

**Erste Group –  
Autumn road show presentation  
8 – 12 November 2010**

**Strong operating income and strict cost control**

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## Cautionary note regarding forward-looking statements

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# 1-9 2010 executive summary –

## Strong operating performance continues

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- **Continued strong operating performance - cost/income ratio improved to 48.7%**
  - Operating income rose by 4.3% to EUR 5,900.1m on the back of strong NII, resilient margins and growing fee income
  - Operating result improved by 9.1% to EUR 3,028.4m in 1-9 2010 supported by another quarter of record revenues
  - Net profit increased by 2.3% to EUR 736.8m in the first nine months
  
- **Continued stabilisation in asset quality and improved NPL coverage in 1-9 2010**
  - Decelerating trend in NPL formation confirmed in Q3 2010; (+5.3% qoq compared to + 5.9% in Q2 2010)
  - NPL ratio based on total customer loans increased to 7.6% (year-end 2009: 6.6%)
  - Risk costs developed in line with expectations, declining by 8.8% qoq to reach EUR 1,588.4m (or 162 bps) in 1-9 2010; expected to remain at the level of 2009 for the current financial year
  - NPL coverage continued to improve, reaching 60.9% in nine months (57.2% at YE 2009)
  
- **Negative contribution from the other operating result increased in 1-9 2010**
  - On the back of banking tax in Hungary: about EUR 36m
  - Write-down of IT in the Ukraine due to resizing of the bank and in Slovakia of about EUR 30m
  - Revaluation of real estate in the Czech Republic: about EUR 44m
  - Write-down of BCR leasing portfolio: about EUR 28m
  
- **Sustained comfortable liquidity position – loan/deposit ratio at 114%**
  - Long-term funding requirement of EUR 4bn for 2010 almost covered focusing on private placements
  
- **Solid capital position in the context of new BIS III requirements**
  - Continued improvement of capital ratios throughout 1-9 2010, without retained earnings
    - Tier 1 (total risk) improved to 9.7% (YE 2009: 9.2%)
    - Core tier 1 ratio (excluding hybrid capital) stood at 8.7% (YE 2009: 8.3%)
  - Risk weighted assets declined by 1.8% ytd due to lower credit risk RWAs due to selective, high quality new business

- **Business snapshot and macro trends**
- 1-9 2010 financial highlights
- 1-9 2010 key topics
- 1-9 2010 financials and segment reporting
- **Appendix**

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

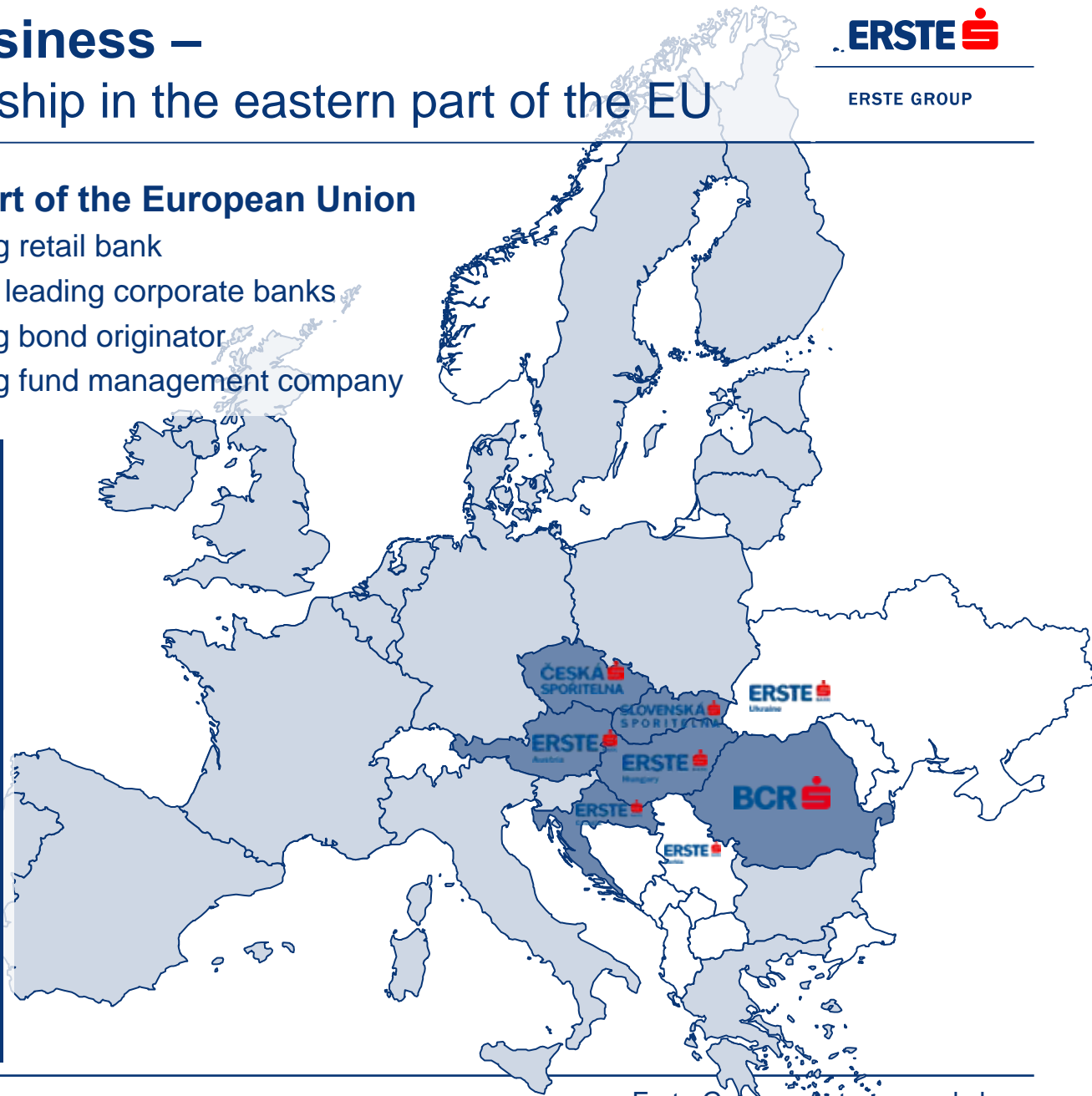
# Erste Group's business –

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

### – Focus on the eastern part of the European Union

- Erste Group is the leading retail bank
- Erste Group is one of the leading corporate banks
- Erste Group is the leading bond originator
- Erste Group is the leading fund management company

Country	Product category	Market share	Market position
Austria	Retail loans	19%	2
	Retail deposits	19%	2
	Assets under mgmt	22%	1
	Corporate loans	17%	2
Czech Republic	Retail loans	27%	1
	Retail deposits	29%	1
	Assets under mgmt	26%	2
	Corporate loans	23%	2
Romania	Retail loans	20%	1
	Retail deposits	23%	1
	Assets under mgmt	46%	1
	Corporate loans	24%	1
Slovakia	Retail loans	27%	1
	Retail deposits	28%	1
	Assets under mgmt	22%	1
	Corporate loans	14%	3
Hungary	Retail loans	14%	2
	Retail deposits	8%	3
	Assets under mgmt	11%	3
	Corporate loans	9%	6
Croatia	Retail loans	13%	3
	Retail deposits	13%	3
	Assets under mgmt	21%	2
	Corporate loans	15%	3



- **Economic growth continued to be mainly driven by exports in Q3 2010**
  - Industrial output has remained strong across the region
  - Improved household consumption in selected countries
  - More balanced growth forecast for next year with domestic demand expected to pick up in the region
- **Very strong fiscal commitment in CEE**
  - Fiscal measures in Romania and Hungary aimed at meeting agreed budget deficit targets
  - Agreements with international organisations enforce fiscal discipline in selected countries
- **Benchmark interest rates remained at historic lows**
  - Czech Republic: 0.75%, Romania: 6.25%, Hungary: 5.25%
  - Interest rates are not expected to rise in near future
- **More stable exchange rate environment in Romania and Hungary**
  - RON has stabilized at 4.2-4.3 versus the euro following historic low in June
  - HUF has recovered against the euro and CHF since its July trading lows
- **Banking tax in Hungary and Austria to improve budget deficits**
  - Hungary: implemented banking tax for 2010 and 2011
    - Pre-tax impact on Erste Group: ~ EUR 48m p.a.; post-tax: EUR 37m p.a.
  - Austria: exact impact of banking tax yet to be determined

# Macroeconomic trends –

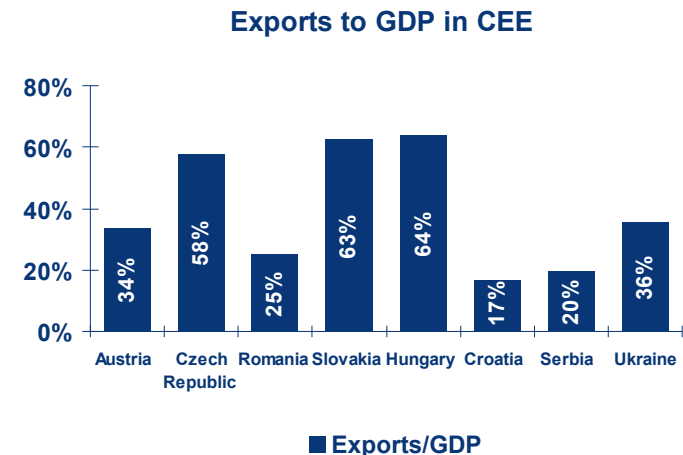
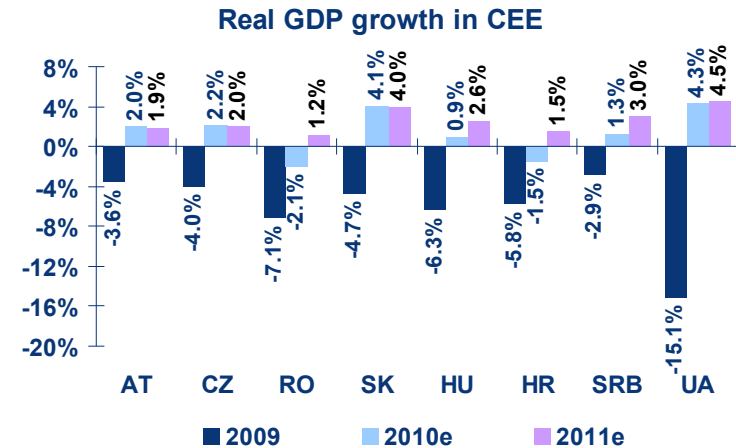
## Focus: Economic growth outlook in CEE

### – Significant improvement in industrial output thanks to rising exports

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

### – All CEE countries expected to grow in 2011

- Economic recovery has started already in 2010 mainly driven by exports
- In 2011 more balanced growth is expected supported by increased domestic demand
- CEE countries to experience different growth patterns in line with level of export dependency and country-specific issues
  - Romania: growth to return in 2011 following negative impacts of VAT increase and public sector pay cuts in 2010
  - Hungary: expected improvement in household consumption to push growth to 2.6% in 2011
  - Croatia: weak domestic demand only partly offset by tourism in 2010
  - Serbia and Ukraine: more balanced growth seen in 2010
  - Czech Republic and Slovakia: growth rates of 2-4% for 2010, significantly ahead of Eurozone average (1.3%)



Source: Erste Group Research

- Business snapshot and macro trends
- **1-9 2010 financial highlights**
- 1-9 2010 key topics
- 1-9 2010 financials and segment reporting
- Appendix



# 1-9 2010 financial highlights –

## Resilient margins and strong operating profitability

### – Net profit grew by 2.3% to EUR 736.8 million

- Lower Cash-EPS and Cash-ROE due to substantially enlarged capital base
  - Issuance of participation capital in H1 09 (EUR 1.76bn)
  - Issuance of equity in November 2009 (EUR 1.74bn)

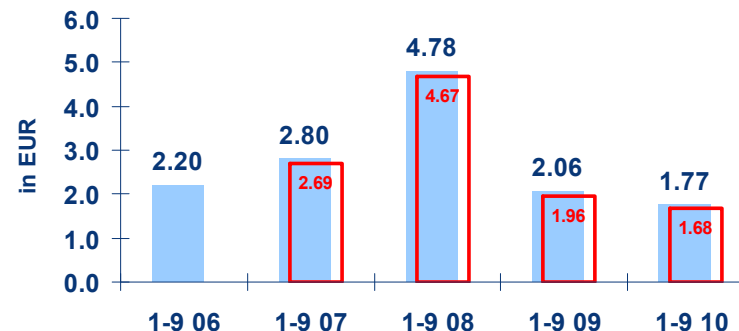
### – Stable NIM at 3.08% (1-9 09: 2.98%)

- NIM was stable qoq in CEE (4.59%), with slight improvement registered in Austria (2.04%) supported by solid margins in core customer business

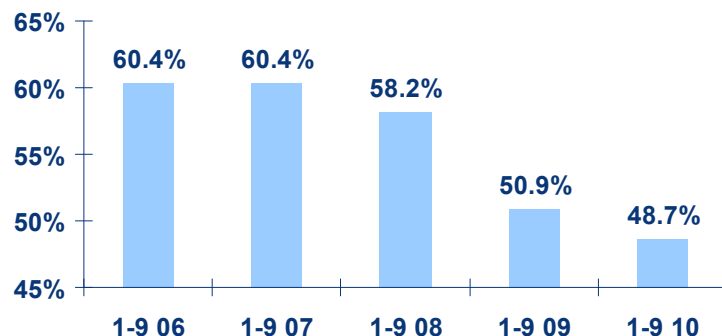
### – Cost/income ratio improved to 48.7%

- Supported by record operating income and strict cost control

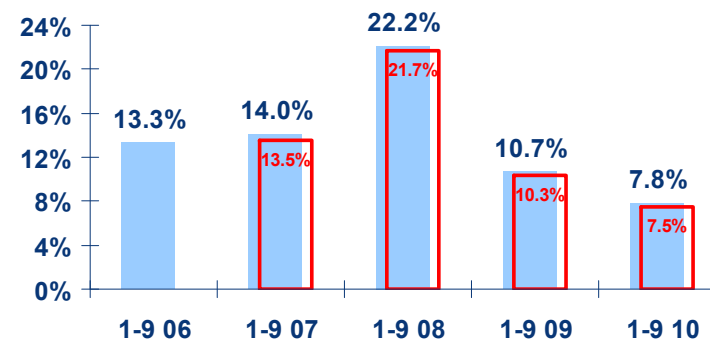
Cash earnings per share \*



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: 374.6m (ex treasury shares and shares owned by savings banks with EB participations: 3.5m), adjusted for non cash items amounting to EUR 30.5m in Q3 2010 (linear amortisation of customer relationships after tax and non-controlling interests) and dividend on the participation capital (EUR 70.6m).

# 1-9 2010 financial highlights\* –

## Operating result continues to perform well

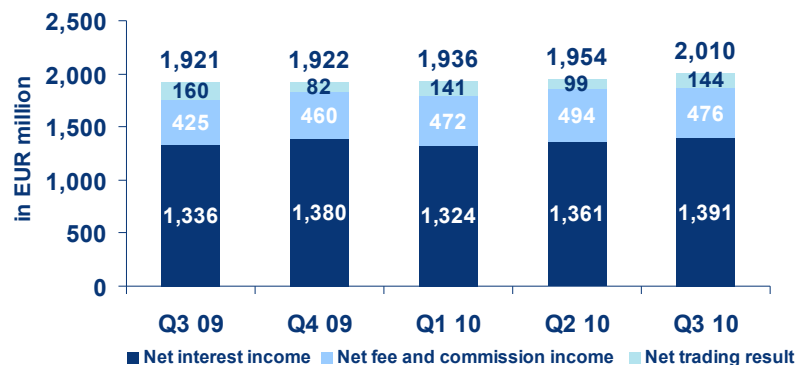
in EUR million	1-9 10	1-9 09	Change	Q3 10	Q2 10	Q3 09
<b>Retail &amp; SME</b>	<b>2,377.9</b>	<b>2,154.8</b>	<b>10.3%</b>	<b>808.0</b>	<b>831.4</b>	<b>808.1</b>
<b>Austria</b>	<b>630.0</b>	<b>585.0</b>	<b>7.7%</b>	<b>210.2</b>	<b>219.7</b>	<b>208.6</b>
EB Oesterreich	290.5	243.6	19.3%	96.8	98.7	90.4
Savings Banks	339.5	341.4	(0.6%)	113.4	121.0	118.2
<b>Central and Eastern Europe</b>	<b>1,747.9</b>	<b>1,569.9</b>	<b>11.3%</b>	<b>597.8</b>	<b>611.6</b>	<b>599.4</b>
Czech Republic	674.8	634.8	6.3%	245.4	218.4	230.1
Romania	469.4	435.3	7.8%	137.2	185.8	162.4
Slovakia	223.1	176.0	26.8%	74.2	77.7	78.7
Hungary	228.0	188.6	20.9%	82.6	76.7	77.8
Croatia	141.5	127.6	10.9%	52.5	48.2	48.3
Serbia	6.8	9.1	(25.0%)	3.8	1.8	2.7
Ukraine	4.3	(1.6)	na	2.1	3.1	(0.6)
<b>GCIB</b>	<b>436.9</b>	<b>402.0</b>	<b>8.7%</b>	<b>151.7</b>	<b>139.9</b>	<b>134.6</b>
<b>Group Markets</b>	<b>259.0</b>	<b>446.8</b>	<b>(42.0%)</b>	<b>80.8</b>	<b>63.2</b>	<b>104.8</b>
<b>Corporate Center</b>	<b>(45.4)</b>	<b>(226.7)</b>	<b>80.0%</b>	<b>(3.4)</b>	<b>(26.3)</b>	<b>(47.0)</b>
<b>Total Erste Group</b>	<b>3,028.4</b>	<b>2,776.9</b>	<b>9.1%</b>	<b>1,037.1</b>	<b>1,008.1</b>	<b>1,000.5</b>

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

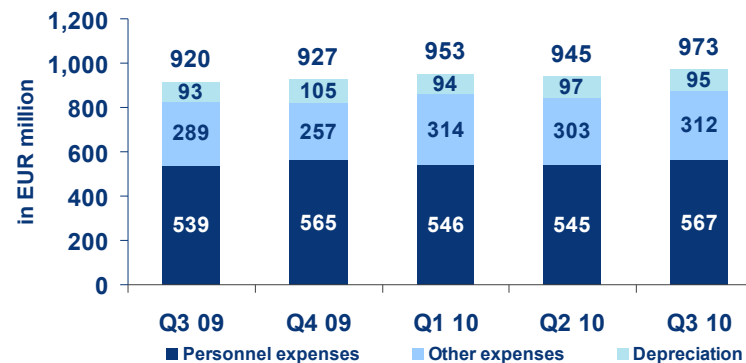
# Q3 2010 financial highlights –

## Operating result of more than EUR 1 billion in Q3 2010

Operating income per quarter



Operating expenses per quarter



### – Quarterly operating income again at record levels; EUR 2,010.3 million (up 4.7% yoy)

- **Net interest income** grew by 4.1% yoy to EUR 1,390.7m on the back substantially higher NIM, offsetting continued low loan demand; NII was up by 2.2% on strong Q2 2010 supported by slightly improved net interest margin
- **Net commission income** increased by 11.9% compared to Q3 2009 reaching EUR 475.7m; fee income declined by 3.6% qoq due to seasonal effects but the strong yoy performance of securities business continues
- **Net trading result** recovered in Q3 2010 rising by 45.6% compared to Q2 2010, driven by higher contribution from securities and derivatives trading, while income from FX transactions was stable; compared to very strong Q3 2009 net trading result reached EUR 143.9m, down 10.0% yoy

### – Quarterly operating expenses at EUR 973.3 million

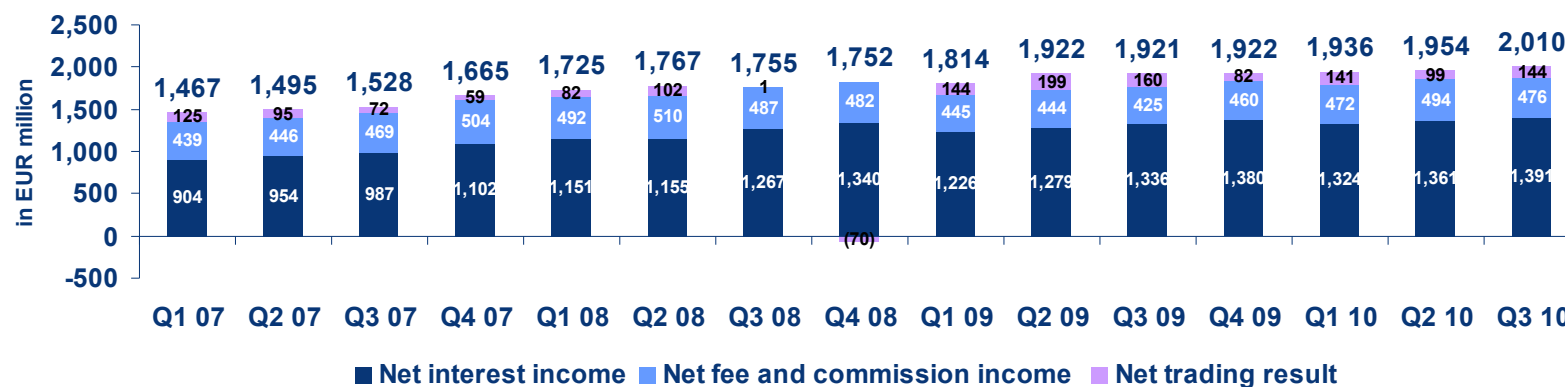
- Increase of 2.9% on Q2 2010 mainly driven by rising CEE FX rates and consolidation of IT company at Group level
- Expenses increased by 5.8% yoy as successful implementation of efficiency measures already had a positive impact on Q3 2009

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

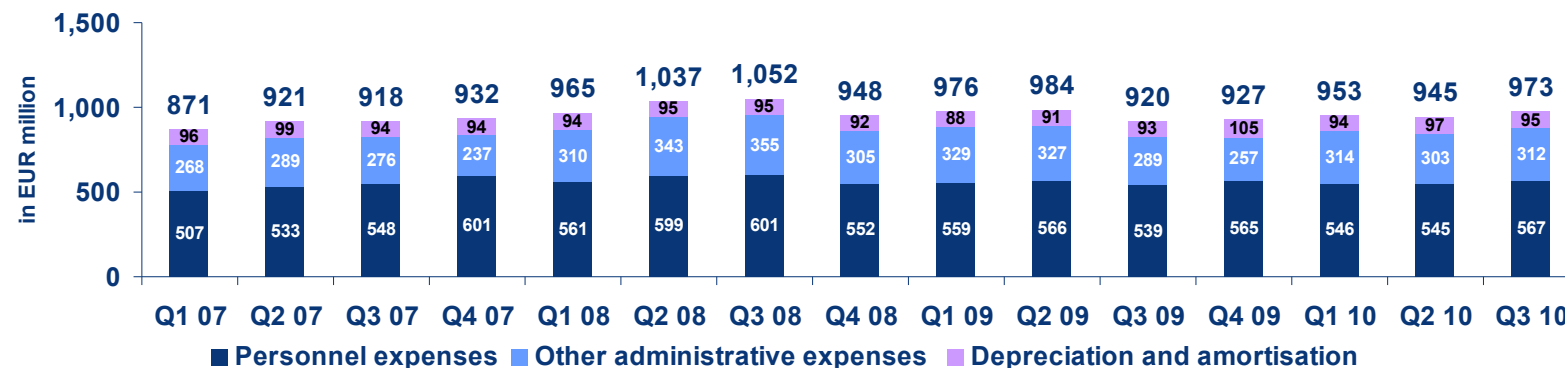
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# Erste Group's business – Growing revenues and costs under control

## Erste Group: operating income history

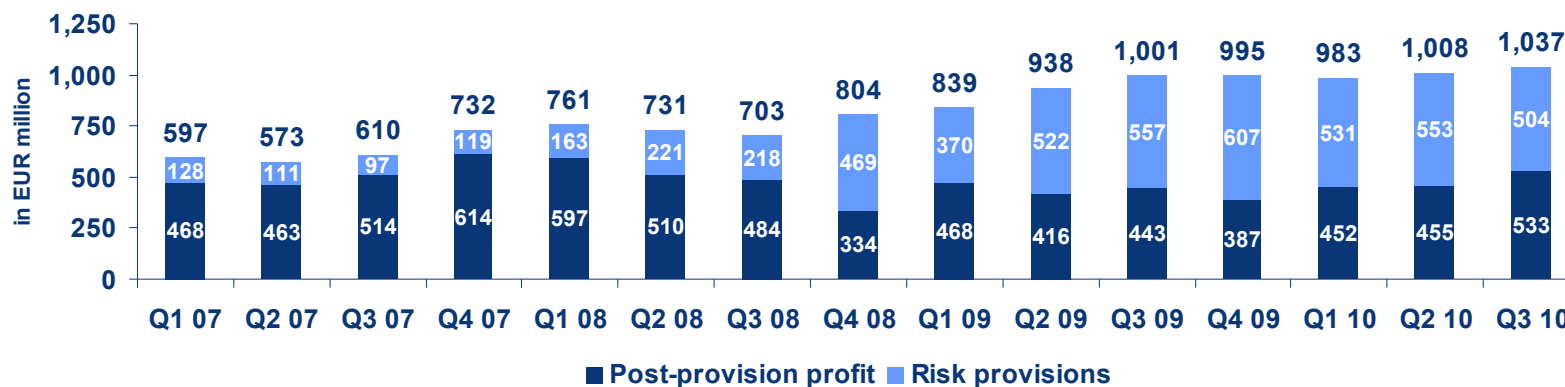


## Erste Group: operating expense history

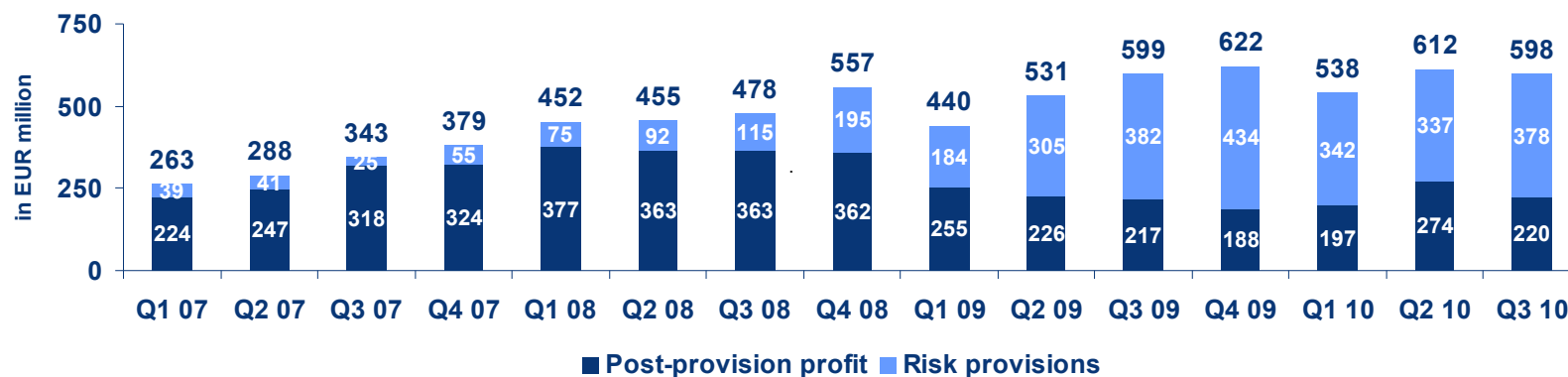


# Erste Group's business – Record pre-provision profitability

## Erste Group: operating profit history (pre-provision profit)



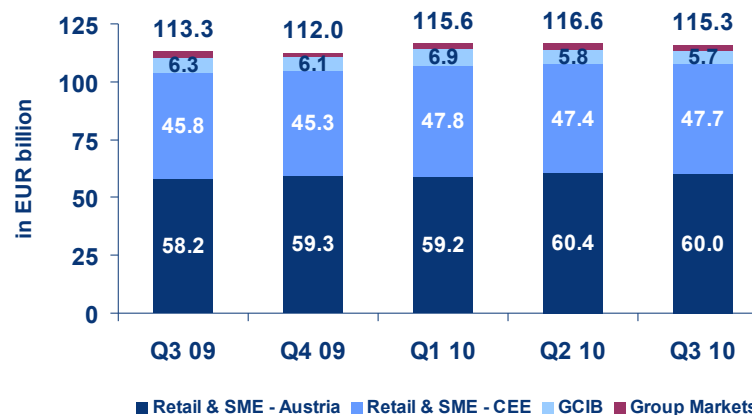
## Segment CEE (Retail & SME): operating profit history (pre-provision profit)



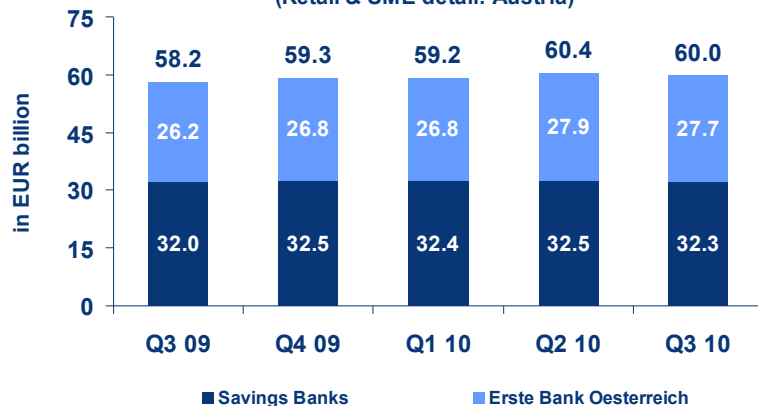
# Erste Group's customer deposits – Deposit growth continues to outpace loan growth

