hungary	7,063	6,858	1,025	1,198	383	245	494	248	8,965	8,549	228	124	46.2%	50.1%	5.5%	2.9%
Croatia	5,168	4,295	1,361	1,272	245	171	262	186	7,037	5,923	223	176	85.1%	94.7%	3.7%	3.1%
Serbia	335	358	316	342	10	21	37	29	698	750	45	39	121.8%	135.7%	5.3%	3.8%
Ukraine	217	353	174	327	159	55	76	12	627	747	63	31	81.8%	263.8%	12.2%	1.6%
<b>GCIB</b>	<b>33,634</b>	<b>39,554</b>	<b>5,516</b>	<b>5,377</b>	<b>1,589</b>	<b>681</b>	<b>1,091</b>	<b>638</b>	<b>41,831</b>	<b>46,250</b>	<b>618</b>	<b>395</b>	<b>56.6%</b>	<b>61.9%</b>	<b>2.6%</b>	<b>1.4%</b>
Group Large Corporates	9,545	11,350	1,701	2,275	402	171	407	235	12,056	14,031	280	154	68.7%	65.6%	3.4%	1.7%
Group Real Estate	6,568	7,611	2,716	2,158	823	165	455	219	10,561	10,154	147	109	32.3%	49.7%	4.3%	2.2%
International Business	17,521	20,593	1,100	944	364	344	229	184	19,214	22,065	191	132	83.4%	71.9%	1.2%	0.8%
<b>Group Markets</b>	<b>17,438</b>	<b>15,277</b>	<b>254</b>	<b>240</b>	<b>35</b>	<b>353</b>	<b>10</b>	<b>42</b>	<b>17,737</b>	<b>15,912</b>	<b>2</b>	<b>1</b>	<b>22.4%</b>	<b>3.3%</b>	<b>0.1%</b>	<b>0.3%</b>
<b>Corporate Center</b>	<b>5,775</b>	<b>4,325</b>	<b>2,707</b>	<b>145</b>	<b>589</b>	<b>593</b>	<b>25</b>	<b>0</b>	<b>9,097</b>	<b>5,063</b>	<b>120</b>	<b>1</b>	<b>470.5%</b>	<b>157.3%</b>	<b>0.3%</b>	<b>0.0%</b>
<b>Total group</b>	<b>180,378</b>	<b>177,762</b>	<b>29,857</b>	<b>25,692</b>	<b>7,706</b>	<b>5,869</b>	<b>8,711</b>	<b>6,345</b>	<b>226,652</b>	<b>215,668</b>	<b>4,905</b>	<b>3,911</b>	<b>56.3%</b>	<b>61.6%</b>	<b>3.8%</b>	<b>2.9%</b>

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

# Asset quality – Total exposure by regions \*

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09		Dec 08	
<b>Core market</b>	<b>140,444</b>	<b>138,299</b>	<b>27,024</b>	<b>23,354</b>	<b>7,117</b>	<b>5,418</b>	<b>7,805</b>	<b>5,719</b>	<b>182,390</b>	<b>80.5%</b>	<b>172,789</b>	<b>80.1%</b>
<i>Austria</i>	73,601	70,374	10,517	8,816	2,446	2,277	3,915	3,667	90,479	39.9%	85,135	39.5%
<i>Croatia</i>	6,182	6,239	2,150	1,742	257	189	317	187	8,905	3.9%	8,358	3.9%
<i>Romania</i>	9,354	9,347	6,390	5,089	2,138	1,718	1,328	532	19,209	8.5%	16,686	7.7%
<i>Serbia</i>	358	419	484	556	11	27	71	45	924	0.4%	1,046	0.5%
<i>Slovakia</i>	10,155	11,325	1,063	1,081	364	259	445	281	12,027	5.3%	12,946	6.0%
<i>Slovenia</i>	1,850	1,916	228	286	176	96	159	81	2,414	1.1%	2,379	1.1%
<i>Czech Republic</i>	27,901	27,354	4,234	3,689	1,015	542	926	610	34,075	15.0%	32,195	14.9%
<i>Hungary</i>	10,869	10,798	1,394	1,571	529	253	543	303	13,334	5.9%	12,925	6.0%
<i>Ukraine</i>	174	527	565	523	182	56	101	12	1,022	0.5%	1,119	0.5%
<b>Other EU</b>	<b>28,481</b>	<b>26,253</b>	<b>1,763</b>	<b>1,287</b>	<b>269</b>	<b>72</b>	<b>486</b>	<b>343</b>	<b>30,999</b>	<b>13.7%</b>	<b>27,956</b>	<b>13.0%</b>
<b>Other industrialised countries</b>	<b>6,180</b>	<b>7,216</b>	<b>397</b>	<b>385</b>	<b>187</b>	<b>328</b>	<b>290</b>	<b>240</b>	<b>7,054</b>	<b>3.1%</b>	<b>8,170</b>	<b>3.8%</b>
<b>Emerging markets</b>	<b>5,274</b>	<b>5,993</b>	<b>674</b>	<b>666</b>	<b>132</b>	<b>51</b>	<b>130</b>	<b>44</b>	<b>6,210</b>	<b>2.7%</b>	<b>6,753</b>	<b>3.1%</b>
<i>Southeastern Europe / CIS</i>	1,132	1,807	344	212	82	10	109	17	1,667	0.7%	2,046	0.9%
<i>Asia</i>	1,831	1,554	73	122	39	40	7	3	1,950	0.9%	1,719	0.8%
<i>Latin America</i>	762	837	45	81	11	0	11	15	828	0.4%	933	0.4%
<i>Middle East / Africa</i>	1,548	1,796	212	251	1	0	4	9	1,765	0.8%	2,056	1.0%
<b>Total</b>	<b>180,378</b>	<b>177,762</b>	<b>29,857</b>	<b>25,692</b>	<b>7,706</b>	<b>5,869</b>	<b>8,711</b>	<b>6,345</b>	<b>226,652</b>	<b>100.0%</b>	<b>215,668</b>	<b>100.0%</b>
Share of total	79.6%	82.4%	13.2%	11.9%	3.4%	2.7%	3.8%	2.9%	100.0%		100.0%	
<b>Risk provisions</b>	<b>152</b>	<b>135</b>	<b>279</b>	<b>178</b>	<b>481</b>	<b>325</b>	<b>3,993</b>	<b>3,273</b>	<b>4,905</b>		<b>3,911</b>	
Coverage ratio	0.1%	0.1%	0.9%	0.7%	6.2%	5.5%	45.8%	51.6%	2.2%		1.8%	

