

Erste Group – H1 2012 results presentation

31 July 2012

**Solid bottom line performance complemented by
improved capital position**

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H1 2012 executive summary –

EBA capital ratio reached 9.9% (ex retained earnings)

- **Net profit of EUR 453.6m in H1 2012 impacted by positive and negative one-off items:**
 - Gain on buyback of tier 1 and tier 2 instruments in the amount of EUR 413.2m (pretax)
 - Goodwill adjustment of EUR 210m (pretax) for Romanian subsidiary BCR
 - Costs related to the FX mortgage interest subsidy legislation in Hungary (EUR 75.6m pretax)
 - Adjusted for major one-off items net profit for H1 2012 amounted to around EUR 350m

- **Asset quality showed positive trends in AT, CZ & SK, still problematic in HU & RO**
 - Risk costs increased to EUR 981.8m (146bps) driven predominantly by Romania in H1 2012
 - NPL ratio based on customer loans was 9.2% as of June 2012 (Dec 2011: 8.5%)
 - NPL coverage ratio increased to 61.2% (Dec 2011: 61.0%)
 - No meaningful sovereign exposure to peripheral Europe

- **Loan-to-deposit ratio improved to 109.6% on the back of strong deposit inflows**
 - Due to successful market-based issuance, long term funding needs for 2012 fully covered by June
 - Additional investments in highly liquid assets further improved liquidity ratios as of June 2012

- **Basel 2.5 CET1 ratio at 10.4%, EBA CET1 ratio rose to 9.9% as of June 2012**
 - Total RWA declined by 4.4% ytd as a result of ongoing reduction of non-core assets
 - Including retained earnings, EBA CET 1 ratio improved to 10.4%

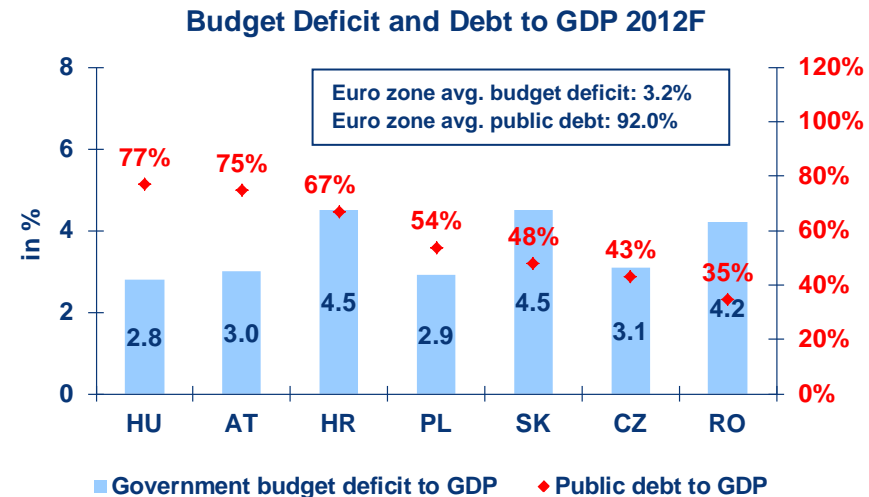
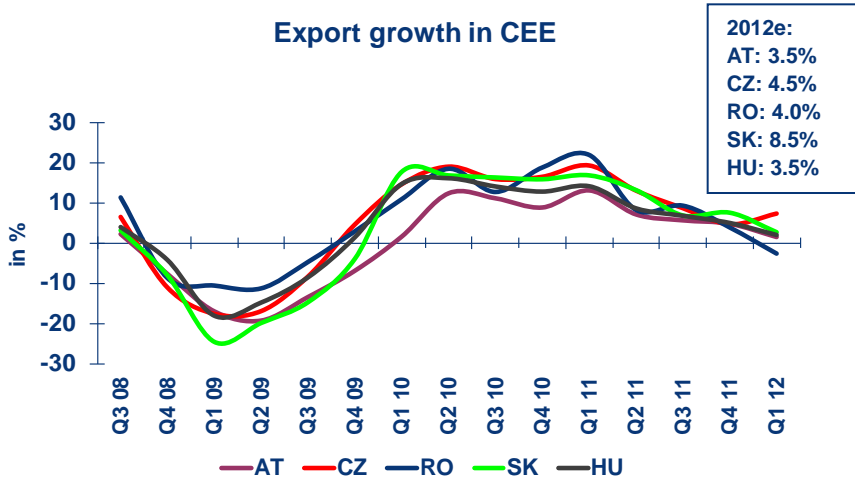
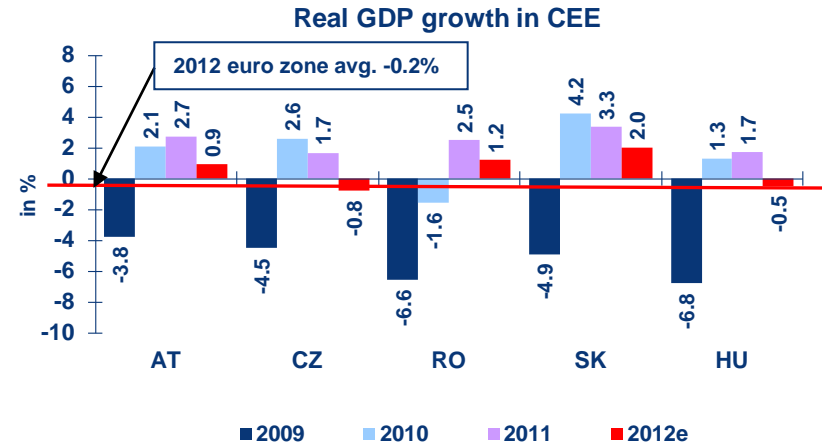
- Business performance**
- Update on Hungary & Romania
- Credit risk
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 - Segments
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 - Shareholder structure

