

# **Erste Group – 1-9 2011 results presentation**

**28 October 2011**

**Erste Group posts net loss, significantly reduces CDS exposure**

**Andreas Treichl, Chief Executive Officer**

**Manfred Wimmer, Chief Financial Officer**

**Bernhard Spalt, Chief Risk Officer**

## Cautionary note regarding forward-looking statements

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# 1-9 2011 executive summary –

## Focusing on banking in the eastern part of the EU

- **80% of our loans and 90% of our deposits (ex savings banks) relate to profitable and growing operations in Austria (EB Oesterreich), Czech Republic, Slovakia & Croatia**
  - Main operating features (1-9 11 vs 1-9 10 comparison)
    - Net profit is up
    - Operating profit is up
    - Risk costs have declined substantially
- **Despite improvements GDP growth is still slow in Romania**
  - Extremely weak SME and micro performance led to jump in NPL ratio
  - Pick-up in EU fund absorption rate should support domestic economy going into 2012
- **Strategic repositioning of Erste Bank Hungary**
  - Focus on local currency lending from locally sourced liquidity
  - Repositioning will take time
- **We significantly reduced our net CDS exposure with no negative P&L impact**
  - Net (of direct hedges) CDS exposure\* amounted to EUR 25 million as at end-October 2011
- **Estimated shortfall to EBA-defined 9% CT1 ratio amounts to about EUR 750m**
  - Includes net loss for 1-9 2011, excludes private participation capital of EUR 540 million
  - Final shortfall to be published in November 2011 and covered by June 2012 in large part by retained earnings (assuming normal course of business)

\* Gross exposure as at 31 October 2011: EUR 222 million.

# Income statement (IFRS) – Restatement reconciliation & YTD performance

in EUR million	1-9 10	CDS	EIR	restated 1-9 10 *	Comment	1-9 11	Change
Net interest income	4,075.5		20.3	4,095.8	up on retail across region except RO	4,134.1	0.9%
Risk provisions for loans	(1,588.4)	=		(1,588.4)	up HU, down all other segments	(1,859.2)	17.0%
Net fee and commission income	1,440.7	(39.4)	(31.3)	1,370.0	reduced securities business	1,352.0	(1.3%)
Net trading result	383.9	(93.5)		290.4	written CDS	37.4	(87.1%)
General administrative expenses	(2,871.7)	=		(2,871.7)		(2,891.6)	0.7%
Other operating result	(283.4)	=		(283.4)	Goodwill, banking taxes	(1,460.4)	na
Result from financial assets - FV	(7.8)	=		(7.8)		(7.8)	0.0%
Result from financial assets - AfS	18.5	=		18.5	Greek bonds, securities	(62.8)	na
Result from financial assets - HtM	0.8	=		0.8	Impairment & selling losses Greek bonds	(17.0)	na
<b>Pre-tax profit</b>	<b>1,168.1</b>	<b>(132.9)</b>	<b>(11.0)</b>	<b>1,024.2</b>		<b>(775.3)</b>	<b>na</b>
Taxes on income	(268.7)	33.3	2.8	(232.6)		(105.0)	(54.9%)
<b>Net profit for the period</b>	<b>899.4</b>	<b>(99.6)</b>	<b>(8.2)</b>	<b>791.6</b>		<b>(880.3)</b>	<b>na</b>
Non-controlling interests	162.6		(4.8)	157.8		92.7	(41.3%)
<b>Owners of the parent</b>	<b>736.9</b>	<b>(99.6)</b>	<b>(3.4)</b>	<b>633.8</b>		<b>(973.0)</b>	<b>na</b>

\* restated for comparison purposes (IAS 8)

## – Additional comments for ytd comparison:

- Impairment of goodwill EUR 1,041.9m for RO, HU and two Austrian subsidiaries
- Written CDS impact on trading of EUR -204.5m
- Risk provisions of EUR 450m in Hungary for FX conversion and improved coverage ratio
- Other operating result: banking tax of EUR 140.2m in AT and HU

# Income statement (IFRS) – Restatement reconciliation & QoQ performance

in EUR million	Q2 11	CDS	EIR	restated Q2 11 *	Comment	Q3 11	Change
Net interest income	1,394.1		7.8	1,401.9	up on retail across region except RO	1,430.2	2.0%
Risk provisions for loans	(479.9)	19.2		(460.7)	up HU & RO, down all other segments	(938.4)	103.7%
Net fee and commission income	473.7	(11.3)	(11.5)	450.9	reduced securities business	445.9	(1.1%)
Net trading result	109.0	(56.9)		52.1	written CDS, CZ pension funds	(251.4)	na
General administrative expenses	(963.3)	=		(963.3)		(965.3)	0.2%
Other operating result	(131.5)	=		(131.5)	Impairment of Goodwill	(1,200.2)	812.7%
Result from financial assets - FV	(29.4)	=		(29.4)		12.1	na
Result from financial assets - AfS	(5.1)	=		(5.1)	Greek bonds, securities	(76.9)	na
Result from financial assets - HtM	1.8	=		1.8	Impairment & selling losses Greek bonds	(19.0)	na
<b>Pre-tax profit</b>	<b>369.4</b>	<b>(49.0)</b>	<b>(3.7)</b>	<b>316.7</b>		<b>(1,563.0)</b>	<b>na</b>
Taxes on income	(81.2)	11.4	1.3	(68.5)		70.4	na
<b>Net profit for the period</b>	<b>288.2</b>	<b>(37.5)</b>	<b>(2.4)</b>	<b>248.2</b>		<b>(1,492.6)</b>	<b>na</b>
Non-controlling interests	52.5			48.7		1.2	(97.5%)
<b>Owners of the parent</b>	<b>235.7</b>			<b>199.4</b>		<b>(1,493.8)</b>	<b>na</b>

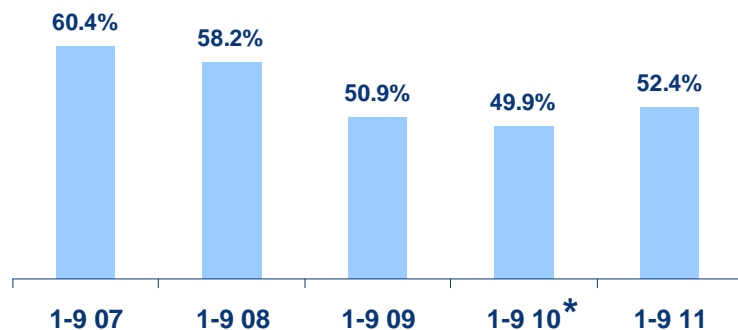
\* restated for comparison purposes (IAS 8)

## – Additional comments for quarter-on-quarter comparison:

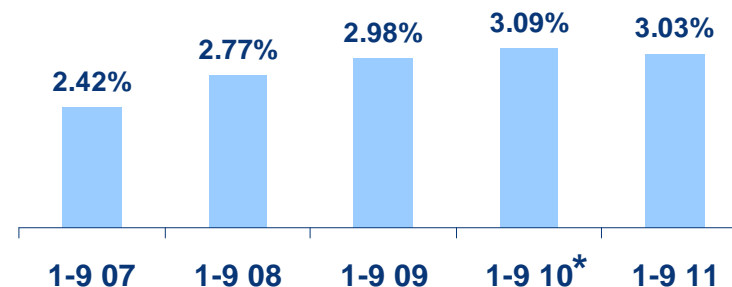
- Impairment of goodwill EUR 1,041.9m for RO, HU and two Austrian subsidiaries
- Written CDS impact on trading of EUR -246.6m
- Negative impact of CZ pension funds on trading result of EUR -21.9m
- Negative result of ABS/CDO on AfS assets of EUR -51.7m

# Income statement (IFRS) – Key financial indicators (YTD view)

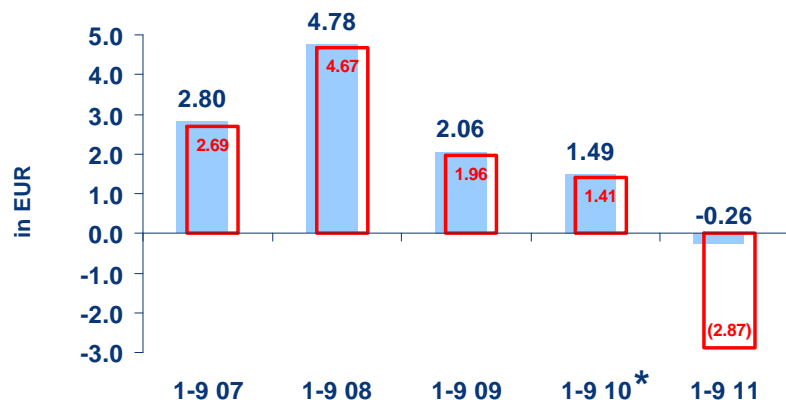
YTD cost income ratio



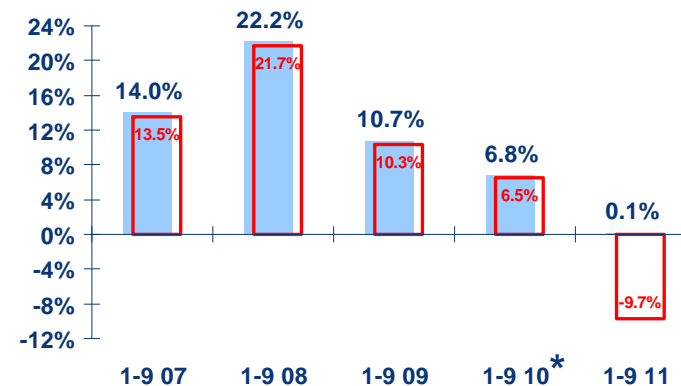
YTD net interest margin



Cash earnings per share\*\*



Cash return on equity\*\*



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

Cash EPS and EPS calculated on average number of shares of 376.3m (ex treasury shares and shares owned by savings banks with EG participations: 2.0m). Cash EPS and Cash ROE adjusted for non-cash items totalling EUR 981.5m in 1-9 2011 (goodwill impairments, linear amortisation of customer relationships after tax and non-controlling interests) but dividend on participation capital (EUR 105.8m) only included in Cash EPS.

\* restated for comparison purposes (IAS 8)

# Segment highlights –

CZ, AT, SK & HR doing well, RO and HU underperform

## Top segment performers in 1-9 2011:

in EUR m	Czech Republic			Slovakia			EBOe		
	1-9 10	1-9 11	Change	1-9 10	1-9 11	Change	1-9 10	1-9 11	Change
Operating income	1,207	1,253	4%	396	414	5%	747	751	0%
Operating expenses	-532	-544	2%	-173	-167	-4%	-457	-455	0%
<b>Operating result</b>	<b>675</b>	<b>710</b>	<b>5%</b>	<b>223</b>	<b>247</b>	<b>11%</b>	<b>291</b>	<b>296</b>	<b>2%</b>
Risk costs	-284	-189	-34%	-97	-57	-42%	-124	-93	-25%
Other result	-63	-114	82%	-20	-32	57%	-7	-34	>100%
<b>Net profit</b>	<b>253</b>	<b>323</b>	<b>28%</b>	<b>84</b>	<b>126</b>	<b>50%</b>	<b>118</b>	<b>128</b>	<b>9%</b>

## Segments influenced by extraordinary effects in 1-9 2011:

in EUR m	GCIB			GCIB ex Int Bus			International Business		
	1-9 10	1-9 11	Change	1-9 10	1-9 11	Change	1-9 10	1-9 11	Change
Operating income	439	341	-22%	418	409	-2%	22	-68	nm
Operating expenses	-135	-138	2%	-112	-123	10%	-23	-14	-38%
<b>Operating result</b>	<b>304</b>	<b>204</b>	<b>-33%</b>	<b>305</b>	<b>286</b>	<b>-6%</b>	<b>-1</b>	<b>-82</b>	<b>&gt;100%</b>
Risk costs	-198	-171	-14%	-148	-144	-3%	-50	-26	-48%
Other result	-8	-33	>100%	7	-7	nm	-15	-26	73%
<b>Net profit</b>	<b>65</b>	<b>-13</b>	<b>nm</b>	<b>112</b>	<b>97</b>	<b>-14%</b>	<b>-48</b>	<b>-110</b>	<b>&gt;100%</b>



# Balance sheet (IFRS) – Restatement reconciliation & YTD performance

in EUR million	Dec 10	CDS	EIR	Dec 10 restated*	Comment	Sep 11	Change
Cash and balances with central banks	5,839	=		5,839		5,743	(1.6%)
Loans to credit institutions	12,496	=		12,496		13,559	8.5%
Loans to customers	132,729		(395)	132,334	growth in AT, CZ, SK, HR	135,211	2.2%
Risk provisions for loans	(6,119)	=		(6,119)	driven by HU, RO	(7,189)	17.5%
Derivative financial instruments	8,474	34		8,508	see explanation below	12,076	41.9%
Trading assets	5,536	=		5,536	deposit growth invested (T-bills CEE region)	7,350	32.8%
FA - at fair value through P&L	2,435	=		2,435		2,351	(3.4%)
FA - available for sale	17,751	=		17,751	deposit growth invested (T-bills CEE region)	19,662	10.8%
FA - held to maturity	14,235	=		14,235	deposit growth invested (T-bills CEE region)	16,403	15.2%
Equity holdings in associates at equity	223	=		223		197	(11.7%)
Intangible assets	4,675	=		4,675	Impairment of Goodwill	3,525	(24.6%)
Property and equipment	2,446	=		2,446		2,401	(1.8%)
Current tax assets	116	=		116		130	12.1%
Deferred tax assets	418	95	104	617		558	(9.6%)
Assets held for sale	52	=		52		81	55.8%
Other assets	4,632	(6)		4,626		4,036	(12.8%)
<b>Total assets</b>	<b>205,938</b>	<b>123</b>	<b>(291)</b>	<b>205,770</b>		<b>216,094</b>	<b>5.0%</b>
<b>Risk-weighted assets</b>	<b>119,844</b>			<b>119,844</b>		<b>119,938</b>	<b>0.1%</b>

## – Additional comments:

\* restated for comparison purposes (IAS 8)

- Increase in derivative financial instruments on both side of balance sheet driven nearly exclusively by market movements. Nominal value of all derivatives hardly increased qoq or ytd. Derivative volume is either customer related or a residual of our core business. Majority of own hedges is related to interest rates and foreign exchange rate risks.
- Rise in trading assets due to investment of surplus liquidity in CEE T-bills

# Balance sheet (IFRS) – Restatement reconciliation & YTD performance

in EUR million	Dec 10	CDS	EIR	Dec 10 restated*	Comment	Sep 11	Change
Deposits by banks	20,154	=		20,154		21,720	7.8%
Customer deposits	117,016	=		117,016	growth in CZ, AT & HU	121,594	3.9%
Debt securities in issue	31,298	=		31,298	extended maturity profile	34,594	10.5%
Derivative financial instruments	7,996	403		8,399	see explanation below	10,287	22.5%
Trading liabilities	216	=		216		534	>100%
Provisions	1,545	=		1,545		1,540	(0.3%)
Current tax liabilities	68	=		68		46	(32.4%)
Deferred tax liabilities	328	=		328		175	(46.6%)
Other liabilities	4,350	=		4,350		4,222	(2.9%)
Subordinated liabilities	5,838	=		5,838		5,941	1.8%
Total equity	17,129	(280)	(291)	16,558		15,441	(6.7%)
Non-controlling interests	3,544		(100)	3,444		3,555	3.2%
Owners of the parent	13,585	(280)	(191)	13,114		11,886	(9.4%)
<b>Total liabilities and equity</b>	<b>205,938</b>	<b>123</b>	<b>(291)</b>	<b>205,770</b>		<b>216,094</b>	<b>5.0%</b>

\* restated for comparison purposes (IAS 8)

## – Additional comments:

- Debt securities in issue: increase due to extension of maturity profile, issuance of covered and senior unsecured bonds, private placements
- Decrease in equity driven by extraordinary effects (goodwill writedowns, additional provisioning in Hungary, restatement)
- Increase in derivative financial instruments on both side of balance sheet driven nearly exclusively by market movements. Nominal value of all derivatives hardly increased qoq or ytd. Derivative volume is either customer related or a residual of our core business. Majority of own hedges is related to interest rates and foreign exchange rate risks.

# Balance sheet (IFRS) drill-down –

## Trading assets as at 30 Sept 2011

- YTD rise in trading assets mainly due to short term T-bill investments
- Investment of surplus liquidity mainly in Hungary and the Czech Republic

in EUR m	Sovereign		Banks		Other		Total Trading	
<b>CZ</b>	1,683	29.3%	6	0.7%	15	2.2%	<b>1,704</b>	<b>23.2%</b>
<b>SK</b>	617	10.7%	0	0.0%	0	0.0%	<b>617</b>	<b>8.4%</b>
<b>RO</b>	1,097	19.1%	27	3.0%	1	0.2%	<b>1,126</b>	<b>15.3%</b>
<b>HU</b>	1,384	24.1%	2	0.2%	26	3.8%	<b>1,412</b>	<b>19.3%</b>
<b>AT</b>	71	1.2%	467	52.4%	101	14.6%	<b>639</b>	<b>8.7%</b>
<b>IT</b>	0	0.0%	20	2.3%	0	0.0%	<b>20</b>	<b>0.3%</b>
<b>ES</b>	0	0.0%	4	0.4%	12	1.8%	<b>16</b>	<b>0.2%</b>
<b>GR</b>	0	0.0%	0	0.0%	0	0.0%	<b>0</b>	<b>0.0%</b>
<b>IE</b>	0	0.0%	0	0.0%	0	0.0%	<b>0</b>	<b>0.0%</b>
<b>PT</b>	0	0.0%	11	1.2%	0	0.0%	<b>11</b>	<b>0.1%</b>
<b>FR</b>	7	0.1%	28	3.1%	10	1.5%	<b>46</b>	<b>0.6%</b>
<b>BE</b>	0	0.0%	8	0.9%	1	0.1%	<b>9</b>	<b>0.1%</b>
<b>DE</b>	251	4.4%	226	25.3%	44	6.4%	<b>521</b>	<b>7.1%</b>
<b>NL</b>	0	0.0%	11	1.2%	16	2.2%	<b>26</b>	<b>0.4%</b>
<b>Other</b>	643	11.2%	83	9.3%	463	67.1%	<b>1,204</b>	<b>16.4%</b>
<b>Total</b>	<b>5,753</b>	<b>100.0%</b>	<b>892</b>	<b>100.0%</b>	<b>690</b>	<b>100.0%</b>	<b>7,350</b>	<b>100.0%</b>

# Balance sheet (IFRS) drill-down – Held-to-maturity portfolio as at 30 Sept 2011

- 79% of HtM is sovereign exposure, of which 97% is related to core markets
- 80% of eurozone peripheral exposure is related to Italy and Spain
- Market value above book value

in EUR m	Sovereign		Banks		Other		Total HTM	
<b>CZ</b>	6,236	48.4%	278	11.4%	25	2.3%	<b>6,539</b>	<b>39.9%</b>
<b>SK</b>	2,587	20.1%	2	0.1%	24	2.2%	<b>2,613</b>	<b>15.9%</b>
<b>RO</b>	1,950	15.1%	0	0.0%	0	0.0%	<b>1,950</b>	<b>11.9%</b>
<b>HU</b>	1,165	9.0%	30	1.2%	0	0.0%	<b>1,195</b>	<b>7.3%</b>
<b>AT</b>	571	4.4%	278	11.4%	189	17.2%	<b>1,038</b>	<b>6.3%</b>
<b>IT</b>	0	0.0%	324	13.3%	67	6.1%	<b>391</b>	<b>2.4%</b>
<b>ES</b>	1	0.0%	125	5.2%	132	12.1%	<b>258</b>	<b>1.6%</b>
<b>GR</b>	5	0.0%	97	4.0%	0	0.0%	<b>102</b>	<b>0.6%</b>
<b>IE</b>	0	0.0%	20	0.8%	0	0.0%	<b>20</b>	<b>0.1%</b>
<b>PT</b>	0	0.0%	15	0.6%	0	0.0%	<b>15</b>	<b>0.1%</b>
<b>FR</b>	1	0.0%	92	3.8%	124	11.3%	<b>217</b>	<b>1.3%</b>
<b>BE</b>	0	0.0%	0	0.0%	10	0.9%	<b>11</b>	<b>0.1%</b>
<b>DE</b>	12	0.1%	260	10.7%	48	4.3%	<b>320</b>	<b>1.9%</b>
<b>NL</b>	0	0.0%	243	10.0%	88	8.0%	<b>331</b>	<b>2.0%</b>
<b>Other</b>	347	2.7%	666	27.4%	391	35.6%	<b>1,403</b>	<b>8.6%</b>
<b>Total</b>	<b>12,876</b>	<b>100.0%</b>	<b>2,430</b>	<b>100.0%</b>	<b>1,097</b>	<b>100.0%</b>	<b>16,403</b>	<b>100.0%</b>

# Off-balance sheet items – Exclusively related to customer business

	31 Dec 10	31 Dec 2010 restated	30 Sep 11
Guarantees and warranties	7,826	7,826	6,711
<i>of which: in relation to corporate business</i>			5,927
Credit default swaps (protection sold)	6,602	0	0
Undrawn lines, loan commitments, promissory notes	19,446	19,446	19,649
<i>of which: in relation to corporate business</i>			10,459
<i>of which: in relation to retail business</i>			7,271
<i>of which: in relation to sovereigns, municipalities</i>			1,003
<b>Total</b>	<b>33,874</b>	<b>27,272</b>	<b>26,360</b>

\* restated for comparison purposes (IAS 8)

## – Details on guarantees & warranties

- 60% is related to Austria (mainly guarantees for construction companies)
- 75% is EUR-based

## – Details on undrawn lines and loan commitments

- 60% related to Austria, 80% is EUR-based
- Corporate business: 59% related to revolving loans, 21% related to term loans, rest = other
- Retail business: 57% related to revolving loans, 16% to overdrafts and 21% to term loans

## – Credit default swaps are no longer included under contingent liabilities

- Positive and negative market values included under derivatives in the balance sheet
- Gross exposure as of 30 Sept 2011: EUR 5.6 billion

# Peripheral Europe exposure update –

## Further significant exposure reduction by 31 October

- No meaningful sovereign exposure to GR, IE, ES, PT as at 31 October 2011
- Net sovereign exposure amounts to EUR 449 million

### Total net exposure of Erste Group (excluding savings banks) to selected European countries:

in EUR million	Sovereign			Bank			Other			Total net exposure		
	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11
Greece	525.7	13.1	13.1	172.0	118.6	92.5	5.8	5.9	5.9	703.5	137.6	111.5
Ireland	63.3	74.1	14.7	227.6	253.1	183.2	54.4	53.1	53.3	345.4	380.3	251.2
Portugal	224.0	-3.8	-2.8	280.5	144.6	107.3	9.9	9.1	9.1	514.5	153.7	116.4
Spain	92.4	18.4	-5.7	679.7	567.6	415.6	343.4	348.1	346.8	1,115.5	934.1	762.4
Italy	985.4	542.5	429.4	908.6	929.8	742.6	536.5	513.6	591.7	2,430.5	1,985.8	1,763.7
Sum total	1,890.9	644.3	448.7	2,268.5	2,013.7	1,541.2	950.0	929.8	1,006.8	5,109.3	3,591.6	3,005.2

### Sovereign net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11
Greece	456.5	7.9	7.9	1.0	0.0	0.0	68.2	5.3	5.3	525.7	13.1	13.1
Ireland	59.7	59.4	0.0	0.0	0.0	0.0	3.6	14.7	14.7	63.3	74.1	14.7
Portugal	168.4	-3.8	-2.8	0.0	0.0	0.0	55.6	0.0	0.0	224.0	-3.8	-2.8
Spain	35.1	-23.6	-47.3	29.8	29.8	30.0	27.5	12.2	11.6	92.4	18.4	-5.7
Italy	907.2	510.1	397.7	58.7	29.9	29.9	19.5	2.4	1.8	985.4	542.5	429.4
Sum total	1,627.0	550.0	355.4	89.5	59.8	59.9	174.4	34.6	33.4	1,890.9	644.3	448.7

### Bank net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11	Dec 10	Sep 11	Oct 11
Greece	0.1	2.5	0.4	0.0	0.0	0.0	171.9	116.1	92.2	172.0	118.6	92.5
Ireland	141.8	123.0	99.1	65.8	95.7	71.0	20.0	34.4	13.1	227.6	253.1	183.2
Portugal	71.7	40.1	16.9	56.4	30.6	23.6	152.4	73.9	66.8	280.5	144.6	107.3
Spain	341.0	360.1	125.9	108.7	47.4	54.0	229.9	160.0	235.7	679.7	567.6	415.6
Italy	322.8	432.7	295.8	58.5	20.7	9.4	527.2	476.3	437.4	908.6	929.8	742.6
Sum total	877.5	958.4	538.1	289.6	194.5	158.0	1,101.4	860.8	845.1	2,268.5	2,013.7	1,541.2

\*) Erste Group excluding savings banks; the savings banks have an additional net exposure of EUR 30.8m to Greece, of EUR 71.9m to Ireland, of EUR 11.3m to Portugal, of EUR 85.2m to Spain and of EUR 587.9m to Italy as of 31 Aug 2011.

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## – Economic growth still below potential

- Slower than expected economic recovery driven mainly by industry and exports
  - Industrial output has accelerated in August posting the fastest annual growth in the last six months
  - Agriculture has performed well and expected to contribute by at least 0.5pp to 2011 GDP growth (1.4%)
- Consumption has not yet fully recovered
- Slight RON depreciation due to generally increased risk aversion towards CEE
- Fiscal consolidation programme on track

## – Higher commitment to improve EU funds absorption

- Ministry of European Affairs was set up to coordinate all activities related to EU funds absorption
- Target 2012 - absorption rate 25% of structural funds, 30% of funds for rural development

## – Banking market recovery reflects economic developments

- Sector profitability still severely affected
  - High risk costs
  - Pressured asset margins
  - Weak loan growth
- Prima Casa 4 mortgage program on track, addressing a broader customer range
- BNR expected to keep a further prudent monetary policy stance
- New prudential rules for retail lending recently proposed by BNR, final version still under review



## – SIF transaction update

- 4 out of 5 SIFs signed the agreement in principle, SIF Muntenia already signed binding transaction agreement to sell 6% on 13 October 2011
- SIF Moldova has not entered into agreement in principal, but a shareholder meeting called for Nov 26 to vote on Erste's proposal

## – Impairment of goodwill

- Impairment test has warranted a goodwill write-down by EUR 693 million pre-tax (EUR 627 million post-tax) to reflect the slower than expected economic recovery
- Successful buyout of SIF minority shareholders would support remaining goodwill by a substantially larger share of BCR's cash flow

## – BCR results mirror economy

- Operating performance burdened by lack of loan growth
- Bottom line negatively impacted by high risk provisioning
  - Retail risk situation slowly improving
  - Local SME business still under pressure, improvement expected with infrastructure renewal process gaining speed

# Hungary update –

## Strategic repositioning of Erste Bank Hungary

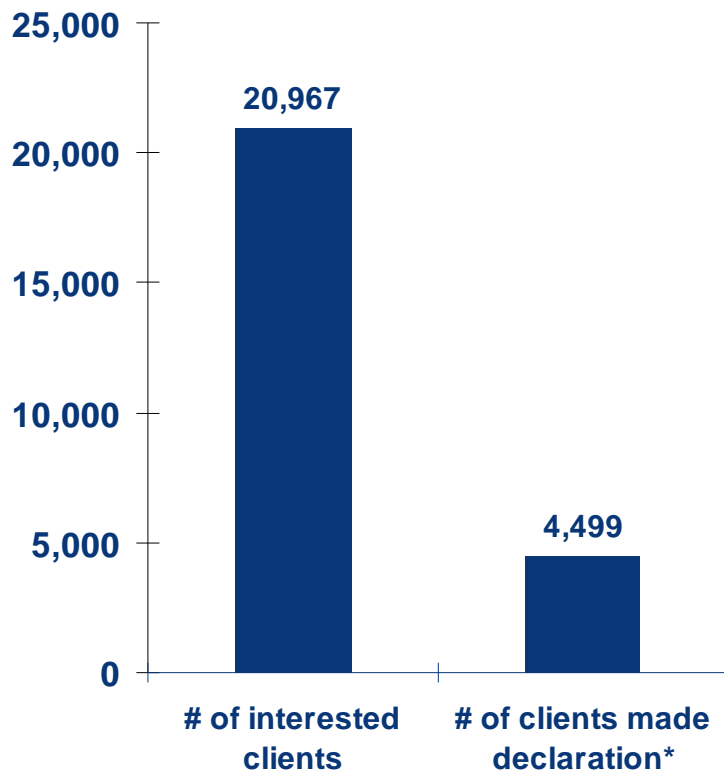
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- **The new political reality requires a complete strategic rethink**
  - Introduction of a disproportionate banking tax as of 2010
  - Nationalisation of private pension system
  - Early repayment (of FX loans) act
  - Threat of renegotiating county and municipality debt
  - Limited or no consultation with affected parties in the law making process
- **Implications for the economy are likely to be severe**
  - Economic recovery lagging behind other CEE countries and expected to last longer than expected
  - Investors have lost their confidence in the unpredictable and volatile policy-making environment
- **Strategic implications for Erste Bank Hungary**
  - Termination of cooperation with external loan sales agents
  - Focus on local currency business from locally sourced liquidity
  - Reduce dependence on parent company funding
- **Full strategy review under way – mid-term goals to be achieved:**
  - Savings banks orientated business model
  - Balanced loan to deposit ratio

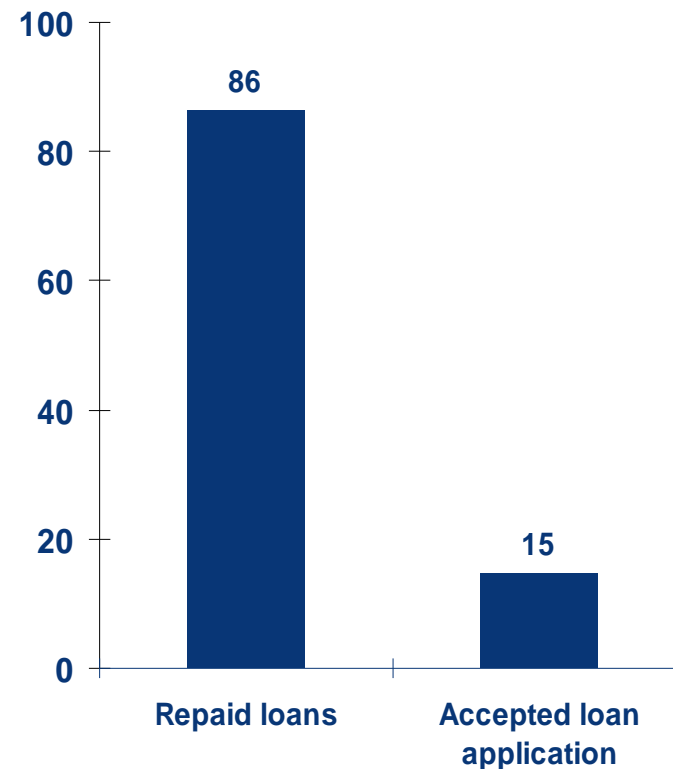
# Hungary update –

## FX loan repayment scheme as per 26 Oct 2011

**Erste Bank Hungary –  
Update on the number of involved clients**



**Erste Bank Hungary –  
Update on loan amounts in EUR million**



\* 91% of clients have paid cash

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# Loan book review –

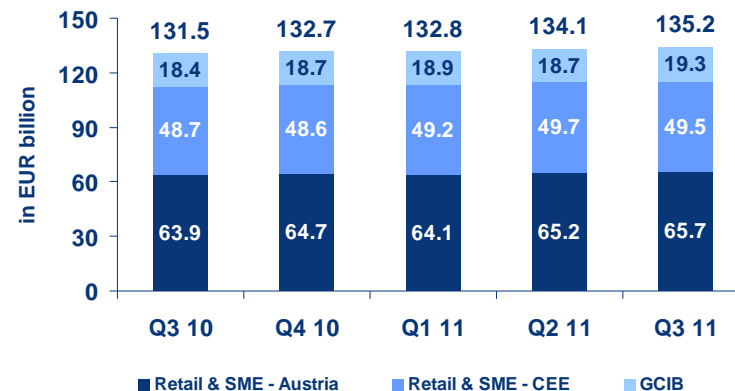
## Loan demand started to recover in corporate business