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

# Asset quality – Total exposure by industry sectors \*

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09	Dec 08	Sep 09		Dec 08	
									Share of total		Share of total	
Agriculture and forestry	1,237	1,139	650	588	148	156	146	138	<b>2,181</b>	1.0%	<b>2,021</b>	0.9%
Mining	665	735	126	66	13	21	91	11	<b>895</b>	0.4%	<b>834</b>	0.4%
Manufacturing	9,476	10,908	3,908	3,501	1,188	773	1,039	697	<b>15,611</b>	6.9%	<b>15,879</b>	7.4%
Energy and water supply	2,570	2,779	619	509	85	99	104	74	<b>3,377</b>	1.5%	<b>3,461</b>	1.6%
Construction	6,544	6,682	2,169	1,861	771	460	537	362	<b>10,021</b>	4.4%	<b>9,364</b>	4.3%
Construction - building project development	2,060	2,023	601	415	402	226	76	31	<b>3,139</b>	1.4%	<b>2,694</b>	1.2%
Trade	7,954	9,190	2,868	3,313	700	448	919	694	<b>12,441</b>	5.5%	<b>13,646</b>	6.3%
Transport and communication	5,774	4,239	1,327	1,262	348	349	394	252	<b>7,843</b>	3.5%	<b>6,102</b>	2.8%
Hotels and restaurants	2,236	2,495	1,667	1,278	336	270	567	469	<b>4,806</b>	2.1%	<b>4,512</b>	2.1%
Financial and insurance services	51,643	48,306	1,478	1,775	340	105	472	364	<b>53,933</b>	23.8%	<b>50,551</b>	23.4%
Fin. and ins. services: holding companies	5,579	5,938	419	296	182	40	185	130	<b>6,365</b>	2.8%	<b>6,405</b>	3.0%
Real estate and housing	15,863	16,059	4,368	3,995	806	410	866	590	<b>21,903</b>	9.7%	<b>21,054</b>	9.8%
Services	5,575	6,055	1,390	1,192	243	174	508	425	<b>7,717</b>	3.4%	<b>7,846</b>	3.6%
Public administration	25,123	23,015	608	776	11	20	5	13	<b>25,746</b>	11.4%	<b>23,824</b>	11.0%
Education, health and art	2,306	2,423	596	566	140	270	156	132	<b>3,197</b>	1.4%	<b>3,392</b>	1.6%
Private households	43,306	42,394	8,062	4,978	1,833	1,279	2,903	2,120	<b>56,105</b>	24.8%	<b>50,771</b>	23.5%
Other	106	1,342	20	32	745	1,033	5	4	<b>876</b>	0.4%	<b>2,412</b>	1.1%
<b>Total</b>	<b>180,378</b>	<b>177,762</b>	<b>29,857</b>	<b>25,692</b>	<b>7,706</b>	<b>5,869</b>	<b>8,711</b>	<b>6,345</b>	<b>226,652</b>	<b>100.0%</b>	<b>215,668</b>	<b>100.0%</b>
Share of total	79.6%	82.4%	13.2%	11.9%	3.4%	2.7%	3.8%	2.9%	100.0%		100.0%	
<b>Risk provisions</b>	<b>152</b>	<b>135</b>	<b>279</b>	<b>178</b>	<b>481</b>	<b>325</b>	<b>3,993</b>	<b>3,273</b>	<b>4,905</b>		<b>3,911</b>	
Coverage ratio	0.1%	0.1%	0.9%	0.7%	6.2%	5.5%	45.8%	51.6%	2.2%		1.8%	

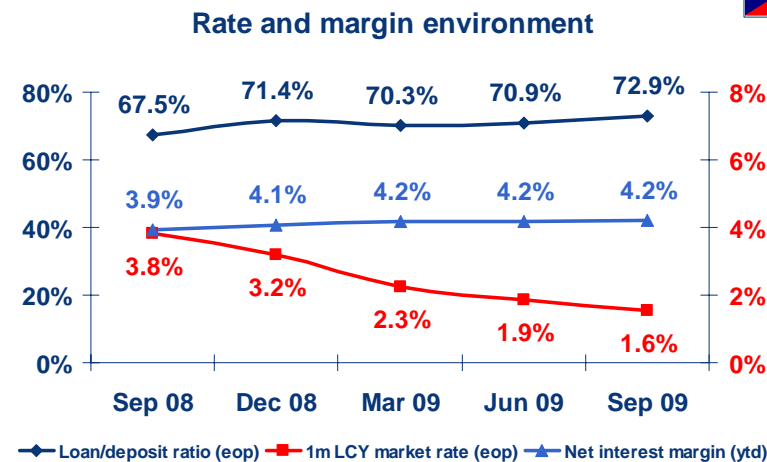
\*) Including loans and advances to customers and banks, fixed income securities (in trading portfolio, investments available for sale or financial investments) and derivatives as well as off-balance sheet credit risks (warranties, guarantees and letters of credit) and unused credit lines.

- Erste Group's strengths & strategy
  
- Summary financial results (1-9 2009)
  
- Conclusion
  
- **Appendix**
  - Market overview
  - Segment report
  - Funding & liquidity
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - **CEE local statements**
  - Quarterly results
  - Key ratios and shareholder structure



# Key local entity data (IFRS, consolidated) – Ceska sporitelna

Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>42.0%</b>	<b>47.2%</b>	
<b>Return on equity</b>	<b>20.7%</b>	<b>32.0%</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	97.99%		
<b>Solvency ratio</b>	<b>12.3%</b>	<b>9.9%</b>	
Employees	10,841	10,865	(0.2%)
Branches	655	646	1.4%
Customers (in m)	5.3	5.3	(0.4%)
<b>Market share - retail loans</b>	<b>28.5%</b>	<b>29.2%</b>	
<b>Market share - retail deposits</b>	<b>30.4%</b>	<b>31.3%</b>	
Market share - corporate loans	19.0%	18.1%	
Market share - corporate deposits	10.6%	11.2%	
Market share - total assets	20.6%	20.7%	



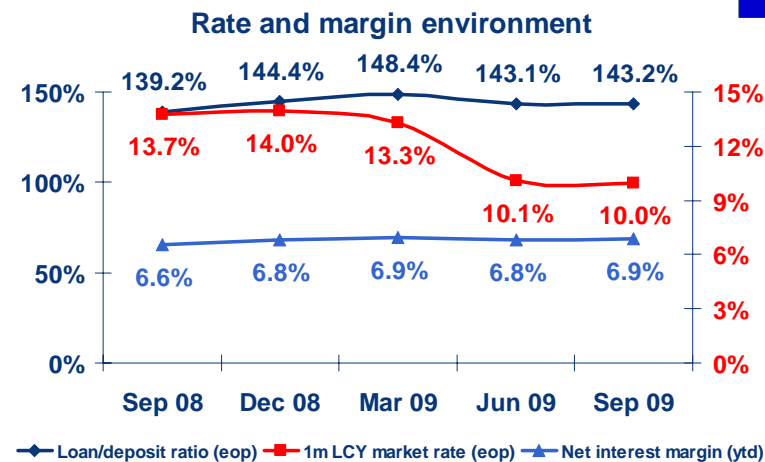
in EUR million	1-9 09	1-9 08	Change
Net interest income	876.8	827.9	5.9%
Risk provisions for loans and advances	(226.8)	(91.5)	>100,0%
Net fee and commission income	312.6	305.2	2.4%
Net trading result	122.8	50.1	>100,0%
General administrative expenses	(550.8)	(558.7)	(1.4%)
Other operating result	(72.7)	(39.1)	(85.9%)
Result from financial assets - FV	(7.3)	(24.1)	69.7%
Result from financial assets - AfS	4.5	(9.1)	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>459.1</b>	<b>460.7</b>	<b>(0.3%)</b>
Taxes on income	(94.8)	(94.3)	0.5%
Post-tax profit from discontinuing ops	0.0	175.6	na
Minority interests	(1.3)	(4.9)	(73.5%)
<b>Net profit after minorities</b>	<b>363.0</b>	<b>537.1</b>	<b>(32.4%)</b>
EUR FX rate (ave)	26.6	26.6	

in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	4,136	3,708	11.5%
<b>Loans and advances to customers</b>	<b>18,785</b>	<b>18,337</b>	<b>2.4%</b>
Risk provisions for loans and advances	(523)	(355)	47.4%
Financial assets - at fair value through profit or loss	341	764	(55.4%)
Financial assets - available for sale	1,316	1,406	(6.4%)
Financial assets - held to maturity	4,745	4,727	0.4%
Other assets	5,246	5,678	(7.6%)
<b>Total assets</b>	<b>34,045</b>	<b>34,264</b>	<b>(0.6%)</b>
<b>Interest-bearing assets</b>	<b>28,807</b>	<b>28,596</b>	<b>0.7%</b>
Deposits by banks	1,891	2,287	(17.3%)
<b>Customer deposits</b>	<b>25,774</b>	<b>25,669</b>	<b>0.4%</b>
Debt securities in issue	1,774	1,587	11.8%
Other liabilities	2,218	2,145	3.4%
<b>Shareholders' equity</b>	<b>2,388</b>	<b>2,575</b>	<b>(7.3%)</b>
EUR FX rate (eop)	25.2	25.2	

\*) To eliminate currency effects, 1-9 09 exchange rates were used for P&L and balance sheet conversion. Market share data is as of June 2009.

