

# **Erste Group – Q1 2010 results presentation**

**30 April 2010, Vienna**

## **Strong operating performance drives net profit growth**

**Andreas Treichl, Chief Executive Officer**

**Manfred Wimmer, Chief Financial Officer**

**Bernhard Spalt, Chief Risk Officer**

# Disclaimer –

## Cautionary note regarding forward-looking statements

---

- THE INFORMATION CONTAINED IN THIS DOCUMENT HAS NOT BEEN INDEPENDENTLY VERIFIED AND NO REPRESENTATION OR WARRANTY EXPRESSED OR IMPLIED IS MADE AS TO, AND NO RELIANCE SHOULD BE PLACED ON, THE FAIRNESS, ACCURACY, COMPLETENESS OR CORRECTNESS OF THIS INFORMATION OR OPINIONS CONTAINED HEREIN.
- CERTAIN STATEMENTS CONTAINED IN THIS DOCUMENT MAY BE STATEMENTS OF FUTURE EXPECTATIONS AND OTHER FORWARD-LOOKING STATEMENTS THAT ARE BASED ON MANAGEMENT'S CURRENT VIEWS AND ASSUMPTIONS AND INVOLVE KNOWN AND UNKNOWN RISKS AND UNCERTAINTIES THAT COULD CAUSE ACTUAL RESULTS, PERFORMANCE OR EVENTS TO DIFFER MATERIALLY FROM THOSE EXPRESSED OR IMPLIED IN SUCH STATEMENTS.
- NONE OF ERSTE GROUP OR ANY OF ITS AFFILIATES, ADVISORS OR REPRESENTATIVES SHALL HAVE ANY LIABILITY WHATSOEVER (IN NEGLIGENCE OR OTHERWISE) FOR ANY LOSS WHATSOEVER ARISING FROM ANY USE OF THIS DOCUMENT OR ITS CONTENT OR OTHERWISE ARISING IN CONNECTION WITH THIS DOCUMENT.
- THIS DOCUMENT DOES NOT CONSTITUTE AN OFFER OR INVITATION TO PURCHASE OR SUBSCRIBE FOR ANY SHARES AND NEITHER IT NOR ANY PART OF IT SHALL FORM THE BASIS OF OR BE RELIED UPON IN CONNECTION WITH ANY CONTRACT OR COMMITMENT WHATSOEVER.

# Q1 2010 executive summary – Encouraging start to FY 2010

---

## – Macroeconomic environment continued to stabilise in Q1 2010

- Economic recovery in Central and Eastern Europe driven by export demand, while domestic demand is still fragile
- Gradual rise in industrial production is expected to support employment
- Sentiment towards the region has improved significantly as evidenced by strengthening currencies, tightening CDS spreads; CEE benefits from low public debt levels – no contagion from Greek debt crisis...
- ...but euro zone impacted by sovereign debt crisis in Greece

## – Strong operating performance drives net profit growth

- Operating result rose by 17.3% to EUR 983.2 million in Q1 2010 as a result of record revenues and declining costs
- Cost/income ratio at 49.2% (Q1 09: 53.8%)
- Net profit grew by 10.0% to EUR 255.2 million in Q1 2010

## – Continued improvement in asset quality trends in Q1 2010

- New NPL formation in Q1 2010 remained at the lower levels seen in Q3 & Q4 2009
- NPL ratio based on total customer loans increased to 6.9%, but at a slowing rate (year-end 2009: 6.6%)
- NPL coverage continued to improve to 59.0% (year-end 2009: 57.2%)

## – Risk costs decline quarter-on-quarter for the first time since Q1 2009

- Risk costs amounted to EUR 531.2 million or 164 bps of average customer loans in Q1 2010
- Down on Q4 2009 (EUR 607.4 million or 189 bps), but still up on Q1 2009 (EUR 370.2 million or 117 bps)
- Quarter-on-quarter improvement due to lower risk costs in Romania and stable situation in almost all other markets

## – Total equity (IFRS) increases by EUR 0.8 billion (+4.7%) year-to-date

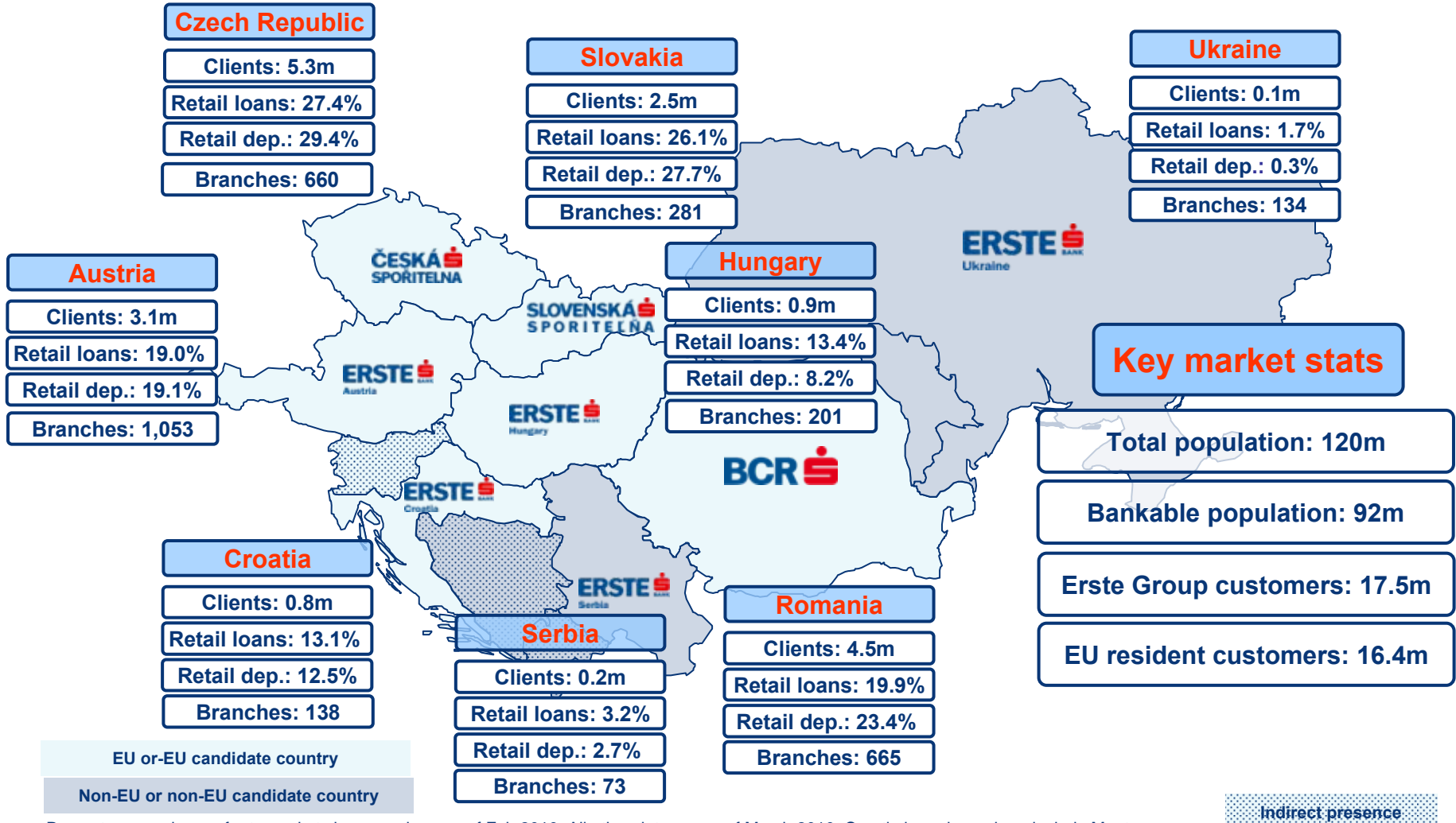
- Driven by improved profitability, strengthening CEE currencies and higher securities valuations
- Risk-weighted assets (including market and ops risk) remained flat – in line with loan book development
- Slight improvement in all capital ratios (prior to the inclusion of retained earnings)

- **Business snapshot and macro trends**
- Q1 2010 financial highlights
- Q1 2010 key topics
- Q1 2010 financials and segment reporting
- Appendix

\*) The following tables and texts may contain rounding differences.

# Erste Group business snapshot –

## Retail market leadership in the eastern part of the EU



Percentage numbers refer to market shares and are as of Feb 2010. All other data are as of March 2010. Croatia branch numbers include Montenegro.

Indirect presence

# Macroeconomic trends –

## What has changed in CEE in Q1 2010?

### – Industrial output improved significantly thanks to rising exports

- Main driver behind recovery
- Unit labour costs declined in CEE as productivity increased

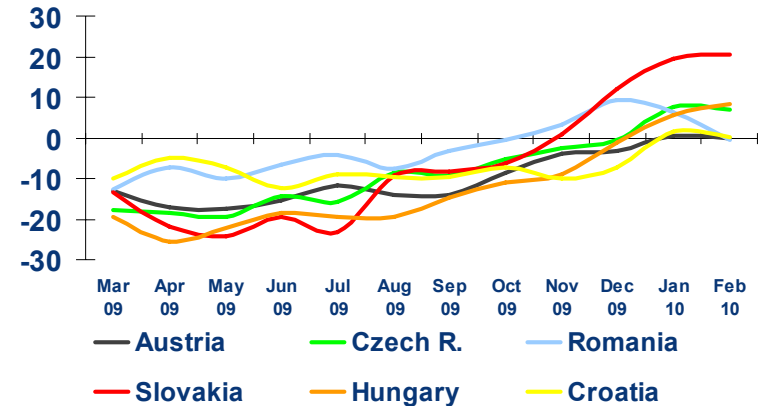
### – Perception of the region has improved

- Substantial reduction in CDS spreads from their crisis-driven highs
- No contagion from PIGS states to CEE region, due to more favourable fiscal positions
- Some CEE countries successfully placed Eurobonds in March/April (Poland, Romania, Slovakia, Czech Republic)

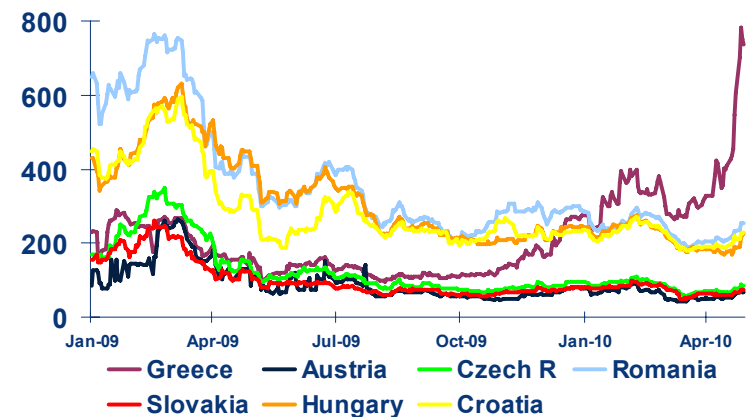
### – Central banks cut interest rates further

- Supported by appreciation of currencies
- Benchmark interest rates at historic lows in Romania and Hungary

Industrial production (yoy % change)



Development of CDS spreads



Source: Erste Group Research

# Macroeconomic trends –

## Focus: GDP growth and external balances in CEE

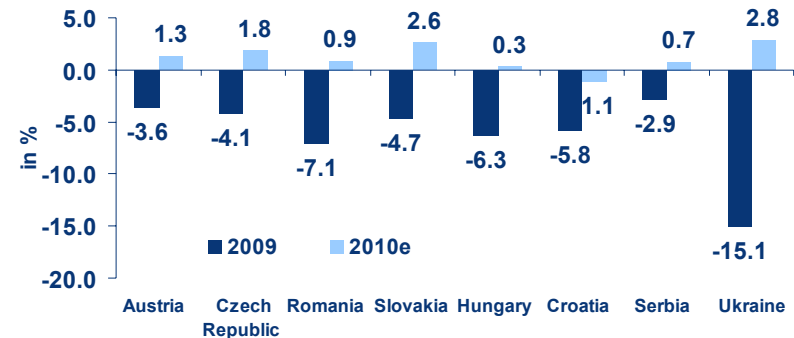
### – As CEE economies emerge from recession, growth is set to return in 2010

- Growth is mainly driven by foreign demand supporting industrial production while household consumption remains weak
- Stabilisation packages also helping to support economies
- With the exception of Croatia, real GDP to increase in all of Erste's countries
  - Croatia: continued weak domestic demand
  - Slower recovery in Romania, Hungary and Serbia
  - Growth rates in other countries to remain around 2%, but ahead of eurozone (2010e: 0.7%)

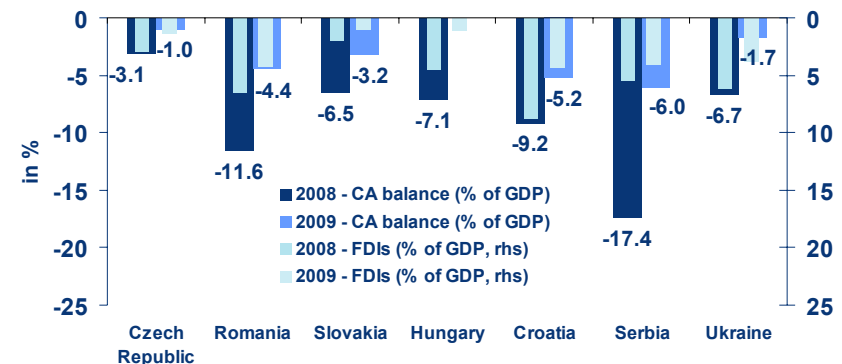
### – Current account deficits have narrowed substantially – good coverage by FDIs

- Mainly due to improved trade balances
- CEE remains an attractive investment destination, with capital flowing back to the region
  - Flexible labour markets
  - Favourable tax regimes
  - Availability of EU structural funds for infrastructure projects

GDP growth in CEE



Current account balance vs FDI inflows



Source: Erste Group Research

# Macroeconomic trends –

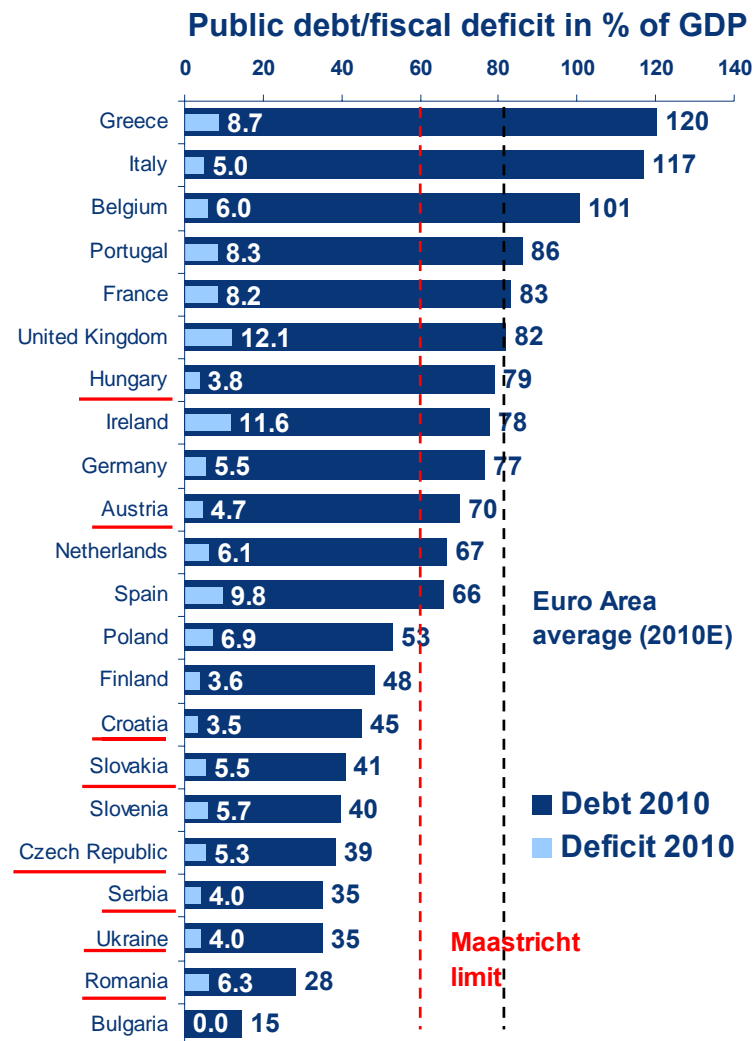
## Focus: budget balances and public debt in CEE

### – CEE benefits from lower levels of public debt

- Governments did not have to finance bank bailouts
- Selected CEE countries had debt restructurings following transformation in early 1990s
- Only Hungary and Austria are expected to be above the Maastricht threshold of 60% by end-2010, but remain below the euro zone average
  - Romania, Czech Republic, and Slovakia to benefit from having the lowest refinancing volumes in 2010
- Erste Group's other markets to remain significantly below the 60% threshold

### – CEE focused on fiscal responsibility earlier

- Involvement of international organisations (IMF, EBRD, etc) helped to enforce fiscal discipline
- Further scope for fiscal tightening
  - Reducing undeclared income and tax evasion
  - Re-defining the role of local governments and unproductive state agencies
  - Increasing retirement age to 65, in line with EU standards
- Annual fiscal deficits to remain below the euro zone average (6.9% of GDP) in all countries



Source: European Commission, Erste Group Research

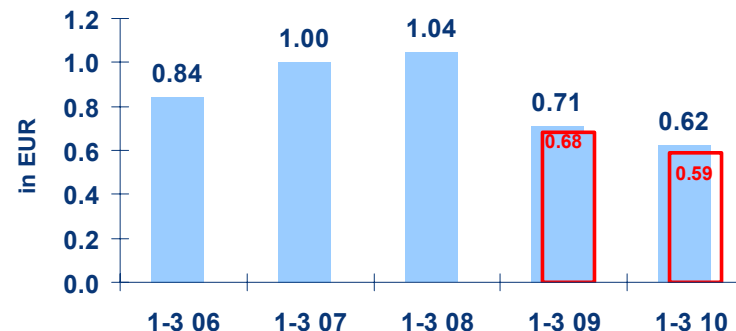


- Business snapshot and macro trends
- **Q1 2010 financial highlights**
- Q1 2010 key topics
- Q1 2010 financials and segment reporting
- Appendix

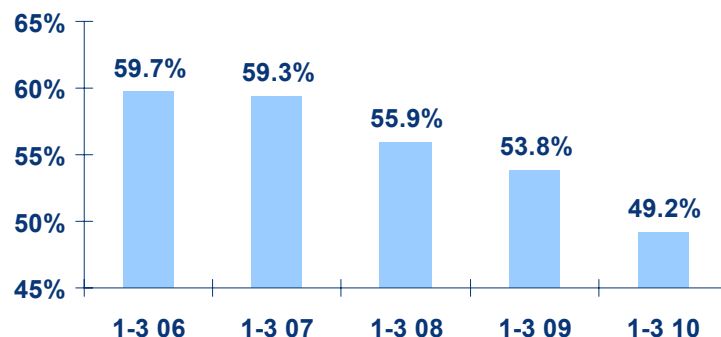
# Q1 2010 financial highlights – Solid margins and improving efficiency

- **Net profit up by 10.0% to EUR 255.2 million**
  - Lower Cash-EPS and Cash-ROE due to substantially enlarged capital base
    - Issuance of participation capital in H1 09 (EUR 1.76 billion)
    - Issuance of equity in November 2009 (EUR 1.74 billion)
- **Net interest margin up to 3.03% (Q1 09: 2.86%)**
  - But slightly down on Q4 09 all-time high of 3.20%
  - CEE up to 4.6%, Austria up to 2.0%
- **Cost/income ratio improved to 49.2%**
  - Operating income reached new high
  - Operating costs declined vs Q1 09

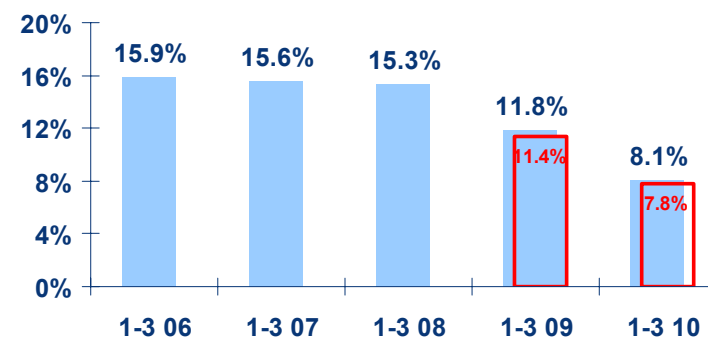
Cash earnings per share \*



Cost/income ratio



Cash return on equity \*



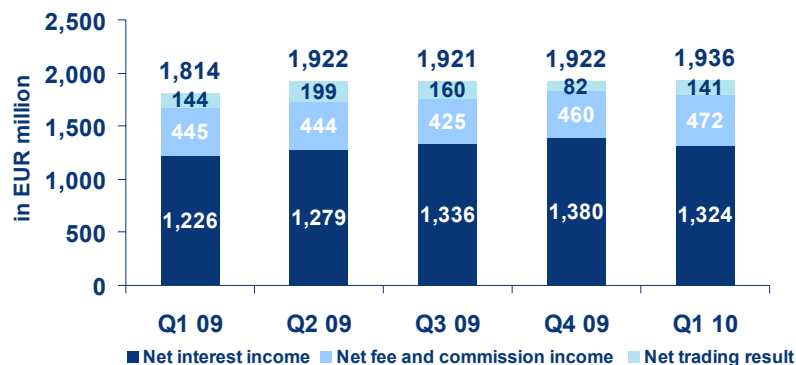
\*) Red bars denote reported EPS and ROE respectively.

Cash EPS and EPS calculated on average number of shares: 374.0m (ex treasury shares and shares owned by savings banks with EB participations: 3.9m), adjusted for non cash items amounting to EUR 10.2m in Q1 2010 (linear amortisation of customer relationships after tax and non-controlling interests) and dividend on the participation capital (EUR 35.3m).

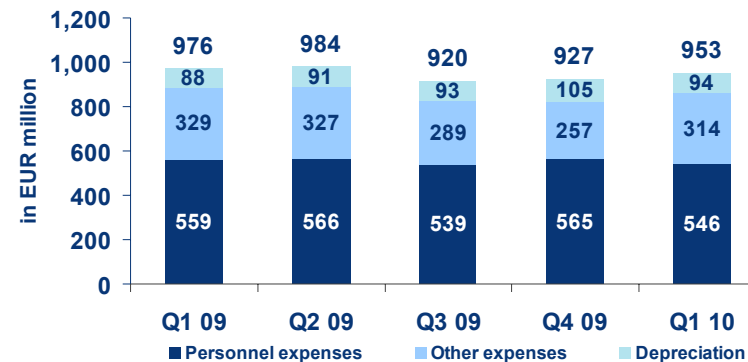
# Q1 2010 financial highlights –

## Higher revenues and lower costs drive operating result

Operating income per quarter



Operating expenses per quarter



– **Record operating income in Q1 2010: +6.7% vs Q1 2009 to EUR 1,936.3 million; +0.8% vs Q4 2009**

- **Net interest income** grew by 8.0% to EUR 1,323.6 million on the back of an improving net interest margin and despite marginal loan growth; down on Q4 2009 by 4.1% due to weaker qoq net interest margin
- **Net commission income** posted the first year-on-year increase in six quarters, growing by 6.1% to EUR 471.5 million in Q1 2010, due to increased fees from securities business and payment transfers; up 2.6% on Q4 2009
- **Net trading result** held up well, declining by only 1.8% compared to Q1 2009 to EUR 141.2 million, supported by gains in securities trading, partly offsetting a decline in FX revenues; strong 72.0% increase quarter-on-quarter

– **Operating expenses declined by 2.3% to EUR 953.1 million in Q1 2010; +2.8% vs Q4 2009**

- Driven by lower personnel and other administrative expenses, which more than offset an increase in depreciation and amortisation; headcount down 0.7% year-to-date to 50,152

1) Operating result = Operating income (NII + net fee & commission income + net trading result) minus general administrative expenses

# Q1 2010 financial highlights –

## Operating result improves in all key segments

in EUR million	Q1 10	Q1 09	Change
<b>Retail &amp; SME</b>	<b>738.5</b>	<b>638.6</b>	<b>15.6%</b>
<b>Austria</b>	<b>200.0</b>	<b>199.0</b>	<b>0.5%</b>
EB Oesterreich	95.0	73.9	28.6%
Savings Banks	105.0	125.2	(16.1%)
<b>Central and Eastern Europe</b>	<b>538.4</b>	<b>439.5</b>	<b>22.5%</b>
Czech Republic	211.0	186.1	13.4%
Romania	146.4	133.7	9.5%
Slovakia	71.3	44.5	60.0%
Hungary	68.7	35.2	95.0%
Croatia	40.8	36.2	12.9%
Serbia	1.3	3.1	(57.7%)
Ukraine	(0.9)	0.8	na
<b>GCIB</b>	<b>145.4</b>	<b>133.4</b>	<b>9.0%</b>
<b>Group Markets</b>	<b>115.0</b>	<b>167.7</b>	<b>(31.4%)</b>
<b>Corporate Center</b>	<b>(15.7)</b>	<b>(101.1)</b>	<b>84.5%</b>
<b>Total Erste Group</b>	<b>983.2</b>	<b>838.6</b>	<b>17.2%</b>

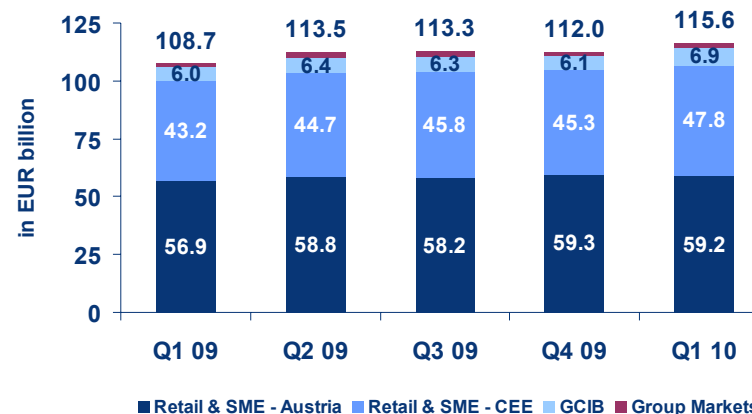
\*) Changes in scope of consolidation leading to only minor distortions: Opportunity Bank, Montenegro was acquired by EBCR in March 2009.