– Customer loans increased by 1.9% ytd

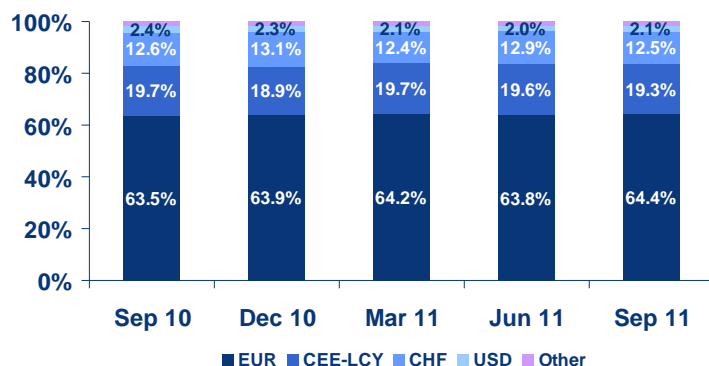
– Quarterly growth of around EUR 1.0bn driven by GCIB, especially Austrian corporates

- In GCIB portfolio Large Corporate growing strongly, while International business decreasing
- In CEE pronounced decrease of portfolio in Hungary, while in Austria portfolio of Corporate is growing
- Private individual portfolios in Austria and Slovakia slightly growing

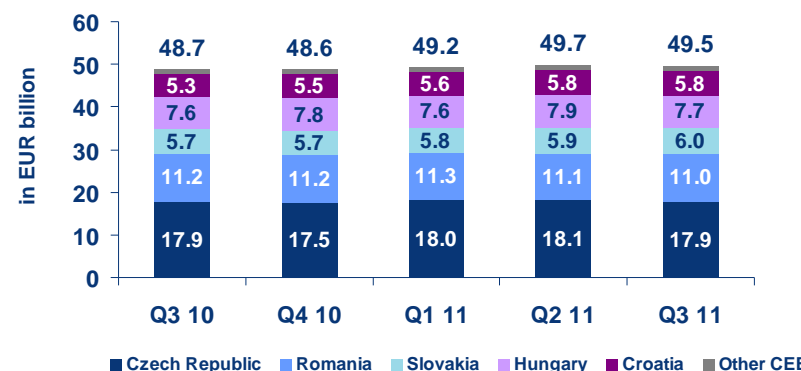
Customer loans by main segments \*



Customer loans by currency



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



\*) Due to immateriality historical segment loan volumes have not been restated and do not exactly add up to total due to consolidation effects

# Asset quality review –

## Group trends: NPL formation up on RO and HU

### – NPL growth driven by Romania and Hungary

- Increase of new NPL formation amounted to EUR 499 m in Q3 11 due to corporate portfolio deterioration in Hungary and Romania and fewer NPL sale

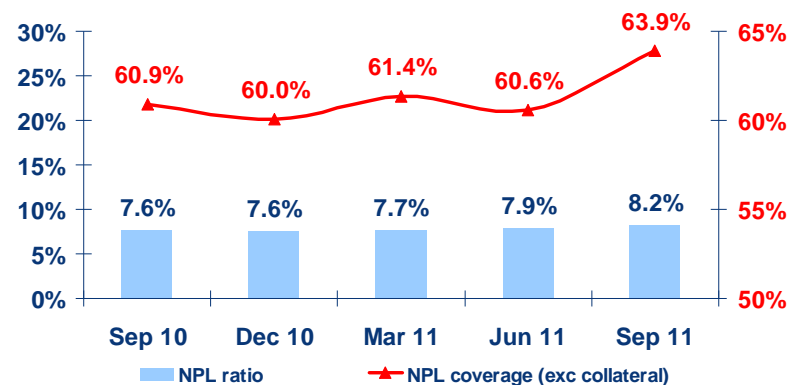
### – NPL coverage ratio based on customer loans increased to 63.9% (YE 2010: 60.0%)

- Without EUR 200m FX conversion provisions, NPL coverage on group level would be at 62.1%

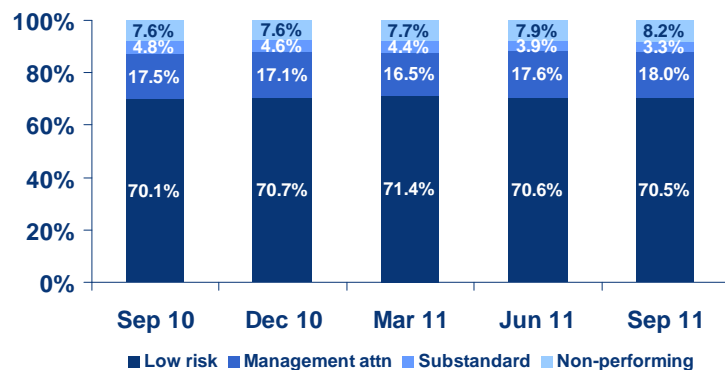
### – Migration trend shows stabilisation

- Low risk share remains above 70%

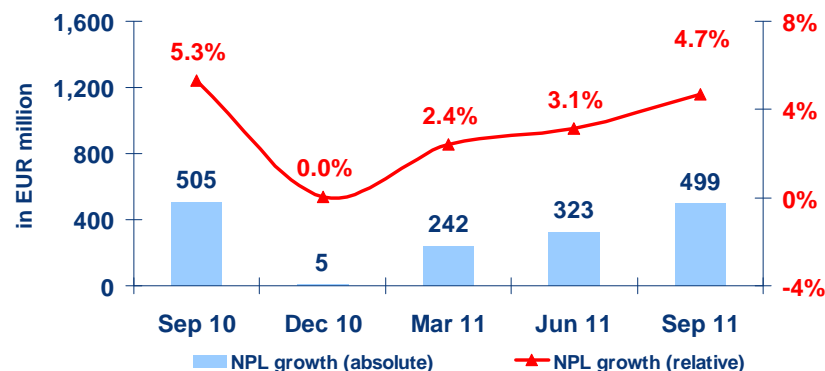
Erste Group: NPL ratio vs NPL coverage



Customer loans by risk class



Quarterly NPL growth (absolute/relative)



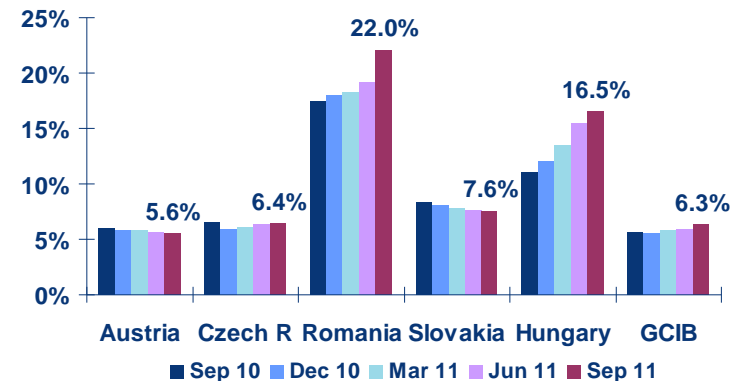
### – Retail & SME/Austria: NPL ratio down to 5.6%

- Growth in low risk SME business
- NPL coverage ratio further increasing to 62.0%
- Improvements visible in all segments and pronounced for EBOe

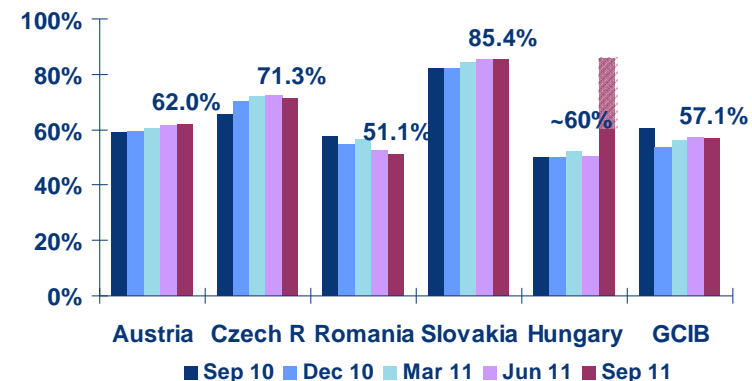
### – Retail & SME/CEE: Hungary and Romania remain problematic countries

- Czech Republic: Recovery well under way with continued flat development ytd of NPL ratio and NPL coverage ratio
- Romania shows diverging development
  - Second round defaults in local corporate segment
  - SME still under pressure due to lack of private consumption
  - Retail portfolio gradually improving
- Slovakia: Continuously decreasing NPL ratio since Sep 2010, real estate business remains uncertain even though it shows the first signs of recovery
- Hungary: overall macro economic environment and HUF pressure lead to significant NPL-increase; coverage ratio rises to above 60% (underlying basis)

NPL ratios in key segments



NPL coverage ratios in key segments (excluding collateral)



# Asset quality review –

## Risk costs increased on one-offs in HU

– **GCIB: demand is growing in GLC business**

- Large corporate business shows recovery with increased new sales in GLC, while International business continues to shrink

– **Risk costs up from 137 bps in 1-6 2011 to 277 bps in 1-9 2011 due to one-offs in Hungary**

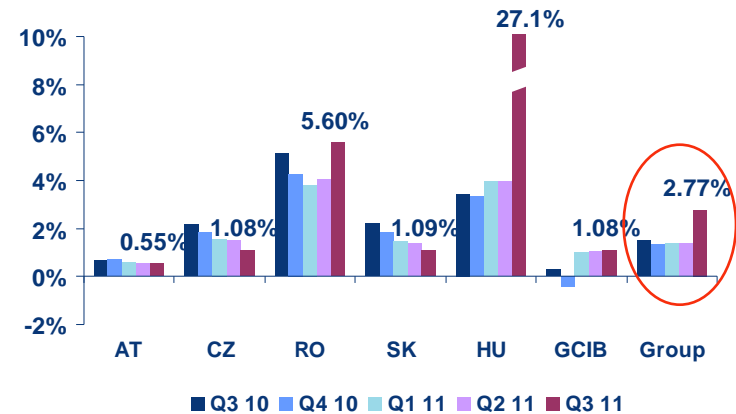
– **With the exception of Hungary and Romania, all other major segments show declining risk costs**

- Risk costs in Czech Republic and Slovakia down by 40.3% and 25.3%, respectively

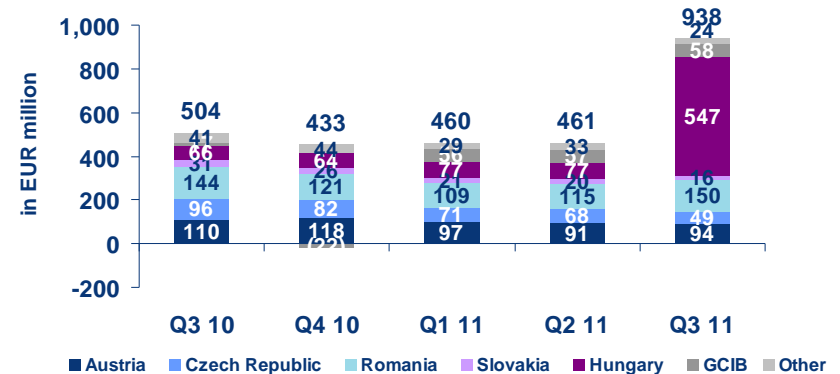
– **Retail risk costs decline further in all main segments**

- Unemployment on declining trend in most CEE countries
- Real wage development flat to positive
- Early delinquency trends positive

Risk costs in key segments



Risk costs in key segments



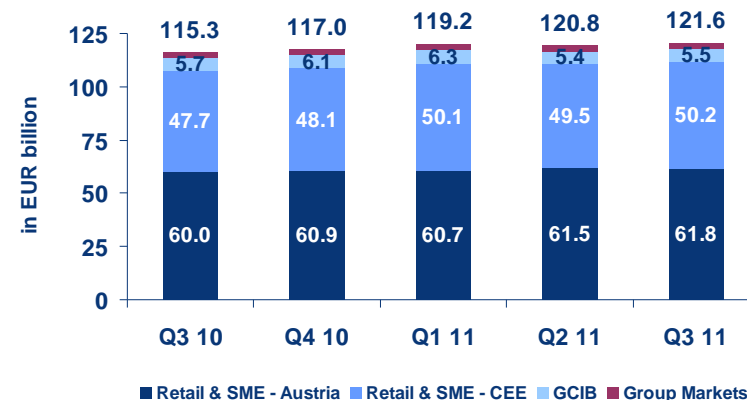


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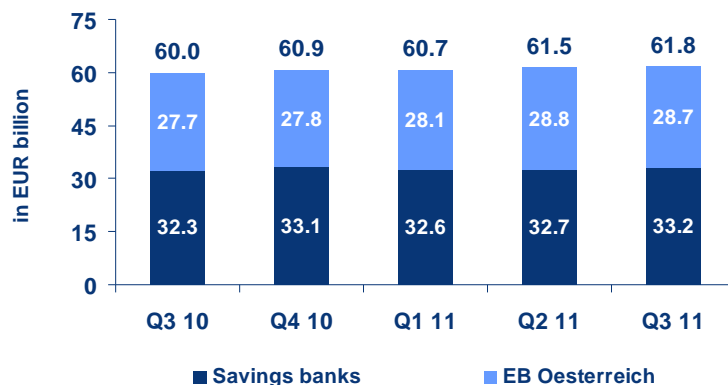
# Erste Group's funding profile – Continued deposit inflows in Q3 11

- **Customer deposits grew by 3.9% in 1-9 11 (+0.6% qoq)**
  - In 1-9 11, visible inflows especially in EBOe and in CZ
- **Retail & SME deposits increased by 2.8% ytd**
  - Austria grew by 1.5% ytd, supported by EBOe (+3.1% ytd)
  - CEE enjoyed growth of 3.5% ytd: supported by the Czech Republic (+7.8%) and Hungary (+5.7% on the back of corporate deposit inflows); other core markets reported stable or slightly declining volumes
- **Loan/deposit ratio improved to 111.2% at 30 Sept 11 (YE 2010: 113.1%)**

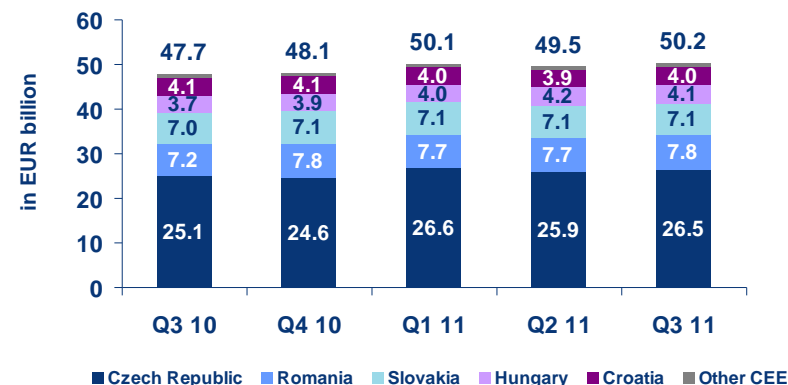
Customer deposit trends by main segments



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



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

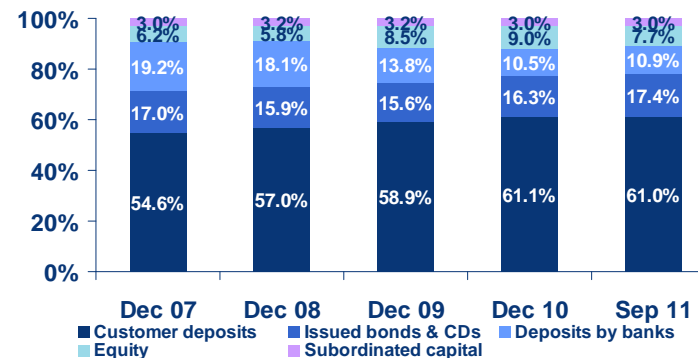


# Erste Group's funding profile –

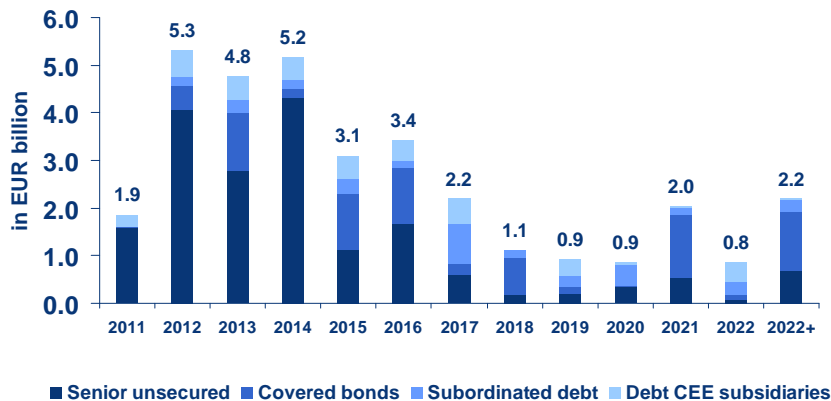
## Retail deposits remained a key pillar in the funding mix

- **Customer deposits remained the primary source of funding**
  - Providing a solid funding base in all local currencies
  - Reflected in loan/deposit ratio improvement to 111.2%
- **Short-term funding needs well covered**
  - Well collateralised and declining share of short-term funding
- **Limited long-term funding required**
  - Funding needs for 2011 of EUR 5bn are completed
  - Pre-funding for 2012 started, EUR 0.3bn done
  - Continued focus on extending the maturity profile, average maturity issued ytd is 7.5years

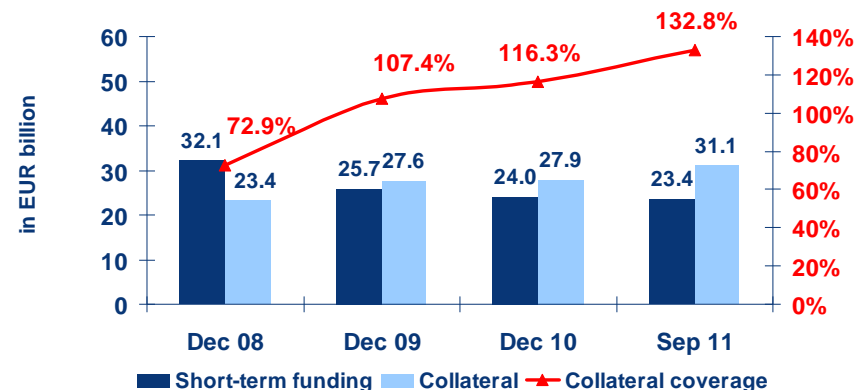
Evolution of Erste Group's funding mix



Redemption profile of Erste Group  
Sep 2011

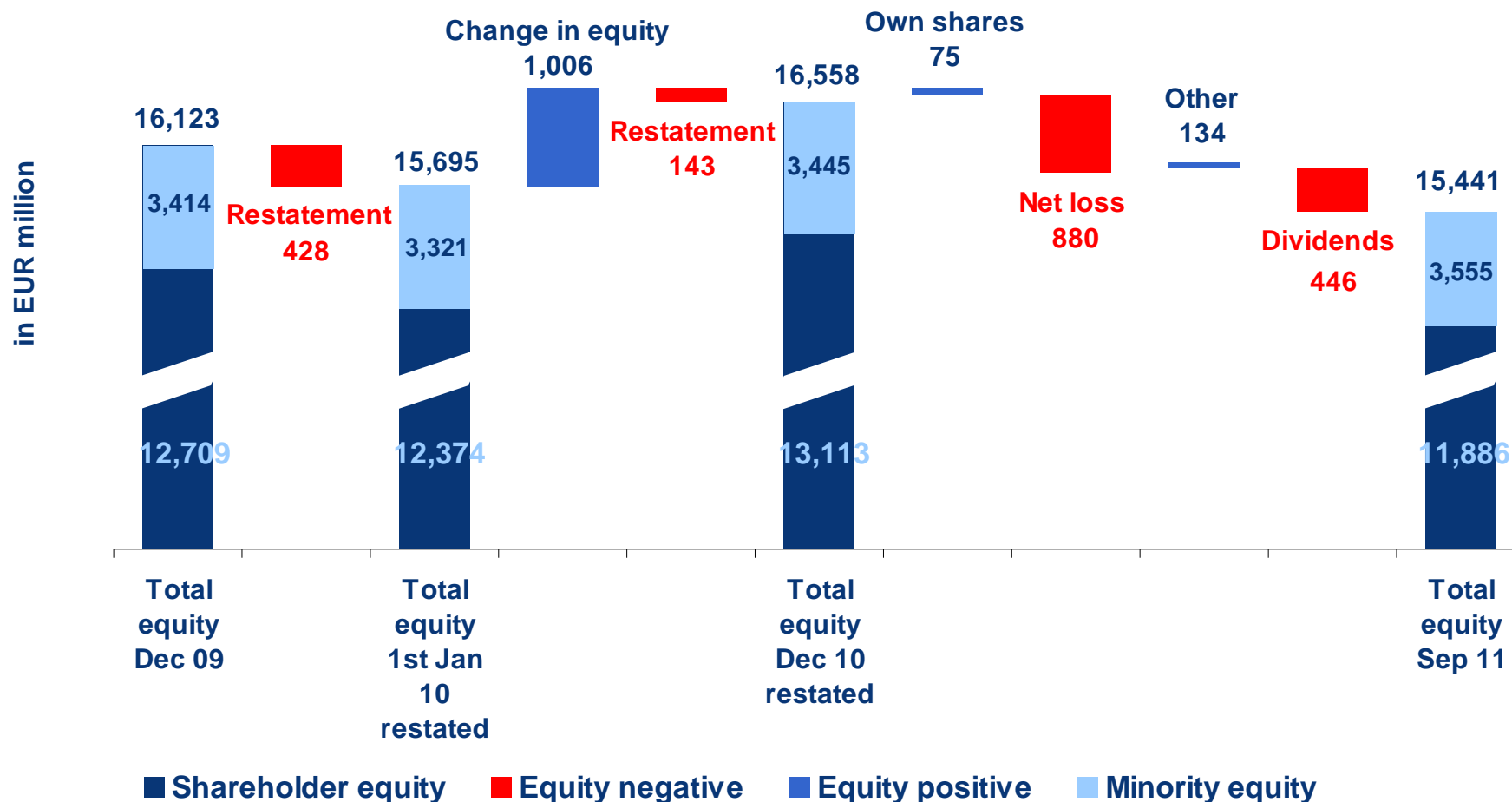


Short-term funding vs collateral coverage



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# Capital position – IFRS total equity reconciliation



# Erste Group's capital position –

## EBA sets CT1 threshold of 9% by 30 June 2012

### – Estimated EBA shortfall at 30 Sept 2011 amounted to about EUR 750 million

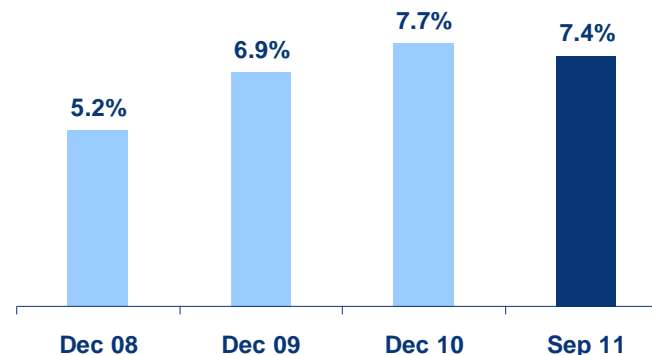
- Exclusion of EUR 540 million private participation capital
- EBA scenario is based on Basel 2.5 = additional RWA of about EUR 2.3 billion
- Final shortfall figure will be published by EBA by end of November 2011

### – In the normal course of business shortfall should in large part be closed by retained earnings

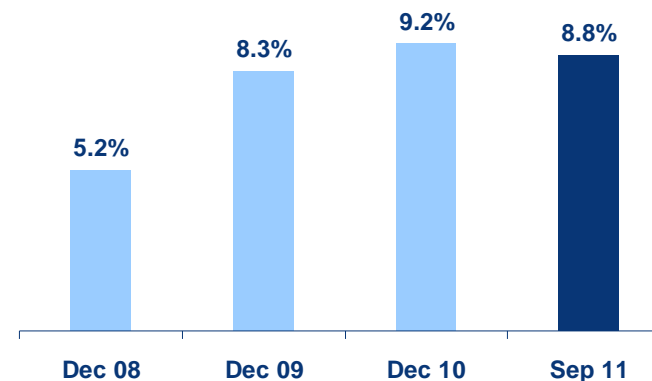
### – Stated CT ratios are based on:

- Basel 2 regulations, not CRD III (Basel 2.5)
- Exclude retained earnings, as unaudited, but include private participation capital
- Include losses only to the extent that they have been booked in the local entities, ie Hungarian loss is not fully reflected

Core tier 1 ratio excl. part capital (total risk)



Core tier 1 ratio (total risk)



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.

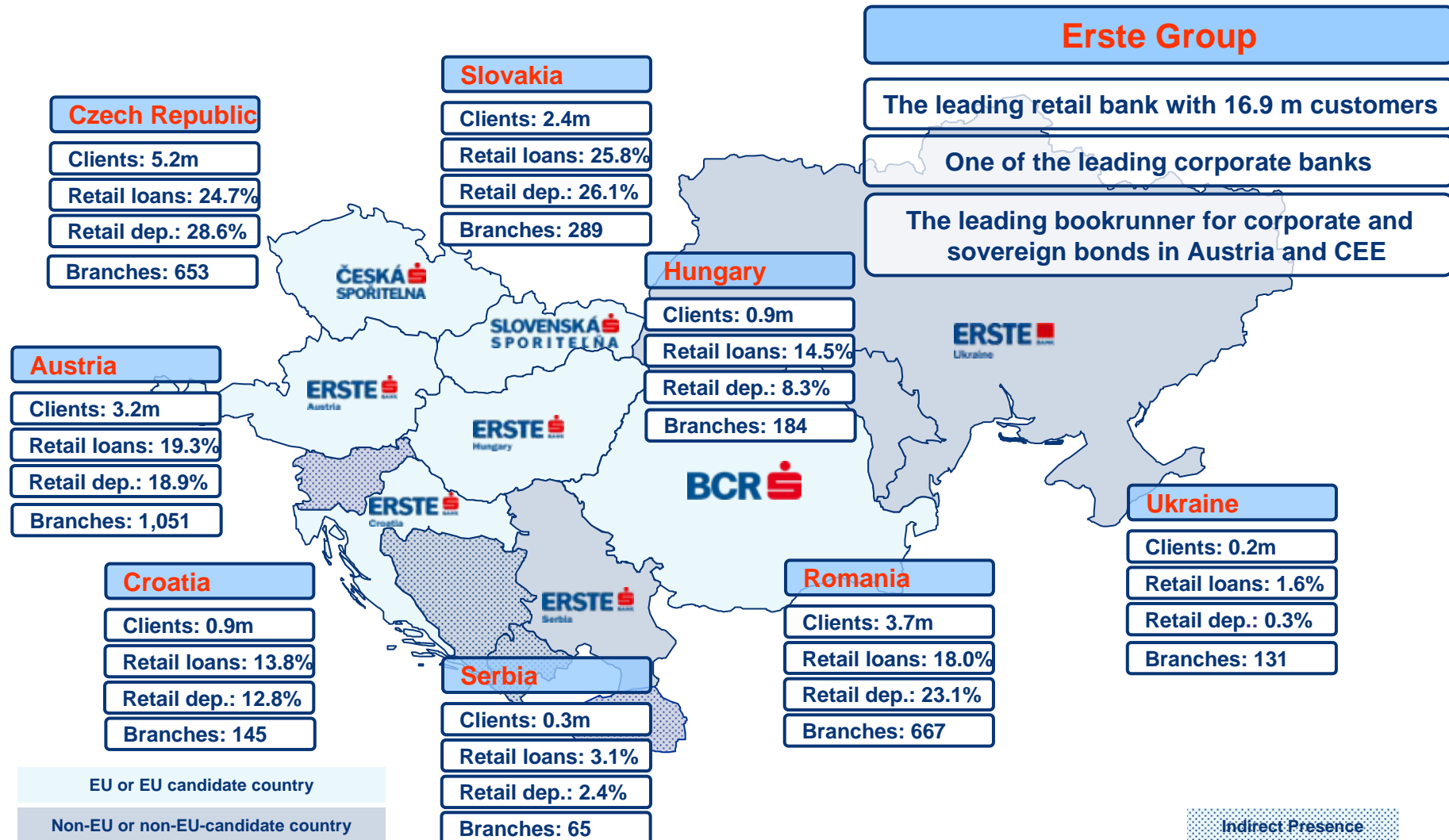
- **Erste Group is set to post a net loss of about EUR 700-800 million in 2011**
  - Before extraordinary charges: net profit of about EUR 850-950 million
  - Risk costs on group level are expected to amount to EUR 2.3 billion (before extraordinary charges: EUR 1.8 billion) in 2011
  
- **Erste Group has the clear objective to run down the CDS portfolio within the next couple of days**
  
- **Erste Group's operating profit will remain a pillar of strength in 2011 and beyond**
  - benefiting from significantly reduced P& L volatility following the substantial reduction in CDS exposure.
  