# Key local entity data (IFRS, consolidated) – BCR

Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>36.3%</b>	<b>42.7%</b>	
<b>Return on equity</b>	<b>14.5%</b>	<b>32.3%</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	69.17%		
<b>Solvency ratio</b>	<b>11.6%</b>	<b>11.3%</b>	
Employees	9,198	9,985	(7.9%)
Branches	657	641	2.5%
Customers (in m)	4.6	4.5	2.4%
<b>Market share - retail loans</b>	<b>20.5%</b>	<b>21.1%</b>	
<b>Market share - retail deposits</b>	<b>25.4%</b>	<b>25.9%</b>	
Market share - corporate loans	24.4%	22.6%	
Market share - corporate deposits	15.4%	15.4%	
Market share - total assets	20.5%	20.3%	



in EUR million	1-9 09	1-9 08	Change
Net interest income	635.6	511.9	24.2%
Risk provisions for loans and advances	(351.4)	(91.4)	>100,0%
Net fee and commission income	112.7	174.1	(35.3%)
Net trading result	77.0	48.1	60.1%
General administrative expenses	(299.9)	(313.2)	(4.2%)
Other operating result	(19.1)	(9.3)	na
Result from financial assets - FV	8.3	(6.6)	na
Result from financial assets - AfS	34.0	44.6	(23.8%)
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>197.2</b>	<b>358.2</b>	<b>(44.9%)</b>
Taxes on income	(33.1)	(59.3)	(44.2%)
Post-tax profit from discontinuing ops	0.0	(4.1)	na
Minority interests	1.1	0.2	>100,0%
<b>Net profit after minorities</b>	<b>165.2</b>	<b>295.0</b>	<b>(44.0%)</b>
EUR FX rate (ave)	4.2	4.2	

in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	1,013	268	>100,0%
<b>Loans and advances to customers</b>	<b>11,992</b>	<b>11,303</b>	<b>6.1%</b>
Risk provisions for loans and advances	(703)	(511)	37.6%
Financial assets - at fair value through profit or loss	38	45	(16.4%)
Financial assets - available for sale	652	333	95.5%
Financial assets - held to maturity	356	166	>100,0%
Other assets	3,442	4,773	(27.9%)
<b>Total assets</b>	<b>16,790</b>	<b>16,378</b>	<b>2.5%</b>
<b>Interest-bearing assets</b>	<b>13,348</b>	<b>11,605</b>	<b>15.0%</b>
Deposits by banks	5,412	5,351	1.1%
<b>Customer deposits</b>	<b>8,377</b>	<b>7,826</b>	<b>7.0%</b>
Debt securities in issue	158	234	(32.5%)
Other liabilities	1,331	1,467	(9.2%)
<b>Shareholders' equity</b>	<b>1,511</b>	<b>1,500</b>	<b>0.8%</b>
EUR FX rate (eop)	4.2	4.2	

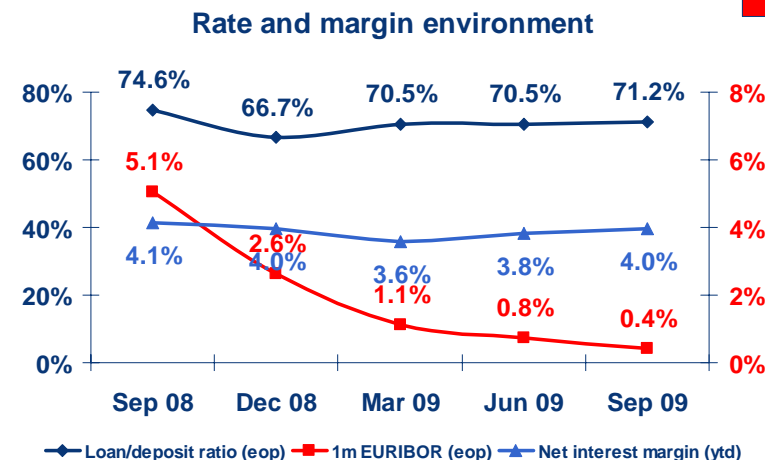
\*) To eliminate currency effects, 1-9 09 exchange rates were used for P&L and balance sheet conversion. Market share data is as of June 2009.

# Key local entity data (IFRS, consolidated) \* –

## Slovenska sporitelna



Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>51.2%</b>	<b>51.4%</b>	
<b>Return on equity</b>	<b>6.8%</b>	<b>24.7%</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>9.8%</b>	<b>9.8%</b>	
Employees	4,242	4,953	(14.4%)
Branches	276	275	0.4%
Customers (in m)	2.6	2.6	(0.6%)
<b>Market share - retail loans</b>	<b>25.0%</b>	<b>23.9%</b>	
<b>Market share - retail deposits</b>	<b>28.6%</b>	<b>29.4%</b>	
Market share - corporate loans	14.1%	13.9%	
Market share - corporate deposits	9.7%	9.7%	
Market share - total assets	20.8%	19.7%	



in EUR million	1-9 09	1-9 08	Change
Net interest income	298.4	273.2	9.2%
Risk provisions for loans and advances	(110.2)	(45.5)	>100,0%
Net fee and commission income	80.8	82.8	(2.4%)
Net trading result	10.8	19.7	(45.1%)
General administrative expenses	(199.8)	(193.1)	3.5%
Other operating result	(23.7)	29.8	na
Result from financial assets - FV	(0.1)	(5.9)	97.7%
Result from financial assets - AfS	(3.6)	0.0	na
Result from financial assets - HtM	0.0	(0.0)	na
<b>Pre-tax profit from continuing operations</b>	<b>52.6</b>	<b>161.1</b>	<b>(67.3%)</b>
Taxes on income	(12.4)	(28.9)	(57.3%)
Post-tax profit from discontinuing ops	0.0	0.0	na
Minority interests	(0.4)	0.2	na
<b>Net profit after minorities</b>	<b>39.8</b>	<b>132.3</b>	<b>(69.9%)</b>

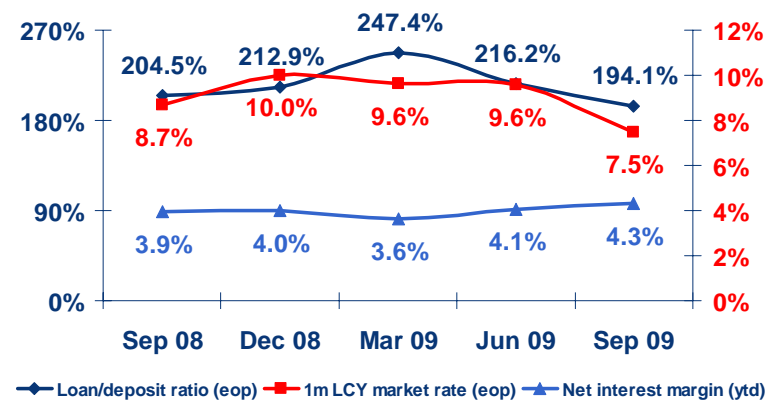
in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	1,303	2,713	(52.0%)
<b>Loans and advances to customers</b>	<b>6,083</b>	<b>5,711</b>	<b>6.5%</b>
Risk provisions for loans and advances	(312)	(222)	40.2%
Financial assets - at fair value through profit or loss	93	49	89.7%
Financial assets - available for sale	1,313	840	56.4%
Financial assets - held to maturity	2,138	1,402	52.5%
Other assets	883	2,064	(57.2%)
<b>Total assets</b>	<b>11,503</b>	<b>12,557</b>	<b>(8.4%)</b>
<b>Interest-bearing assets</b>	<b>10,653</b>	<b>10,531</b>	<b>1.2%</b>
Deposits by banks	1,220	2,268	(46.2%)
<b>Customer deposits</b>	<b>8,548</b>	<b>8,563</b>	<b>(0.2%)</b>
Debt securities in issue	479	473	1.2%
Other liabilities	471	452	4.0%
<b>Shareholders' equity</b>	<b>785</b>	<b>800</b>	<b>(1.9%)</b>

\*) To eliminate currency effects, 1-9 09 exchange rates were used for P&L and balance sheet conversion. Market share data is as of June 2009.