- **Customer deposits grew by 2.9% ytd (up 1.8% yoy)**
  - Mainly based on solid growth in Austria and strong inflows in the Czech Republic
- **Retail & SME deposits increased by 2.9% ytd**
  - Austria grew by 1.2%, supported by EB Oesterreich (+3.4% ytd)
  - CEE enjoyed strong ytd growth (+5.2%): supported by the Czech Republic (+12.0%) driven by inflows from public sector and currency appreciation; other core markets saw stable or slightly declining volumes
- **GCIB deposits declined by 6.2% ytd**
  - Reversing the positive Q1 2010 trend, as short-term deposits from large corporates were not rolled-over
- **Loan/deposit ratio stable at 114.0% in Q3 2010 (year-end 2009: 115.3%)**

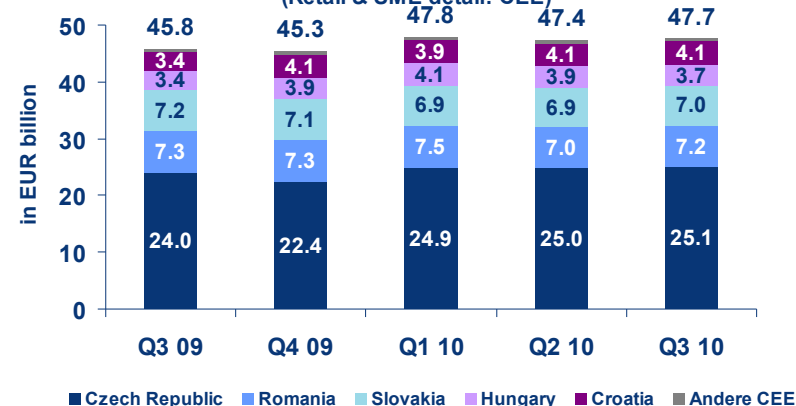
Customer deposit trends by main segments



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



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

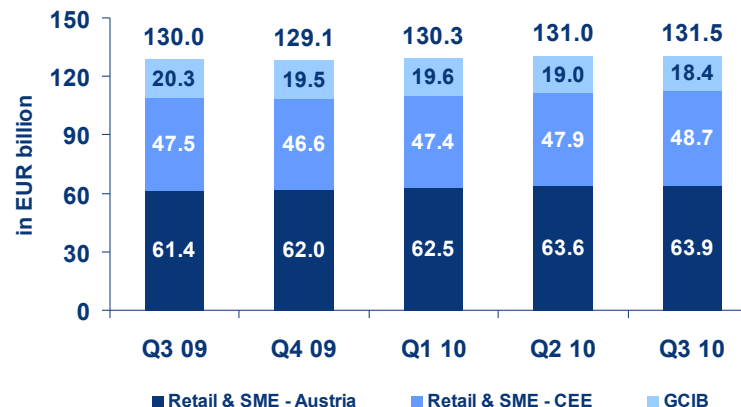


# Erste Group's loan book –

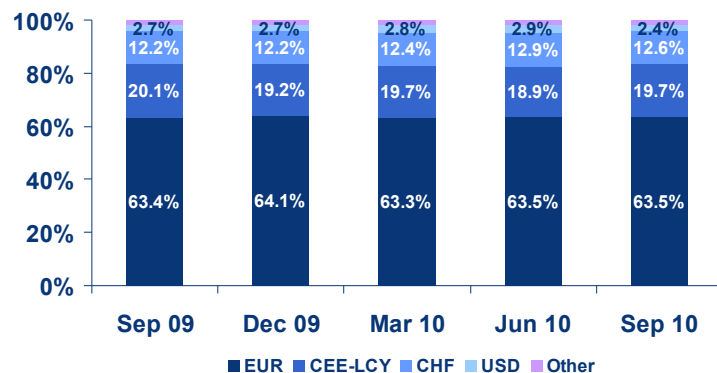
## Loan demand across the segments remained subdued

- **Customer loans increased by 1.8% ytd; up 1.2% yoy**
  - Growth in Retail & SME loans in Austria and CEE ytd and yoy was driven mainly by appreciation of CHF and CEE currencies vs euro
  - GCIB loan book declined by 5.5% ytd, and by 9.5% yoy due to redemptions and lower demand
- **Customer distribution remained broadly unchanged**
  - Retail continued to increase to 48.7% of portfolio
  - SME and large corporates account for 45.7% of the loan book
  - Public sector rose to 5.5% of total loans
- **Currency distribution shifted towards EUR and CHF**
  - No new CHF lending since 2009; existing loan book with conservative debt service to income ratios and LTVs

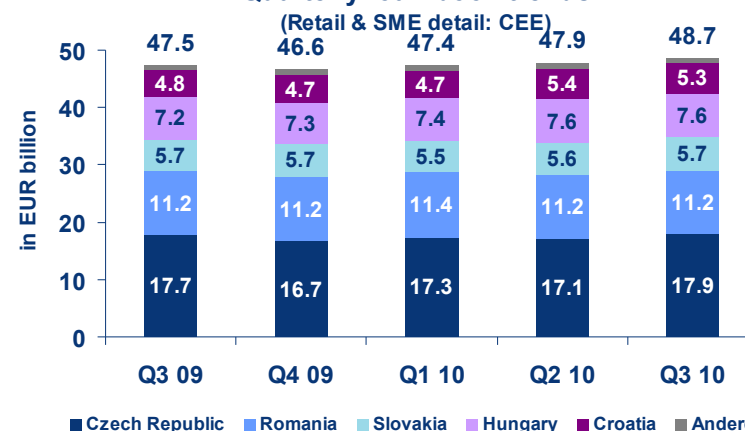
Customer loans by main segments \*



Customer loans by currency



Quarterly loan book trends



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



# Erste Group's asset quality –

## Group trends: declining NPL formation, coverage rises

### – New NPL formation declined in line with target risk costs

- Excellent performance in Austria both at the savings banks and Erste Bank Oesterreich resulted in reduced NPLs
- NPL growth in CEE driven by local corporate segment mainly in Romania and Croatia
- NPLs in Slovakia, Ukraine and Serbia flat or in decline

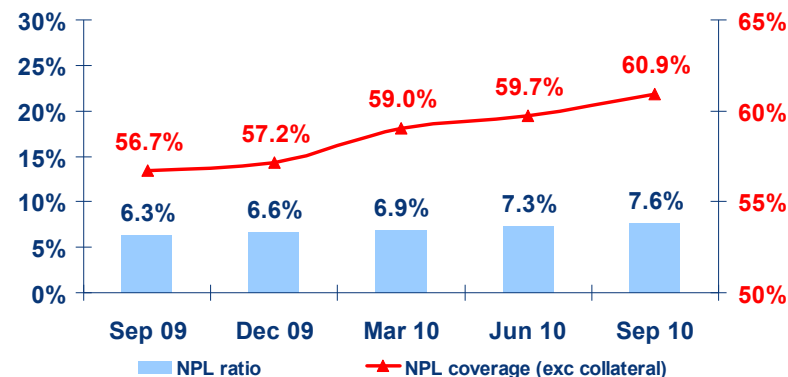
### – NPL ratio based on customer loans increased to 7.6% (YE 2009: 6.6%)

- Continued low demand for new loans but downward migration trend in existing portfolio slowed down considerably

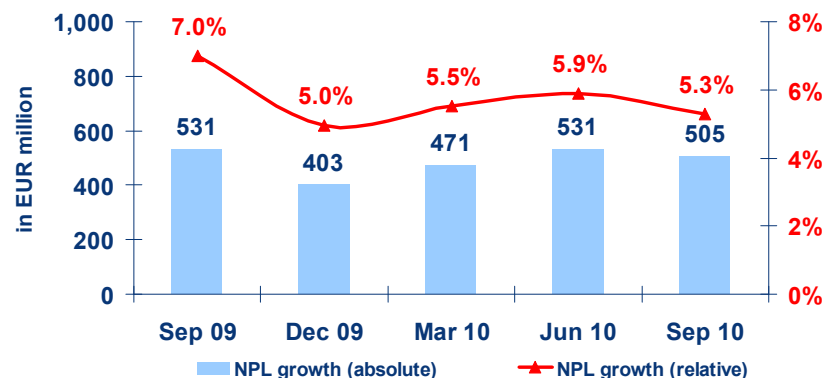
### – NPL coverage continued to improve to 60.9% (YE 2009: 57.2%)

- NPL coverage improved throughout all major segments (Retail & SME as well as GCIB segment)

Erste Group: NPL ratio vs NPL coverage



Quarterly NPL growth (absolute/relative)



# Erste Group's asset quality –

## Segments: improvements in Austria, Slovakia and GCIB

### – Retail & SME/Austria: improving asset quality accompanied by decreasing risk costs

- Decrease in NPL ratio and substandard category, while low risk asset class increased
- NPL coverage ratio improved qoq from 57% to over 59%

### – Retail & SME/CEE: Increasing NPLs mainly in local corporate/SME segment

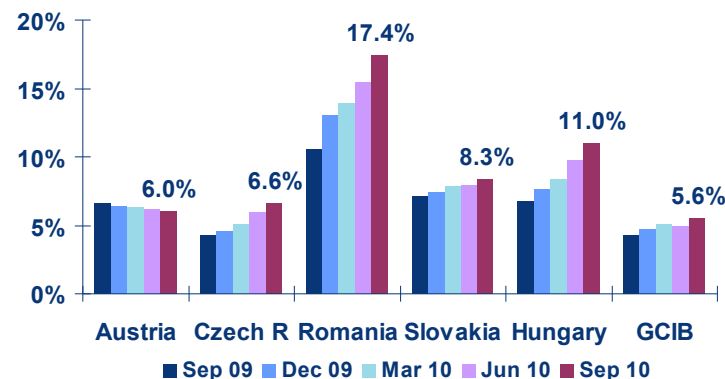
### – Czech Republic: stable coverage & positive development of macroeconomic indicators

- Rise in NPLs mainly driven by isolated defaults in real estate business, overall stable
- Loan demand remained low, growth mainly in secured retail
- Decrease of risk cost expected going forward

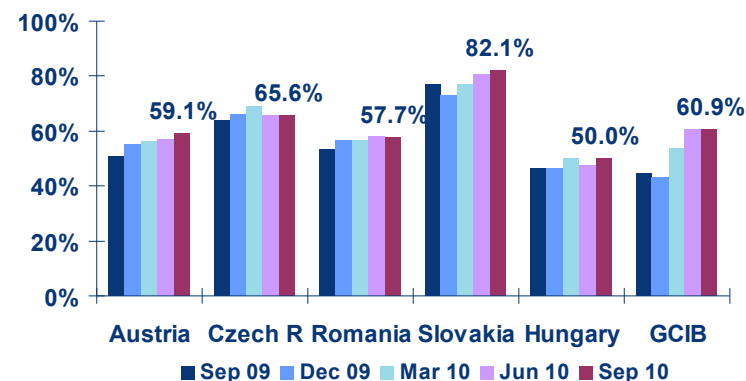
### – Romania: New NPL formation rose in all segments but at slower pace than in 2009

- NPL coverage ratio slightly down qoq but up yoy
- Risk costs increased again in Q3 after reduction in last two quarters

NPL ratios in key segments



NPL coverage ratios in key segments (excluding collateral)



# Erste Group's asset quality –

## Segments round-up cont'd: consolidation of risk costs

### – Slovakia: new lending in low risk class improves portfolio quality

- Due to tighter lending criteria and continued retail loan growth
- NPL ratio in retail remains almost flat and low risk class further increased to over 82%
- Risk costs further decreased qoq
- NPL coverage increased to over 82%

### – Hungary: rising unemployment drives NPL ratio

- Clear shift towards HUF lending while FX portfolio is decreasing
- Risk costs increased in retail and SME while improvement is visible in real estate business
- NPL coverage ratio exceeds 50%

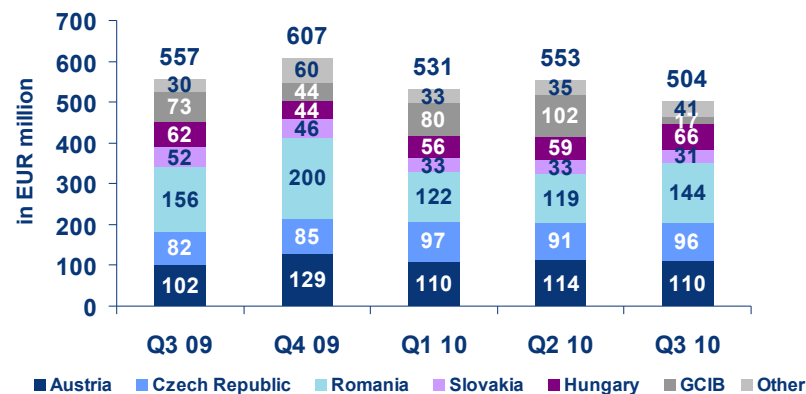
### – Croatia: reduced growth of new NPL formation especially in the local corporate/SME segment

- NPL coverage above 60%
- Flattening of new NPL formation, especially in retail

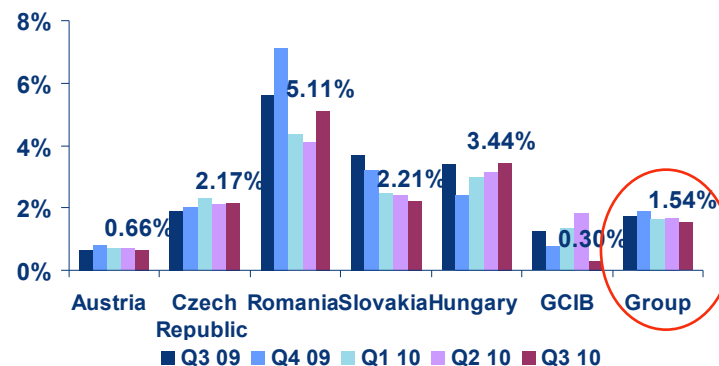
### – GCIB: large corporate customers benefit from economic recovery

- Defaults mainly in the real estate segment with high collateral
- Risk cost sharply down after strong increase in Q2

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 remain the main source of funding

- Providing a solid funding base in all local currencies
- Reflected in loan/deposit ratio improvement to 114.0%

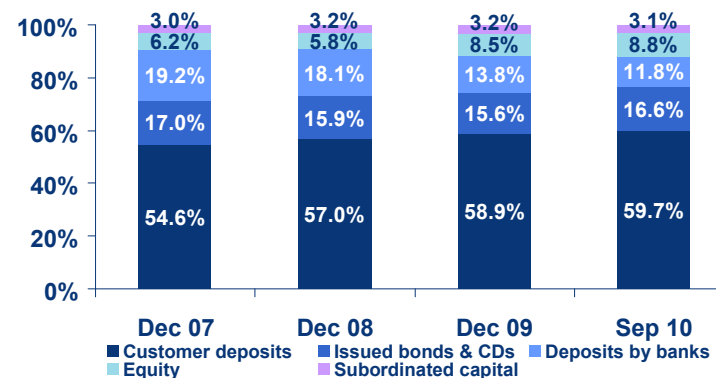
### – Short-term funding needs well covered

- Well collateralised and stable share of short-term funding

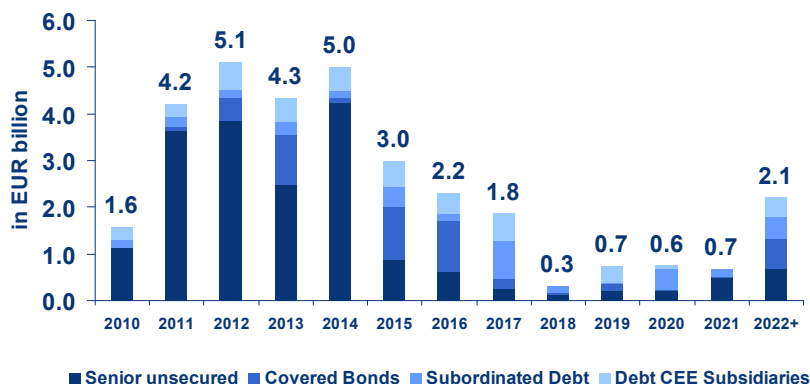
### – Limited long-term funding required

- Close to 95% of EUR 4 billion funding needs for 2010 already covered
- Q3 10 funding mix:
  - 43% private placements: senior unsecured
  - 7% private placements: Pfandbrief
  - 50% public benchmark: Pfandbrief
- Continued focus on extension of maturity profile

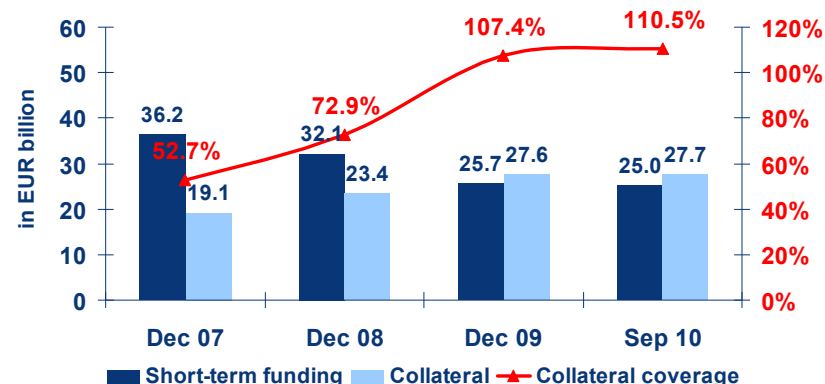
Evolution of Erste Group's funding mix



Redemption profile of Erste Group (Q3 2010)



Short-term funding vs collateral coverage



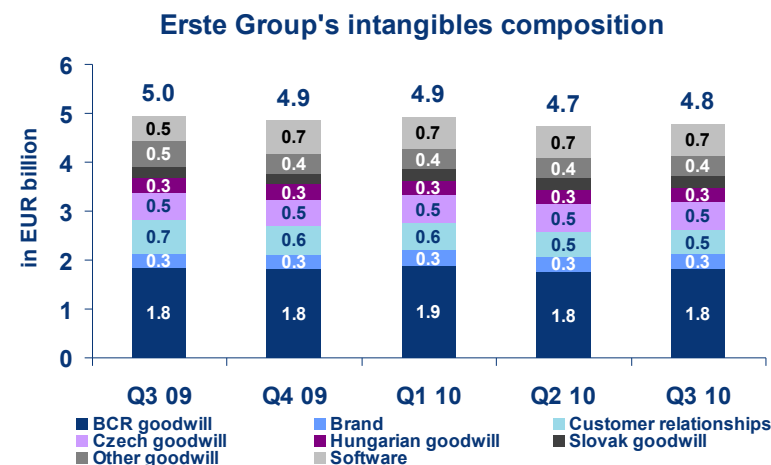
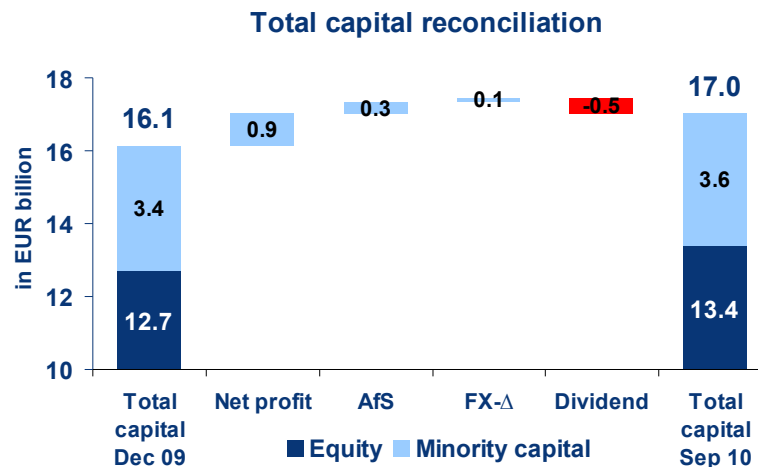
# Erste Group's capital position – Further strengthening of the capital base

– **Total equity (IFRS) increased by EUR 0.9 billion (+5.5%) year-to-date driven by:**

- Retained earnings and ...
- ... improved AfS reserve ...
- ... and positive FX effects
- Dividend payout in May 2010 of EUR 423m to shareholders and owners of participation capital

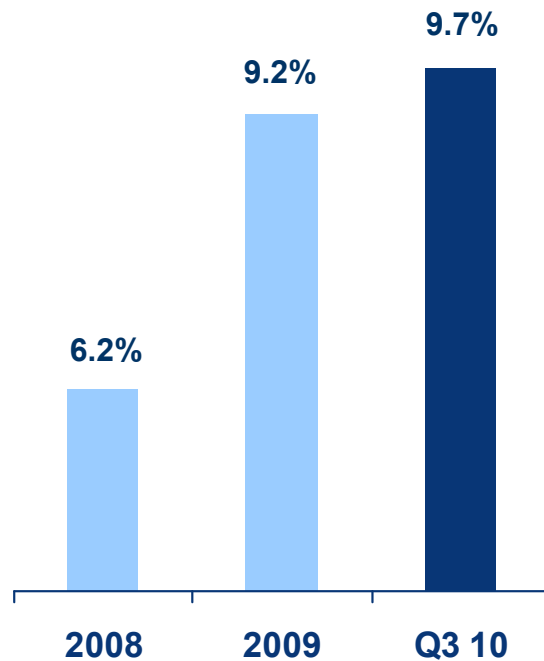
– **Shareholders' equity rose by EUR 0.7 billion (+5.4%) ytd**

– **Intangibles fluctuate in line with currency movements in CEE (mainly in Romania and Hungary)**

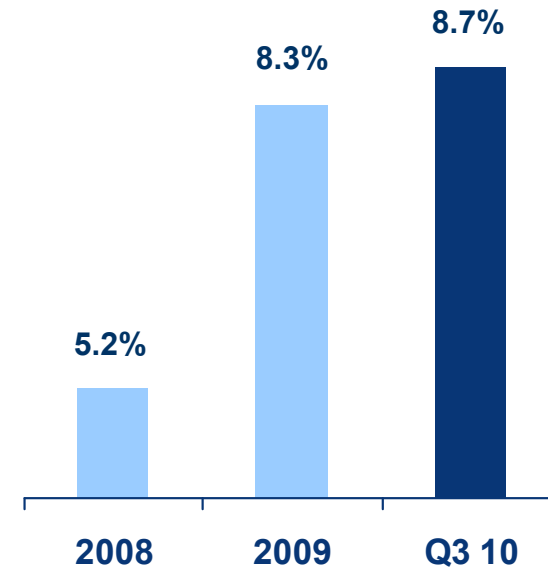


# Erste Group's capital position – Further strengthening of capital ratios

### Tier 1 ratio (total risk)<sup>1</sup>



### Core tier 1 ratio (total risk)<sup>2</sup>



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

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

### – Economies will continue to recover in 2011

- Austria, Czech Republic and Slovakia to lead the way based on rising domestic demand, following export-led growth in 2010

### – Strong year-to-date operating performance to be sustained in Q4 2010

- Positive outlook for 2011 operating performance is based on
  - Expectation for mid-single digit loan growth at group level, resilient margins in core business and rising fee income
  - Continued strict cost management

### – Credit risk performance in Q3 2010 confirming outlook for year-end

- H2 2010 will see lower risk costs than H1 2010
- 2011: continued declining risk cost trend based on economic recovery

### – Participation capital can be repaid with no need to raise equity

- Ability to generate retained earnings remains strong
- Common equity ratio in accordance with Basel III comfortably above 7%

- Business snapshot and macro trends
- 1-9 2010 financial highlights
- 1-9 2010 key topics
- **1-9 2010 financials and segment reporting**
- Appendix



# Group income statement (IFRS) – Strong qoq improvement of Group net profit

in EUR million	1-9 10	1-9 09	Change	Q3 10	Q2 10	Q3 09
Net interest income	4,075.5	3,840.9	6.1%	1,390.7	1,361.2	1,335.6
Risk provisions for loans and advances	(1,588.4)	(1,449.2)	9.6%	(504.2)	(553.0)	(557.1)
Net fee and commission income	1,440.7	1,313.3	9.7%	475.7	493.5	425.1
Net trading result	383.9	503.0	(23.7%)	143.9	98.8	159.9
General administrative expenses	(2,871.7)	(2,880.3)	(0.3%)	(973.3)	(945.3)	(920.1)
Other operating result	(283.4)	(201.8)	(40.4%)	(124.6)	(91.1)	(114.3)
Result from financial assets - FV	(7.8)	56.4	na	16.8	(37.6)	68.5
Result from financial assets - AfS	18.5	(106.4)	na	(17.9)	36.3	(87.7)
Result from financial assets - HtM	0.8	2.0	(60.0%)	(3.8)	(0.1)	2.9
<b>Pre-tax profit from continuing operations</b>	<b>1,168.1</b>	<b>1,077.9</b>	<b>8.4%</b>	<b>403.3</b>	<b>362.7</b>	<b>312.8</b>
Taxes on income	(268.7)	(269.6)	(0.3%)	(92.8)	(83.4)	(78.3)
Post-tax profit from discontinuing operations	0.0	0.0	na	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>899.4</b>	<b>808.3</b>	<b>11.3%</b>	<b>310.5</b>	<b>279.3</b>	<b>234.5</b>
Attributable to non-controlling interests	162.6	88.2	84.4%	45.6	62.6	6.5
<b>Attributable to owners of the parent</b>	<b>736.8</b>	<b>720.1</b>	<b>2.3%</b>	<b>264.9</b>	<b>216.7</b>	<b>228.0</b>
Operating income	5,900.1	5,657.2	4.3%	2,010.3	1,953.5	1,920.6
Operating expenses	(2,871.7)	(2,880.3)	(0.3%)	(973.3)	(945.3)	(920.1)
<b>Operating result</b>	<b>3,028.4</b>	<b>2,776.9</b>	<b>9.1%</b>	<b>1,037.0</b>	<b>1,008.2</b>	<b>1,000.5</b>
Cost/income ratio	48.7%	50.9%		48.4%	48.4%	47.9%
Return on equity	7.5%	10.3%		8.0%	6.6%	8.8%

# Group balance sheet (IFRS) – Loan-to-deposit ratio stable at 114.0%

in EUR million	Sep 10	Dec 09	Change
Cash and balances with central banks	5,030	5,996	(16.1%)
Loans and advances to credit institutions	14,464	13,140	10.1%
Loans and advances to customers	131,514	129,134	1.8%
Risk provisions for loans and advances	(6,210)	(4,954)	25.4%
Trading assets	9,731	8,598	13.2%
Financial assets - FV	2,855	2,997	(4.7%)
Financial assets - AfS	18,701	16,390	14.1%
Financial assets - HtM	14,477	14,899	(2.8%)
At-equity holdings	231	241	(4.1%)
Intangible assets	4,762	4,867	(2.2%)
Property and equipment	2,388	2,344	1.9%
Tax assets	461	577	(20.1%)
Assets held for sale	51	58	(12.1%)
Other assets	8,073	7,423	8.8%
<b>Total assets</b>	<b>206,528</b>	<b>201,710</b>	<b>2.4%</b>
<b>Risk-weighted assets<sup>1</sup></b>	<b>121,654</b>	<b>123,891</b>	<b>(1.8%)</b>

1) Risk-weighted assets for total risk (including credit risk = EUR 103.46 billion and operational risk = EUR 13.0 billion and market risk = EUR 5.19 billion)

# Group balance sheet (IFRS) –

## Stronger balance sheet driven by deposits and own issues

in EUR million	Sep 10	Dec 09	Change
Deposits by banks	22,714	26,295	(13.6%)
Customer deposits	115,329	112,042	2.9%
Debt securities in issue	32,013	29,612	8.1%
Trading liabilities	3,564	3,157	12.9%
Provisions	1,568	1,670	(6.1%)
Tax liabilities	363	361	0.6%
Liabilities associated with assets held for sale	0	0	na
Other liabilities	8,008	6,302	27.1%
Subordinated liabilities	5,956	6,148	(3.1%)
Total equity	17,013	16,123	5.5%
Attributable to non-controlling interests	3,620	3,414	6.0%
Attributable to owners of the parent	13,393	12,709	5.4%
<b>Total liabilities and equity</b>	<b>206,528</b>	<b>201,710</b>	<b>2.4%</b>
<b>Tier 1 ratio (credit risk)</b>	<b>11.4%</b>	<b>10.8%</b>	
<b>Solvency ratio</b>	<b>13.0%</b>	<b>12.7%</b>	