- **The European Banking Authority has defined a capital threshold of 9% that has to be met by June 2012 and that excludes private participation capital (EUR 540m)**
  - Erste Group has a capital short fall of EUR 59 million
  - The final figure for the capital shortfall will be based on 1-9 2011 figures and therefore take into account Erste Group's recently implemented measures

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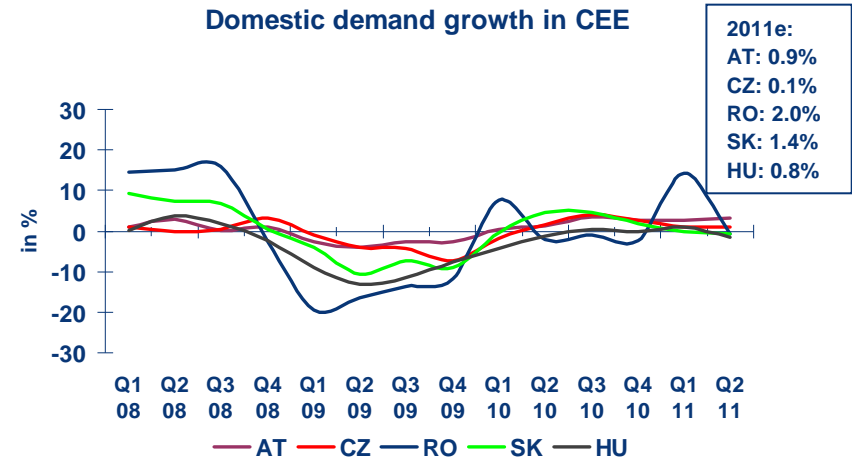
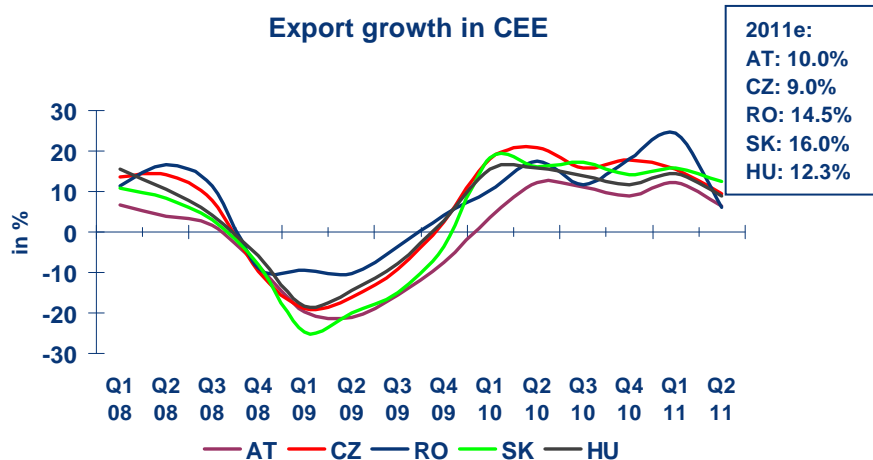
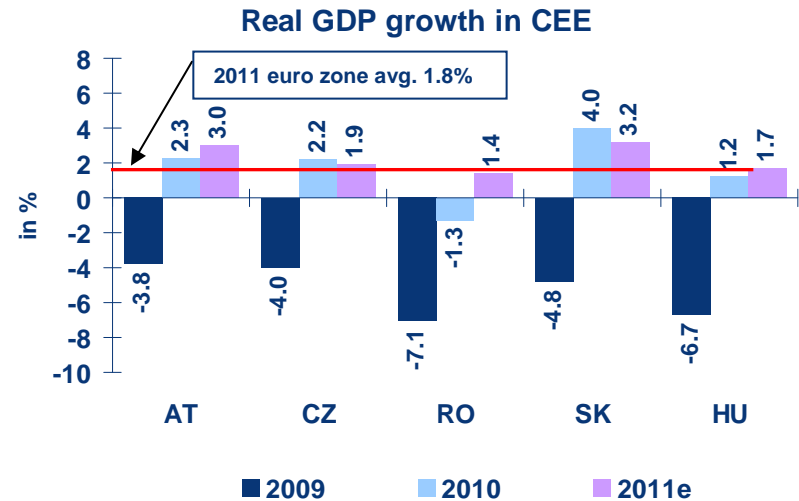
# Erste Group –

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



# Operating environment: macro outlook – CEE to grow ahead of euro zone average

- CEE to experience different growth patterns in line with levels of export dependency and country-specific issues
  - AT: to build on strong 2010 performance
  - CZ, SK: solid outlook for industry
  - RO: economy driven mainly by investments and exports; however, consumption has not yet fully recovered
  - HU: to remain driven by external demand while domestic demand and political uncertainty weighs on recovery
- CEE (2.9%) to outgrow euro zone (1.8%) in 2011



Sources: Erste Group Research, Eurostat

# Operating environment: macro outlook – CEE countries vastly improved imbalances since 2008

– **Public debt remains at low levels in CEE compared to Western European economies**

- Average public debt/GDP 50% in CEE vs 85% in Western Europe

– **Structural budget deficits have improved considerably; current account deficits have come down**

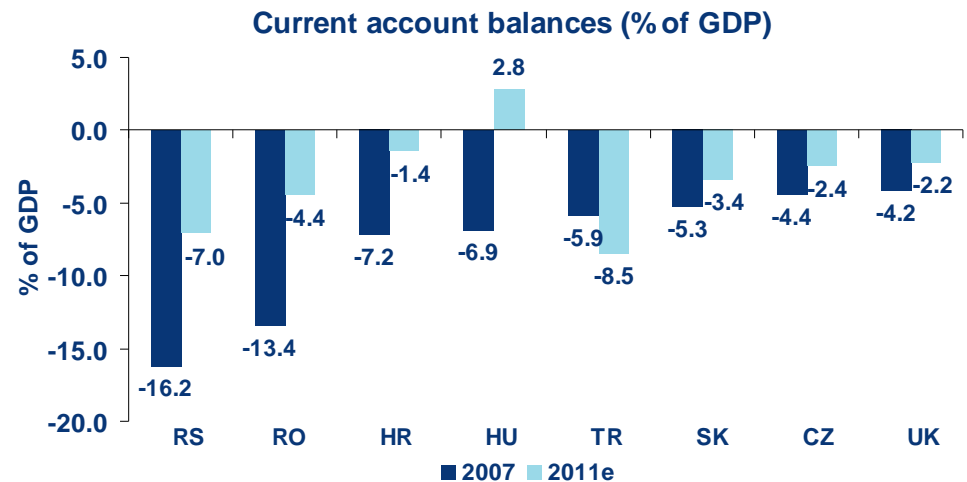
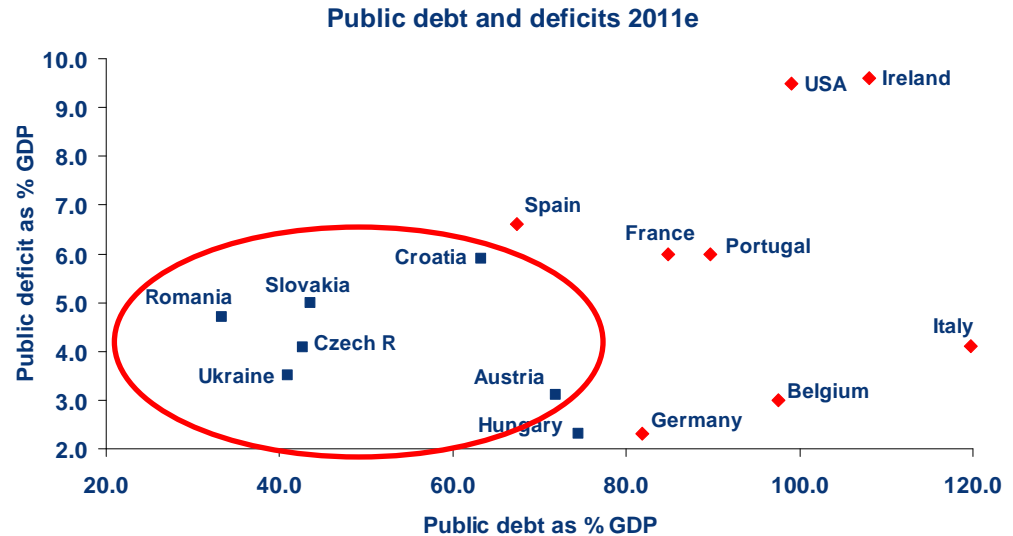
- The most striking improvement in Romania, structural deficit from 9% of GDP in 2007 to 3.3% for 2011e

– **Rating actions in Q3:**

- CZ was upgraded by S&P to AA-
- S&P outlook for SK now positive

– **Interest rate environment:**

- EUR: 1.50%, CZK: 0.75%, HUF: 6.00%
- RON: 6.00%, surprise rate cut of 25bps
- Outlook stable for all currencies



# Segment review – Core segments\*

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total group	
	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10
Net interest income	3,539.3	3,482.4	394.0	445.5	99.4	86.6	101.4	81.3	4,134.1	4,095.7
Risk provisions for loans and advances	(1,688.6)	(1,390.2)	(170.5)	(198.1)	0.0	0.0	0.0	0.0	(1,859.1)	(1,588.4)
Net fee and commission income	1,227.7	1,205.4	93.0	84.8	98.9	116.9	(67.6)	(37.2)	1,352.0	1,370.0
Net trading result	51.4	141.8	(145.6)	(90.9)	157.4	225.4	(25.8)	14.1	37.4	290.4
General administrative expenses	(2,477.8)	(2,458.4)	(137.6)	(135.4)	(180.1)	(169.9)	(96.1)	(107.9)	(2,891.6)	(2,871.7)
Other result	(333.2)	(168.6)	(32.6)	(8.2)	9.5	7.5	(1,191.8)	(102.6)	(1,548.0)	(271.9)
<b>Pre-tax profit/loss</b>	<b>318.9</b>	<b>812.3</b>	<b>0.6</b>	<b>97.7</b>	<b>185.0</b>	<b>266.5</b>	<b>(1,279.8)</b>	<b>(152.3)</b>	<b>(775.3)</b>	<b>1,024.2</b>
Taxes on income	(177.5)	(191.4)	(5.1)	(17.4)	(42.2)	(57.9)	119.8	34.1	(105.0)	(232.6)
Post-tax profit/loss from continuing operations	141.4	620.9	(4.5)	80.3	142.8	208.6	(1,159.9)	(118.3)	(880.3)	791.6
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/loss for the period</b>	<b>141.4</b>	<b>620.9</b>	<b>(4.5)</b>	<b>80.3</b>	<b>142.8</b>	<b>208.6</b>	<b>(1,159.9)</b>	<b>(118.3)</b>	<b>(880.3)</b>	<b>791.6</b>
Attributable to non-controlling interests	86.7	140.3	8.9	15.5	8.8	10.6	(11.7)	(8.6)	92.7	157.8
<b>Attributable to owners of the parent</b>	<b>54.7</b>	<b>480.6</b>	<b>(13.4)</b>	<b>64.8</b>	<b>134.1</b>	<b>198.0</b>	<b>(1,148.3)</b>	<b>(109.7)</b>	<b>(973.0)</b>	<b>633.8</b>
Average risk-weighted assets	75,770.2	75,126.5	24,808.7	25,772.1	2,703.9	2,977.6	852.7	1,469.4	104,135.3	105,345.6
Average attributed equity	4,138.8	4,134.0	1,985.8	2,062.9	308.8	325.2	6,913.4	6,467.9	13,346.9	12,989.9
<b>Cost/income ratio</b>	<b>51.4%</b>	<b>50.9%</b>	<b>40.3%</b>	<b>30.8%</b>	<b>50.7%</b>	<b>39.6%</b>	<b>na</b>	<b>na</b>	<b>52.4%</b>	<b>49.9%</b>
<b>Return on equity</b>	<b>1.8%</b>	<b>15.5%</b>	<b>(0.9%)</b>	<b>4.2%</b>	<b>57.9%</b>	<b>81.2%</b>	<b>(22.1%)</b>	<b>(2.3%)</b>	<b>(9.7%)</b>	<b>6.5%</b>
EOP customer loans	115,237.2	112,539.8	19,327.5	18,397.1	303.2	285.2	343.0	292.3	135,210.8	131,514.4
EOP customer deposits	111,982.0	107,710.4	5,510.0	5,711.7	3,153.0	2,489.9	949.0	(583.5)	121,594.0	115,328.5

\* restated for comparison purposes (IAS 8)

# Core segment – Austria \*

## Erste Bank Oesterreich drives improvement in Austria

in EUR million	Savings banks		EB Oesterreich		Austria	
	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10
Net interest income	742.0	726.9	501.8	489.9	1,243.8	1,216.8
Risk provisions for loans and advances	(190.0)	(209.5)	(92.7)	(124.2)	(282.7)	(333.8)
Net fee and commission income	290.5	285.8	239.1	247.4	529.6	533.1
Net trading result	(2.1)	22.3	9.8	9.7	7.7	31.9
General administrative expenses	(702.9)	(701.9)	(454.5)	(456.7)	(1,157.4)	(1,158.6)
Other result	(49.6)	0.9	(34.2)	(6.6)	(83.8)	(5.7)
<b>Pre-tax profit/-loss</b>	<b>87.9</b>	<b>124.4</b>	<b>169.4</b>	<b>159.4</b>	<b>257.3</b>	<b>283.8</b>
Taxes on income	(22.2)	(32.1)	(37.2)	(37.3)	(59.5)	(69.4)
Post-tax profit/loss from continuing operations	65.7	92.3	132.2	122.1	197.8	214.5
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net profit/loss for the period</b>	<b>65.7</b>	<b>92.3</b>	<b>132.2</b>	<b>122.1</b>	<b>197.8</b>	<b>214.5</b>
Attributable to non-controlling interests	65.1	90.2	3.9	4.3	69.0	94.5
<b>Attributable to owners of the parent</b>	<b>0.6</b>	<b>2.1</b>	<b>128.3</b>	<b>117.8</b>	<b>128.9</b>	<b>120.0</b>
Average risk-weighted assets	24,604.7	23,989.7	13,916.9	14,536.6	38,521.6	38,526.3
Average attributed equity	301.8	291.7	1,104.7	1,154.3	1,406.6	1,446.0
<b>Cost/income ratio</b>	<b>68.2%</b>	<b>67.8%</b>	<b>60.5%</b>	<b>61.1%</b>	<b>65.0%</b>	<b>65.0%</b>
<b>Return on equity</b>	<b>0.3%</b>	<b>1.0%</b>	<b>15.5%</b>	<b>13.6%</b>	<b>12.2%</b>	<b>11.1%</b>
EOP customer loans	37,709.4	36,910.7	28,002.6	26,949.8	65,711.9	63,860.5
EOP customer deposits	33,159.7	32,295.3	28,667.2	27,745.5	61,826.8	60,040.8

\* restated for comparison purposes (IAS 8)

# Core segment Central and Eastern Europe (1) –

## Diverging trends in operating performance ...

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10
Net interest income	900.3	810.8	517.6	621.8	334.4	317.4	303.1	287.7
Risk provisions for loans and advances	(188.6)	(284.1)	(373.7)	(386.0)	(56.7)	(97.5)	(701.3)	(180.0)
Net fee and commission income	372.4	348.2	97.5	108.5	83.3	76.2	73.8	73.5
Net trading result	(19.2)	48.1	39.2	20.4	(3.9)	2.2	14.2	19.4
General administrative expenses	(543.7)	(532.3)	(282.7)	(281.3)	(166.6)	(172.7)	(158.1)	(152.7)
Other result	(114.3)	(62.9)	(41.3)	(30.0)	(31.8)	(20.2)	(57.3)	(46.6)
<b>Pre-tax profit/-loss</b>	<b>406.8</b>	<b>327.8</b>	<b>(43.5)</b>	<b>53.5</b>	<b>158.8</b>	<b>105.4</b>	<b>(525.6)</b>	<b>1.3</b>
Taxes on income	(80.2)	(66.6)	15.0	(10.6)	(33.2)	(21.3)	(6.4)	(10.4)
Post-tax profit/loss from continuing operations	326.5	261.2	(28.4)	42.9	125.6	84.1	(532.0)	(9.0)
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/loss for the period</b>	<b>326.5</b>	<b>261.2</b>	<b>(28.4)</b>	<b>42.9</b>	<b>125.6</b>	<b>84.1</b>	<b>(532.0)</b>	<b>(9.0)</b>
Attributable to non-controlling interests	3.7	8.5	(9.0)	15.7	(0.0)	0.2	(0.3)	(0.1)
<b>Attributable to owners of the parent</b>	<b>322.9</b>	<b>252.6</b>	<b>(19.4)</b>	<b>27.2</b>	<b>125.7</b>	<b>83.9</b>	<b>(531.7)</b>	<b>(9.0)</b>
Average risk-weighted assets	13,114.4	12,379.4	9,137.4	9,111.5	4,928.9	5,302.6	4,357.9	4,769.1
Average attributed equity	1,078.8	1,021.8	522.6	519.3	408.5	438.4	362.0	392.9
<b>Cost/income ratio</b>	<b>43.4%</b>	<b>44.1%</b>	<b>43.2%</b>	<b>37.5%</b>	<b>40.2%</b>	<b>43.6%</b>	<b>40.4%</b>	<b>40.1%</b>
<b>Return on equity</b>	<b>39.9%</b>	<b>33.0%</b>	<b>(5.0%)</b>	<b>7.0%</b>	<b>41.0%</b>	<b>25.5%</b>	<b>na</b>	<b>(3.0%)</b>
EOP customer loans	17,946.5	17,910.7	11,044.3	11,223.7	6,023.4	5,702.2	7,736.0	7,594.0
EOP customer deposits	26,493.5	25,097.8	7,778.0	7,151.6	7,053.3	7,045.9	4,108.1	3,711.3

# Core segment Central and Eastern Europe (2) –

## ... and risk cost levels across the region continued

in EUR million	Croatia		Serbia		Ukraine		CEE	
	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10	1-9 11	1-9 10
Net interest income	194.7	182.8	27.1	20.0	18.3	25.0	2,295.5	2,265.6
Risk provisions for loans and advances	(72.3)	(78.9)	(6.3)	(6.6)	(7.1)	(23.5)	(1,405.9)	(1,056.5)
Net fee and commission income	58.5	54.8	9.0	8.3	3.7	2.9	698.1	672.3
Net trading result	7.4	7.9	0.3	1.6	5.7	10.2	43.7	109.9
General administrative expenses	(108.3)	(103.9)	(25.1)	(23.0)	(35.9)	(33.8)	(1,320.4)	(1,299.8)
Other result	(6.9)	(2.9)	(0.9)	(0.1)	3.2	(0.1)	(249.4)	(162.9)
<b>Pre-tax profit/-loss</b>	<b>73.2</b>	<b>59.7</b>	<b>4.1</b>	<b>0.1</b>	<b>(12.2)</b>	<b>(19.3)</b>	<b>61.6</b>	<b>528.5</b>
Taxes on income	(13.3)	(12.4)	0.0	0.0	0.0	(0.8)	(118.0)	(122.0)
Post-tax profit/loss from continuing operations	59.9	47.3	4.1	0.1	(12.2)	(20.1)	(56.5)	406.5
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/loss for the period</b>	<b>59.9</b>	<b>47.3</b>	<b>4.1</b>	<b>0.1</b>	<b>(12.2)</b>	<b>(20.1)</b>	<b>(56.5)</b>	<b>406.5</b>
Attributable to non-controlling interests	22.2	21.2	1.1	0.3	0.0	0.0	17.7	45.8
<b>Attributable to owners of the parent</b>	<b>37.6</b>	<b>26.1</b>	<b>3.0</b>	<b>(0.1)</b>	<b>(12.2)</b>	<b>(20.1)</b>	<b>(74.2)</b>	<b>360.6</b>
Average risk-weighted assets	4,402.9	3,725.6	578.6	663.7	728.5	648.2	37,248.5	36,600.2
Average attributed equity	255.9	213.8	40.9	44.2	63.5	57.5	2,732.2	2,687.9
<b>Cost/income ratio</b>	<b>41.5%</b>	<b>42.3%</b>	<b>69.1%</b>	<b>77.1%</b>	<b>129.9%</b>	<b>88.7%</b>	<b>43.5%</b>	<b>42.6%</b>
<b>Return on equity</b>	<b>19.6%</b>	<b>16.3%</b>	<b>9.7%</b>	<b>(0.4%)</b>	<b>(25.6%)</b>	<b>(46.5%)</b>	<b>(3.6%)</b>	<b>17.9%</b>
EOP customer loans	5,815.7	5,339.4	480.3	417.0	479.0	492.3	49,525.2	48,679.3
EOP customer deposits	4,043.6	4,095.7	496.8	445.8	181.9	121.5	50,155.2	47,669.7

# Segment Retail & SME \*

## Positive performance in core business hurt by HU & RO

– **Operating result was down by slight 1.3% yoy in 1-9 11 on negative net trading result in Q3**

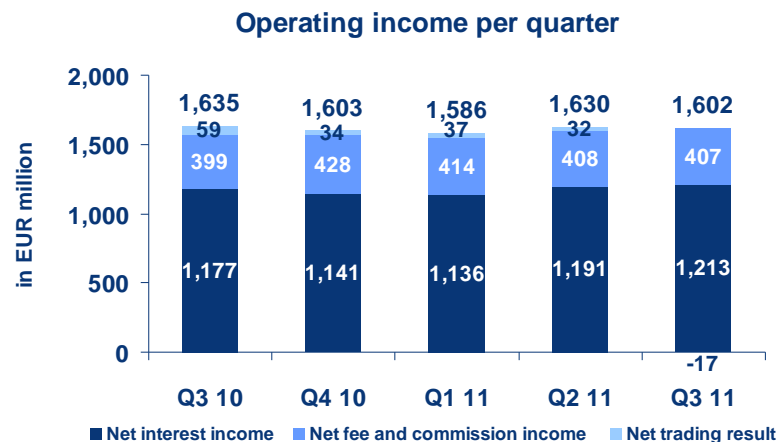
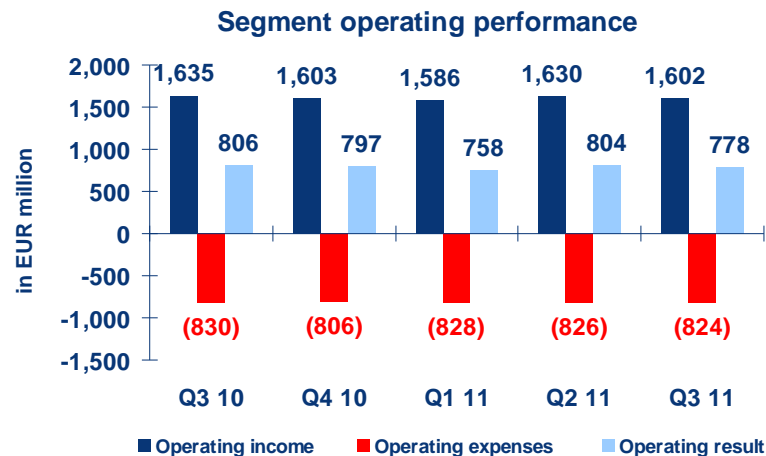
- Operating income decreased by 0.2% yoy to EUR 4,818.4m
- Supported by NII (+1.6% yoy) and fee income (+1.8% yoy); trading income declined by 63.8% yoy on negative contribution from savings banks and CZ
- Despite increasing inflation in EUR and currency appreciation in CEE, strict cost control resulted in stable general administrative expenses (+0.8% yoy)

– **Net profit dropped by 88.6% yoy to EUR 54.7m on risk costs in Hungary and a markedly negative other result**

- Main negative drivers for the other result in 1-9 11 were valuation impacts on financial assets portfolios in CZ, AT & SK
- Austrian and Hungarian banking tax (EUR -140.2m pre-tax)
- Additional negative factors were increased deposit insurance in several countries

– **ROE declined to 1.8% (1-9 2011: 15.5%)**

– **CIR was nearly unchanged at 51.4% (1-9 2010: 50.9%)**

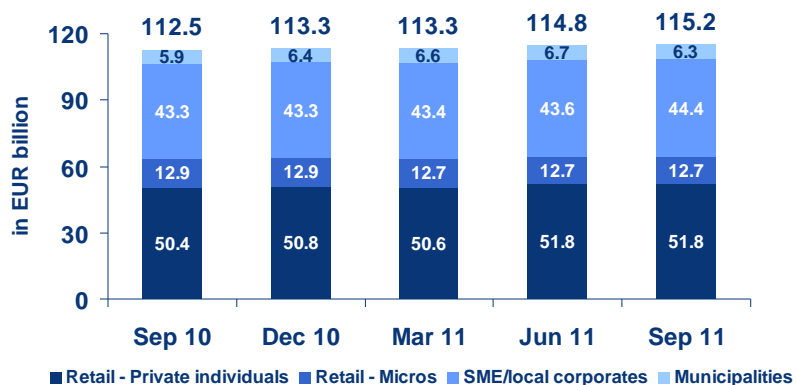


\* restated for comparison purposes (IAS 8)

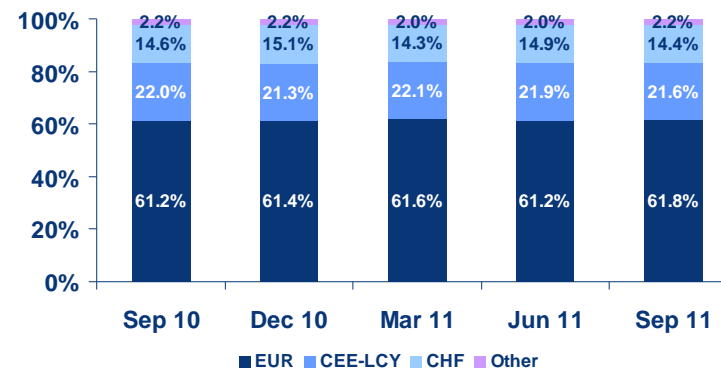


# Segment Retail & SME – Loan book analysis

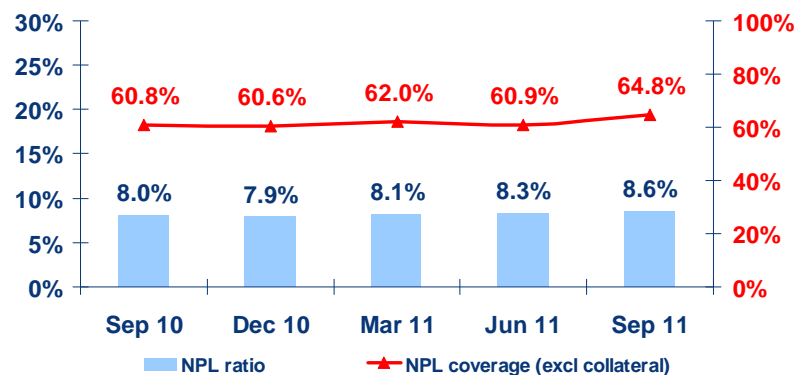
Segment Retail & SME -  
Customer loans by Basel II customer segment



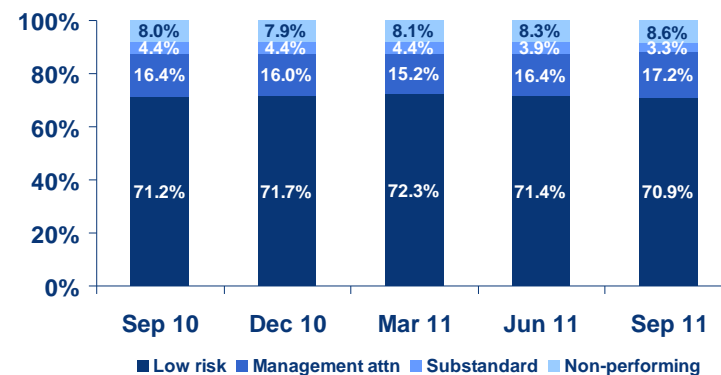
Segment Retail & SME -  
Customer loans by currency



Segment Retail & SME -  
NPL ratio vs NPL coverage



Migration analysis - Segment Retail & SME



# Segment GCIB excl IB –

## Decrease in operating result driven by margin pressure

in EUR m	GCIB			GCIB ex Int Bus			International Business		
	1-9 10	1-9 11	Change	1-9 10	1-9 11	Change	1-9 10	1-9 11	Change
Operating income	439	341	-22%	418	409	-2%	22	-68	nm
Operating expenses	-135	-138	2%	-112	-123	10%	-23	-14	-38%
<b>Operating result</b>	<b>304</b>	<b>204</b>	<b>-33%</b>	<b>305</b>	<b>286</b>	<b>-6%</b>	<b>-1</b>	<b>-82</b>	<b>&gt;100%</b>
Risk costs	-198	-171	-14%	-148	-144	-3%	-50	-26	-48%
Other result	-8	-33	>100%	7	-7	nm	-15	-26	73%
<b>Net profit</b>	<b>65</b>	<b>-13</b>	<b>nm</b>	<b>112</b>	<b>97</b>	<b>-14%</b>	<b>-48</b>	<b>-110</b>	<b>&gt;100%</b>

– **Operating result decreased by 6.3% to EUR 286.2m**

- Operating income was down slightly (-2.0% yoy)
- NII was down by 6.7% yoy to EUR 311.7m driven by lower margins
- Fee income improved by 9.6% yoy; positive contribution from Immorent and syndicated loans
- Trading income increased from EUR 2.1m to EUR 8.6m ytd driven by FX positions in Immorent
- Costs rose by 9.8% yoy on higher allocated Holding costs

– **Risk costs declined by 2.6% yoy to EUR 144.4m (99 bps on average customer loans in 1-9 11 vs 101bps in 1-9 10)**

– **Other result turned negative to EUR -6.7m in 1-9 2011**

- Impairment of investment properties in Immorent was main driver

– **Net profit was down by 14.0% to EUR 96.8m in 1-9 11**

- Main drivers were the recovery in credit risk and improved other result

– **ROE rose to 11.1% (H1 2010: 6.7%)**

– **Decline in average RWA driven by further reduction of EUR 1.8bn in international business**

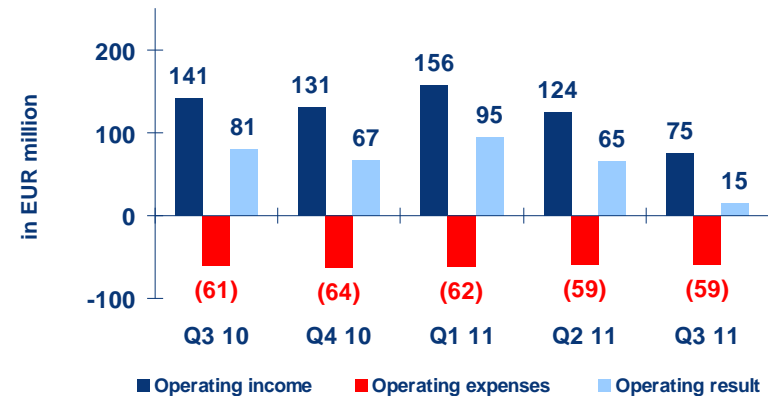
– **CIR was almost flat at 24.9% (H1 2010: 24.0%)**

# Segment Group Markets –

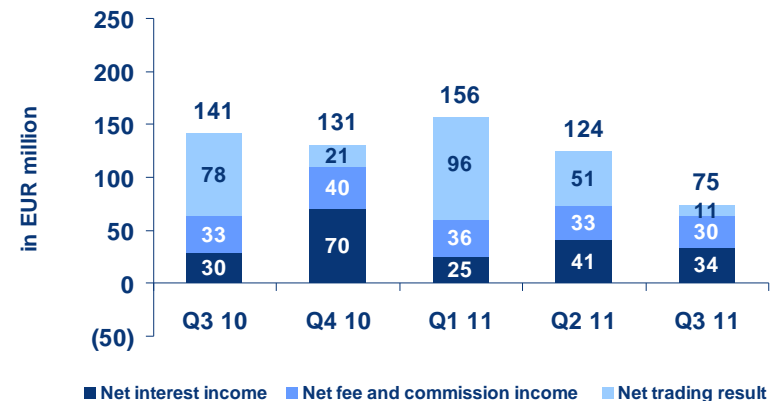
## Difficult market environment led to declining results

- **Operating result decreased by 32.2% to EUR 175.5m**
  - NII increased 14.8% yoy on improved contribution from money market activities as a result of more favourable liquidity spreads
  - Fee income was down by 15.5% yoy on weak sales and origination in 1-9 2011
  - Operating expenses rose by 6.0%, mainly due to higher IT costs and new branches in Germany
- **Net trading result down to EUR 157.4m (-30.2% yoy)**
  - Reduced contribution from bond trading and CEE swap desk due to challenging market environment
- **Net profit down by 32.3% yoy as a result of lower operating result**
- **CIR was 50.7% compared to 39.6% in 1-9 2010 on lower operating income**
- **ROE was 57.9% compared to 81.2% in 1-9 10**