# Key local entity data (IFRS, consolidated) – Erste Bank Hungary

Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>44.3%</b>	<b>53.2%</b>	
<b>Return on equity</b>	<b>17.2%</b>	<b>21.8%</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	99.94%		
<b>Solvency ratio</b>	<b>12.9%</b>	<b>10.4%</b>	
Employees	3,133	3,255	(3.7%)
Branches	204	203	0.5%
Customers (in m)	0.9	0.8	2.4%
<b>Market share - retail loans</b>	<b>12.8%</b>	<b>12.3%</b>	
<b>Market share - retail deposits</b>	<b>6.3%</b>	<b>6.9%</b>	
Market share - corporate loans	8.4%	8.6%	
Market share - corporate deposits	5.7%	5.4%	
Market share - total assets	8.1%	7.8%	

### Rate and margin environment



in EUR million	1-9 09	1-9 08	Change
Net interest income	272.8	197.1	38.4%
Risk provisions for loans and advances	(126.7)	(41.8)	>100,0%
Net fee and commission income	65.7	92.6	(29.0%)
Net trading result	49.1	25.4	93.3%
General administrative expenses	(171.8)	(167.7)	2.4%
Other operating result	8.2	0.4	>100,0%
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.0	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>97.3</b>	<b>106.0</b>	<b>(8.2%)</b>
Taxes on income	(25.8)	(27.6)	(6.5%)
Post-tax profit from discontinuing ops	0.0	0.0	na
Minority interests	0.0	(0.1)	na
<b>Net profit after minorities</b>	<b>71.5</b>	<b>78.3</b>	<b>(8.7%)</b>
EUR FX rate (ave)	283.9	283.9	

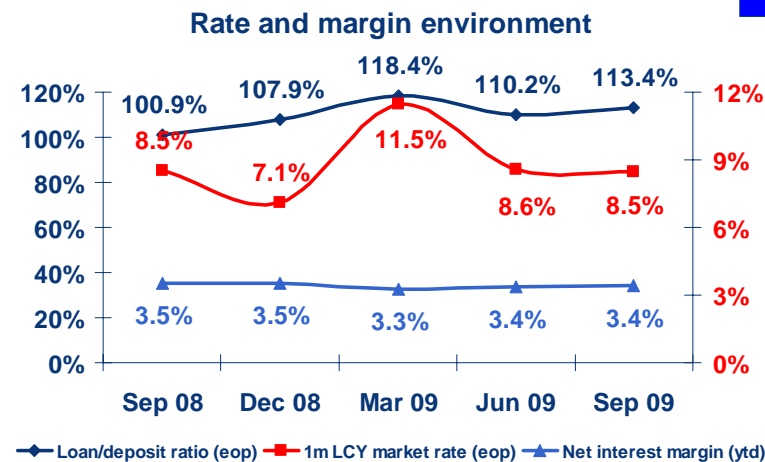
in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	124	230	(46.2%)
<b>Loans and advances to customers</b>	<b>7,632</b>	<b>7,468</b>	<b>2.2%</b>
Risk provisions for loans and advances	(234)	(129)	81.0%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	18	21	(16.0%)
Financial assets - held to maturity	787	696	13.1%
Other assets	2,270	1,468	54.7%
<b>Total assets</b>	<b>10,597</b>	<b>9,753</b>	<b>8.6%</b>
<b>Interest-bearing assets</b>	<b>8,326</b>	<b>8,285</b>	<b>0.5%</b>
Deposits by banks	5,252	4,942	6.3%
<b>Customer deposits</b>	<b>3,932</b>	<b>3,507</b>	<b>12.1%</b>
Debt securities in issue	122	70	75.7%
Other liabilities	675	667	1.3%
<b>Shareholders' equity</b>	<b>615</b>	<b>568</b>	<b>8.4%</b>
EUR FX rate (eop)	269.7	269.7	

\*) To eliminate currency effects, 1-9 09 exchange rates were used for P&L and balance sheet conversion. Market share data is as of June 2009.

# Key local entity data (IFRS, consolidated) – Erste Bank Croatia



Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>40.8%</b>	<b>42.1%</b>	
<b>Return on equity</b>	<b>13.3%</b>	<b>18.3%</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	65.03%		
<b>Solvency ratio</b>	<b>12.4%</b>	<b>12.1%</b>	
Employees	2,289	2,061	11.1%
Branches	124	119	4.2%
Customers (in m)	0.7	0.7	2.1%
<b>Market share - retail loans</b>	<b>12.7%</b>	<b>12.3%</b>	
<b>Market share - retail deposits</b>	<b>12.4%</b>	<b>12.1%</b>	
Market share - corporate loans	13.9%	13.5%	
Market share - corporate deposits	14.0%	14.0%	
Market share - total assets	12.9%	12.4%	



in EUR million	1-9 09	1-9 08	Change
Net interest income	153.1	138.5	10.5%
Risk provisions for loans and advances	(32.8)	(13.7)	>100,0%
Net fee and commission income	41.5	41.0	1.2%
Net trading result	18.4	17.2	7.0%
General administrative expenses	(86.8)	(82.8)	4.8%
Other operating result	(5.3)	6.2	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.4	0.7	(42.9%)
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>88.5</b>	<b>107.1</b>	<b>(17.4%)</b>
Taxes on income	(16.6)	(21.1)	21.3%
Post-tax profit from discontinuing ops	0.0	0.0	na
Minority interests	(0.3)	(0.2)	(50.0%)
<b>Net profit after minorities</b>	<b>71.6</b>	<b>85.8</b>	<b>(16.6%)</b>
EUR FX rate (ave)	7.4	7.4	

in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	1,404	1,280	9.6%
<b>Loans and advances to customers</b>	<b>4,755</b>	<b>4,247</b>	<b>12.0%</b>
Risk provisions for loans and advances	(193)	(156)	24.0%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	290	319	(9.2%)
Financial assets - held to maturity	43	46	(7.2%)
Other assets	464	548	(15.3%)
<b>Total assets</b>	<b>6,762</b>	<b>6,285</b>	<b>7.6%</b>
<b>Interest-bearing assets</b>	<b>6,309</b>	<b>5,745</b>	<b>9.8%</b>
Deposits by banks	1,688	1,461	15.6%
<b>Customer deposits</b>	<b>4,192</b>	<b>3,937</b>	<b>6.5%</b>
Debt securities in issue	0	0	na
Other liabilities	129	179	(27.9%)
<b>Shareholders' equity</b>	<b>753</b>	<b>708</b>	<b>6.3%</b>
EUR FX rate (eop)	7.3	7.3	

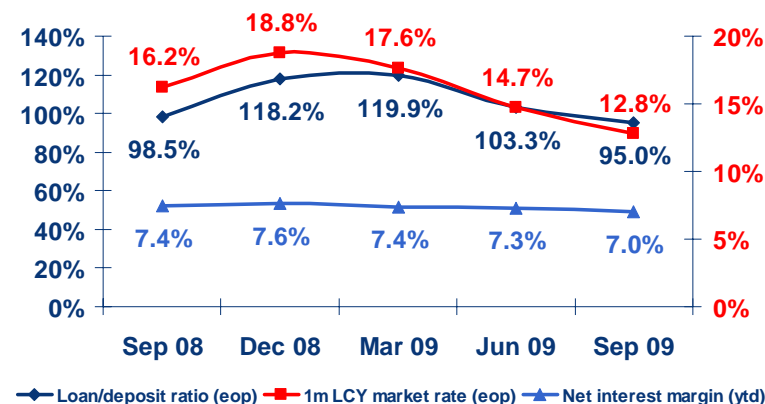
\*) To eliminate currency effects, 1-9 09 exchange rates were used for P&L and balance sheet conversion. Market share data is as of June 2009.