Operating environment: macro trends – CEE continued to outgrow the euro zone in Q2 2012

– Economic sentiment has deteriorated and triggered downward revisions for GDP growth in CEE

- AT: slowing down, but continuously outgrowing euro zone
- CZ: economy impacted by fiscal consolidation and slowing exports
- RO: infrastructure related projects will support economy, new government commits to EU/IMF, but still causes concerns in FX markets and with EU Commission
- SK: growth clearly driven by performance of exports
- HU: still fragile economic environment

– CEE will benefit from lower indebtedness and favourable economic fundamentals



Sources: Erste Group Research, IMF, Eurostat

Operating environment: macro trends – Encouraging market signals despite slowdown

– **CEE debt markets finding favour with investors as the region has remained largely unscathed from the euro-zone debt crisis**

- Strong demand from foreign investors especially for Czech and Polish government bonds

– **Markets acknowledge structural advantages of the CEE region**

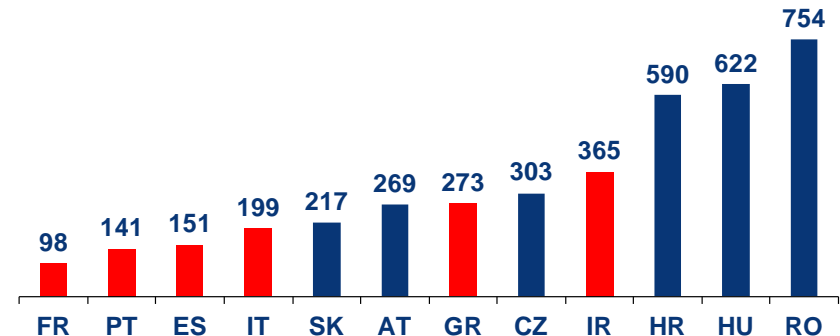
– **There is limited cross-border deleveraging affecting funding for CEE**

- Despite massive cross-border deleveraging in peripheral euro area banks, no substantial reduction of foreign funding in CEE
- Only exception is Hungary where economy undergoes a locally engineered deleveraging
- FDIs and net EU flows now cover almost the entire current account in CZ, HR, SK and HU