# Core segments –

## Solid performance of Group large corporate division

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total group	
	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09
Net interest income	3,459.8	3,372.2	445.5	414.7	86.6	158.8	83.6	(104.8)	4,075.5	3,840.9
Risk provisions	(1,390.2)	(1,225.7)	(198.1)	(223.5)	0.0	0.0	0.0	0.0	(1,588.4)	(1,449.2)
Net fee and commission income	1,234.7	1,127.3	124.2	113.1	116.9	90.2	(35.2)	(17.3)	1,440.7	1,313.3
Net trading result	141.8	146.4	2.6	0.4	225.4	342.7	14.1	13.5	383.9	503.0
General administrative expenses	(2,458.4)	(2,491.1)	(135.4)	(126.1)	(169.9)	(144.9)	(107.9)	(118.2)	(2,871.7)	(2,880.3)
Other result	(168.6)	(172.4)	(8.2)	(32.7)	7.5	0.4	(102.6)	(45.1)	(271.9)	(249.8)
<b>Pre-tax profit</b>	<b>819.0</b>	<b>756.8</b>	<b>230.6</b>	<b>145.8</b>	<b>266.5</b>	<b>447.1</b>	<b>(148.0)</b>	<b>(271.8)</b>	<b>1,168.1</b>	<b>1,077.9</b>
Taxes on income	(193.1)	(166.2)	(50.7)	(34.0)	(57.9)	(83.5)	33.0	14.1	(268.7)	(269.6)
Post-tax profit from continuing operations	625.9	590.6	179.9	111.8	208.6	363.7	(115.0)	(257.7)	899.4	808.3
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>625.9</b>	<b>590.6</b>	<b>179.9</b>	<b>111.8</b>	<b>208.6</b>	<b>363.7</b>	<b>(115.0)</b>	<b>(257.7)</b>	<b>899.4</b>	<b>808.3</b>
Attributable to non-controlling interests	145.1	74.0	15.5	(3.6)	10.6	23.5	(8.6)	(5.7)	162.6	88.2
<b>Attributable to owners of the parent</b>	<b>480.8</b>	<b>516.6</b>	<b>164.4</b>	<b>115.4</b>	<b>198.0</b>	<b>340.1</b>	<b>(106.4)</b>	<b>(252.0)</b>	<b>736.9</b>	<b>720.1</b>
Average risk-weighted assets	75,126.5	74,437.1	25,772.1	26,208.2	2,977.6	3,250.8	1,469.4	3,011.8	105,345.6	106,907.9
Average attributed equity	4,133.9	4,109.7	2,062.9	2,058.9	325.2	331.7	6,624.1	2,823.2	13,146.1	9,323.5
<b>Cost/income ratio</b>	<b>50.8%</b>	<b>53.6%</b>	<b>23.7%</b>	<b>23.9%</b>	<b>39.6%</b>	<b>24.5%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>48.7%</b>	<b>50.9%</b>
<b>ROE based on net profit</b>	<b>15.5%</b>	<b>16.8%</b>	<b>10.6%</b>	<b>7.5%</b>	<b>81.2%</b>	<b>136.7%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>7.5%</b>	<b>10.3%</b>
EOP customer loans	112,539.8	108,851.2	18,397.1	20,328.8	285.2	183.0	292.3	590.9	131,514.4	129,953.9
EOP customer deposits	107,710.4	104,015.7	5,711.7	6,347.7	2,489.9	2,787.7	(583.5)	165.5	115,328.5	113,316.6

# Core segment – Austria

## Erste Bank Oesterreich drives improvement in Austria

in EUR million	Savings Banks		EB Oesterreich		Austria	
	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09
Net interest income	712.5	717.3	481.8	484.9	1,194.3	1,202.2
Risk provisions	(209.5)	(240.7)	(124.2)	(113.4)	(333.8)	(354.1)
Net fee and commission income	306.6	282.9	255.8	218.9	562.4	501.8
Net trading result	22.3	45.3	9.7	6.9	31.9	52.2
General administrative expenses	(701.9)	(704.1)	(456.7)	(467.2)	(1,158.6)	(1,171.3)
Other result	0.9	(114.4)	(6.6)	19.2	(5.7)	(95.2)
<b>Pre-tax profit</b>	<b>130.9</b>	<b>(13.7)</b>	<b>159.7</b>	<b>149.3</b>	<b>290.5</b>	<b>135.6</b>
Taxes on income	(33.7)	(0.1)	(37.4)	(34.1)	(71.0)	(34.2)
Post-tax profit from continuing operations	97.2	(13.8)	122.3	115.2	219.5	101.4
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>97.2</b>	<b>(13.8)</b>	<b>122.3</b>	<b>115.2</b>	<b>219.5</b>	<b>101.4</b>
Attributable to non-controlling interests	94.9	(3.1)	4.4	8.5	99.3	5.4
<b>Attributable to owners of the parent</b>	<b>2.3</b>	<b>(10.7)</b>	<b>117.9</b>	<b>106.7</b>	<b>120.2</b>	<b>96.0</b>
Average risk-weighted assets	23,989.7	24,425.6	14,536.6	13,977.4	38,526.3	38,403.1
Average attributed equity	291.7	297.6	1,154.3	1,130.8	1,446.0	1,428.4
<b>Cost/income ratio</b>	<b>67.4%</b>	<b>67.3%</b>	<b>61.1%</b>	<b>65.7%</b>	<b>64.8%</b>	<b>66.7%</b>
<b>ROE based on net profit</b>	<b>1.1%</b>	<b>n.a.</b>	<b>13.6%</b>	<b>12.6%</b>	<b>11.1%</b>	<b>9.0%</b>
EOP customer loans	36,910.7	35,346.4	26,949.8	26,005.2	63,860.5	61,351.7
EOP customer deposits	32,295.3	32,040.8	27,745.5	26,173.6	60,040.8	58,214.4

# Core segment Central and Eastern Europe (1) –

## Diverging trends in operating performance ...

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09
Net interest income	810.8	821.9	621.8	590.4	317.4	286.7	287.7	263.0
Risk provisions	(284.1)	(203.1)	(386.0)	(332.4)	(97.5)	(110.7)	(180.0)	(126.8)
Net fee and commission income	348.2	310.3	108.5	113.4	76.2	76.9	73.5	61.4
Net trading result	48.1	33.1	20.4	18.2	2.2	7.0	19.4	22.8
General administrative expenses	(532.3)	(530.5)	(281.3)	(286.7)	(172.7)	(194.6)	(152.7)	(158.6)
Other result	(62.9)	(74.6)	(30.0)	25.3	(20.2)	(29.8)	(46.6)	8.6
<b>Pre-tax profit</b>	<b>327.8</b>	<b>357.1</b>	<b>53.5</b>	<b>128.3</b>	<b>105.4</b>	<b>35.5</b>	<b>1.3</b>	<b>70.4</b>
Taxes on income	(66.6)	(71.9)	(10.6)	(21.8)	(21.3)	(7.1)	(10.4)	(17.3)
Post-tax profit from continuing operations	261.2	285.2	42.9	106.5	84.1	28.4	(9.0)	53.0
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>261.2</b>	<b>285.2</b>	<b>42.9</b>	<b>106.5</b>	<b>84.1</b>	<b>28.4</b>	<b>(9.0)</b>	<b>53.0</b>
Attributable to non-controlling interests	8.5	7.5	15.7	37.2	0.2	0.4	(0.1)	0.0
<b>Attributable to owners of the parent</b>	<b>252.6</b>	<b>277.8</b>	<b>27.2</b>	<b>69.2</b>	<b>83.9</b>	<b>28.0</b>	<b>(9.0)</b>	<b>53.0</b>
Average risk-weighted assets	12,379.4	11,207.7	9,111.5	9,756.5	5,302.6	5,423.3	4,769.1	4,734.0
Average attributed equity	1,021.8	997.3	519.3	552.8	438.4	452.0	392.9	390.8
<b>Cost/income ratio</b>	<b>44.1%</b>	<b>45.5%</b>	<b>37.5%</b>	<b>39.7%</b>	<b>43.6%</b>	<b>52.5%</b>	<b>40.1%</b>	<b>45.7%</b>
<b>ROE based on net profit</b>	<b>33.0%</b>	<b>37.1%</b>	<b>7.0%</b>	<b>16.7%</b>	<b>25.5%</b>	<b>8.3%</b>	<b>n.a.</b>	<b>18.1%</b>
EOP customer loans	17,910.7	17,671.6	11,223.7	11,191.1	5,702.2	5,685.5	7,594.0	7,234.7
EOP customer deposits	25,097.8	24,033.7	7,151.6	7,251.7	7,045.9	7,224.7	3,711.3	3,414.2

# Core segment Central and Eastern Europe (2) – ... and risk cost levels across the region

in EUR million	Croatia		Serbia		Ukraine		CEE	
	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09	1-9 10	1-9 09
Net interest income	182.8	165.5	20.0	22.0	25.0	20.5	2,265.6	2,170.0
Risk provisions	(78.9)	(45.4)	(6.6)	(6.1)	(23.5)	(47.0)	(1,056.5)	(871.6)
Net fee and commission income	54.8	54.8	8.3	8.1	2.9	0.6	672.3	625.5
Net trading result	7.9	6.2	1.6	2.2	10.2	4.6	109.9	94.1
General administrative expenses	(103.9)	(98.9)	(23.0)	(23.1)	(33.8)	(27.3)	(1,299.8)	(1,319.8)
Other result	(2.9)	(4.9)	(0.1)	(0.9)	(0.1)	(1.0)	(162.9)	(77.2)
<b>Pre-tax profit</b>	<b>59.7</b>	<b>77.4</b>	<b>0.1</b>	<b>2.1</b>	<b>(19.3)</b>	<b>(49.6)</b>	<b>528.5</b>	<b>621.1</b>
Taxes on income	(12.4)	(15.3)	0.0	(0.3)	(0.8)	1.8	(122.0)	(131.9)
Post-tax profit from continuing operations	47.3	62.1	0.1	1.9	(20.1)	(47.8)	406.5	489.2
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>47.3</b>	<b>62.1</b>	<b>0.1</b>	<b>1.9</b>	<b>(20.1)</b>	<b>(47.8)</b>	<b>406.5</b>	<b>489.2</b>
Attributable to non-controlling interests	21.2	23.0	0.3	0.6	0.0	0.0	45.8	68.6
<b>Attributable to owners of the parent</b>	<b>26.1</b>	<b>39.2</b>	<b>(0.1)</b>	<b>1.2</b>	<b>(20.1)</b>	<b>(47.8)</b>	<b>360.6</b>	<b>420.5</b>
Average risk-weighted assets	3,725.6	3,600.1	663.7	741.8	648.2	570.7	36,600.2	36,034.1
Average attributed equity	213.8	190.8	44.2	49.1	57.5	48.5	2,687.9	2,681.3
<b>Cost/income ratio</b>	<b>42.3%</b>	<b>43.7%</b>	<b>77.1%</b>	<b>71.7%</b>	<b>88.7%</b>	<b>106.4%</b>	<b>42.6%</b>	<b>45.7%</b>
<b>ROE based on net profit</b>	<b>16.3%</b>	<b>27.4%</b>	<b>n.a.</b>	<b>3.4%</b>	<b>n.a.</b>	<b>n.a.</b>	<b>17.9%</b>	<b>20.9%</b>
EOP customer loans	5,339.4	4,753.1	417.0	459.0	492.3	504.4	48,679.3	47,499.5
EOP customer deposits	4,095.7	3,442.3	445.8	355.2	121.5	79.5	47,669.7	45,801.4

# Segment Retail & SME –

## Solid operating performance despite slight qoq decline

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

– Net profit declined by 6.9% yoy, down 40.9% qoq

- Supported by strong operating performance; mitigating a 13.4% yoy increase in risk costs, which was driven by a 21.2% increase in CEE and a 5.7% decline in Austria
- The negative contribution from the other operating result slightly improved yoy (+2.2%), but more than double qoq mainly due to write down of software in UA, revaluation of property funds in CZ and impairments of leasing portfolios in HU and RO as well as the additional charge for the HU banking tax. These effects were not offset by higher securities valuations due to the improved environment
- Appreciation of most CEE currencies yoy but diverging trends in Q3 2010

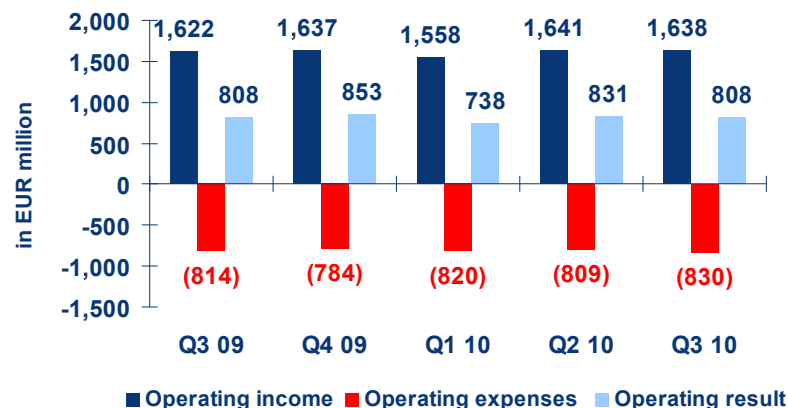
– Operating result grew by 10.3% yoy (-2.8% qoq) due to continued cost control and higher revenues

- Operating income improved by 4.1% yoy -0.2% qoq
- Supported by NII (+2.6% yoy) and fee income (+9.5% yoy); trading income was down 3.1% yoy, but contributes only marginally to overall income
- Despite currency appreciation in CEE, continued cost control resulted in a 1.3% yoy decline

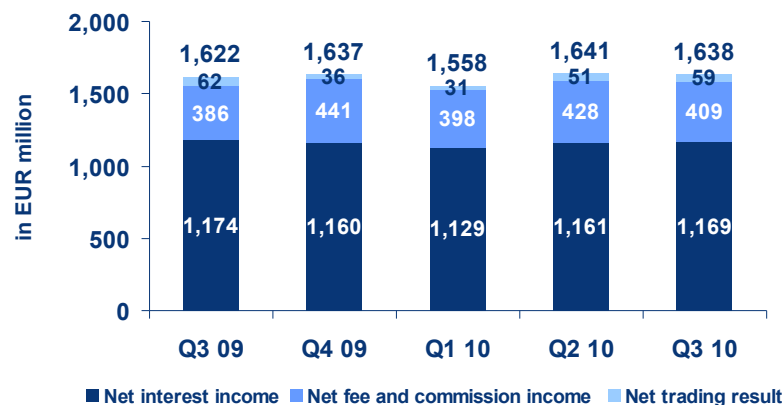
– ROE declined slightly to 15.5% (1-9 09: 16.8%)

– CIR again improved to 50.8% (1-9 09: 53.6%)

Segment operating performance



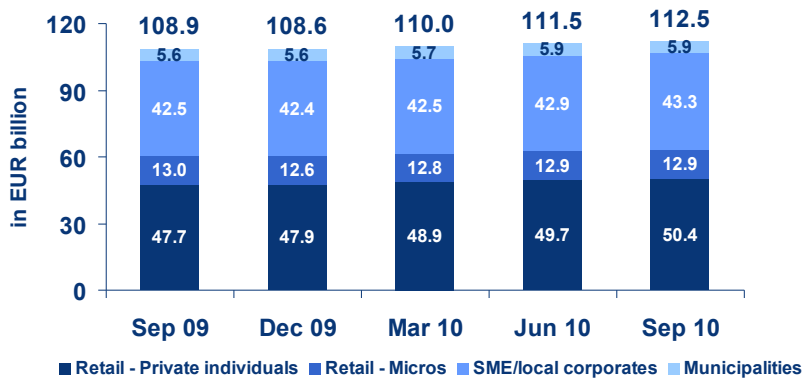
Operating income per quarter



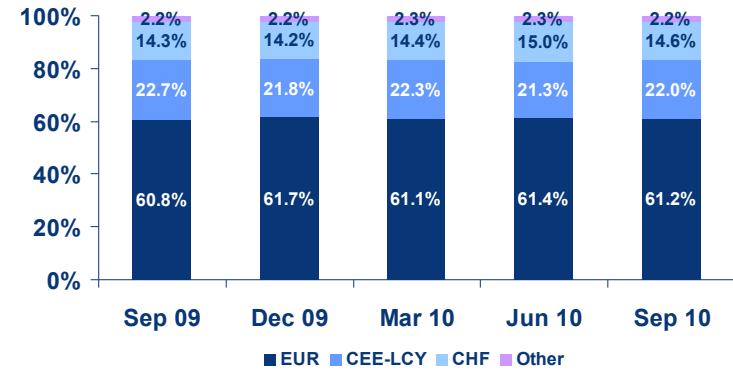


# Segment Retail & SME – Loan book analysis

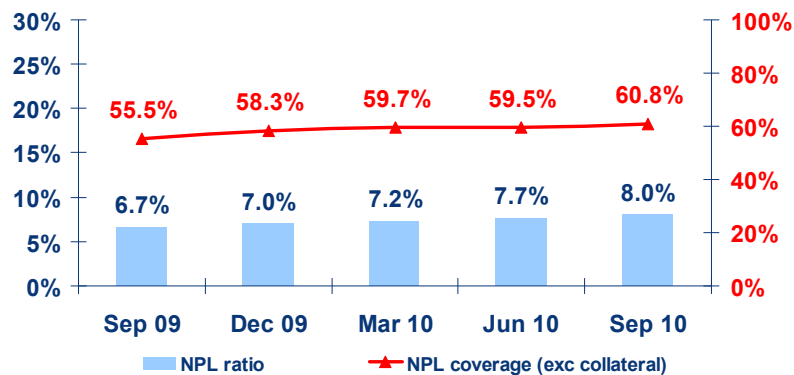
Segment Retail & SME -  
Customer loans by Basel II customer segment



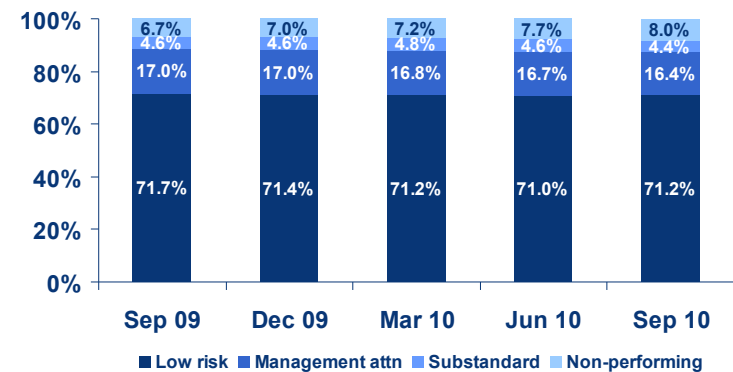
Segment Retail & SME -  
Customer loans by currency



Segment Retail & SME -  
NPL ratio vs NPL coverage



Migration analysis - Segment Retail & SME



# Segment GCIB –

## Sustained operating performance and lower risk costs

– **Operating result up 8.7% yoy (8.4% qoq) to EUR 436.9m**

- Revenues continued to improve (+8.4% yoy) supported by NII growth (+7.4% yoy), driven by re-pricing of loans in 2009 and selective new business
- Fee income was up by 9.9% yoy and increased by 6.9% qoq again supported by fees from capital markets transactions in Austria and lending fees in CZ and RO
- Trading income increased by EUR 2.2m to EUR 2.6m, mostly FX-related
- Costs rose by 7.3% yoy mainly driven by a change in the allocation of overhead costs, only partly offset by cost reductions at leasing subsidiary Immorent

– **Net profit was strongly up by 42.4% yoy to EUR 164.4m and more than tripled qoq**

- Supported substantially improved credit risk

– **Risk costs declined by 11.4% yoy to EUR 198.1m supported by a substantial drop of EUR 85.4m qoq**

- Supported by considerably lower risk costs in Austria, but also in the CZ and RO corporate business, more than offsetting higher risk provisions in HU

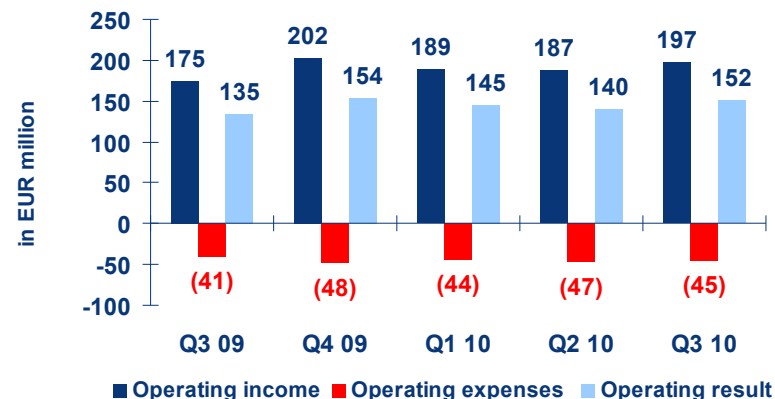
– **Other result at EUR -8.2m, up by 74.9% yoy**

– **ROE rose to 10.6% (1-9 09: 7.5%)**

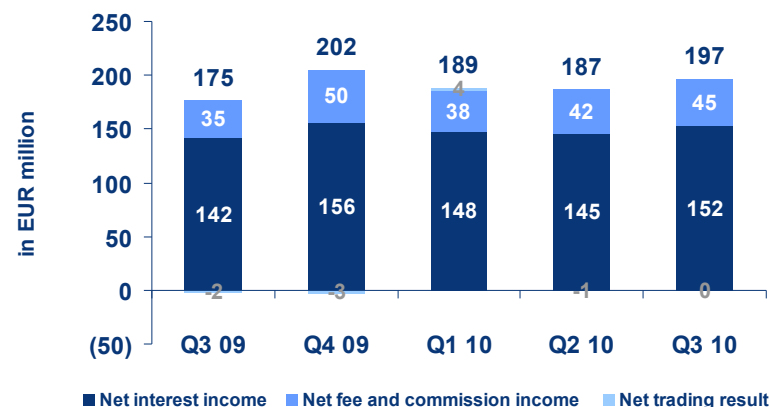
– **Decline in RWA of 1.7% driven by a reduction of the international portfolio, mainly at the London branch**

– **CIR improved to 23.7% (1-9 09: 23.9%)**

Segment operating performance

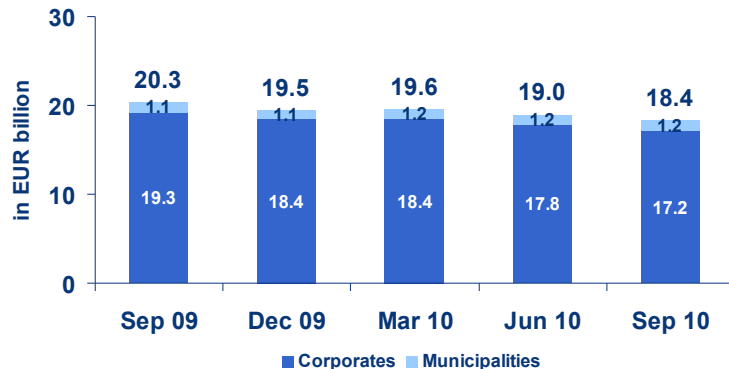


Operating income per quarter

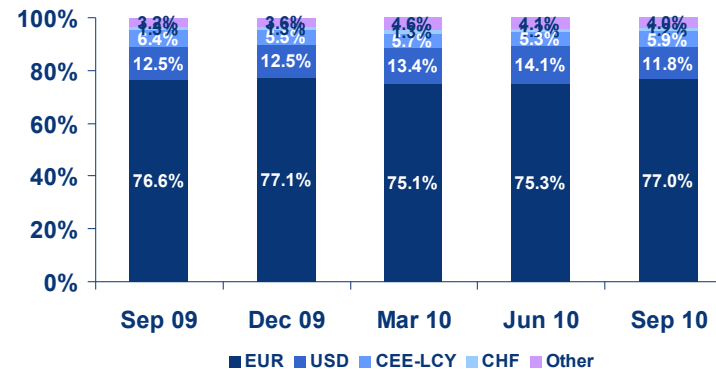


# Segment GCIB – Loan book analysis

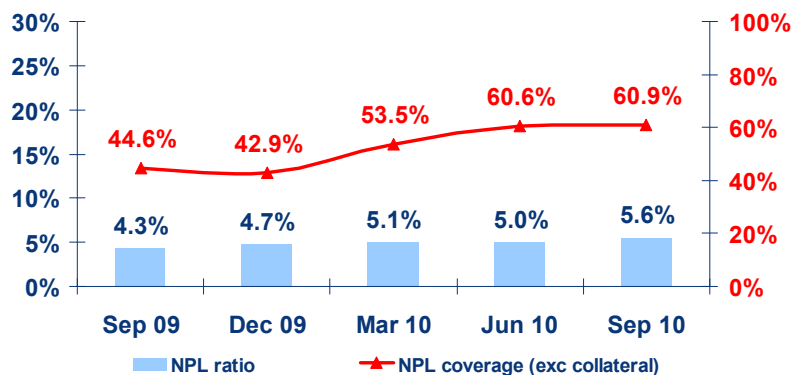
Segment GCIB -  
Customer loans by Basel II customer segment



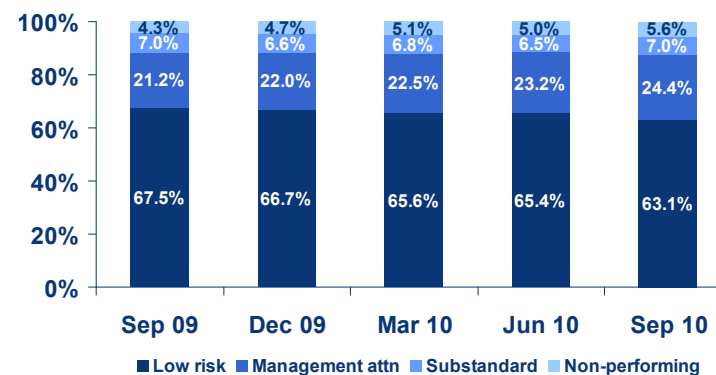
Segment GCIB - Customer loans by currency



Segment GCIB -  
NPL ratio vs NPL coverage



Migration analysis - Segment GCIB



# Segment Group Markets –

## Q3 2010 performance supported by better trading result

– **Operating result declined by 42.0% yoy but improved by 27.8% qoq to EUR 259.0m**

- Revenues contracted by 27.5% yoy on above average 2009 performance, but were up by 21.7% qoq driven by a strong trading result
- Cost increased by 17.3%yoy

– **NII declined by 45.4% yoy, but were up by 17.3% qoq**

- Continued decline of contributions from money market desks as a result of flattening yield curve and tighter spreads, positive contribution from money market desk in Vienna in Q3 2010

– **Fee income was up by 29.7% yoy, down 17.5% qoq**

- Strong fee generation driven by securities sales and asset management units
- Q3 2010 performance was impacted by seasonal effects

– **Net trading result declined by 34.2% yoy but strongly recovered in Q3 2010 (+55.6% qoq)**

- Very strong performance in Q3 2010 driven by fixed income and interest rate transactions in Vienna and Prague; partly compensating this year's weaker money market business

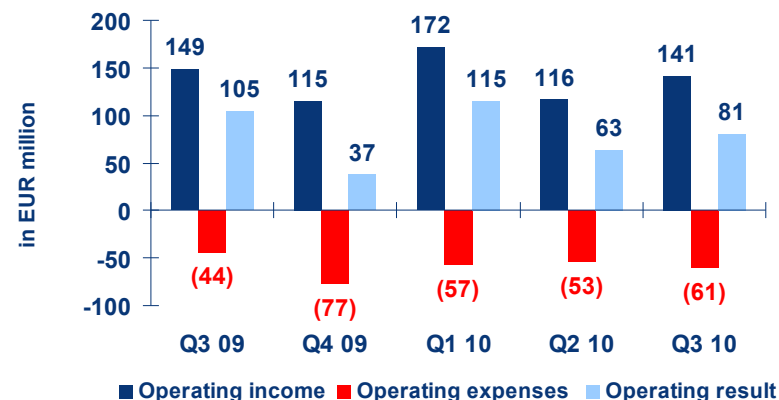
– **Operating expenses rose by 17.3% yoy; +14.4% qoq**

- Driven by the full integration of the asset management business at holding level as well as related IT investments

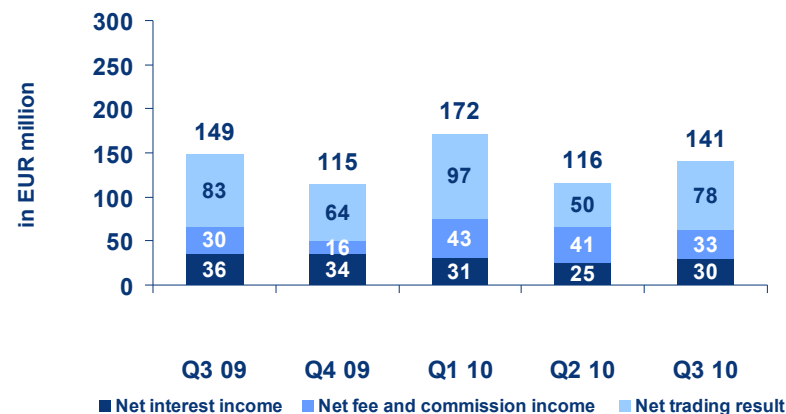
– **Net profit down by 41.8% yoy but up by 48.1% qoq**