# Key local entity data (IFRS, consolidated) – Erste Bank Serbia



Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>69.4%</b>	<b>74.8%</b>	
<b>Return on equity</b>	<b>3.7%</b>	<b>8.8%</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	80.49%		
<b>Solvency ratio</b>	<b>26.3%</b>	<b>26.6%</b>	
Employees	912	1,009	(9.6%)
Branches	74	68	8.8%
Customers (in m)	0.2	0.2	8.0%
<b>Market share - retail loans</b>	<b>3.3%</b>	<b>3.3%</b>	
<b>Market share - retail deposits</b>	<b>2.4%</b>	<b>2.5%</b>	
Market share - corporate loans	1.8%	2.1%	
Market share - corporate deposits	3.9%	3.3%	
Market share - total assets	2.6%	2.6%	

### Rate and margin environment



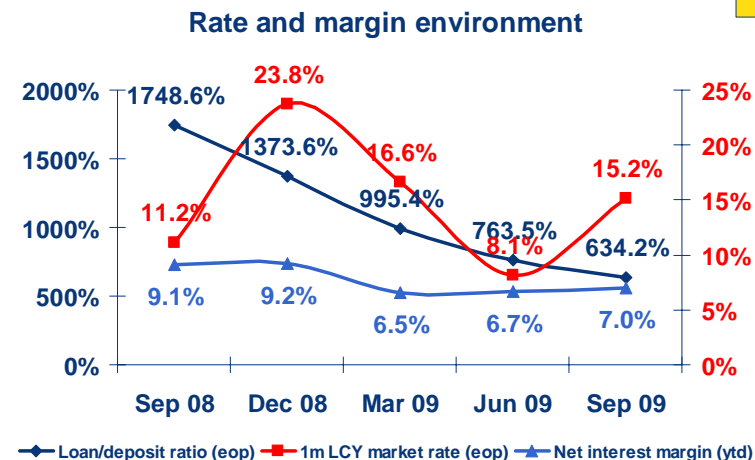
in EUR million	1-9 09	1-9 08	Change
Net interest income	23.0	22.1	4.1%
Risk provisions for loans and advances	(6.1)	(3.7)	64.9%
Net fee and commission income	8.1	4.6	76.1%
Net trading result	2.2	1.9	15.8%
General administrative expenses	(23.1)	(21.4)	7.9%
Other operating result	(0.9)	(0.5)	(80.0%)
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	4.2	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>3.2</b>	<b>7.2</b>	<b>(55.6%)</b>
Taxes on income	0.0	0.0	na
Post-tax profit from discontinuing ops	0.0	0.0	na
Minority interests	0.0	0.0	na
<b>Net profit after minorities</b>	<b>3.2</b>	<b>7.2</b>	<b>(55.6%)</b>
EUR FX rate (ave)	93.8	93.8	

in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	55	107	(48.3%)
<b>Loans and advances to customers</b>	<b>337</b>	<b>327</b>	<b>3.1%</b>
Risk provisions for loans and advances	(42)	(34)	22.8%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	1	1	3.3%
Financial assets - held to maturity	80	24	>100,0%
Other assets	113	105	8.6%
<b>Total assets</b>	<b>544</b>	<b>528</b>	<b>3.0%</b>
<b>Interest-bearing assets</b>	<b>430</b>	<b>424</b>	<b>1.6%</b>
Deposits by banks	43	111	(61.2%)
<b>Customer deposits</b>	<b>355</b>	<b>277</b>	<b>28.3%</b>
Debt securities in issue	0	0	na
Other liabilities	29	27	9.3%
<b>Shareholders' equity</b>	<b>116</b>	<b>113</b>	<b>2.8%</b>
EUR FX rate (eop)	93.1	93.1	

To eliminate currency effects, Q2 09 exchange rates were used for P&L and balance sheet conversion

# Key local entity data (IFRS, consolidated) – Erste Bank Ukraine

Key figures and ratios	1-9 09	1-9 08	
<b>Cost/income ratio</b>	<b>69.4%</b>	<b>88.5%</b>	
<b>Return on equity</b>	<b>na</b>	<b>na</b>	
	<b>Sep 09</b>	<b>Dec 08</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>15.8%</b>	<b>15.1%</b>	
Employees	1,755	2,120	11.1%
Branches	135	135	4.2%
Customers (in m)	0.1	0.1	2.1%
<b>Market share - retail loans</b>	<b>1.7%</b>	<b>1.6%</b>	
<b>Market share - retail deposits</b>	<b>0.2%</b>	<b>0.1%</b>	
Market share - corporate loans	0.4%	0.5%	
Market share - corporate deposits	0.3%	0.2%	
Market share - total assets	1.2%	1.2%	



in EUR million	1-9 09	1-9 08	Change
Net interest income	32.4	26.7	21.3%
Risk provisions for loans and advances	(35.3)	(4.9)	>100,0%
Net fee and commission income	0.6	1.6	(62.5%)
Net trading result	4.6	3.1	48.4%
General administrative expenses	(26.1)	(27.8)	(6.1%)
Other operating result	(1.0)	0.1	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.0	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>(24.8)</b>	<b>(1.2)</b>	<b>na</b>
Taxes on income	0.0	0.0	na
Post-tax profit from discontinuing ops	0.0	0.0	na
Minority interests	0.0	0.0	na
<b>Net profit after minorities</b>	<b>(24.8)</b>	<b>(1.2)</b>	<b>na</b>
EUR FX rate (ave)	11.0	11.0	

in EUR million	Sep 09	Dec 08	Change
Loans and advances to credit institutions	88	135	(34.4%)
<b>Loans and advances to customers</b>	<b>504</b>	<b>554</b>	<b>(8.9%)</b>
Risk provisions for loans and advances	(63)	(28)	>100,0%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	13	0	>100,0%
Financial assets - held to maturity	0	0	na
Other assets	182	172	5.8%
<b>Total assets</b>	<b>725</b>	<b>833</b>	<b>(12.9%)</b>
<b>Interest-bearing assets</b>	<b>543</b>	<b>661</b>	<b>(17.8%)</b>
Deposits by banks	486	611	(20.5%)
<b>Customer deposits</b>	<b>80</b>	<b>40</b>	<b>97.3%</b>
Debt securities in issue	0	0	na
Other liabilities	71	70	0.8%
<b>Shareholders' equity</b>	<b>89</b>	<b>111</b>	<b>(19.7%)</b>
EUR FX rate (eop)	12.1	12.1	

To eliminate currency effects, Q2 09 exchange rates were used for P&L and balance sheet conversion

- Erste Group's strengths & strategy
  
- Summary financial results (1-9 2009)
  
- Conclusion
  
- **Appendix**
  - Market overview
  - Segment report
  - Funding & liquidity
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - CEE local statements
  - **Quarterly results**
  - Key ratios and shareholder structure



# Erste Group historic financials – Quarterly income statement (IFRS)

in EUR million	Q4 07	Q1 08	Q2 08	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	1,101.7	1,151.1	1,154.9	1,267.3	1,339.8	1,226.0	1,279.3	1,335.6
Net fee and commission income	503.7	491.9	510.3	486.8	482.1	444.6	443.6	425.1
Net trading result	59.1	82.3	102.1	0.5	(70.2)	143.8	199.3	159.9
<b>Operating income</b>	<b>1,664.5</b>	<b>1,725.3</b>	<b>1,767.3</b>	<b>1,754.6</b>	<b>1,751.7</b>	<b>1,814.4</b>	<b>1,922.2</b>	<b>1,920.6</b>
Personnel expenses	(601.3)	(561.4)	(599.2)	(601.4)	(551.8)	(558.6)	(565.6)	(538.7)
Other administrative expenses	(236.7)	(309.8)	(343.1)	(355.4)	(304.8)	(329.4)	(327.3)	(288.5)
Depreciation and amortisation	(94.2)	(93.6)	(94.5)	(95.3)	(91.6)	(87.9)	(91.4)	(92.9)
<b>Operating expenses</b>	<b>(932.2)</b>	<b>(964.8)</b>	<b>(1,036.8)</b>	<b>(1,052.1)</b>	<b>(948.2)</b>	<b>(975.9)</b>	<b>(984.3)</b>	<b>(920.1)</b>
<b>Operating result</b>	<b>732.3</b>	<b>760.5</b>	<b>730.5</b>	<b>702.5</b>	<b>803.5</b>	<b>838.5</b>	<b>937.9</b>	<b>1,000.5</b>
Risk provisions for loans and advances	(118.8)	(163.1)	(221.0)	(218.2)	(469.1)	(370.2)	(521.9)	(557.1)
Other operating result	(36.0)	(22.9)	(61.9)	(56.2)	(637.8)	(39.9)	(47.6)	(114.3)
Result from financial assets - FV	(9.5)	(72.9)	(7.0)	(35.0)	(180.7)	(44.1)	32.0	68.5
Result from financial assets - AfS	6.1	(12.8)	6.3	(5.1)	(202.2)	(10.8)	(7.9)	(87.7)
Result from financial assets - HtM	0.1	0.0	0.1	(2.0)	(59.3)	(0.1)	(0.8)	2.9
<b>Pre-tax profit from continuing operations</b>	<b>574.2</b>	<b>488.8</b>	<b>447.0</b>	<b>386.0</b>	<b>(745.6)</b>	<b>373.4</b>	<b>391.7</b>	<b>312.8</b>
Taxes on income	(87.5)	(97.8)	(89.4)	(77.2)	87.1	(84.0)	(107.3)	(78.3)
Post-tax profit from discontinuing ops	3.0	4.8	5.3	600.1	29.5	0.0	0.0	0.0
Net profit before minorities	489.7	395.8	362.9	908.9	(629.0)	289.4	284.4	234.5
Minority interests	(152.9)	(80.2)	(41.9)	(82.5)	25.6	(57.3)	(24.4)	(6.5)
<b>Net profit after minorities</b>	<b>336.8</b>	<b>315.6</b>	<b>321.0</b>	<b>826.4</b>	<b>(603.4)</b>	<b>232.1</b>	<b>260.0</b>	<b>228.0</b>
<b>Cost/income ratio</b>	<b>56.0%</b>	<b>55.9%</b>	<b>58.7%</b>	<b>60.0%</b>	<b>54.1%</b>	<b>53.8%</b>	<b>51.2%</b>	<b>47.9%</b>
<b>Return on equity</b>	<b>15.8%</b>	<b>14.8%</b>	<b>14.7%</b>	<b>34.2%</b>	<b>(27.0%)</b>	<b>11.4%</b>	<b>11.0%</b>	<b>8.8%</b>