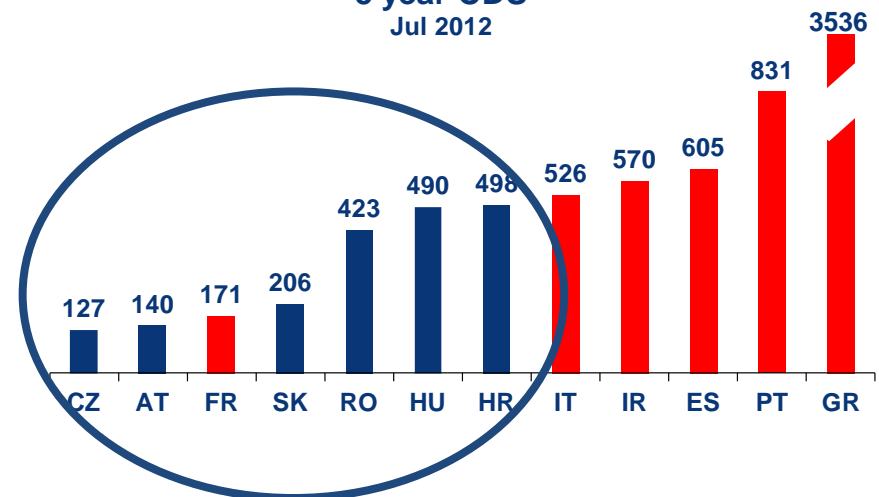
– **Mixed interest rate environment**

- EUR: rate cut, potential further cut in H2 12
- CZK: cut to 0.5%, another 25bp cut in Q3/12 expected
- HUF: stable base rate at 7% in Q2 12
- RON: 5.25%, no change due to upcoming elections