– **ROE improved to 81.2%, CIR at 39.6%**

Segment operating performance



Operating income per quarter



# 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

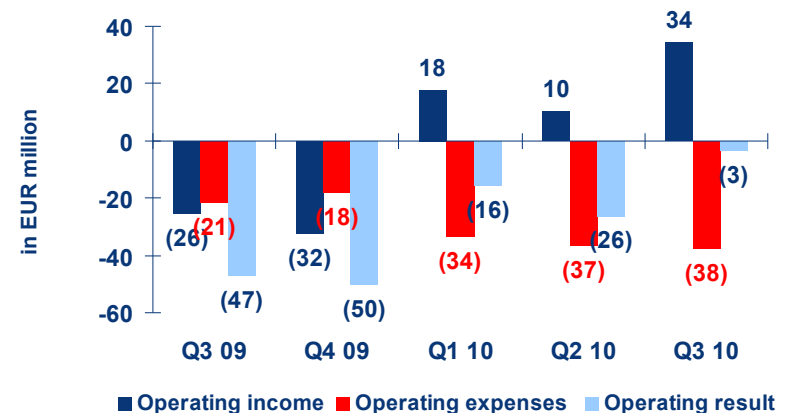
## – Line-item analysis

- NII substantially improved by EUR 188.4 yoy to EUR 83.6m due to positive effects from:
  - Structural contribution of asset/liability management of about EUR 89m
  - Approximately EUR 73m from interest on higher capital i.e. participation capital as well as capital increase in Nov 2009
- Due to intra-group eliminations, general administrative expenses and fee income lines should be read in conjunction
- Decrease in general administrative expense (-8.7%) was supported by cost reduction efforts as well as intra-group eliminations and increased allocation of structural costs to the business lines
- Fee income includes guarantee fees in respect of EUR 4bn issued under state guarantee of about EUR 27m as well as intra-group eliminations

## – Negative contribution from other result more than doubled to EUR -102.6m yoy; improved by 62.3% qoq

- Linear amortisation of client stock of EUR 52.6m
- Write-down of IT projects in Q1 & Q3 2010 mainly in UA and SK of about EUR 30m
- Provisions for the HU banking tax had a negative impact in Q2 2010, allocated to Hungary in Q3 2010

Segment operating performance

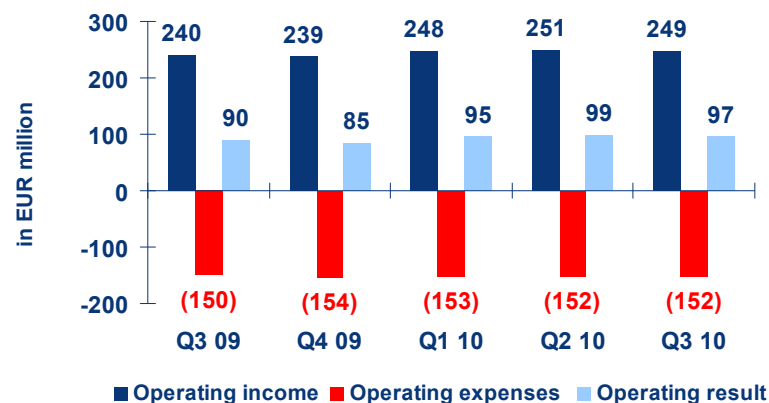


# Retail & SME: Austria/EB Oesterreich –

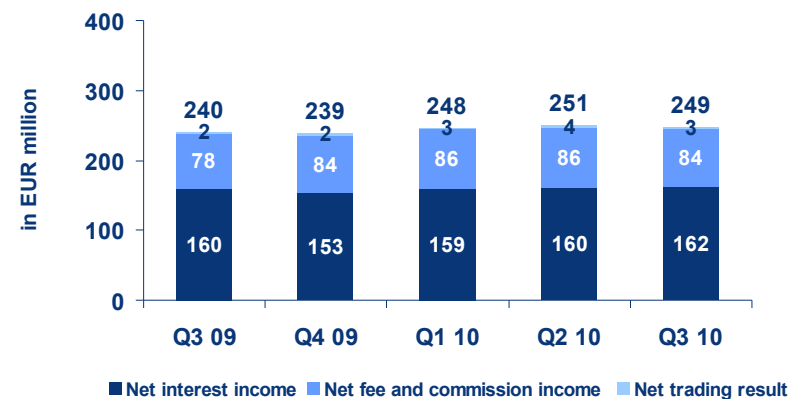
## Continued strong operating performance, NPLs decline

- **Operating result improved by 19.3% yoy (-1.9% qoq)**
  - NII declined by 0.7% yoy to EUR 481.8m (+1.3% qoq). Customer deposits increased by 6.9% yoy but continued to suffer from margin pressure continued, this was partly mitigated by higher corporate lending margins
  - Fee income grew strongly by 16.8% to EUR 255.8m; down 3.0% qoq on seasonal effects. Continued demand for wealth management (securities and insurance) products as well SME lending fees
  - Net trading result rose by 39.9% yoy to EUR 9.7m (+34.2% qoq) but remained an insignificant revenue contributor
- **Operating expenses declined by 2.2% yoy (flat qoq) on lower staff and other administrative costs**
- **Risk costs increased by 9.5% yoy but continued to decline (-14.9%) qoq to 53bps in Q3 10 (Q3 09: 60bps)**
  - Increase mainly related to SME and local corporate business, while risk costs in retail declined
  - Overall NPL ratio declined to 4.4% confirming the positive trends; coverage improved to 62.0%
- **Other result declined to EUR -6.6m, down from EUR 19.2m in 1-9 09**
  - Mainly due to negative valuations from securities in the FV portfolio in EBOs and one of the majority-owned savings banks in Q2 10
- **Net profit improved by 10.5% yoy (+22.7% qoq)**
  - Mainly due to rise in operating income (fees)
- **CIR improved to 61.1% from 65.7% in 1-9 09**
- **ROE increased to 13.6% from 12.6% in 1-9 09**

Segment operating performance

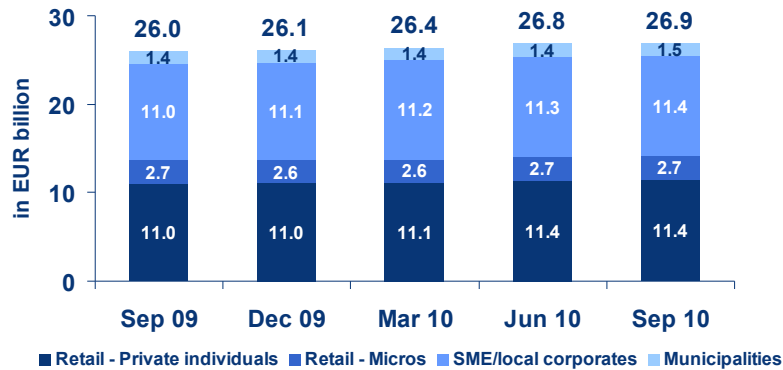


Operating income per quarter

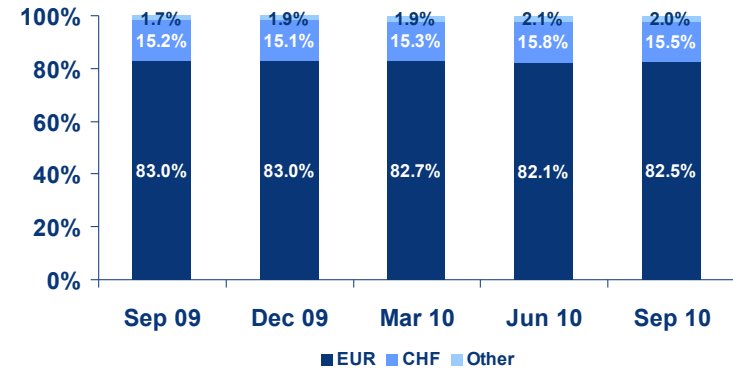


# Retail & SME: Austria/EB Oesterreich – Loan book analysis

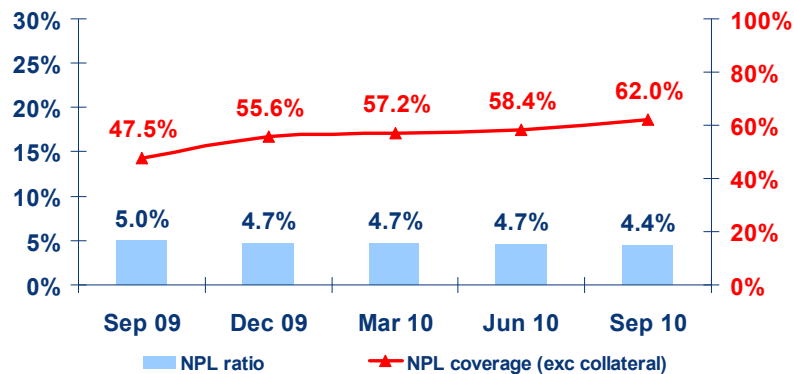
Segment EB Oesterreich -  
Customer loans by Basel II customer segment



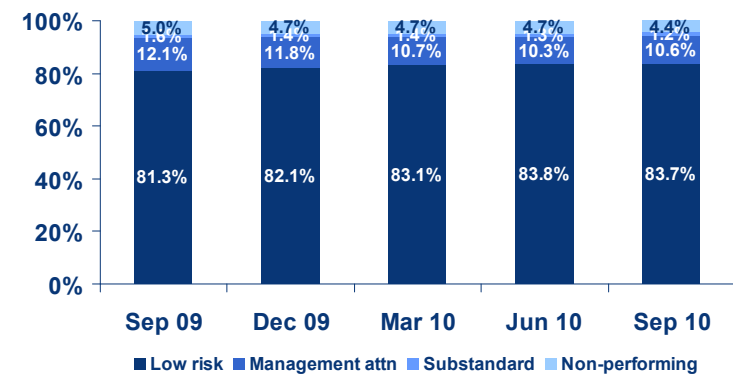
Segment EB Oesterreich -  
Customer loans by currency



Segment Erste Bank Oesterreich -  
NPL ratio vs NPL coverage



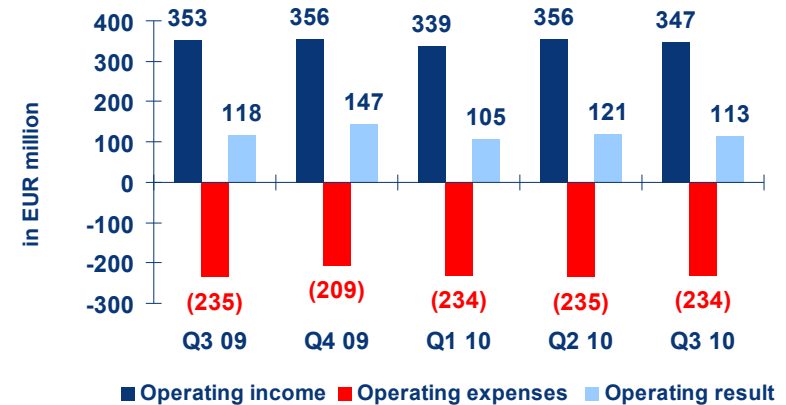
Migration analysis - Retail & SME/EB Oesterreich



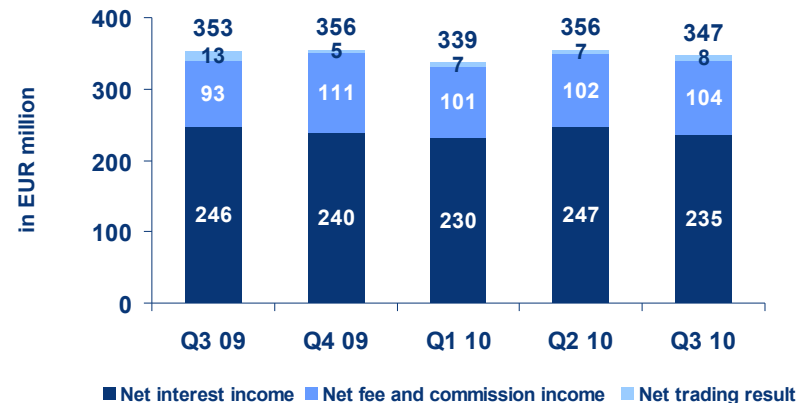
# Retail & SME: Austria/Savings banks – Positive contribution to net profit on lower risk costs

- **Operating result unchanged yoy (-0.6%); down 6.3% qoq**
  - NII slightly declined by 0.7% yoy (-4.7% qoq) on declining market interest rates
  - Fee income increased by 8.4% yoy (1.6% qoq) on higher fees from securities business and payment transfers and building society business
  - Net trading result declined by 50.9% yoy due to non-recurring income from interest rate derivatives in 1-9 09, but improved by 17.4% qoq
  - Costs were flat yoy and qoq
- **Risk costs declined by 12.9% yoy in line with previous quarters' trends; (up 4.3% qoq)**
  - NPL coverage improved as NPLs continued to decline; risk costs stood at 76bps in Q3 10 (Q3 09: 68bps)
- **Other result at EUR 0.9m in 1-9 10**
  - Mainly due to write-downs of securities in the previous year as well as positive valuations and contribution from securities disposals in 1-9 2010
- **Pre-tax profit improved to EUR 130.9m**
  - Supported by other result and lower risk provisions
- **CIR stable at 67.4%**

Segment operating performance



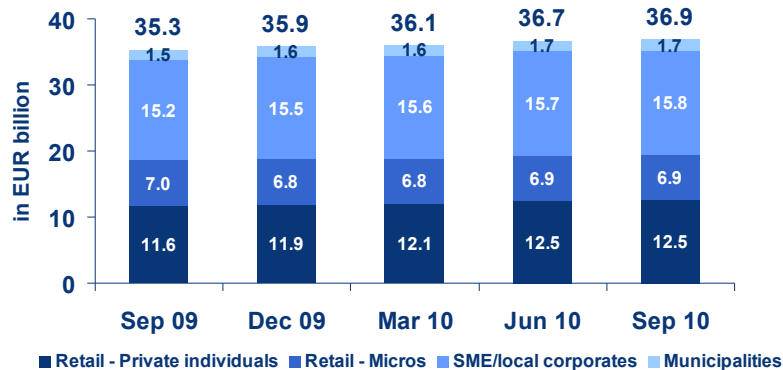
Operating income per quarter



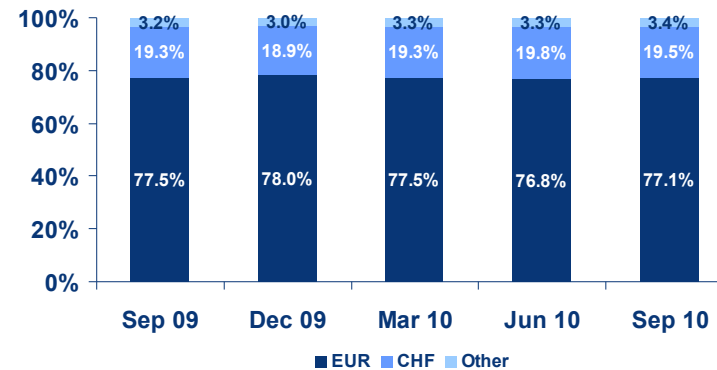


# Retail & SME: Austria/Savings banks – Loan book analysis

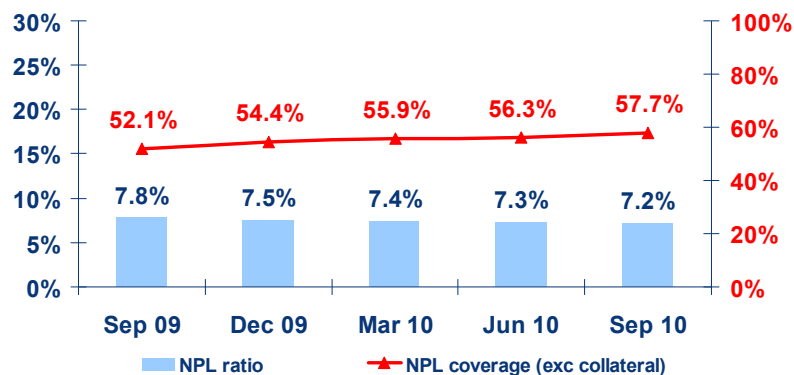
Segment Savings Banks -  
Customer loans by Basel II customer segment



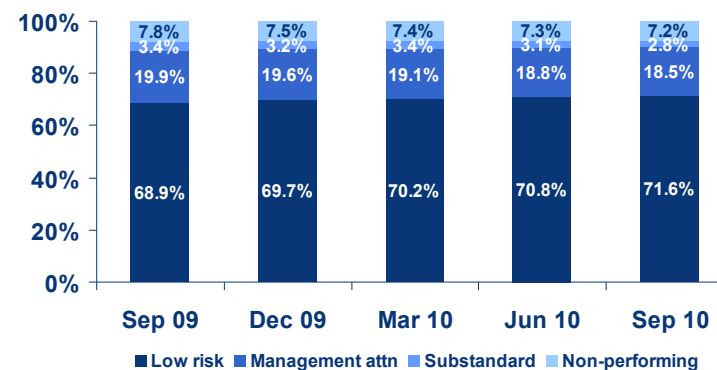
Segment Savings banks -  
Customer loans by currency



Segment Savings banks -  
NPL ratio vs NPL coverage



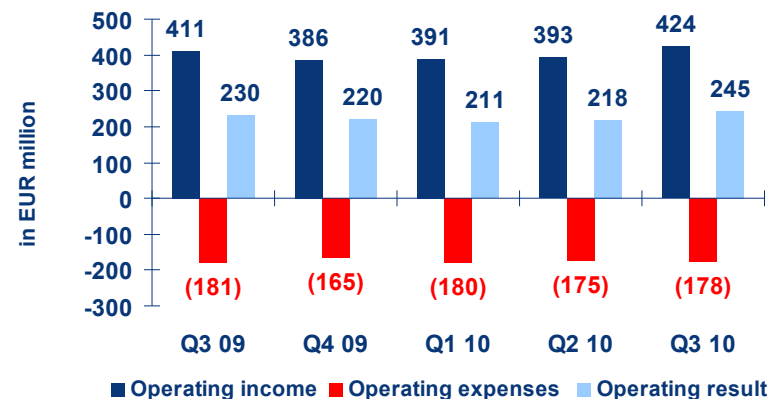
Migration analysis - Retail & SME/Savings Banks



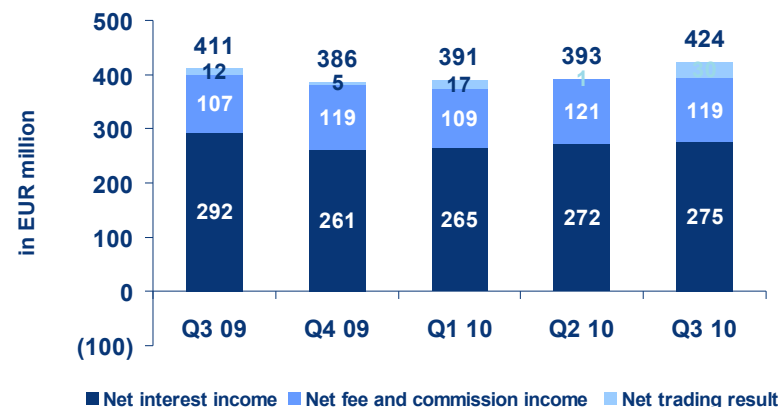
# Retail & SME: Czech Republic – Continued solid operating performance

- **Operating result improved by 6.3% (+1.6% FX-adjusted)<sup>1</sup> yoy to EUR 674.8m**
  - NII slightly declined by 1.4% yoy (-5.7%); continued pressure on liability margins through lower market interest rates (3.0% decrease yoy) was only partly offset by low levels of higher-margin new business
  - Fee income performed strongly, up 12.2% yoy (+7.3%) slightly down 1.7% qoq due to higher earnings from new retail products. Securities business, insurance brokerage, as well as payment transfers also had a positive contribution
  - Net trading result increased by 45.2% to EUR 48.1m (+38.8%) supported by a strong Q3 10 result mainly from FX business (strengthening currency in Q3 10) and higher demand from SME customers
  - Costs flat (+0.3%) yoy but declined by 4.1% FX-adjusted; focus on cost cutting resulting in declining IT and offices expenses
  - NIM stable at 3.9% qoq; down from 4.2% at YE 09
- **Risk costs increased by 39.8% yoy (33.7%); qoq increase of 5.6% driven by FX appreciation**
  - Yoy increase driven by higher NPLs in both corporate (isolated defaults in real estate) and retail as a lag effect of the economic slowdown, outlook remains positive
- **Other result improved by 15.6% (19.3%) to EUR -62.9m**
  - Q3 10 was negatively impacted by revaluations of real estate funds of EUR 44m as well as a doubling of the contribution to deposit insurance (1-9 10: EUR 20.2m)
- **Net profit declined by 9% to EUR 252.6m (-13.0%)**
- **CIR improved to 44.1% from 45.5% in 1-9 10**
- **ROE remained high at 33.0%**

Segment operating performance



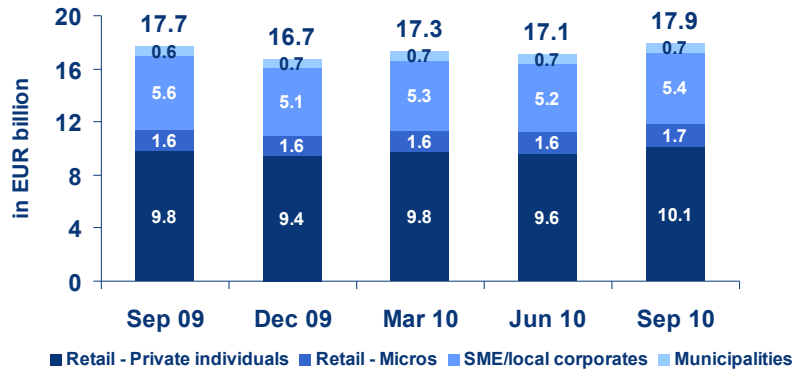
Operating income per quarter



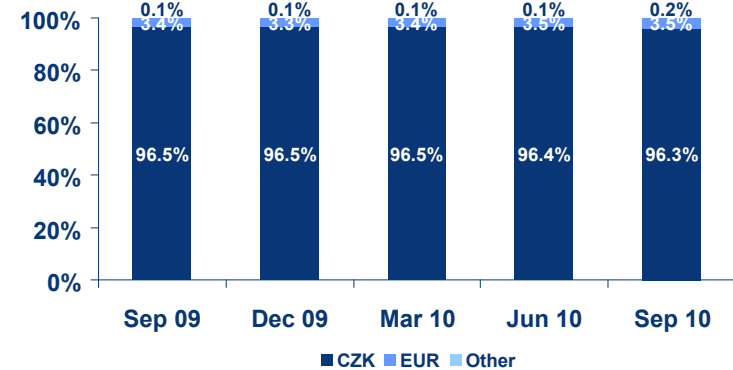
1) Figures in brackets refer to rate of change excluding impact of 4.4% currency appreciation

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

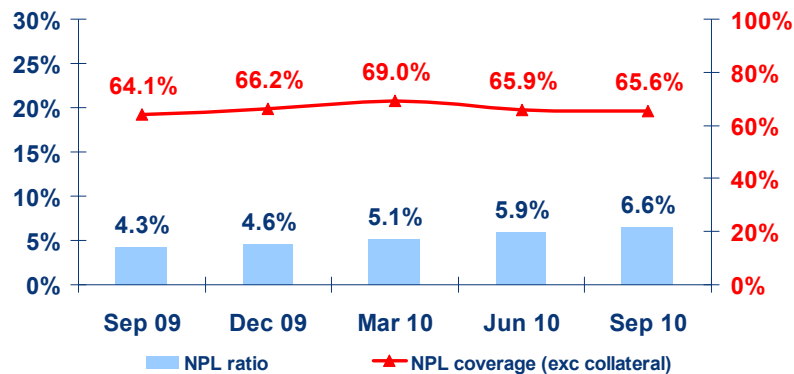
Segment Czech Republic - Customer loans by Basel II customer segment



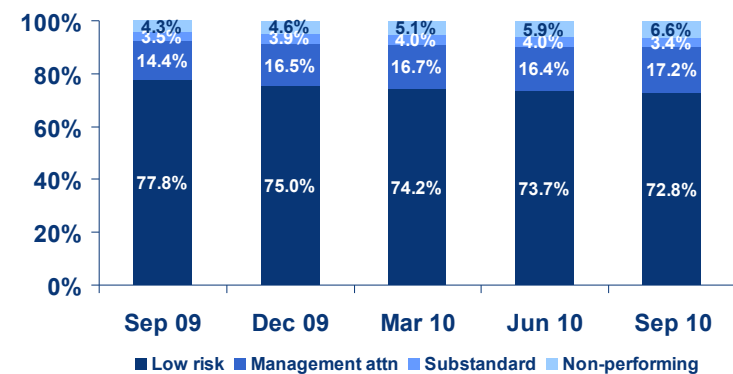
Segment Czech Republic - Customer loans by currency



Segment Czech Republic - NPL ratio vs NPL coverage



Segment Czech Republic - Migration analysis



– **Operating result increased by 7.8% yoy (+ 6.6% FX-adjusted)<sup>1</sup>, but declined by 26.2% qoq**

- NII up 5.3% (4.2%) supported by better pricing in the corporate and municipality businesses, but impacted by low volumes
- Fees declined by 4.4% (-5.4%) on lower new lending volumes; substantial decline by 33.5% on strong Q2 10 mainly due to implementation on new customer protection legislation relating to lending fees
- Trading income increased by 12.1% (10.9%) yoy to EUR 20.4m, despite a sharp contraction in Q3 10 on the back of FX volatility
- Costs declined by 1.9% (-2.9%) yoy driven by lower personnel costs due to lower headcount and new labour agreements, offsetting branch network expansion by 10 outlets; increase in VAT partly driving 9.9% qoq cost increase

– **NIM stable at 7.0%, slightly down from 7.2% at YE 09**

– **Risk provisions up by 16.1% (+14.8%) yoy, increasing by 21.1% qoq in line with expectations**

- Yoy increase in risk costs driven by economic downturn; risk costs at 511bps in Q3 10 but significantly below Q3 09 levels; NPL ratio at 17.4%, coverage unchanged
- Qoq deterioration mainly driven by SME/local corporate segment

– **Other result at EUR -30.0m**

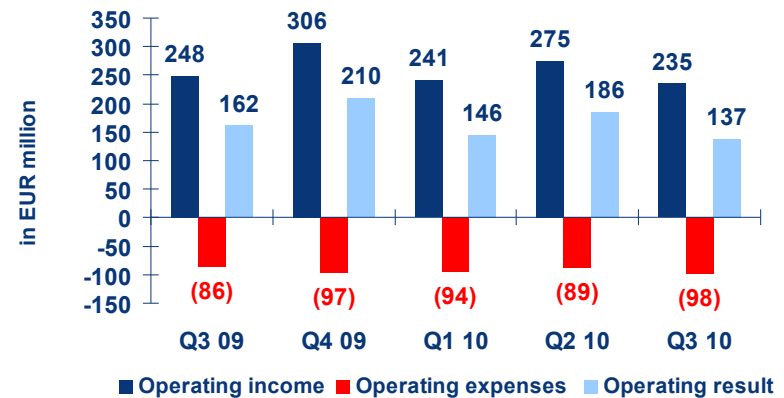
- Mainly due to write-down in leasing portfolio, while release of provisions had a positive impact in the previous year

– **Net profit down by 60.8% (-61.2%) to EUR 27.2m**

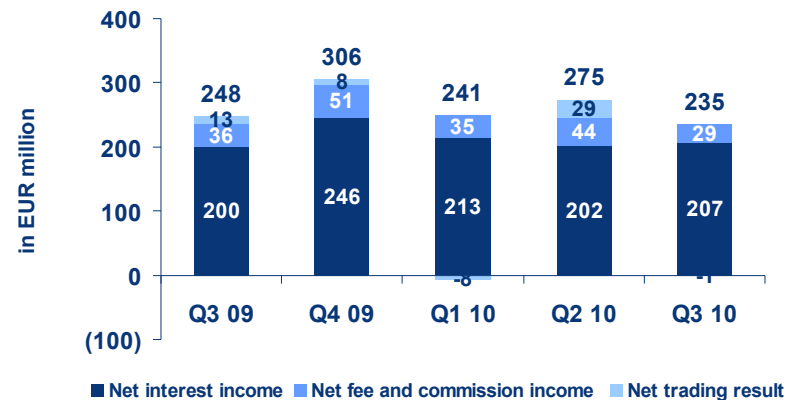
– **ROE at 7.0% vs 16.7% in 1-9 09**

– **CIR improved to 37.5% (1-9 09: 39.7%)**

Segment operating performance



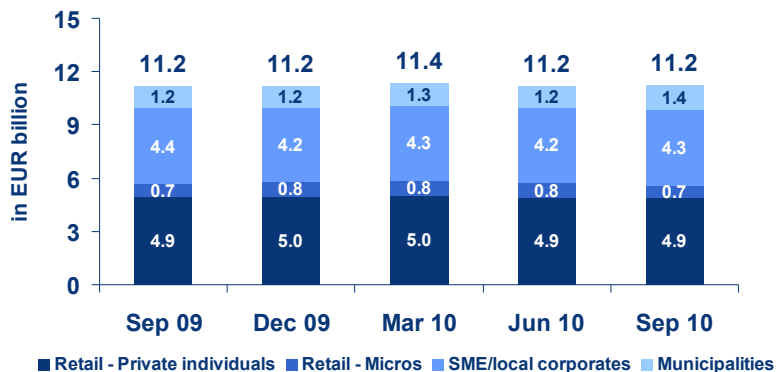
Operating income per quarter



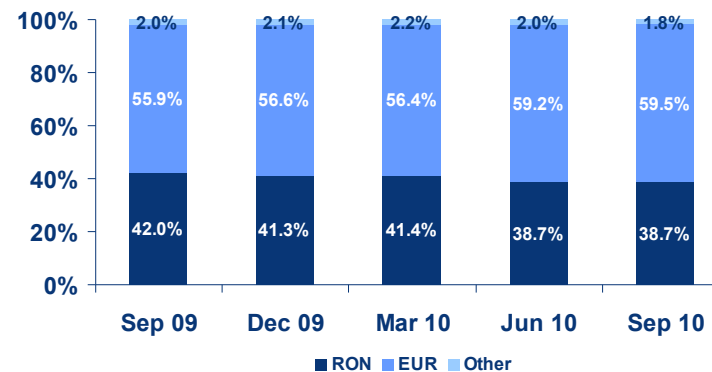
1) Figures in brackets refer to rate of change excluding impact of 1.1% currency appreciation