Segment operating performance



Operating income per quarter



# Segment Corporate Center\*

## Impairment of Goodwill impacted result in Q3 and ytd

### – What is in the Corporate Center?

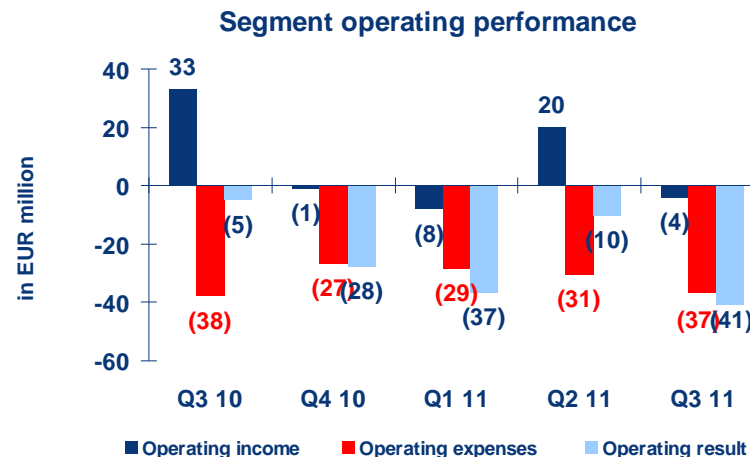
- Business areas which cannot be allocated to relevant business lines, one-offs, amortisation of customer relationships and Group ALM

### – Line-item analysis

- NII substantially improved by 24.8% yoy to EUR 101.4m due to positive effects from:
  - Improved contribution from asset/liability management, especially related to refinancing activities
- Due to intra-group eliminations general administrative expenses and fee income lines should be read in conjunction with one another
- Decrease in general administrative expense and decrease in net commission income on intra-group eliminations

### – Negative contribution from other result of EUR-1,191.8m in 1-9 2011

- Goodwill impairment of Romania of EUR 692.8m, Hungary EUR 312.7m and two investments in Austria of EUR 36.4m
- Linear amortisation of customer relationships of EUR 52.1m
- Austrian banking tax of EUR 89.0m



\* restated for comparison purposes (IAS 8)

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

## On track to deliver sustainable RoE around 15%

– **Operating result increased by 2.1% yoy to EUR 296.2m (+16.4% qoq)**

- NII improved by 2.4% to EUR 501.8m on increased deposit volume and slightly higher margins
- Customer deposits increased by 3.1% ytd and customer loans were up by 2.0% ytd
- Fee income declined by 3.3% to EUR 239.1m on significantly lower contribution from insurance brokerage and securities business
- Net trading result improved to EUR 9.8m while remaining an insignificant revenue contributor

– **Operating expenses declined by 0.5% yoy on strict cost control**

– **Risk costs decreased by 25.4% yoy**

– **1-9 11 annualised risk costs were down to 44bps**

- Decrease across majority of business lines
- Overall NPL ratio declined to 3.6%, confirming the positive trend; coverage improved to 69.6% from 61.3% at YE 10

– **Other result was EUR -34.2m (vs EUR -6.6m in 1-9 11)**

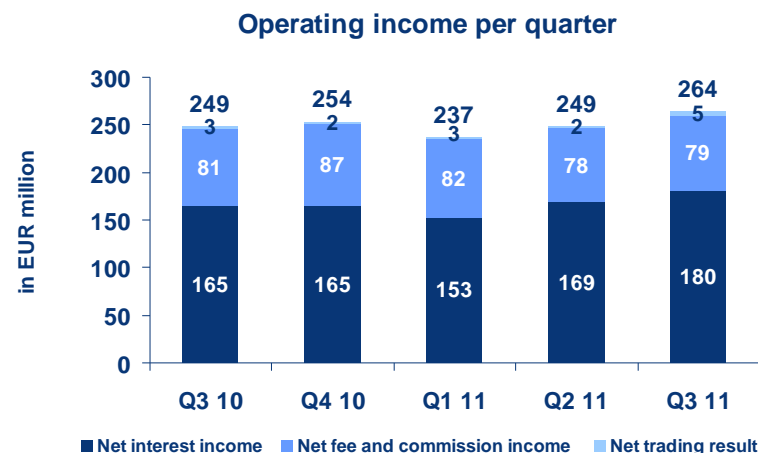
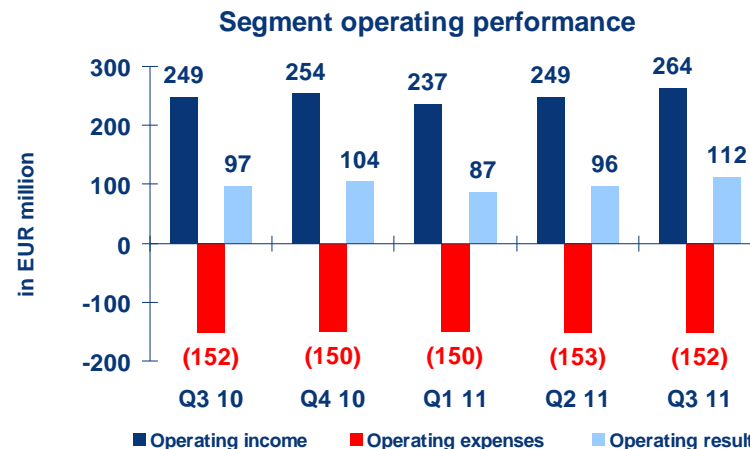
- Impairment of Greek bonds (EUR -20m) and part of the Austrian banking tax allocated to segment (EUR -5.7m) were main negative factors

– **Net profit advanced by 8.8% yoy to EUR 128.3m**

- Result of decrease in other result but improvement in risk costs

– **CIR decreased to 60.5% vs 61.1% in 1-9 10**

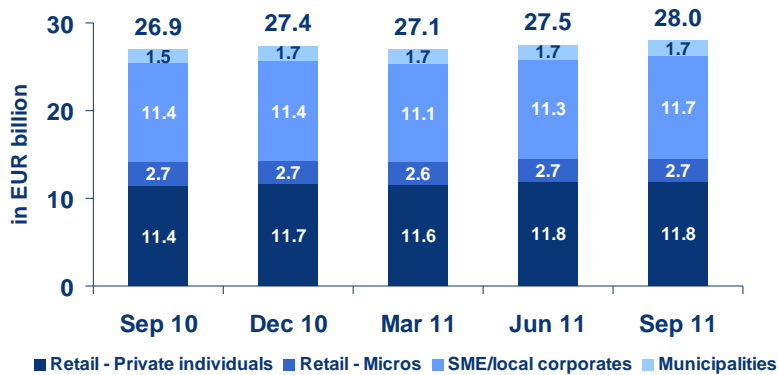
– **ROE increased to 15.5% from 13.6% in 1-9 10**



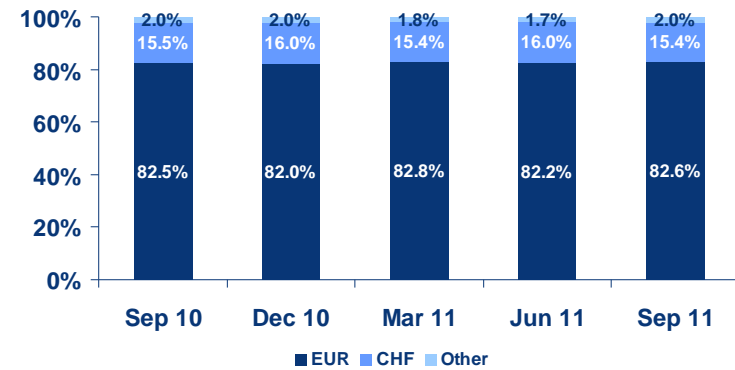
\* restated for comparison purposes (IAS 8)

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

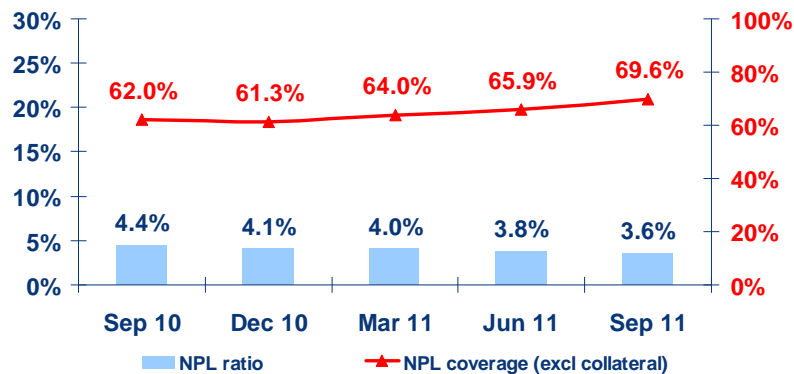
Segment EB Oesterreich -  
Customer loans by Basel II customer segment



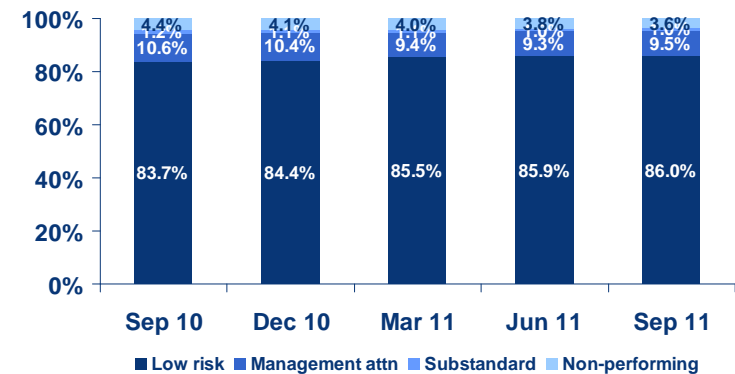
Segment EB Oesterreich -  
Customer loans by currency



Segment Erste Bank Oesterreich -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/EB Oesterreich



# Retail & SME: Austria/Savings banks\* – NII & fees up in addition to decreasing risk costs

– **Operating result declined by 1.6% from EUR 333.0m in 1-9 10 to EUR 327.5m in 1-9 11**

- NII up by 2.1% yoy on slightly improved margins and volumes
- Fee income increased by 1.7% yoy mainly on increased payment transactions
- Net trading result swung to a loss of EUR -2.1m from EUR 22.3m in 1-9 10 on weaker securities and FX trading
- Costs were flat at EUR 702.9m

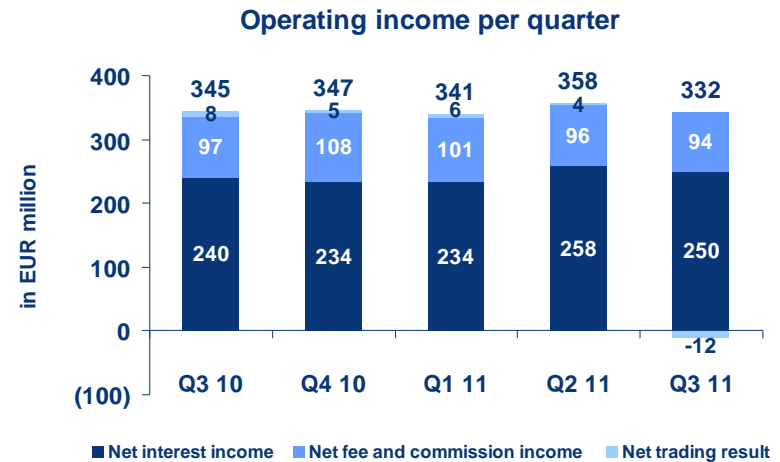
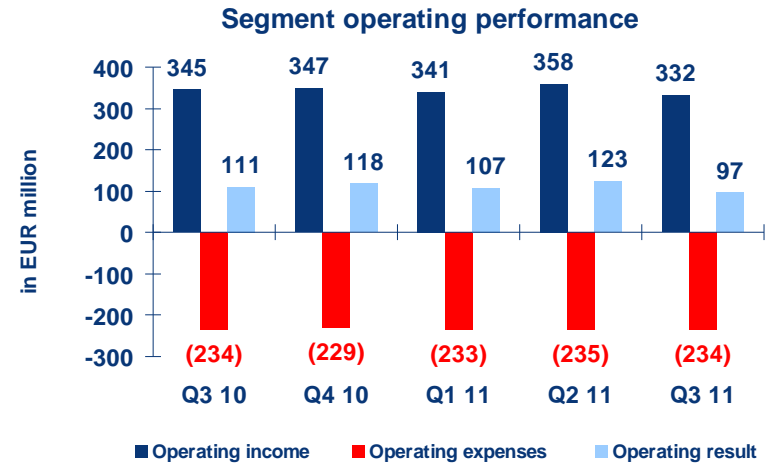
– **Risk costs down to 65 bps annualised**

- NPL ratio stable at 7.0% and NPL coverage reached 59.2% (YE 10: 58.5%)

– **Other result turned negative to EUR -49.6m mainly due to impairment and sales losses on Greek bonds**

– **Pre-tax profit declined to EUR 87.9m from EUR 124.4m**

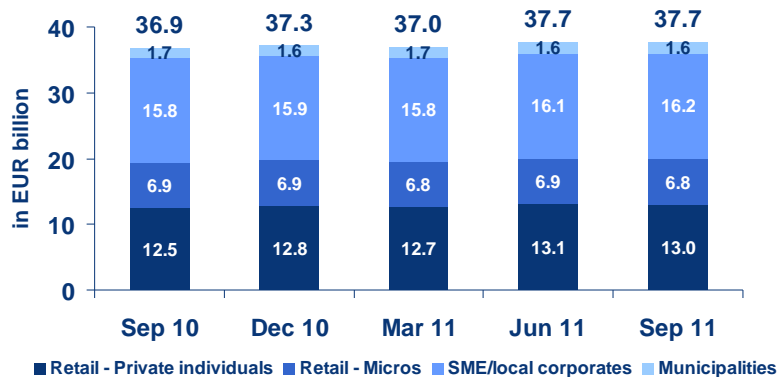
– **CIR increased to 68.2% from 67.8%**



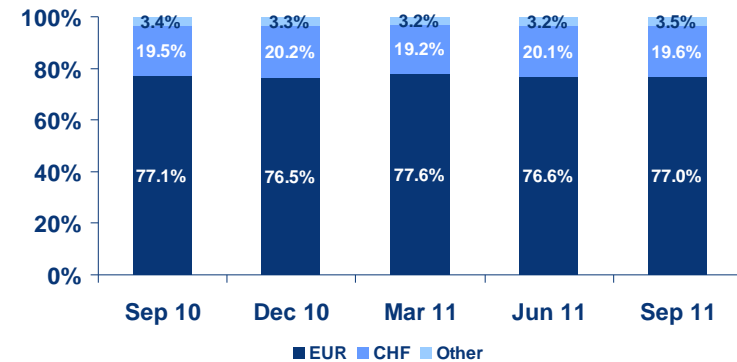
\* restated for comparison purposes (IAS 8)

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

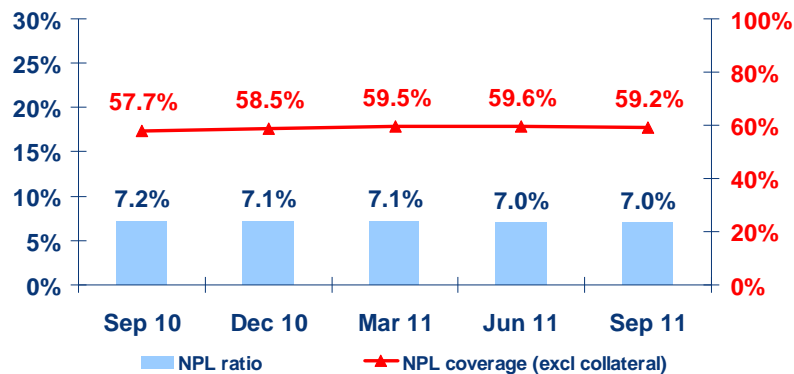
Segment Savings Banks -  
Customer loans by Basel II customer segment



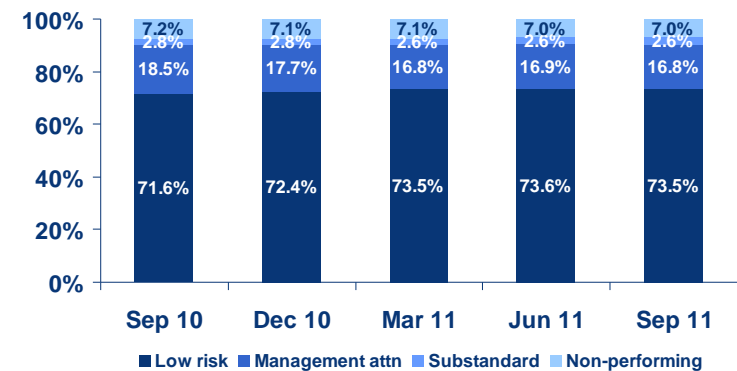
Segment Savings Banks -  
Customer loans by currency



Segment Savings Banks -  
NPL ratio vs NPL coverage



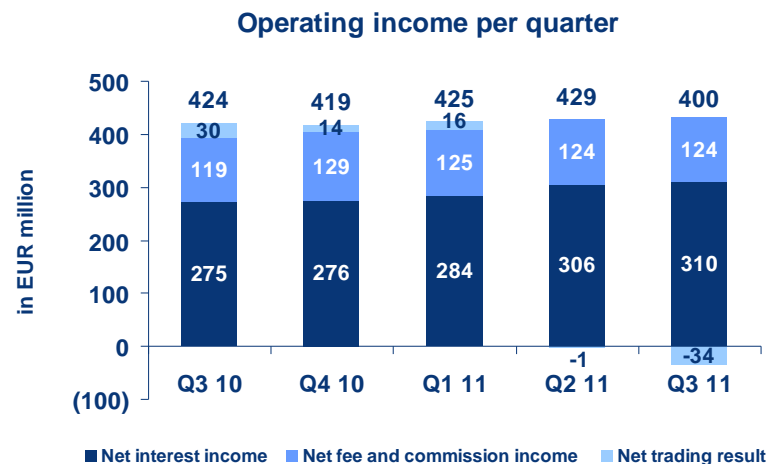
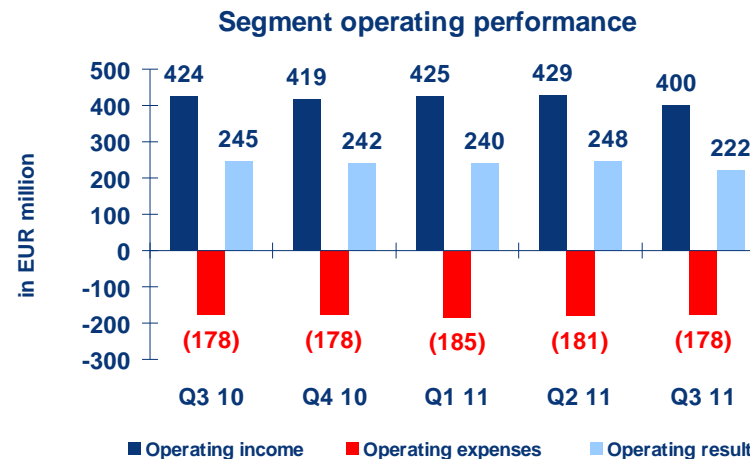
Migration analysis - Retail & SME/Savings Banks





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

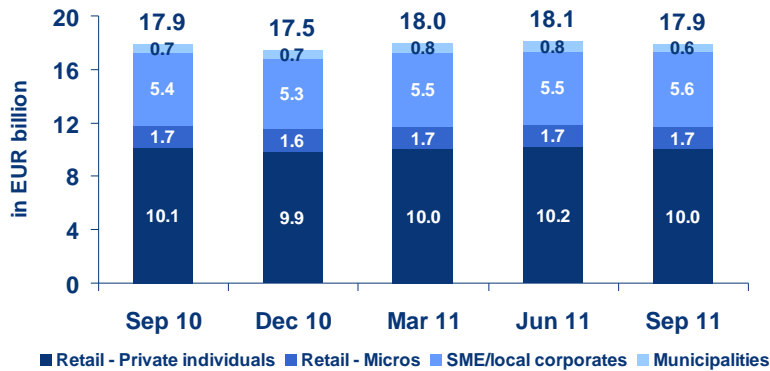
- **Operating result improved by 5.2% (+0.6% FX-adjusted)<sup>1</sup> yoy to EUR 709.7m**
  - NII strongly improved by 11.0% yoy (+6.2%); reflecting improvement in asset mix and deposit margin improvement
  - Fee income up 6.9% yoy (+2.3%) due to higher fees in retail (current accounts & cards) and securities businesses
  - Net trading result swung to loss of EUR -19.2m driven by negative market valuations of consolidated pension fund
  - Costs up by 2.1% in EUR but declined by -2.3% FX-adjusted; focus on cost cutting resulted in declining IT costs and headcount reduction but was partially offset by severance payments for headcount reduction of about 500 positions in Q1 11
- **Risk costs decreased by 33.6% yoy (-36.5%)**
  - Improvement driven by reduced delinquencies in retail as well as corporate businesses
  - NPL coverage at 71.3% vs 70.0% at YE 10
- **Other result deteriorated markedly to EUR -114.3m (1-9 11) from EUR -62.9m (1-9 10)**
  - Impairment of RE funds (EUR -36.2m), negative impact of ABS securities (EUR -13.4m) and increased deposit insurance contributions (EUR -8.0m) were main negative factors
- **Net profit up by 27.8% to EUR 322.9m (+22.2%)**
- **CIR improved to 43.4% from 44.1%**
- **ROE went up to 39.9% from 33.0%**



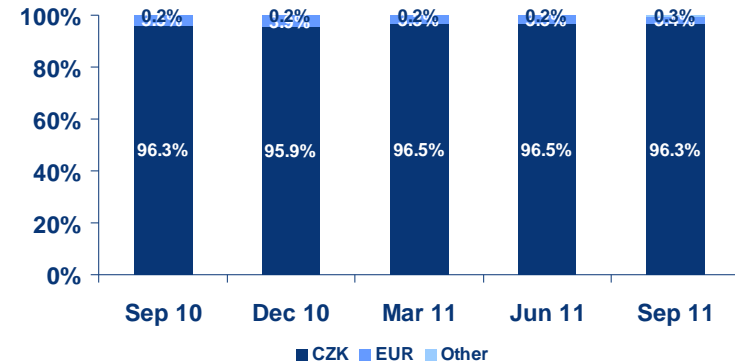
1) Figures in brackets refer to rate of change excluding impact of 4.4% currency appreciation

# Retail & SME: Czech Republic – Loan book analysis

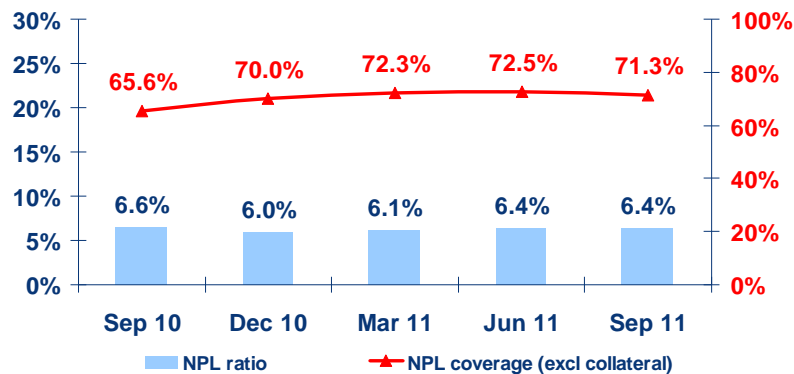
Segment Czech Republic -  
Customer loans by Basel II customer segment



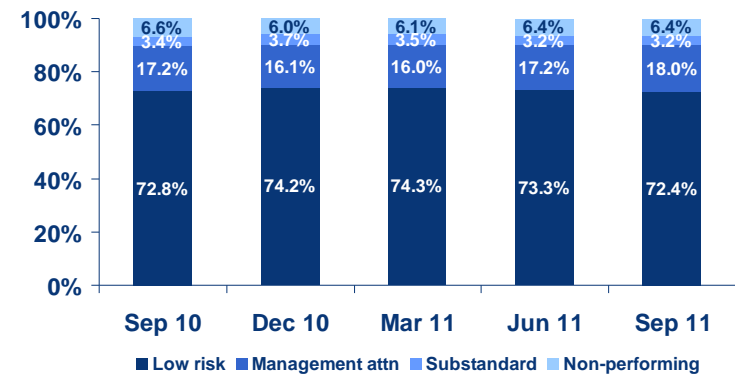
Segment Czech Republic -  
Customer loans by currency



Segment Czech Republic -  
NPL ratio vs NPL coverage



Segment Czech Republic - Migration analysis



# Retail & SME: Romania – Still waiting for growth

– **Operating result decreased by 20.8% yoy (-20.4% FX-adjusted)<sup>1</sup> to EUR 371.6m**

- NII down 16.8% (-16.3%) on lower margins, decreasing unsecured loan demand, and lower up-front fees
- Fees declined by 10.1% (-9.7%) on new customer protection legislation and lower new lending volumes
- Net trading result improved by 92.0% yoy (+93.0%) to EUR 39.2m
- Costs increased by 0.5% (+1.0%), driven by increased VAT and higher costs related to consumer protection law but mitigated by reversal of performance bonus accrual

– **Risk provisions decreased by 3.2% (-2.7%) yoy**

- Small yoy decrease from elevated level driven by retail business on improving underlying macro data but offset by several corporate clients defaulting in Q2 and Q3 11
- NPL ratio increased to 22.0% and coverage declined to 51.1%

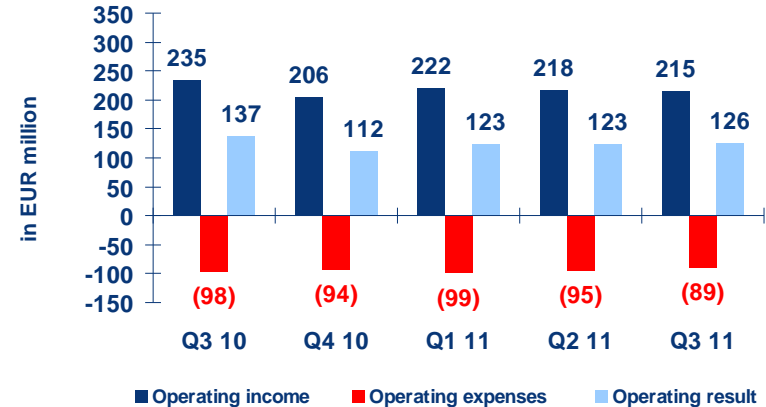
– **Other result was a negative EUR -41.3m vs EUR -30.0m in 1-9 10**

- Mainly due to higher deposit insurance (EUR -7m)

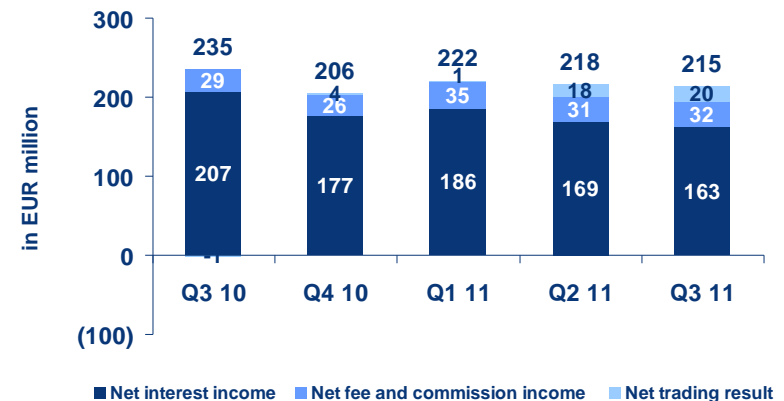
– **Net loss was EUR 19.4m, down from a net profit of EUR 27.2m in 1-9 10**

– **CIR increased to 43.2% (1-9 2010: 37.5%)**

Segment operating performance



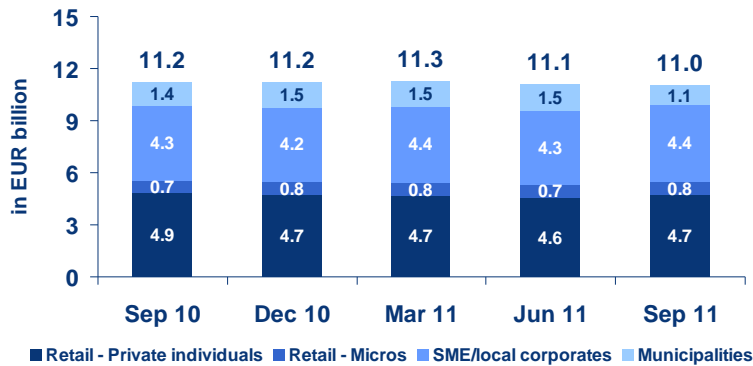
Operating income per quarter



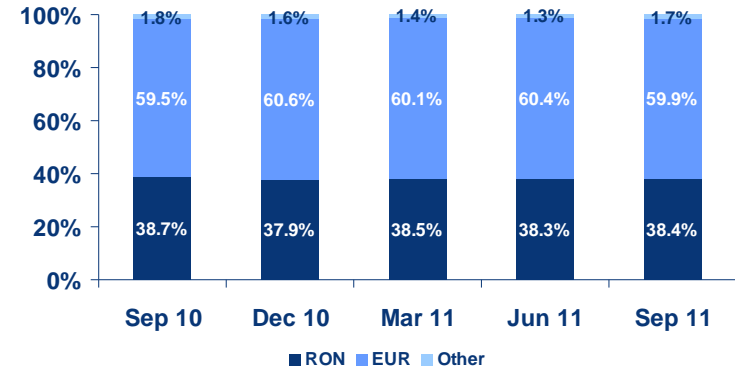
1) Figures in brackets refer to rate of change excluding impact of 0.5% currency depreciation

# Retail & SME: Romania – Loan book analysis

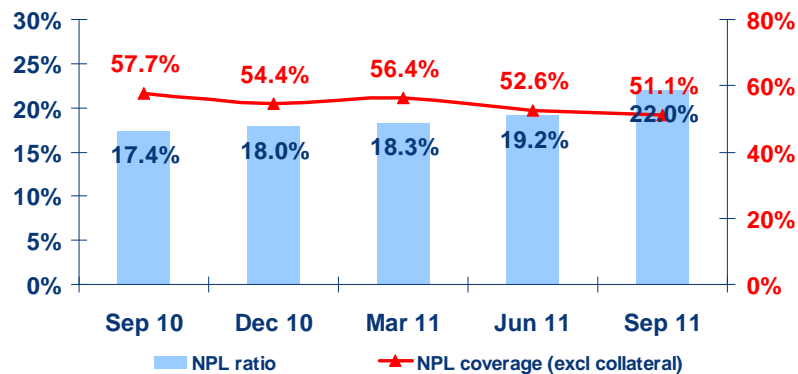
Segment Romania -  
Customer loans by Basel II customer segment



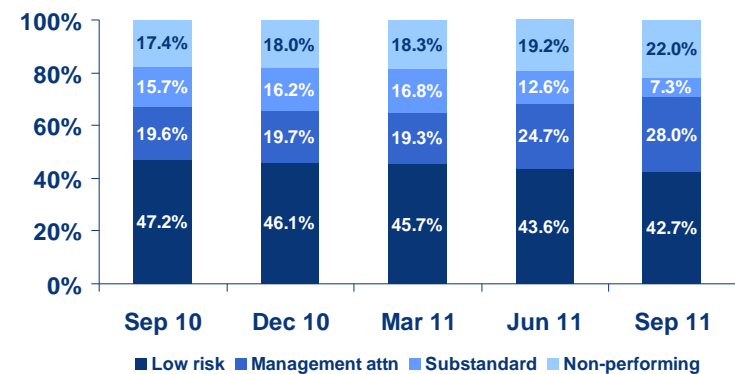
Segment Romania - Customer loans by currency