- Business snapshot and macro trends
- Q1 2010 financial highlights
- **Q1 2010 key topics**
- Q1 2010 financials and segment reporting
- Appendix

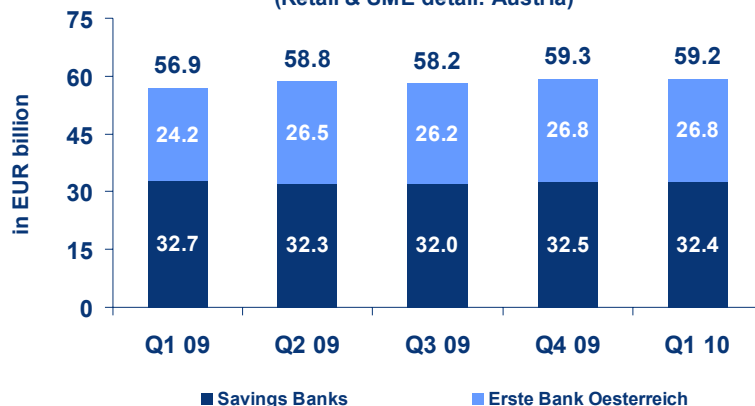
# Erste Group's customer deposits – Rising volumes and currency strength drive growth

- **Total customer deposits increased by 3.2% ytd**
  - Deposit inflows and significant appreciation of CEE currencies resulted in strong deposit growth
- **Retail & SME deposits increased by 2.2% ytd**
  - Flat ytd, but strong increases yoy at EB Oesterreich (+10.9%)
  - CEE enjoyed strong ytd growth: increases mainly in the Czech Republic due to higher volumes from municipalities and currency appreciation; Hungary also saw volume growth and favourable currency movements
- **GCIB deposits increased by 13.8% in ytd**
  - Due to increased short-term deposits from large corporates
- **Loan/deposit ratio improved to 112.7% (year-end 2009: 115.3%)**

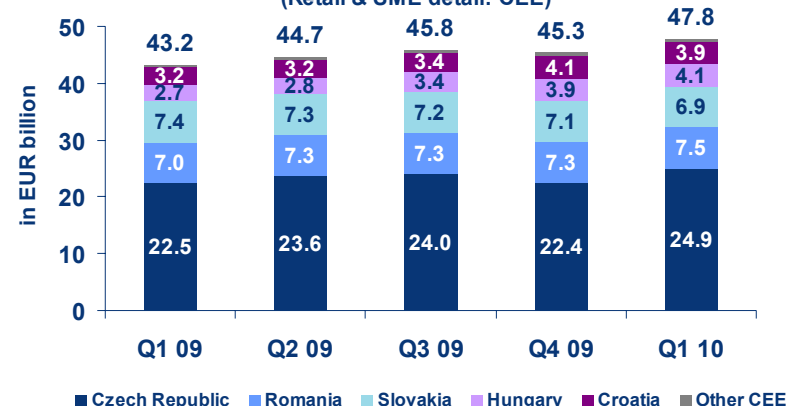
Customer deposit trends by main segments



Customer deposit trends by subsegments  
(Retail & SME detail: Austria)

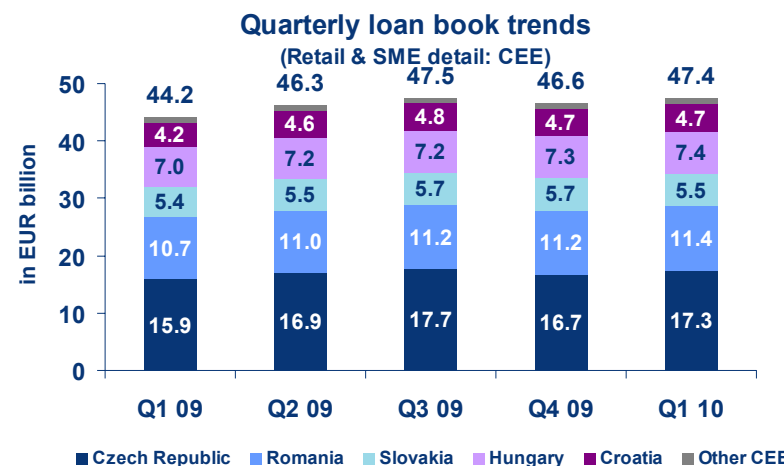
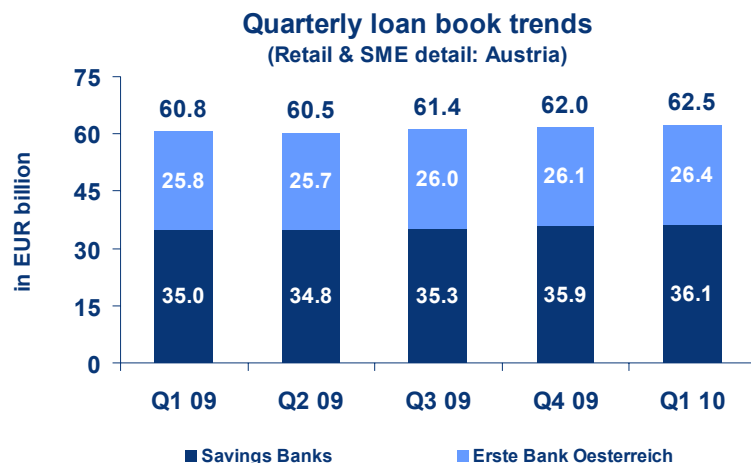
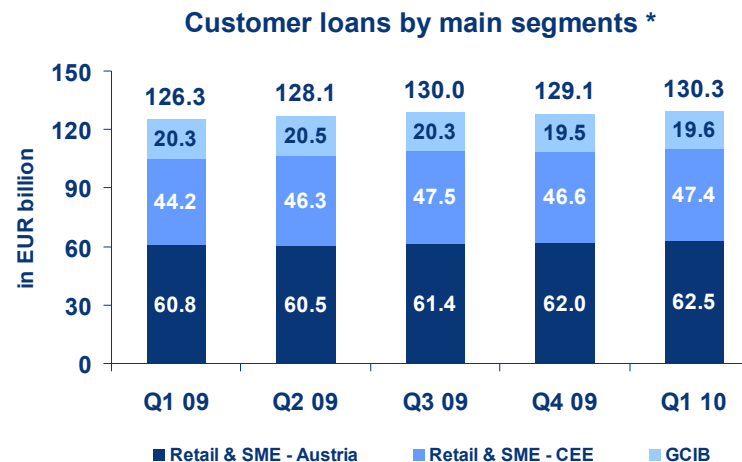


Customer deposit trends by subsegments  
(Retail & SME detail: CEE)



# Erste Group's loan book – Loan demand remains insignificant

- **Customer loans increased by 0.9% ytd; up 3.1% yoy**
  - Growth in Retail & SME loans in Austria and CEE ytd and yoy growth was driven mainly by appreciation of CHF and CEE currencies vs euro
  - GCIB loan book remained flat ytd, but declined yoy due to redemptions and lower demand
- **Customer distribution remained broadly unchanged**
  - Retail edged up to 48.0% of portfolio
  - SME and large corporates make up 46.6% of the book
  - Largest expansion in public sector yoy: from 4.7% to 5.4%
- **Marginal shift in currency distribution in favour of CEE currencies, but euro-based loans continue to account for 63% of portfolio**



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

# Erste Group's asset quality –

## Group trends: stable new NPL formation, coverage up

– **Continued improvement in asset quality trends in Q1 2010**

– **New NPL formation in Q1 2010 remained at the lower levels seen in Q3 & Q4 2009**

- Due to stabilising new NPL formation in CEE and declining NPLs in Austria
- Lower new NPL formation in retail compared to the corporate business

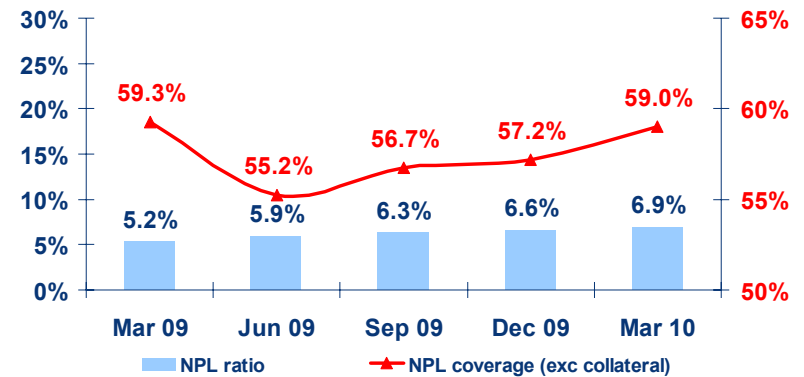
– **NPL ratio based on total customer loans increased to 6.9%, but at a slowing rate (year-end 2009: 6.6%)**

- Due to slower rise in NPL ratio in CEE and declining NPL ratio in Austria
- Deterioration was driven exclusively by corporate business, with no qoq change in retail

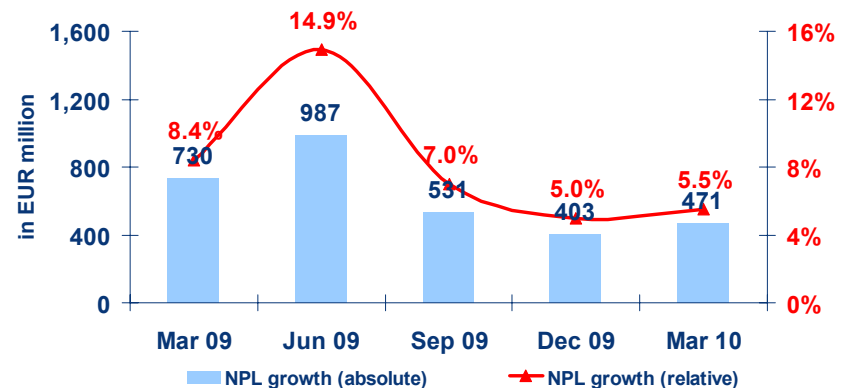
– **NPL coverage continued to improve to 59.0% (year-end 2009: 57.2%)**

- NPL coverage improved strongly in the corporate business and remained unchanged in retail, in line with asset quality development

Erste Group: NPL ratio vs NPL coverage



Quarterly NPL growth (absolute/relative)





# Erste Group's asset quality –

## Segment round-up: better NPL coverage in Q1 2010

### – Austria is the best-performing market

- Level of NPLs has decreased for the third consecutive quarter, while NPL coverage has risen and portfolio quality improved (low risk category expanded beyond 75%)

### – Czech Republic is among the best in CEE

- Increase in NPLs mainly driven by corporate business; deterioration in retail is attributable to changing business mix: higher share of higher margin consumer loans
- NPL coverage ratio improved substantially compared to the last quarter

### – Romania: marked slowdown in NPL formation

- NPLs still increasing but at considerably slower pace and stable NPL coverage ratio; retail NPL ratio actually improved quarter-on-quarter, while corporate NPL ratio continued to rise
- New bookings mainly in private secured business in „low risk“ classes due to tighter lending criteria

### – Slovakia enjoys significant stabilisation

- New NPL formation slowed down considerably on the back of stable retail business, while SME downward migration has also slowed; NPL coverage improved quarter-on-quarter

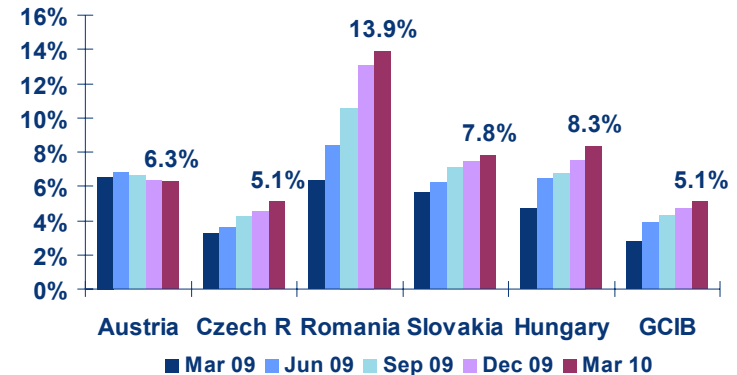
### – Hungary: improved NPL coverage

- Continued significant NPL new formation driven by retail and SME segments in equal measure

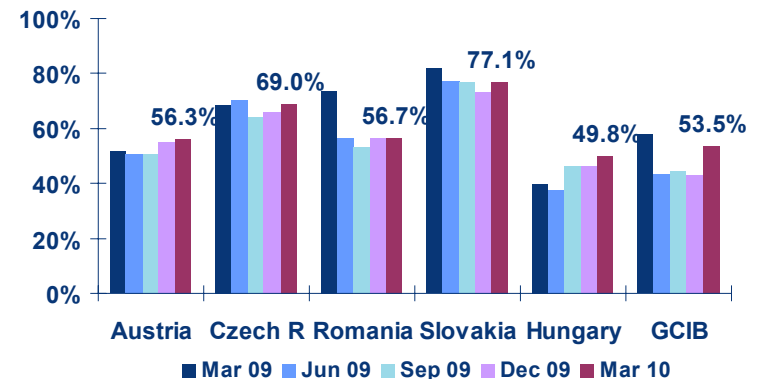
### – GCIB: downward migration slows, as NPL coverage improves

- Stable development in Austria and Czech Republic
- NPL coverage reaches highest level since Q1 2009

NPL ratios in key segments



NPL coverage ratios in key segments (excluding collateral)



# Erste Group's risk costs – First decline in P&L risk costs since Q1 09

– **Group risk costs (in relation to average customer loans) declined quarter-on-quarter from 189bps in Q4 09 to 164bps in Q1 10**

– Up yoy (Q1 09: 117 bps), but at a declining pace as compared to FY 2009

– **Austria remained stable**

– No major defaults; risk costs mainly related to SME business

– **Czech risk costs remain at manageable levels**

– Rise in costs qoq and yoy related mainly to higher defaults in local SME and corporate portfolio and changing portfolio mix – increase of consumer loans (with higher margins)

– **Romania sees significant decline quarter-on-quarter**

– Qoq improvement mainly related to retail and lower portfolio provisions for SME/local corporate segment  
– Yoy increase driven by across-the-board portfolio deterioration as a result of economic downturn

– **Slovakia: continued quarter-on-quarter improvement**

– Yoy increase driven by worsening economic environment and creation of portfolio provisions for SME business; qoq improvement partly driven by higher specific provisions in Q4 09

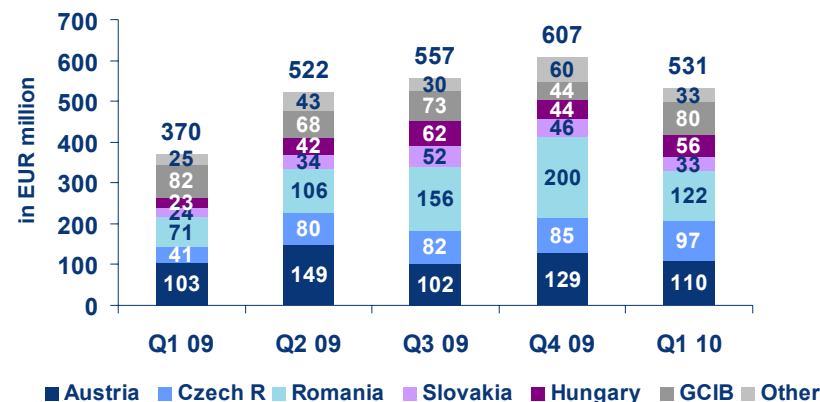
– **Hungarian risk costs reflect weaker asset quality**

– Mainly due to higher provisions for leasing and real estate

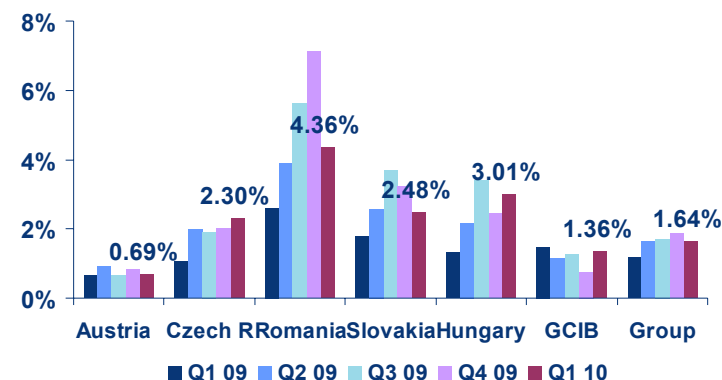
– **GCIB benefits from better market environment**

– No major corporate defaults in Q1 10  
– Rise in risk costs vs Q4 09 is explained by lower provisioning requirements mainly in Austria in Q4 09

Risk costs in key segments



Risk costs in key segments  
(in % of average customer loans)



# Erste Group's funding profile –

## Retail deposits remain a key pillar in the funding mix

### – Customer deposits are the main source of funding

- Providing a solid funding base in all local currencies
- Reflected in loan/deposit ratio improvement to 112.7%
- Increased share of customer deposits during crisis

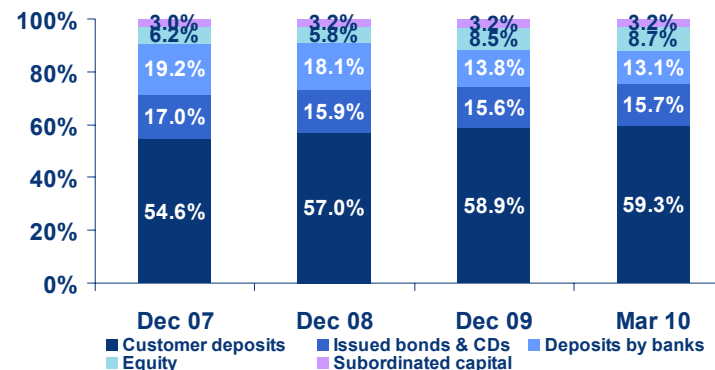
### – Short-term funding needs well covered

- Declining share of short-term funding
- Collateral capacity exceeds funding needs

### – Limited long-term funding required

- Total funding needs for 2010 of between EUR 3-4 billion, of which EUR 1.9 billion has already been funded
- Funding will focus on covered bonds and retail placements
- Further focus on extension of maturity profile

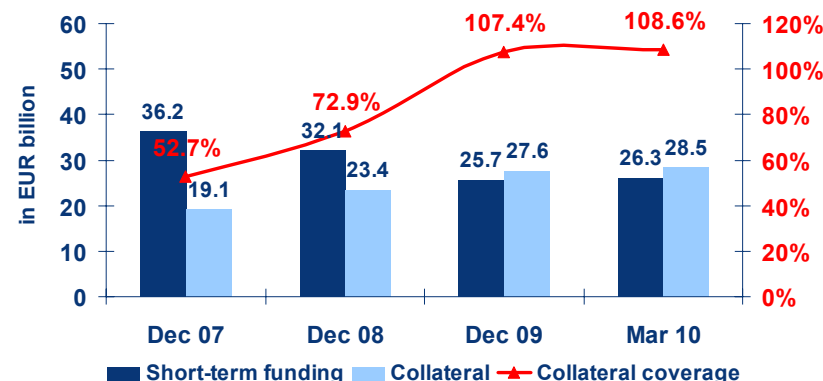
Evolution of Erste Group's funding mix



Redemption profile of Erste Group (Q1 2010)



Short-term funding vs collateral coverage



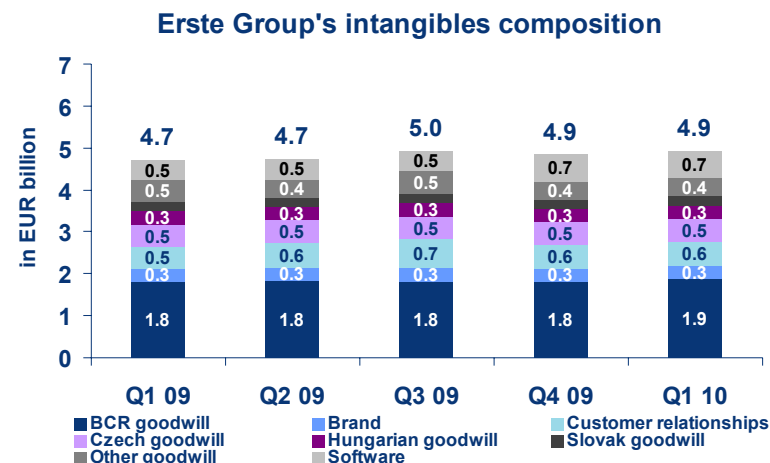
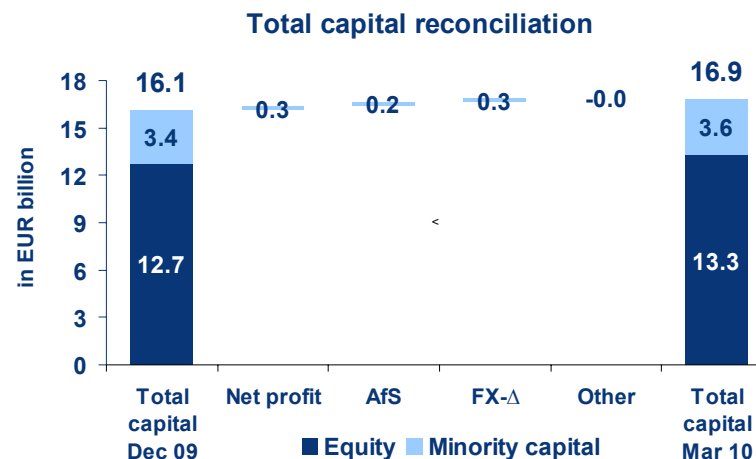
# Erste Group's capital position – Further strengthening of the capital base

– **Total equity (IFRS) increased by EUR 0.8 billion (+4.7%) year-to-date driven by:**

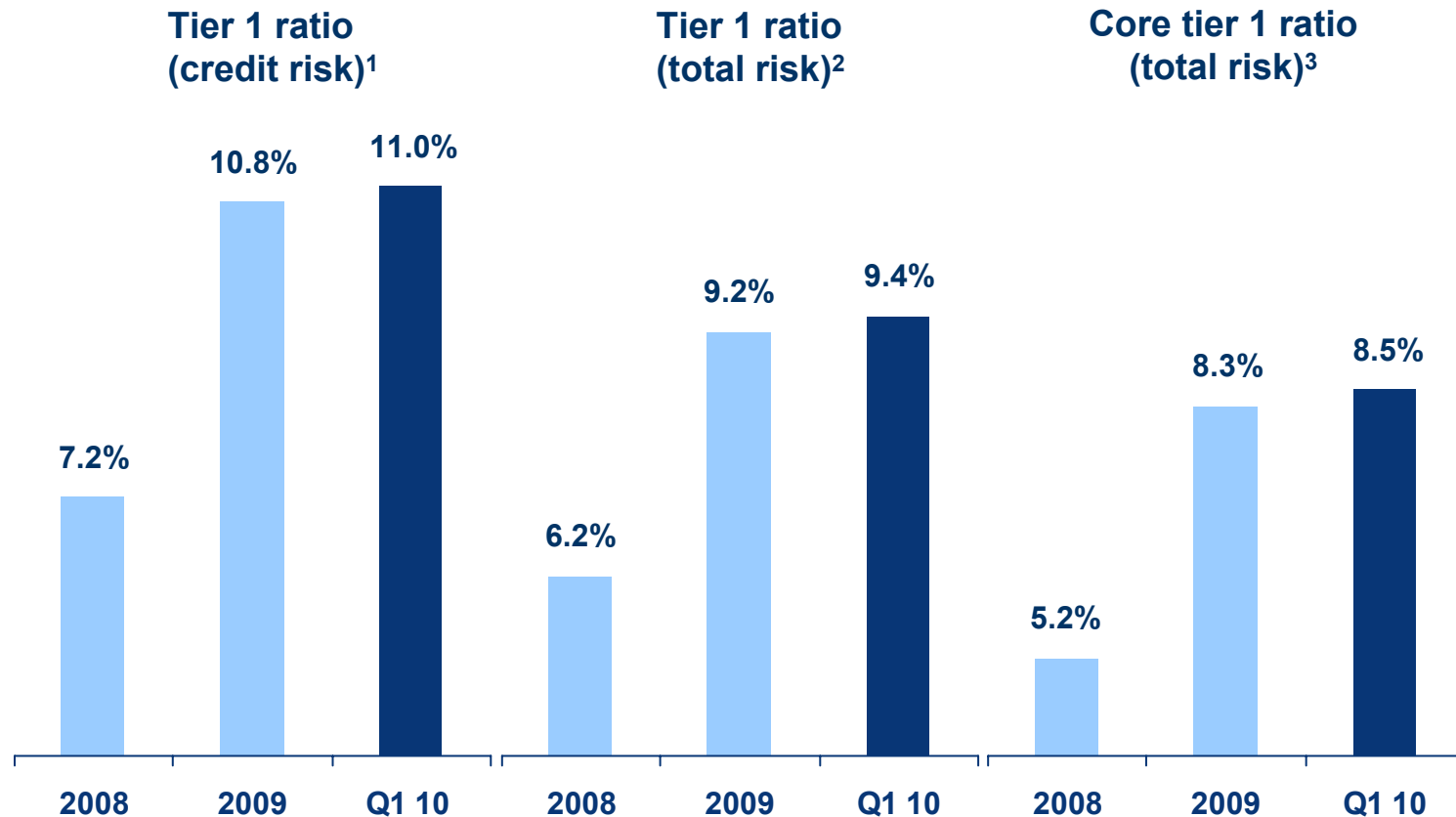
- Improved profitability
- Strengthening CEE currencies and...
- ...better securities valuations

– **Shareholders' equity rose by EUR 0.6 billion (+4.8%) ytd**

– **Rise in intangibles is mainly related to software and currency appreciation in Romania**



# Erste Group's capital position – Continuing improvement of capital ratios



1) Tier 1 ratio (credit risk) = tier 1 capital incl. hybrid and after regulatory deductions divided by credit RWA.

2) Tier 1 ratio (total risk) = tier 1 capital incl. hybrid and after regulatory deductions divided by total RWA (which includes credit risk, market and operational risk).

3) Core tier 1 ratio (total risk) = tier 1 capital excl. hybrid and after regulatory deductions divided by total RWA (which includes credit risk, market and operational risk).

---

### – **Market environment continues to improve gradually...**

- Erste Group's CEE markets have either emerged or are about to emerge from recession
- Erste Group's CEE markets will show better growth than the rest of Europe thanks to:
  - Lower debt/GDP ratios and lower fiscal deficits
  - Lower taxes
  - Flexible labour markets
  - Higher growth potential
  - Availability of EU structural funds
  - Better investment climate

### – **...but there are still risks to the outlook**

- Speed of economic recovery and improvement in asset quality is still difficult to predict, translating into risk costs that will remain elevated for the better part of 2010
- Impact of new regulation/taxation (Basel, IMF, national legislation) is not yet clear
- Market impact of sovereign debt crisis currently unfolding

### – **Overall, Erste Group is ideally placed to capitalise on future growth opportunities**

- Retail market leader in Central and Eastern Europe
- Exceptional performance during difficult economic times
- Strong operating performance should provide continued strong risk absorption capacity

- Business snapshot and macro trends
- Q1 2010 financial highlights
- Q1 2010 key topics
- **Q1 2010 financials and segment reporting**
- Appendix

# Group income statement (IFRS) –

## Strong operating income drives profitability in Q1 10

in EUR million	Q1 10	Q1 09	Change
Net interest income	1,323.6	1,226.0	8.0%
Risk provisions for loans and advances	(531.2)	(370.2)	43.5%
Net fee and commission income	471.5	444.6	6.1%
Net trading result	141.2	143.8	(1.8%)
General administrative expenses	(953.1)	(975.9)	(2.3%)
Other operating result	(67.7)	(39.9)	(69.7%)
Result from financial assets - FV	13.0	(44.1)	na
Result from financial assets - AfS	0.1	(10.8)	na
Result from financial assets - HtM	4.7	(0.1)	na
<b>Pre-tax profit from continuing operations</b>	<b>402.1</b>	<b>373.4</b>	<b>7.7%</b>
Taxes on income	(92.5)	(84.0)	10.1%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>309.6</b>	<b>289.4</b>	<b>7.0%</b>
Attributable to non-controlling interests	54.4	57.3	(5.1%)
<b>Attributable to owners of the parent</b>	<b>255.2</b>	<b>232.1</b>	<b>10.0%</b>
Operating income	1,936.3	1,814.4	6.7%
Operating expenses	(953.1)	(975.9)	(2.3%)
<b>Operating result</b>	<b>983.2</b>	<b>838.5</b>	<b>17.3%</b>
Cost/income ratio	49.2%	53.8%	
Return on equity	7.8%	11.4%	



# Group balance sheet (IFRS) –

Improvement in loan-to-deposit ratio to 112.7%

in EUR million	Mar 10	Dec 09	Change
Cash and balances with central banks	5,965	5,996	(0.5%)
Loans and advances to credit institutions	16,123	13,140	22.7%
Loans and advances to customers	130,255	129,134	0.9%
Risk provisions for loans and advances	(5,390)	(4,954)	8.8%
Trading assets	9,268	8,598	7.8%
Financial assets - FV	3,373	2,997	12.5%
Financial assets - AfS	18,246	16,390	11.3%
Financial assets - HtM	13,808	14,899	(7.3%)
At-equity holdings	230	241	(4.6%)
Intangible assets	4,926	4,867	1.2%
Property and equipment	2,369	2,344	1.1%
Tax assets	493	577	(14.6%)
Assets held for sale	59	58	1.7%
Other assets	8,262	7,423	11.3%
<b>Total assets</b>	<b>207,987</b>	<b>201,710</b>	<b>3.1%</b>
<b>Risk-weighted assets<sup>1</sup></b>	<b>105,944</b>	<b>106,383</b>	<b>(0.4%)</b>

1) RWA assets for total risk (including market and operational risk) at EUR 123.8 billion in Q1 2010 (year-end 2009: 123.9 billion)

# Group balance sheet (IFRS) –

Balance sheet growth is driven by deposit inflows

in EUR million	Mar 10	Dec 09	Change
Deposits by banks	25,605	26,295	(2.6%)
Customer deposits	115,595	112,042	3.2%
Debt securities in issue	30,596	29,612	3.3%
Trading liabilities	3,302	3,157	4.6%
Provisions	1,646	1,670	(1.4%)
Tax liabilities	352	361	(2.5%)
Liabilities associated with assets held for sale	0	0	na
Other liabilities	7,824	6,302	24.2%
Subordinated liabilities	6,191	6,148	0.7%
Total equity	16,876	16,123	4.7%
Attributable to non-controlling interests	3,560	3,414	4.3%
Attributable to owners of the parent	13,316	12,709	4.8%
<b>Total liabilities and equity</b>	<b>207,987</b>	<b>201,710</b>	<b>3.1%</b>
<b>Tier 1 ratio (credit risk)</b>	<b>11.0%</b>	<b>10.8%</b>	
<b>Solvency ratio</b>	<b>12.8%</b>	<b>12.7%</b>	