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

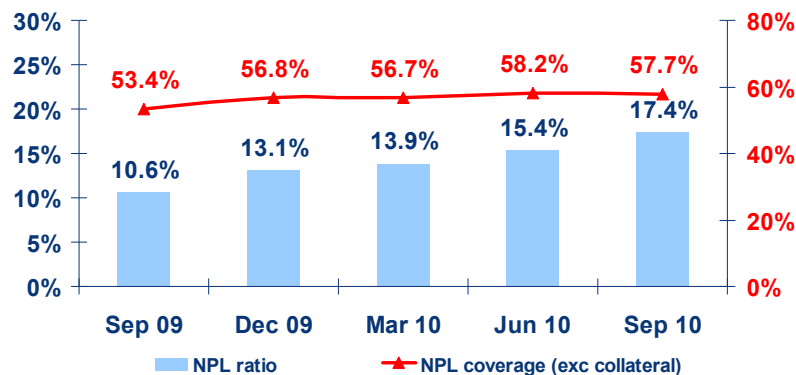
Segment Romania - Customer loans by Basel II customer segment



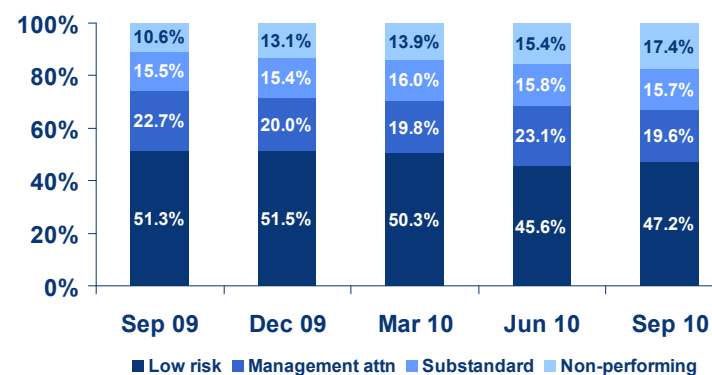
Segment Romania - Customer loans by currency



Segment Romania - NPL ratio vs NPL coverage

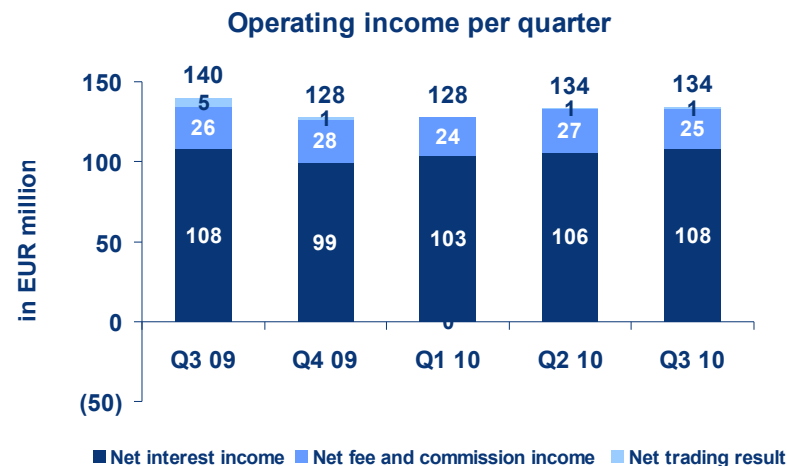
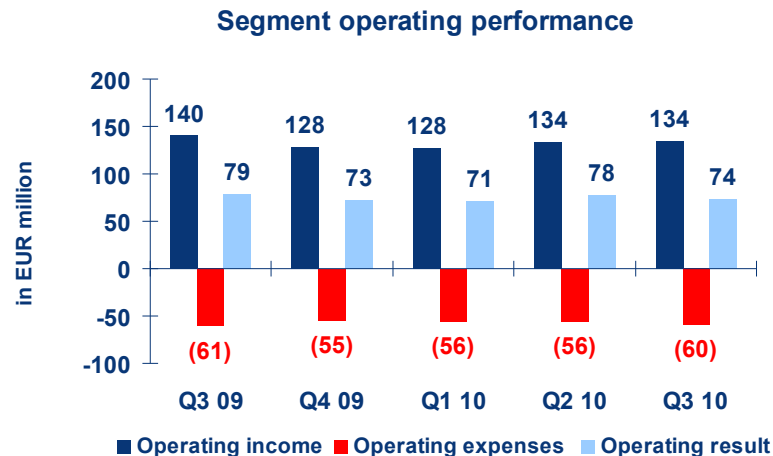


Segment Romania - Migration analysis



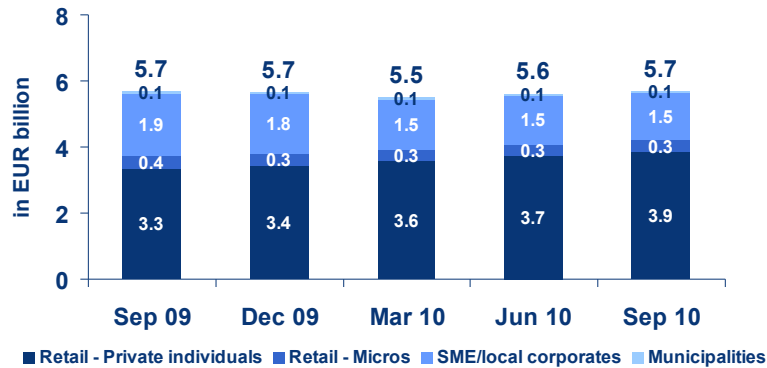
# Retail & SME: Slovakia – Sustainable strong recovery of net profit

- **Operating result increased by 26.8% yoy (-4.5% qoq)**
  - NII continued to improve: up 10.7% yoy on the back of growing retail loans (mainly mortgages) and selective repricing of deposits; NII up 1.8% qoq again driven by mortgage lending
  - Fees were slightly down yoy (-1.0%) and qoq (-5.3%) on a strong Q2 2010
  - Net trading result was down 68.2% yoy, but remained insignificant at EUR 2.2m
  - Operating costs strongly declined by 11.3% yoy (up 6.9% qoq) supported by efficiency projects implemented from Q2 2009 which resulted in a lower headcount
- **NIM was stable qoq but expanded to 4.2% from 4.0% at YE 09 on an improved business mix**
- **Risk costs declined by 12.0% yoy; -8.1% qoq**
  - Risk costs declined to 221bps driven by a recovery of the economic environment in line with expectations
  - NPL coverage improved to 82.1%
- **Other result improved by 32% yoy to EUR -20.2m**
  - Other result includes one-off provisions for legal cases as well as EUR 9.9m contribution to the deposit insurance
- **Net profit tripled to EUR 83.9 yoy, up 14.7% qoq**
- **ROE tripled to 25.5% from 8.3% in 1-9 09**
- **CIR improved to 43.6% from 52.5% in 1-9 09**

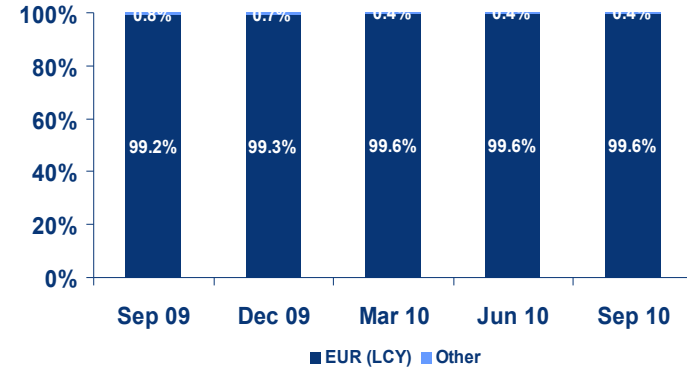


# Retail & SME: Slovakia – Segment Slovakia: loan book analysis

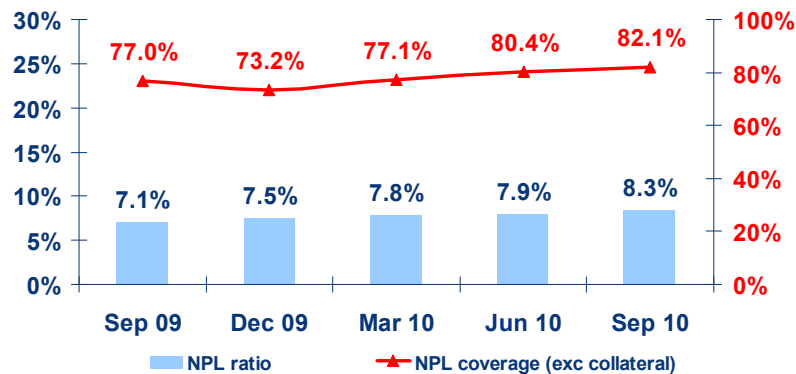
Segment Slovakia - Customer loans by Basel II customer segment



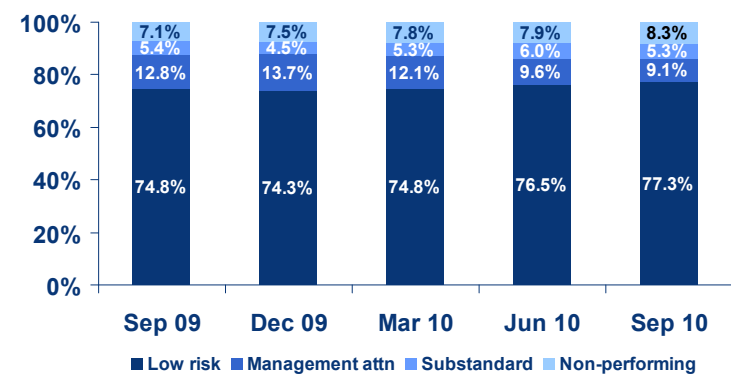
Segment Slovakia - Customer loans by currency



Segment Slovakia - NPL ratio vs NPL coverage



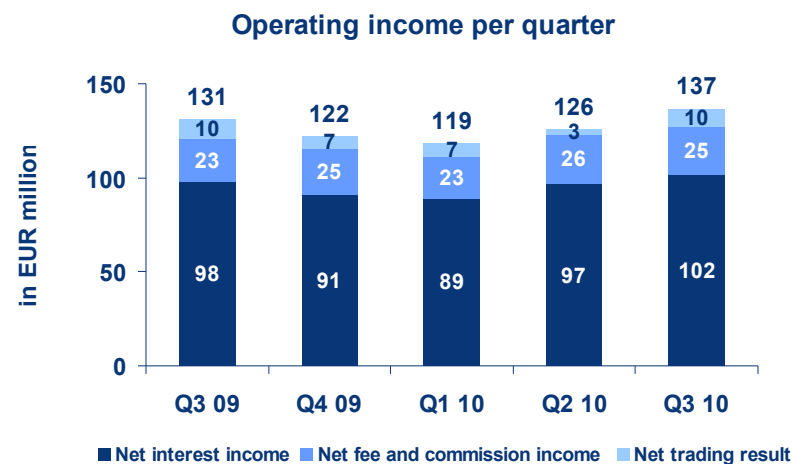
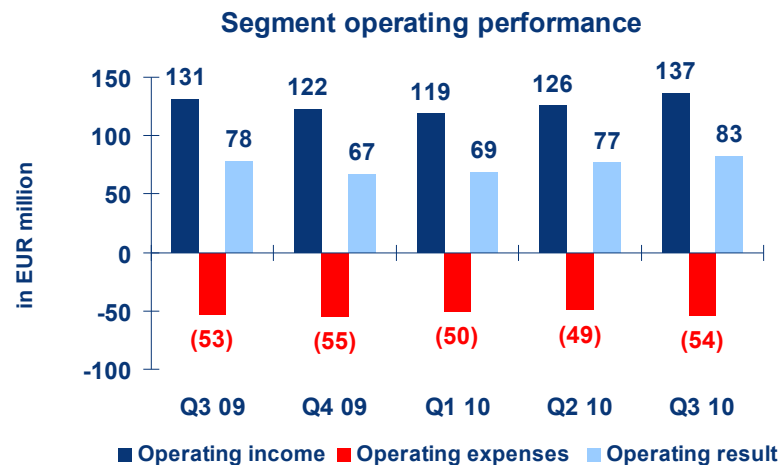
Migration analysis - Retail & SME/Slovakia



# Retail & SME: Hungary –

## Austerity measure negatively impact financial results

- **Operating result advanced by 20.9% (+23.4% FX-adjusted)<sup>1</sup> yoy; up 7.7% qoq**
  - Strongly supported by NII, which rose by 9.4% yoy (+11.6%), due to ability to re-price retail as well as corporate assets
  - Fee income rose by 19.7% yoy (+22.2%) across all categories; mainly driven by fees from securities business and payment transfers; higher lending fees also contributed to this trend through e.g. early repayment fees for housing loans
  - Net trading result declined by 14.8% (-13.0%) on the back of lower lending business and the decline of FX transactions as a consequence of a ban on FX lending
  - Operating expenses remained contained and declined by 3.7% (-1.7%) due to lower costs across all business lines; despite a 10.2% qoq increase driven by severance payments
- **NIM improved to 4.4% (YE 09: 4.4%)**
  - Due to asset re-pricing in previous period
- **Other result turned markedly negative at EUR -46.6 million in Q3 10 on the back of the Hungarian banking tax (EUR 36m)**
- **Risk costs increased sharply: +41.9% (+44.9%) yoy, +11.4% qoq on weaker retail & SME asset quality**
  - Mainly due to higher provisions for leasing and real estate as well as a much stronger CHF
- **Net profit turned negative to EUR -9.0m due to full year impact of banking tax in Q3 2010**
- **CIR continued to improve to 40.1%, from 45.7% in the previous year**

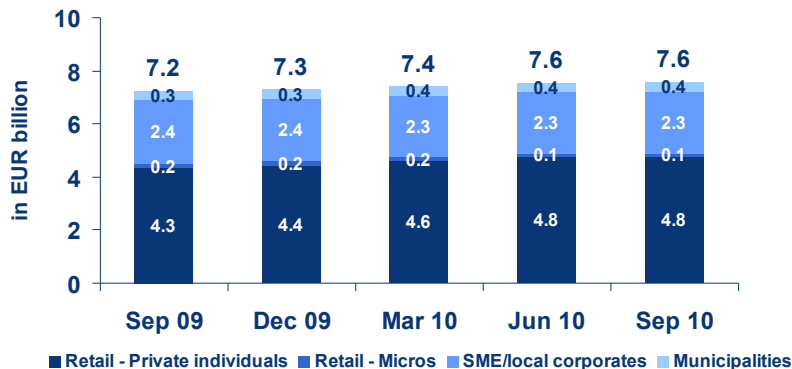


1) Figures in brackets refer to rate of change excluding impact of 2.1% currency depreciation

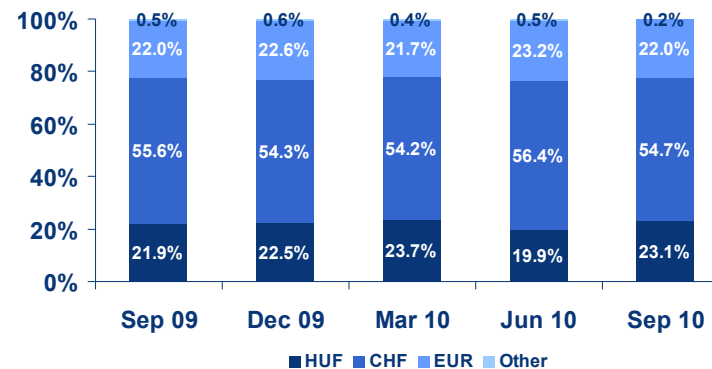


# Retail & SME: Hungary – Segment Hungary: loan book analysis

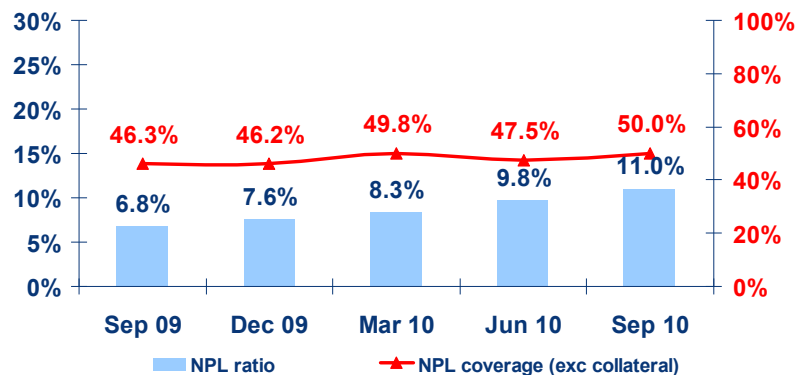
Segment Hungary - Customer loans by Basel II customer segment



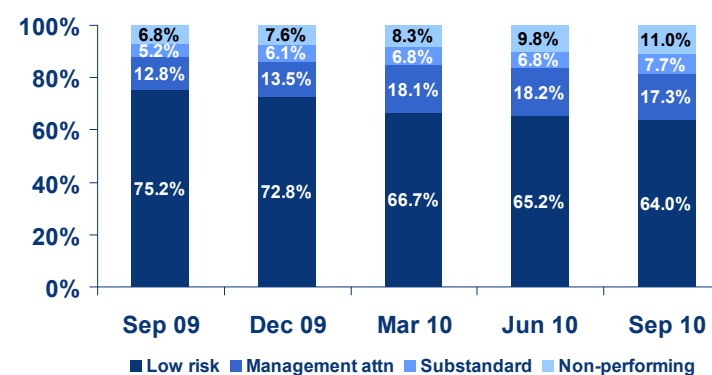
Segment Hungary - Customer loans by currency



Segment Hungary - NPL ratio vs NPL coverage



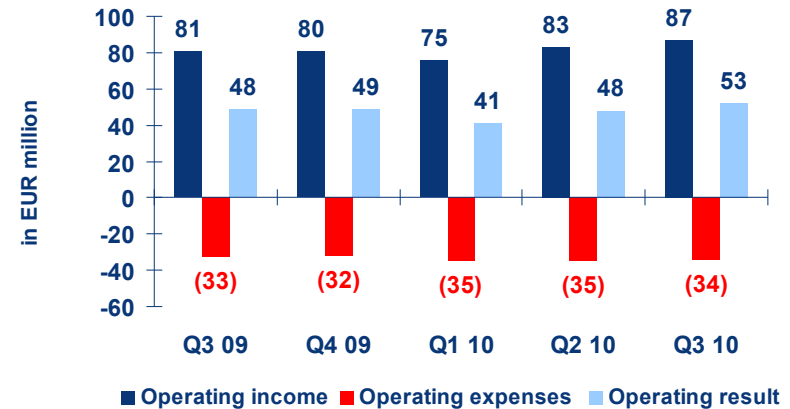
Migration analysis - Retail & SME/Hungary



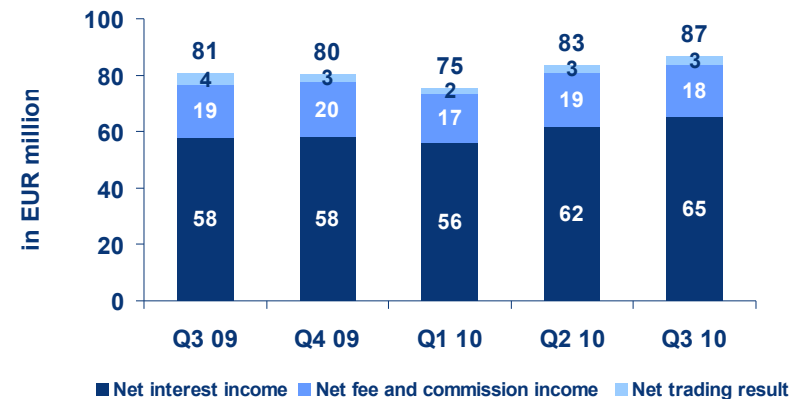
# Retail & SME: Croatia – Solid operating performance continues

- **Operating result improved by 10.9% (+9.4% FX-adjusted)<sup>1</sup> to EUR 141.5m yoy, up 8.9% qoq**
  - NII continued to improve by 10.4% (+8.9%) on to better margins in both the retail and the corporate business, supported by lower funding/regulatory costs; consolidation of Erste Bank Podgorica in Montenegro had an effect of EUR 6m on this line item
  - Fees remained flat yoy, down 3.7% qoq driven by retail business
  - Net trading result was up by 27.3% (25.6%) yoy to EUR 7.9m mainly due to positive contribution from Erste Card Club
- **NIM stable at 3.7% from 3.4% at YE 09 despite a significant drop in money market rates from 11.5% to 1.3% in Q1 10**
- **Operating costs up by 5.1% yoy (+3.7%), down 2.6% qoq**
  - Tight cost control to mitigate higher VAT expenses mainly at Erste Card Club and the first time consolidation of EB Podgorica
- **Risk costs rose by 73.9% yoy (71.5%), up 30.6% qoq**
  - Slow down of new NPL formation and improving NPL coverage
- **Other result improved by 40.0% yoy to EUR -2.9m**
  - Contribution to deposit insurance of EUR 4.9m in 1-9 10
- **Net profit down by 33.4% (-34.3% ) yoy and 9.4% compared to Q2 10**
- **ROE stood at 16.3% (1-9 09: 27.4%)**
- **CIR improved to 42.3% from 43.7% in 1-9 09**

Segment operating performance



Operating income per quarter

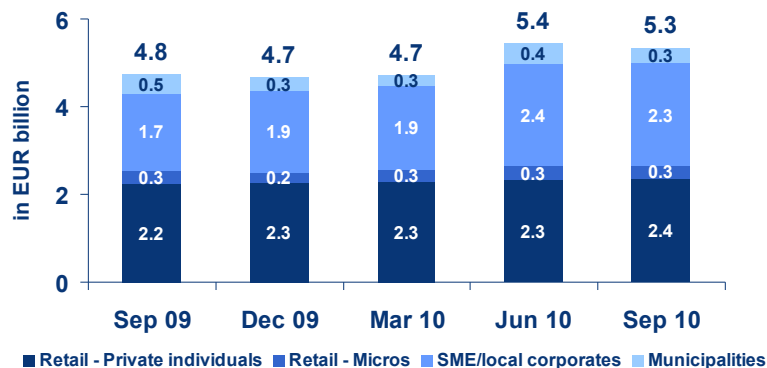


Consolidation of Erste Bank Podgorica since March 09 had a very minor distorting impact on this segment

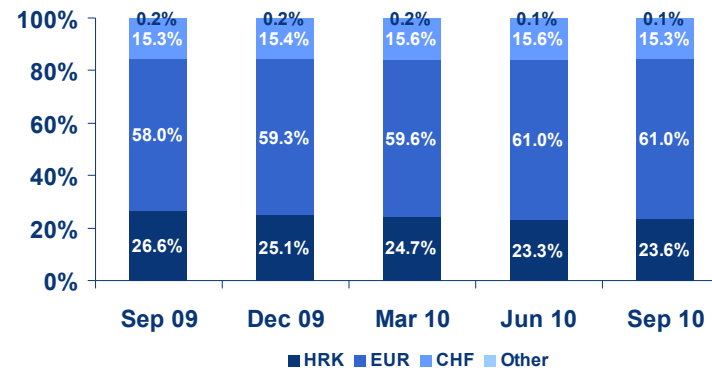
1) Figures in brackets refer to rate of change excluding impact of 1.4% currency appreciation

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

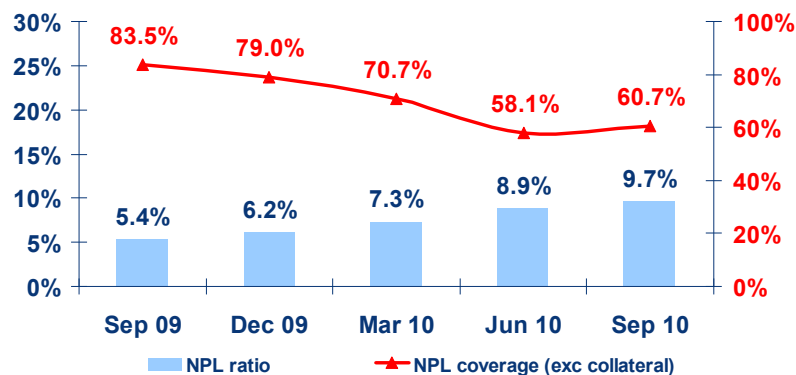
Segment Croatia - Customer loans by Basel II customer segment



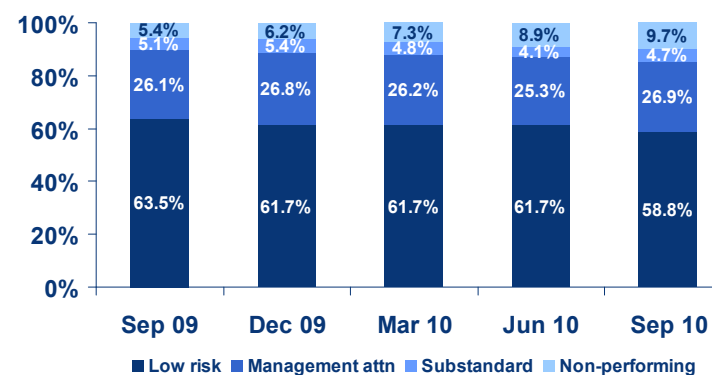
Segment Croatia - Customer loans by currency



Segment Croatia - NPL ratio vs NPL coverage

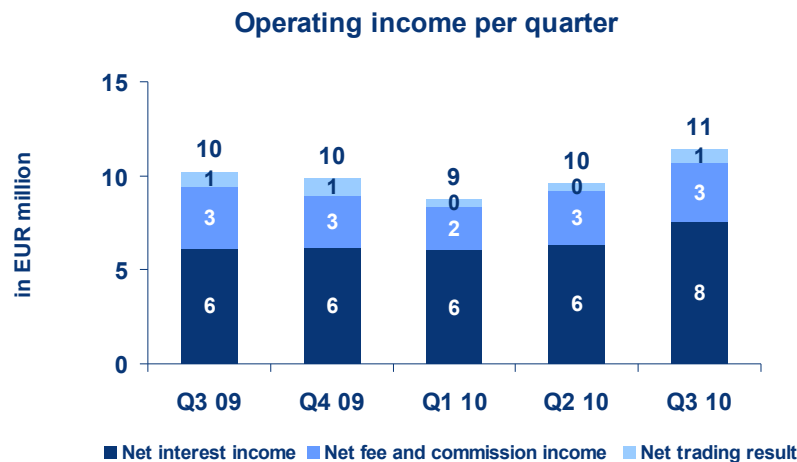
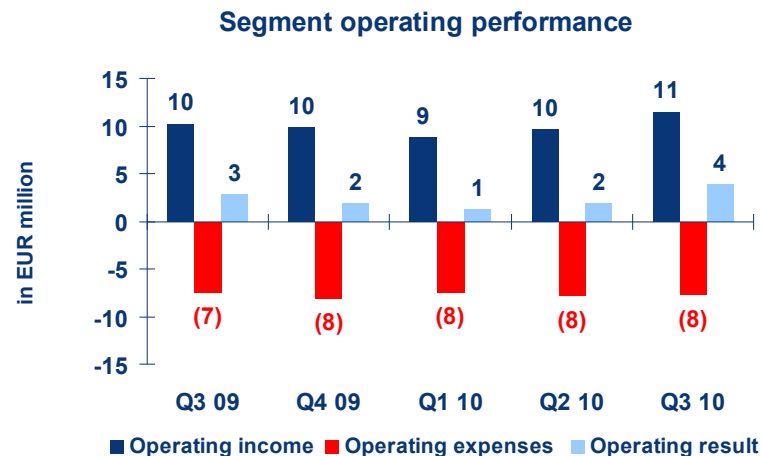


Migration analysis - Retail & SME/Croatia



## Asset quality improves but environment remains tough

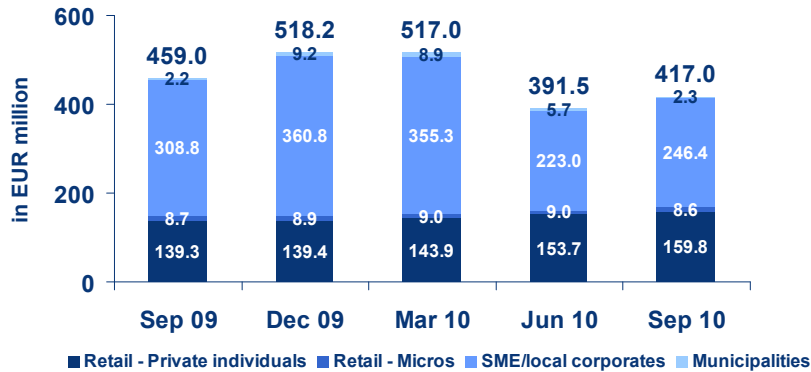
- **Operating result declined by 25.0% yoy (-18.6% FX-adjusted)<sup>1</sup> to EUR 6.8m; more than doubled qoq**
  - NII declined by 8.9% (-1.2%) due to significant drop in local market interest rates, affecting reinvestment of high local currency liquidity into government T-bills, 50bps increase of local reference rate had a positive impact in Q3 10
  - Fee income improved by 2.4% yoy (11.1%) to EUR 8.3m, mainly on higher corporate lending fees; continued qoq improvement (+6.9%)
- **NIM improved qoq to 6.7%; but down from 6.9% at YE 09 due to lower market interest rates**
- **Costs remained flat yoy (+8.1% in local currency), and qoq**
  - Impacted by high inflation (7.7%)
- **Risk costs were up by 8.1% (+17.3%) yoy to EUR 6.6m due to economic downturn, down 20.0% qoq**
  - NPL ratio declined for the first time in 5 quarters
  - Risk costs improved to 199bps in Q3 10 vs. 256bps in Q2 10
- **Net profit contribution remained slightly negative at EUR -0.1m in Q3 10 compared to EUR 1.2m in Q3 09**
- **CIR stood at 77.1% (Q3 09: 71.7%)**