Segment Romania -  
NPL ratio vs NPL coverage



Segment Romania - Migration analysis



# Retail & SME: Slovakia –

## Continued good results on record NII & reduced risk

– **Operating result increased by 10.8% to EUR 247.3m in 1-9 2011**

- NII continued to improve: up 5.3% yoy to EUR 334.4m on the back of growing retail housing business; quarterly record NII of EUR 113.1m in Q3
- Fees were up 9.4% on increased client transactions
- Net trading result was a negative EUR 3.9m against a positive contribution of EUR 2.2m in 1-9 10
- Operating costs declined by 3.6% yoy to EUR 166.6m

– **NIM reached a record high of 4.5% ytd**

– **Risk costs declined by 41.9% yoy**

- Risk costs steadily declined to 131bps ytd, driven by economic recovery
- NPL coverage improved to 85.4%

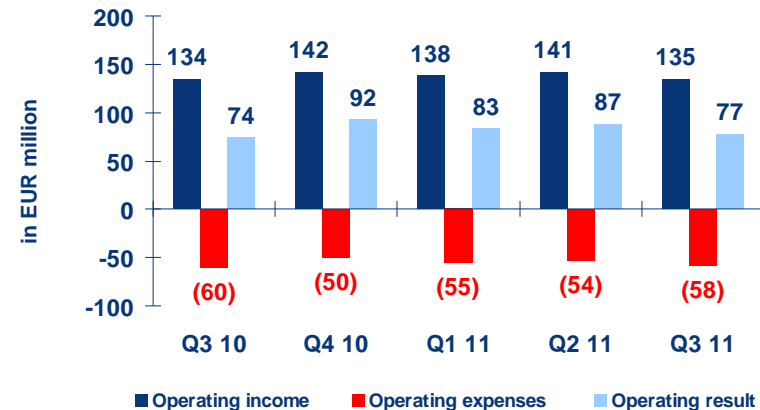
– **Other result deteriorated to EUR -31.8m due to impairment on building held for sale and impairment on ABS**

– **Net profit rose to EUR 125.7m from EUR 83.9m (+49.7%)**

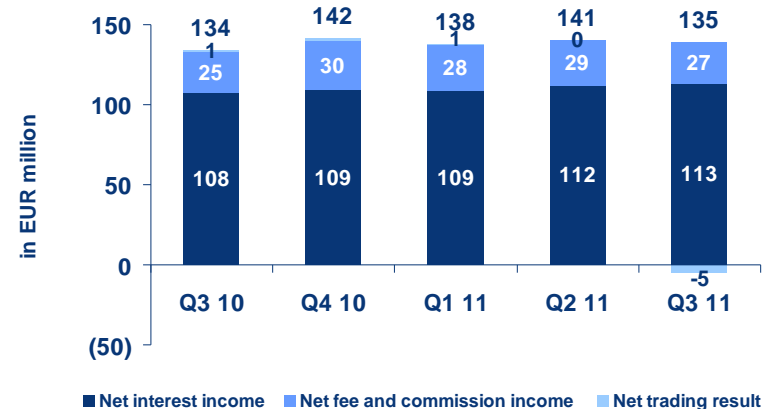
– **ROE of 41.0% compared to 25.5%**

– **CIR improved to 40.2% from 43.6%**

Segment operating performance

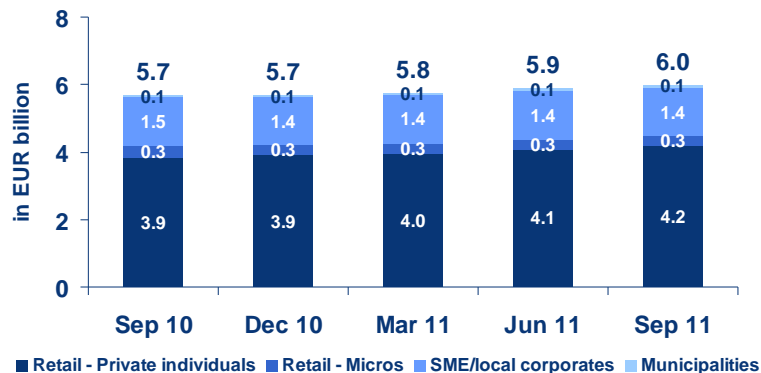


Operating income per quarter

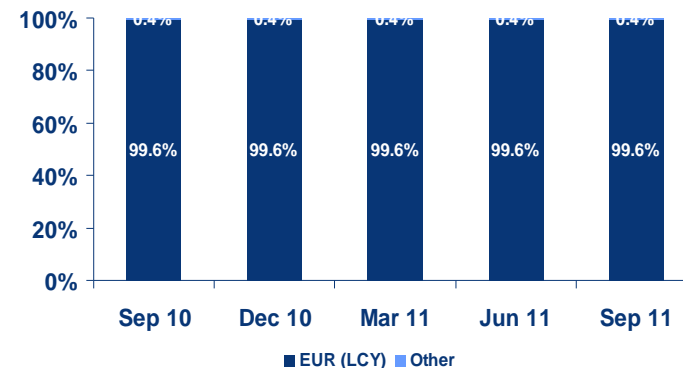


# Retail & SME: Slovakia – Loan book analysis

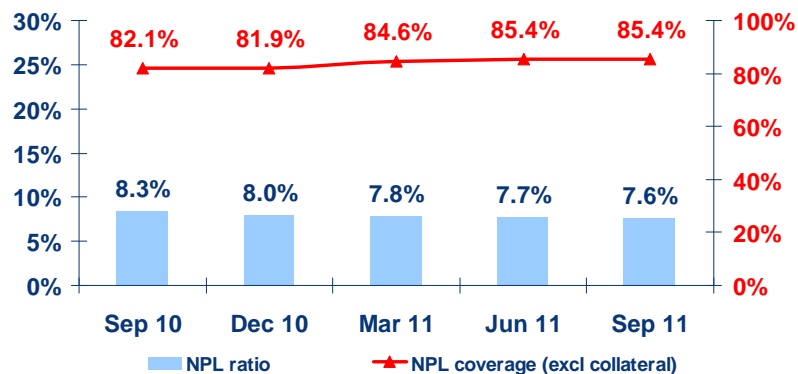
Segment Slovakia -  
Customer loans by Basel II customer segment



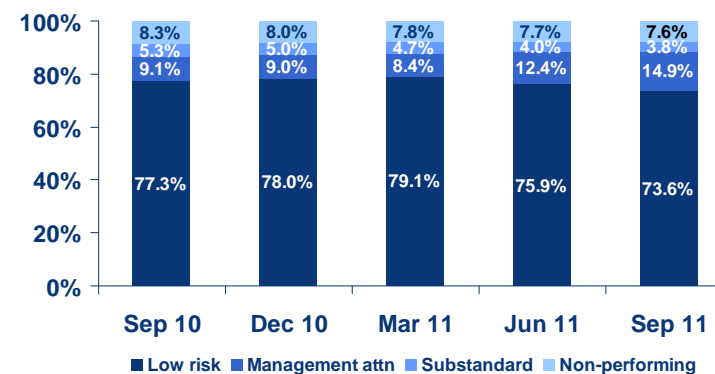
Segment Slovakia -  
Customer loans by currency



Segment Slovakia -  
NPL ratio vs NPL coverage

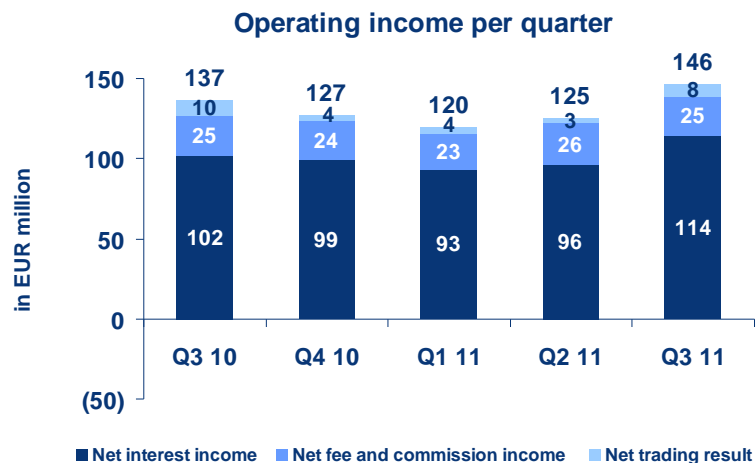
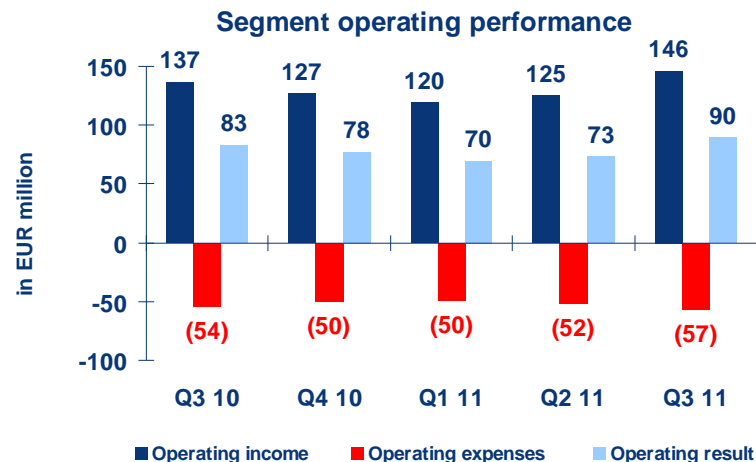


Migration analysis - Retail & SME/Slovakia



# Retail & SME: Hungary – Strategic repositioning of Erste Bank Hungary

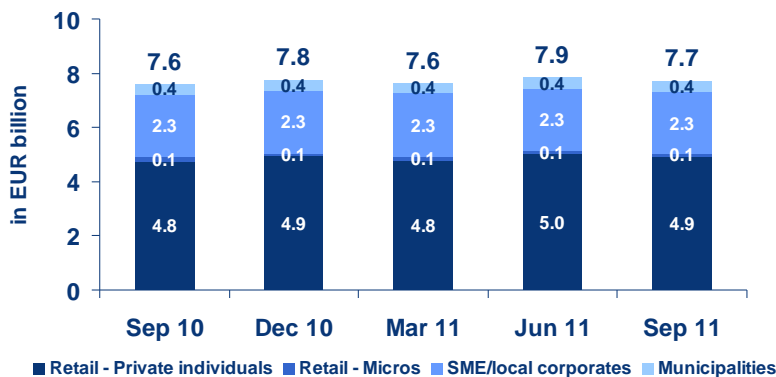
- **Operating result increased slightly by 2.2% yoy (0.7% FX-adjusted)<sup>1</sup> to EUR 233.0m**
  - NII rose by 5.3% yoy due to unwinding effects (leading to increase in risk provisions) and FX effects
  - Fee income was stable at EUR 73.8m
  - Net trading result declined by 27.0% (-28.1%) on lower FX transactions
  - Operating expenses increased by 3.5% (+2.0%) related in part due to establishments of new subsidiary (Bausparkasse)
- **NIM was 4.4% in 1-9 11**
- **Other result markedly negative at EUR -57.3m in 1-9 2011 on banking tax (EUR -40.8m) and increased costs of debt collection**
- **Risk costs increased sharply to EUR 701.3m on FX conversion law, increase in coverage ratio and weaker real estate & SME asset quality**
  - NPL coverage increased ytd from 50.0% to 85.6%
- **Net loss was EUR 531.7m due to FX conversion law, increased risk costs and payment of banking tax**
- **CIR relatively stable at 40.4% vs 40.1% in 1-9 10**



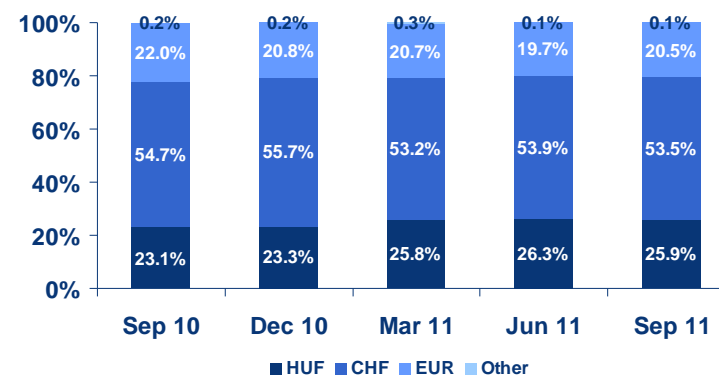
1) Figures in brackets refer to rate of change excluding impact of 1.5% currency appreciation

# Retail & SME: Hungary – Loan book analysis

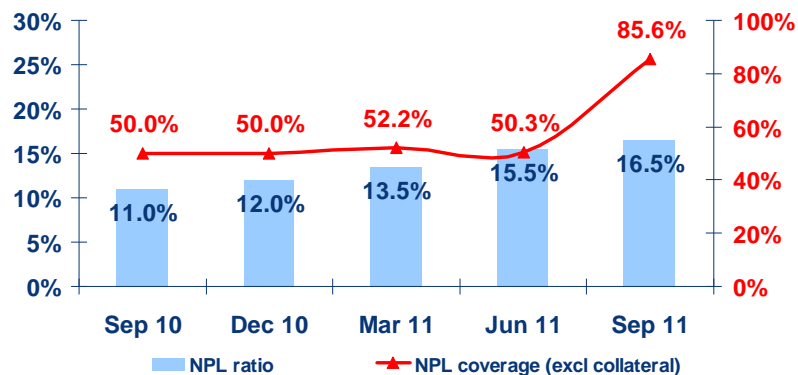
Segment Hungary -  
Customer loans by Basel II customer segment



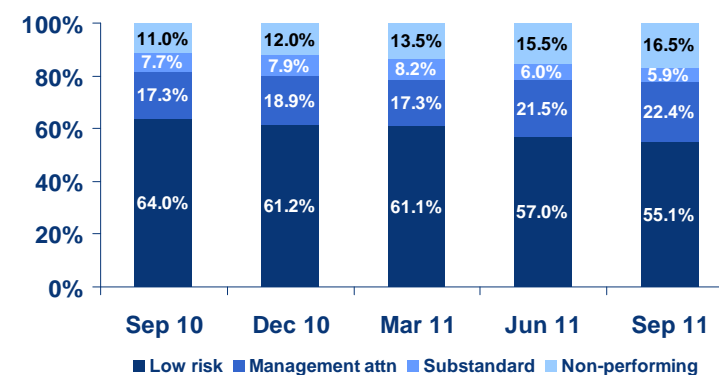
Segment Hungary - Customer loans by currency



Segment Hungary -  
NPL ratio vs NPL coverage



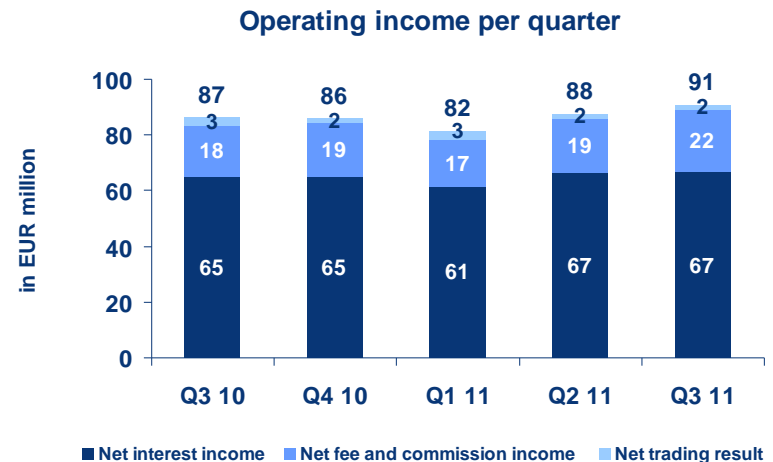
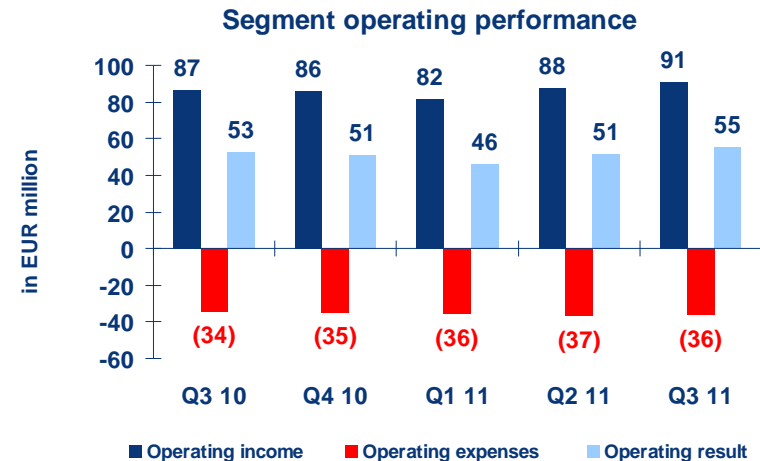
Migration analysis - Retail & SME/Hungary





# Retail & SME: Croatia – Solid operating result and lower risk costs

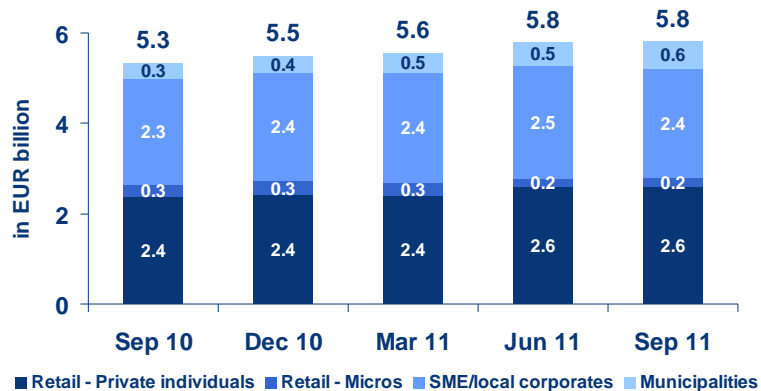
- **Operating result improved by 7.7% yoy (+10.0% FX-adjusted)<sup>1</sup> to EUR 152.4m**
  - NII improved by 6.5% (+8.8%) on better margins and increased volume in both retail as well as corporate businesses
  - Fees up 6.8% to EUR 58.5m (+9.1%) mainly on card products
  - Net trading result was down by 5.5% (-3.4%) yoy to EUR 7.4m
- **NIM improved to 4.1% ytd from 3.7% in 1-9 11**
- **Operating costs up 4.2% yoy (+6.4%) to EUR 108.3m**
- **Risk costs declined by 8.3% yoy (-6.3%) to EUR 72.3m**
  - Slowing down of NPL new formation as expected in 1-9 2011
  - Decrease in risk costs on less delinquencies and improved collection
- **Other result was EUR -6.9m vs EUR -2.9m in 1-9 10**
  - Increase in contribution to deposit insurance and higher provisions for legal cases drove the deterioration
- **Net profit up by 44.3% to EUR 37.6m**
- **ROE of 19.6% (1-9 2010: 16.3%)**
- **CIR improved to 41.5% from 42.3%**



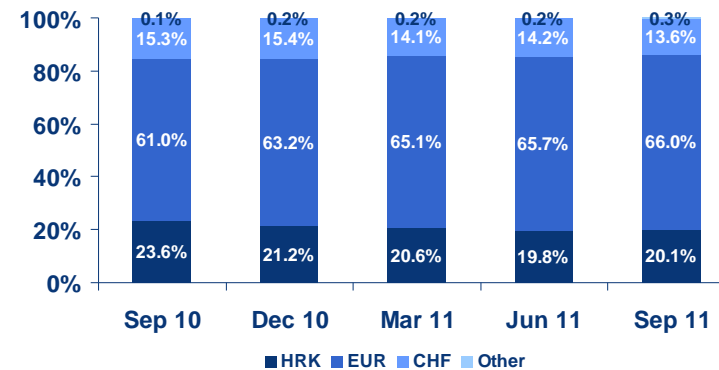
1) Figures in brackets refer to rate of change excluding impact of 2.2% currency depreciation

# Retail & SME: Croatia – Loan book analysis

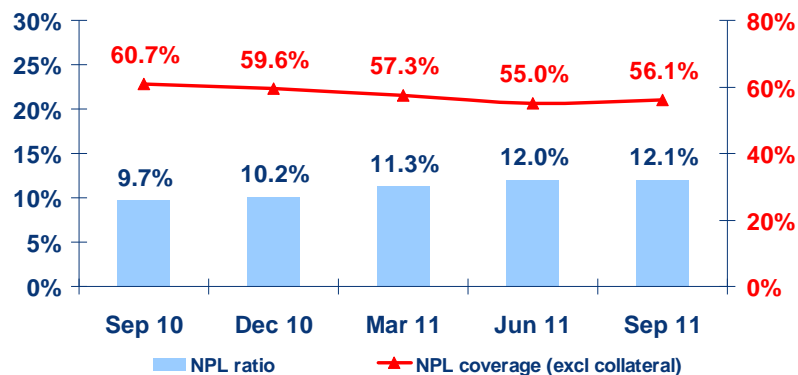
Segment Croatia -  
Customer loans by Basel II customer segment



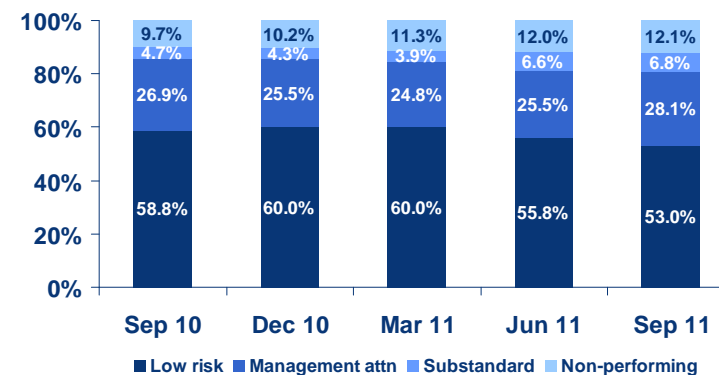
Segment Croatia - Customer loans by currency



Segment Croatia -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Croatia



## Operating performance continued to improve

– **Operating result improved by 64.1% yoy to EUR 11.2m from EUR 6.8m**

- NII increased by 35.6% (+35.6%) due to significantly increased loan volume as well as margin expansion
- Fee income improved by 8.4% yoy to EUR 9.0m, mainly on improved insurance business and increased payment transactions

– **NIM up to 7.9% ytd compared to 6.7% in 1-9 2010**

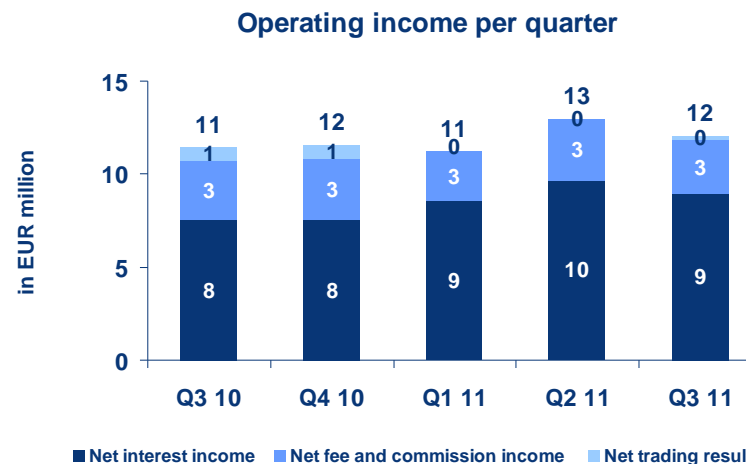
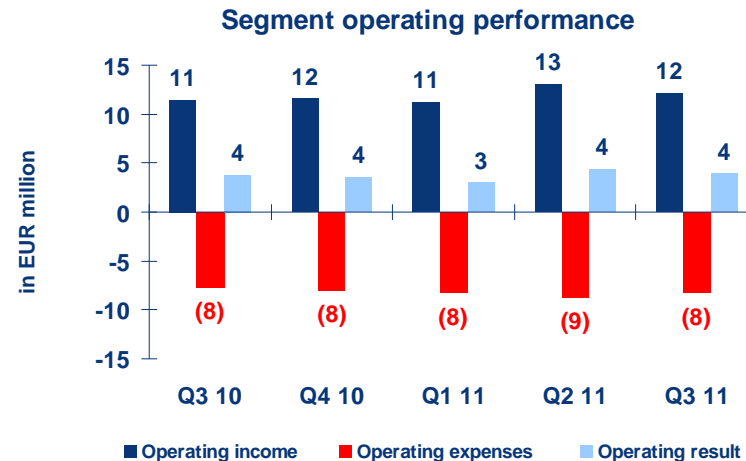
– **Costs increased by 9.1% yoy to EUR 25.1m**

- High inflation and severance payments (in Q1 11) drove increase

– **Risk costs were down by 5.3% yoy (-5.3%) to EUR 6.3m**

– **Net profit contribution was EUR 3.0m in 1-9 2011**

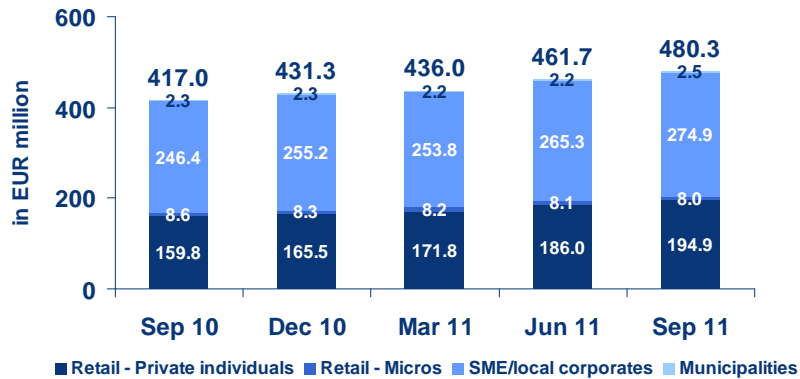
– **CIR stood at 69.1% (1-9 2011: 77.1%)**



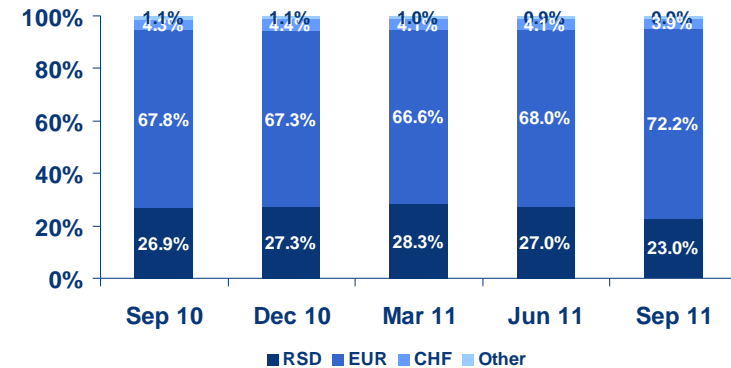
1) Figures in brackets refer to unchanged foreign exchange rate

# Retail & SME: Serbia – Loan book analysis

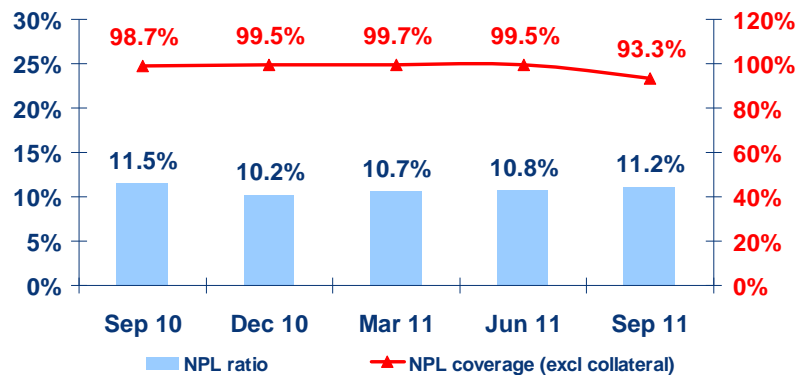
Segment Serbia -  
Customer loans by Basel II customer segment



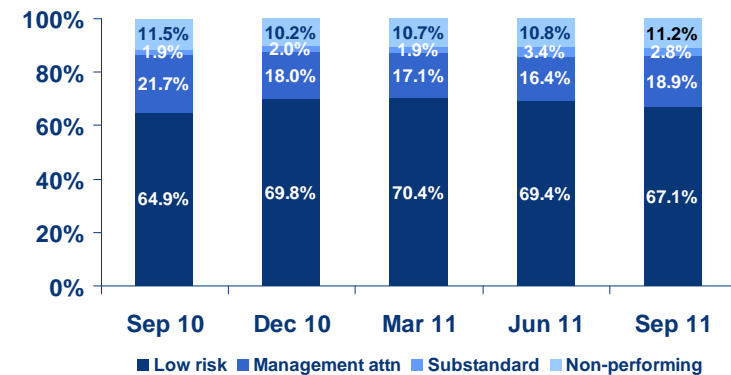
Segment Serbia - Customer loans by currency



Segment Serbia/retail -  
NPL ratio vs NPL coverage

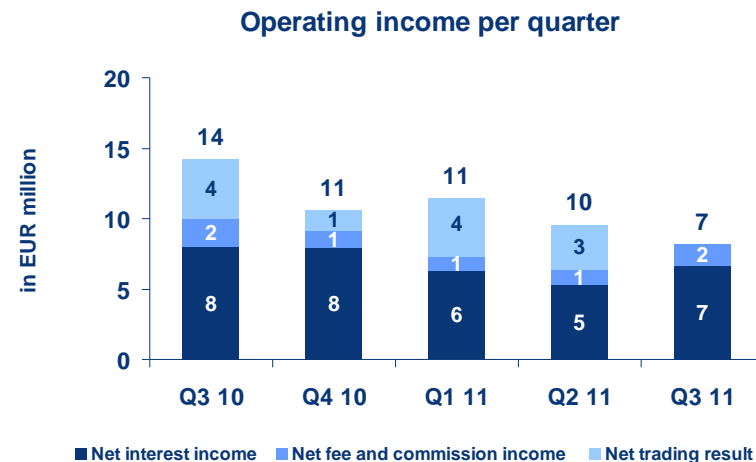
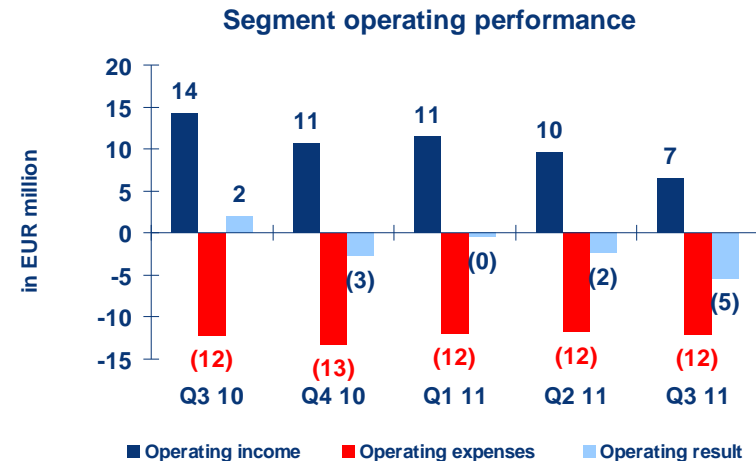