# Core segments –

## Retail & SME, GCIB segments performed well in Q1 10

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total group	
	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09
Net interest income	1,129.1	1,092.4	147.6	138.7	31.4	58.4	15.4	(63.5)	1,323.6	1,226.0
Risk provisions	(451.6)	(287.8)	(79.6)	(82.4)	0.0	0.0	(0.0)	0.0	(531.2)	(370.2)
Net fee and commission income	397.9	362.6	37.6	37.7	43.0	27.9	(7.0)	16.5	471.5	444.6
Net trading result	30.9	17.8	3.7	(0.3)	97.1	127.2	9.4	(1.0)	141.2	143.8
General administrative expenses	(819.5)	(834.2)	(43.5)	(42.7)	(56.5)	(45.8)	(33.5)	(53.1)	(953.1)	(975.8)
Other result	(16.3)	(47.6)	3.6	(4.0)	5.5	(1.1)	(42.7)	(42.2)	(49.9)	(94.9)
<b>Pre-tax profit</b>	<b>270.6</b>	<b>303.1</b>	<b>69.4</b>	<b>47.0</b>	<b>120.5</b>	<b>166.6</b>	<b>(58.4)</b>	<b>(143.3)</b>	<b>402.1</b>	<b>373.5</b>
Taxes on income	(59.0)	(68.8)	(15.7)	(10.0)	(25.2)	(35.9)	7.3	30.8	(92.5)	(84.0)
Post-tax profit from continuing operations	211.6	234.3	53.7	37.0	95.4	130.7	(51.0)	(112.5)	309.6	289.5
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	0.0
<b>Net profit for the period</b>	<b>211.6</b>	<b>234.3</b>	<b>53.7</b>	<b>37.0</b>	<b>95.4</b>	<b>130.7</b>	<b>(51.0)</b>	<b>(112.5)</b>	<b>309.6</b>	<b>289.5</b>
Attributable to non-controlling interests	45.9	58.1	5.5	2.4	6.3	6.1	(3.3)	(9.3)	54.4	57.3
<b>Attributable to owners of the parent</b>	<b>165.7</b>	<b>176.2</b>	<b>48.2</b>	<b>34.6</b>	<b>89.1</b>	<b>124.6</b>	<b>(47.7)</b>	<b>(103.2)</b>	<b>255.2</b>	<b>232.2</b>
Average risk-weighted assets	74,968.1	73,202.2	26,513.4	24,545.9	3,012.3	2,992.7	1,700.3	3,988.4	106,194.1	104,729.2
Average attributed equity	4,148.5	3,904.9	2,122.2	1,925.3	327.4	330.3	6,430.2	1,988.8	13,028.3	8,149.3
<b>Cost/income ratio</b>	<b>52.6%</b>	<b>56.6%</b>	<b>23.0%</b>	<b>24.2%</b>	<b>33.0%</b>	<b>21.4%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>49.2%</b>	<b>53.8%</b>
<b>ROE based on net profit</b>	<b>16.0%</b>	<b>18.0%</b>	<b>9.1%</b>	<b>7.2%</b>	<b>108.8%</b>	<b>150.9%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>7.8%</b>	<b>11.4%</b>
EOP customer loans	109,967.5	104,983.4	19,613.5	20,283.0	254.0	612.6	419.7	446.3	130,254.6	126,336.5
EOP customer deposits	107,013.3	100,141.0	6,931.8	6,016.8	2,685.1	1,640.1	(1,035.4)	908.9	115,594.9	108,706.9

# Core segment – Austria

## Erste Bank Oesterreich almost doubles net profit

in EUR million	Savings Banks		EB Oesterreich		Austria	
	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09
Net interest income	230.5	246.7	158.9	158.7	389.4	405.3
Risk provisions	(65.3)	(67.0)	(44.8)	(36.4)	(110.1)	(103.3)
Net fee and commission income	100.9	96.2	85.8	70.6	186.7	166.8
Net trading result	7.2	15.0	2.9	1.9	10.1	16.9
General administrative expenses	(233.5)	(232.7)	(152.6)	(157.3)	(386.1)	(390.0)
Other result	(1.0)	(18.5)	4.1	(5.4)	3.1	(23.9)
<b>Pre-tax profit</b>	<b>38.7</b>	<b>39.7</b>	<b>54.3</b>	<b>32.1</b>	<b>93.1</b>	<b>71.8</b>
Taxes on income	(10.1)	(14.3)	(12.4)	(7.8)	(22.5)	(22.2)
Post-tax profit from continuing operations	28.6	25.4	41.9	24.2	70.5	49.6
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>28.6</b>	<b>25.4</b>	<b>41.9</b>	<b>24.2</b>	<b>70.5</b>	<b>49.6</b>
Attributable to non-controlling interests	28.7	26.9	2.4	0.8	31.1	27.7
<b>Attributable to owners of the parent</b>	<b>(0.1)</b>	<b>(1.5)</b>	<b>39.5</b>	<b>23.4</b>	<b>39.5</b>	<b>21.9</b>
Average risk-weighted assets	23,584.5	24,535.9	14,785.6	13,763.6	38,370.1	38,299.5
Average attributed equity	284.3	286.1	1,214.3	1,082.7	1,498.6	1,368.8
<b>Cost/income ratio</b>	<b>69.0%</b>	<b>65.0%</b>	<b>61.6%</b>	<b>68.0%</b>	<b>65.9%</b>	<b>66.2%</b>
<b>ROE based on net profit</b>	<b>(0.1%)</b>	<b>(2.2%)</b>	<b>13.0%</b>	<b>8.6%</b>	<b>10.5%</b>	<b>6.4%</b>
EOP customer loans	36,118.0	34,982.8	26,404.3	25,790.0	62,522.3	60,772.9
EOP customer deposits	32,369.9	32,697.9	26,844.5	24,195.3	59,214.4	56,893.1

# Core segment Central and Eastern Europe (1) – Strong operating result and declining qoq risk costs...

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09
Net interest income	264.5	268.9	213.1	194.8	103.5	83.7	88.9	72.9
Risk provisions	(97.2)	(41.2)	(122.5)	(70.6)	(33.4)	(24.4)	(55.7)	(23.3)
Net fee and commission income	109.0	94.0	35.4	38.3	24.3	26.1	22.6	18.0
Net trading result	16.9	(1.4)	(7.8)	0.2	(0.0)	1.8	7.2	(4.6)
General administrative expenses	(179.5)	(175.4)	(94.3)	(99.7)	(56.5)	(67.0)	(50.0)	(51.1)
Other result	(3.7)	(28.5)	(6.7)	11.2	(4.9)	(4.3)	(2.9)	(1.5)
<b>Pre-tax profit</b>	<b>110.1</b>	<b>116.3</b>	<b>17.2</b>	<b>74.3</b>	<b>33.0</b>	<b>15.8</b>	<b>10.1</b>	<b>10.4</b>
Taxes on income	(20.7)	(23.6)	(3.3)	(12.7)	(6.2)	(2.9)	(3.2)	(2.6)
Post-tax profit from continuing operations	89.4	92.7	13.9	61.6	26.8	12.9	6.9	7.8
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>89.4</b>	<b>92.7</b>	<b>13.9</b>	<b>61.6</b>	<b>26.8</b>	<b>12.9</b>	<b>6.9</b>	<b>7.8</b>
Attributable to non-controlling interests	1.3	2.1	8.5	19.9	0.0	0.2	0.0	0.0
<b>Attributable to owners of the parent</b>	<b>88.1</b>	<b>90.6</b>	<b>5.4</b>	<b>41.7</b>	<b>26.8</b>	<b>12.8</b>	<b>6.9</b>	<b>7.8</b>
Average risk-weighted assets	12,237.2	10,488.8	9,395.0	9,882.4	5,418.8	5,046.4	4,791.4	4,474.0
Average attributed equity	1,012.4	883.0	534.8	560.8	447.0	424.1	394.2	369.9
<b>Cost/income ratio</b>	<b>46.0%</b>	<b>48.5%</b>	<b>39.2%</b>	<b>42.7%</b>	<b>44.2%</b>	<b>60.1%</b>	<b>42.1%</b>	<b>59.2%</b>
<b>ROE based on net profit</b>	<b>34.8%</b>	<b>41.0%</b>	<b>4.1%</b>	<b>29.7%</b>	<b>24.0%</b>	<b>12.0%</b>	<b>7.0%</b>	<b>8.4%</b>
EOP customer loans	17,321.3	15,884.0	11,384.7	10,731.4	5,516.5	5,366.9	7,442.3	6,986.8
EOP customer deposits	24,854.7	22,487.9	7,506.2	7,003.9	6,921.4	7,445.2	4,094.1	2,735.4

# Core segment Central and Eastern Europe (2) –

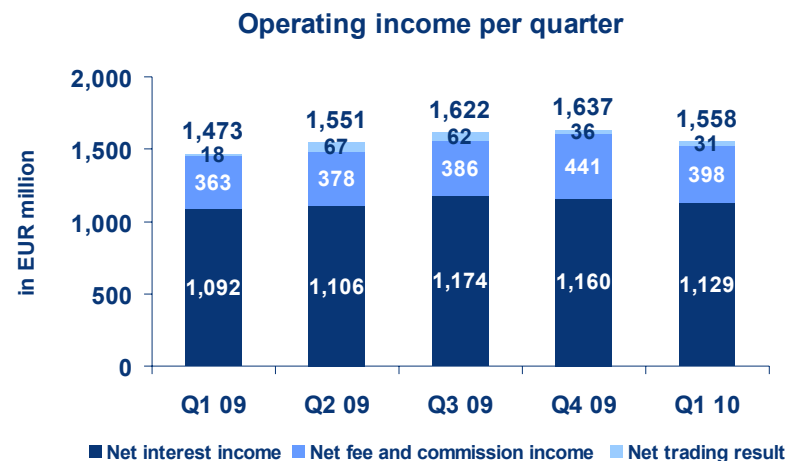
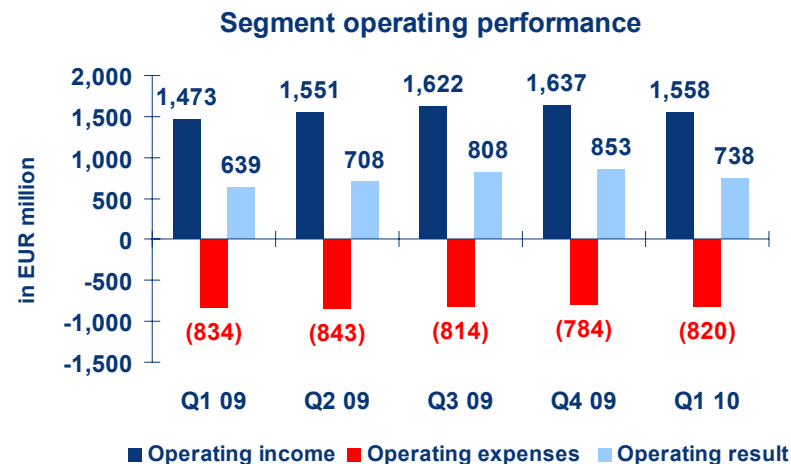
... underpin net profit profitability in CEE

in EUR million	Croatia		Serbia		Ukraine		CEE	
	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09	1-3 10	1-3 09
Net interest income	56.1	50.7	6.1	7.7	7.5	8.3	739.8	687.1
Risk provisions	(25.3)	(9.0)	(2.2)	(1.4)	(5.4)	(14.6)	(341.5)	(184.5)
Net fee and commission income	17.4	16.8	2.3	2.4	0.3	0.1	211.2	195.8
Net trading result	1.9	1.5	0.4	0.8	2.2	2.7	20.9	1.0
General administrative expenses	(34.6)	(32.9)	(7.5)	(7.8)	(11.0)	(10.3)	(433.4)	(444.2)
Other result	(1.4)	0.1	0.4	(0.3)	(0.3)	(0.3)	(19.4)	(23.7)
<b>Pre-tax profit</b>	<b>14.2</b>	<b>27.2</b>	<b>(0.5)</b>	<b>1.4</b>	<b>(6.6)</b>	<b>(14.1)</b>	<b>177.5</b>	<b>231.4</b>
Taxes on income	(3.0)	(5.4)	0.0	(0.1)	0.0	0.6	(36.5)	(46.6)
Post-tax profit from continuing operations	11.1	21.9	(0.5)	1.3	(6.6)	(13.6)	141.1	184.7
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>11.1</b>	<b>21.9</b>	<b>(0.5)</b>	<b>1.3</b>	<b>(6.6)</b>	<b>(13.6)</b>	<b>141.1</b>	<b>184.7</b>
Attributable to non-controlling interests	5.2	7.8	(0.1)	0.3	0.0	0.0	14.9	30.4
<b>Attributable to owners of the parent</b>	<b>5.9</b>	<b>14.1</b>	<b>(0.3)</b>	<b>0.9</b>	<b>(6.6)</b>	<b>(13.6)</b>	<b>126.2</b>	<b>154.3</b>
Average risk-weighted assets	3,582.8	3,618.1	638.1	815.4	534.8	577.6	36,598.1	34,902.7
Average attributed equity	169.8	195.1	42.5	53.7	49.3	49.5	2,649.9	2,536.0
<b>Cost/income ratio</b>	<b>45.9%</b>	<b>47.7%</b>	<b>85.3%</b>	<b>71.9%</b>	<b>109.3%</b>	<b>93.0%</b>	<b>44.6%</b>	<b>50.3%</b>
<b>ROE based on net profit</b>	<b>14.0%</b>	<b>28.8%</b>	<b>(3.2%)</b>	<b>7.1%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>19.0%</b>	<b>24.3%</b>
EOP customer loans	4,718.5	4,218.4	517.0	424.8	544.8	598.2	47,445.2	44,210.5
EOP customer deposits	3,931.0	3,234.1	387.5	281.3	104.1	60.1	47,798.9	43,247.9

# Segment Retail & SME –

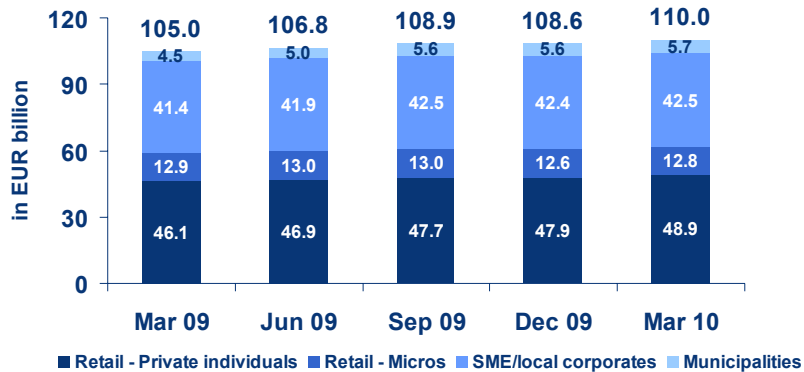
## Strong deceleration in risk cost growth in Q1 2010

- Retail & SME segment is the key profit contributor at Erste Group
- Net profit down by 6.0% yoy, but nearly doubled qoq
  - Risk costs were the key driver behind this development: up substantially yoy, but at declining rate vs FY 2009; down substantially qoq, mainly thanks to improvement in Romania
  - Appreciation of most CEE currencies yoy and qoq
- Operating result improved by 15.6% yoy supported by continued cost control
  - Operating income improved by 5.8% yoy
  - Supported by NII (+3.4% yoy) and fee income (+9.7% yoy); trading income was up 73.5% yoy, but contributes only marginally to overall income
  - Despite currency appreciation in CEE, continued cost control in Q1 2010 led to 1.8% yoy decline in costs
- ROE decreased slightly to 16.0% (Q1 09: 18.0%)
- CIR improved strongly to 52.6% (Q1 09: 56.6%)

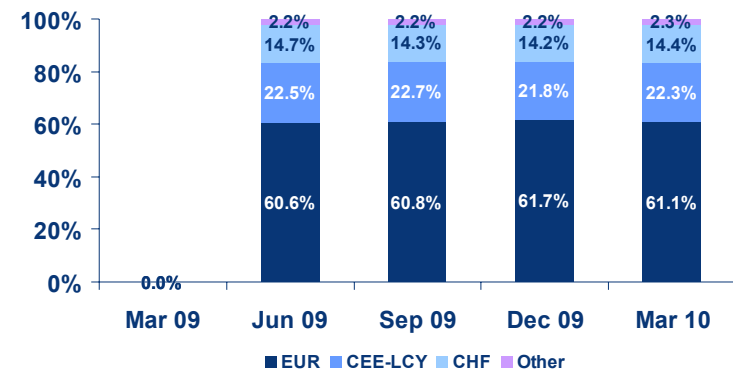


# Segment Retail & SME – Loan book analysis \*

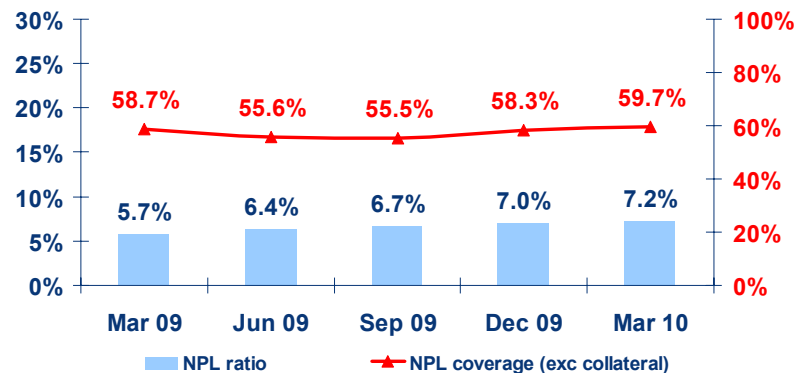
Segment Retail & SME -  
Customer loans by Basel II customer segment



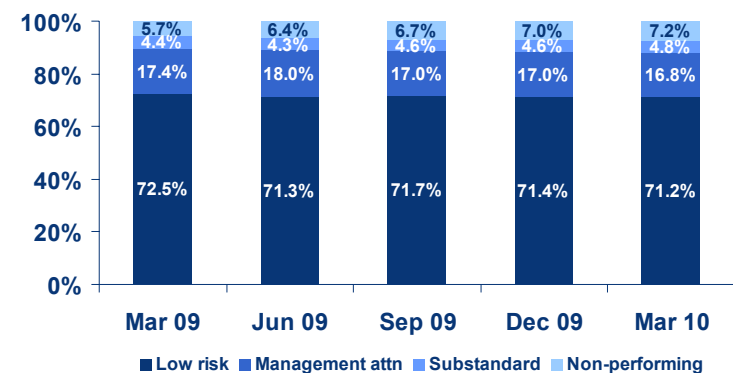
Segment Retail & SME -  
Customer loans by currency



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 –

## Net profit growth due to higher revenues, flat risk costs

### – Operating result up 9.0% yoy (-5.6% qoq) to EUR 145.4m

- Revenues improved by 7.3% yoy mainly supported by NII (+6.4% yoy), driven by re-pricing of loans in 2009 and selective loan growth
- Stable fee income yoy – supported by loan arrangement fees in the Czech Republic and Romania
- Turnaround in trading income – mostly FX-related
- Costs rose by only 2.0% yoy – higher costs in Austria and Romania where mostly offset by cost reductions at leasing subsidiary Immorent

### – Net profit advanced by 39.2% yoy (-5.5% from excellent Q4 09)

- Mainly driven by strong operating income

### – Risk costs decreased by 3.4% yoy reflecting slow improvement in market environment

- Rise in risk costs vs Q4 09 is explained by lower provisioning requirements mainly in Austria in Q4 09

### – Other result turned positive yoy

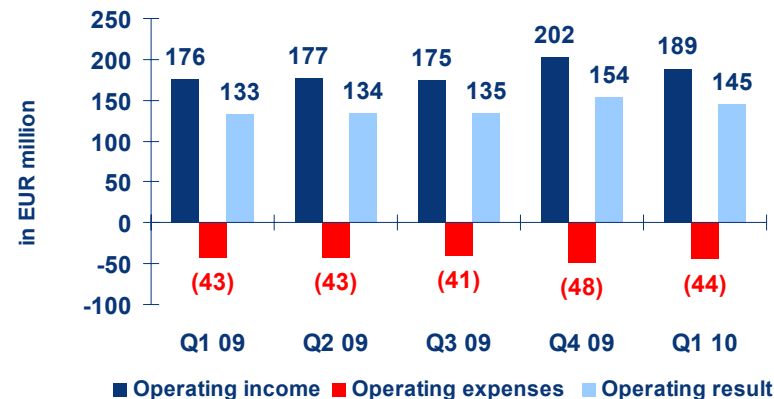
- Mainly due to realised gains in the AfS portfolio and non-recurrence of negative valuation effects in Q1 09

### – ROE rises to 9.1% (Q1 09: 7.2%)

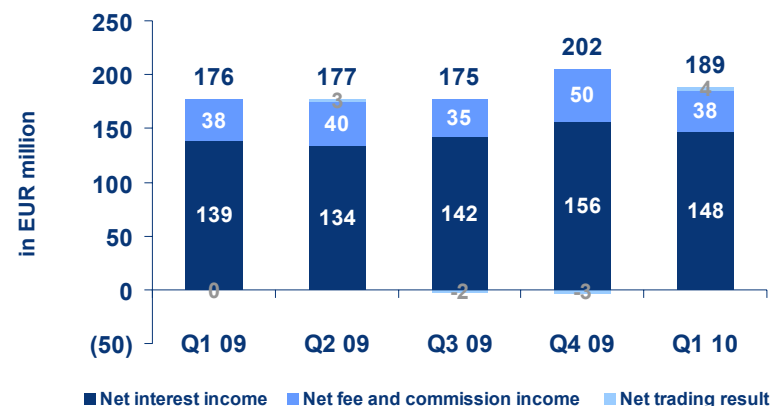
- Despite slightly higher equity allocation as of Q1 10

### – CIR improved to 23.0% (Q1 09: 24.2%)

Segment operating performance



Operating income per quarter

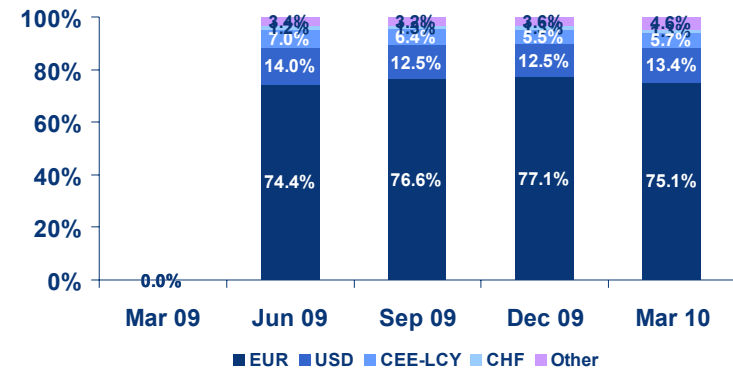


# Segment GCIB – Loan book analysis\*

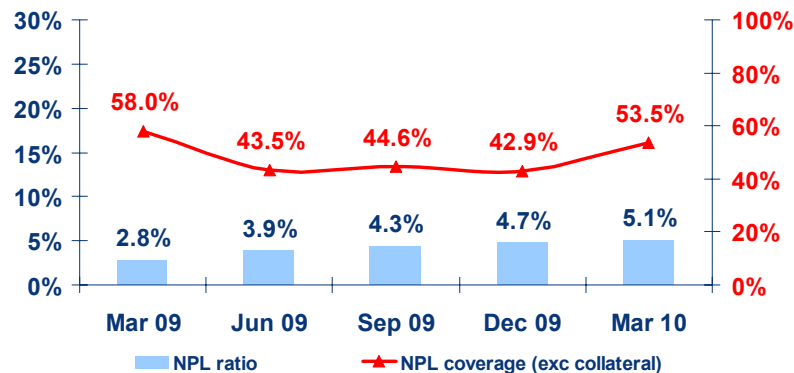
Segment GCIB -  
Customer loans by Basel II customer segment



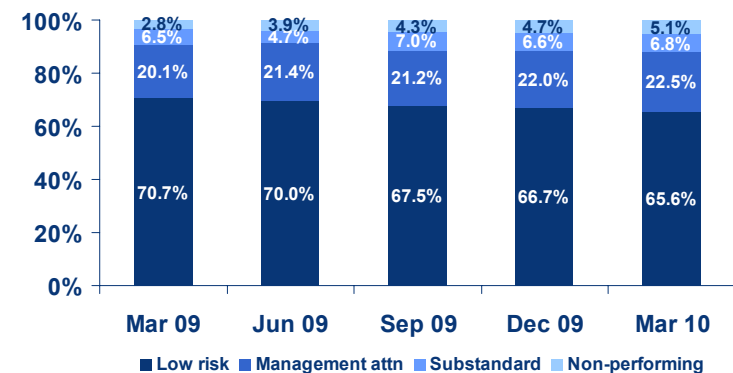
Segment GCIB - Customer loans by currency



Segment GCIB -  
NPL ratio vs NPL coverage



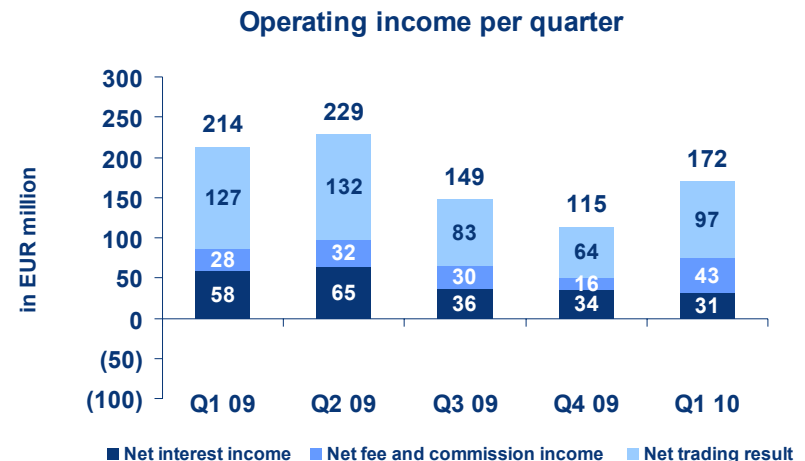
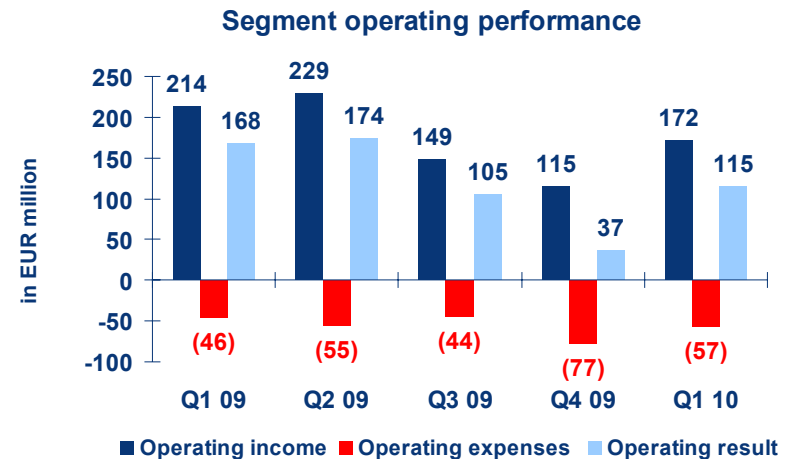
Migration analysis - Segment GCIB



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

# Segment Group Markets – Solid result despite decline in net profit

- **Operating result declined by 31.4% yoy, but nearly tripled qoq**
  - Based on declining operating income and rising costs
  - Distorted comparison due to exceptional market environment in base period of Q1 09
- **NII declined by 46.2% yoy (-8.7% qoq)**
  - Due to declining contributions from money market desks as a result of flattening yield curve and tighter spreads
- **Fee income improved by 54.3% yoy, nearly tripled qoq**
  - Strong fee generation driven by securities sales and asset management units
  - Fees in Q4 09 were below average due to reduced income from client business (equity sales, sales commission from asset management and alternative investments)
- **Net trading result declined by 23.6% yoy, but advanced by 51.0% qoq**
  - Comparison with historic highs achieved in Q1 and Q2 09
  - Mainly as a result of weaker money market business
- **Operating expenses rose by 23.5% yoy; -26.9% qoq**
  - Mainly related to higher costs in asset management
  - Qoq decline partly due to one-off project costs of EUR 15m in Q4 09
- **Net profit down by 28.5% yoy, tripled qoq**
- **Strong ROE of 108.8%, CIR at 33.0%**



# Segment Corporate Center – Performance continues to improve

## – What is in the Corporate Center?

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

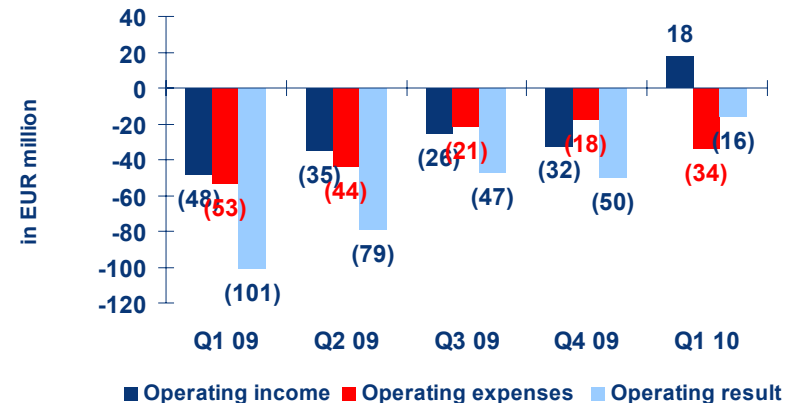
## – Line-item analysis

- NII substantially improved by EUR 78.9m yoy to EUR 15.4m due to positive effects from:
  - Structural contribution of asset/liability management
  - Interest on higher capital i.e. participation capital as well as capital increase in Nov 2009
  - Decrease in general administrative expense (-36.9%) was supported by cost reduction efforts and intra-group eliminations
- Net commission income includes guarantee fees in respect of EUR 4bn issued under state guarantee as well as lower intra-group eliminations
- Due to intragroup eliminations general administrative expenses and fee income lines should be read in conjunction