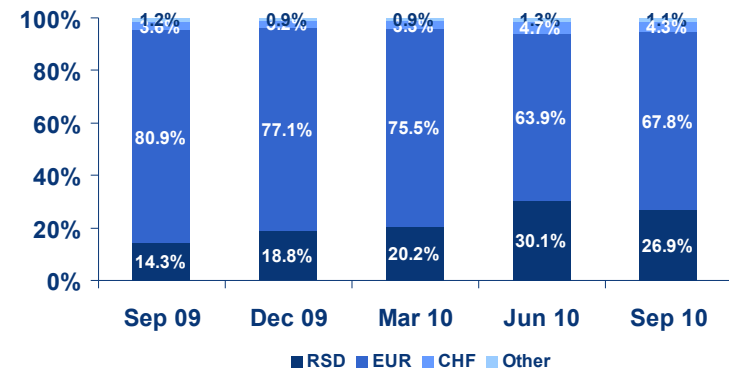
1) Figures in brackets refer to rate of change excluding impact of 8.5% currency depreciation

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

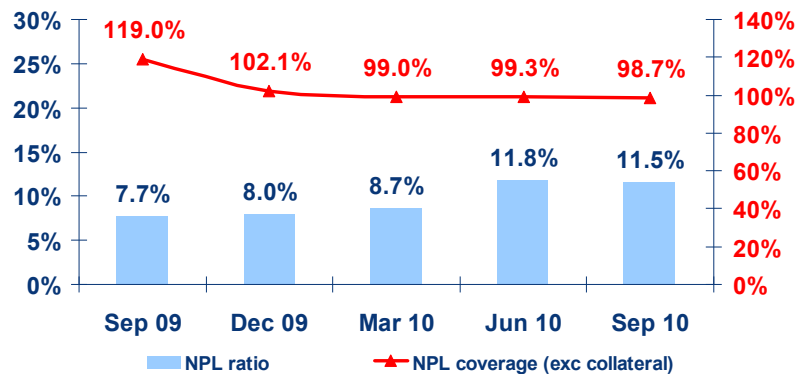
Segment Serbia -  
Customer loans by Basel II customer segment



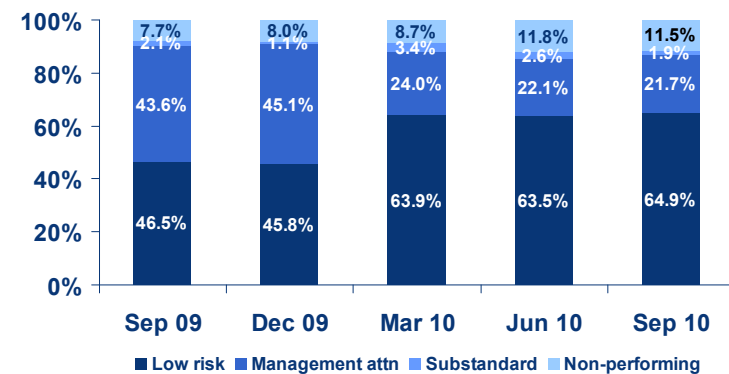
Segment Serbia - Customer loans by currency



Segment Serbia/retail -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Serbia



# Retail & SME: Ukraine –

## Operating performance and risk continue to improve

### – Operating result continued to improve: EUR 4.3m (1-9 09: EUR -1.6m)

- NII increased by 22.1% (16.5% FX-adjusted<sup>1</sup>) on higher interest income from high-yield government bonds; qoq decline due to shrinking loan portfolio and tighter government spreads
- Fee income improved by EUR 2.3m to EUR 2.6m on the back of higher fees from FX transactions
- Net trading result more than doubled yoy due to higher income from securities trading
- Overall, operating income rose by 48.3% (+41.5%) in 1-9 2010 and continued to improve qoq
- Operating expenses rose by 23.7% yoy (+18.0%), mainly driven by salary increases in Q3 10 as well as by other administrative expenses and higher depreciation charges on new IT system

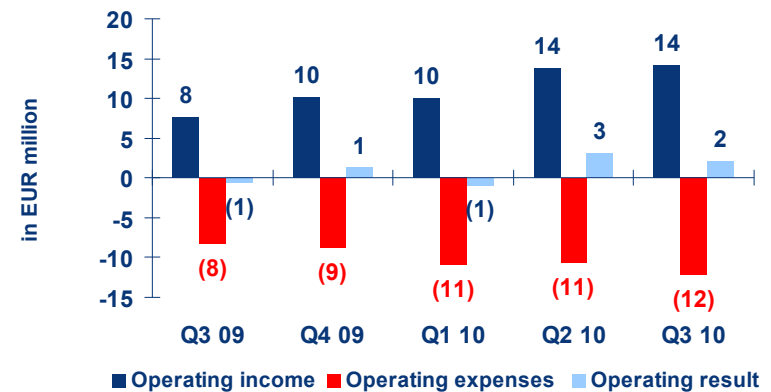
### – Risk costs declined by 50.0% (52.3%) in 1-9 2010 as the loan portfolio continued to stabilise

- NPL ratio declined for the first time in 5 quarters to 27.6%
- Risk cost declined to 667bps

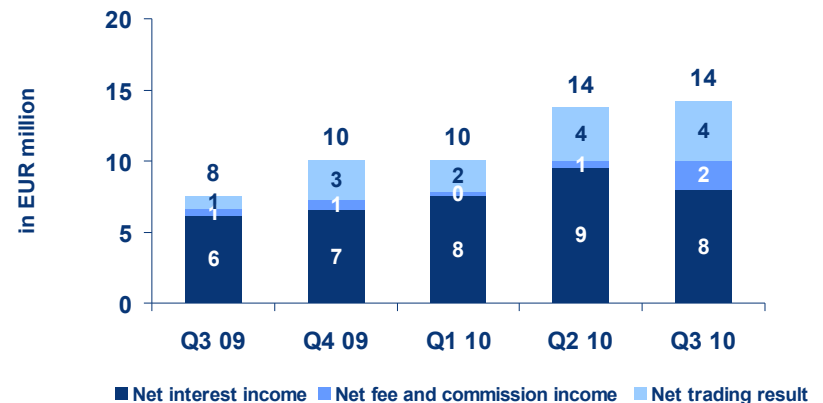
### – Other result slightly improved to EUR -0.1m in 1-9 10

### – Net loss continued to decline: EUR -20.1m, vs. EUR -47.8 in 1-9 09 mainly driven by lower risk costs and better operating performance

Segment operating performance



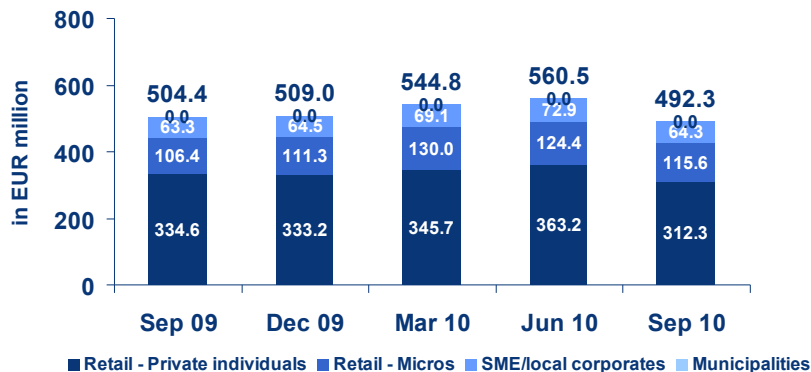
Operating income per quarter



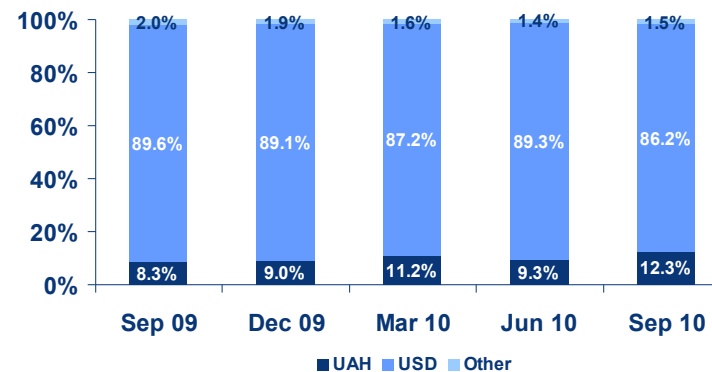
1) Figures in brackets refer to rate of change excluding impact of 4.6% currency appreciation

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

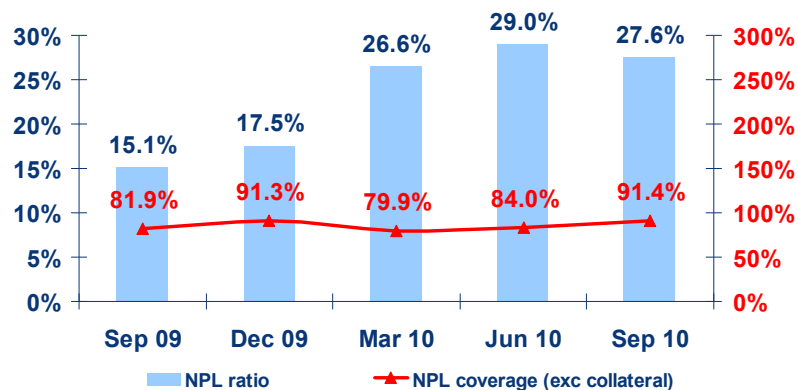
Segment Ukraine - Customer loans by Basel II customer segment



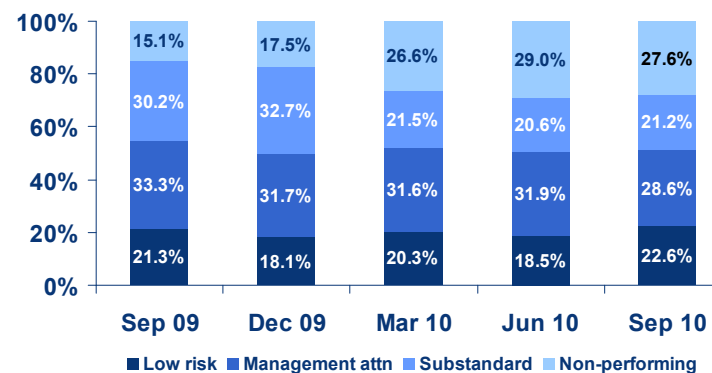
Segment Ukraine - Customer loans by currency



Segment Ukraine/retail - NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Ukraine



- Business snapshot and macro trends
  
- 1-9 2010 financial highlights
  
- 1-9 2010 key topics
  
- 1-9 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

## Stable exposure, slight improvement in prices

### – Face value decreased by EUR 62m to in Q3 2010

- Redemptions and amortisations of EUR 39 million
- Divestments of EUR 40 million
- Due to currency effects, portfolio decreased by EUR 162m (USD and GBP both strengthened against EUR) in Q3
- Methodological change led to EUR 175m increase in portfolio size: inclusion of ABS/CDOs purchased by investment funds

### – Market value decreased by EUR 42m in Q3 2010

- Average market price improved slightly to 74.4% in Q3 2010 (from 74.2% in Q2 2010)
- Market value loss decreased by EUR 21m to EUR 615m
- Major improvement was seen in the European CMBS sector with prices rising by 4.7%-points on average in Q3 2010

### – No P&L impact in 1-9 2010

- Positive impact from fair value portfolio of EUR 14.3 million...
- ... offset by impairment of 2 CMBS notes in September; no realised gains or losses (AfS)

### – Equity impact: + EUR 53.7 million vs year-end 2009

### – Credit quality remains favourable

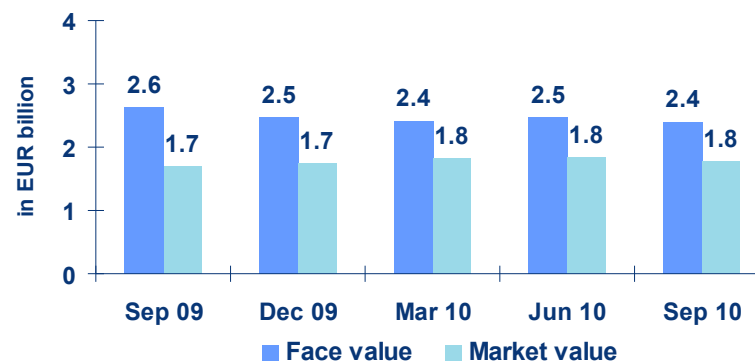
- Q3 was the first quarter since Q3 2008 where upgrades exceeded downgrades
- 83.9% of portfolio (at face value) is investment-grade

### – 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 (Sep 2010)*				
in EUR m	Face Value	Market Value	Change	+/- %
FV (m-t-m)	254	191	(63)	(24.8%)
AfS (m-t-m)	1,464	1,079	(385)	(26.3%)
HtM (at cost)	684	517	(167)	(24.4%)
<b>Total</b>	<b>2,401</b>	<b>1,787</b>	<b>(615)</b>	<b>(25.6%)</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 Sep 2010)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
AAA	236	214	(9.0%)	12.0%
AA	733	643	(12.4%)	36.0%
A	621	472	(24.0%)	26.4%
BBB	426	282	(33.7%)	15.8%
BB	257	144	(43.9%)	8.0%
B	53	19	(63.9%)	1.1%
CCC and lower	75	12	(83.7%)	0.7%
Unrated	1	0	-	0.0%
<b>Total</b>	<b>2,401</b>	<b>1,787</b>	<b>(25.6%)</b>	<b>100.0%</b>

ABS/CDO portfolio by region Sep 2010)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
USA	885	724	(18.2%)	40.5%
Continental Europe	834	617	(26.0%)	34.5%
UK & Ireland	557	336	(39.7%)	18.8%
Far East and Australia	88	82	(6.3%)	4.6%
Other (inc CEE)	38	28	(26.1%)	1.6%
<b>Total</b>	<b>2,401</b>	<b>1,787</b>	<b>(25.6%)</b>	<b>100.0%</b>

ABS/CDO portfolio by products Sep 2010)*				
in EUR m	Face Value	Market Value	+/-%	% of total (market value)
European prime RMBS	643	490	(23.8%)	27.4%
European CMBS	357	172	(51.9%)	9.6%
SME ABS	83	49	(41.1%)	2.7%
Leasing ABS	37	30	(17.1%)	1.7%
Other ABS	199	179	(10.2%)	10.0%
CLOs	1,056	847	(19.7%)	47.4%
Other CDOs	27	19	(27.7%)	1.1%
<b>Total</b>	<b>2,401</b>	<b>1,787</b>	<b>(25.6%)</b>	<b>100.0%</b>

\* Excluding savings banks portfolio

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# Asset quality analysis –

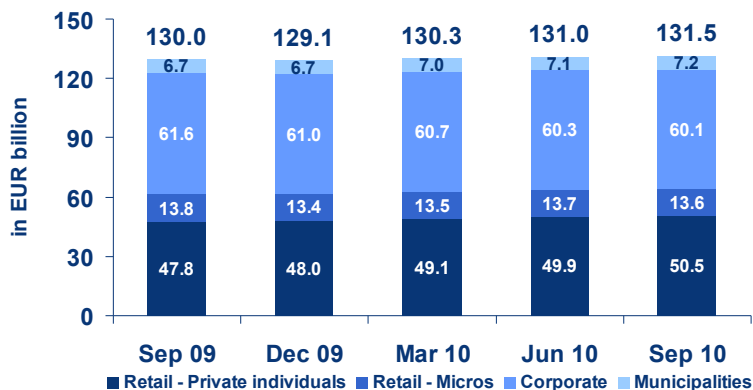
## Key definitions

- **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.

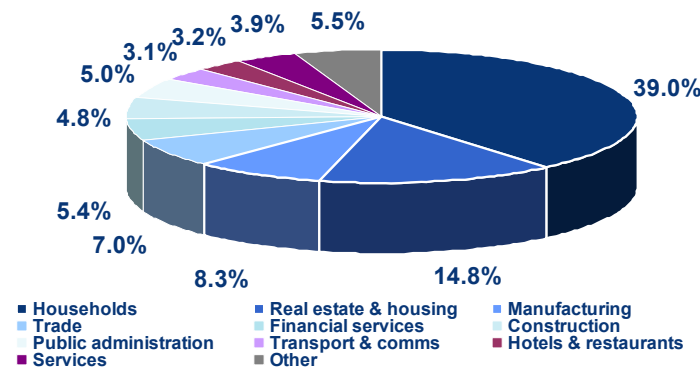
Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

# Erste Group's asset quality – Loan book overview

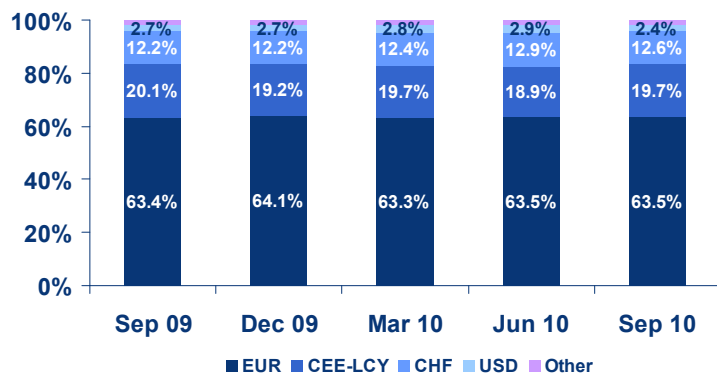
Customer loans by Basel II customer segments



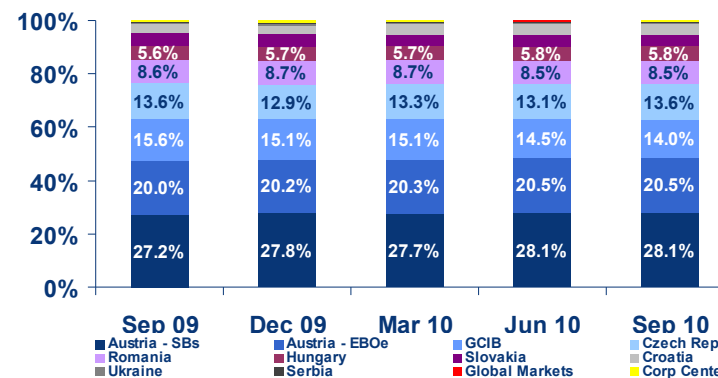
Customer loans by industries



Customer loans by currency



Customer loans by reporting segment



# Asset quality analysis – Loan book by segments

	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book		Risk provisions		NPL coverage		NPL ratio	
	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09
<b>Retail &amp; SME</b>	<b>80,103</b>	<b>77,484</b>	<b>18,464</b>	<b>18,512</b>	<b>4,987</b>	<b>5,018</b>	<b>8,986</b>	<b>7,570</b>	<b>112,540</b>	<b>108,584</b>	<b>5,463</b>	<b>4,417</b>	<b>60.8%</b>	<b>58.3%</b>	<b>8.0%</b>	<b>7.0%</b>
<b>Austria</b>	<b>48,971</b>	<b>46,429</b>	<b>9,676</b>	<b>10,115</b>	<b>1,369</b>	<b>1,504</b>	<b>3,845</b>	<b>3,943</b>	<b>63,860</b>	<b>61,990</b>	<b>2,271</b>	<b>2,160</b>	<b>59.1%</b>	<b>54.8%</b>	<b>6.0%</b>	<b>6.4%</b>
EB Oesterreich	22,553	21,447	2,865	3,083	335	371	1,198	1,237	26,950	26,137	742	688	62.0%	55.6%	4.4%	4.7%
Savings Banks	26,418	24,982	6,811	7,032	1,034	1,133	2,647	2,706	36,911	35,853	1,528	1,472	57.7%	54.4%	7.2%	7.5%
<b>CEE</b>	<b>31,132</b>	<b>31,056</b>	<b>8,788</b>	<b>8,397</b>	<b>3,617</b>	<b>3,514</b>	<b>5,141</b>	<b>3,627</b>	<b>48,679</b>	<b>46,594</b>	<b>3,192</b>	<b>2,256</b>	<b>62.1%</b>	<b>62.2%</b>	<b>10.6%</b>	<b>7.8%</b>
Czech Republic	13,042	12,546	3,085	2,751	607	658	1,177	766	17,911	16,721	772	507	65.6%	66.2%	6.6%	4.6%
Romania	5,298	5,761	2,204	2,235	1,768	1,728	1,954	1,466	11,224	11,190	1,128	832	57.7%	56.8%	17.4%	13.1%
Slovakia	4,407	4,214	519	775	300	258	476	423	5,702	5,670	390	310	82.1%	73.2%	8.3%	7.5%
Hungary	4,864	5,316	1,315	986	582	448	833	552	7,594	7,301	416	255	50.0%	46.2%	11.0%	7.6%
Croatia	3,139	2,889	1,435	1,255	249	252	517	289	5,339	4,684	314	228	60.7%	79.0%	9.7%	6.2%
Serbia	271	237	90	234	8	6	48	41	417	518	47	42	98.7%	102.1%	11.5%	8.0%
Ukraine	111	92	141	161	105	167	136	89	492	509	124	81	91.4%	91.3%	27.6%	17.5%
<b>GCIB</b>	<b>11,603</b>	<b>12,977</b>	<b>4,485</b>	<b>4,284</b>	<b>1,283</b>	<b>1,280</b>	<b>1,026</b>	<b>918</b>	<b>18,397</b>	<b>19,458</b>	<b>625</b>	<b>394</b>	<b>60.9%</b>	<b>42.9%</b>	<b>5.6%</b>	<b>4.7%</b>
<b>Group Markets</b>	<b>280</b>	<b>224</b>	<b>5</b>	<b>4</b>	<b>0</b>	<b>32</b>	<b>0</b>	<b>0</b>	<b>285</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>155</b>	<b>632</b>	<b>90</b>	<b>143</b>	<b>15</b>	<b>6</b>	<b>32</b>	<b>50</b>	<b>292</b>	<b>831</b>	<b>33</b>	<b>70</b>	<b>100.6%</b>	<b>&gt;100.0%</b>	<b>11.1%</b>	<b>6.0%</b>
<b>Total group</b>	<b>92,142</b>	<b>91,317</b>	<b>23,044</b>	<b>22,944</b>	<b>6,284</b>	<b>6,335</b>	<b>10,044</b>	<b>8,537</b>	<b>131,514</b>	<b>129,134</b>	<b>6,120</b>	<b>4,880</b>	<b>60.9%</b>	<b>57.2%</b>	<b>7.6%</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			
	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10		Dec 09	
									Share of total		Share of total	
<b>Core market</b>	<b>85,461</b>	<b>85,141</b>	<b>21,044</b>	<b>20,937</b>	<b>5,918</b>	<b>5,910</b>	<b>9,419</b>	<b>7,809</b>	<b>121,843</b>	<b>92.6%</b>	<b>119,796</b>	<b>92.8%</b>
<i>Austria</i>	49,333	47,819	8,801	9,209	1,186	1,428	3,408	3,556	62,727	47.7%	62,011	48.0%
<i>Croatia</i>	4,004	4,303	2,025	1,926	298	296	687	353	7,013	5.3%	6,879	5.3%
<i>Romania</i>	5,830	6,452	2,853	3,014	2,033	1,969	2,160	1,598	12,876	9.8%	13,033	10.1%
<i>Serbia</i>	361	283	251	316	24	7	64	59	701	0.5%	665	0.5%
<i>Slovakia</i>	4,947	4,908	804	1,009	333	304	512	451	6,597	5.0%	6,673	5.2%
<i>Slovenia</i>	1,143	1,325	277	185	138	116	177	163	1,735	1.3%	1,789	1.4%
<i>Czech Republic</i>	14,343	13,917	4,001	3,482	1,025	1,080	1,285	880	20,654	15.7%	19,359	15.0%
<i>Hungary</i>	5,351	6,007	1,681	1,298	699	519	954	636	8,686	6.6%	8,460	6.6%
<i>Ukraine</i>	148	127	353	498	182	191	172	112	855	0.7%	928	0.7%
<b>Other EU</b>	<b>4,015</b>	<b>3,849</b>	<b>1,302</b>	<b>1,310</b>	<b>262</b>	<b>221</b>	<b>361</b>	<b>423</b>	<b>5,940</b>	<b>4.5%</b>	<b>5,803</b>	<b>4.5%</b>
<b>Other industrialised countries</b>	<b>1,408</b>	<b>1,441</b>	<b>338</b>	<b>317</b>	<b>45</b>	<b>118</b>	<b>125</b>	<b>168</b>	<b>1,916</b>	<b>1.5%</b>	<b>2,044</b>	<b>1.6%</b>
<b>Emerging markets</b>	<b>1,258</b>	<b>886</b>	<b>359</b>	<b>381</b>	<b>60</b>	<b>87</b>	<b>139</b>	<b>137</b>	<b>1,815</b>	<b>1.4%</b>	<b>1,491</b>	<b>1.2%</b>
<i>Southeastern Europe / CIS</i>	796	682	233	226	18	70	121	119	1,168	0.9%	1,098	0.8%
<i>Asia</i>	295	91	19	21	37	5	7	6	357	0.3%	123	0.1%
<i>Latin America</i>	105	84	33	46	4	6	7	8	150	0.1%	144	0.1%
<i>Middle East / Africa</i>	61	29	74	88	1	5	4	4	140	0.1%	126	0.1%
<b>Total</b>	<b>92,142</b>	<b>91,317</b>	<b>23,044</b>	<b>22,944</b>	<b>6,284</b>	<b>6,335</b>	<b>10,044</b>	<b>8,537</b>	<b>131,514</b>	<b>100.0%</b>	<b>129,134</b>	<b>100.0%</b>
Share of total	70.1%	70.7%	17.5%	17.8%	4.8%	4.9%	7.6%	6.6%	100.0%		100.0%	
<b>Risk provisions</b>									<b>6,120</b>		<b>4,880</b>	

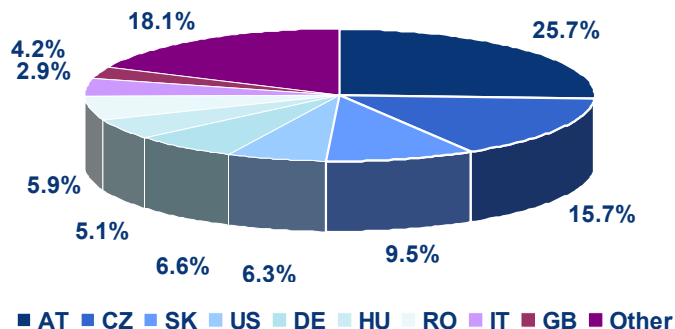
# Asset quality analysis – Loan book by industry sectors

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10	Dec 09	Sep 10		Dec 09	
									Share of total		Share of total	
Agriculture and forestry	1,015	1,040	592	596	133	142	186	155	1,927	1.5%	<b>1,932</b>	1.5%
Mining	324	381	69	72	8	11	79	94	481	0.4%	<b>558</b>	0.4%
Manufacturing	5,218	5,565	3,442	3,271	1,005	1,089	1,257	1,019	10,922	8.3%	<b>10,944</b>	8.5%
Energy and water supply	1,752	1,749	390	535	57	72	114	115	2,314	1.8%	<b>2,470</b>	1.9%
Construction	3,363	3,436	1,556	1,566	638	543	767	566	6,324	4.8%	<b>6,111</b>	4.7%
Construction - building project development	1,255	1,222	436	495	296	248	213	120	2,200	1.7%	<b>2,085</b>	1.6%
Trade	5,104	5,284	2,528	2,468	472	608	1,115	963	9,218	7.0%	<b>9,322</b>	7.2%
Transport and communication	2,188	2,510	1,099	977	255	284	474	365	4,017	3.1%	<b>4,137</b>	3.2%
Hotels and restaurants	1,763	1,870	1,445	1,547	349	273	640	575	4,197	3.2%	<b>4,265</b>	3.3%
Financial and insurance services	5,608	6,065	1,021	774	242	238	294	331	7,166	5.4%	<b>7,408</b>	5.7%
Fin. and ins. services: holding companies	3,349	3,486	460	367	138	131	119	182	4,067	3.1%	<b>4,165</b>	3.2%
Real estate and housing	14,011	13,952	3,615	3,792	913	875	926	774	19,464	14.8%	<b>19,392</b>	15.0%
Services	3,236	3,362	1,104	1,117	209	223	607	497	5,156	3.9%	<b>5,200</b>	4.0%
Public administration	6,125	5,548	357	335	39	14	6	4	6,526	5.0%	<b>5,900</b>	4.6%
Education, health and art	1,725	1,700	433	429	63	59	111	104	2,331	1.8%	<b>2,292</b>	1.8%
Private households	40,623	38,530	5,331	5,401	1,891	1,866	3,444	2,942	51,290	39.0%	<b>48,739</b>	37.7%
Other	88	324	62	66	10	40	23	34	183	0.1%	<b>463</b>	0.4%
<b>Total</b>	<b>92,142</b>	<b>91,317</b>	<b>23,044</b>	<b>22,944</b>	<b>6,284</b>	<b>6,335</b>	<b>10,044</b>	<b>8,537</b>	<b>131,514</b>	<b>100.0%</b>	<b>129,134</b>	<b>100.0%</b>
Share of total	70.1%	70.7%	17.5%	17.8%	4.8%	4.9%	7.6%	6.6%	100.0%		100.0%	
<b>Risk provisions</b>									<b>6,120</b>		<b>4,880</b>	