Migration analysis - Retail & SME/Serbia



# Retail & SME: Ukraine – Rightsizing still ongoing

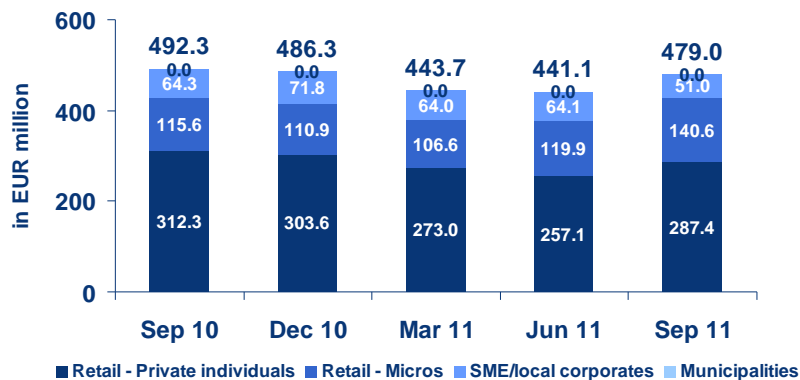
- **Operating result declined to EUR -8.3m from EUR 4.3m**
  - NII decreased by 26.9% yoy (-21.7% FX adjusted<sup>1</sup>) on reduced loan portfolio
  - Net fee income improved by EUR 0.8m to EUR 3.7m on the back of increased payment transfers and growing insurance brokerage business
  - Net trading result down from EUR 10.2m to EUR 5.7m due to lower income from securities trading (T-bills)
  - Operating expenses rose by 6.2% yoy (+13.8%) on high inflation and increased IT costs
- **Risk costs declined by 69.8% (-67.6%) yoy on sufficient NPL coverage and no deterioration in existing portfolio**
  - Risk cost declined to 211bps ytd against 588bps in 1-9 10
- **Other result improved to EUR 3.2m compared to EUR -0.1m**
  - Positive result from sale of financial assets available for sale
- **Net loss was EUR 12.2m in 1-9 2011 after EUR -20.1m in 1-9 2010 mainly driven by lower risk costs and improved other result**



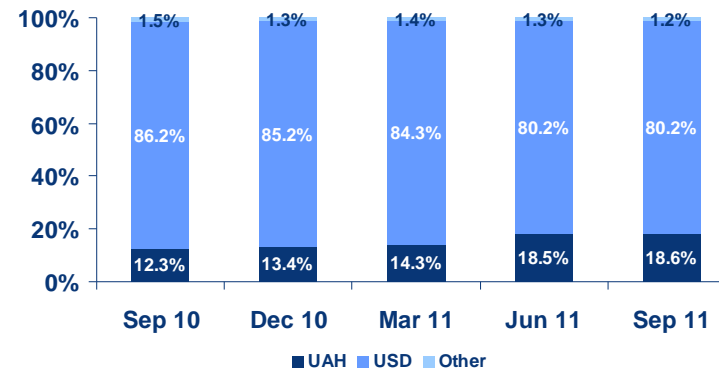
1) Figures in brackets refer to rate of change excluding impact of 7.2% currency depreciation

# Retail & SME: Ukraine – Loan book analysis

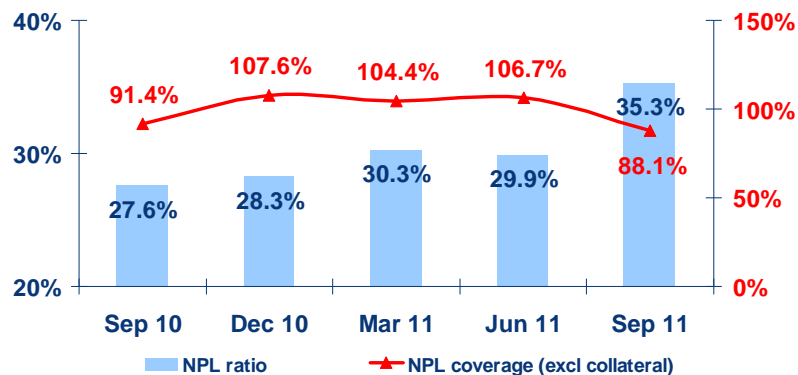
Segment Ukraine -  
Customer loans by Basel II customer segment



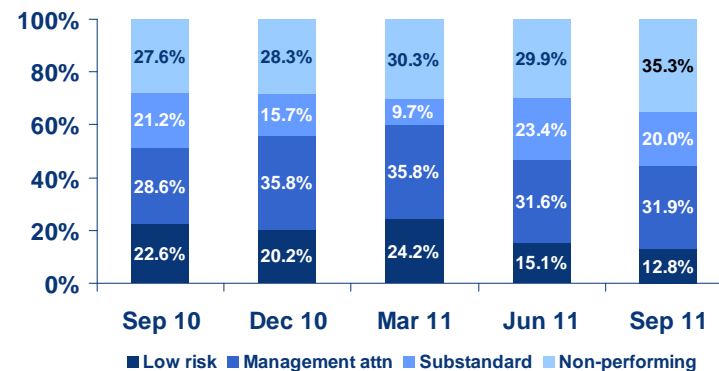
Segment Ukraine - Customer loans by currency



Segment Ukraine/retail -  
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Ukraine



# Financial statements – Frequently asked questions

## – Investment properties

- Amount to about EUR 1.2 billion as at 30 Sept 2011
- Vast majority of properties are commercial buildings (office and retail space)
- ~40% related to Czech Republic
- ~30% related to regionally diversified Immorent portfolio
- ~20% related to savings banks in Austria
- Rest: Minor positions across home markets

## – Property for own use

- EUR 1,879m at Sep 11 (EUR 1,909m at Dec 11)
- Relates to branch and head offices
  - Relevant countries are : CZ, RO, AT, SK

## – Equity-related securities (listed/unlisted)

- Volume at 30 Sept 2011: EUR 3.0bn
- AfS: 72%, FV: 18%, Trading: 10%

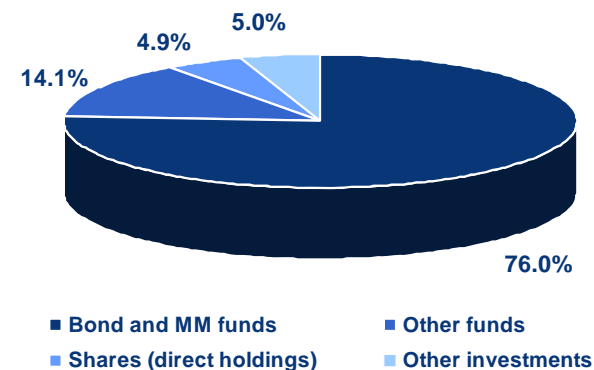
## – AfS reserve impact on regulatory capital

- IFRS AfS reserve has no material impact on regulatory capital, as local accounting standards for securities are differing from IFRS
- IFRS reserve for the group improved from EUR -278m at the start of the year to EUR -167m at 30 Sept 2011

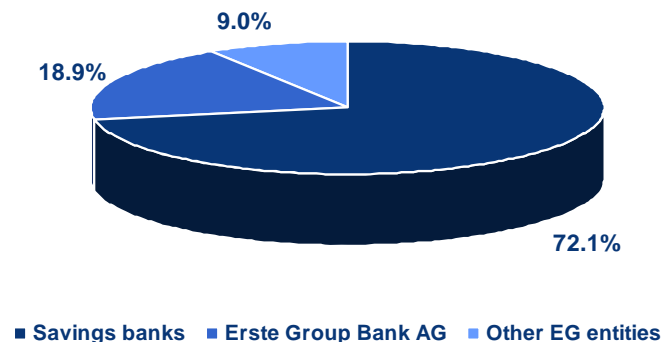
## – Fair value accounting for own debt

- This option is not used by Erste Group

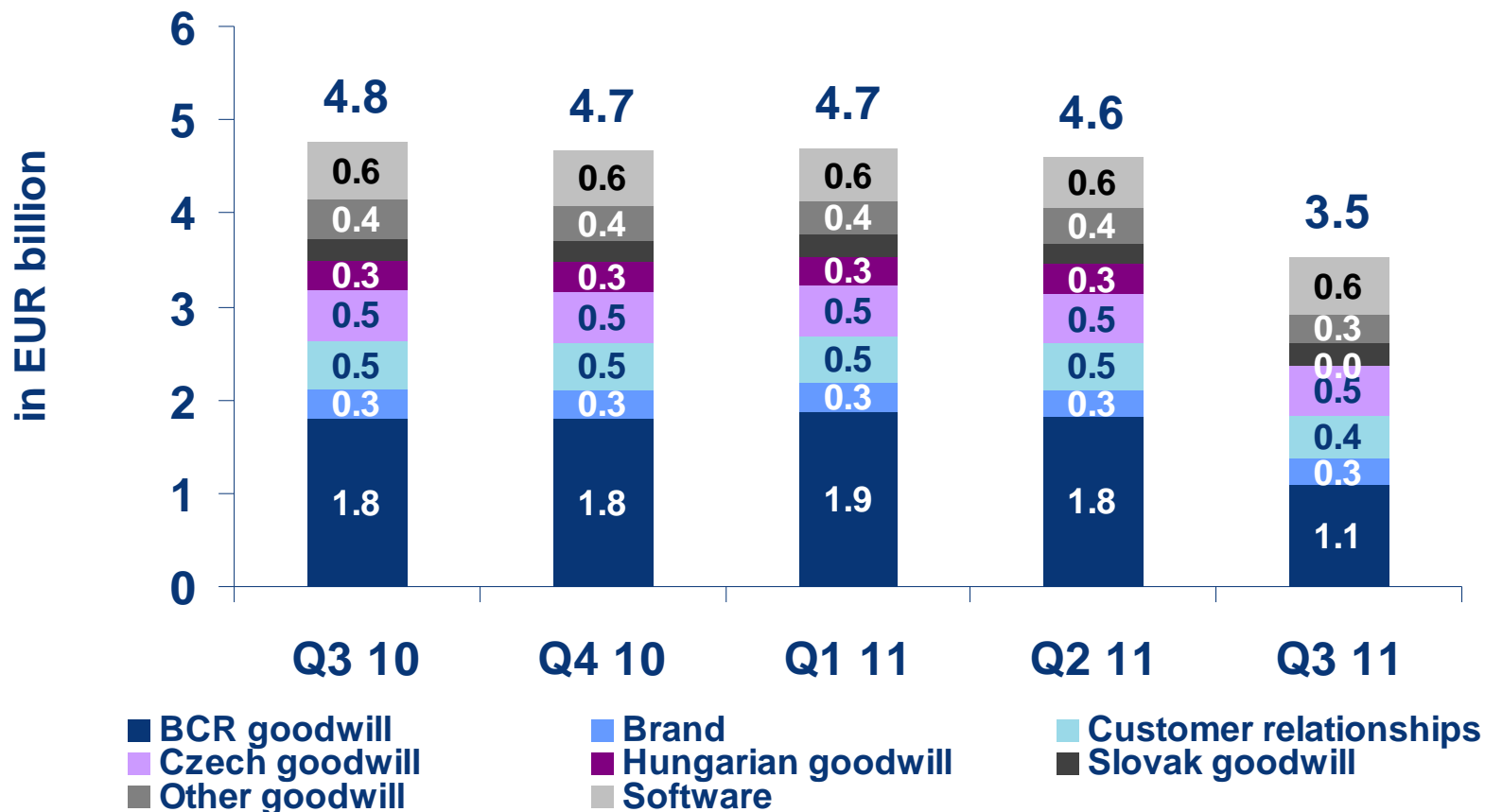
Equity-related securities split by product  
(30 Sept 2011: EUR 3.0 bn)



Equity-related securities split: by holding entity  
(30 Sept 2011: EUR 3.0 bn)



### Intangibles composition





# Asset quality analysis –

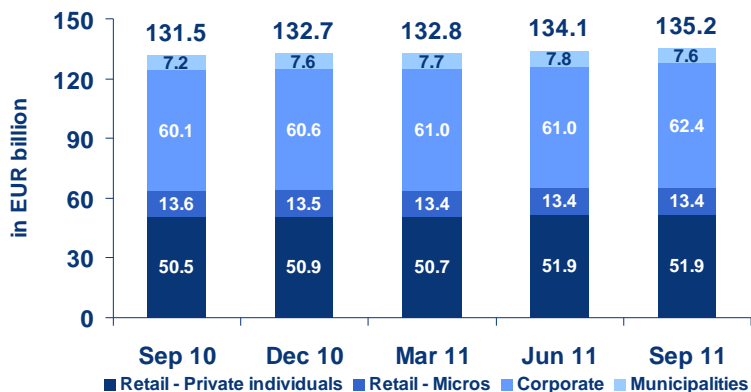
## Key definitions

- **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.

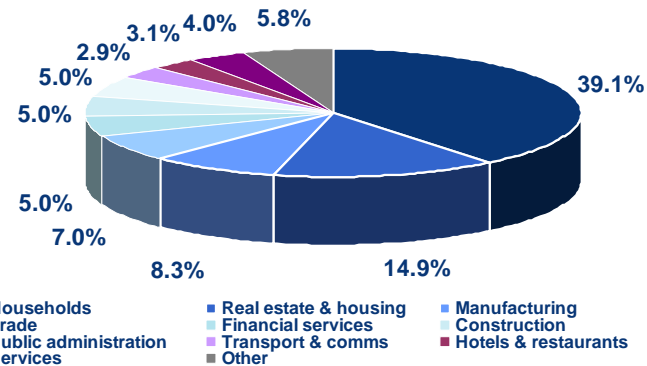
Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

# Erste Group's asset quality – Loan book overview

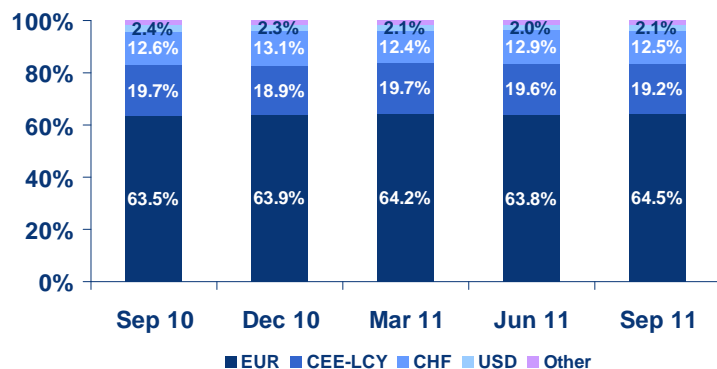
Customer loans by Basel II customer segments



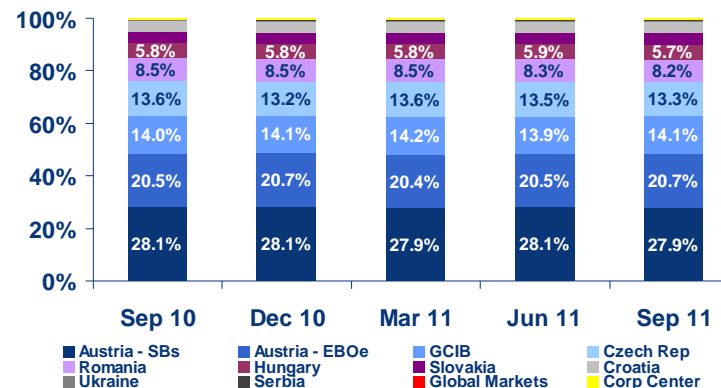
Customer loans by industries



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 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10
<b>Retail &amp; SME</b>	<b>81,675</b>	<b>81,200</b>	<b>19,829</b>	<b>18,109</b>	<b>3,844</b>	<b>5,030</b>	<b>9,890</b>	<b>8,985</b>	<b>115,237</b>	<b>113,324</b>	<b>6,404</b>	<b>5,446</b>	<b>64.8%</b>	<b>60.6%</b>	<b>8.6%</b>	<b>7.9%</b>
<b>Austria</b>	<b>51,802</b>	<b>50,133</b>	<b>8,991</b>	<b>9,444</b>	<b>1,269</b>	<b>1,337</b>	<b>3,650</b>	<b>3,792</b>	<b>65,712</b>	<b>64,706</b>	<b>2,264</b>	<b>2,251</b>	<b>62.0%</b>	<b>59.4%</b>	<b>5.6%</b>	<b>5.9%</b>
Erste Bank Oesterreich	24,072	23,147	2,656	2,860	277	295	998	1,136	28,003	27,438	695	696	69.6%	61.3%	3.6%	4.1%
Savings Banks	27,730	26,986	6,336	6,584	992	1,042	2,651	2,656	37,709	37,268	1,568	1,554	59.2%	58.5%	7.0%	7.1%
<b>Central and Eastern Europe</b>	<b>29,873</b>	<b>31,067</b>	<b>10,838</b>	<b>8,665</b>	<b>2,575</b>	<b>3,693</b>	<b>6,240</b>	<b>5,193</b>	<b>49,525</b>	<b>48,618</b>	<b>4,140</b>	<b>3,195</b>	<b>66.3%</b>	<b>61.5%</b>	<b>12.6%</b>	<b>10.7%</b>
Czech Republic	12,992	12,978	3,233	2,816	577	652	1,145	1,040	17,946	17,486	817	728	71.3%	70.0%	6.4%	6.0%
Romania	4,712	5,186	3,090	2,216	811	1,826	2,432	2,020	11,044	11,248	1,244	1,099	51.1%	54.4%	22.0%	18.0%
Slovakia	4,436	4,460	900	513	230	284	457	460	6,023	5,716	391	376	85.4%	81.9%	7.6%	8.0%
Hungary	4,266	4,749	1,736	1,468	455	611	1,279	935	7,736	7,763	1,095	467	85.6%	50.0%	16.5%	12.0%
Croatia	3,084	3,294	1,634	1,401	393	235	704	557	5,816	5,487	395	332	56.1%	59.6%	12.1%	10.2%
Serbia	322	301	91	78	14	9	54	44	480	431	50	44	93.3%	99.5%	11.2%	10.2%
Ukraine	61	98	153	174	96	76	169	138	479	486	149	148	88.1%	107.6%	35.3%	28.3%
<b>GCIB</b>	<b>13,124</b>	<b>12,249</b>	<b>4,413</b>	<b>4,416</b>	<b>568</b>	<b>1,047</b>	<b>1,222</b>	<b>1,032</b>	<b>19,328</b>	<b>18,745</b>	<b>698</b>	<b>556</b>	<b>57.1%</b>	<b>53.8%</b>	<b>6.3%</b>	<b>5.5%</b>
<b>Group Markets</b>	<b>298</b>	<b>258</b>	<b>5</b>	<b>72</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>303</b>	<b>331</b>	<b>1</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>208</b>	<b>154</b>	<b>119</b>	<b>129</b>	<b>15</b>	<b>15</b>	<b>1</b>	<b>32</b>	<b>343</b>	<b>330</b>	<b>2</b>	<b>33</b>	<b>&gt;100.0%</b>	<b>&gt;100.0%</b>	<b>0.2%</b>	<b>9.7%</b>
<b>Total group</b>	<b>95,304</b>	<b>93,861</b>	<b>24,366</b>	<b>22,727</b>	<b>4,427</b>	<b>6,093</b>	<b>11,113</b>	<b>10,049</b>	<b>135,211</b>	<b>132,729</b>	<b>7,105</b>	<b>6,034</b>	<b>63.9%</b>	<b>60.0%</b>	<b>8.2%</b>	<b>7.6%</b>

\* 2010 data not restated

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

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11		Dec 10	
	Share of total										Share of total	
<b>Core market</b>	<b>88,299</b>	<b>86,949</b>	<b>22,698</b>	<b>20,782</b>	<b>4,191</b>	<b>5,817</b>	<b>10,330</b>	<b>9,398</b>	<b>125,518</b>	<b>92.8%</b>	<b>122,946</b>	<b>92.6%</b>
<i>Austria</i>	52,806	51,016	8,298	8,619	1,137	1,127	3,122	3,386	65,362	48.3%	64,147	48.3%
<i>Croatia</i>	3,986	4,134	2,198	1,938	401	246	909	744	7,494	5.5%	7,061	5.3%
<i>Romania</i>	5,340	5,735	3,864	2,875	959	2,167	2,669	2,205	12,833	9.5%	12,983	9.8%
<i>Serbia</i>	409	372	279	277	15	10	69	60	771	0.6%	719	0.5%
<i>Slovakia</i>	5,141	4,988	1,114	781	256	320	495	497	7,006	5.2%	6,586	5.0%
<i>Slovenia</i>	1,022	1,072	209	276	155	123	238	199	1,624	1.2%	1,670	1.3%
<i>Czech Republic</i>	14,699	14,164	4,321	3,806	618	1,020	1,223	1,113	20,862	15.4%	20,102	15.1%
<i>Hungary</i>	4,829	5,332	2,053	1,831	525	687	1,372	993	8,779	6.5%	8,843	6.7%
<i>Ukraine</i>	66	136	363	379	125	116	233	202	787	0.6%	834	0.6%
<b>Other EU</b>	<b>4,562</b>	<b>4,209</b>	<b>1,156</b>	<b>1,358</b>	<b>115</b>	<b>169</b>	<b>502</b>	<b>397</b>	<b>6,335</b>	<b>4.7%</b>	<b>6,133</b>	<b>4.6%</b>
<b>Other industrialised countries</b>	<b>1,103</b>	<b>1,353</b>	<b>267</b>	<b>329</b>	<b>44</b>	<b>24</b>	<b>108</b>	<b>116</b>	<b>1,522</b>	<b>1.1%</b>	<b>1,822</b>	<b>1.4%</b>
<b>Emerging markets</b>	<b>1,340</b>	<b>1,350</b>	<b>245</b>	<b>258</b>	<b>77</b>	<b>83</b>	<b>173</b>	<b>137</b>	<b>1,835</b>	<b>1.4%</b>	<b>1,828</b>	<b>1.4%</b>
<i>Southeastern Europe / CIS</i>	908	868	179	168	37	20	139	121	1,262	0.9%	1,177	0.9%
<i>Asia</i>	239	280	12	15	37	56	22	4	310	0.2%	355	0.3%
<i>Latin America</i>	92	109	29	42	2	3	6	8	128	0.1%	162	0.1%
<i>Middle East / Africa</i>	102	93	26	32	1	5	7	4	136	0.1%	134	0.1%
<b>Total</b>	<b>95,304</b>	<b>93,861</b>	<b>24,366</b>	<b>22,727</b>	<b>4,427</b>	<b>6,093</b>	<b>11,113</b>	<b>10,049</b>	<b>135,211</b>	<b>100.0%</b>	<b>132,729</b>	<b>100.0%</b>
Share of total	70.5%	70.7%	18.0%	17.1%	3.3%	4.6%	8.2%	7.6%	100.0%		100.0%	
<b>Risk provisions</b>									<b>7,105</b>		<b>6,034</b>	

\* 2010 data not restated

# Asset quality analysis – Loan book by industry sectors

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11		Dec 10	
									Share of total		Share of total	
Agriculture and forestry	1,222	970	568	626	61	138	220	211	2,071	1.5%	<b>1,946</b>	1.5%
Mining	328	337	86	67	5	8	72	82	490	0.4%	<b>494</b>	0.4%
Manufacturing	6,177	5,115	2,907	3,258	473	1,012	1,600	1,235	11,157	8.3%	<b>10,619</b>	8.0%
Energy and water supply	1,758	1,824	465	337	70	59	133	110	2,426	1.8%	<b>2,330</b>	1.8%
Construction	3,936	3,253	1,401	1,455	383	722	1,029	822	6,749	5.0%	<b>6,252</b>	4.7%
Construction - building project development	1,721	1,310	464	356	173	408	323	222	2,681	2.0%	<b>2,296</b>	1.7%
Trade	5,742	5,242	2,198	2,460	324	437	1,257	1,160	9,521	7.0%	<b>9,299</b>	7.0%
Transport and communication	2,403	2,241	868	968	147	262	441	427	3,859	2.9%	<b>3,900</b>	2.9%
Hotels and restaurants	1,979	1,886	1,236	1,415	255	305	727	645	4,197	3.1%	<b>4,250</b>	3.2%
Financial and insurance services	5,588	5,818	790	995	96	104	338	298	6,811	5.0%	<b>7,214</b>	5.4%
Fin. and ins. services: holding companies	3,093	3,170	417	499	14	8	129	113	3,652	2.7%	<b>3,791</b>	2.9%
Real estate and housing	14,572	14,464	3,840	3,744	565	898	1,146	929	20,123	14.9%	<b>20,035</b>	15.1%
Services	3,695	3,229	954	1,145	198	199	576	589	5,423	4.0%	<b>5,162</b>	3.9%
Public administration	6,168	6,429	550	398	37	39	21	6	6,775	5.0%	<b>6,872</b>	5.2%
Education, health and art	1,879	1,781	419	408	74	60	124	138	2,495	1.8%	<b>2,387</b>	1.8%
Private households	39,689	41,186	8,022	5,390	1,723	1,805	3,365	3,375	52,800	39.1%	<b>51,755</b>	39.0%
Other	169	88	63	59	18	46	63	22	313	0.2%	<b>215</b>	0.2%
<b>Total</b>	<b>95,304</b>	<b>93,861</b>	<b>24,366</b>	<b>22,727</b>	<b>4,427</b>	<b>6,093</b>	<b>11,113</b>	<b>10,049</b>	<b>135,211</b>	<b>100.0%</b>	<b>132,729</b>	<b>100.0%</b>
Share of total	70.5%	70.7%	18.0%	17.1%	3.3%	4.6%	8.2%	7.6%	100.0%		100.0%	
<b>Risk provisions</b>									<b>7,105</b>		<b>6,034</b>	

\* 2010 data not restated

# Asset quality analysis –

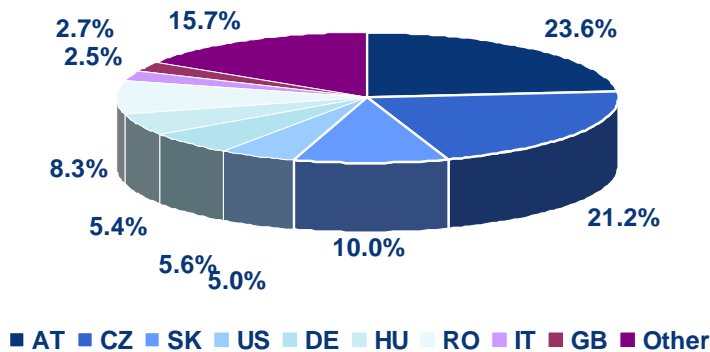
## Total exposure by region (country of origination) \*

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total exposure			
	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11	Dec 10	Sep 11		Dec 10	
									Share of total		Share of total	
<b>Core market</b>	<b>145,308</b>	<b>140,857</b>	<b>26,229</b>	<b>24,186</b>	<b>5,157</b>	<b>6,891</b>	<b>10,601</b>	<b>9,718</b>	<b>187,294</b>	<b>81.7%</b>	<b>181,652</b>	<b>81.3%</b>
<i>Austria</i>	76,187	74,954	9,493	9,728	1,838	1,804	3,273	3,565	90,791	39.6%	90,052	40.3%
<i>Croatia</i>	6,026	6,168	2,417	2,171	418	255	926	760	9,786	4.3%	9,354	4.2%
<i>Romania</i>	10,663	9,750	4,616	3,672	1,115	2,426	2,703	2,270	19,096	8.3%	18,117	8.1%
<i>Serbia</i>	483	434	453	360	17	10	72	61	1,026	0.4%	865	0.4%
<i>Slovakia</i>	10,261	10,001	1,193	868	293	362	505	505	12,252	5.3%	11,736	5.3%
<i>Slovenia</i>	1,636	1,599	259	328	156	125	245	207	2,295	1.0%	2,258	1.0%
<i>Czech Republic</i>	30,944	28,974	5,215	4,657	658	1,070	1,263	1,147	38,081	16.6%	35,848	16.0%
<i>Ukraine</i>	375	354	464	453	126	128	239	204	1,204	0.5%	1,139	0.5%
<i>Hungary</i>	8,733	8,623	2,117	1,950	537	711	1,377	999	12,763	5.6%	12,283	5.5%
<b>Other EU</b>	<b>28,461</b>	<b>27,361</b>	<b>1,548</b>	<b>1,804</b>	<b>219</b>	<b>317</b>	<b>563</b>	<b>424</b>	<b>30,792</b>	<b>13.4%</b>	<b>29,906</b>	<b>13.4%</b>
<b>Other industrialised countries</b>	<b>6,938</b>	<b>5,384</b>	<b>284</b>	<b>352</b>	<b>58</b>	<b>43</b>	<b>192</b>	<b>201</b>	<b>7,472</b>	<b>3.3%</b>	<b>5,981</b>	<b>2.7%</b>
<b>Emerging markets</b>	<b>3,004</b>	<b>5,326</b>	<b>376</b>	<b>429</b>	<b>84</b>	<b>92</b>	<b>189</b>	<b>142</b>	<b>3,652</b>	<b>1.6%</b>	<b>5,989</b>	<b>2.7%</b>
<i>Southeastern Europe / CIS</i>	1,207	1,314	252	273	44	28	143	123	1,645	0.7%	1,738	0.8%
<i>Asia</i>	778	1,900	13	22	38	56	31	4	860	0.4%	1,983	0.9%
<i>Latin America</i>	156	725	32	43	2	3	9	11	198	0.1%	782	0.3%
<i>Middle East / Africa</i>	863	1,386	78	91	1	5	7	4	948	0.4%	1,486	0.7%
<b>Total</b>	<b>183,711</b>	<b>178,928</b>	<b>28,436</b>	<b>26,772</b>	<b>5,518</b>	<b>7,343</b>	<b>11,544</b>	<b>10,486</b>	<b>229,210</b>	<b>100.0%</b>	<b>223,529</b>	<b>100.0%</b>
Share of total	80.1%	80.0%	12.4%	12.0%	2.4%	3.3%	5.0%	4.7%	100.0%		100.0%	

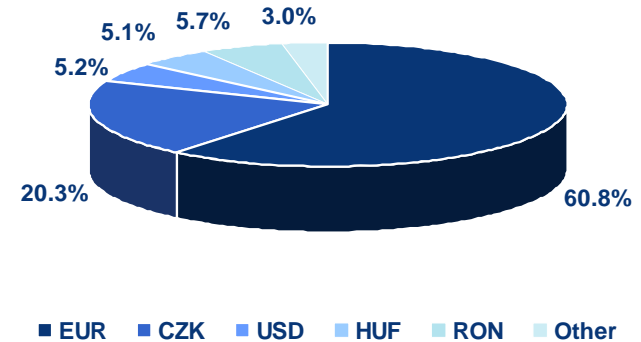
\* 2010 data not restated

# Asset quality analysis – Financial assets

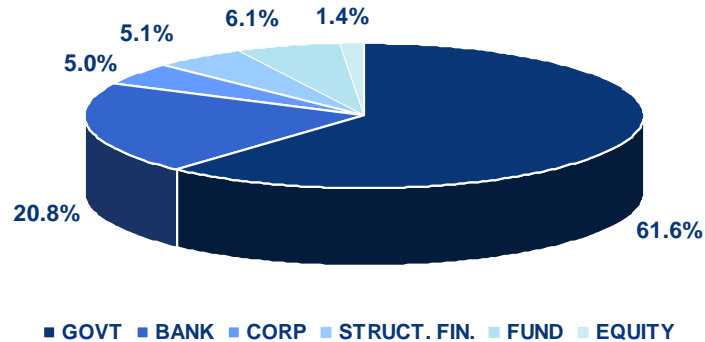
**Financial assets by country of origination**  
(30 September 2011: EUR 37.8 bn)



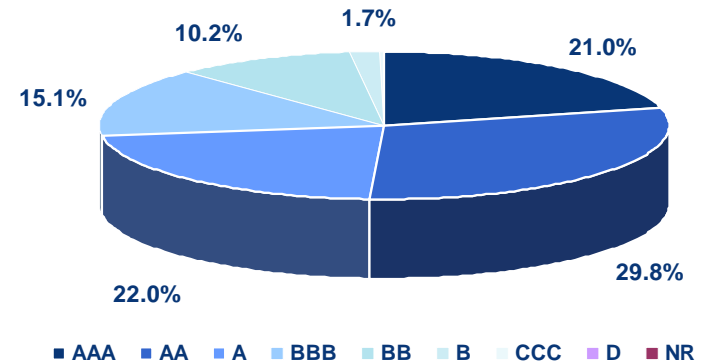
**Financial assets by currency**  
(30 September 2011: EUR 37.8 bn)