## – Other result almost unchanged yoy

- Linear amortisation of client stock of EUR 17.5m
- Other negative impacts included write-down of IT projects of EUR 10 million

Segment operating performance



# Retail & SME: Austria/EB Oesterreich –

## Improvements on all fronts – net profit almost doubles

### – Operating result improved by 28.6% yoy (+12.2% qoq)

- NII was up by 0.2% yoy to EUR 158.9m (+4.2% qoq) on deposit volume growth and better corporate lending margins, which were almost entirely offset by a decline in retail deposit margins
- Fee income increased by 21.4% (+2.3% qoq) due to revival in securities business and higher SME lending fees
- Net trading result rose by 51.7% yoy to EUR 2.9m but remained an insignificant revenue contributor

### – Operating expenses declined by 3.0% yoy and 1.1% qoq on lower staff and other administrative costs

### – Risk costs increased by a very manageable 23.1% yoy and 3.1% qoq to 66bps in Q1 10 (Q1 09: 58bps)

- No major defaults, but mainly related to SME business

### – Other result improved strongly to EUR 4.1m from EUR -5.4m in FY 08

- Mainly due to improved securities valuations in the fair value portfolio of majority-owned savings bank subsidiaries

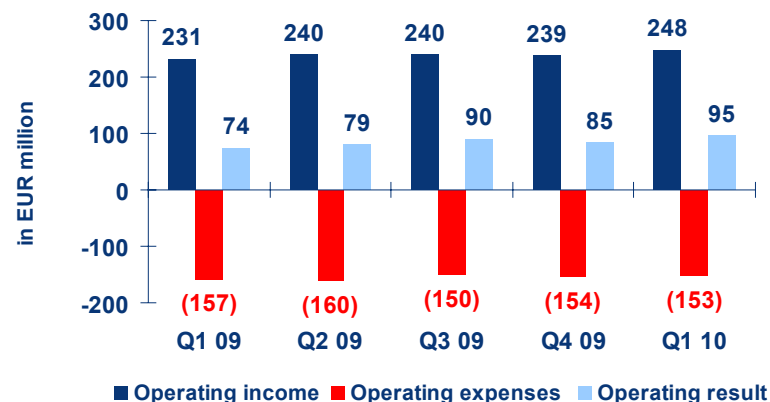
### – Net profit improved by 68.9% yoy (+76.2% qoq)

- Mainly due to rise in operating income (fees)

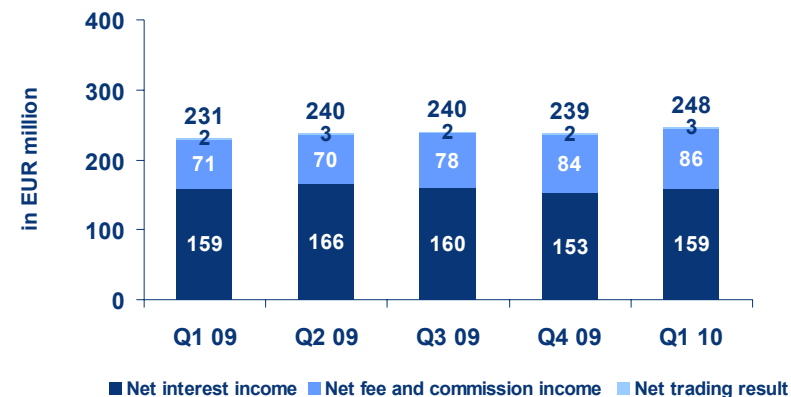
### – CIR improved to 61.6% from 68.0% in Q1 09

### – ROE jumped to 13.0% from 8.6% in Q1 09

Segment operating performance

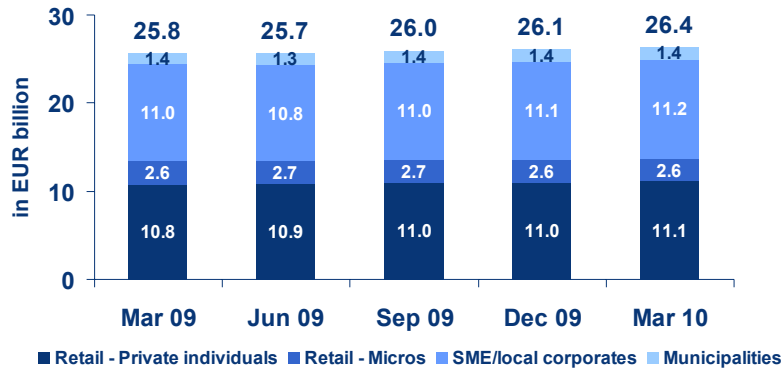


Operating income per quarter

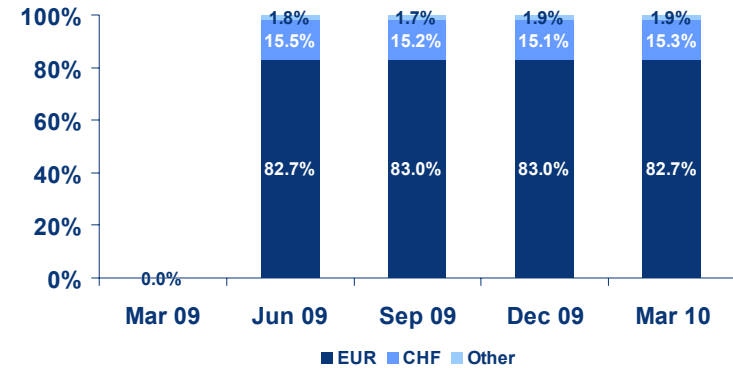


# Retail & SME: Austria/EB Oesterreich – Loan book analysis \*

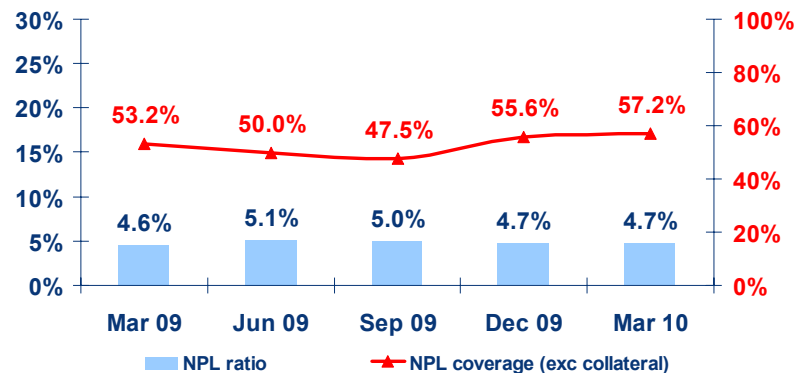
Segment EB Oesterreich -  
Customer loans by Basel II customer segment



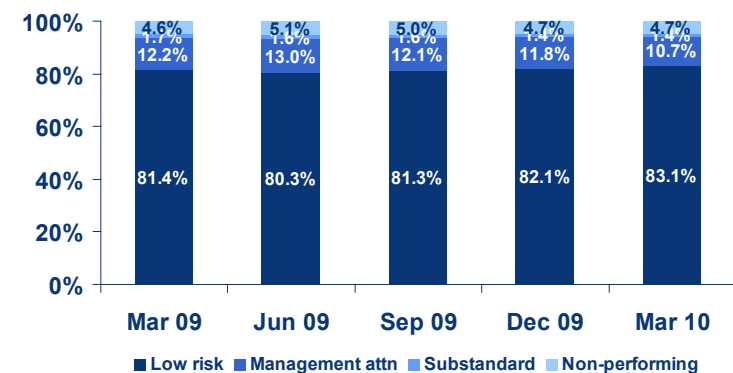
Segment EB Oesterreich -  
Customer loans by currency



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 – Limited impact on group net profit

## – Operating result down by 16.1% yoy and 28.3% qoq

- NII was down by 6.6% yoy (3.9% qoq) due to decline in market interest rates
- Fee income increased by 4.9% yoy (-8.9% qoq) on higher fees from securities business and payment transfers
- Net trading result halved yoy due to non-recurring income from interest rate derivatives in Q1 09, but improved by 45.1% vs Q4 09
- Costs were flat yoy, but up 11.8% qoq

## – Risk costs declined by 2.5% yoy (-27.9% qoq)

- 71bps in Q1 10 (Q1 09: 73 bps); resulting in improvement in NPL coverage

## – Other result improved significantly yoy (+94.6%) to EUR -1.0m (+97.9% qoq)

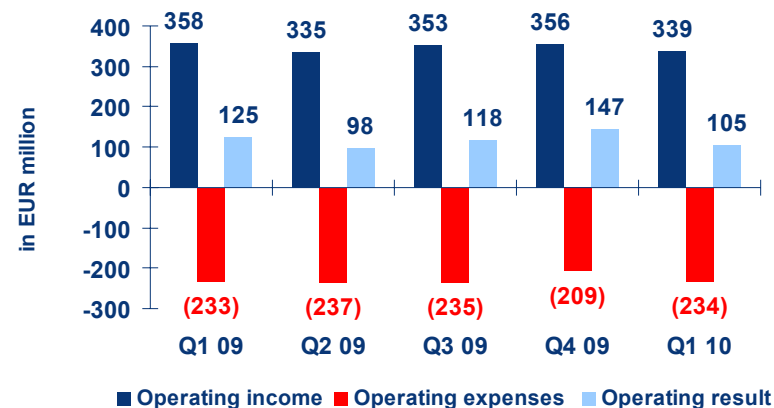
- Mainly due to higher securities valuations

## – Stable pre-tax profit: -2.4% yoy

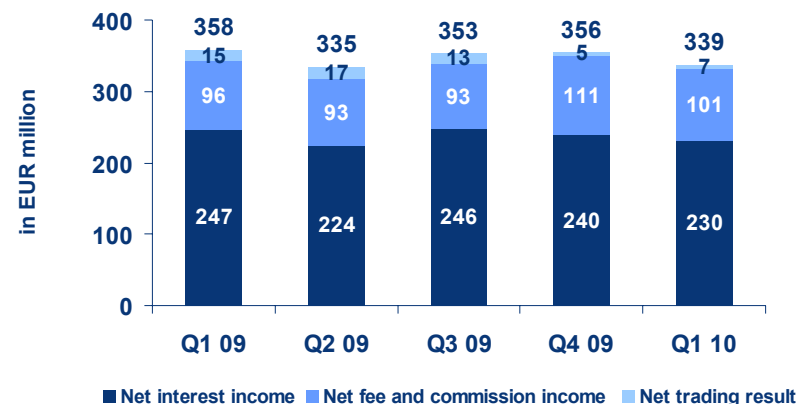
- Supported by other result, as no further revaluation losses on AfS portfolio in Q1 10

## – CIR deteriorated yoy and qoq to 69.0%

Segment operating performance

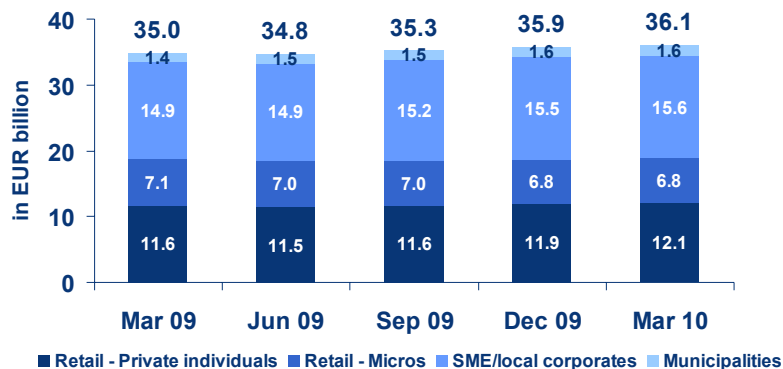


Operating income per quarter

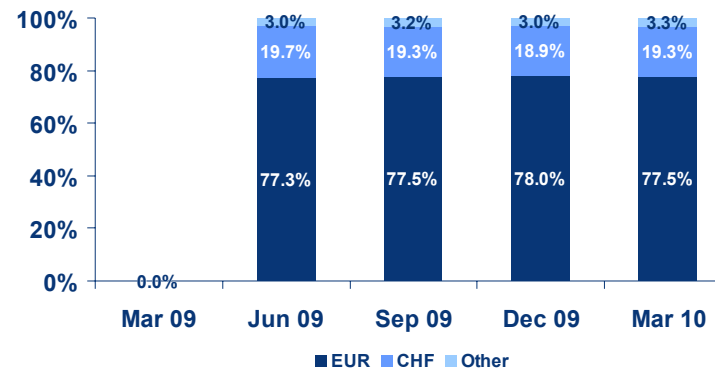


# Retail & SME: Austria/Savings banks – Loan book analysis \*

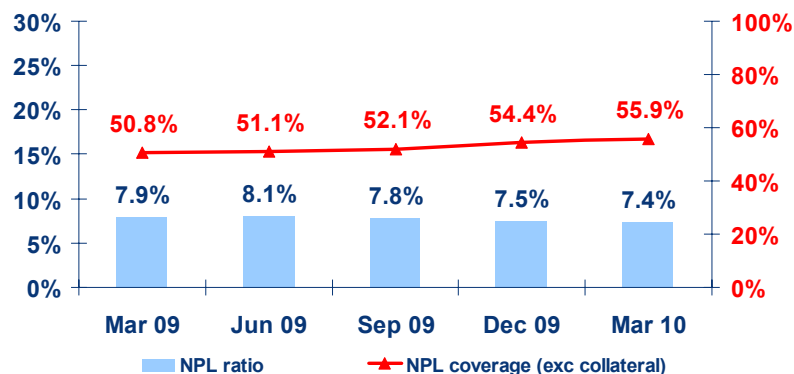
Segment Savings Banks -  
Customer loans by Basel II customer segment



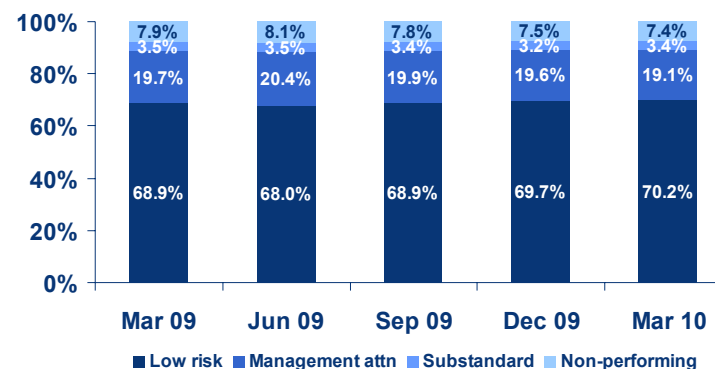
Segment Savings banks -  
Customer loans by currency



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.

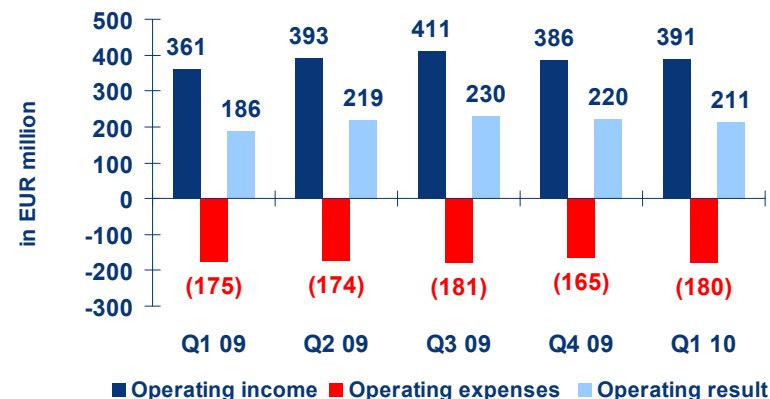


# Retail & SME: Czech Republic –

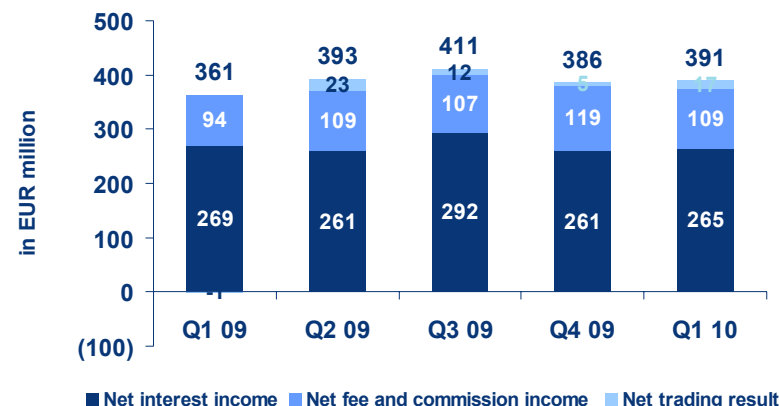
## Strong operating result absorbs higher risk costs

- **Operating result improved by 13.4% (+7.1% FX-adjusted)<sup>1</sup> yoy to EUR 211.0m**
  - NII declined by 1.6% yoy (-7.1%), up by 1.3% qoq; pressure on liability margins through lower market interest rates (2.75% decrease yoy) was partly offset by higher-margin new business
  - Fee income improved by 15.9% yoy (+9.5%) due to higher fees from securities business and payment transfers; qoq decline of 8.6%
  - Net trading result increased by EUR 18.3m to EUR 16.9m supported by FX business (strengthening currency in Q1 10) and higher demand from SME customers
  - Costs rose by 2.4% (-3.3%) due to currency appreciation; continued strict cost management (costs up by 8.6% qoq)
- **NIM down from 4.2% in Q1 09 to 4.0% in Q1 10, due to lower market interest rates**
- **Risk costs more than doubled yoy (+14.4% qoq)**
  - Higher defaults in local SME and corporate portfolio
  - Impact of economic slowdown on retail portfolio
  - Increase in consumer loans (with higher margins)
- **Other result improved significantly to EUR -3.7m**
  - Following very negative Q1 09 results, which were impacted by negative securities valuations in the FV- and AfS portfolios
  - Realised gains in HtM portfolio on Q1 10
- **Net profit virtually unchanged at EUR 88.1m, down by 2.8% yoy (-8.2%)**
- **CIR improved to 46.0% from 48.5%**
- **ROE remained high at 34.8%, but down from 41.0%**

Segment operating performance



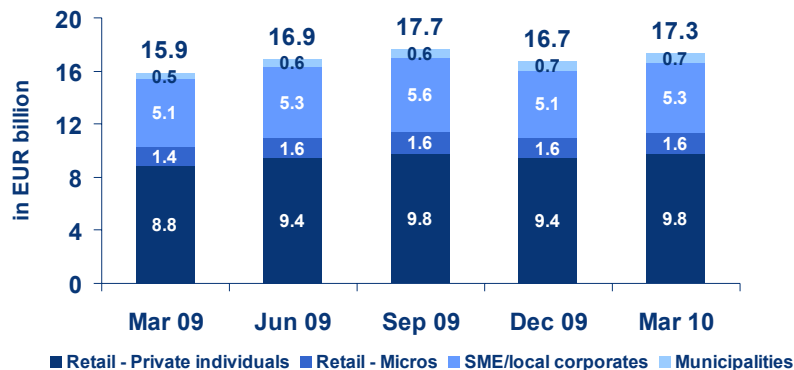
Operating income per quarter



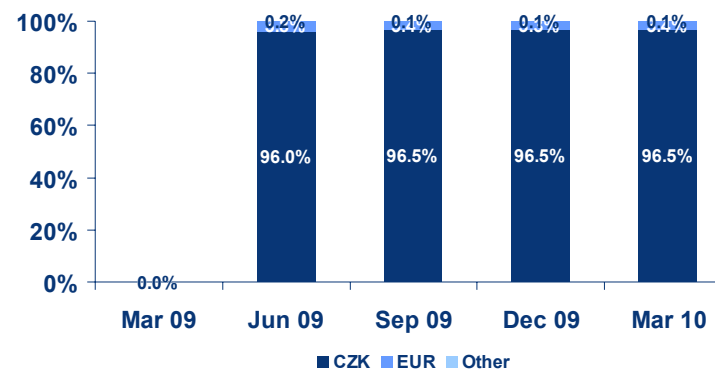
1) Figures in brackets refer to rate of change excluding impact of 5.6% currency appreciation

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

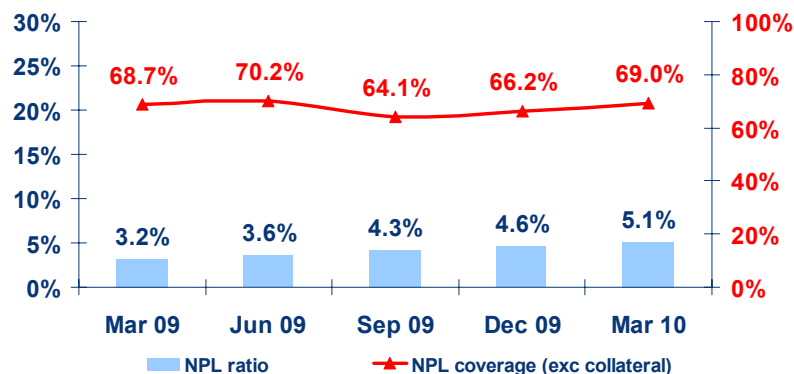
Segment Czech Republic -  
Customer loans by Basel II customer segment



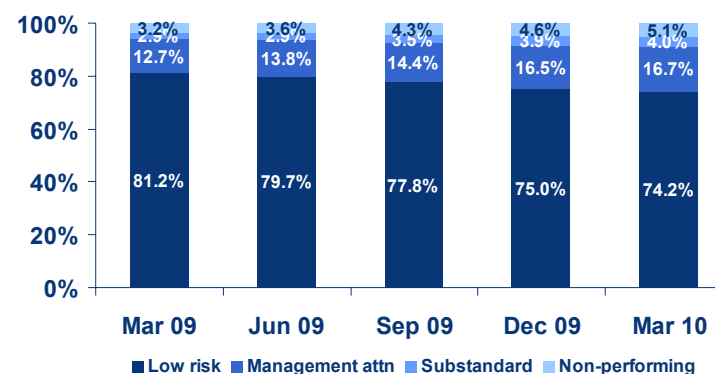
Segment Czech Republic -  
Customer loans by currency



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 –

## Higher risk costs (yoy) lead to decline in net profit

– **Operating result improved by 9.5% yoy (up 7.4% FX-adjusted)<sup>1</sup>, down 13.5% qoq**

- NII up 9.4% (7.3%) supported by improved NII in the corporate and municipality businesses on the back of higher loan and deposit volumes. Qoq decline due to application of effective interest rate method in Q4 09
- Fees declined by 7.8% (-9.5%) on substantially lower new lending volumes in Q1 10; strong decline of 31.1% vs Q4 09 due to seasonality and exceptionally high corporate lending fees
- Trading income was down by EUR 8.0m to EUR -7.8m in Q1 10 as a result of currency appreciation and corresponding lower income from FX transactions
- Costs declined by 5.4% (-7.2%) driven by lower personnel costs due to lower headcount and despite branch network expansion

– **NIM improved to 7.2% from 6.9% in Q1 09**

– **Risk provisions up by 73.4% (+70.1%) yoy, but down by a significant 38.8% qoq**

- Yoy increase driven by across-the-board portfolio deterioration as a result of economic downturn
- Qoq improvement mainly related to retail and lower portfolio provisions for SME/local corporate segment

– **Other result deteriorated to EUR -6.7m yoy, but slightly improved qoq**

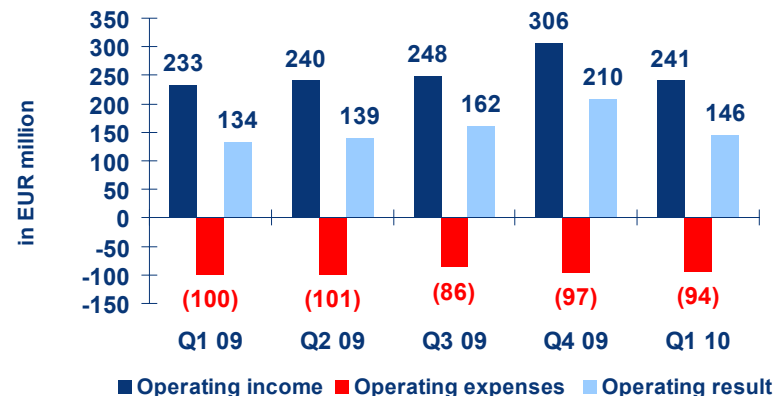
- Mainly due to writedown in leasing portfolio in Q1 10, and provision release in Q1 09

– **Net profit declined by 87.0% (-87.2%) to EUR 5.4m, mainly due to increased risk costs yoy**

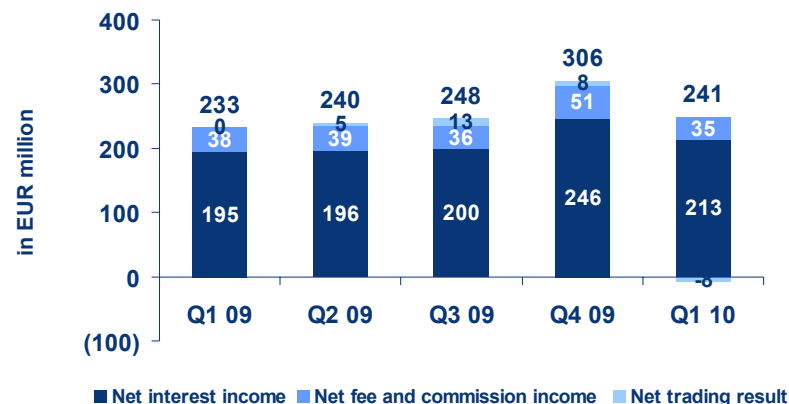
– **ROE at 4.1% vs 29.7% in Q1 09**

– **CIR strongly improved to 39.2% (Q1 09: 42.7%)**

Segment operating performance



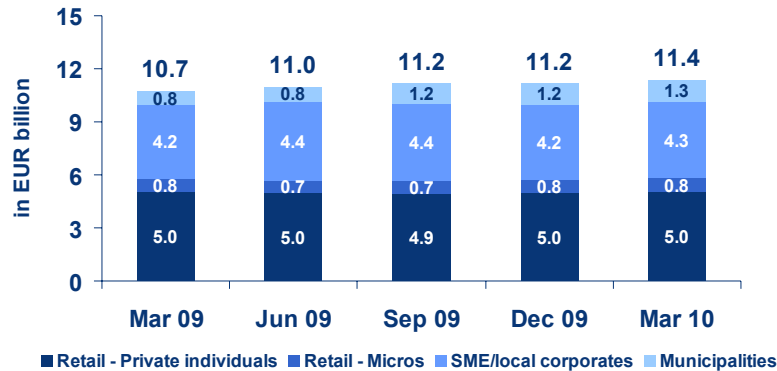
Operating income per quarter



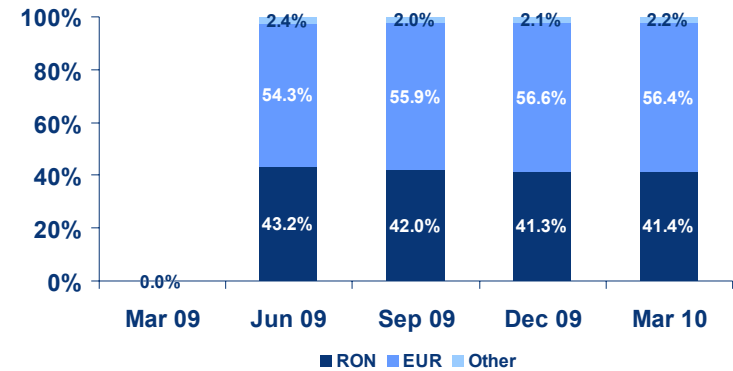
1) Figures in brackets refer to rate of change excluding impact of 1.9% currency appreciation

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

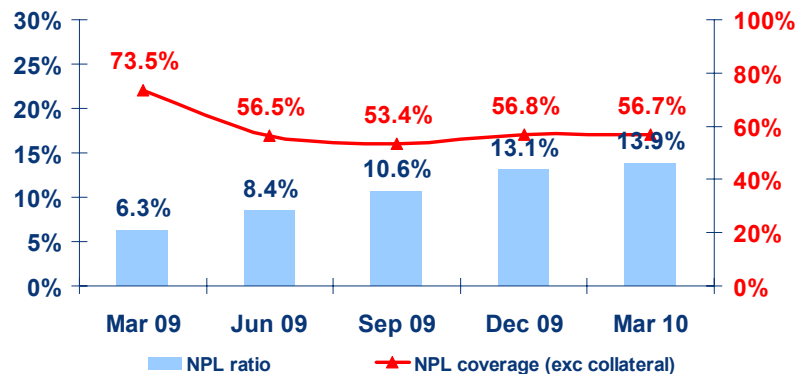
Segment Romania - Customer loans by Basel II customer segment



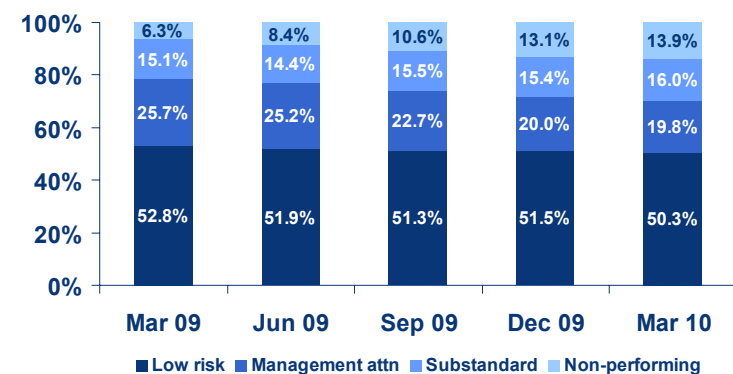
Segment Romania - Customer loans by currency



Segment Romania - NPL ratio vs NPL coverage



Segment Romania - Migration analysis

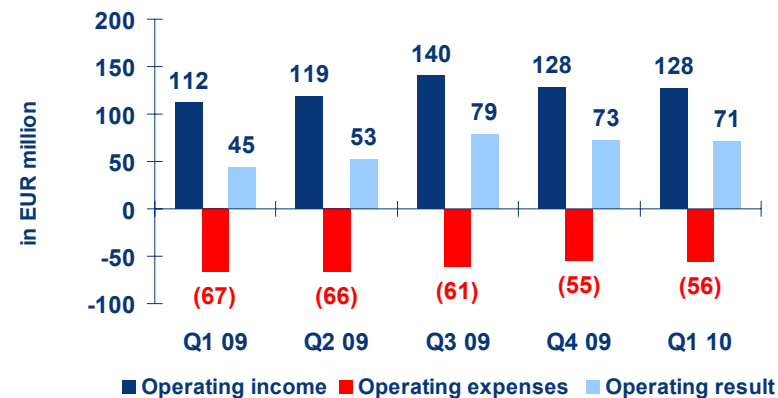


\*) Customer loan split by currency only available as of June 2009.