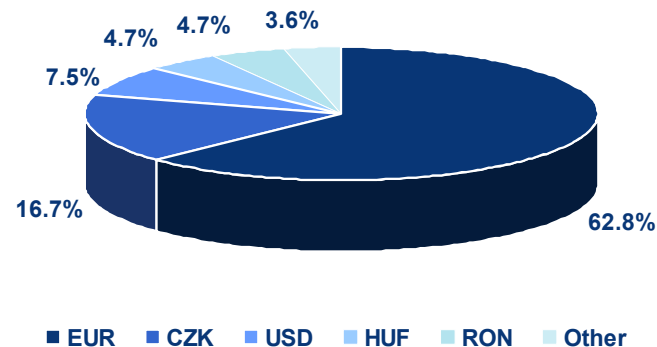


# Asset quality analysis – Financial assets

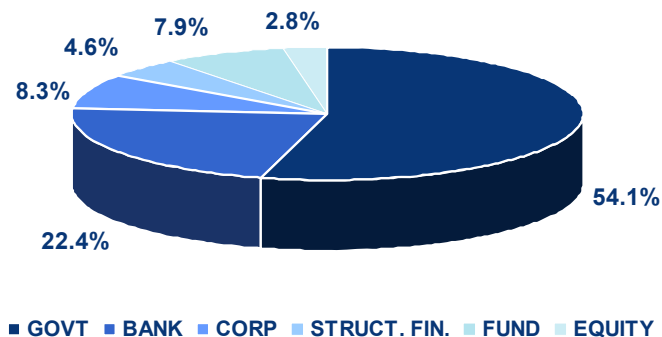
**Financial assets by country of origination**  
(30 Sep 2010: EUR 35.5 bn)



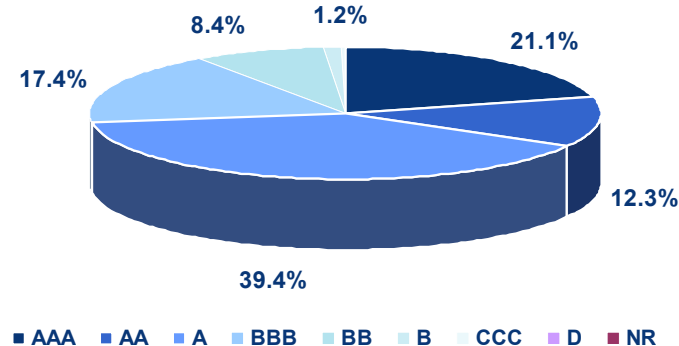
**Financial assets by currency**  
(30 Sep 2010: EUR 35.5 bn)



**Financial assets by issuer/product**  
(30 Sep 2010: EUR 35.5 bn)



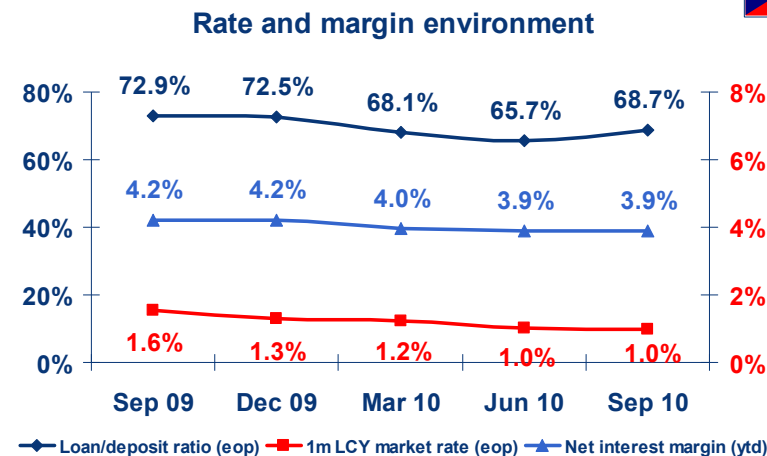
**Financial assets by rating**  
(30 Sep 2010: EUR 35.5 bn)



- Business snapshot and macro trends
- 1-9 2010 financial highlights
- 1-9 2010 key topics
- 1-9 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	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>41.5%</b>	<b>42.0%</b>	
<b>Return on equity</b>	<b>17.4%</b>	<b>20.7%</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	97.99%		
<b>Solvency ratio</b>	<b>14.0%</b>	<b>12.3%</b>	
Employees	10,759	10,698	0.6%
Branches	664	660	0.6%
Customers (in m)	5.3	5.3	(0.2%)
<b>Market share - retail loans</b>	<b>26.6%</b>	<b>27.7%</b>	
<b>Market share - retail deposits</b>	<b>29.3%</b>	<b>29.5%</b>	
Market share - corporate loans	19.8%	19.4%	
Market share - corporate deposits	13.3%	12.2%	
Market share - total assets	21.5%	20.7%	



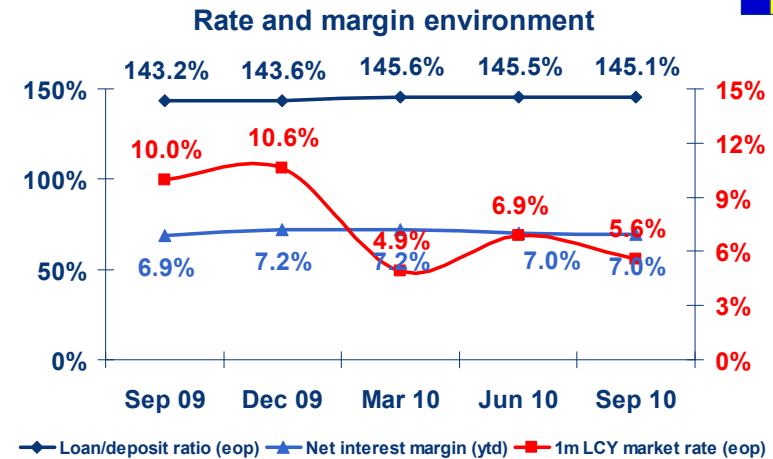
in EUR million	1-9 10	1-9 09	Change
Net interest income	894.5	915.9	(2.3%)
Risk provisions for loans and advances	(306.3)	(236.6)	29.5%
Net fee and commission income	352.8	326.6	8.0%
Net trading result	86.3	128.3	(32.7%)
General administrative expenses	(553.4)	(575.8)	(3.9%)
Other operating result	(53.6)	(74.9)	28.5%
Result from financial assets - FV	(5.0)	(8.6)	41.9%
Result from financial assets - Afs	3.3	4.3	(23.3%)
Result from financial assets - HtM	4.4	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>423.0</b>	<b>479.2</b>	<b>(11.7%)</b>
Taxes on income	(86.1)	(98.9)	(12.9%)
Post-tax profit from continuing operations	336.9	380.3	(11.4%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>336.9</b>	<b>380.3</b>	<b>(11.4%)</b>
Attributable to non-controlling interests	1.9	1.3	44.0%
<b>Attributable to owners of the parent</b>	<b>335.1</b>	<b>379.0</b>	<b>(11.6%)</b>
EUR FX rate (ave)	25.5	25.5	

in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	7,369	5,143	43.3%
<b>Loans and advances to customers</b>	<b>18,908</b>	<b>19,073</b>	<b>(0.9%)</b>
Risk provisions for loans and advances	(842)	(598)	40.9%
Financial assets - at fair value through profit or loss	292	299	(2.4%)
Financial assets - available for sale	1,040	1,173	(11.4%)
Financial assets - held to maturity	5,168	4,552	13.5%
Other assets	4,316	5,120	(15.7%)
<b>Total assets</b>	<b>36,250</b>	<b>34,762</b>	<b>4.3%</b>
<b>Interest-bearing assets</b>	<b>31,943</b>	<b>29,650</b>	<b>7.7%</b>
Deposits by banks	1,895	1,928	(1.7%)
<b>Customer deposits</b>	<b>27,530</b>	<b>26,322</b>	<b>4.6%</b>
Debt securities in issue	1,885	1,797	4.9%
Other liabilities	2,206	2,135	3.3%
<b>Total equity</b>	<b>2,734</b>	<b>2,580</b>	<b>6.0%</b>
Attributable to non-controlling interests	10	12	(15.9%)
<b>Attributable to owners of the parent</b>	<b>2,725</b>	<b>2,568</b>	<b>6.1%</b>
EUR FX rate (eop)	24.6	24.6	

\*) To eliminate currency effects, Q3 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2010

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

Key figures and ratios	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>35.1%</b>	<b>36.4%</b>	
<b>Return on equity</b>	<b>9.5%</b>	<b>14.5%</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	69.17%		
<b>Solvency ratio</b>	<b>12.5%</b>	<b>11.9%</b>	
Employees	9,185	9,012	1.9%
Branches	667	661	0.9%
Customers (in m)	4.3	4.7	(7.5%)
<b>Market share - retail loans</b>	<b>19.4%</b>	<b>20.0%</b>	
<b>Market share - retail deposits</b>	<b>22.7%</b>	<b>23.8%</b>	
Market share - corporate loans	23.4%	23.9%	
Market share - corporate deposits	15.6%	16.1%	
Market share - total assets	19.3%	19.0%	



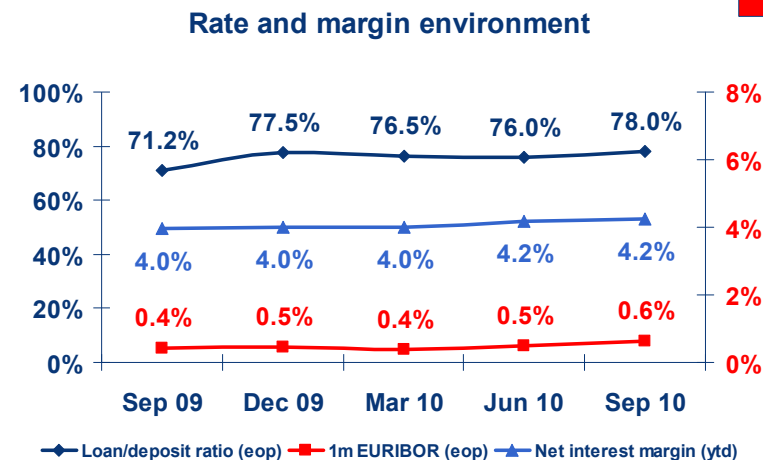
in EUR million	1-9 10	1-9 09	Change
Net interest income	689.9	642.4	7.4%
Risk provisions for loans and advances	(379.3)	(353.4)	7.3%
Net fee and commission income	103.1	114.3	(9.8%)
Net trading result	55.5	77.7	(28.6%)
General administrative expenses	(297.4)	(303.6)	(2.0%)
Other operating result	(37.8)	(19.3)	(95.9%)
Result from financial assets - FV	0.3	8.5	(96.5%)
Result from financial assets - Afs	8.6	34.4	(75.0%)
Result from financial assets - HTM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>142.9</b>	<b>201.0</b>	<b>(28.9%)</b>
Taxes on income	(23.5)	(33.7)	(30.3%)
Post-tax profit from continuing operations	119.4	167.3	(28.6%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>119.4</b>	<b>167.3</b>	<b>(28.6%)</b>
Attributable to non-controlling interests	0.0	(1.1)	na
<b>Attributable to owners of the parent</b>	<b>119.4</b>	<b>168.4</b>	<b>(29.1%)</b>
EUR FX rate (ave)	4.2	4.2	

in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	336	443	(24.1%)
<b>Loans and advances to customers</b>	<b>12,009</b>	<b>11,976</b>	<b>0.3%</b>
Risk provisions for loans and advances	(1,158)	(884)	31.0%
Financial assets - at fair value through profit or loss	12	39	(70.1%)
Financial assets - available for sale	1,056	717	47.3%
Financial assets - held to maturity	1,002	559	79.2%
Other assets	3,242	3,398	(4.6%)
<b>Total assets</b>	<b>16,500</b>	<b>16,248</b>	<b>1.6%</b>
<b>Interest-bearing assets</b>	<b>13,257</b>	<b>12,850</b>	<b>3.2%</b>
Deposits by banks	4,980	4,945	0.7%
<b>Customer deposits</b>	<b>8,275</b>	<b>8,340</b>	<b>(0.8%)</b>
Debt securities in issue	150	125	20.1%
Other liabilities	1,429	1,292	10.6%
<b>Total equity</b>	<b>1,666</b>	<b>1,545</b>	<b>7.8%</b>
Attributable to non-controlling interests	6	6	0.6%
<b>Attributable to owners of the parent</b>	<b>1,660</b>	<b>1,539</b>	<b>7.9%</b>
EUR FX rate (eop)	4.3	4.3	

\*) To eliminate currency effects, Q3 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2010

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

Key figures and ratios	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>42.6%</b>	<b>51.2%</b>	
<b>Return on equity</b>	<b>15.3%</b>	<b>6.8%</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>12.4%</b>	<b>10.5%</b>	
Employees	4,103	4,238	(3.2%)
Branches	287	279	2.9%
Customers (in m)	2.5	2.5	(0.5%)
<b>Market share - retail loans</b>	<b>26.6%</b>	<b>25.9%</b>	
<b>Market share - retail deposits</b>	<b>27.5%</b>	<b>28.1%</b>	
Market share - corporate loans	12.0%	13.7%	
Market share - corporate deposits	10.5%	10.4%	
Market share - total assets	20.5%	21.4%	



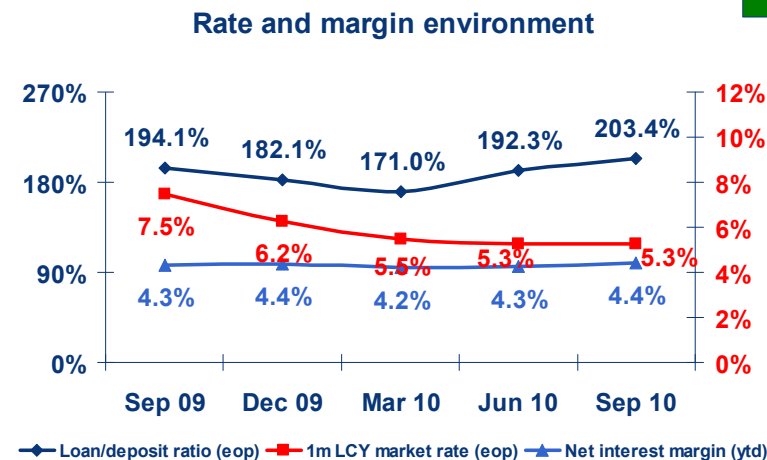
in EUR million	1-9 10	1-9 09	Change
Net interest income	331.7	298.4	11.2%
Risk provisions for loans and advances	(101.0)	(110.2)	(8.3%)
Net fee and commission income	82.4	80.8	2.0%
Net trading result	5.7	10.8	(47.0%)
General administrative expenses	(179.0)	(199.8)	(10.4%)
Other operating result	(21.9)	(23.7)	7.7%
Result from financial assets - FV	(0.4)	(0.1)	na
Result from financial assets - AFS	1.7	(3.6)	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>119.2</b>	<b>52.6</b>	<b>&gt;100.0%</b>
Taxes on income	(24.0)	(12.4)	94.3%
Post-tax profit from continuing operations	95.1	40.2	>100.0%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>95.1</b>	<b>40.2</b>	<b>&gt;100.0%</b>
Attributable to non-controlling interests	0.2	0.4	(48.2%)
<b>Attributable to owners of the parent</b>	<b>94.9</b>	<b>39.8</b>	<b>&gt;100.0%</b>

in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	916	1,198	(23.5%)
<b>Loans and advances to customers</b>	<b>6,059</b>	<b>6,050</b>	<b>0.1%</b>
Risk provisions for loans and advances	(407)	(315)	29.4%
Financial assets - at fair value through profit or loss	59	74	(20.1%)
Financial assets - available for sale	946	1,140	(17.1%)
Financial assets - held to maturity	2,488	2,420	2.8%
Other assets	904	918	(1.6%)
<b>Total assets</b>	<b>10,964</b>	<b>11,485</b>	<b>(4.5%)</b>
<b>Interest-bearing assets</b>	<b>10,086</b>	<b>10,593</b>	<b>(4.8%)</b>
Deposits by banks	1,465	2,075	(29.4%)
<b>Customer deposits</b>	<b>7,770</b>	<b>7,802</b>	<b>(0.4%)</b>
Debt securities in issue	409	475	(13.9%)
Other liabilities	443	352	25.8%
<b>Total equity</b>	<b>877</b>	<b>782</b>	<b>12.3%</b>
Attributable to non-controlling interests	3	2	9.4%
<b>Attributable to owners of the parent</b>	<b>875</b>	<b>779</b>	<b>12.3%</b>

\*) Market share data is as of Sep 2010

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

Key figures and ratios	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>39.5%</b>	<b>44.5%</b>	
<b>Return on equity</b>	<b>2.0%</b>	<b>17.2%</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	99.94%		
<b>Solvency ratio</b>	<b>12.6%</b>	<b>13.0%</b>	
Employees	3,134	3,181	(1.5%)
Branches	202	204	(1.0%)
Customers (in m)	0.9	0.9	1.9%
<b>Market share - retail loans</b>	<b>13.9%</b>	<b>13.3%</b>	
<b>Market share - retail deposits</b>	<b>7.4%</b>	<b>8.1%</b>	
Market share - corporate loans	8.7%	8.8%	
Market share - corporate deposits	6.7%	6.5%	
Market share - total assets	8.6%	8.6%	



in EUR million	1-9 10	1-9 09	Change
Net interest income	301.3	279.8	7.7%
Risk provisions for loans and advances	(181.7)	(128.6)	41.3%
Net fee and commission income	78.9	67.4	17.1%
Net trading result	40.1	50.8	(21.1%)
General administrative expenses	(165.9)	(177.1)	(6.3%)
Other operating result	(46.9)	8.0	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>25.8</b>	<b>100.3</b>	<b>(74.3%)</b>
Taxes on income	(16.2)	(26.6)	(39.1%)
Post-tax profit from continuing operations	9.6	73.7	(87.0%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>9.6</b>	<b>73.7</b>	<b>(87.0%)</b>
Attributable to non-controlling interests	(0.1)	0.0	na
<b>Attributable to owners of the parent</b>	<b>9.7</b>	<b>73.7</b>	<b>(86.8%)</b>
EUR FX rate (ave)	275.3	275.3	

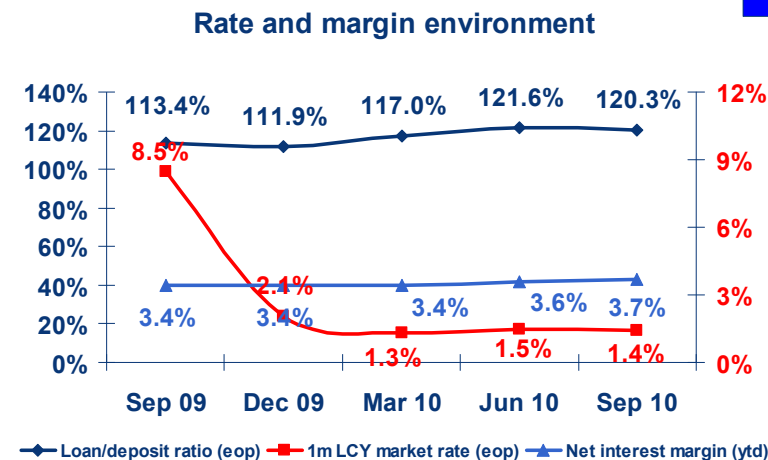
in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	388	78	>100.0%
<b>Loans and advances to customers</b>	<b>7,921</b>	<b>7,517</b>	<b>5.4%</b>
Risk provisions for loans and advances	(428)	(261)	63.8%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	59	7	>100.0%
Financial assets - held to maturity	1,099	1,027	7.0%
Other assets	1,904	2,158	(11.8%)
<b>Total assets</b>	<b>10,943</b>	<b>10,526</b>	<b>4.0%</b>
<b>Interest-bearing assets</b>	<b>9,039</b>	<b>8,368</b>	<b>8.0%</b>
Deposits by banks	5,651	5,046	12.0%
<b>Customer deposits</b>	<b>3,894</b>	<b>4,129</b>	<b>(5.7%)</b>
Debt securities in issue	95	112	(15.1%)
Other liabilities	731	626	16.8%
<b>Total equity</b>	<b>572</b>	<b>614</b>	<b>(6.8%)</b>
Attributable to non-controlling interests	0	0	(74.1%)
<b>Attributable to owners of the parent</b>	<b>572</b>	<b>614</b>	<b>(6.8%)</b>
EUR FX rate (eop)	275.8	275.8	

\*) To eliminate currency effects, Q3 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2010

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



Key figures and ratios	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>38.0%</b>	<b>40.7%</b>	
<b>Return on equity</b>	<b>11.2%</b>	<b>13.3%</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	65.03%		
<b>Solvency ratio</b>	<b>15.8%</b>	<b>12.4%</b>	
Employees	2,315	2,265	2.2%
Branches	140	138	1.4%
Customers (in m)	0.8	0.7	13.8%
<b>Market share - retail loans</b>	<b>13.3%</b>	<b>13.1%</b>	
<b>Market share - retail deposits</b>	<b>12.6%</b>	<b>12.6%</b>	
Market share - corporate loans	14.1%	14.5%	
Market share - corporate deposits	12.3%	12.7%	
Market share - total assets	13.1%	13.1%	



in EUR million	1-9 10	1-9 09	Change
Net interest income	176.1	155.2	13.5%
Risk provisions for loans and advances	(57.7)	(33.2)	73.8%
Net fee and commission income	43.4	42.1	3.1%
Net trading result	13.2	18.7	(29.4%)
General administrative expenses	(88.5)	(88.0)	0.6%
Other operating result	(5.1)	(5.3)	3.8%
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - Afs	2.4	0.4	>100.0%
Result from financial assets - HTM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>83.8</b>	<b>89.9</b>	<b>(6.8%)</b>
Taxes on income	(16.4)	(16.8)	2.4%
Post-tax profit from continuing operations	67.4	73.1	(7.8%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>67.4</b>	<b>73.1</b>	<b>(7.8%)</b>
Attributable to non-controlling interests	0.0	0.3	na
<b>Attributable to owners of the parent</b>	<b>67.4</b>	<b>72.8</b>	<b>(7.4%)</b>
EUR FX rate (ave)	7.3	7.3	

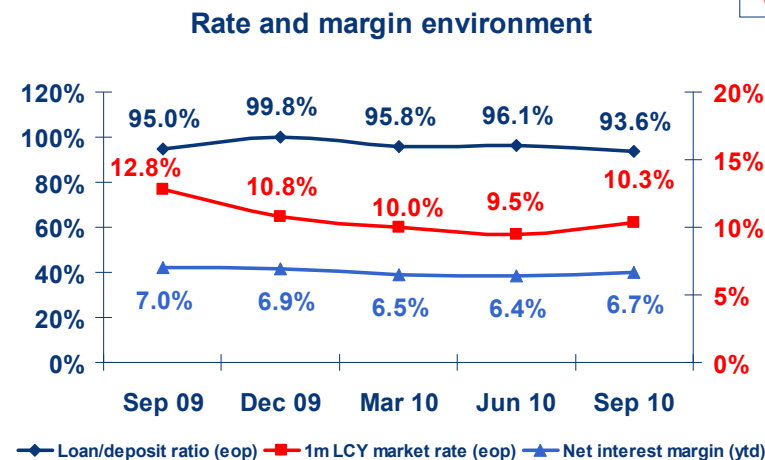
in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	1,075	1,222	(12.0%)
<b>Loans and advances to customers</b>	<b>5,078</b>	<b>4,758</b>	<b>6.7%</b>
Risk provisions for loans and advances	(255)	(200)	27.6%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	598	539	10.9%
Financial assets - held to maturity	56	43	32.2%
Other assets	473	543	(12.9%)
<b>Total assets</b>	<b>7,025</b>	<b>6,904</b>	<b>1.8%</b>
<b>Interest-bearing assets</b>	<b>6,552</b>	<b>6,361</b>	<b>3.0%</b>
Deposits by banks	1,858	1,745	6.5%
<b>Customer deposits</b>	<b>4,223</b>	<b>4,253</b>	<b>(0.7%)</b>
Debt securities in issue	0	0	na
Other liabilities	122	132	(7.8%)
<b>Total equity</b>	<b>822</b>	<b>774</b>	<b>6.3%</b>
Attributable to non-controlling interests	0	0	12.6%
<b>Attributable to owners of the parent</b>	<b>822</b>	<b>774</b>	<b>6.3%</b>
EUR FX rate (eop)	7.3	7.3	

\*) To eliminate currency effects, Q3 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2010

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



Key figures and ratios	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>75.0%</b>	<b>69.5%</b>	Change
<b>Return on equity</b>	<b>n.a.</b>	<b>3.7%</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	
Erste Group stake	80.49%		
<b>Solvency ratio</b>	<b>18.0%</b>	<b>25.1%</b>	
Employees	924	909	1.7%
Branches	73	73	0.0%
Customers (in m)	0.3	0.2	7.8%
<b>Market share - retail loans</b>	<b>3.2%</b>	<b>3.2%</b>	
<b>Market share - retail deposits</b>	<b>2.6%</b>	<b>2.7%</b>	
Market share - corporate loans	1.9%	2.0%	
Market share - corporate deposits	2.4%	2.9%	
Market share - total assets	2.3%	2.2%	



in EUR million	1-9 10	1-9 09	Change
Net interest income	21.6	21.3	1.4%
Risk provisions for loans and advances	(6.6)	(5.6)	17.9%
Net fee and commission income	7.6	7.4	2.7%
Net trading result	1.6	2.1	(23.8%)
General administrative expenses	(23.1)	(21.4)	7.9%
Other operating result	(0.1)	(0.8)	87.5%
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>1.0</b>	<b>3.0</b>	<b>(66.7%)</b>
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	1.0	3.0	(66.7%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>1.0</b>	<b>3.0</b>	<b>(66.7%)</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>1.0</b>	<b>3.0</b>	<b>(66.7%)</b>
EUR FX rate (ave)	101.8	101.8	

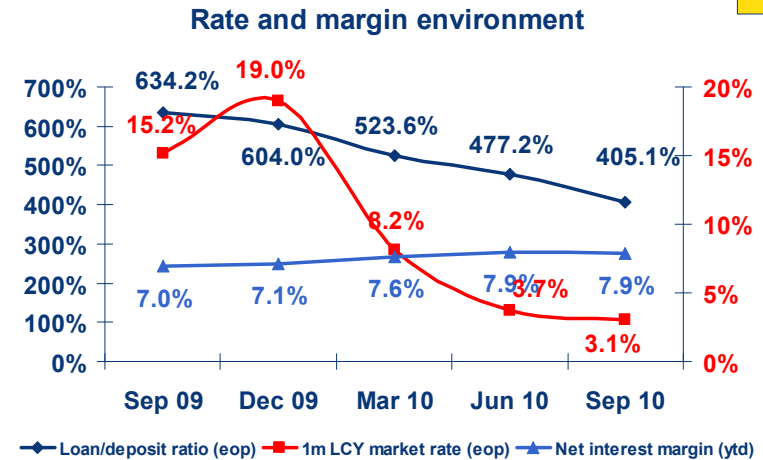
in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	57	38	48.5%
<b>Loans and advances to customers</b>	<b>417</b>	<b>335</b>	<b>24.5%</b>
Risk provisions for loans and advances	(48)	(38)	24.9%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	1	1	11.6%
Financial assets - held to maturity	41	43	(6.2%)
Other assets	113	109	3.5%
<b>Total assets</b>	<b>581</b>	<b>489</b>	<b>18.9%</b>
<b>Interest-bearing assets</b>	<b>468</b>	<b>379</b>	<b>23.3%</b>
Deposits by banks	6	28	(79.2%)
<b>Customer deposits</b>	<b>446</b>	<b>336</b>	<b>32.7%</b>
Debt securities in issue	0	0	na
Other liabilities	26	22	17.4%
<b>Total equity</b>	<b>104</b>	<b>103</b>	<b>1.0%</b>
Attributable to non-controlling interests	0	0	na
<b>Attributable to owners of the parent</b>	<b>104</b>	<b>103</b>	<b>1.0%</b>
EUR FX rate (eop)	106.4	106.4	

\*) To eliminate currency effects, Q3 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2010