**Financial assets by issuer/product**  
(30 September 2011: EUR 37.8 bn)

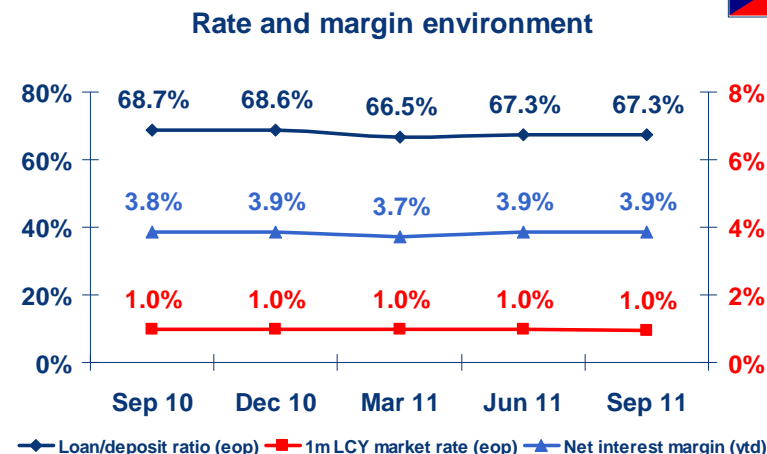


**Financial assets by rating**  
(30 September 2011: EUR 37.8 bn)



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

Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>41.9%</b>	<b>41.4%</b>	
<b>Return on equity</b>	<b>17.3%</b>	<b>16.9%</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	97.99%		
<b>Solvency ratio</b>	<b>14.4%</b>	<b>13.9%</b>	
Employees	10,296	10,711	(3.9%)
Branches	653	667	(2.1%)
Customers (in m)	5.2	5.3	(0.9%)
<b>Market share - retail loans</b>	<b>24.7%</b>	<b>25.7%</b>	
<b>Market share - retail deposits</b>	<b>28.6%</b>	<b>29.0%</b>	
Market share - corporate loans	18.9%	19.1%	
Market share - corporate deposits	11.3%	12.8%	
Market share - total assets	21.8%	21.3%	



in EUR million	1-9 11	1-9 10	Change
Net interest income	958.4	927.4	3.3%
Risk provisions for loans and advances	(201.7)	(320.4)	(37.0%)
Net fee and commission income	376.1	368.7	2.0%
Net trading result	27.6	100.5	(72.5%)
General administrative expenses	(570.2)	(578.6)	(1.5%)
Other operating result	(86.7)	(69.1)	(25.5%)
Result from financial assets - FV	(7.0)	(5.1)	(37.3%)
Result from financial assets - AFS	(10.2)	3.5	na
Result from financial assets - HTM	1.2	4.7	(74.5%)
<b>Pre-tax profit from continuing operations</b>	<b>487.5</b>	<b>431.6</b>	<b>13.0%</b>
Taxes on income	(96.4)	(87.7)	9.9%
Post-tax profit from continuing operations	391.1	343.9	13.7%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>391.1</b>	<b>343.9</b>	<b>13.7%</b>
Attributable to non-controlling interests	(1.5)	3.8	na
<b>Attributable to owners of the parent</b>	<b>392.6</b>	<b>340.1</b>	<b>15.4%</b>
EUR FX rate (ave)	24.4	24.4	

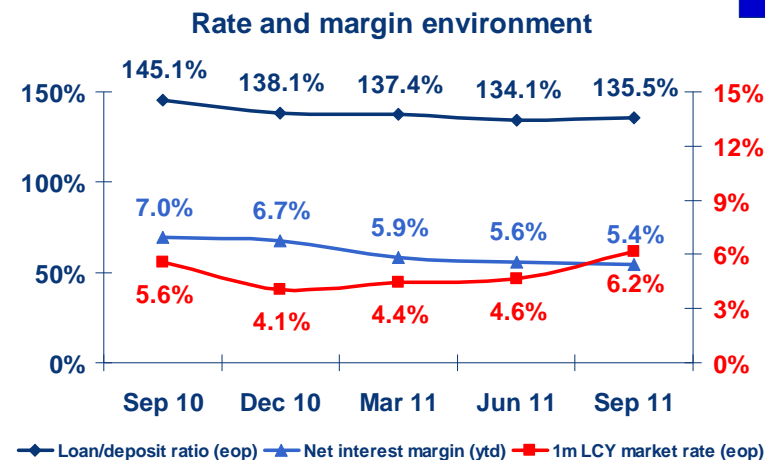
in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	5,730	7,067	(18.9%)
<b>Loans and advances to customers</b>	<b>19,050</b>	<b>18,582</b>	<b>2.5%</b>
Risk provisions for loans and advances	(863)	(777)	11.1%
Financial assets - at fair value through profit or loss	535	387	38.2%
Financial assets - available for sale	1,158	818	41.5%
Financial assets - held to maturity	7,024	5,210	34.8%
Other assets	5,018	4,327	16.0%
<b>Total assets</b>	<b>37,652</b>	<b>35,616</b>	<b>5.7%</b>
<b>Interest-bearing assets</b>	<b>32,634</b>	<b>31,288</b>	<b>4.3%</b>
Deposits by banks	2,513	2,109	19.2%
<b>Customer deposits</b>	<b>28,318</b>	<b>27,078</b>	<b>4.6%</b>
Debt securities in issue	2,022	1,909	5.9%
Other liabilities	1,715	1,653	3.7%
<b>Total equity</b>	<b>3,083</b>	<b>2,866</b>	<b>7.6%</b>
Attributable to non-controlling interests	4	7	(35.6%)
<b>Attributable to owners of the parent</b>	<b>3,079</b>	<b>2,859</b>	<b>7.7%</b>
EUR FX rate (eop)	24.8	24.8	

\*) To eliminate currency effects, 1-9 11 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2011



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

Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>40.1%</b>	<b>35.0%</b>	
<b>Return on equity</b>	<b>1.4%</b>	<b>9.5%</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	69.17%		
<b>Solvency ratio</b>	<b>11.8%</b>	<b>13.0%</b>	
Employees	9,342	9,112	2.5%
Branches	667	668	(0.1%)
Customers (in m)	3.7	3.8	(4.7%)
<b>Market share - retail loans</b>	<b>18.0%</b>	<b>18.6%</b>	
<b>Market share - retail deposits</b>	<b>23.1%</b>	<b>23.0%</b>	
Market share - corporate loans	24.1%	25.1%	
Market share - corporate deposits	16.8%	16.3%	
Market share - total assets	20.0%	19.8%	



in EUR million	1-9 11	1-9 10	Change
Net interest income	566.7	686.3	(17.4%)
Risk provisions for loans and advances	(381.8)	(377.7)	1.1%
Net fee and commission income	105.8	102.5	3.2%
Net trading result	76.7	55.6	37.9%
General administrative expenses	(300.2)	(295.9)	1.5%
Other operating result	(40.4)	(37.7)	(7.2%)
Result from financial assets - FV	(0.7)	0.2	na
Result from financial assets - Afs	0.0	8.5	na
Result from financial assets - HTM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>26.1</b>	<b>141.8</b>	<b>(81.6%)</b>
Taxes on income	(9.1)	(23.3)	(60.9%)
Post-tax profit from continuing operations	17.0	118.5	(85.7%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>17.0</b>	<b>118.5</b>	<b>(85.7%)</b>
Attributable to non-controlling interests	0.3	0.0	na
<b>Attributable to owners of the parent</b>	<b>16.7</b>	<b>118.5</b>	<b>(85.9%)</b>
EUR FX rate (ave)	4.2	4.2	

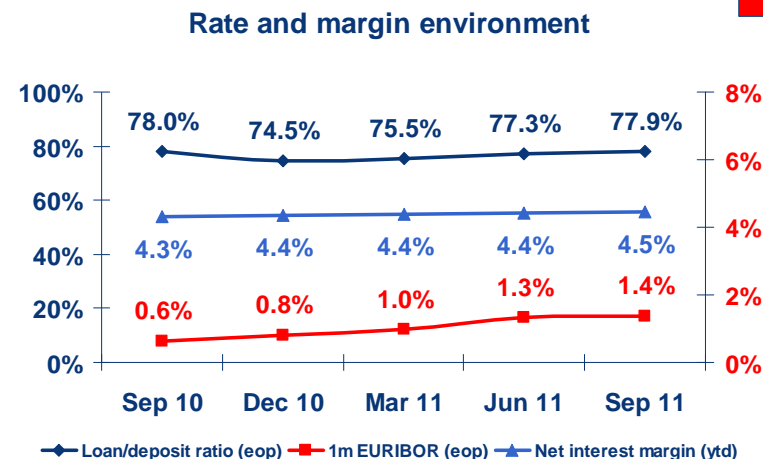
in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	96	407	(76.3%)
<b>Loans and advances to customers</b>	<b>12,141</b>	<b>11,988</b>	<b>1.3%</b>
Risk provisions for loans and advances	(1,286)	(1,112)	15.6%
Financial assets - at fair value through profit or loss	9	10	(3.3%)
Financial assets - available for sale	1,176	901	30.5%
Financial assets - held to maturity	1,854	1,249	48.5%
Other assets	3,095	3,447	(10.2%)
<b>Total assets</b>	<b>17,087</b>	<b>16,889</b>	<b>1.2%</b>
<b>Interest-bearing assets</b>	<b>13,992</b>	<b>13,442</b>	<b>4.1%</b>
Deposits by banks	4,946	5,008	(1.2%)
<b>Customer deposits</b>	<b>8,962</b>	<b>8,681</b>	<b>3.2%</b>
Debt securities in issue	265	146	81.3%
Other liabilities	1,270	1,423	(10.7%)
<b>Total equity</b>	<b>1,644</b>	<b>1,630</b>	<b>0.8%</b>
Attributable to non-controlling interests	6	6	(5.8%)
<b>Attributable to owners of the parent</b>	<b>1,638</b>	<b>1,624</b>	<b>0.8%</b>
EUR FX rate (eop)	4.4	4.4	

\*) To eliminate currency effects, 1-9 11 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2011

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



Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>39.3%</b>	<b>42.6%</b>	
<b>Return on equity</b>	<b>20.4%</b>	<b>15.3%</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>14.5%</b>	<b>13.2%</b>	
Employees	4,161	4,004	3.9%
Branches	289	291	(0.7%)
Customers (in m)	2.5	2.5	(2.2%)
<b>Market share - retail loans</b>	<b>25.8%</b>	<b>26.2%</b>	
<b>Market share - retail deposits</b>	<b>26.1%</b>	<b>27.1%</b>	
Market share - corporate loans	11.7%	11.4%	
Market share - corporate deposits	9.9%	9.2%	
Market share - total assets	19.8%	20.0%	



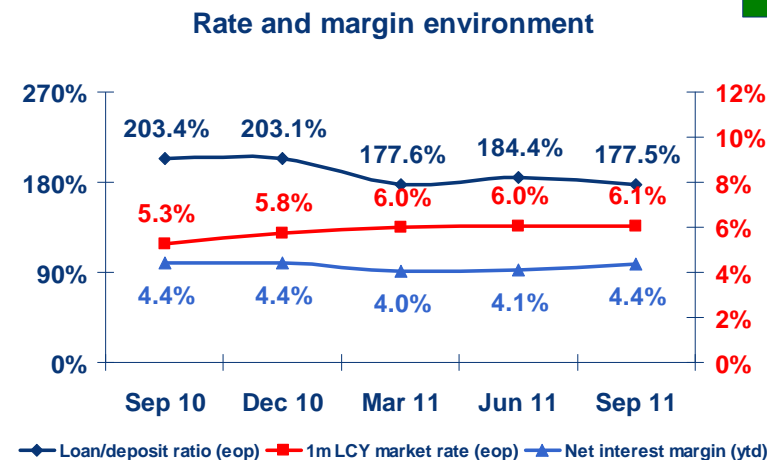
in EUR million	1-9 11	1-9 10	Change
Net interest income	351.3	331.7	5.9%
Risk provisions for loans and advances	(60.8)	(101.0)	(39.8%)
Net fee and commission income	90.2	82.4	9.5%
Net trading result	0.8	5.7	(86.4%)
General administrative expenses	(173.9)	(179.0)	(2.8%)
Other operating result	(15.2)	(21.9)	30.4%
Result from financial assets - FV	(4.6)	(0.4)	na
Result from financial assets - AfS	(2.0)	1.7	na
Result from financial assets - HtM	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>185.6</b>	<b>119.2</b>	<b>55.7%</b>
Taxes on income	(38.6)	(24.0)	60.5%
Post-tax profit from continuing operations	147.0	95.1	54.5%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>147.0</b>	<b>95.1</b>	<b>54.5%</b>
Attributable to non-controlling interests	(0.0)	0.2	na
<b>Attributable to owners of the parent</b>	<b>147.0</b>	<b>94.9</b>	<b>54.9%</b>

in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	654	1,253	(47.8%)
<b>Loans and advances to customers</b>	<b>6,578</b>	<b>6,075</b>	<b>8.3%</b>
Risk provisions for loans and advances	(413)	(394)	4.8%
Financial assets - at fair value through profit or loss	28	44	(35.1%)
Financial assets - available for sale	1,007	905	11.2%
Financial assets - held to maturity	2,546	2,285	11.4%
Other assets	910	860	5.9%
<b>Total assets</b>	<b>11,310</b>	<b>11,028</b>	<b>2.6%</b>
<b>Interest-bearing assets</b>	<b>10,400</b>	<b>10,168</b>	<b>2.3%</b>
Deposits by banks	1,028	1,165	(11.7%)
<b>Customer deposits</b>	<b>8,449</b>	<b>8,158</b>	<b>3.6%</b>
Debt securities in issue	370	395	(6.4%)
Other liabilities	458	380	20.5%
<b>Total equity</b>	<b>1,005</b>	<b>929</b>	<b>8.2%</b>
Attributable to non-controlling interests	3	3	(0.7%)
<b>Attributable to owners of the parent</b>	<b>1,003</b>	<b>927</b>	<b>8.2%</b>

\*) Market share data is as of Sep 2011

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

Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>39.6%</b>	<b>39.4%</b>	
<b>Return on equity</b>	<b>n.a.</b>	<b>2.0%</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	99.94%		
<b>Solvency ratio</b>	<b>12.7%</b>	<b>12.4%</b>	
Employees	2,972	2,900	2.5%
Branches	184	184	0.0%
Customers (in m)	1.0	0.9	6.3%
<b>Market share - retail loans</b>	<b>14.5%</b>	<b>14.1%</b>	
<b>Market share - retail deposits</b>	<b>8.3%</b>	<b>7.7%</b>	
Market share - corporate loans	8.9%	8.9%	
Market share - corporate deposits	7.2%	6.7%	
Market share - total assets	8.8%	8.8%	



in EUR million	1-9 11	1-9 10	Change
Net interest income	313.4	306.1	2.4%
Risk provisions for loans and advances	(339.9)	(184.6)	84.1%
Net fee and commission income	78.9	80.1	(1.5%)
Net trading result	34.8	40.9	(14.9%)
General administrative expenses	(169.2)	(168.2)	0.6%
Other operating result	(57.5)	(48.8)	(17.8%)
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>(139.5)</b>	<b>25.5</b>	<b>na</b>
Taxes on income	(11.7)	(16.3)	(28.2%)
Post-tax profit from continuing operations	(151.2)	9.2	na
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>(151.2)</b>	<b>9.2</b>	<b>na</b>
Attributable to non-controlling interests	(0.3)	(0.1)	>100.0%
<b>Attributable to owners of the parent</b>	<b>(150.9)</b>	<b>9.3</b>	<b>na</b>
EUR FX rate (ave)	271.3	271.3	

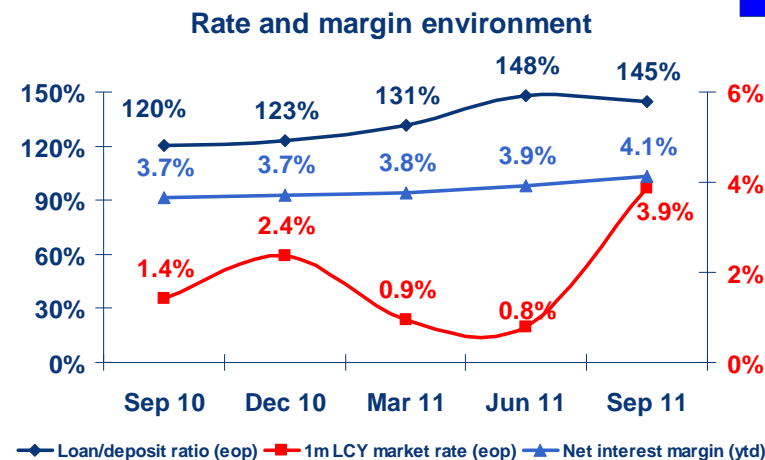
in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	368	404	(8.9%)
<b>Loans and advances to customers</b>	<b>8,055</b>	<b>7,706</b>	<b>4.5%</b>
Risk provisions for loans and advances	(744)	(455)	63.5%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	351	109	>100.0%
Financial assets - held to maturity	1,113	1,059	5.2%
Other assets	1,886	1,379	36.8%
<b>Total assets</b>	<b>11,030</b>	<b>10,201</b>	<b>8.1%</b>
<b>Interest-bearing assets</b>	<b>9,143</b>	<b>8,822</b>	<b>3.6%</b>
Deposits by banks	5,439	5,171	5.2%
<b>Customer deposits</b>	<b>4,538</b>	<b>3,794</b>	<b>19.6%</b>
Debt securities in issue	17	83	(79.6%)
Other liabilities	649	622	4.4%
<b>Total equity</b>	<b>387</b>	<b>531</b>	<b>(27.1%)</b>
Attributable to non-controlling interests	(0)	(0)	>100.0%
<b>Attributable to owners of the parent</b>	<b>387</b>	<b>531</b>	<b>(27.1%)</b>
EUR FX rate (eop)	292.6	292.6	

\*) To eliminate currency effects, 1-9 11 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2011

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



Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>40.1%</b>	<b>38.0%</b>	
<b>Return on equity</b>	<b>11.2%</b>	<b>11.2%</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	69.25%		
<b>Solvency ratio</b>	<b>13.4%</b>	<b>15.1%</b>	
Employees	2,692	2,317	16.2%
Branches	145	141	2.8%
Customers (in m)	1.0	0.9	12.9%
<b>Market share - retail loans</b>	<b>13.8%</b>	<b>13.5%</b>	
<b>Market share - retail deposits</b>	<b>12.8%</b>	<b>12.6%</b>	
Market share - corporate loans	14.9%	14.4%	
Market share - corporate deposits	11.7%	11.5%	
Market share - total assets	13.6%	13.1%	



in EUR million	1-9 11	1-9 10	Change
Net interest income	213.9	172.3	24.1%
Risk provisions for loans and advances	(69.5)	(56.5)	23.0%
Net fee and commission income	61.1	42.4	44.1%
Net trading result	13.8	12.9	7.0%
General administrative expenses	(115.7)	(86.6)	33.6%
Other operating result	(12.0)	(5.0)	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - Afs	(1.5)	2.4	na
Result from financial assets - Hm	0.3	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>90.4</b>	<b>81.9</b>	<b>10.4%</b>
Taxes on income	(17.9)	(16.0)	(11.9%)
Post-tax profit from continuing operations	72.5	65.9	10.0%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>72.5</b>	<b>65.9</b>	<b>10.0%</b>
Attributable to non-controlling interests	0.9	0.0	na
<b>Attributable to owners of the parent</b>	<b>71.6</b>	<b>65.9</b>	<b>8.6%</b>
EUR FX rate (ave)	7.4	7.4	

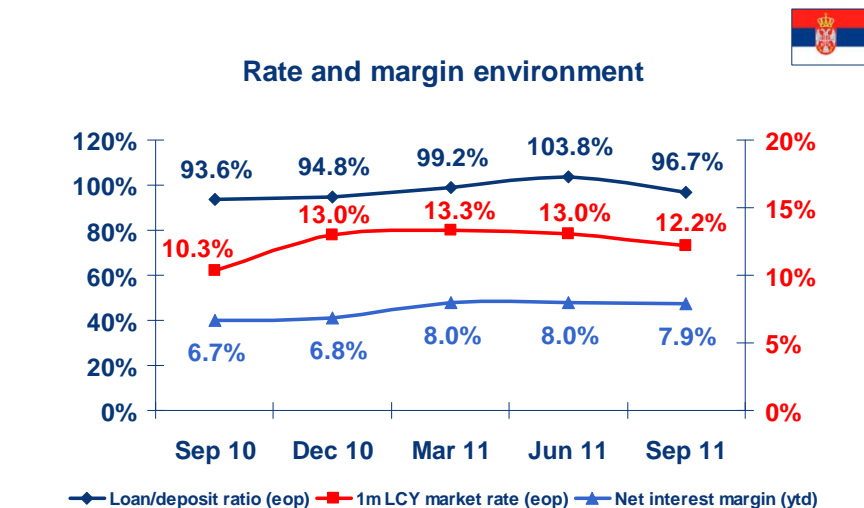
in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	869	930	(6.5%)
<b>Loans and advances to customers</b>	<b>6,175</b>	<b>5,087</b>	<b>21.4%</b>
Risk provisions for loans and advances	(389)	(268)	45.2%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	739	572	29.3%
Financial assets - held to maturity	83	56	49.3%
Other assets	694	608	14.2%
<b>Total assets</b>	<b>8,172</b>	<b>6,985</b>	<b>17.0%</b>
<b>Interest-bearing assets</b>	<b>7,478</b>	<b>6,377</b>	<b>17.3%</b>
Deposits by banks	2,825	1,868	51.2%
<b>Customer deposits</b>	<b>4,273</b>	<b>4,130</b>	<b>3.5%</b>
Debt securities in issue	0	0	na
Other liabilities	213	164	29.5%
<b>Total equity</b>	<b>861</b>	<b>823</b>	<b>4.7%</b>
Attributable to non-controlling interests	4	0	>100.0%
<b>Attributable to owners of the parent</b>	<b>857</b>	<b>822</b>	<b>4.2%</b>
EUR FX rate (eop)	7.5	7.5	

\*) To eliminate currency effects, 1-9 11 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2011

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

Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>66.3%</b>	<b>75.0%</b>	
<b>Return on equity</b>	<b>6.8%</b>	<b>1.3%</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	80.49%		
<b>Solvency ratio</b>	<b>18.2%</b>	<b>17.5%</b>	
Employees	904	910	(0.7%)
Branches	65	73	(11.0%)
Customers (in m)	0.3	0.3	6.2%
<b>Market share - retail loans</b>	<b>3.1%</b>	<b>3.0%</b>	
<b>Market share - retail deposits</b>	<b>2.4%</b>	<b>2.4%</b>	
Market share - corporate loans	2.1%	2.2%	
Market share - corporate deposits	1.9%	2.0%	
Market share - total assets	2.3%	2.3%	

in EUR million	1-9 11	1-9 10	Change
Net interest income	29.4	21.6	36.1%
Risk provisions for loans and advances	(6.3)	(6.6)	(4.5%)
Net fee and commission income	8.3	7.6	9.2%
Net trading result	0.3	1.6	(81.3%)
General administrative expenses	(25.2)	(23.1)	9.1%
Other operating result	(0.9)	(0.2)	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 - Hm	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>5.6</b>	<b>0.9</b>	<b>&gt;100.0%</b>
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	5.6	0.9	>100.0%
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>5.6</b>	<b>0.9</b>	<b>&gt;100.0%</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>5.6</b>	<b>0.9</b>	<b>&gt;100.0%</b>
EUR FX rate (ave)	101.8	101.8	



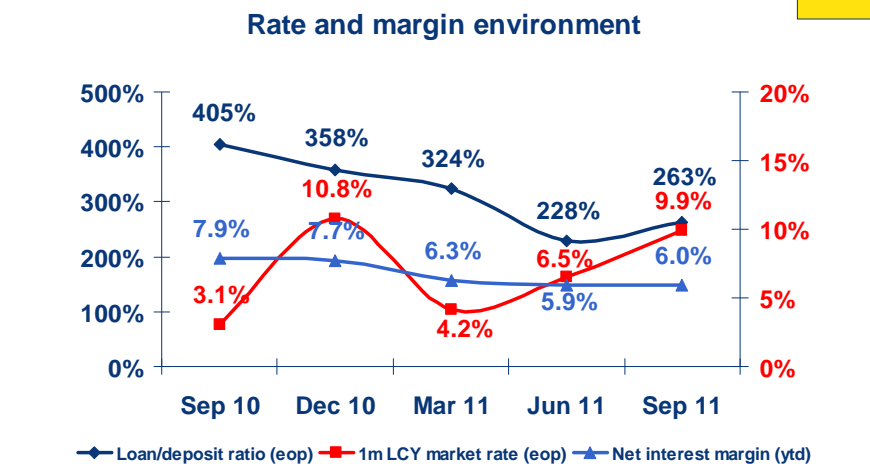
in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	93	55	68.8%
<b>Loans and advances to customers</b>	<b>480</b>	<b>450</b>	<b>6.7%</b>
Risk provisions for loans and advances	(50)	(46)	9.8%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	31	1	>100.0%
Financial assets - held to maturity	11	39	(72.7%)
Other assets	99	115	(13.7%)
<b>Total assets</b>	<b>663</b>	<b>613</b>	<b>8.2%</b>
<b>Interest-bearing assets</b>	<b>564</b>	<b>499</b>	<b>13.2%</b>
Deposits by banks	28	4	>100.0%
<b>Customer deposits</b>	<b>497</b>	<b>475</b>	<b>4.6%</b>
Debt securities in issue	0	0	na
Other liabilities	21	23	(9.4%)
<b>Total equity</b>	<b>117</b>	<b>111</b>	<b>5.2%</b>
Attributable to non-controlling interests	0	0	na
<b>Attributable to owners of the parent</b>	<b>117</b>	<b>111</b>	<b>5.2%</b>
EUR FX rate (eop)	101.4	101.4	

\*) To eliminate currency effects, 1-9 11 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2011

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

Key figures and ratios	1-9 11	1-9 10	
<b>Cost/income ratio</b>	<b>94.6%</b>	<b>68.1%</b>	
<b>Return on equity</b>	<b>0.0%</b>	<b>na</b>	
	<b>Sep 11</b>	<b>Dec 10</b>	<b>Change</b>
Erste Group stake	100.0%		
<b>Solvency ratio</b>	<b>21.8%</b>	<b>24.7%</b>	
Employees	1,724	1,736	(0.7%)
Branches	131	133	(1.5%)
Customers (in m)	0.2	0.2	14.1%
<b>Market share - retail loans</b>	<b>1.5%</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	0.8%	0.4%	
Market share - total assets	1.0%	1.0%	

in EUR million	1-9 11	1-9 10	Change
Net interest income	28.6	34.7	(17.6%)
Risk provisions for loans and advances	(7.1)	(21.3)	(66.7%)
Net fee and commission income	2.4	1.4	71.4%
Net trading result	5.7	9.4	(39.4%)
General administrative expenses	(34.7)	(31.0)	11.9%
Other operating result	0.2	(0.1)	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - Afs	3.0	0.0	na
Result from financial assets - Hm	0.0	0.0	na
<b>Pre-tax profit from continuing operations</b>	<b>(1.9)</b>	<b>(6.9)</b>	<b>(72.5%)</b>
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	(1.9)	(6.9)	(72.5%)
Post-tax profit from discontinuing operations	0.0	0.0	na
<b>Net profit for the period</b>	<b>(1.9)</b>	<b>(6.9)</b>	<b>(72.5%)</b>
Attributable to non-controlling interests	0.0	0.0	na
<b>Attributable to owners of the parent</b>	<b>(1.9)</b>	<b>(6.9)</b>	<b>(72.5%)</b>
EUR FX rate (ave)	11.2	11.2	



in EUR million	Sep 11	Dec 10	Change
Loans and advances to credit institutions	126	139	(9.4%)
<b>Loans and advances to customers</b>	<b>479</b>	<b>479</b>	<b>(0.0%)</b>
Risk provisions for loans and advances	(119)	(116)	2.5%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	209	149	39.8%
Financial assets - held to maturity	0	0	na
Other assets	185	188	(1.8%)
<b>Total assets</b>	<b>879</b>	<b>839</b>	<b>4.7%</b>
<b>Interest-bearing assets</b>	<b>694</b>	<b>651</b>	<b>6.6%</b>
Deposits by banks	530	532	(0.4%)
<b>Customer deposits</b>	<b>182</b>	<b>134</b>	<b>36.0%</b>
Debt securities in issue	0	0	na
Other liabilities	57	59	(4.0%)
<b>Total equity</b>	<b>111</b>	<b>115</b>	<b>(3.2%)</b>
Attributable to non-controlling interests	0	0	na
<b>Attributable to owners of the parent</b>	<b>111</b>	<b>115</b>	<b>(3.2%)</b>
EUR FX rate (eop)	10.8	10.8	

\*) To eliminate currency effects, 1-9 11 exchange rates were used for P&L and balance sheet conversion. Market share data is as of Sep 2011

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

in EUR million	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	1,335.6	1,380.0	1,330.3	1,368.0	1,397.5	1,343.4	1,302.0	1,401.9	1,430.2
Net fee and commission income	425.1	459.5	448.1	469.5	452.4	472.5	455.2	450.9	445.9
Net trading result	159.9	82.1	170.8	(117.5)	237.1	31.5	236.7	52.1	(251.4)
<b>Operating income</b>	<b>1,920.6</b>	<b>1,921.6</b>	<b>1,949.2</b>	<b>1,720.0</b>	<b>2,087.0</b>	<b>1,847.4</b>	<b>1,993.9</b>	<b>1,904.9</b>	<b>1,624.7</b>
Personnel expenses	(538.7)	(564.6)	(545.7)	(545.3)	(566.5)	(606.3)	(576.1)	(566.2)	(578.0)
Other administrative expenses	(288.5)	(257.1)	(313.8)	(302.6)	(312.3)	(237.2)	(292.4)	(303.3)	(294.1)
Depreciation and amortisation	(92.9)	(105.4)	(93.6)	(97.4)	(94.5)	(101.6)	(94.5)	(93.8)	(93.2)
<b>General administrative expenses</b>	<b>(920.1)</b>	<b>(927.1)</b>	<b>(953.1)</b>	<b>(945.3)</b>	<b>(973.3)</b>	<b>(945.1)</b>	<b>(963.0)</b>	<b>(963.3)</b>	<b>(965.3)</b>
<b>Operating result</b>	<b>1,000.5</b>	<b>994.5</b>	<b>996.1</b>	<b>774.7</b>	<b>1,113.7</b>	<b>902.3</b>	<b>1,030.9</b>	<b>941.6</b>	<b>659.4</b>
Risk provisions for loans and advances	(557.1)	(607.4)	(531.2)	(553.0)	(504.2)	(432.6)	(460.1)	(460.7)	(938.4)
Other operating result	(114.3)	(154.0)	(67.7)	(91.1)	(124.6)	(155.9)	(128.7)	(131.5)	(1,200.2)
Result from financial assets - FV	68.5	56.8	13.0	(37.6)	16.8	1.8	9.5	(29.4)	12.1
Result from financial assets - AfS	(87.7)	(97.7)	0.1	36.3	(17.9)	(9.3)	19.2	(5.1)	(76.9)
Result from financial assets - HtM	2.9	(8.8)	4.7	(0.1)	(3.8)	(6.3)	0.2	1.8	(19.0)
<b>Pre-tax profit from continuing operations</b>	<b>312.8</b>	<b>183.4</b>	<b>415.0</b>	<b>129.2</b>	<b>480.0</b>	<b>300.0</b>	<b>471.0</b>	<b>316.7</b>	<b>(1,563.0)</b>
Taxes on income	(78.3)	(15.1)	(95.5)	(26.0)	(111.1)	(48.3)	(106.8)	(68.6)	70.4
<b>Net profit for the period</b>	<b>234.5</b>	<b>168.3</b>	<b>319.5</b>	<b>103.2</b>	<b>368.9</b>	<b>251.7</b>	<b>364.2</b>	<b>248.1</b>	<b>(1,492.6)</b>
Attributable to non-controlling interests	6.5	(15.0)	52.8	61.0	44.0	6.8	42.8	48.7	1.2
<b>Attributable to owners of the parent</b>	<b>228.0</b>	<b>183.3</b>	<b>266.7</b>	<b>42.2</b>	<b>324.9</b>	<b>244.9</b>	<b>321.4</b>	<b>199.4</b>	<b>(1,493.8)</b>
<b>Cost/income ratio</b>	<b>47.9%</b>	<b>48.2%</b>	<b>48.9%</b>	<b>55.0%</b>	<b>46.6%</b>	<b>51.1%</b>	<b>48.3%</b>	<b>50.6%</b>	<b>59.4%</b>
<b>Return on equity</b>	<b>8.8%</b>	<b>6.2%</b>	<b>8.3%</b>	<b>1.3%</b>	<b>9.9%</b>	<b>7.4%</b>	<b>9.6%</b>	<b>5.9%</b>	<b>(45.7%)</b>