# Erste Group historic financials – Quarterly balance sheet (IFRS)

in EUR million	Dec 07	Mar 08	Jun 08	Sep 08	Dec 08	Mar 09	Jun 09	Sep 09
Cash and balances with central banks	7,615	7,783	6,854	7,692	7,556	5,897	6,897	5,458
Loans and advances to credit institutions	14,937	15,938	19,253	19,088	14,344	12,088	13,800	13,938
Loans and advances to customers	113,956	115,828	121,684	125,673	126,185	126,337	128,110	129,954
Risk provisions for loans and advances	(3,296)	(3,447)	(3,574)	(3,699)	(3,783)	(4,008)	(4,311)	(4,713)
Trading assets	6,637	7,469	7,502	8,090	7,534	7,864	8,147	8,389
Financial assets - at fair value through profit or loss	4,534	4,452	4,397	4,238	4,058	3,667	3,574	3,752
Financial assets - available for sale	16,200	15,907	16,147	16,664	16,033	17,127	17,586	16,187
Financial assets - held to maturity	16,843	15,770	15,922	14,777	14,145	14,117	13,968	14,163
Investments of insurance companies	8,054	0	0	0	0	0	0	0
Equity holdings in associates accounted for at equity	285	237	239	237	260	263	261	260
Intangible assets	5,962	5,822	5,915	5,707	4,805	4,730	4,738	4,975
Property and equipment	2,289	2,357	2,529	2,537	2,386	2,341	2,363	2,411
Tax assets	446	416	446	524	859	831	838	630
Assets held for sale	0	9,555	9,582	658	526	477	60	31
Other assets	6,057	6,380	7,262	7,234	6,533	7,340	8,136	8,118
<b>Total assets</b>	<b>200,519</b>	<b>204,467</b>	<b>214,158</b>	<b>209,420</b>	<b>201,441</b>	<b>199,071</b>	<b>204,167</b>	<b>203,553</b>
Deposits by banks	35,165	35,073	35,915	37,420	34,672	30,747	29,776	26,920
Customer deposits	100,116	103,863	108,842	110,964	109,305	108,707	113,489	113,317
Debt securities in issue	31,078	28,681	30,770	29,802	30,483	30,951	30,130	30,431
Trading liabilities	1,756	2,720	2,575	2,726	2,519	2,695	2,690	3,175
Underwriting provisions	8,638	0	0	0	0	0	0	0
Other provisions	1,792	1,770	1,762	1,757	1,620	1,654	1,681	1,670
Tax liabilities	329	323	262	345	389	325	302	459
Liabilities associated with assets held for sale	0	9,407	9,526	501	343	291	0	0
Other liabilities	4,653	4,966	6,415	7,077	4,968	5,571	6,665	7,314
Subordinated liabilities	5,589	5,776	6,045	5,969	6,047	6,070	6,141	6,184
Total equity	11,403	11,888	12,046	12,859	11,095	12,060	13,293	14,083
Shareholders' equity	8,452	8,586	8,911	9,728	8,079	8,895	10,098	10,667
Minority interests	2,951	3,302	3,135	3,131	3,016	3,165	3,195	3,416
<b>Total liabilities and equity</b>	<b>200,519</b>	<b>204,467</b>	<b>214,158</b>	<b>209,420</b>	<b>201,441</b>	<b>199,071</b>	<b>204,167</b>	<b>203,553</b>

# Quarterly segment reporting – Overview of main segments

in EUR million	Retail & SME					Group Corporate & Investment Banking				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	1,108.4	1,171.9	1,070.0	1,075.9	1,138.2	113.0	130.8	136.6	131.5	139.1
Risk provisions	(178.8)	(314.2)	(267.7)	(426.6)	(452.5)	(18.4)	(119.7)	(80.3)	(65.6)	(70.1)
Net fee and commission income	420.6	393.5	362.9	378.8	387.0	36.4	47.5	37.7	40.1	35.3
Net trading result	15.3	18.1	17.6	66.3	61.8	3.3	(1.5)	(0.3)	2.6	(1.9)
General administrative expenses	(910.4)	(821.6)	(833.9)	(842.1)	(814.0)	(40.6)	(46.5)	(42.7)	(42.8)	(40.6)
Other result	(26.3)	(351.7)	(47.8)	(9.9)	(114.7)	(19.7)	(21.4)	(4.0)	(9.4)	(19.3)
<b>Pre-tax profit</b>	<b>428.8</b>	<b>96.0</b>	<b>301.1</b>	<b>242.4</b>	<b>205.8</b>	<b>74.0</b>	<b>(10.8)</b>	<b>47.0</b>	<b>56.4</b>	<b>42.4</b>
Taxes on income	(82.1)	(5.0)	(68.4)	(53.3)	(43.0)	(17.2)	2.3	(10.0)	(13.0)	(11.0)
Post-tax profit from discontinuing ops	(1.7)	(0.4)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	(84.9)	(4.1)	(57.9)	(20.7)	5.5	(2.5)	(0.3)	(2.4)	3.0	3.1
<b>Net profit after minorities</b>	<b>260.1</b>	<b>86.6</b>	<b>174.8</b>	<b>168.4</b>	<b>168.3</b>	<b>54.3</b>	<b>(8.8)</b>	<b>34.6</b>	<b>46.3</b>	<b>34.5</b>

in EUR million	Group Markets					Corporate Center				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	53.2	100.5	58.4	64.7	35.6	(7.2)	(63.4)	(39.0)	7.3	22.7
Risk provisions	0.0	0.0	0.0	0.0	(0.0)	(21.0)	(35.2)	(22.3)	(29.7)	(34.5)
Net fee and commission income	39.5	23.7	27.9	32.4	29.9	(9.7)	17.4	16.2	(7.7)	(27.1)
Net trading result	(17.8)	(81.8)	127.2	132.4	83.1	(0.3)	(5.1)	(0.7)	(2.0)	16.9
General administrative expenses	(46.8)	(53.2)	(45.8)	(55.2)	(43.9)	(54.3)	(26.9)	(53.4)	(44.2)	(21.6)
Other result	(1.2)	(5.6)	(1.1)	(1.1)	2.5	(51.3)	(701.2)	(42.1)	(4.0)	1.0
<b>Pre-tax profit</b>	<b>26.9</b>	<b>(16.4)</b>	<b>166.6</b>	<b>173.2</b>	<b>107.3</b>	<b>(143.9)</b>	<b>(814.3)</b>	<b>(141.3)</b>	<b>(80.3)</b>	<b>(42.7)</b>
Taxes on income	(6.3)	3.1	(35.9)	(29.6)	(17.9)	28.4	86.7	30.4	(11.4)	(6.4)
Post-tax profit from discontinuing ops	0.0	0.0	0.0	0.0	0.0	601.8	29.8	0.0	0.0	(0.0)
Minority interests	(3.9)	(1.6)	(6.1)	(9.7)	(7.7)	8.8	31.5	9.1	3.1	(7.3)
<b>Net profit after minorities</b>	<b>16.7</b>	<b>(14.9)</b>	<b>124.6</b>	<b>133.8</b>	<b>81.7</b>	<b>495.2</b>	<b>(666.3)</b>	<b>(101.8)</b>	<b>(88.6)</b>	<b>(56.5)</b>