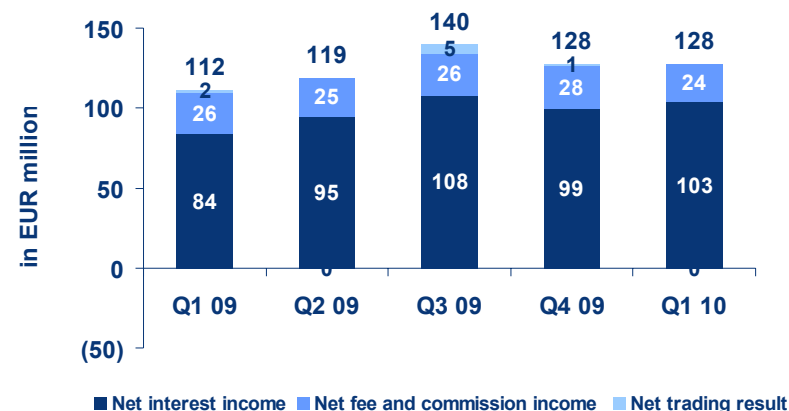
# Retail & SME: Slovakia – Return to pre-crisis net profitability

- **Operating result increased by 60.0% yoy (-2.6% qoq)**
  - NII improved substantially by 23.7% yoy on the back of strong growth in retail loans and selective deposit growth; NII up 4.4% qoq based on retail loan growth (housing loans)
  - Fees declined by 6.8% yoy and by 12.0% qoq due to lower fees from securities business
  - Net trading result line item remained insignificant
  - Operating costs declined by 15.8% yoy (up 2.8% qoq) on lower headcount and favourable comparison with Q1 09, which was impacted by IT-related costs
- **NIM expanded significantly to 4.2% from 3.6% in Q1 09 on better business mix**
- **Risk costs up 36.8% yoy but down 27.0% qoq, continuing downward trend seen in Q4 09**
  - Yoy increase driven by worsening economic environment and creation of portfolio provisions for SME business
  - Qoq improvement partly driven by higher specific provisions in Q4 09
- **Other result declined by 12.6% yoy, but improved substantially qoq (+76.2%)**
  - Q4 09 impacted by negative securities valuations and one-offs
- **Net profit doubled to EUR 26.8m yoy, up significantly qoq from EUR -0.3m**
- **ROE doubled to 24.0% in Q1 10**
- **CIR improved to 44.2% from 60.1% in Q1 09**

Segment operating performance

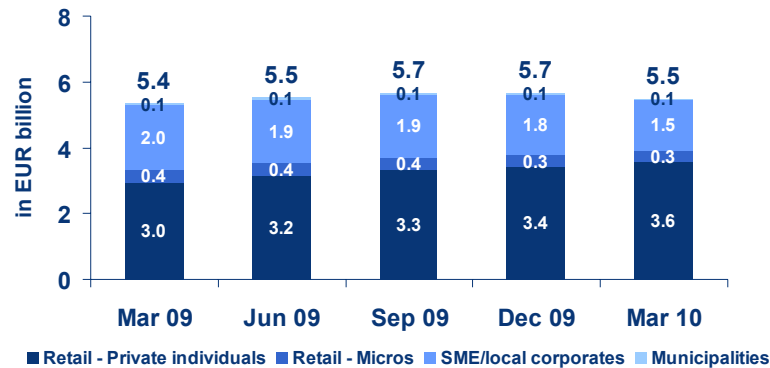


Operating income per quarter

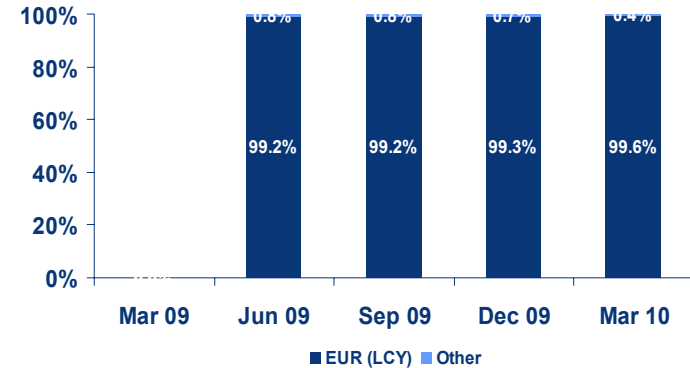


# Retail & SME: Slovakia – Segment Slovakia: loan book analysis \*

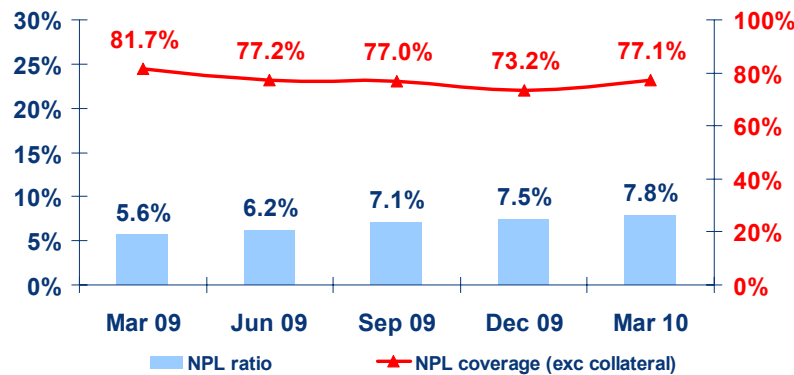
Segment Slovakia - Customer loans by Basel II customer segment



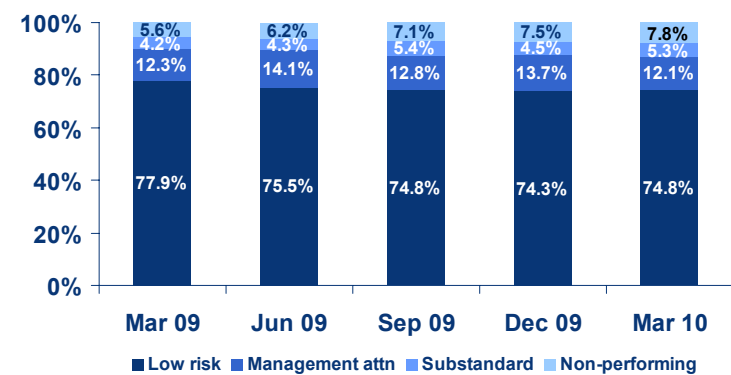
Segment Slovakia - Customer loans by currency



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 –

## Rise in operating income fully absorbs higher risk costs

### – Operating result nearly doubled: +95.0% (+78.9% FX-adjusted)<sup>1</sup> yoy; up 2.4% qoq

- Strongly supported by NII, which rose 22.0% yoy (+11.9%), due to ability to re-price retail assets and lower funding spreads; 1.8% qoq decline mainly due to lower margins
- Fee income rose by 25.3% yoy (+15.0%), mainly driven by fees from lending and securities business; fees were down 8.7% qoq due to seasonality
- Trading result improved by EUR 11.8m to EUR 7.2m (flat qoq) on the back of unfavourable interest rate and FX development in Q1 09
- Operating expenses declined by 2.2% (-10.3%) due to lower costs across all business lines; down 9.7% qoq

### – NIM improved to 4.2% from 3.6% in Q1 09

- Due to continued asset re-pricing and lower funding spreads
- Down qoq due to lower yields on government securities and lower deposit margins

### – Other result deteriorated yoy to EUR -2.9m, but improved qoq

- Mainly due to impairment of financial investments in Q1 10
- Q4 09 was impacted by negative one-off items

### – Risk costs increased sharply: +139.1% yoy, +26.8% qoq on weaker retail & SME asset quality

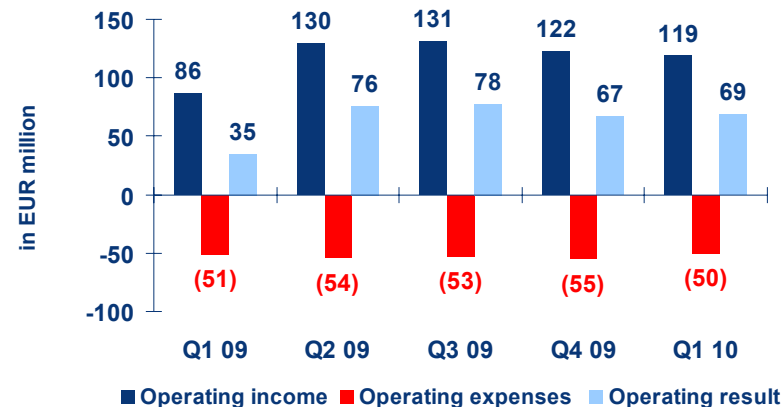
- Mainly due to higher provision for leasing and real estate, resulting in a substantial improvement in NPL coverage

### – Net profit stayed flat yoy, but declined slightly qoq

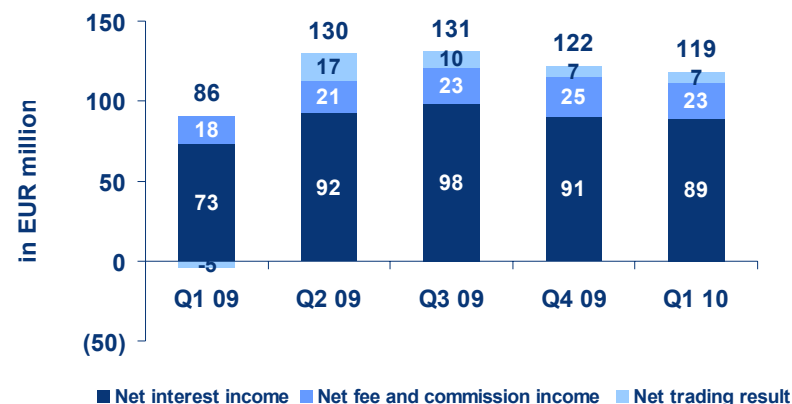
### – ROE at 7.0%, down from 8.4% in Q1 09

### – CIR continued to improve to 42.1% from 59.2%

Segment operating performance



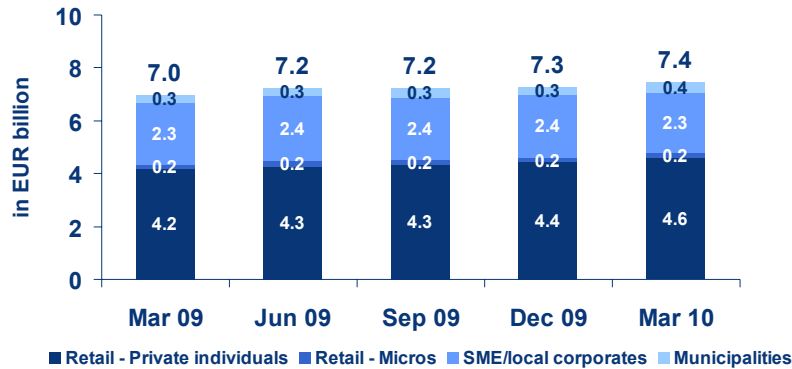
Operating income per quarter



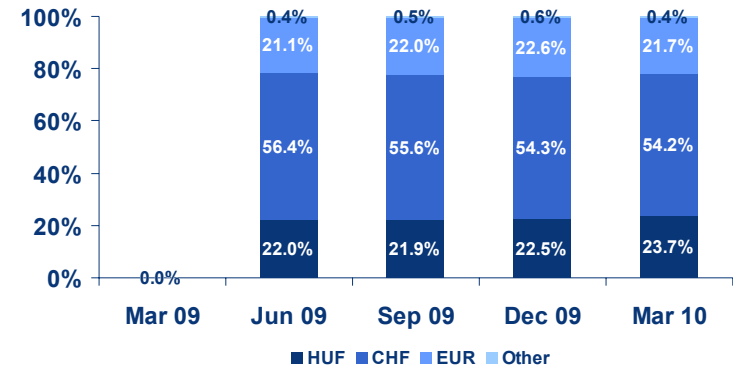
1) Figures in brackets refer to rate of change excluding impact of 8.3% currency appreciation

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

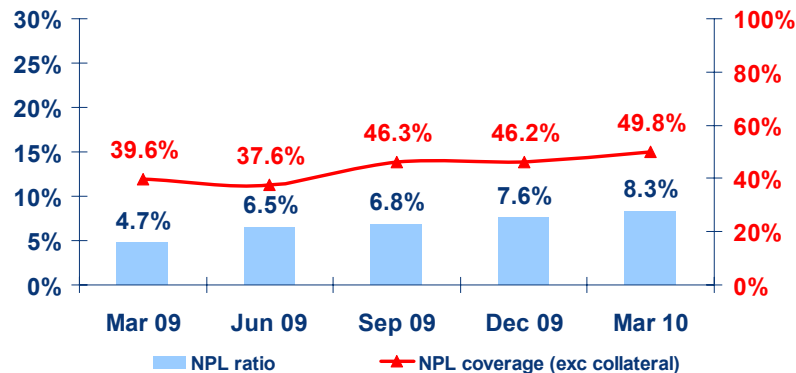
Segment Hungary - Customer loans by Basel II customer segment



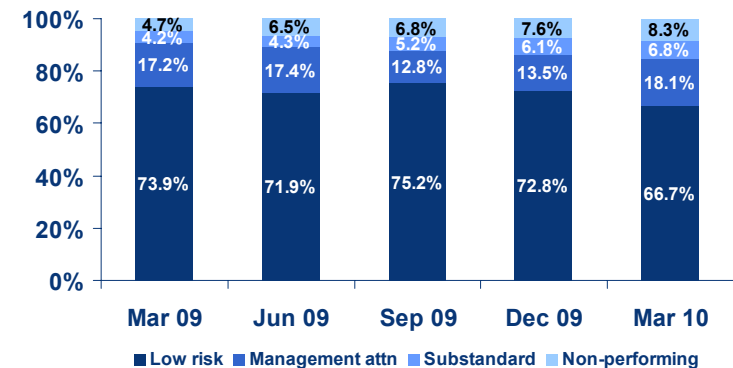
Segment Hungary - Customer loans by currency



Segment Hungary - NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Hungary



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

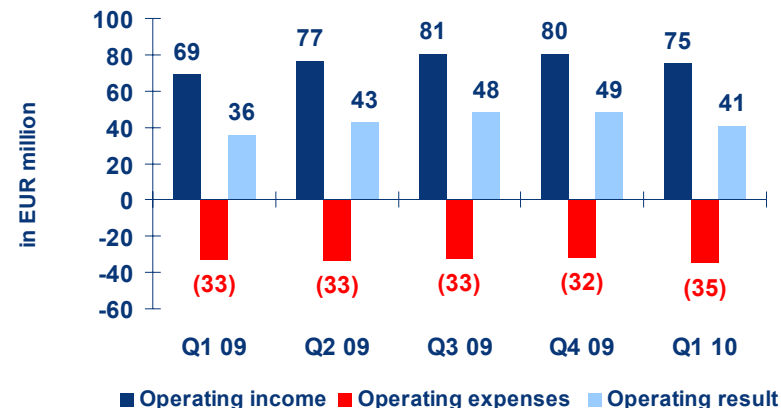


# Retail & SME: Croatia –

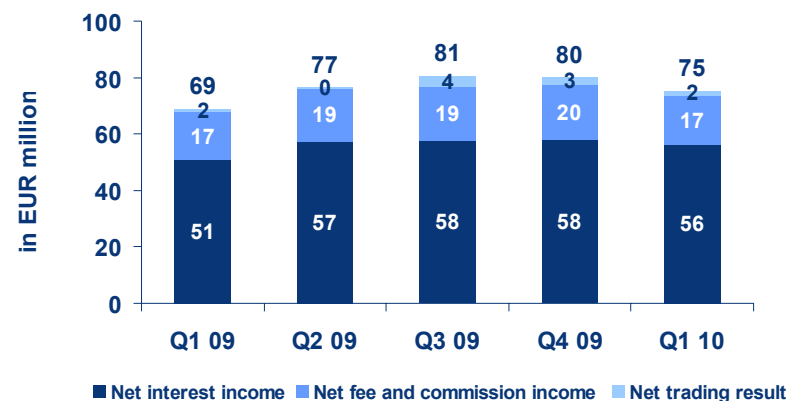
## Solid operating result partly offsets higher risk costs

- **Operating result improved by 12.9% (+11.0% FX-adjusted)<sup>1</sup> to EUR 40.8m yoy, down 16.1% qoq**
  - NII continued to improve by 10.6% (+8.8%) due to higher margins in the corporate business and lower funding/regulatory costs; recently acquired Montenegrin Opportunity banka had an effect on this line item
  - Fees increased by 3.6% (+1.9%), down 10.9% qoq
  - Net trading result remained insignificant at Erste Bank Croatia
- **NIM was stable at 3.4% despite a significant drop in money market rates from 11.5% to 1.3% in Q1 10**
- **Operating costs rose by 5.2% yoy (+3.5%), up 9.3% qoq mainly due to higher VAT expenses**
  - First time consolidation of Montenegrin Opportunity banka had an effect on this line item
- **Risk costs nearly tripled yoy, but were down by 13.3% qoq, mainly due to higher allocations to the SME/local corporate segment in Q1 10 (vs Q1 09)**
- **Other result deteriorated both yoy and qoq**
  - Base periods of Q1 09 and Q4 09 boosted by effects from Opportunity banka acquisition
- **Net profit down by 57.8% (-58.5% ) yoy and 50.9% qoq**
- **ROE halved to 14.0% (Q1 09: 28.8%)**
- **CIR improved to 45.9% from 47.7% in Q1 09**

Segment operating performance



Operating income per quarter

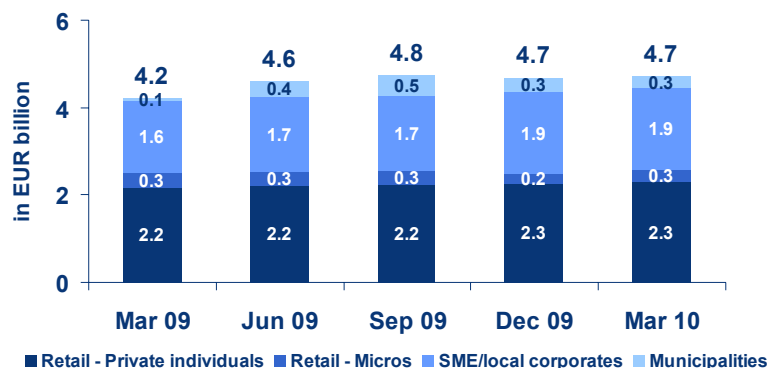


Consolidation of Erste Bank Podgorica since March 09 had a very minor distorting impact on this segment

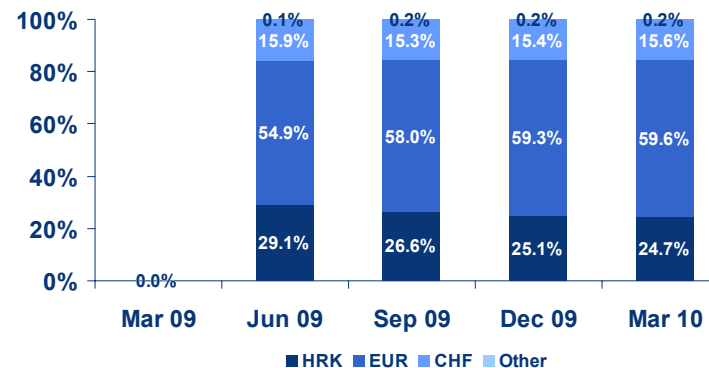
1) Figures in brackets refer to rate of change excluding impact of 1.6% currency appreciation

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

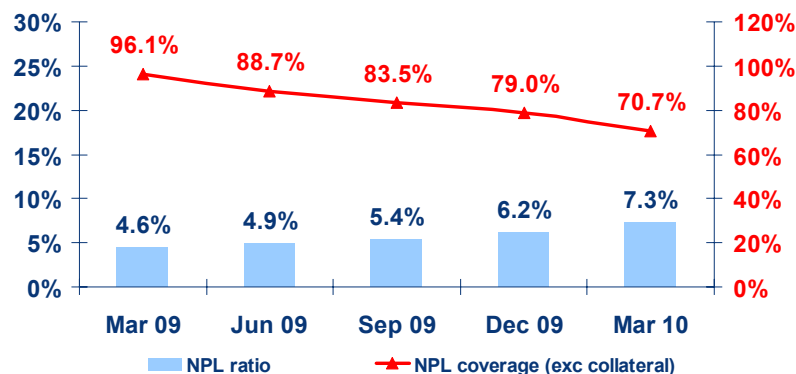
Segment Croatia - Customer loans by Basel II customer segment



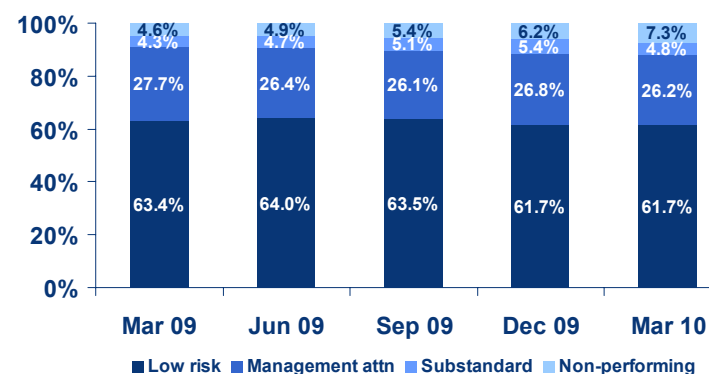
Segment Croatia - Customer loans by currency



Segment Croatia - NPL ratio vs NPL coverage



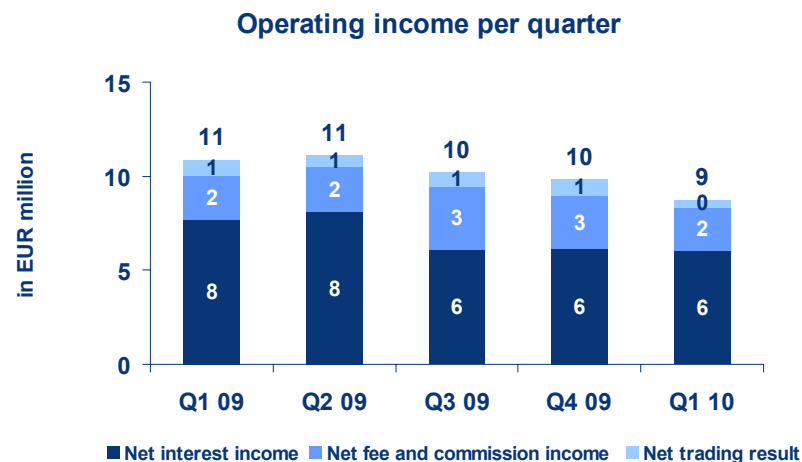
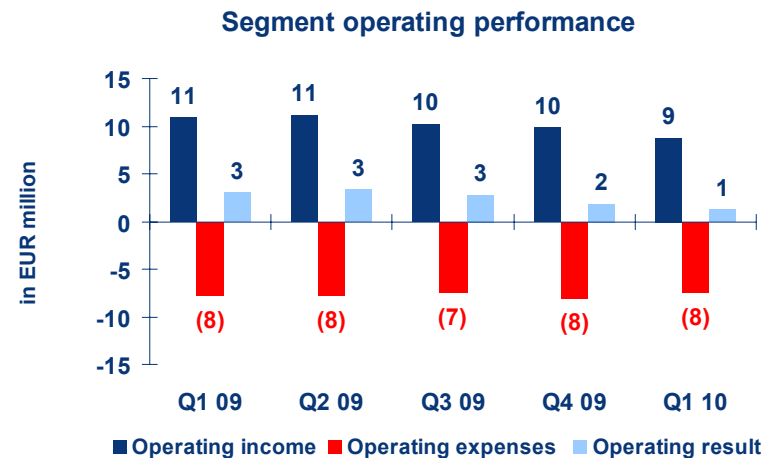
Migration analysis - Retail & SME/Croatia



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

## Low interest rates and higher risk costs lead to net loss

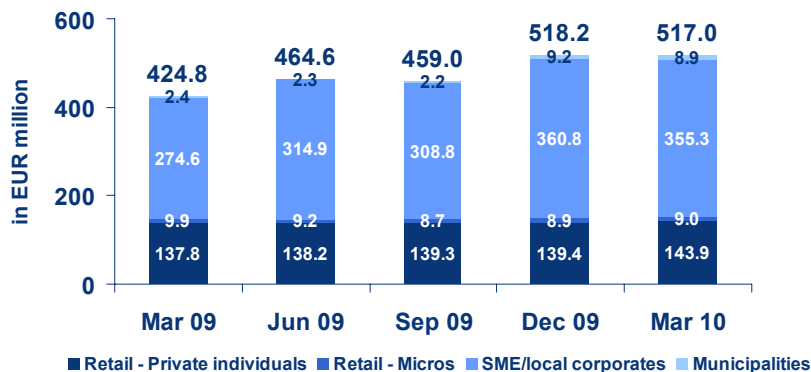
- **Operating result decreased by 57.7% yoy (-55.4% FX-adjusted)<sup>1</sup> to EUR 1.3m in Q1 10, down 29.4% qoq**
  - NII declined by 21.2% (-16.9%) due to significant drop in local market interest rates, effecting reinvestment of high local currency liquidity into government T-bills. Loan/deposit ratio declined to 95.8% on continued strong deposit growth
  - Fee income remained flat yoy: higher corporate lending fees were offset by lower fees from cross-border business; fees down 18.6% qoq
- **NIM declined markedly to 6.5% from 7.4% in Q1 09 due to lower market interest rates**
- **Costs decreased by 4.1% yoy (+1.1%), down 6.3% qoq**
  - Lower headcount was major driver yoy
  - Higher costs in Q4 09 due to increased provisions for severance payments and unused holidays
- **Risk costs increased by 54.6% (+63.0%) yoy due to economic downturn, up 145.6% qoq**
  - Q4 09 provision benefited from recovery of previously written-off loans
- **Net profit contribution was EUR -0.3m in Q1 10 compared to EUR 0.9m in Q1 09**
- **ROE negative; CIR stood at 85.3% (Q1 09: 71.9%)**



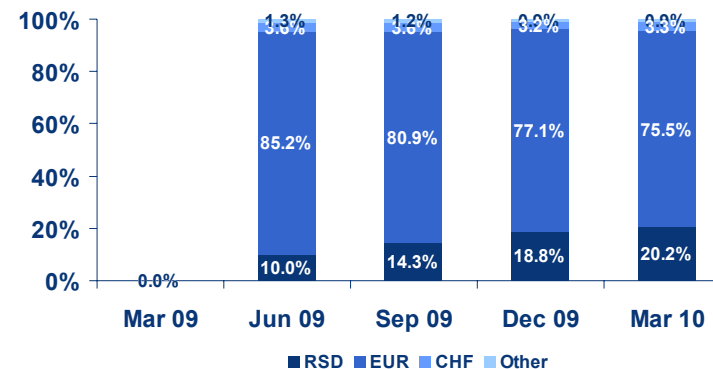
1) Figures in brackets refer to rate of change excluding impact of 5.4% currency depreciation