\* restated for comparison purposes (IAS 8)

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

in EUR million	Mar-09	Jun-09	Sep-09	Dec-09	Mar-10	Jun-10	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11
Cash and balances with central banks	5,897	6,897	5,458	5,996	5,965	6,540	5,030	5,839	5,043	6,605	5,743
Loans and advances to credit institutions	12,088	13,800	13,938	13,140	16,123	16,408	14,464	12,496	16,471	13,373	13,559
Loans and advances to customers	126,337	128,110	129,954	128,755	129,872	130,573	131,123	132,334	132,422	133,670	135,211
Risk provisions for loans and advances	(4,008)	(4,311)	(4,713)	(4,954)	(5,390)	(5,796)	(6,210)	(6,119)	(6,399)	(6,516)	(7,189)
Derivative financial instruments	3,906	4,959	5,268	4,748	5,342	5,610	6,240	8,508	7,096	7,438	12,076
Trading assets	5,250	5,246	5,275	6,012	6,367	5,536	6,349	5,536	7,777	8,357	7,350
Financial assets - at fair value through profit or loss	3,667	3,574	3,752	2,997	3,373	3,563	2,855	2,435	3,383	2,806	2,351
Financial assets - available for sale	17,127	17,586	16,187	16,390	18,246	18,331	18,701	17,751	18,820	18,978	19,662
Financial assets - held to maturity	14,117	13,968	14,163	14,899	13,808	14,412	14,477	14,235	15,380	16,023	16,403
Equity holdings in associates accounted for at equity	263	261	260	241	230	228	231	223	225	218	197
Intangible assets	4,730	4,738	4,975	4,867	4,926	4,716	4,762	4,675	4,705	4,608	3,525
Property and equipment	2,341	2,363	2,411	2,344	2,369	2,353	2,388	2,446	2,472	2,449	2,401
Current tax assets	71	127	126	124	133	101	116	116	123	123	130
Deferred tax assets	760	711	504	605	508	567	532	617	590	563	558
Assets held for sale	477	60	31	58	59	59	51	52	59	106	81
Other assets	6,048	6,078	5,964	5,291	5,855	5,724	5,243	4,626	5,134	5,170	4,036
<b>Total assets</b>	<b>199,071</b>	<b>204,167</b>	<b>203,553</b>	<b>201,513</b>	<b>207,786</b>	<b>208,925</b>	<b>206,352</b>	<b>205,770</b>	<b>213,301</b>	<b>213,971</b>	<b>216,094</b>
Deposits by banks	30,747	29,776	26,920	26,295	25,605	26,730	22,714	20,154	24,311	23,324	21,720
Customer deposits	108,707	113,489	113,317	112,042	115,595	116,558	115,329	117,016	119,198	120,817	121,594
Debt securities in issue	30,951	30,130	30,431	29,612	30,596	29,841	32,013	31,298	33,536	32,566	34,594
Derivative financial instruments	2,747	3,734	4,009	3,980	4,484	5,251	5,143	8,399	6,815	7,393	10,287
Trading liabilities	419	319	529	721	422	323	328	216	485	595	534
Provisions	1,654	1,681	1,670	1,670	1,646	1,613	1,568	1,545	1,529	1,540	1,540
Current tax liabilities	101	54	80	30	44	51	52	68	73	47	46
Deferred tax liabilities	224	248	379	331	308	270	311	328	325	309	175
Liabilities associated with assets held for sale	291	0	0	0	0	0	0	0	0	0	0
Other liabilities	5,100	5,302	5,951	4,989	6,437	6,423	6,460	4,350	4,376	4,690	4,222
Subordinated liabilities	6,070	6,141	6,184	6,148	6,191	5,978	5,956	5,838	5,532	5,720	5,941
Total equity	12,060	13,293	14,083	15,695	16,458	15,887	16,478	16,558	17,121	16,970	15,441
Attributable to non-controlling interests	3,165	3,195	3,416	3,321	3,464	3,464	3,522	3,444	3,425	3,500	3,555
Attributable to owners of the parent	8,895	10,098	10,667	12,374	12,994	12,423	12,956	13,114	13,696	13,470	11,886
<b>Total liabilities and equity</b>	<b>199,071</b>	<b>204,167</b>	<b>203,553</b>	<b>201,513</b>	<b>207,786</b>	<b>208,925</b>	<b>206,352</b>	<b>205,770</b>	<b>213,301</b>	<b>213,971</b>	<b>216,094</b>

\* restated for comparison purposes (IAS 8)



# Quarterly segment reporting – Overview of main segments\*

in EUR million	Retail & SME					GCIB				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	1,176.9	1,141.5	1,135.9	1,190.8	1,212.6	152.5	128.7	127.7	134.0	132.2
Risk provisions for loans and advances	(487.6)	(454.3)	(404.2)	(404.0)	(880.4)	(16.6)	21.8	(55.9)	(56.7)	(58.0)
Net fee and commission income	399.1	427.5	413.5	407.6	406.6	31.9	23.5	30.1	31.3	31.6
Net trading result	59.5	34.5	37.0	31.9	(17.5)	92.8	(37.6)	101.2	(35.5)	(211.3)
General administrative expenses	(829.7)	(806.3)	(827.9)	(826.3)	(823.6)	(45.1)	(48.5)	(44.9)	(47.3)	(45.5)
Other result	(108.4)	(109.5)	(54.0)	(96.9)	(182.3)	(9.2)	(24.2)	(1.4)	7.9	(39.2)
<b>Pre-tax profit/-loss</b>	<b>209.7</b>	<b>233.3</b>	<b>300.2</b>	<b>303.3</b>	<b>(284.6)</b>	<b>206.3</b>	<b>63.7</b>	<b>157.1</b>	<b>33.8</b>	<b>(190.2)</b>
Taxes on income	(55.1)	(43.9)	(70.6)	(68.5)	(38.3)	(45.1)	(13.3)	(37.3)	(5.8)	37.9
<b>Net profit/loss for the period</b>	<b>154.6</b>	<b>189.5</b>	<b>229.5</b>	<b>234.7</b>	<b>(322.9)</b>	<b>161.2</b>	<b>50.4</b>	<b>119.8</b>	<b>28.0</b>	<b>(152.3)</b>
Attributable to non-controlling interests	37.6	6.3	37.0	46.3	3.3	6.8	(0.6)	5.3	3.4	0.2
<b>Attributable to owners of the parent</b>	<b>117.0</b>	<b>183.1</b>	<b>192.5</b>	<b>188.4</b>	<b>(326.2)</b>	<b>154.4</b>	<b>51.0</b>	<b>114.5</b>	<b>24.6</b>	<b>(152.5)</b>

in EUR million	Group Markets					Corporate Center				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	29.8	69.8	24.6	41.0	33.8	38.3	3.8	13.8	36.0	51.6
Risk provisions for loans and advances	(0.0)	0.0	0.0	(0.0)	0.0	0.0	(0.1)	0.0	0.0	(0.0)
Net fee and commission income	33.4	40.1	36.3	32.7	29.9	(12.1)	(18.6)	(24.7)	(20.8)	(22.1)
Net trading result	78.1	21.0	95.5	50.8	11.1	6.8	13.7	2.9	5.0	(33.7)
General administrative expenses	(60.5)	(63.7)	(61.6)	(59.0)	(59.5)	(37.9)	(26.6)	(28.6)	(30.7)	(36.8)
Other result	4.4	(5.7)	3.5	0.5	5.6	(16.4)	(30.4)	(47.9)	(75.7)	(1,068.1)
<b>Pre-tax profit/-loss</b>	<b>85.2</b>	<b>61.4</b>	<b>98.2</b>	<b>65.9</b>	<b>20.9</b>	<b>(21.2)</b>	<b>(58.2)</b>	<b>(84.5)</b>	<b>(86.2)</b>	<b>(1,109.1)</b>
Taxes on income	(18.3)	(9.7)	(20.8)	(13.5)	(7.9)	7.4	18.6	21.9	19.2	78.7
<b>Net profit/loss for the period</b>	<b>66.9</b>	<b>51.7</b>	<b>77.4</b>	<b>52.4</b>	<b>13.0</b>	<b>(13.9)</b>	<b>(39.6)</b>	<b>(62.5)</b>	<b>(67.0)</b>	<b>(1,030.5)</b>
Attributable to non-controlling interests	1.9	4.6	3.7	3.9	1.2	(2.4)	(3.5)	(3.3)	(4.9)	(3.5)
<b>Attributable to owners of the parent</b>	<b>65.0</b>	<b>47.1</b>	<b>73.7</b>	<b>48.5</b>	<b>11.8</b>	<b>(11.5)</b>	<b>(36.0)</b>	<b>(59.3)</b>	<b>(62.0)</b>	<b>(1,027.0)</b>

\* restated for comparison purposes (IAS 8)

# Quarterly segment reporting – Austria sub-segments\*

in EUR million	EB Oesterreich					Savings banks				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	165.1	165.3	152.9	168.6	180.3	240.0	233.7	234.1	258.0	249.8
Risk provisions for loans and advances	(36.5)	(24.1)	(35.0)	(30.2)	(27.6)	(73.6)	(93.7)	(62.1)	(61.0)	(66.8)
Net fee and commission income	80.9	86.6	82.0	78.1	79.0	96.7	108.0	100.8	95.8	93.9
Net trading result	2.7	1.9	2.5	2.3	5.0	8.1	5.0	5.6	4.4	(12.1)
General administrative expenses	(152.0)	(150.1)	(149.8)	(152.6)	(152.1)	(233.6)	(229.0)	(233.4)	(235.1)	(234.4)
Other result	(1.2)	(19.1)	(0.7)	(5.7)	(27.7)	(4.1)	(25.3)	(6.8)	(11.4)	(31.5)
<b>Pre-tax profit/loss</b>	<b>59.0</b>	<b>60.5</b>	<b>51.8</b>	<b>60.5</b>	<b>57.0</b>	<b>33.6</b>	<b>(1.4)</b>	<b>38.3</b>	<b>50.7</b>	<b>(1.1)</b>
Taxes on income	(13.7)	(8.8)	(11.4)	(13.3)	(12.5)	(7.8)	(0.5)	(9.5)	(13.0)	0.2
<b>Net profit/loss for the period</b>	<b>45.2</b>	<b>51.6</b>	<b>40.4</b>	<b>47.2</b>	<b>44.5</b>	<b>25.8</b>	<b>(1.9)</b>	<b>28.8</b>	<b>37.7</b>	<b>(0.9)</b>
Attributable to non-controlling interests	2.1	2.6	1.4	1.6	0.9	26.6	5.6	26.8	37.9	0.4
<b>Attributable to owners of the parent</b>	<b>43.2</b>	<b>49.0</b>	<b>39.0</b>	<b>45.6</b>	<b>43.6</b>	<b>(0.8)</b>	<b>(7.5)</b>	<b>2.0</b>	<b>(0.1)</b>	<b>(1.3)</b>

in EUR million	Austria				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	405.1	399.0	387.0	426.6	430.2
Risk provisions for loans and advances	(110.1)	(117.8)	(97.1)	(91.2)	(94.4)
Net fee and commission income	177.6	194.6	182.8	173.9	173.0
Net trading result	10.8	6.8	8.1	6.7	(7.1)
General administrative expenses	(385.6)	(379.1)	(383.2)	(387.7)	(386.5)
Other result	(5.3)	(44.4)	(7.5)	(17.1)	(59.2)
<b>Pre-tax profit/loss</b>	<b>92.6</b>	<b>59.1</b>	<b>90.1</b>	<b>111.2</b>	<b>56.0</b>
Taxes on income	(21.6)	(9.3)	(20.9)	(26.3)	(12.3)
<b>Net profit/loss for the period</b>	<b>71.0</b>	<b>49.7</b>	<b>69.2</b>	<b>85.0</b>	<b>43.6</b>
Attributable to non-controlling interests	28.6	8.3	28.2	39.5	1.3
<b>Attributable to owners of the parent</b>	<b>42.4</b>	<b>41.5</b>	<b>41.1</b>	<b>45.5</b>	<b>42.3</b>

\* restated for comparison purposes (IAS 8)

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

in EUR million	Czech Republic					Romania				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	274.7	276.4	284.4	305.6	310.3	206.6	176.8	186.0	168.9	162.7
Risk provisions for loans and advances	(96.0)	(81.8)	(70.9)	(68.5)	(49.2)	(144.3)	(120.7)	(109.4)	(114.7)	(149.6)
Net fee and commission income	118.6	128.5	124.7	123.7	123.9	29.2	26.0	34.7	31.2	31.6
Net trading result	30.4	14.4	15.5	(0.7)	(34.0)	(0.8)	3.5	1.1	17.7	20.4
General administrative expenses	(178.2)	(177.5)	(185.1)	(181.0)	(177.7)	(97.9)	(93.9)	(98.8)	(95.2)	(88.7)
Other result	(50.2)	(20.4)	(7.7)	(39.2)	(67.4)	(10.3)	(20.2)	(12.2)	(13.5)	(15.7)
<b>Pre-tax profit/-loss</b>	<b>99.3</b>	<b>139.7</b>	<b>161.1</b>	<b>139.9</b>	<b>105.8</b>	<b>(17.4)</b>	<b>(28.6)</b>	<b>1.4</b>	<b>(5.5)</b>	<b>(39.4)</b>
Taxes on income	(23.0)	(16.1)	(31.0)	(26.8)	(22.4)	3.3	3.9	(0.3)	1.1	14.2
<b>Net profit/loss for the period</b>	<b>76.3</b>	<b>123.6</b>	<b>130.1</b>	<b>113.1</b>	<b>83.3</b>	<b>(14.1)</b>	<b>(24.8)</b>	<b>1.1</b>	<b>(4.4)</b>	<b>(25.1)</b>
Attributable to non-controlling interests	4.8	(2.7)	2.5	1.5	(0.4)	(4.7)	(6.1)	0.4	(1.4)	(7.9)
<b>Attributable to owners of the parent</b>	<b>71.5</b>	<b>126.2</b>	<b>127.6</b>	<b>111.6</b>	<b>83.7</b>	<b>(9.4)</b>	<b>(18.7)</b>	<b>0.7</b>	<b>(3.0)</b>	<b>(17.2)</b>

in EUR million	Slovakia					Hungary				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	107.9	109.4	109.3	112.1	113.1	101.8	99.3	93.0	96.1	114.0
Risk provisions for loans and advances	(30.7)	(25.7)	(20.8)	(19.7)	(16.1)	(65.5)	(64.3)	(77.3)	(77.3)	(546.7)
Net fee and commission income	25.2	30.4	27.9	28.8	26.5	25.0	24.3	22.8	26.2	24.8
Net trading result	1.0	1.8	0.8	0.3	(5.0)	9.8	3.8	3.8	2.8	7.6
General administrative expenses	(60.1)	(49.5)	(55.3)	(53.7)	(57.5)	(53.9)	(49.9)	(49.6)	(51.7)	(56.9)
Other result	(4.8)	(0.2)	(5.0)	(10.0)	(16.8)	(38.4)	(21.7)	(21.6)	(14.9)	(20.8)
<b>Pre-tax profit/-loss</b>	<b>38.6</b>	<b>66.2</b>	<b>56.9</b>	<b>57.8</b>	<b>44.2</b>	<b>(21.3)</b>	<b>(8.4)</b>	<b>(29.1)</b>	<b>(18.7)</b>	<b>(477.9)</b>
Taxes on income	(8.0)	(13.6)	(11.5)	(11.6)	(10.1)	(0.4)	(4.6)	(2.8)	(0.8)	(2.8)
<b>Net profit/loss for the period</b>	<b>30.7</b>	<b>52.5</b>	<b>45.4</b>	<b>46.2</b>	<b>34.1</b>	<b>(21.6)</b>	<b>(13.0)</b>	<b>(31.8)</b>	<b>(19.5)</b>	<b>(480.7)</b>
Attributable to non-controlling interests	0.1	(0.1)	0.0	0.1	(0.2)	(0.0)	(0.1)	(0.0)	(0.0)	(0.2)
<b>Attributable to owners of the parent</b>	<b>30.5</b>	<b>52.6</b>	<b>45.4</b>	<b>46.0</b>	<b>34.3</b>	<b>(21.6)</b>	<b>(12.8)</b>	<b>(31.8)</b>	<b>(19.5)</b>	<b>(480.5)</b>

\* restated for comparison purposes (IAS 8)

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

in EUR million	Croatia					Serbia				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	65.2	65.1	61.3	66.6	66.8	7.6	7.5	8.6	9.6	8.9
Risk provisions for loans and advances	(30.3)	(27.1)	(23.2)	(27.2)	(22.0)	(2.0)	(1.6)	(2.0)	(2.5)	(1.8)
Net fee and commission income	18.3	19.2	17.0	19.3	22.2	3.1	3.2	2.7	3.4	2.9
Net trading result	3.2	1.8	3.5	2.0	2.0	0.8	0.8	0.0	0.0	0.3
General administrative expenses	(34.2)	(35.1)	(35.7)	(36.5)	(36.0)	(7.7)	(8.0)	(8.2)	(8.7)	(8.2)
Other result	0.5	(1.9)	(1.8)	(3.0)	(2.1)	(0.4)	(0.6)	(0.3)	(0.4)	(0.2)
<b>Pre-tax profit/-loss</b>	<b>22.7</b>	<b>22.1</b>	<b>21.0</b>	<b>21.2</b>	<b>30.9</b>	<b>1.4</b>	<b>1.4</b>	<b>0.7</b>	<b>1.5</b>	<b>1.9</b>
Taxes on income	(4.7)	(4.6)	(4.2)	(4.2)	(4.9)	0.0	0.0	0.0	0.0	0.0
<b>Net profit/loss for the period</b>	<b>18.0</b>	<b>17.5</b>	<b>16.8</b>	<b>17.0</b>	<b>26.0</b>	<b>1.4</b>	<b>1.4</b>	<b>0.7</b>	<b>1.5</b>	<b>1.9</b>
Attributable to non-controlling interests	8.4	6.9	5.7	6.4	10.2	0.4	0.2	0.3	0.3	0.6
<b>Attributable to owners of the parent</b>	<b>9.6</b>	<b>10.6</b>	<b>11.2</b>	<b>10.6</b>	<b>15.9</b>	<b>1.0</b>	<b>1.2</b>	<b>0.4</b>	<b>1.2</b>	<b>1.3</b>

in EUR million	Ukraine					CEE				
	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11
Net interest income	8.0	7.9	6.3	5.3	6.6	771.7	742.5	748.9	764.2	782.4
Risk provisions for loans and advances	(8.7)	(15.3)	(3.5)	(3.0)	(0.6)	(377.5)	(336.5)	(307.1)	(312.8)	(786.0)
Net fee and commission income	2.0	1.2	1.0	1.1	1.6	221.5	232.9	230.7	233.7	233.6
Net trading result	4.3	1.5	4.2	3.1	(1.6)	48.7	27.6	28.8	25.2	(10.4)
General administrative expenses	(12.2)	(13.3)	(11.9)	(11.9)	(12.1)	(444.1)	(427.2)	(444.7)	(438.6)	(437.1)
Other result	0.5	0.0	2.0	1.2	0.0	(103.2)	(65.0)	(46.5)	(79.7)	(123.1)
<b>Pre-tax profit/-loss</b>	<b>(6.1)</b>	<b>(18.0)</b>	<b>(2.0)</b>	<b>(4.2)</b>	<b>(6.0)</b>	<b>117.1</b>	<b>174.3</b>	<b>210.1</b>	<b>192.0</b>	<b>(340.5)</b>
Taxes on income	(0.8)	0.5	0.0	0.0	0.0	(33.5)	(34.5)	(49.8)	(42.3)	(26.0)
<b>Net profit/loss for the period</b>	<b>(6.9)</b>	<b>(17.5)</b>	<b>(2.0)</b>	<b>(4.2)</b>	<b>(6.0)</b>	<b>83.6</b>	<b>139.7</b>	<b>160.3</b>	<b>149.8</b>	<b>(366.5)</b>
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	9.0	(1.9)	8.8	6.9	2.0
<b>Attributable to owners of the parent</b>	<b>(6.9)</b>	<b>(17.5)</b>	<b>(2.0)</b>	<b>(4.2)</b>	<b>(6.0)</b>	<b>74.6</b>	<b>141.6</b>	<b>151.4</b>	<b>142.9</b>	<b>(368.5)</b>

\* restated for comparison purposes (IAS 8)

# 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	2010	Sep 11
<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	12,219	11,798
<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	16,220	16,148
<b>RWA (credit risk)</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	103,950	104,035
<b>Tier 1 ratio (%) <sup>2</sup></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	11.8	11.3
<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	13.5	13.5
<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	13,208	13,596
<b>Book value per share <sup>3*</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	31.2	26.6
<b>Price-book value ratio <sup>3*</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	1.1	1.4

**\* restated for comparison purposes (IAS 8)**

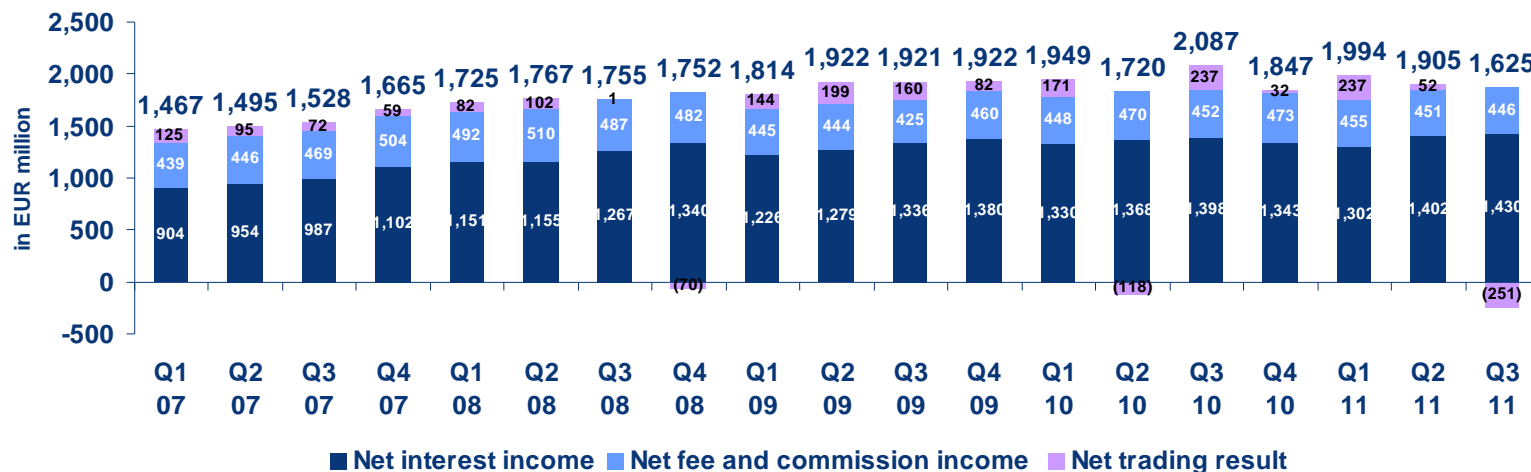
\* Reporting under Basel II as of 1 January 2007;

1 Total eligible qualifying capital

2 based on credit risk

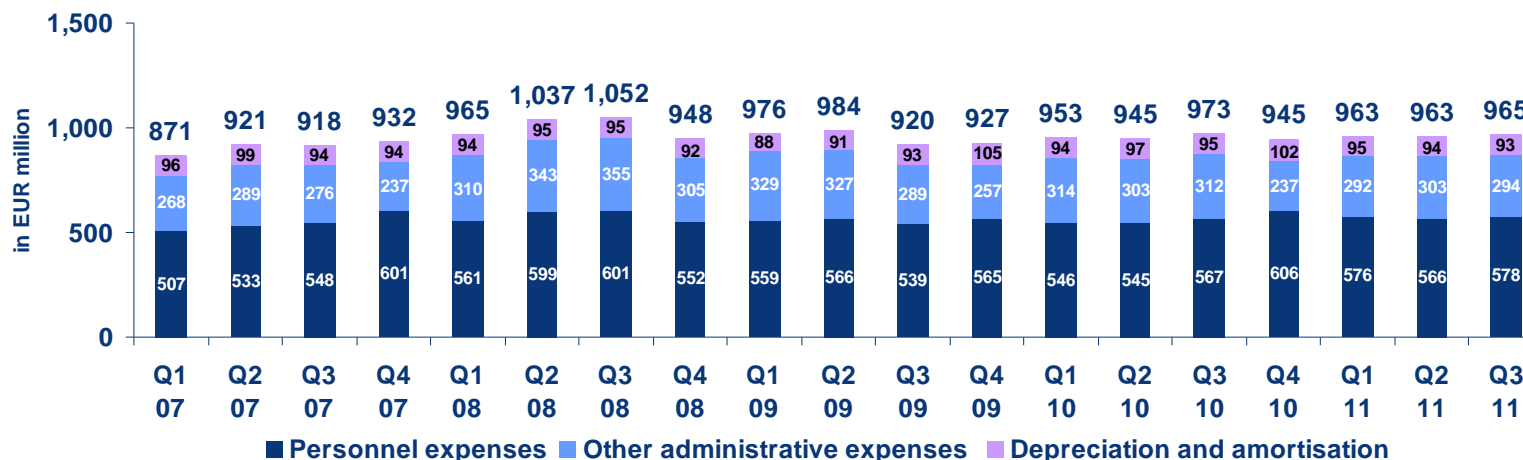
3 1998 – 2003 data adjusted for 4:1 stock split / 2009: equity adjusted for EUR 1.74bn participation capital and pro rata 8% dividend / number of shares adjusted for own shares.

## Erste Group: operating income history \*



\* restated for comparison purposes (IAS 8)

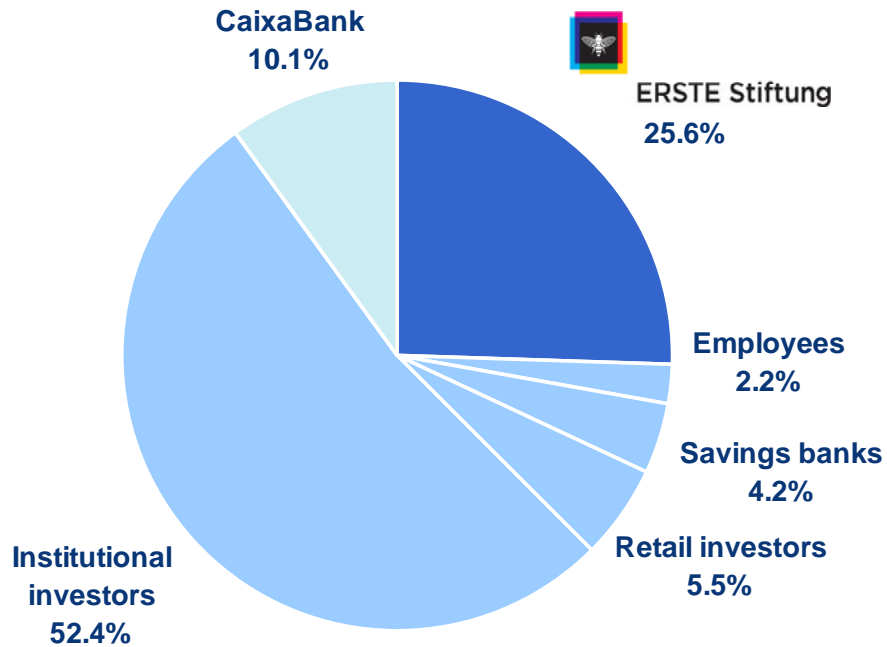
## Erste Group: operating expense history



# Shareholder structure –

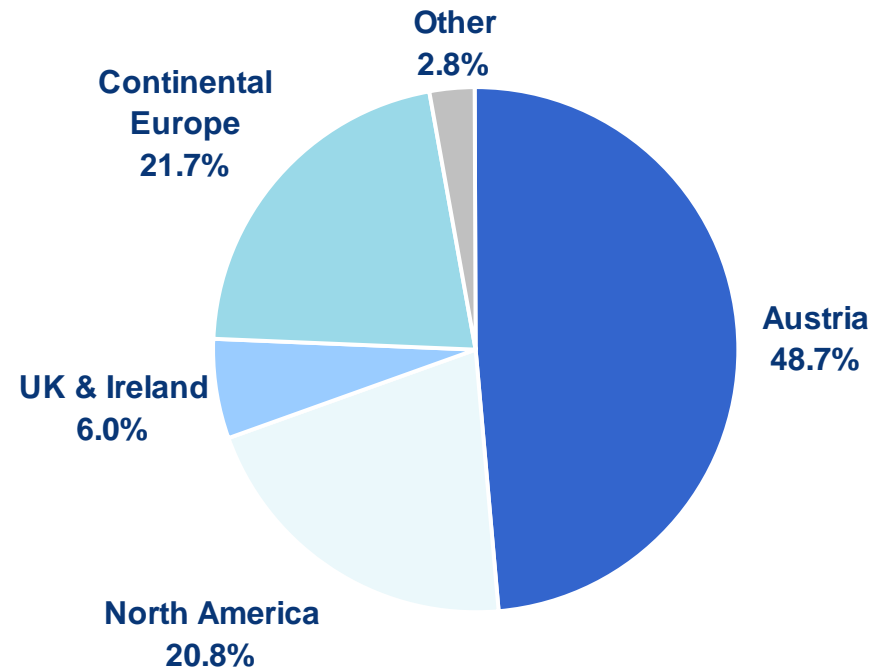
Total number of shares: 378,466,384

## By investor



**Free float: 64.3%**

## By region



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

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

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

– **Investor relations**

Thomas Sommerauer  
Tel: +43 (0)5 0100 17326

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

Peter Makray  
Tel: +43 (0)5 0100 16878

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

Michael Oplustil  
Tel: +43 (0)5 0100 17764

e-mail: [michael.oplustil@erstegroup.com](mailto:michael.oplustil@erstegroup.com)

Simone Pilz  
Tel: +43 (0)5 0100 13036

e-mail: [simone.pilz@erstegroup.com](mailto:simone.pilz@erstegroup.com)