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

Key figures and ratios	1-9 10	1-9 09	
<b>Cost/income ratio</b>	<b>67.1%</b>	<b>69.5%</b>	
<b>Return on equity</b>	<b>na</b>	<b>na</b>	
	<b>Sep 10</b>	<b>Dec 09</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>25.6%</b>	<b>17.6%</b>	
Employees	1,710	1,727	2.2%
Branches	134	134	1.4%
Customers (in m)	0.2	0.1	13.8%
<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	1.2%	1.0%	



in EUR million	1-9 10	1-9 09	Change
Net interest income	37.5	34.0	10.3%
Risk provisions for loans and advances	(23.5)	(35.3)	(33.4%)
Net fee and commission income	1.6	0.7	>100.0%
Net trading result	10.2	4.6	>100.0%
General administrative expenses	(33.1)	(27.3)	21.2%
Other operating result	(0.1)	(1.0)	(50.0%)
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>(7.4)</b>	<b>(24.3)</b>	<b>78.8%</b>
Taxes on income	(0.8)	0.0	na
Post-tax profit from continuing operations	(8.2)	(24.3)	78.8%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>(8.2)</b>	<b>(24.3)</b>	<b>78.8%</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>(8.2)</b>	<b>(24.3)</b>	<b>78.8%</b>
EUR FX rate (ave)	10.5	10.5	

in EUR million	Sep 10	Dec 09	Change
Loans and advances to credit institutions	75	106	(29.3%)
<b>Loans and advances to customers</b>	<b>492</b>	<b>544</b>	<b>(9.6%)</b>
Risk provisions for loans and advances	(108)	(87)	24.4%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	110	36	>100.0%
Financial assets - held to maturity	0	0	na
Other assets	253	141	79.1%
<b>Total assets</b>	<b>822</b>	<b>741</b>	<b>10.9%</b>
<b>Interest-bearing assets</b>	<b>569</b>	<b>600</b>	<b>(5.1%)</b>
Deposits by banks	525	522	0.7%
<b>Customer deposits</b>	<b>122</b>	<b>90</b>	<b>34.8%</b>
Debt securities in issue	0	0	na
Other liabilities	54	49	9.3%
<b>Total equity</b>	<b>121</b>	<b>80</b>	<b>51.6%</b>
Attributable to non-controlling interests	0	0	na
<b>Attributable to owners of the parent</b>	<b>121</b>	<b>80</b>	<b>51.6%</b>
EUR FX rate (eop)	10.8	10.8	

\*) To eliminate currency effects, Q3 10 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2010

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- 1-9 2010 key topics
- 1-9 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	Q4 08	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	1,339.8	1,226.0	1,279.3	1,335.6	1,380.0	1,323.6	1,361.2	1,390.7
Net fee and commission income	482.1	444.6	443.6	425.1	459.5	471.5	493.5	475.7
Net trading result	(70.2)	143.8	199.3	159.9	82.1	141.2	98.8	143.9
<b>Operating income</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>	<b>1,953.5</b>	<b>2,010.3</b>
Personnel expenses	(551.8)	(558.6)	(565.6)	(538.7)	(564.6)	(545.7)	(545.3)	(566.5)
Other administrative expenses	(304.8)	(329.4)	(327.3)	(288.5)	(257.1)	(313.8)	(302.6)	(312.3)
Depreciation and amortisation	(91.6)	(87.9)	(91.4)	(92.9)	(105.4)	(93.6)	(97.4)	(94.5)
<b>Operating expenses</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>(945.3)</b>	<b>(973.3)</b>
<b>Operating result</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>	<b>1,008.2</b>	<b>1,037.0</b>
Risk provisions for loans and advances	(469.1)	(370.2)	(521.9)	(557.1)	(607.4)	(531.2)	(553.0)	(504.2)
Other operating result	(637.8)	(39.9)	(47.6)	(114.3)	(154.0)	(67.7)	(91.1)	(124.6)
Result from financial assets - FV	(180.7)	(44.1)	32.0	68.5	56.8	13.0	(37.6)	16.8
Result from financial assets - AfS	(202.2)	(10.8)	(7.9)	(87.7)	(97.7)	0.1	36.3	(17.9)
Result from financial assets - HtM	(59.3)	(0.1)	(0.8)	2.9	(8.8)	4.7	(0.1)	(3.8)
<b>Pre-tax profit from continuing operations</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>	<b>362.7</b>	<b>403.3</b>
Taxes on income	87.1	(84.0)	(107.3)	(78.3)	(15.1)	(92.5)	(83.4)	(92.8)
Post-tax profit from discontinuing operations	29.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</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>	<b>279.3</b>	<b>310.5</b>
Attributable to non-controlling interests	(25.6)	57.3	24.4	6.5	(15.0)	54.4	62.6	45.6
<b>Attributable to owners of the parent</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>216.7</b>	<b>264.9</b>
<b>Cost/income ratio</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>48.4%</b>	<b>48.4%</b>
<b>Return on equity</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>	<b>6.6%</b>	<b>8.0%</b>

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

v mil. EUR	Dez 07	Mär 08	Jun 08	Sep 08	Dec 08	Mar 09	Jun 09	Sep 09	Dec 09	Mar 10	Jun 10	Sep 10
Cash and balances with central banks	7,615	7,783	6,854	7,692	7,556	5,897	6,897	5,458	5,996	5,965	6,540	5,030
Loans and advances to credit institutions	14,937	15,938	19,253	19,088	14,344	12,088	13,800	13,938	13,140	16,123	16,408	14,464
Loans and advances to customers	113,956	115,828	121,684	125,673	126,185	126,337	128,110	129,954	129,134	130,255	130,960	131,514
Risk provisions for loans and advances	(3,296)	(3,447)	(3,574)	(3,699)	(3,783)	(4,008)	(4,311)	(4,713)	(4,954)	(5,390)	(5,796)	(6,210)
Trading assets	6,637	7,469	7,502	8,090	7,534	7,864	8,147	8,389	8,598	9,268	8,408	9,731
Financial assets - at fair value through profit or loss	4,534	4,452	4,397	4,238	4,058	3,667	3,574	3,752	2,997	3,373	3,563	2,855
Financial assets - available for sale	16,200	15,907	16,147	16,664	16,033	17,127	17,586	16,187	16,390	18,246	18,331	18,701
Financial assets - held to maturity	16,843	15,770	15,922	14,777	14,145	14,117	13,968	14,163	14,899	13,808	14,412	14,477
Investments of insurance companies	8,054	0	0	0	0	0	0	0	0	0	0	0
Equity holdings in associates accounted for at equity	285	237	239	237	260	263	261	260	241	230	228	231
Intangible assets	5,962	5,822	5,915	5,707	4,805	4,730	4,738	4,975	4,867	4,926	4,716	4,762
Property and equipment	2,289	2,357	2,529	2,537	2,386	2,341	2,363	2,411	2,344	2,369	2,353	2,388
Tax assets	446	416	446	524	859	831	838	630	577	493	462	461
Assets held for sale	0	9,555	9,582	658	526	477	60	31	58	59	59	51
Other assets	6,057	6,380	7,262	7,234	6,533	7,340	8,136	8,118	7,423	8,262	8,440	8,073
<b>Total assets</b>	<b>200,519</b>	<b>204,467</b>	<b>214,158</b>	<b>209,420</b>	<b>201,441</b>	<b>199,071</b>	<b>204,167</b>	<b>203,553</b>	<b>201,710</b>	<b>207,987</b>	<b>209,084</b>	<b>206,528</b>
Deposits by banks	35,165	35,073	35,915	37,420	34,672	30,747	29,776	26,920	26,295	25,605	26,730	22,714
Customer deposits	100,116	103,863	108,842	110,964	109,305	108,707	113,489	113,317	112,042	115,595	116,558	115,329
Debt securities in issue	31,078	28,681	30,770	29,802	30,483	30,951	30,130	30,431	29,612	30,596	29,841	32,013
Trading liabilities	1,756	2,720	2,575	2,726	2,519	2,695	2,690	3,175	3,157	3,302	3,392	3,564
Underwriting provisions	8,638	0	0	0	0	0	0	0	0	0	0	0
Provisions	1,792	1,770	1,762	1,757	1,620	1,654	1,681	1,670	1,670	1,646	1,613	1,568
Tax liabilities	329	323	262	345	389	325	302	459	361	352	321	363
Liabilities associated with assets held for sale	0	9,407	9,526	501	343	291	0	0	0	0	0	0
Other liabilities	4,653	4,966	6,415	7,077	4,968	5,571	6,665	7,314	6,302	7,824	8,170	8,008
Subordinated liabilities	5,589	5,776	6,045	5,969	6,047	6,070	6,141	6,184	6,148	6,191	5,978	5,956
Total equity	11,403	11,888	12,046	12,859	11,095	12,060	13,293	14,083	16,123	16,876	16,481	17,013
Attributable to non-controlling interests	2,951	3,302	3,135	3,131	3,016	3,165	3,195	3,416	3,414	3,560	3,561	3,620
Attributable to owners of the parent	8,452	8,586	8,911	9,728	8,079	8,895	10,098	10,667	12,709	13,316	12,920	13,393
<b>Total liabilities and equity</b>	<b>200,519</b>	<b>204,467</b>	<b>214,158</b>	<b>209,420</b>	<b>201,441</b>	<b>199,071</b>	<b>204,167</b>	<b>203,553</b>	<b>201,710</b>	<b>207,987</b>	<b>209,084</b>	<b>206,528</b>

# Quarterly segment reporting – Overview of main segments

in EUR million	Retail & SME					Group Corporate & Investment Banking				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	1,174.0	1,160.2	1,129.1	1,161.3	1,169.4	141.9	155.8	147.6	145.4	152.5
Risk provisions	(484.2)	(563.0)	(451.6)	(451.0)	(487.6)	(72.9)	(44.4)	(79.6)	(102.0)	(16.6)
Net fee and commission income	386.4	440.6	397.9	427.9	408.9	35.3	49.6	37.6	41.9	44.8
Net trading result	61.9	36.3	30.9	51.4	59.5	(1.9)	(3.4)	3.7	(0.7)	(0.4)
General administrative expenses	(814.3)	(783.8)	(819.5)	(809.3)	(829.7)	(40.6)	(48.0)	(43.5)	(46.7)	(45.1)
Other result	(114.9)	(142.2)	(16.3)	(43.9)	(108.4)	(19.3)	(37.0)	3.6	(2.6)	(9.2)
<b>Pre-tax profit</b>	<b>208.9</b>	<b>148.1</b>	<b>270.6</b>	<b>336.1</b>	<b>212.3</b>	<b>42.4</b>	<b>72.6</b>	<b>69.4</b>	<b>35.3</b>	<b>125.9</b>
Taxes on income	(43.6)	(72.5)	(59.0)	(78.4)	(55.6)	(11.0)	(12.9)	(15.7)	(9.3)	(25.7)
Post-tax profit from continuing operations	165.3	75.6	211.6	257.7	156.6	31.4	59.6	53.7	26.1	100.1
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>165.3</b>	<b>75.6</b>	<b>211.6</b>	<b>257.7</b>	<b>156.6</b>	<b>31.4</b>	<b>59.6</b>	<b>53.7</b>	<b>26.1</b>	<b>100.1</b>
Attributable to non-controlling interests	(5.1)	(8.6)	45.9	59.9	39.2	(3.1)	8.6	5.5	3.2	6.8
<b>Attributable to owners of the parent</b>	<b>170.4</b>	<b>84.2</b>	<b>165.7</b>	<b>197.8</b>	<b>117.4</b>	<b>34.5</b>	<b>51.0</b>	<b>48.2</b>	<b>22.9</b>	<b>93.3</b>

in EUR million	Group Markets					Corporate Center				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	35.6	34.4	31.4	25.4	29.8	(15.9)	29.5	15.4	29.1	39.1
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	29.9	15.9	43.0	40.5	33.4	(26.5)	(46.6)	(7.0)	(16.8)	(11.4)
Net trading result	83.1	64.3	97.1	50.2	78.1	16.7	(15.0)	9.4	(2.1)	6.8
General administrative expenses	(43.9)	(77.3)	(56.5)	(52.9)	(60.5)	(21.3)	(17.9)	(33.5)	(36.5)	(37.9)
Other result	2.5	(4.2)	5.5	(2.4)	4.4	1.2	(20.3)	(42.7)	(43.5)	(16.4)
<b>Pre-tax profit</b>	<b>107.3</b>	<b>33.1</b>	<b>120.5</b>	<b>60.7</b>	<b>85.2</b>	<b>(45.8)</b>	<b>(70.3)</b>	<b>(58.4)</b>	<b>(69.5)</b>	<b>(20.1)</b>
Taxes on income	(17.9)	(5.8)	(25.2)	(14.4)	(18.3)	(5.8)	76.2	7.3	18.6	7.0
Post-tax profit from continuing operations	89.4	27.3	95.4	46.3	66.9	(51.6)	5.9	(51.0)	(50.8)	(13.1)
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>89.4</b>	<b>27.3</b>	<b>95.4</b>	<b>46.3</b>	<b>66.9</b>	<b>(51.6)</b>	<b>5.9</b>	<b>(51.0)</b>	<b>(50.8)</b>	<b>(13.1)</b>
Attributable to non-controlling interests	7.7	(0.5)	6.3	2.4	1.9	7.0	(14.6)	(3.3)	(2.9)	(2.4)
<b>Attributable to owners of the parent</b>	<b>81.7</b>	<b>27.7</b>	<b>89.1</b>	<b>43.9</b>	<b>65.0</b>	<b>(58.6)</b>	<b>20.4</b>	<b>(47.7)</b>	<b>(47.9)</b>	<b>(10.8)</b>

# Quarterly segment reporting – Austria sub-segments

in EUR million	Erste Bank Oesterreich					Savings Banks				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	159.9	152.5	158.9	160.4	162.4	246.2	239.8	230.5	246.8	235.2
Risk provisions	(39.2)	(38.0)	(44.8)	(42.9)	(36.5)	(62.6)	(90.6)	(65.3)	(70.6)	(73.6)
Net fee and commission income	78.5	83.9	85.8	86.3	83.7	93.4	110.7	100.9	102.1	103.7
Net trading result	1.6	2.5	2.9	4.1	2.7	13.5	5.0	7.2	6.9	8.1
General administrative expenses	(149.6)	(154.2)	(152.6)	(152.1)	(152.0)	(234.9)	(209.0)	(233.5)	(234.8)	(233.6)
Other result	15.4	(16.0)	4.1	(9.5)	(1.2)	(84.1)	(48.9)	(1.0)	6.0	(4.1)
<b>Pre-tax profit</b>	<b>66.6</b>	<b>30.7</b>	<b>54.3</b>	<b>46.3</b>	<b>59.1</b>	<b>(28.4)</b>	<b>7.1</b>	<b>38.7</b>	<b>56.4</b>	<b>35.7</b>
Taxes on income	(14.4)	(6.7)	(12.4)	(11.2)	(13.8)	6.7	(19.2)	(10.1)	(15.2)	(8.4)
Post-tax profit from continuing operations	52.2	23.9	41.9	35.1	45.3	(21.7)	(12.1)	28.6	41.2	27.4
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>52.2</b>	<b>23.9</b>	<b>41.9</b>	<b>35.1</b>	<b>45.3</b>	<b>(21.7)</b>	<b>(12.1)</b>	<b>28.6</b>	<b>41.2</b>	<b>27.4</b>
Attributable to non-controlling interests	5.0	1.5	2.4	(0.1)	2.1	(22.2)	(19.1)	28.7	38.0	28.1
<b>Attributable to owners of the parent</b>	<b>47.2</b>	<b>22.4</b>	<b>39.5</b>	<b>35.2</b>	<b>43.2</b>	<b>0.5</b>	<b>7.0</b>	<b>(0.1)</b>	<b>3.1</b>	<b>(0.8)</b>

in EUR million	Austria				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	406.2	392.3	389.4	407.3	397.6
Risk provisions	(101.7)	(128.6)	(110.1)	(113.6)	(110.1)
Net fee and commission income	171.9	194.6	186.7	188.4	187.3
Net trading result	15.1	7.4	10.1	11.1	10.8
General administrative expenses	(384.5)	(363.2)	(386.1)	(387.0)	(385.6)
Other result	(68.7)	(64.9)	3.1	(3.5)	(5.3)
<b>Pre-tax profit</b>	<b>38.2</b>	<b>37.7</b>	<b>93.1</b>	<b>102.7</b>	<b>94.8</b>
Taxes on income	(7.7)	(25.9)	(22.5)	(26.4)	(22.1)
Post-tax profit from continuing operations	30.6	11.8	70.5	76.3	72.7
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0
<b>Net profit for the period</b>	<b>30.6</b>	<b>11.8</b>	<b>70.5</b>	<b>76.3</b>	<b>72.7</b>
Attributable to non-controlling interests	(17.2)	(17.6)	31.1	38.0	30.2
<b>Attributable to owners of the parent</b>	<b>47.7</b>	<b>29.4</b>	<b>39.5</b>	<b>38.3</b>	<b>42.4</b>

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

in EUR million	Czech Republic					Romania				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	292.0	261.0	264.5	271.6	274.7	199.5	246.5	213.1	202.0	206.6
Risk provisions	(82.3)	(84.9)	(97.2)	(90.9)	(96.0)	(155.7)	(200.1)	(122.5)	(119.2)	(144.3)
Net fee and commission income	107.0	119.3	109.0	120.6	118.6	35.7	51.3	35.4	43.9	29.2
Net trading result	11.9	5.5	16.9	0.7	30.4	13.1	8.4	(7.8)	29.0	(0.8)
General administrative expenses	(180.8)	(165.3)	(179.5)	(174.5)	(178.2)	(86.0)	(96.6)	(94.3)	(89.1)	(97.9)
Other result	(16.1)	(32.7)	(3.7)	(9.1)	(50.2)	(12.8)	(8.4)	(6.7)	(12.9)	(10.3)
<b>Pre-tax profit</b>	<b>131.7</b>	<b>102.8</b>	<b>110.1</b>	<b>118.4</b>	<b>99.3</b>	<b>(6.0)</b>	<b>1.2</b>	<b>17.2</b>	<b>53.3</b>	<b>(17.1)</b>
Taxes on income	(26.1)	(33.5)	(20.7)	(22.9)	(23.0)	1.0	4.7	(3.3)	(10.6)	3.3
Post-tax profit from continuing operations	105.5	69.3	89.4	95.5	76.3	(5.0)	5.9	13.9	42.8	(13.8)
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>105.5</b>	<b>69.3</b>	<b>89.4</b>	<b>95.5</b>	<b>76.3</b>	<b>(5.0)</b>	<b>5.9</b>	<b>13.9</b>	<b>42.8</b>	<b>(13.8)</b>
Attributable to non-controlling interests	3.4	(0.3)	1.3	2.4	4.8	(0.2)	1.6	8.5	11.9	(4.7)
<b>Attributable to owners of the parent</b>	<b>102.1</b>	<b>69.6</b>	<b>88.1</b>	<b>93.1</b>	<b>71.5</b>	<b>(4.8)</b>	<b>4.3</b>	<b>5.4</b>	<b>30.9</b>	<b>(9.2)</b>

in EUR million	Slovakia					Hungary				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	108.3	99.1	103.5	106.0	107.9	98.2	90.5	88.9	97.1	101.8
Risk provisions	(52.4)	(45.7)	(33.4)	(33.4)	(30.7)	(61.7)	(43.9)	(55.7)	(58.8)	(65.5)
Net fee and commission income	26.2	27.6	24.3	26.6	25.2	22.6	24.7	22.6	26.0	25.0
Net trading result	5.5	1.3	(0.0)	1.2	1.0	10.4	7.1	7.2	2.5	9.8
General administrative expenses	(61.3)	(54.9)	(56.5)	(56.2)	(60.1)	(53.4)	(55.3)	(50.0)	(48.9)	(53.9)
Other result	(13.3)	(20.5)	(4.9)	(10.5)	(4.8)	(1.0)	(9.9)	(2.9)	(5.4)	(38.4)
<b>Pre-tax profit</b>	<b>13.1</b>	<b>6.9</b>	<b>33.0</b>	<b>33.8</b>	<b>38.6</b>	<b>15.1</b>	<b>13.2</b>	<b>10.1</b>	<b>12.5</b>	<b>(21.3)</b>
Taxes on income	(2.8)	(7.3)	(6.2)	(7.1)	(8.0)	(3.4)	(8.4)	(3.2)	(6.8)	(0.4)
Post-tax profit from continuing operations	10.2	(0.4)	26.8	26.7	30.7	11.7	4.8	6.9	5.7	(21.6)
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>10.2</b>	<b>(0.4)</b>	<b>26.8</b>	<b>26.7</b>	<b>30.7</b>	<b>11.7</b>	<b>4.8</b>	<b>6.9</b>	<b>5.7</b>	<b>(21.6)</b>
Attributable to non-controlling interests	0.1	(0.0)	0.0	0.0	0.1	(0.0)	(0.1)	0.0	(0.1)	(0.0)
<b>Attributable to owners of the parent</b>	<b>10.1</b>	<b>(0.3)</b>	<b>26.8</b>	<b>26.6</b>	<b>30.5</b>	<b>11.7</b>	<b>4.9</b>	<b>6.9</b>	<b>5.7</b>	<b>(21.6)</b>

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

in EUR million	Croatia					Serbia				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	57.6	58.0	56.1	61.5	65.2	6.1	6.2	6.1	6.4	7.6
Risk provisions	(19.6)	(29.1)	(25.3)	(23.2)	(30.3)	(2.1)	(0.9)	(2.2)	(2.5)	(2.0)
Net fee and commission income	19.0	19.6	17.4	19.0	18.3	3.3	2.8	2.3	2.9	3.1
Net trading result	4.2	2.8	1.9	2.8	3.2	0.8	0.9	0.4	0.4	0.8
General administrative expenses	(32.6)	(31.7)	(34.6)	(35.1)	(34.2)	(7.5)	(8.0)	(7.5)	(7.8)	(7.7)
Other result	(2.2)	3.5	(1.4)	(2.1)	0.5	(0.4)	(0.6)	0.4	(0.1)	(0.4)
<b>Pre-tax profit</b>	<b>26.6</b>	<b>23.0</b>	<b>14.2</b>	<b>22.9</b>	<b>22.7</b>	<b>0.2</b>	<b>0.4</b>	<b>(0.5)</b>	<b>(0.8)</b>	<b>1.4</b>
Taxes on income	(4.8)	(3.2)	(3.0)	(4.7)	(4.7)	(0.0)	(0.0)	0.0	0.0	0.0
Post-tax profit from continuing operations	21.7	19.8	11.1	18.2	18.0	0.2	0.3	(0.5)	(0.8)	1.4
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>21.7</b>	<b>19.8</b>	<b>11.1</b>	<b>18.2</b>	<b>18.0</b>	<b>0.2</b>	<b>0.3</b>	<b>(0.5)</b>	<b>(0.8)</b>	<b>1.4</b>
Attributable to non-controlling interests	8.5	7.7	5.2	7.6	8.4	0.3	0.2	(0.1)	0.0	0.4
<b>Attributable to owners of the parent</b>	<b>13.3</b>	<b>12.1</b>	<b>5.9</b>	<b>10.6</b>	<b>9.6</b>	<b>(0.1)</b>	<b>0.1</b>	<b>(0.3)</b>	<b>(0.8)</b>	<b>1.0</b>

in EUR million	Ukraine					Central and Eastern Europe				
	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10
Net interest income	6.1	6.6	7.5	9.5	8.0	767.8	767.9	739.8	754.1	771.7
Risk provisions	(8.7)	(29.7)	(5.4)	(9.4)	(8.7)	(382.5)	(434.4)	(341.5)	(337.4)	(377.5)
Net fee and commission income	0.5	0.7	0.3	0.5	2.0	214.5	246.0	211.2	239.5	221.5
Net trading result	0.9	2.8	2.2	3.7	4.3	46.9	28.8	20.9	40.3	48.7
General administrative expenses	(8.3)	(8.8)	(11.0)	(10.6)	(12.2)	(429.8)	(420.7)	(433.4)	(422.3)	(444.1)
Other result	(0.5)	(8.7)	(0.3)	(0.3)	0.5	(46.2)	(77.3)	(19.4)	(40.4)	(103.2)
<b>Pre-tax profit</b>	<b>(9.8)</b>	<b>(37.0)</b>	<b>(6.6)</b>	<b>(6.6)</b>	<b>(6.1)</b>	<b>170.7</b>	<b>110.4</b>	<b>177.5</b>	<b>233.4</b>	<b>117.5</b>
Taxes on income	0.2	1.2	0.0	0.0	(0.8)	(36.0)	(46.6)	(36.5)	(52.0)	(33.5)
Post-tax profit from continuing operations	(9.6)	(35.9)	(6.6)	(6.6)	(6.9)	134.8	63.8	141.1	181.5	83.9
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>(9.6)</b>	<b>(35.9)</b>	<b>(6.6)</b>	<b>(6.6)</b>	<b>(6.9)</b>	<b>134.8</b>	<b>63.8</b>	<b>141.1</b>	<b>181.5</b>	<b>83.9</b>
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	12.1	9.0	14.9	22.0	9.0
<b>Attributable to owners of the parent</b>	<b>(9.6)</b>	<b>(35.9)</b>	<b>(6.6)</b>	<b>(6.6)</b>	<b>(6.9)</b>	<b>122.7</b>	<b>54.8</b>	<b>126.2</b>	<b>159.5</b>	<b>74.9</b>



- Business snapshot and macro trends
- 1-9 2010 financial highlights
- 1-9 2010 key topics
- 1-9 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	Sep 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	11,784
<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	15,800
<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	103,460
<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	11.4
<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	13.0
<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	30.8
<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;

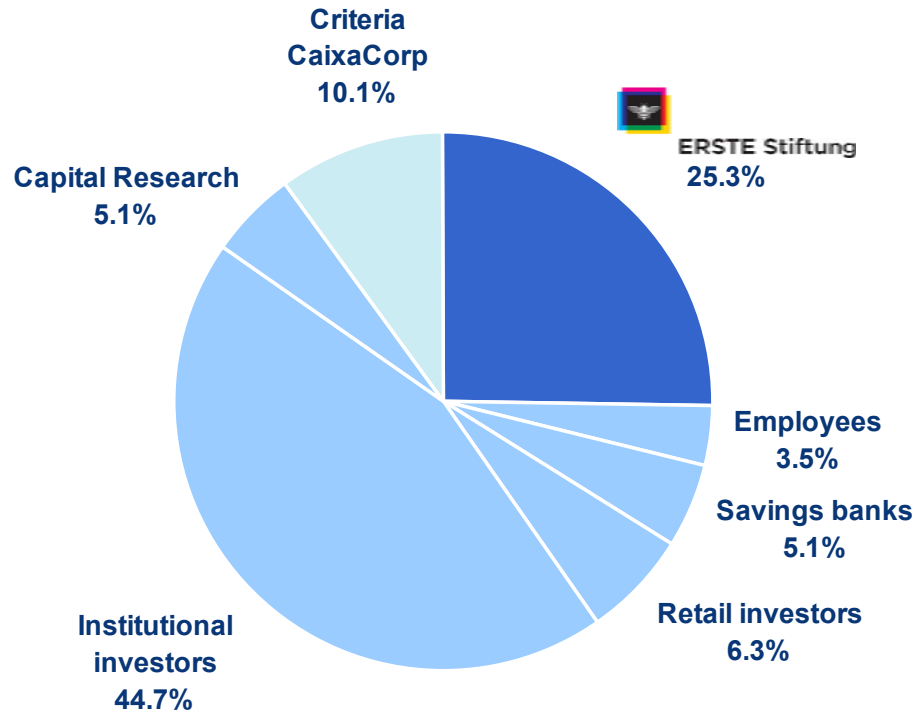
<sup>1</sup> Total eligible qualifying capital

<sup>2</sup> 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 –

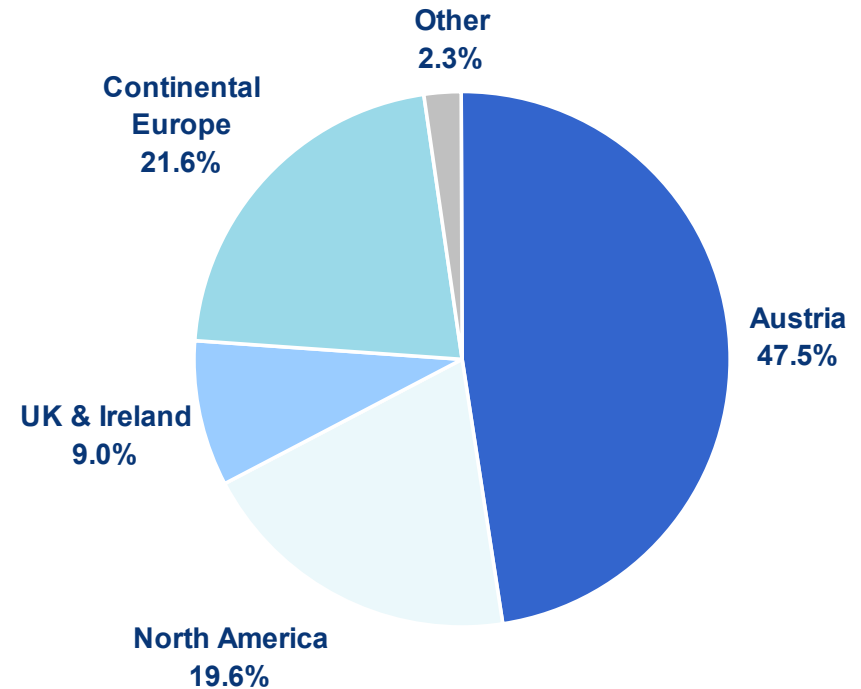
Total number of shares: 378,176,721

## By investor



**Free float: 64.6%**

## By region



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