# Quarterly segment reporting – Austria sub-segments

in EUR million	Erste Bank Oesterreich					Savings Banks				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	154.3	171.8	156.4	163.2	157.3	241.8	271.4	239.2	216.3	236.9
Risk provisions	(23.6)	(18.8)	(34.1)	(34.8)	(36.5)	(47.6)	(117.5)	(59.5)	(103.1)	(53.2)
Net fee and commission income	76.9	57.5	70.6	69.8	78.5	89.5	95.9	96.2	93.3	93.4
Net trading result	0.1	3.4	1.9	3.4	1.6	2.7	3.0	15.0	16.9	13.5
General administrative expenses	(167.6)	(156.0)	(157.3)	(160.3)	(149.6)	(232.3)	(222.5)	(232.7)	(236.5)	(234.9)
Other result	(19.7)	(47.7)	(5.4)	9.2	15.4	(22.0)	(111.7)	(18.5)	(11.8)	(84.1)
<b>Pre-tax profit</b>	<b>20.4</b>	<b>10.2</b>	<b>32.1</b>	<b>50.7</b>	<b>66.6</b>	<b>32.0</b>	<b>(81.4)</b>	<b>39.7</b>	<b>(25.0)</b>	<b>(28.4)</b>
Taxes on income	(6.3)	(1.5)	(7.8)	(11.9)	(14.4)	(1.5)	31.6	(14.3)	7.5	6.7
Post-tax profit from discontinuing ops	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	(1.8)	2.7	(0.8)	(2.7)	(5.0)	(29.8)	18.3	(26.9)	7.8	22.2
<b>Net profit after minorities</b>	<b>12.9</b>	<b>11.3</b>	<b>23.4</b>	<b>36.1</b>	<b>47.2</b>	<b>0.7</b>	<b>(31.5)</b>	<b>(1.5)</b>	<b>(9.7)</b>	<b>0.5</b>

in EUR million	Austria				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	396.1	443.2	395.6	379.5	394.1
Risk provisions	(71.3)	(136.3)	(93.6)	(137.9)	(89.7)
Net fee and commission income	166.4	153.3	166.8	163.1	171.9
Net trading result	2.8	6.3	16.9	20.3	15.1
General administrative expenses	(399.9)	(378.5)	(390.0)	(396.8)	(384.5)
Other result	(41.7)	(159.4)	(23.9)	(2.6)	(68.7)
<b>Pre-tax profit</b>	<b>52.5</b>	<b>(71.2)</b>	<b>71.8</b>	<b>25.7</b>	<b>38.2</b>
Taxes on income	(7.8)	30.1	(22.2)	(4.4)	(7.7)
Post-tax profit from discontinuing ops	0.6	0.0	0.0	0.0	0.0
Minority interests	(31.7)	21.0	(27.7)	5.2	17.2
<b>Net profit after minorities</b>	<b>13.6</b>	<b>(20.2)</b>	<b>21.9</b>	<b>26.4</b>	<b>47.7</b>

# Quarterly segment reporting – Central and Eastern Europe sub-segments (1)

in EUR million	Czech Republic					Romania				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	282.5	298.6	264.6	256.1	285.9	185.8	199.1	193.2	190.7	193.8
Risk provisions	(29.4)	(38.3)	(37.0)	(74.6)	(76.3)	(30.6)	(51.6)	(69.0)	(100.8)	(149.9)
Net fee and commission income	105.1	113.5	94.0	109.2	107.0	64.0	43.8	38.3	39.4	35.7
Net trading result	(4.8)	(5.8)	(1.4)	22.6	11.9	8.5	3.3	0.2	4.9	13.1
General administrative expenses	(194.6)	(179.5)	(175.4)	(174.3)	(180.8)	(127.2)	(105.3)	(99.7)	(101.0)	(86.0)
Other result	(22.6)	(143.3)	(28.5)	(29.9)	(16.1)	40.4	(27.7)	11.2	26.9	(12.8)
<b>Pre-tax profit</b>	<b>136.2</b>	<b>45.2</b>	<b>116.3</b>	<b>109.1</b>	<b>131.7</b>	<b>140.9</b>	<b>61.6</b>	<b>74.3</b>	<b>60.0</b>	<b>(6.0)</b>
Taxes on income	(27.5)	(8.9)	(23.6)	(22.2)	(26.1)	(24.0)	(10.3)	(12.7)	(10.2)	1.0
Post-tax profit from discontinuing ops	0.5	1.7	0.0	0.0	0.0	(2.8)	(2.0)	0.0	0.0	0.0
Minority interests	(3.1)	(0.3)	(2.1)	(1.9)	(3.4)	(37.3)	(19.6)	(19.9)	(17.5)	0.2
<b>Net profit after minorities</b>	<b>106.1</b>	<b>37.7</b>	<b>90.6</b>	<b>85.0</b>	<b>102.1</b>	<b>76.9</b>	<b>29.6</b>	<b>41.7</b>	<b>32.3</b>	<b>(4.8)</b>

in EUR million	Slovakia					Hungary				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	95.6	78.7	82.0	93.1	106.6	76.5	82.9	70.8	89.0	94.0
Risk provisions	(18.9)	(40.1)	(22.7)	(32.3)	(50.7)	(17.0)	(23.0)	(21.3)	(38.8)	(57.5)
Net fee and commission income	27.3	29.9	26.1	24.6	26.2	34.9	30.6	18.0	20.8	22.6
Net trading result	(1.4)	11.7	1.8	(0.4)	5.5	2.2	(5.9)	(4.6)	17.0	10.4
General administrative expenses	(65.6)	(58.2)	(67.0)	(66.3)	(61.3)	(61.8)	(47.0)	(51.1)	(54.2)	(53.4)
Other result	(3.7)	(24.1)	(4.3)	(12.1)	(13.3)	(0.5)	10.1	(1.5)	11.0	(1.0)
<b>Pre-tax profit</b>	<b>33.5</b>	<b>(2.1)</b>	<b>15.8</b>	<b>6.6</b>	<b>13.1</b>	<b>34.3</b>	<b>47.6</b>	<b>10.4</b>	<b>44.9</b>	<b>15.1</b>
Taxes on income	(7.0)	0.4	(2.9)	(1.4)	(2.8)	(7.9)	(12.2)	(2.6)	(11.4)	(3.4)
Post-tax profit from discontinuing ops	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	0.0	(0.0)	(0.2)	(0.1)	(0.1)	(0.0)	(0.1)	(0.0)	0.0	0.0
<b>Net profit after minorities</b>	<b>26.5</b>	<b>(1.7)</b>	<b>12.8</b>	<b>5.1</b>	<b>10.1</b>	<b>26.3</b>	<b>35.3</b>	<b>7.8</b>	<b>33.5</b>	<b>11.7</b>