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

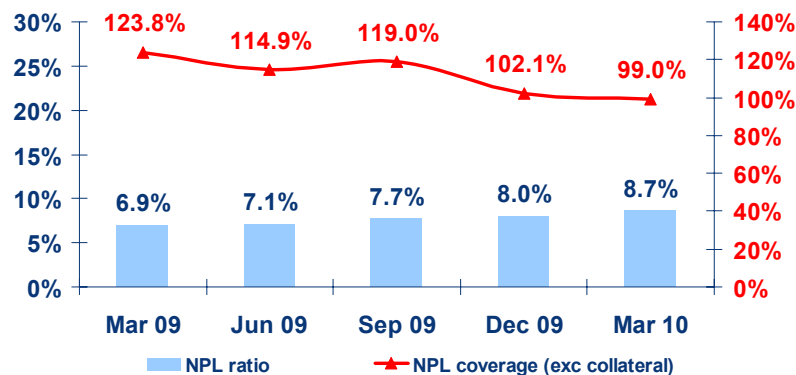
Segment Serbia -  
Customer loans by Basel II customer segment



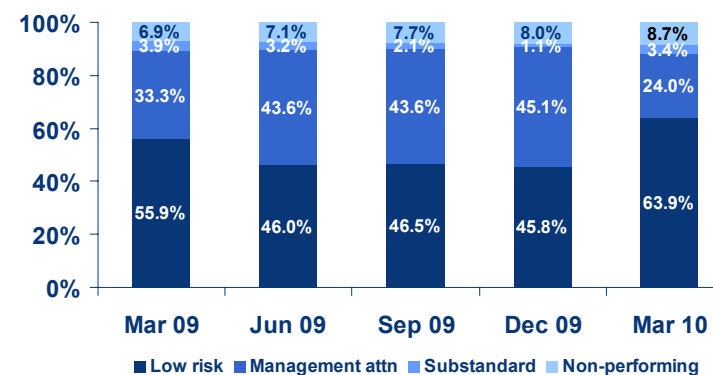
Segment Serbia - Customer loans by currency



Segment Serbia/retail -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Serbia



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

## Decline in risk costs leads to reduction in net loss

### – Operating result turned negative in Q1 10; down yoy and qoq due to absence of meaningful lending activities since Q4 08

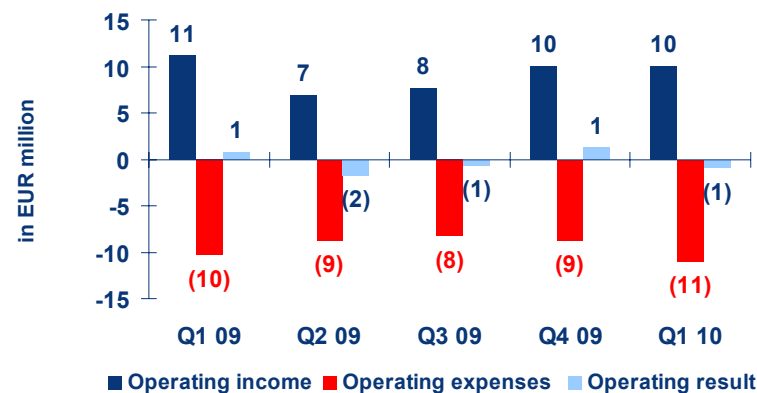
- NII has declined slightly yoy due to lower NII from customer business, which was only partly offset by higher income on securities of the AfS portfolio; qoq improvement in NII due to higher income from AfS securities in Q1 10
- Fee income improved yoy, but remained negligible; qoq deterioration due to higher payment transfer fees in Q4 09
- Net trading result down yoy due to lower income from FX trading as a result of regulatory changes; Q4 09 benefited from strong FX trading income
- Revenues declined by 9.6% yoy (-5.9% FX adjusted)<sup>1</sup>, flat qoq
- Operating expenses rose by 6.2% yoy (+10.5%), mainly driven personnel and other administrative expenses

### – Risk costs declined by 63.1% (61.6%) yoy and 81.8% qoq on expectation of portfolio stabilisation

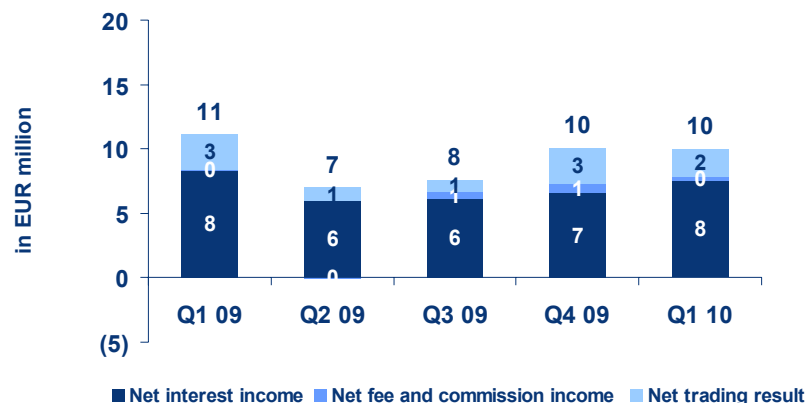
### – Other result remained flat yoy, but improved markedly qoq due to write-down of premises in Q4 09

### – Net loss narrowed significantly to EUR -6.6m, after EUR -13.6m in Q1 09 and EUR -35.9m in Q4 09

Segment operating performance



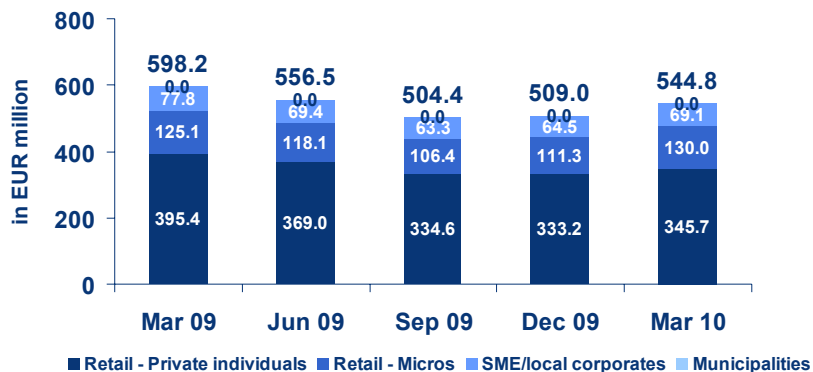
Operating income per quarter



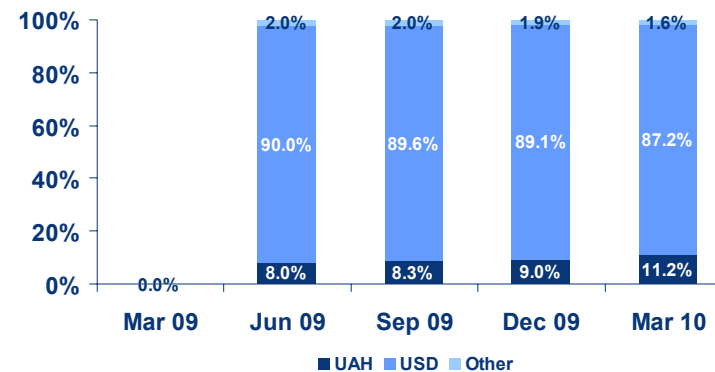
1) Figures in brackets refer to rate of change excluding impact of 4.1% currency depreciation

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

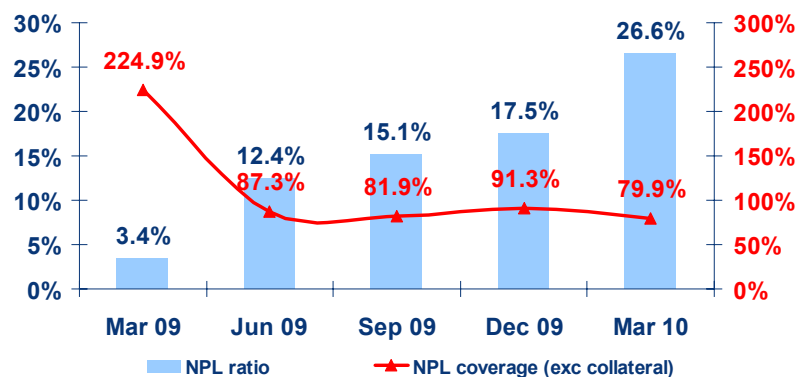
Segment Ukraine -  
Customer loans by Basel II customer segment



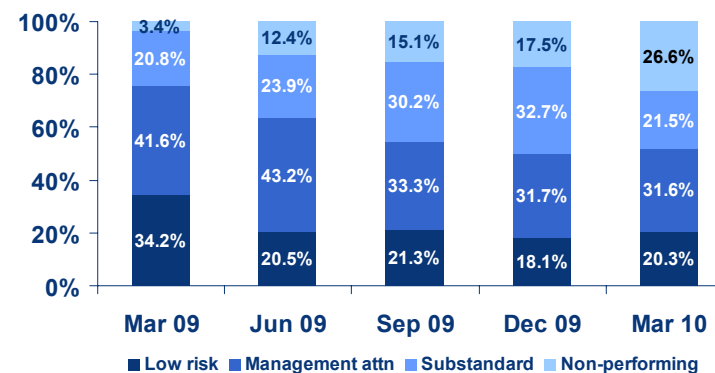
Segment Ukraine - Customer loans by currency



Segment Ukraine/retail -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Ukraine



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

- 
- Business snapshot and macro trends
  - Q1 2010 financial highlights
  - Q1 2010 key topics
  - Q1 2010 financials and segment reporting
  - **Appendix**
    - ABS & CDO portfolio (details)
    - Asset quality (details)
    - CEE local statements
    - Quarterly results
    - Key ratios and shareholder structure

# Key topics: ABS/CDO portfolio

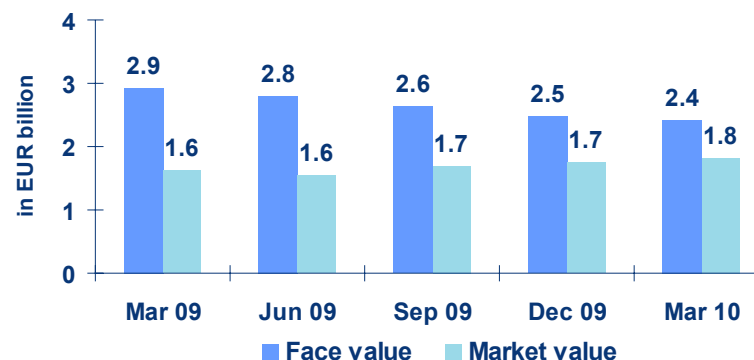
## Continued decrease in exposure as prices improve

- **Face value declined by EUR 42 million in Q1 2010**
  - Redemptions and amortisations of EUR 78 million
  - Divestments of EUR 24 million
  - No impairments
  - Currency effects led to increase of EUR 60 million
  
- **Market value increased by EUR 67 million in Q1 2010**
  - Average market price improved to 74.9% in Q1 2010 (year-end 2009: 70.9%)
  - Major improvement in CMBS sector with prices rising by 7.6%-points on average
  
- **P&L impact in Q1 2010: + EUR 11.5 million**
  - Related exclusively to the fair value portfolio
  - No impairments; no realised gains or losses (AfS)
  
- **Equity impact in Q1 2010: + EUR 30.9 million vs year-end 2009 (Q1 2009: - EUR 88.0 million)**
  
- **Credit quality remains favourable**
  - 84.5% of portfolio (at face value) is investment-grade
  - Downgrades due to 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 (March 2010)*				
in EUR m	Face Value	Market Value	Change	+/- %
FV (m-t-m)	334	242	(92)	(27.6%)
AfS (m-t-m)	1,328	1,010	(318)	(23.9%)
HtM (at cost)	761	562	(199)	(26.1%)
<b>Total</b>	<b>2,423</b>	<b>1,814</b>	<b>(609)</b>	<b>(25.1%)</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 March 2010)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
AAA	296	271	(8.3%)	14.9%
AA	727	621	(14.6%)	34.3%
A	609	464	(23.8%)	25.6%
BBB	414	264	(36.2%)	14.6%
BB	283	166	(41.2%)	9.2%
B	50	19	(61.4%)	1.1%
CCC and lower	44	8	(82.4%)	0.4%
Unrated	0	0	-	0.0%
<b>Total</b>	<b>2,423</b>	<b>1,814</b>	<b>(25.1%)</b>	<b>100.0%</b>

ABS/CDO portfolio by region March 2010)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
USA	911	762	(16.3%)	42.0%
Continental Europe	851	616	(27.6%)	33.9%
UK & Ireland	460	259	(43.6%)	14.3%
Far East and Australia	112	105	(6.2%)	5.8%
Other (inc CEE)	89	72	(19.5%)	3.9%
<b>Total</b>	<b>2,423</b>	<b>1,814</b>	<b>(25.1%)</b>	<b>100.0%</b>

ABS/CDO portfolio by products March 2010)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
European prime RMBS	605	450	(25.7%)	24.8%
European CMBS	285	128	(55.1%)	7.0%
SME ABS	76	43	(44.2%)	2.4%
Leasing ABS	51	43	(16.5%)	2.4%
Other ABS	153	142	(7.6%)	7.8%
CLOs	1,135	918	(19.1%)	50.6%
Other CDOs	117	92	(21.5%)	5.0%
<b>Total</b>	<b>2,423</b>	<b>1,814</b>	<b>(25.1%)</b>	<b>100.0%</b>

\* Excluding savings banks portfolio

- Business snapshot and macro trends
  
- Q1 2010 financial highlights
  
- Q1 2010 key topics
  
- Q1 2010 financials and segment reporting
  
- **Appendix**
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - CEE local statements
  - Quarterly results
  - Key ratios and shareholder structure

# Asset quality analysis –

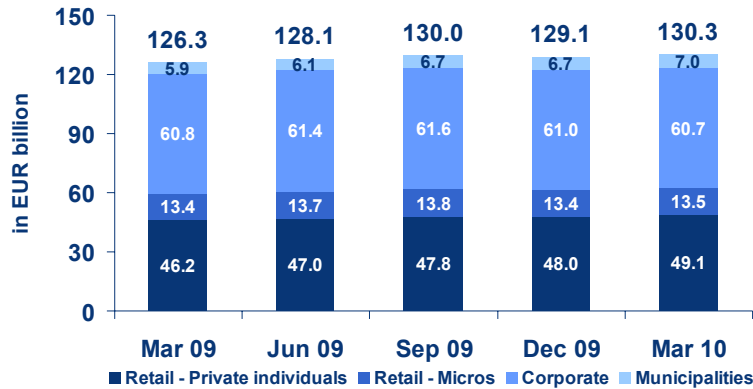
## Key definitions

- **Key asset quality indicators are based on on-balance sheet customer loans**
- **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.

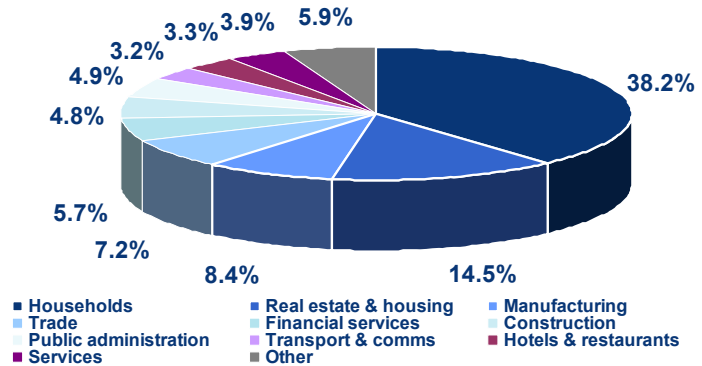
Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

# Erste Group's asset quality – Loan book overview \*

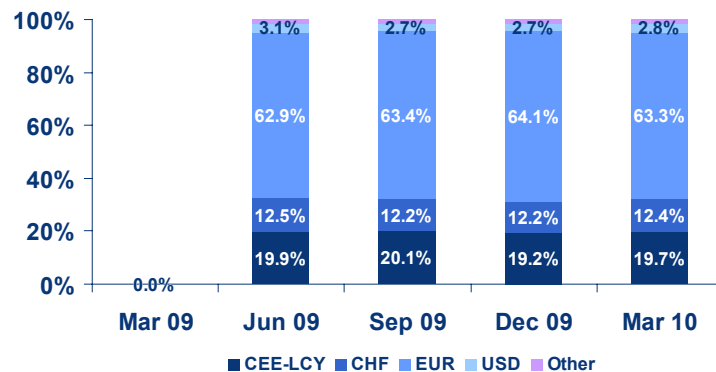
Customer loans by Basel II customer segments



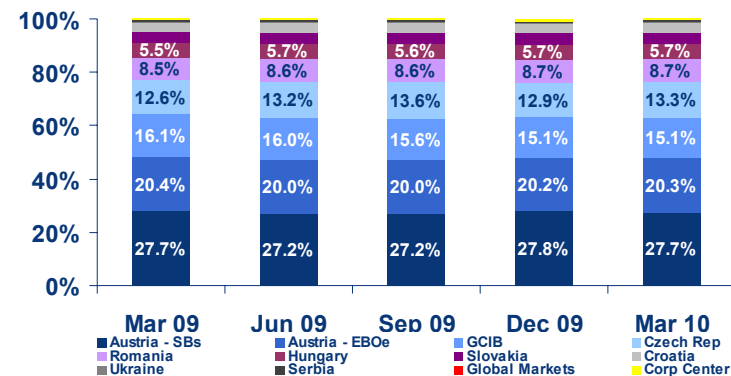
Customer loans by industries



Customer loans by currency



Customer loans by reporting segment



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

# Asset quality analysis – Loan book by segments

	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book		Risk provisions		NPL coverage		NPL ratio	
	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09
<b>Retail &amp; SME</b>	<b>78,296</b>	<b>77,484</b>	<b>18,436</b>	<b>18,512</b>	<b>5,282</b>	<b>5,018</b>	<b>7,953</b>	<b>7,570</b>	<b>109,967</b>	<b>108,584</b>	<b>4,749</b>	<b>4,417</b>	<b>59.7%</b>	<b>58.3%</b>	<b>7.2%</b>	<b>7.0%</b>
<b>Austria</b>	<b>47,276</b>	<b>46,429</b>	<b>9,726</b>	<b>10,115</b>	<b>1,613</b>	<b>1,504</b>	<b>3,908</b>	<b>3,943</b>	<b>62,522</b>	<b>61,990</b>	<b>2,201</b>	<b>2,160</b>	<b>56.3%</b>	<b>54.8%</b>	<b>6.3%</b>	<b>6.4%</b>
EB Oesterreich	21,938	21,447	2,837	3,083	377	371	1,252	1,237	26,404	26,137	716	688	57.2%	55.6%	4.7%	4.7%
Savings Banks	25,338	24,982	6,889	7,032	1,236	1,133	2,655	2,706	36,118	35,853	1,485	1,472	55.9%	54.4%	7.4%	7.5%
<b>CEE</b>	<b>31,021</b>	<b>31,056</b>	<b>8,710</b>	<b>8,397</b>	<b>3,669</b>	<b>3,514</b>	<b>4,045</b>	<b>3,627</b>	<b>47,445</b>	<b>46,594</b>	<b>2,549</b>	<b>2,256</b>	<b>63.0%</b>	<b>62.2%</b>	<b>8.5%</b>	<b>7.8%</b>
Czech Republic	12,854	12,546	2,900	2,751	687	658	880	766	17,321	16,721	607	507	69.0%	66.2%	5.1%	4.6%
Romania	5,724	5,761	2,260	2,235	1,822	1,728	1,579	1,466	11,385	11,190	896	832	56.7%	56.8%	13.9%	13.1%
Slovakia	4,125	4,214	669	775	291	258	431	423	5,517	5,670	332	310	77.1%	73.2%	7.8%	7.5%
Hungary	4,966	5,316	1,350	986	507	448	619	552	7,442	7,301	308	255	49.8%	46.2%	8.3%	7.6%
Croatia	2,910	2,889	1,235	1,255	227	252	346	289	4,719	4,684	245	228	70.7%	79.0%	7.3%	6.2%
Serbia	330	237	124	234	18	6	45	41	517	518	44	42	99.0%	102.1%	8.7%	8.0%
Ukraine	110	92	172	161	117	167	145	89	545	509	116	81	79.9%	91.3%	26.6%	17.5%
<b>GCIB</b>	<b>12,868</b>	<b>12,977</b>	<b>4,419</b>	<b>4,284</b>	<b>1,332</b>	<b>1,280</b>	<b>994</b>	<b>918</b>	<b>19,613</b>	<b>19,458</b>	<b>532</b>	<b>394</b>	<b>53.5%</b>	<b>42.9%</b>	<b>5.1%</b>	<b>4.7%</b>
<b>Group Markets</b>	<b>250</b>	<b>224</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>32</b>	<b>0</b>	<b>0</b>	<b>254</b>	<b>260</b>	<b>0</b>	<b>0</b>	<b>&gt;100.0%</b>	<b>&gt;100.0%</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Corporate Center</b>	<b>253</b>	<b>632</b>	<b>100</b>	<b>143</b>	<b>5</b>	<b>6</b>	<b>62</b>	<b>50</b>	<b>420</b>	<b>831</b>	<b>35</b>	<b>70</b>	<b>56.9%</b>	<b>&gt;100.0%</b>	<b>14.7%</b>	<b>6.0%</b>
<b>Total group</b>	<b>91,668</b>	<b>91,317</b>	<b>22,959</b>	<b>22,944</b>	<b>6,619</b>	<b>6,335</b>	<b>9,008</b>	<b>8,537</b>	<b>130,255</b>	<b>129,134</b>	<b>5,317</b>	<b>4,880</b>	<b>59.0%</b>	<b>57.2%</b>	<b>6.9%</b>	<b>6.6%</b>

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

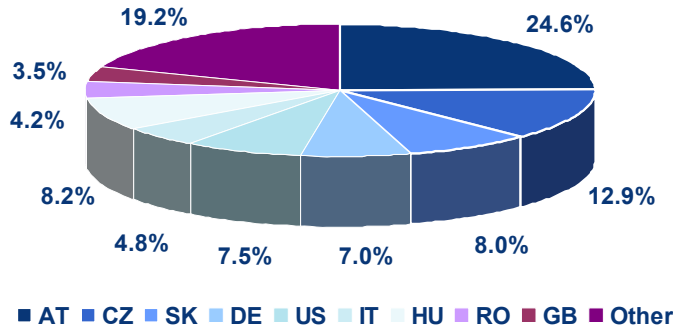
in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book				
	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10		Dec 09		
										Share of total		Share of total	
<b>Core market</b>	<b>84,715</b>	<b>85,141</b>	<b>21,019</b>	<b>20,937</b>	<b>6,244</b>	<b>5,910</b>	<b>8,266</b>	<b>7,809</b>	<b>120,245</b>	<b>92.3%</b>	<b>119,796</b>	<b>92.8%</b>	
<i>Austria</i>	48,031	47,819	8,857	9,209	1,531	1,428	3,531	3,556	61,951	47.6%	62,011	48.0%	
<i>Croatia</i>	4,172	4,303	1,878	1,926	289	296	423	353	6,762	5.2%	6,879	5.3%	
<i>Romania</i>	6,328	6,452	3,062	3,014	2,072	1,969	1,720	1,598	13,182	10.1%	13,033	10.1%	
<i>Serbia</i>	362	283	204	316	19	7	61	59	646	0.5%	665	0.5%	
<i>Slovakia</i>	4,779	4,908	950	1,009	349	304	474	451	6,552	5.0%	6,673	5.2%	
<i>Slovenia</i>	1,267	1,325	214	185	110	116	160	163	1,751	1.3%	1,789	1.4%	
<i>Czech Republic</i>	14,132	13,917	3,632	3,482	1,171	1,080	1,002	880	19,937	15.3%	19,359	15.0%	
<i>Hungary</i>	5,497	6,007	1,722	1,298	558	519	726	636	8,503	6.5%	8,460	6.6%	
<i>Ukraine</i>	148	127	500	498	145	191	170	112	962	0.7%	928	0.7%	
<b>Other EU</b>	<b>4,313</b>	<b>3,849</b>	<b>1,183</b>	<b>1,310</b>	<b>235</b>	<b>221</b>	<b>426</b>	<b>423</b>	<b>6,156</b>	<b>4.7%</b>	<b>5,803</b>	<b>4.5%</b>	
<b>Other industrialised countries</b>	<b>1,619</b>	<b>1,441</b>	<b>330</b>	<b>317</b>	<b>78</b>	<b>118</b>	<b>166</b>	<b>168</b>	<b>2,194</b>	<b>1.7%</b>	<b>2,044</b>	<b>1.6%</b>	
<b>Emerging markets</b>	<b>1,022</b>	<b>886</b>	<b>427</b>	<b>381</b>	<b>62</b>	<b>87</b>	<b>150</b>	<b>137</b>	<b>1,660</b>	<b>1.3%</b>	<b>1,491</b>	<b>1.2%</b>	
<i>Southeastern Europe / CIS</i>	755	682	243	226	13	70	131	119	1,143	0.9%	1,098	0.8%	
<i>Asia</i>	135	91	49	21	42	5	7	6	233	0.2%	123	0.1%	
<i>Latin America</i>	90	84	51	46	6	6	9	8	156	0.1%	144	0.1%	
<i>Middle East / Africa</i>	41	29	83	88	0	5	4	4	128	0.1%	126	0.1%	
<b>Total</b>	<b>91,668</b>	<b>91,317</b>	<b>22,959</b>	<b>22,944</b>	<b>6,619</b>	<b>6,335</b>	<b>9,008</b>	<b>8,537</b>	<b>130,255</b>	<b>100.0%</b>	<b>129,134</b>	<b>100.0%</b>	
Share of total	70.4%	70.7%	17.6%	17.8%	5.1%	4.9%	6.9%	6.6%	100.0%		100.0%		
<b>Risk provisions</b>									<b>5,317</b>		<b>4,880</b>		

# Asset quality analysis – Loan book by industry sectors

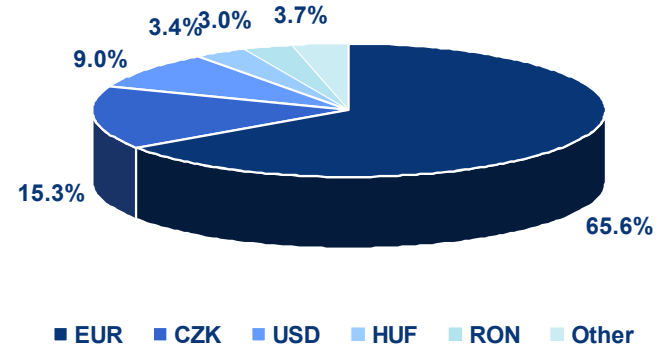
in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10	Dec 09	Mar 10		Dec 09	
	Share of total										Share of total	
Agriculture and forestry	1,030	1,040	578	596	170	142	170	155	1,947	1.5%	<b>1,932</b>	1.5%
Mining	447	381	95	72	11	11	91	94	643	0.5%	<b>558</b>	0.4%
Manufacturing	5,364	5,565	3,405	3,271	1,069	1,089	1,139	1,019	10,977	8.4%	<b>10,944</b>	8.5%
Energy and water supply	1,893	1,749	483	535	75	72	116	115	2,567	2.0%	<b>2,470</b>	1.9%
Construction	3,494	3,436	1,538	1,566	653	543	609	566	6,294	4.8%	<b>6,111</b>	4.7%
Construction - building project development	1,257	1,222	488	495	288	248	129	120	2,161	1.7%	<b>2,085</b>	1.6%
Trade	5,244	5,284	2,496	2,468	560	608	1,028	963	9,328	7.2%	<b>9,322</b>	7.2%
Transport and communication	2,373	2,510	1,097	977	326	284	412	365	4,208	3.2%	<b>4,137</b>	3.2%
Hotels and restaurants	1,851	1,870	1,549	1,547	280	273	559	575	4,239	3.3%	<b>4,265</b>	3.3%
Financial and insurance services	5,872	6,065	916	774	237	238	343	331	7,368	5.7%	<b>7,408</b>	5.7%
Fin. and ins. services: holding companies	3,388	3,486	437	367	138	131	184	182	4,148	3.2%	<b>4,165</b>	3.2%
Real estate and housing	13,783	13,952	3,432	3,792	908	875	818	774	18,941	14.5%	<b>19,392</b>	15.0%
Services	3,245	3,362	1,086	1,117	244	223	545	497	5,121	3.9%	<b>5,200</b>	4.0%
Public administration	5,995	5,548	314	335	14	14	6	4	6,329	4.9%	<b>5,900</b>	4.6%
Education, health and art	1,649	1,700	461	429	68	59	105	104	2,282	1.8%	<b>2,292</b>	1.8%
Private households	39,316	38,530	5,459	5,401	1,965	1,866	3,046	2,942	49,786	38.2%	<b>48,739</b>	37.7%
Other	112	324	51	66	40	40	22	34	225	0.2%	<b>463</b>	0.4%
<b>Total</b>	<b>91,668</b>	<b>91,317</b>	<b>22,959</b>	<b>22,944</b>	<b>6,619</b>	<b>6,335</b>	<b>9,008</b>	<b>8,537</b>	<b>130,255</b>	<b>100.0%</b>	<b>129,134</b>	<b>100.0%</b>
Share of total	70.4%	70.7%	17.6%	17.8%	5.1%	4.9%	6.9%	6.6%	100.0%		100.0%	
<b>Risk provisions</b>									<b>5,317</b>		<b>4,880</b>	

# Asset quality analysis – Financial assets

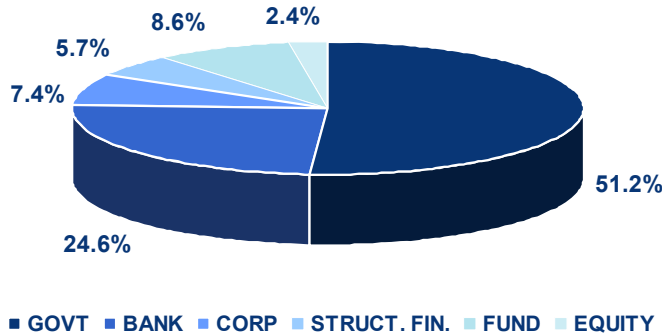
**Financial assets by country of origination**  
(31 March 2010: EUR 35.4 bn)



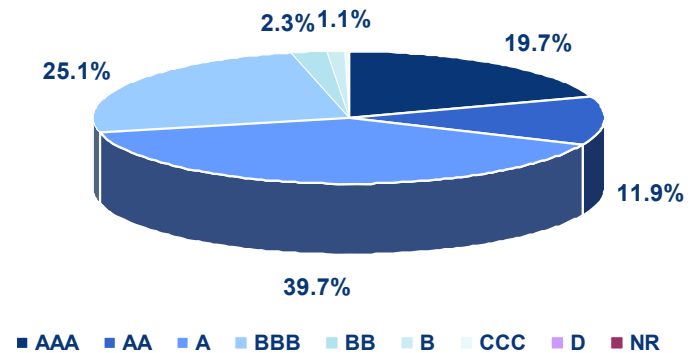
**Financial assets by currency**  
(31 March 2010: EUR 35.4 bn)



**Financial assets by issuer/product**  
(31 March 2010: EUR 35.4 bn)



**Financial assets by rating**  
(31 March 2010: EUR 35.4 bn)

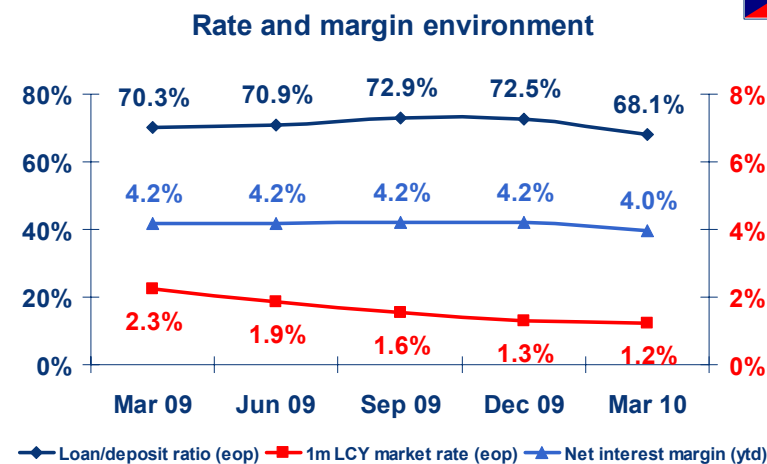




- Business snapshot and macro trends
- Q1 2010 financial highlights
- Q1 2010 key topics
- Q1 2010 financials and segment reporting
- **Appendix**
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - **CEE local statements**
  - Quarterly results
  - Key ratios and shareholder structure

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

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>42.1%</b>	<b>44.4%</b>	
<b>Return on equity</b>	<b>19.3%</b>	<b>18.2%</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	97.99%		
<b>Solvency ratio</b>	<b>12.2%</b>	<b>12.3%</b>	
Employees	10,716	10,698	0.2%
Branches	660	660	0.0%
Customers (in m)	5.3	5.3	(0.0%)
<b>Market share - retail loans</b>	<b>27.4%</b>	<b>27.7%</b>	
<b>Market share - retail deposits</b>	<b>29.4%</b>	<b>29.5%</b>	
Market share - corporate loans	19.4%	19.4%	
Market share - corporate deposits	11.5%	12.2%	
Market share - total assets	20.3%	20.7%	



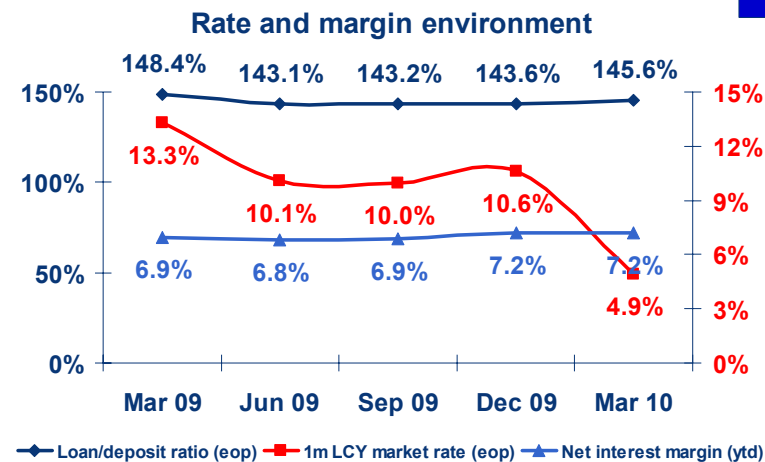
in EUR million	1-3 10	1-3 09	Change
Net interest income	288.1	299.9	(3.9%)
Risk provisions for loans and advances	(104.5)	(66.2)	57.9%
Net fee and commission income	111.0	101.6	9.3%
Net trading result	43.7	34.5	26.7%
General administrative expenses	(186.4)	(193.8)	(3.8%)
Other operating result	(12.5)	(5.7)	na
Result from financial assets - FV	2.3	(25.0)	na
Result from financial assets - AfS	2.5	0.4	>100.0%
Result from financial assets - HtM	4.4	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>148.6</b>	<b>145.7</b>	<b>2.0%</b>
Taxes on income	(27.9)	(29.6)	(5.7%)
Net profit before minorities from continuing operations	120.7	116.1	4.0%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>120.7</b>	<b>116.1</b>	<b>4.0%</b>
Attributable to non-controlling interests	(0.3)	0.1	na
<b>Attributable to owners of the parent</b>	<b>121.0</b>	<b>116.0</b>	<b>4.3%</b>
EUR FX rate (ave)	26.0	26.0	

in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	6,929	4,973	39.3%
<b>Loans and advances to customers</b>	<b>18,349</b>	<b>18,443</b>	<b>(0.5%)</b>
Risk provisions for loans and advances	(666)	(578)	15.2%
Financial assets - at fair value through profit or loss	273	290	(5.7%)
Financial assets - available for sale	1,049	1,134	(7.5%)
Financial assets - held to maturity	4,388	4,402	(0.3%)
Other assets	4,720	4,951	(4.7%)
<b>Total assets</b>	<b>35,042</b>	<b>33,614</b>	<b>4.2%</b>
<b>Interest-bearing assets</b>	<b>30,322</b>	<b>28,663</b>	<b>5.8%</b>
Deposits by banks	1,543	1,865	(17.3%)
<b>Customer deposits</b>	<b>26,946</b>	<b>25,453</b>	<b>5.9%</b>
Debt securities in issue	1,890	1,737	8.8%
Other liabilities	2,045	2,064	(0.9%)
<b>Total equity</b>	<b>2,618</b>	<b>2,495</b>	<b>5.0%</b>
Attributable to non-controlling interests	11	11	(4.2%)
<b>Attributable to owners of the parent</b>	<b>2,607</b>	<b>2,483</b>	<b>5.0%</b>
EUR FX rate (eop)	25.4	25.4	

\*) To eliminate currency effects, Q1 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Mar 2010.

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

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>34.6%</b>	<b>39.5%</b>	<b>Change</b>
<b>Return on equity</b>	<b>13.9%</b>	<b>20.2%</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	
Erste Group stake	69.17%		
<b>Solvency ratio</b>	<b>12.5%</b>	<b>11.9%</b>	
Employees	8,950	9,012	(0.7%)
Branches	665	661	0.6%
Customers (in m)	4.5	4.7	(3.7%)
<b>Market share - retail loans</b>	<b>19.9%</b>	<b>20.0%</b>	
<b>Market share - retail deposits</b>	<b>23.4%</b>	<b>23.8%</b>	
Market share - corporate loans	23.6%	23.9%	
Market share - corporate deposits	15.3%	16.1%	
Market share - total assets	19.0%	19.0%	



in EUR million	1-3 10	1-3 09	Change
Net interest income	236.3	214.1	10.4%
Risk provisions for loans and advances	(110.9)	(74.9)	48.1%
Net fee and commission income	38.3	43.5	(12.0%)
Net trading result	9.1	12.1	(24.8%)
General administrative expenses	(98.3)	(106.4)	(7.6%)
Other operating result	(11.7)	(5.1)	na
Result from financial assets - FV	2.0	4.1	(51.2%)
Result from financial assets - AfS	6.0	9.0	(33.3%)
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>70.8</b>	<b>96.4</b>	<b>(26.6%)</b>
Taxes on income	(11.6)	(16.3)	(28.8%)
Net profit before minorities from continuing operations	59.2	80.1	(26.1%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>59.2</b>	<b>80.1</b>	<b>(26.1%)</b>
Attributable to non-controlling interests	0.0	(0.3)	na
<b>Attributable to owners of the parent</b>	<b>59.2</b>	<b>80.4</b>	<b>(26.4%)</b>
EUR FX rate (ave)	4.1	4.1	

in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	471	462	2.0%
<b>Loans and advances to customers</b>	<b>12,329</b>	<b>12,487</b>	<b>(1.3%)</b>
Risk provisions for loans and advances	(961)	(922)	4.2%
Financial assets - at fair value through profit or loss	18	40	(55.0%)
Financial assets - available for sale	780	748	4.3%
Financial assets - held to maturity	585	583	0.4%
Other assets	3,406	3,543	(3.9%)
<b>Total assets</b>	<b>16,629</b>	<b>16,941</b>	<b>(1.8%)</b>
<b>Interest-bearing assets</b>	<b>13,223</b>	<b>13,398</b>	<b>(1.3%)</b>
Deposits by banks	5,023	5,156	(2.6%)
<b>Customer deposits</b>	<b>8,469</b>	<b>8,696</b>	<b>(2.6%)</b>
Debt securities in issue	127	131	(2.4%)
Other liabilities	1,326	1,347	(1.6%)
<b>Total equity</b>	<b>1,683</b>	<b>1,611</b>	<b>4.5%</b>
Attributable to non-controlling interests	7	7	0.4%
<b>Attributable to owners of the parent</b>	<b>1,677</b>	<b>1,605</b>	<b>4.5%</b>
EUR FX rate (eop)	4.1	4.1	

\*) To eliminate currency effects, Q1 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Mar 2010.

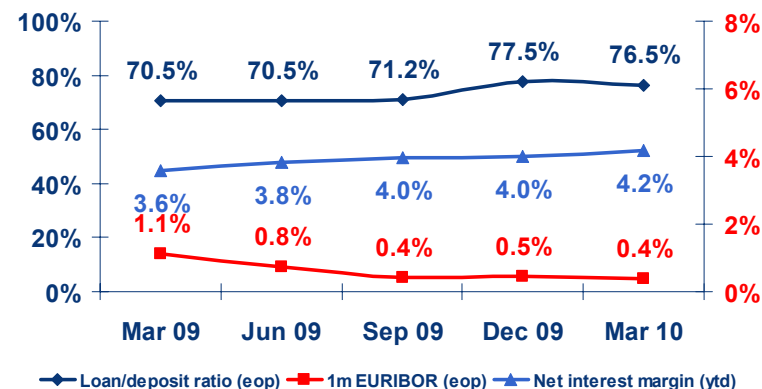
# Key local entity data (IFRS, consolidated) \* –

## Slovenska sporitelna

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>43.5%</b>	<b>58.1%</b>	
<b>Return on equity</b>	<b>14.9%</b>	<b>9.5%</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>10.4%</b>	<b>10.5%</b>	
Employees	4,074	4,238	(3.9%)
Branches	281	279	0.7%
Customers (in m)	2.5	2.5	(0.2%)
<b>Market share - retail loans</b>	<b>26.1%</b>	<b>25.9%</b>	
<b>Market share - retail deposits</b>	<b>27.7%</b>	<b>28.1%</b>	
Market share - corporate loans	13.4%	13.7%	
Market share - corporate deposits	10.0%	10.4%	
Market share - total assets	20.8%	21.4%	



### Rate and margin environment



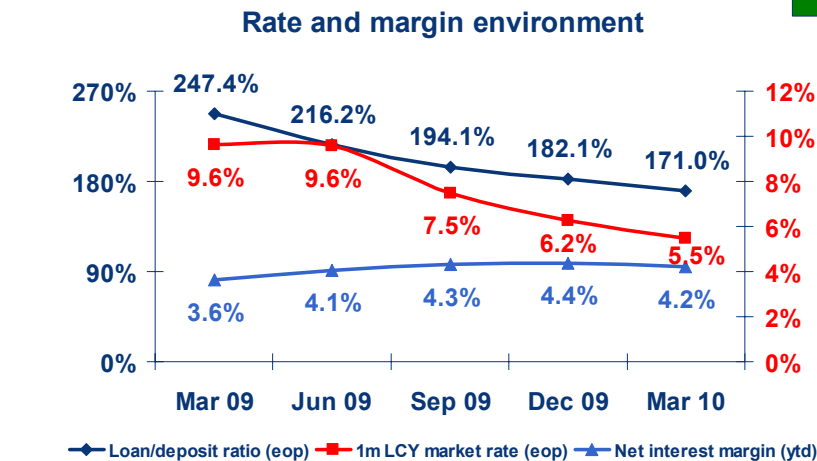
in EUR million	1-3 10	1-3 09	Change
Net interest income	108.2	87.8	23.3%
Risk provisions for loans and advances	(34.9)	(24.5)	42.3%
Net fee and commission income	26.0	27.0	(3.8%)
Net trading result	1.0	3.2	(67.9%)
General administrative expenses	(58.8)	(68.6)	(14.2%)
Other operating result	(8.2)	(2.8)	na
Result from financial assets - FV	0.6	(1.4)	na
Result from financial assets - AfS	2.8	2.5	8.8%
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>36.7</b>	<b>23.3</b>	<b>57.6%</b>
Taxes on income	(6.9)	(4.1)	67.3%
Net profit before minorities from continuing operations	29.8	19.1	55.5%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>29.8</b>	<b>19.1</b>	<b>55.5%</b>
Attributable to non-controlling interests	0.0	0.2	(85.8%)
<b>Attributable to owners of the parent</b>	<b>29.7</b>	<b>18.9</b>	<b>56.9%</b>

in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	1,325	1,198	10.6%
<b>Loans and advances to customers</b>	<b>5,983</b>	<b>6,050</b>	<b>(1.1%)</b>
Risk provisions for loans and advances	(347)	(315)	10.4%
Financial assets - at fair value through profit or loss	61	128	(52.0%)
Financial assets - available for sale	1,029	1,138	(9.6%)
Financial assets - held to maturity	2,128	2,420	(12.1%)
Other assets	941	0	7.9%
<b>Total assets</b>	<b>11,120</b>	<b>11,485</b>	<b>(3.2%)</b>
<b>Interest-bearing assets</b>	<b>10,206</b>	<b>10,646</b>	<b>(4.1%)</b>
Deposits by banks	1,568	2,075	(24.4%)
<b>Customer deposits</b>	<b>7,824</b>	<b>7,802</b>	<b>0.3%</b>
Debt securities in issue	516	475	8.5%
Other liabilities	396	352	12.6%
<b>Total equity</b>	<b>816</b>	<b>782</b>	<b>4.4%</b>
Attributable to non-controlling interests	2	2	1.7%
<b>Attributable to owners of the parent</b>	<b>814</b>	<b>779</b>	<b>4.4%</b>

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

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>40.6%</b>	<b>53.8%</b>	
<b>Return on equity</b>	<b>9.8%</b>	<b>12.6%</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	99.94%		
<b>Solvency ratio</b>	<b>13.2%</b>	<b>13.0%</b>	
Employees	3,146	3,181	(1.1%)
Branches	201	204	(1.5%)
Customers (in m)	0.9	0.9	0.0%
<b>Market share - retail loans</b>	<b>13.4%</b>	<b>13.3%</b>	
<b>Market share - retail deposits</b>	<b>8.2%</b>	<b>8.1%</b>	
Market share - corporate loans	8.6%	8.8%	
Market share - corporate deposits	6.6%	6.5%	
Market share - total assets	8.3%	8.6%	

in EUR million	1-3 10	1-3 09	Change
Net interest income	94.4	83.8	12.6%
Risk provisions for loans and advances	(54.0)	(25.7)	>100.0%
Net fee and commission income	24.5	20.5	19.5%
Net trading result	15.4	8.6	79.1%
General administrative expenses	(54.5)	(60.7)	(10.2%)
Other operating result	(3.0)	(1.7)	(76.5%)
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>22.8</b>	<b>24.8</b>	<b>(8.1%)</b>
Taxes on income	(7.2)	(6.6)	9.1%
Net profit before minorities from continuing operations	15.6	18.2	(14.3%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>15.6</b>	<b>18.2</b>	<b>(14.3%)</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>15.6</b>	<b>18.2</b>	<b>(14.3%)</b>
EUR FX rate (ave)	269.3	269.3	



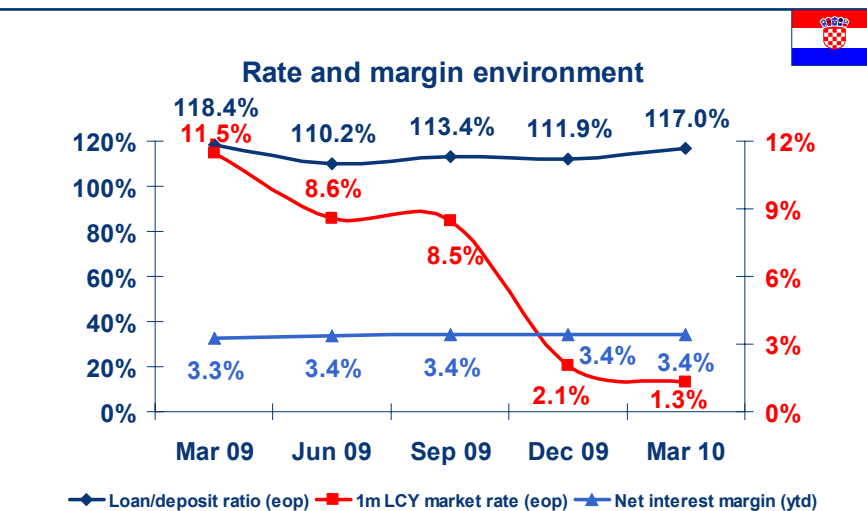
in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	82	81	1.9%
<b>Loans and advances to customers</b>	<b>7,760</b>	<b>7,800</b>	<b>(0.5%)</b>
Risk provisions for loans and advances	(317)	(271)	16.9%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	759	7	>100.0%
Financial assets - held to maturity	1,236	1,066	16.0%
Other assets	1,823	2,240	(18.6%)
<b>Total assets</b>	<b>11,344</b>	<b>10,923</b>	<b>3.9%</b>
<b>Interest-bearing assets</b>	<b>9,520</b>	<b>8,683</b>	<b>9.6%</b>
Deposits by banks	5,301	5,236	1.2%
<b>Customer deposits</b>	<b>4,539</b>	<b>4,284</b>	<b>6.0%</b>
Debt securities in issue	116	116	0.6%
Other liabilities	734	650	13.0%
<b>Total equity</b>	<b>653</b>	<b>637</b>	<b>2.5%</b>
Attributable to non-controlling interests	0	0	0.0%
<b>Attributable to owners of the parent</b>	<b>653</b>	<b>637</b>	<b>2.5%</b>
EUR FX rate (eop)	265.8	265.8	

\*) To eliminate currency effects, Q1 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Mar 2010.

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

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>41.3%</b>	<b>42.6%</b>	
<b>Return on equity</b>	<b>8.7%</b>	<b>14.6%</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	65.03%		
<b>Solvency ratio</b>	<b>16.2%</b>	<b>12.4%</b>	
Employees	2,284	2,265	0.8%
Branches	138	138	0.0%
Customers (in m)	0.8	0.7	10.5%
<b>Market share - retail loans</b>	<b>13.1%</b>	<b>13.1%</b>	
<b>Market share - retail deposits</b>	<b>12.5%</b>	<b>12.6%</b>	
Market share - corporate loans	14.5%	14.5%	
Market share - corporate deposits	11.8%	12.7%	
Market share - total assets	13.2%	13.1%	

in EUR million	1-3 10	1-3 09	Change
Net interest income	54.0	47.1	14.6%
Risk provisions for loans and advances	(19.4)	(7.6)	>100.0%
Net fee and commission income	14.0	13.5	3.7%
Net trading result	3.9	8.9	(56.2%)
General administrative expenses	(29.7)	(29.6)	0.3%
Other operating result	(1.3)	(0.4)	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AfS	0.0	0.3	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>21.5</b>	<b>32.2</b>	<b>(33.2%)</b>
Taxes on income	(4.4)	(6.1)	27.9%
Net profit before minorities from continuing operations	17.1	26.1	(34.5%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>17.1</b>	<b>26.1</b>	<b>(34.5%)</b>
Attributable to non-controlling interests	0.0	0.3	na
<b>Attributable to owners of the parent</b>	<b>17.1</b>	<b>25.8</b>	<b>(33.7%)</b>
EUR FX rate (ave)	7.3	7.3	



in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	1,080	1,229	(12.1%)
<b>Loans and advances to customers</b>	<b>4,855</b>	<b>4,786</b>	<b>1.4%</b>
Risk provisions for loans and advances	(214)	(201)	6.5%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	538	542	(0.7%)
Financial assets - held to maturity	40	43	(7.5%)
Other assets	469	546	(14.0%)
<b>Total assets</b>	<b>6,767</b>	<b>6,944</b>	<b>(2.5%)</b>
<b>Interest-bearing assets</b>	<b>6,298</b>	<b>6,398</b>	<b>(1.6%)</b>
Deposits by banks	1,683	1,755	(4.1%)
<b>Customer deposits</b>	<b>4,149</b>	<b>4,278</b>	<b>(3.0%)</b>
Debt securities in issue	0	0	na
Other liabilities	136	133	2.0%
<b>Total equity</b>	<b>799</b>	<b>778</b>	<b>2.6%</b>
Attributable to non-controlling interests	0	0	(0.2%)
<b>Attributable to owners of the parent</b>	<b>799</b>	<b>778</b>	<b>2.7%</b>
EUR FX rate (eop)	7.3	7.3	

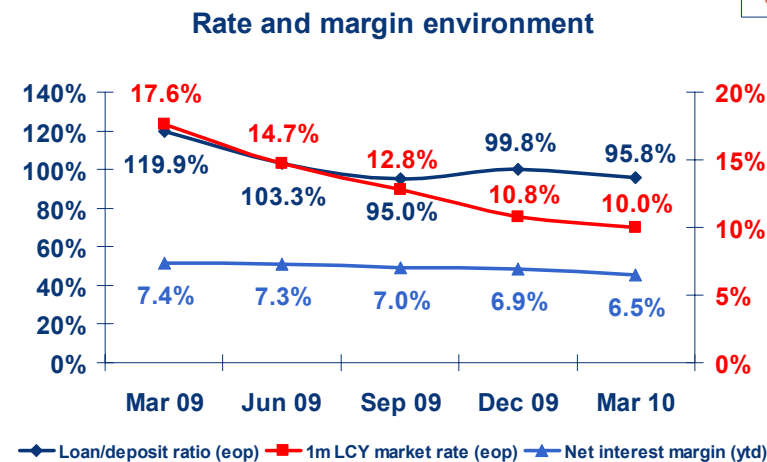
\*) To eliminate currency effects, Q1 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Mar 2010.

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

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>80.6%</b>	<b>69.2%</b>	Change
<b>Return on equity</b>	<b>n.a.</b>	<b>5.9%</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	
Erste Group stake	80.49%		
<b>Solvency ratio</b>	<b>26.6%</b>	<b>25.1%</b>	
Employees	910	909	0.1%
Branches	73	73	0.0%
Customers (in m)	0.2	0.2	3.1%
<b>Market share - retail loans</b>	<b>3.2%</b>	<b>3.2%</b>	
<b>Market share - retail deposits</b>	<b>2.7%</b>	<b>2.7%</b>	
Market share - corporate loans	1.9%	2.0%	
Market share - corporate deposits	2.3%	3.1%	
Market share - total assets	2.1%	2.2%	

in EUR million	1-3 10	1-3 09	Change
Net interest income	6.6	7.6	(13.2%)
Risk provisions for loans and advances	(2.2)	(1.3)	69.2%
Net fee and commission income	2.3	2.3	0.0%
Net trading result	0.4	0.8	(50.0%)
General administrative expenses	(7.5)	(7.4)	1.4%
Other operating result	0.4	(0.3)	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>(0.0)</b>	<b>1.7</b>	<b>na</b>
Taxes on income	0.0	0.0	na
Net profit before minorities from continuing operations	(0.0)	1.7	na
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>(0.0)</b>	<b>1.7</b>	<b>na</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>(0.0)</b>	<b>1.7</b>	<b>na</b>
EUR FX rate (ave)	98.4	98.4	

To eliminate currency effects, Q1 10 exchange rates were used for P&L and balance sheet conversion

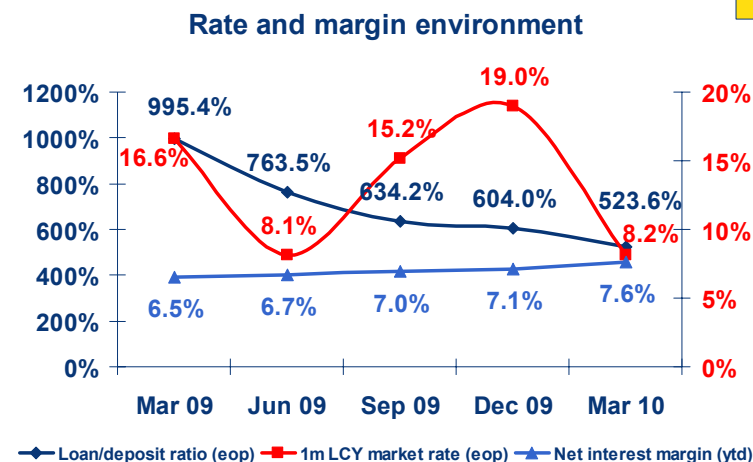


in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	64	41	56.5%
<b>Loans and advances to customers</b>	<b>371</b>	<b>357</b>	<b>3.9%</b>
Risk provisions for loans and advances	(44)	(41)	9.1%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	1	1	9.7%
Financial assets - held to maturity	36	46	(22.8%)
Other assets	114	117	(2.6%)
<b>Total assets</b>	<b>541</b>	<b>521</b>	<b>3.8%</b>
<b>Interest-bearing assets</b>	<b>427</b>	<b>404</b>	<b>5.6%</b>
Deposits by banks	20	30	(33.0%)
<b>Customer deposits</b>	<b>387</b>	<b>358</b>	<b>8.2%</b>
Debt securities in issue	0	0	na
Other liabilities	24	23	4.6%
<b>Total equity</b>	<b>109</b>	<b>110</b>	<b>(0.6%)</b>
Attributable to non-controlling interests	0	0	0.0%
<b>Attributable to owners of the parent</b>	<b>109</b>	<b>110</b>	<b>(0.6%)</b>
EUR FX rate (eop)	99.8	99.8	



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

Key figures and ratios	1-3 10	1-3 09	
<b>Cost/income ratio</b>	<b>79.1%</b>	<b>69.6%</b>	
<b>Return on equity</b>	<b>na</b>	<b>na</b>	
	<b>Mar 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>22.9%</b>	<b>17.6%</b>	
Employees	1,725	1,727	0.8%
Branches	134	134	0.0%
Customers (in m)	0.1	0.1	10.5%
<b>Market share - retail loans</b>	<b>1.7%</b>	<b>1.7%</b>	
<b>Market share - retail deposits</b>	<b>0.3%</b>	<b>0.3%</b>	
Market share - corporate loans	0.4%	0.4%	
Market share - corporate deposits	0.4%	0.3%	
Market share - total assets	1.5%	1.0%	



in EUR million	1-3 10	1-3 09	Change
Net interest income	11.4	10.9	4.6%
Risk provisions for loans and advances	(5.4)	(13.9)	(61.2%)
Net fee and commission income	0.3	0.1	>100.0%
Net trading result	2.2	2.5	(12.0%)
General administrative expenses	(11.0)	(9.4)	17.0%
Other operating result	(0.3)	(0.3)	0.0%
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>(2.8)</b>	<b>(10.1)</b>	<b>(72.3%)</b>
Taxes on income	0.0	0.0	na
Net profit before minorities from continuing operations	(2.8)	(10.1)	(72.3%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>(2.8)</b>	<b>(10.1)</b>	<b>(72.3%)</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>(2.8)</b>	<b>(10.1)</b>	<b>(72.3%)</b>
EUR FX rate (ave)	11.1	11.1	

in EUR million	Mar 10	Dec 09	Change
Loans and advances to credit institutions	101	108	(6.3%)
<b>Loans and advances to customers</b>	<b>545</b>	<b>553</b>	<b>(1.5%)</b>
Risk provisions for loans and advances	(93)	(89)	5.3%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	126	37	>100.0%
Financial assets - held to maturity	0	0	na
Other assets	202	143	41.0%
<b>Total assets</b>	<b>881</b>	<b>753</b>	<b>17.1%</b>
<b>Interest-bearing assets</b>	<b>679</b>	<b>609</b>	<b>11.4%</b>
Deposits by banks	579	530	9.2%
<b>Customer deposits</b>	<b>104</b>	<b>92</b>	<b>13.6%</b>
Debt securities in issue	0	0	na
Other liabilities	73	50	45.2%
<b>Total equity</b>	<b>125.6</b>	<b>80.8</b>	<b>55.3%</b>
Attributable to non-controlling interests	0	0	0.0%
<b>Attributable to owners of the parent</b>	<b>126</b>	<b>81</b>	<b>55.3%</b>
EUR FX rate (eop)	10.7	10.7	

To eliminate currency effects, Q1 10 exchange rates were used for P&L and balance sheet conversion.