# Quarterly segment reporting – Central and Eastern Europe sub-segments (2)

in EUR million	Croatia					Serbia				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	52.4	49.4	47.6	53.3	51.5	9.5	9.3	7.7	8.1	6.1
Risk provisions	(5.3)	(8.8)	(8.1)	(15.9)	(17.6)	(1.4)	(2.4)	(1.4)	(2.6)	(2.1)
Net fee and commission income	20.3	20.1	17.1	19.4	19.7	2.0	2.0	2.4	2.4	3.3
Net trading result	6.6	1.4	1.3	0.2	4.1	1.1	1.9	0.8	0.6	0.8
General administrative expenses	(33.4)	(32.5)	(32.6)	(33.0)	(32.3)	(8.7)	(9.3)	(7.8)	(7.8)	(7.5)
Other result	1.9	(3.4)	(0.1)	(2.8)	(2.0)	(0.1)	(2.5)	(0.3)	(0.2)	(0.4)
<b>Pre-tax profit</b>	<b>42.4</b>	<b>26.1</b>	<b>25.2</b>	<b>21.2</b>	<b>23.5</b>	<b>2.4</b>	<b>(0.8)</b>	<b>1.4</b>	<b>0.5</b>	<b>0.2</b>
Taxes on income	(8.6)	(5.2)	(5.0)	(4.6)	(4.2)	0.0	0.0	(0.1)	(0.1)	(0.0)
Post-tax profit from discontinuing ops	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority interests	(12.4)	(5.0)	(7.6)	(6.4)	(8.1)	(0.5)	0.1	(0.3)	(0.0)	(0.3)
<b>Net profit after minorities</b>	<b>21.4</b>	<b>15.9</b>	<b>12.7</b>	<b>10.3</b>	<b>11.2</b>	<b>1.9</b>	<b>(0.7)</b>	<b>0.9</b>	<b>0.4</b>	<b>(0.1)</b>

in EUR million	Ukraine					Central and Eastern Europe				
	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09
Net interest income	10.0	10.8	8.3	6.0	6.1	712.3	728.7	674.4	696.3	744.1
Risk provisions	(4.9)	(13.8)	(14.6)	(23.8)	(8.7)	(107.6)	(178.0)	(174.0)	(288.7)	(362.8)
Net fee and commission income	0.7	0.3	0.1	(0.1)	0.5	254.2	240.1	196.0	215.7	215.1
Net trading result	0.3	5.1	2.7	1.0	0.9	12.5	11.8	0.7	46.0	46.7
General administrative expenses	(19.3)	(11.4)	(10.3)	(8.7)	(8.3)	(510.5)	(443.1)	(443.9)	(445.3)	(429.5)
Other result	0.1	(1.4)	(0.3)	(0.1)	(0.5)	15.4	(192.3)	(23.8)	(7.3)	(46.0)
<b>Pre-tax profit</b>	<b>(13.1)</b>	<b>(10.4)</b>	<b>(14.1)</b>	<b>(25.7)</b>	<b>(9.8)</b>	<b>376.4</b>	<b>167.3</b>	<b>229.4</b>	<b>216.7</b>	<b>167.6</b>
Taxes on income	0.6	1.1	0.6	1.0	0.2	(74.3)	(35.1)	(46.2)	(48.9)	(35.4)
Post-tax profit from discontinuing ops	0.0	0.0	0.0	0.0	0.0	(2.3)	(0.4)	0.0	0.0	0.0
Minority interests	0.0	0.0	0.0	0.0	0.0	(53.3)	(25.0)	(30.2)	(25.9)	(11.7)
<b>Net profit after minorities</b>	<b>(12.6)</b>	<b>(9.3)</b>	<b>(13.6)</b>	<b>(24.7)</b>	<b>(9.6)</b>	<b>246.5</b>	<b>106.8</b>	<b>152.9</b>	<b>142.0</b>	<b>120.6</b>

- Erste Group's strengths & strategy
  
- Summary financial results (1-9 2009)
  
- Conclusion
  
- **Appendix**
  - Market overview
  - Segment report
  - Funding & liquidity
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - CEE local statements
  - Quarterly results
  - Key ratios and shareholder structure

# Group capital adequacy\* –

## Tier 1 and solvency ratios within target ranges

in EUR million	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	Sep 09
<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	6,674	7,448	9,173
<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	11,114	11,758	13,434
<b>Risk weighted assets</b>	26,488	27,750	31,879	37,803	60,257	62,188	65,384	75,078	94,129	95,091	103,663	106,564
<b>Tier 1 ratio (%)</b>	6.1	6.3	6.7	6.2	6.3	6.3	6.7	6.8	6.6	7.0	7.2	8.6
<b>Solvency ratio (%) *</b>	11.0	10.8	11.2	10.7	11.0	10.7	10.7	11.0	10.2	10.1	9.8	10.9
<b>Market capitalisation</b>	2,020	1,950	2,417	3,006	3,837	5,873	9,489	11,442	18,319	15,340	5,136	9,709
<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	27.0	25.8	27.7
<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	1.8	0.6	1.1

\* Reporting under Basel II as of 1 January 2007

<sup>1</sup> Total eligible qualifying capital

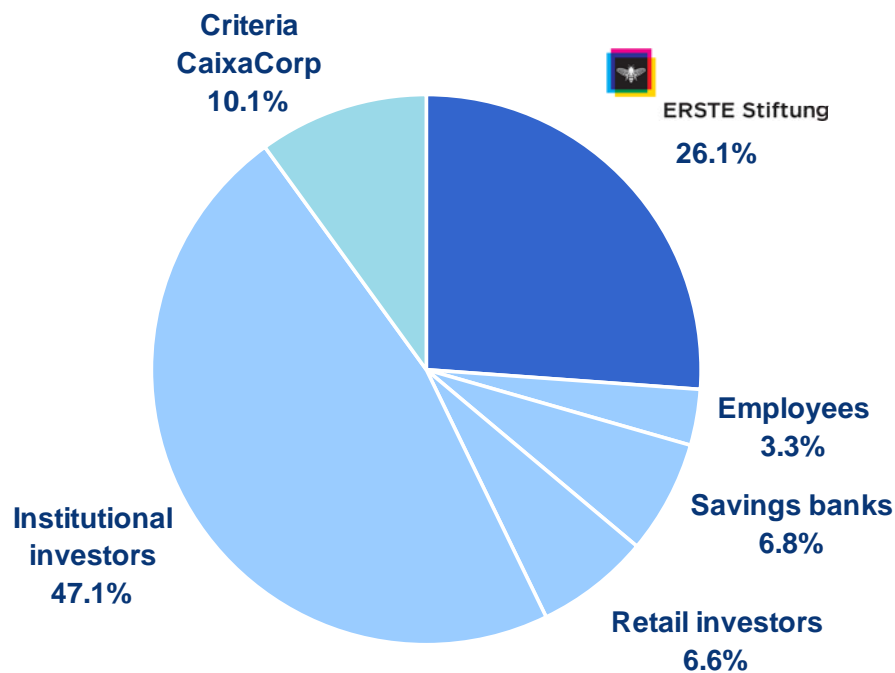
<sup>2</sup> 1998 – 2003 data adjusted for 4:1 stock split



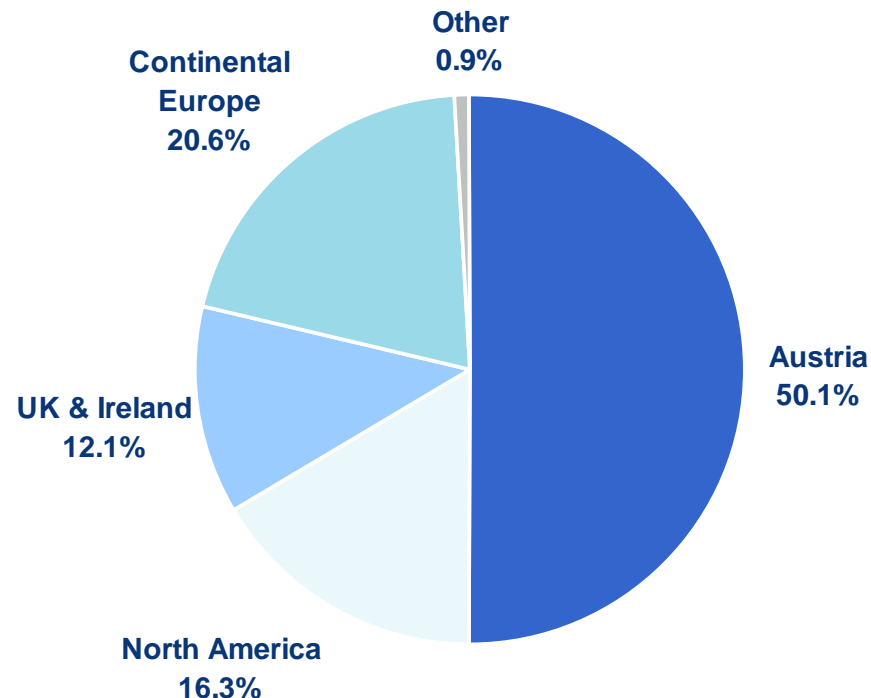
# Shareholder structure –

Total number of shares: 377,925,086

## By investor



## By region



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