- Business snapshot and macro trends
- Q1 2010 financial highlights
- Q1 2010 key topics
- Q1 2010 financials and segment reporting
- **Appendix**
  - 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	Q2 08	Q3 08	Q4 08	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	1,154.9	1,267.3	1,339.8	1,226.0	1,279.3	1,335.6	1,380.0	1,323.6
Net fee and commission income	510.3	486.8	482.1	444.6	443.6	425.1	459.5	471.5
Net trading result	102.1	0.5	(70.2)	143.8	199.3	159.9	82.1	141.2
<b>Operating income</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>	<b>1,921.6</b>	<b>1,936.3</b>
Personnel expenses	(599.2)	(601.4)	(551.8)	(558.6)	(565.6)	(538.7)	(564.6)	(545.7)
Other administrative expenses	(343.1)	(355.4)	(304.8)	(329.4)	(327.3)	(288.5)	(257.1)	(313.8)
Depreciation and amortisation	(94.5)	(95.3)	(91.6)	(87.9)	(91.4)	(92.9)	(105.4)	(93.6)
<b>Operating expenses</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>(927.1)</b>	<b>(953.1)</b>
<b>Operating result</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>	<b>994.5</b>	<b>983.2</b>
Risk provisions for loans and advances	(221.0)	(218.2)	(469.1)	(370.2)	(521.9)	(557.1)	(607.4)	(531.2)
Other operating result	(61.9)	(56.2)	(637.8)	(39.9)	(47.6)	(114.3)	(154.0)	(67.7)
Result from financial assets - FV	(7.0)	(35.0)	(180.7)	(44.1)	32.0	68.5	56.8	13.0
Result from financial assets - AfS	6.3	(5.1)	(202.2)	(10.8)	(7.9)	(87.7)	(97.7)	0.1
Result from financial assets - HtM	0.1	(2.0)	(59.3)	(0.1)	(0.8)	2.9	(8.8)	4.7
<b>Pre-tax profit from continuing operations</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>	<b>183.4</b>	<b>402.1</b>
Taxes on income	(89.4)	(77.2)	87.1	(84.0)	(107.3)	(78.3)	(15.1)	(92.5)
Post-tax profit from discontinuing operations	5.3	600.1	29.5	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>362.9</b>	<b>908.9</b>	<b>(629.0)</b>	<b>289.4</b>	<b>284.4</b>	<b>234.5</b>	<b>168.3</b>	<b>309.6</b>
Attributable to non-controlling interests	41.9	82.5	(25.6)	57.3	24.4	6.5	(15.0)	54.4
<b>Attributable to owners of the parent</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>183.3</b>	<b>255.2</b>
<b>Cost/income ratio</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>48.2%</b>	<b>49.2%</b>
<b>Return on equity</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>	<b>6.2%</b>	<b>7.8%</b>

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

in EUR million	Jun 07	Sep 07	Dez 07	Mär 08	Jun 08	Sep 08	Dec 08	Mar 09	Jun 09	Sep 09	Dec 09	Mar 10
Cash and balances with central banks	6,753	7,311	7,615	7,783	6,854	7,692	7,556	5,897	6,897	5,458	5,996	5,965
Loans and advances to credit institutions	21,405	21,261	14,937	15,938	19,253	19,088	14,344	12,088	13,800	13,938	13,140	16,123
Loans and advances to customers	104,389	107,218	113,956	115,828	121,684	125,673	126,185	126,337	128,110	129,954	129,134	130,255
Risk provisions for loans and advances	(3,239)	(3,314)	(3,296)	(3,447)	(3,574)	(3,699)	(3,783)	(4,008)	(4,311)	(4,713)	(4,954)	(5,390)
Trading assets	6,682	6,358	6,637	7,469	7,502	8,090	7,534	7,864	8,147	8,389	8,598	9,268
Financial assets - at fair value through profit or loss	5,045	4,754	4,534	4,452	4,397	4,238	4,058	3,667	3,574	3,752	2,997	3,373
Financial assets - available for sale	15,200	15,784	16,200	15,907	16,147	16,664	16,033	17,127	17,586	16,187	16,390	18,246
Financial assets - held to maturity	18,139	18,396	16,843	15,770	15,922	14,777	14,145	14,117	13,968	14,163	14,899	13,808
Investments of insurance companies	7,556	7,878	8,054	0	0	0	0	0	0	0	0	0
Equity holdings in associates accounted for at equity	389	384	285	237	239	237	260	263	261	260	241	230
Intangible assets	6,528	6,246	5,962	5,822	5,915	5,707	4,805	4,730	4,738	4,975	4,867	4,926
Property and equipment	2,252	2,273	2,289	2,357	2,529	2,537	2,386	2,341	2,363	2,411	2,344	2,369
Tax assets	349	364	446	416	446	524	859	831	838	630	577	493
Assets held for sale	0	0	0	9,555	9,582	658	526	477	60	31	58	59
Other assets	5,905	5,659	6,057	6,380	7,262	7,234	6,533	7,340	8,136	8,118	7,423	8,262
<b>Total assets</b>	<b>197,353</b>	<b>200,572</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>	<b>201,710</b>	<b>207,987</b>
Deposits by banks	40,989	40,400	35,165	35,073	35,915	37,420	34,672	30,747	29,776	26,920	26,295	25,605
Customer deposits	93,235	98,184	100,116	103,863	108,842	110,964	109,305	108,707	113,489	113,317	112,042	115,595
Debt securities in issue	29,128	27,834	31,078	28,681	30,770	29,802	30,483	30,951	30,130	30,431	29,612	30,596
Trading liabilities	1,704	1,942	1,756	2,720	2,575	2,726	2,519	2,695	2,690	3,175	3,157	3,302
Underwriting provisions	8,260	8,396	8,638	0	0	0	0	0	0	0	0	0
Provisions	1,749	1,737	1,792	1,770	1,762	1,757	1,620	1,654	1,681	1,670	1,670	1,646
Tax liabilities	286	320	329	323	262	345	389	325	302	459	361	352
Liabilities associated with assets held for sale	0	0	0	9,407	9,526	501	343	291	0	0	0	0
Other liabilities	5,150	5,029	4,653	4,966	6,415	7,077	4,968	5,571	6,665	7,314	6,302	7,824
Subordinated liabilities	5,484	5,423	5,589	5,776	6,045	5,969	6,047	6,070	6,141	6,184	6,148	6,191
Total equity	11,368	11,307	11,403	11,888	12,046	12,859	11,095	12,060	13,293	14,083	16,123	16,876
Attributable to non-controlling interests	2,885	2,869	2,951	3,302	3,135	3,131	3,016	3,165	3,195	3,416	3,414	3,560
Attributable to owners of the parent	8,483	8,438	8,452	8,586	8,911	9,728	8,079	8,895	10,098	10,667	12,709	13,316
<b>Total liabilities and equity</b>	<b>197,353</b>	<b>200,572</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>	<b>201,710</b>	<b>207,987</b>

# Quarterly segment reporting – Overview of main segments

in EUR million	Retail & SME					Group Corporate & Investment Banking				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	1,092.4	1,105.8	1,174.0	1,160.2	1,129.1	138.7	134.1	141.9	155.8	147.6
Risk provisions	(287.8)	(453.6)	(484.2)	(563.0)	(451.6)	(82.4)	(68.3)	(72.9)	(44.4)	(79.6)
Net fee and commission income	362.6	378.4	386.4	440.6	397.9	37.7	40.1	35.3	49.6	37.6
Net trading result	17.8	66.6	61.9	36.3	30.9	(0.3)	2.6	(1.9)	(3.4)	3.7
General administrative expenses	(834.2)	(842.5)	(814.3)	(783.8)	(819.5)	(42.7)	(42.8)	(40.6)	(48.0)	(43.5)
Other result	(47.6)	(9.9)	(114.9)	(142.2)	(16.3)	(4.0)	(9.4)	(19.3)	(37.0)	3.6
<b>Pre-tax profit</b>	<b>303.1</b>	<b>244.7</b>	<b>208.9</b>	<b>148.1</b>	<b>270.6</b>	<b>47.0</b>	<b>56.4</b>	<b>42.4</b>	<b>72.6</b>	<b>69.4</b>
Taxes on income	(68.8)	(53.7)	(43.6)	(72.5)	(59.0)	(10.0)	(13.0)	(11.0)	(12.9)	(15.7)
Post-tax profit from continuing operations	234.3	191.0	165.3	75.6	211.6	37.0	43.3	31.4	59.6	53.7
Post-tax profit from discontinuing operations	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	(0.0)	0.0
<b>Net profit for the period</b>	<b>234.3</b>	<b>191.0</b>	<b>165.3</b>	<b>75.6</b>	<b>211.6</b>	<b>37.0</b>	<b>43.3</b>	<b>31.4</b>	<b>59.6</b>	<b>53.7</b>
Attributable to non-controlling interests	58.1	21.0	(5.1)	(8.6)	45.9	2.4	(3.0)	(3.1)	8.6	5.5
<b>Attributable to owners of the parent</b>	<b>176.2</b>	<b>170.0</b>	<b>170.4</b>	<b>84.2</b>	<b>165.7</b>	<b>34.6</b>	<b>46.3</b>	<b>34.5</b>	<b>51.0</b>	<b>48.2</b>

in EUR million	Group Markets					Corporate Center				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	58.4	64.7	35.6	34.4	31.4	(63.5)	(25.3)	(15.9)	29.5	15.4
Risk provisions	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)
Net fee and commission income	27.9	32.4	29.9	15.9	43.0	16.5	(7.2)	(26.5)	(46.6)	(7.0)
Net trading result	127.2	132.4	83.1	64.3	97.1	(1.0)	(2.3)	16.7	(15.0)	9.4
General administrative expenses	(45.8)	(55.2)	(43.9)	(77.3)	(56.5)	(53.1)	(43.8)	(21.3)	(17.9)	(33.5)
Other result	(1.1)	(1.1)	2.5	(4.2)	5.5	(42.2)	(4.0)	1.2	(20.3)	(42.7)
<b>Pre-tax profit</b>	<b>166.6</b>	<b>173.2</b>	<b>107.3</b>	<b>33.1</b>	<b>120.5</b>	<b>(143.3)</b>	<b>(82.7)</b>	<b>(45.8)</b>	<b>(70.3)</b>	<b>(58.4)</b>
Taxes on income	(35.9)	(29.6)	(17.9)	(5.8)	(25.2)	30.8	(10.9)	(5.8)	76.2	7.3
Post-tax profit from continuing operations	130.7	143.6	89.4	27.3	95.4	(112.5)	(93.6)	(51.6)	5.9	(51.0)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	(0.0)	(0.0)	(0.0)	0.0	0.0
<b>Net profit for the period</b>	<b>130.7</b>	<b>143.6</b>	<b>89.4</b>	<b>27.3</b>	<b>95.4</b>	<b>(112.5)</b>	<b>(93.6)</b>	<b>(51.6)</b>	<b>5.9</b>	<b>(51.0)</b>
Attributable to non-controlling interests	6.1	9.7	7.7	(0.5)	6.3	(9.3)	(3.3)	7.0	(14.6)	(3.3)
<b>Attributable to owners of the parent</b>	<b>124.6</b>	<b>133.8</b>	<b>81.7</b>	<b>27.7</b>	<b>89.1</b>	<b>(103.2)</b>	<b>(90.2)</b>	<b>(58.6)</b>	<b>20.4</b>	<b>(47.7)</b>

# Quarterly segment reporting – Austria sub-segments

in EUR million	Erste Bank Oesterreich					Savings Banks				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	158.7	166.3	159.9	152.5	158.9	246.7	224.4	246.2	239.8	230.5
Risk provisions	(36.4)	(37.9)	(39.2)	(38.0)	(44.8)	(67.0)	(111.2)	(62.6)	(90.6)	(65.3)
Net fee and commission income	70.6	69.8	78.5	83.9	85.8	96.2	93.3	93.4	110.7	100.9
Net trading result	1.9	3.4	1.6	2.5	2.9	15.0	16.9	13.5	5.0	7.2
General administrative expenses	(157.3)	(160.3)	(149.6)	(154.2)	(152.6)	(232.7)	(236.5)	(234.9)	(209.0)	(233.5)
Other result	(5.4)	9.2	15.4	(16.0)	4.1	(18.5)	(11.8)	(84.1)	(48.9)	(1.0)
<b>Pre-tax profit</b>	<b>32.1</b>	<b>50.7</b>	<b>66.6</b>	<b>30.7</b>	<b>54.3</b>	<b>39.7</b>	<b>(25.0)</b>	<b>(28.4)</b>	<b>7.1</b>	<b>38.7</b>
Taxes on income	(7.8)	(11.9)	(14.4)	(6.7)	(12.4)	(14.3)	7.5	6.7	(19.2)	(10.1)
Post-tax profit from continuing operations	24.2	38.8	52.2	23.9	41.9	25.4	(17.5)	(21.7)	(12.1)	28.6
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>24.2</b>	<b>38.8</b>	<b>52.2</b>	<b>23.9</b>	<b>41.9</b>	<b>25.4</b>	<b>(17.5)</b>	<b>(21.7)</b>	<b>(12.1)</b>	<b>28.6</b>
Attributable to non-controlling interests	0.8	2.7	5.0	1.5	2.4	26.9	(7.8)	(22.2)	(19.1)	28.7
<b>Attributable to owners of the parent</b>	<b>23.4</b>	<b>36.1</b>	<b>47.2</b>	<b>22.4</b>	<b>39.5</b>	<b>(1.5)</b>	<b>(9.7)</b>	<b>0.5</b>	<b>7.0</b>	<b>(0.1)</b>

in EUR million	Austria				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	405.3	390.7	406.2	392.3	389.4
Risk provisions	(103.3)	(149.0)	(101.7)	(128.6)	(110.1)
Net fee and commission income	166.8	163.1	171.9	194.6	186.7
Net trading result	16.9	20.3	15.1	7.4	10.1
General administrative expenses	(390.0)	(396.8)	(384.5)	(363.2)	(386.1)
Other result	(23.9)	(2.6)	(68.7)	(64.9)	3.1
<b>Pre-tax profit</b>	<b>71.8</b>	<b>25.7</b>	<b>38.2</b>	<b>37.7</b>	<b>93.1</b>
Taxes on income	(22.2)	(4.4)	(7.7)	(25.9)	(22.5)
Post-tax profit from continuing operations	49.6	21.3	30.6	11.8	70.5
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>49.6</b>	<b>21.3</b>	<b>30.6</b>	<b>11.8</b>	<b>70.5</b>
Attributable to non-controlling interests	27.7	(5.2)	(17.2)	(17.6)	31.1
<b>Attributable to owners of the parent</b>	<b>21.9</b>	<b>26.4</b>	<b>47.7</b>	<b>29.4</b>	<b>39.5</b>

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

in EUR million

	Czech Republic					Romania				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	268.9	261.1	292.0	261.0	264.5	194.8	196.0	199.5	246.5	213.1
Risk provisions	(41.2)	(79.5)	(82.3)	(84.9)	(97.2)	(70.6)	(106.1)	(155.7)	(200.1)	(122.5)
Net fee and commission income	94.0	109.2	107.0	119.3	109.0	38.3	39.4	35.7	51.3	35.4
Net trading result	(1.4)	22.6	11.9	5.5	16.9	0.2	4.9	13.1	8.4	(7.8)
General administrative expenses	(175.4)	(174.3)	(180.8)	(165.3)	(179.5)	(99.7)	(101.0)	(86.0)	(96.6)	(94.3)
Other result	(28.5)	(29.9)	(16.1)	(32.7)	(3.7)	11.2	26.9	(12.8)	(8.4)	(6.7)
<b>Pre-tax profit</b>	<b>116.3</b>	<b>109.1</b>	<b>131.7</b>	<b>102.8</b>	<b>110.1</b>	<b>74.3</b>	<b>60.0</b>	<b>(6.0)</b>	<b>1.2</b>	<b>17.2</b>
Taxes on income	(23.6)	(22.2)	(26.1)	(33.5)	(20.7)	(12.7)	(10.2)	1.0	4.7	(3.3)
Post-tax profit from continuing operations	92.7	86.9	105.5	69.3	89.4	61.6	49.8	(5.0)	5.9	13.9
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>92.7</b>	<b>86.9</b>	<b>105.5</b>	<b>69.3</b>	<b>89.4</b>	<b>61.6</b>	<b>49.8</b>	<b>(5.0)</b>	<b>5.9</b>	<b>13.9</b>
Attributable to non-controlling interests	2.1	1.9	3.4	(0.3)	1.3	19.9	17.5	(0.2)	1.6	8.5
<b>Attributable to owners of the parent</b>	<b>90.6</b>	<b>85.0</b>	<b>102.1</b>	<b>69.6</b>	<b>88.1</b>	<b>41.7</b>	<b>32.3</b>	<b>(4.8)</b>	<b>4.3</b>	<b>5.4</b>

in EUR million

	Slovakia					Hungary				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	83.7	94.8	108.3	99.1	103.5	72.9	92.0	98.2	90.5	88.9
Risk provisions	(24.4)	(34.0)	(52.4)	(45.7)	(33.4)	(23.3)	(41.8)	(61.7)	(43.9)	(55.7)
Net fee and commission income	26.1	24.6	26.2	27.6	24.3	18.0	20.8	22.6	24.7	22.6
Net trading result	1.8	(0.4)	5.5	1.3	(0.0)	(4.6)	17.0	10.4	7.1	7.2
General administrative expenses	(67.0)	(66.3)	(61.3)	(54.9)	(56.5)	(51.1)	(54.2)	(53.4)	(55.3)	(50.0)
Other result	(4.3)	(12.1)	(13.3)	(20.5)	(4.9)	(1.5)	11.0	(1.0)	(9.9)	(2.9)
<b>Pre-tax profit</b>	<b>15.8</b>	<b>6.6</b>	<b>13.1</b>	<b>6.9</b>	<b>33.0</b>	<b>10.4</b>	<b>44.9</b>	<b>15.1</b>	<b>13.2</b>	<b>10.1</b>
Taxes on income	(2.9)	(1.4)	(2.8)	(7.3)	(6.2)	(2.6)	(11.4)	(3.4)	(8.4)	(3.2)
Post-tax profit from continuing operations	12.9	5.2	10.2	(0.4)	26.8	7.8	33.5	11.7	4.8	6.9
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>12.9</b>	<b>5.2</b>	<b>10.2</b>	<b>(0.4)</b>	<b>26.8</b>	<b>7.8</b>	<b>33.5</b>	<b>11.7</b>	<b>4.8</b>	<b>6.9</b>
Attributable to non-controlling interests	0.2	0.1	0.1	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.1)	0.0
<b>Attributable to owners of the parent</b>	<b>12.8</b>	<b>5.1</b>	<b>10.1</b>	<b>(0.3)</b>	<b>26.8</b>	<b>7.8</b>	<b>33.5</b>	<b>11.7</b>	<b>4.9</b>	<b>6.9</b>

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

in EUR million	Croatia					Serbia				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	50.7	57.2	57.6	58.0	56.1	7.7	8.1	6.1	6.2	6.1
Risk provisions	(9.0)	(16.8)	(19.6)	(29.1)	(25.3)	(1.4)	(2.6)	(2.1)	(0.9)	(2.2)
Net fee and commission income	16.8	19.0	19.0	19.6	17.4	2.4	2.4	3.3	2.8	2.3
Net trading result	1.5	0.4	4.2	2.8	1.9	0.8	0.6	0.8	0.9	0.4
General administrative expenses	(32.9)	(33.4)	(32.6)	(31.7)	(34.6)	(7.8)	(7.8)	(7.5)	(8.0)	(7.5)
Other result	0.1	(2.8)	(2.2)	3.5	(1.4)	(0.3)	(0.2)	(0.4)	(0.6)	0.4
<b>Pre-tax profit</b>	<b>27.2</b>	<b>23.6</b>	<b>26.6</b>	<b>23.0</b>	<b>14.2</b>	<b>1.4</b>	<b>0.5</b>	<b>0.2</b>	<b>0.4</b>	<b>(0.5)</b>
Taxes on income	(5.4)	(5.1)	(4.8)	(3.2)	(3.0)	(0.1)	(0.1)	(0.0)	(0.0)	0.0
Post-tax profit from continuing operations	21.9	18.5	21.7	19.8	11.1	1.3	0.4	0.2	0.3	(0.5)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>21.9</b>	<b>18.5</b>	<b>21.7</b>	<b>19.8</b>	<b>11.1</b>	<b>1.3</b>	<b>0.4</b>	<b>0.2</b>	<b>0.3</b>	<b>(0.5)</b>
Attributable to non-controlling interests	7.8	6.7	8.5	7.7	5.2	0.3	0.0	0.3	0.2	(0.1)
<b>Attributable to owners of the parent</b>	<b>14.1</b>	<b>11.8</b>	<b>13.3</b>	<b>12.1</b>	<b>5.9</b>	<b>0.9</b>	<b>0.4</b>	<b>(0.1)</b>	<b>0.1</b>	<b>(0.3)</b>

in EUR million	Ukraine					Central and Eastern Europe				
	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Net interest income	8.3	6.0	6.1	6.6	7.5	687.1	715.1	767.8	767.9	739.8
Risk provisions	(14.6)	(23.8)	(8.7)	(29.7)	(5.4)	(184.5)	(304.6)	(382.5)	(434.4)	(341.5)
Net fee and commission income	0.1	(0.1)	0.5	0.7	0.3	195.8	215.3	214.5	246.0	211.2
Net trading result	2.7	1.0	0.9	2.8	2.2	1.0	46.3	46.9	28.8	20.9
General administrative expenses	(10.3)	(8.7)	(8.3)	(8.8)	(11.0)	(444.2)	(445.8)	(429.8)	(420.7)	(433.4)
Other result	(0.3)	(0.1)	(0.5)	(8.7)	(0.3)	(23.7)	(7.3)	(46.2)	(77.3)	(19.4)
<b>Pre-tax profit</b>	<b>(14.1)</b>	<b>(25.7)</b>	<b>(9.8)</b>	<b>(37.0)</b>	<b>(6.6)</b>	<b>231.4</b>	<b>219.0</b>	<b>170.7</b>	<b>110.4</b>	<b>177.5</b>
Taxes on income	0.6	1.0	0.2	1.2	0.0	(46.6)	(49.3)	(36.0)	(46.6)	(36.5)
Post-tax profit from continuing operations	(13.6)	(24.7)	(9.6)	(35.9)	(6.6)	184.7	169.7	134.8	63.8	141.1
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0
<b>Net profit for the period</b>	<b>(13.6)</b>	<b>(24.7)</b>	<b>(9.6)</b>	<b>(35.9)</b>	<b>(6.6)</b>	<b>184.7</b>	<b>169.7</b>	<b>134.8</b>	<b>63.8</b>	<b>141.1</b>
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	30.4	26.2	12.1	9.0	14.9
<b>Attributable to owners of the parent</b>	<b>(13.6)</b>	<b>(24.7)</b>	<b>(9.6)</b>	<b>(35.9)</b>	<b>(6.6)</b>	<b>154.3</b>	<b>143.5</b>	<b>122.7</b>	<b>54.8</b>	<b>126.2</b>

- Business snapshot and macro trends
- Q1 2010 financial highlights
- Q1 2010 key topics
- Q1 2010 financials and segment reporting
- **Appendix**
  - ABS & CDO portfolio (details)
  - Asset quality (details)
  - CEE local statements
  - Quarterly results
  - Key ratios and shareholder structure



# Group statistical data\* –

## Tier 1 and solvency ratios within target ranges

in EUR million	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	Mar 10
<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	11,450	11,652
<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	15,772	15,907
<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	106,383	105,944
<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	10.8	11.0
<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	12.7	12.8
<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	9,849	11,753
<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	28.9	30.4
<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	0.9	1.0

\* Reporting under Basel II as of 1 January 2007;

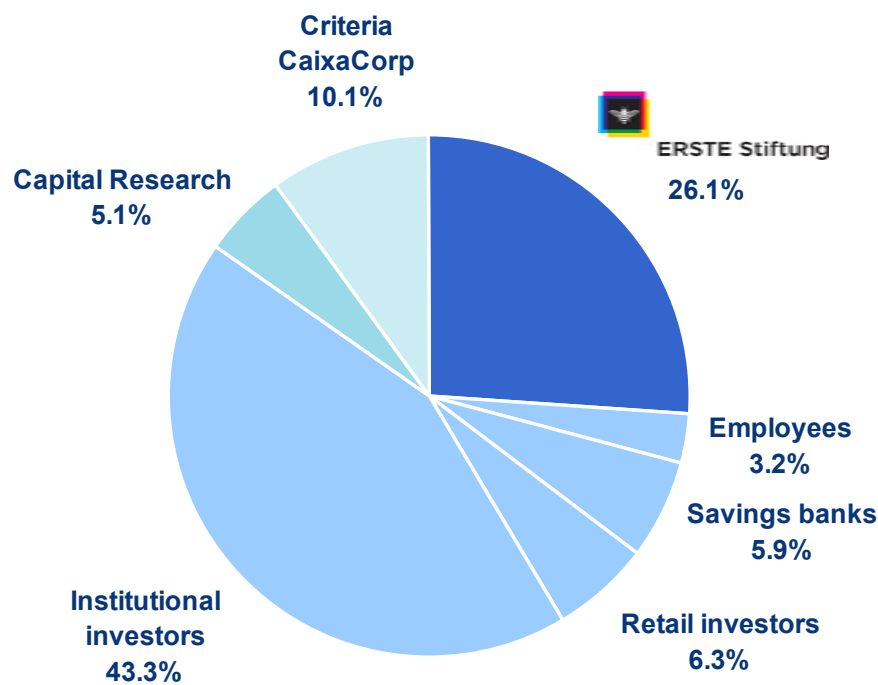
1 Total eligible qualifying capital

2 1998 – 2003 data adjusted for 4:1 stock split / 2009: equity adjusted for EUR 1.74bn participation capital and pro rata 8% dividend / number of shares adjusted for own shares.

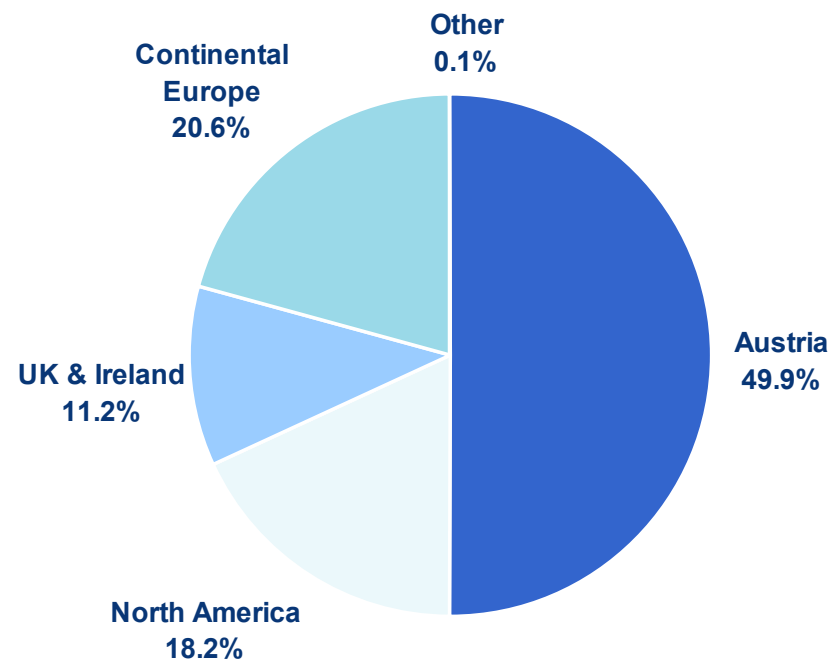
# Shareholder structure –

Total number of shares: 377,925,086

## By investor



## By region



updated April 2010

---

– **Erste Group Bank AG, Graben 21, 1010 Vienna**

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

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

– **Investor relations**

Gabriele Werzer

Tel: +43 (0)5 0100-11286

e-mail: [gabriele.werzer@erstegroup.com](mailto:gabriele.werzer@erstegroup.com)

Thomas Sommerauer

Tel: 43 (0)5 0100-17326

e-mail: [thomas.sommerauer@erstegroup.com](mailto:thomas.sommerauer@erstegroup.com)

Peter Makray

Tel: +43 (0)5 0100 16878

e-mail: [peter.makray@erstegroup.com](mailto:peter.makray@erstegroup.com)