5 year CDS
Mar 2009

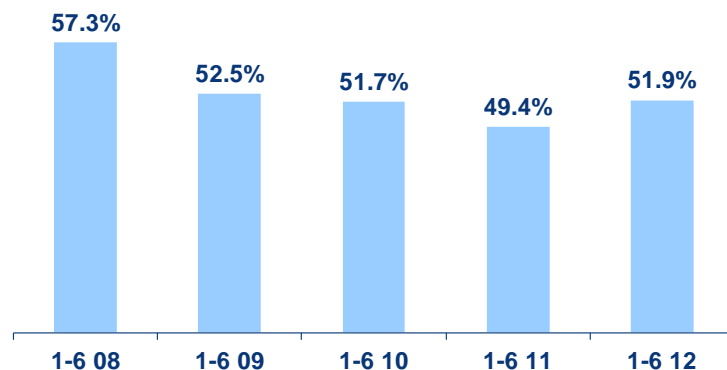


5 year CDS
Jul 2012

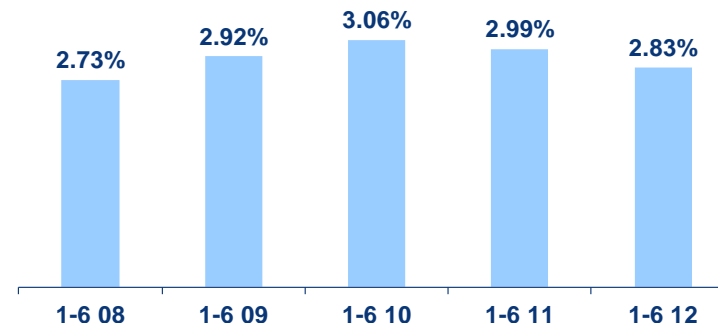


Key financial indicators – Cash EPS & ROE increased yoy

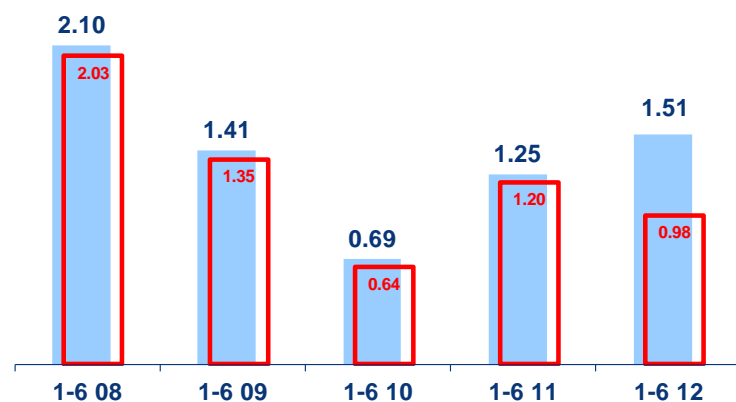
YTD cost income ratio



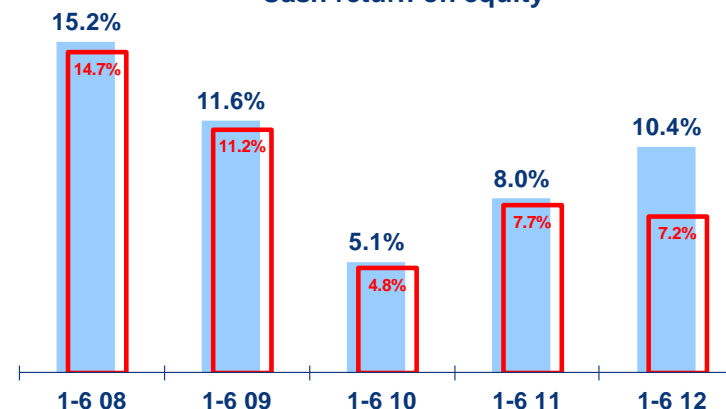
YTD net interest margin



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 391.1m. Cash EPS and Cash ROE adjusted for non-cash items totalling EUR 208.6m in 1-6 2012 (Goodwill adjustment and linear amortisation of customer relationships after tax and non-controlling interests) but dividend on participation capital (EUR 70.6m) only included in Cash EPS.

Income statement (IFRS) H1 2012 –

Pre-tax profit down driven by weaker net trading result

in EUR million	1-6 12	1-6 11	Change	Comment
Net interest income	2,651.7	2,703.9	(1.9%)	Reduction in non-core business
Risk provisions for loans	(981.8)	(920.8)	6.6%	High provisions in RO in H1 2012
Net fee and commission income	865.5	906.1	(4.5%)	Weak securities & investment banking business
Net trading result	121.5	288.8	(57.9%)	Valuation gains in H1 2011
General administrative expenses	(1,887.4)	(1,926.3)	(2.0%)	Strict cost control across the group
Other operating result	(68.1)	(260.2)	(73.8%)	Buybacks and goodwill adjustment (BCR)
Result from financial instruments - FV	42.4	(19.9)	na	
Result from financial assets - AfS	3.7	14.1	(73.8%)	
Result from financial assets - HtM	(19.8)	2.0	na	Selling losses on non-core assets
Pre-tax profit/loss	727.7	787.7	(7.6%)	
Taxes on income	(196.6)	(175.4)	12.1%	
Net profit/loss for the period	531.1	612.3	(13.3%)	
Non-controlling interests	77.5	91.5	(15.3%)	
Owners of the parent	453.6	520.8	(12.9%)	

- One-off income of EUR 413.2m pre-tax from buyback of tier 1 and tier 2 instruments (other operating result)
- Goodwill adjustment of EUR 210.0m (other operating result)
- Trading impacted by shift of interest on trading assets to NII and positive valuation gains in H1 11
- Banking taxes amounted to EUR 114.5m in H1 2012 (Austria, Hungary and Slovakia) vs EUR 95.6m in H1 2011

Income statement (IFRS) Q2 2012 –

Buybacks and goodwill adjustment affected net income

in EUR million	Q2 12	Q1 12	Change	Comment
Net interest income	1,314.8	1,336.9	(1.7%)	Reduction in non-core business
Risk provisions for loans	(401.2)	(580.6)	(30.9%)	HU provision shift, improvement in AT, CZ & SK
Net fee and commission income	435.2	430.3	1.1%	Improvement in payments & credit business qoq
Net trading result	27.9	93.6	(70.2%)	
General administrative expenses	(942.3)	(945.1)	(0.3%)	Stringent cost control across the group
Other operating result	(199.3)	131.2	na	Buybacks and goodwill adjustment (BCR)
Result from financial instruments - FV	0.9	41.5	(97.8%)	
Result from financial assets - AfS	18.4	(14.7)	na	Selling gains on non-core assets
Result from financial assets - HtM	(13.8)	(6.0)	>100.0%	Selling losses on non-core assets
Pre-tax profit/loss	240.6	487.1	(50.6%)	
Taxes on income	(89.4)	(107.2)	(16.6%)	
Net profit/loss for the period	151.2	379.9	(60.2%)	
Non-controlling interests	44.1	33.4	32.0%	
Owners of the parent	107.1	346.5	(69.1%)	

- One-off income of EUR 162.6m pre-tax from buyback of tier 1 and tier 2 instruments (other operating result) in Q2
- One-off income of EUR 250.6m pre-tax from buyback of tier 1 and tier 2 instruments (other operating result) in Q1
- Goodwill adjustment of EUR 210.0m (other operating result) in Q2
- Other operating income on selling properties of EUR 42.7m in Q2 2012
- Risk cost decrease qoq includes a shift of provisions (EUR 60.6m) relating to the interest subsidy scheme for performing FX loans into other operating result
- Net trading result negatively impacted by weaker derivatives valuations and CVAs (EUR 11.9m)

Balance sheet (IFRS) –

Sustained RWA reduction in non-core business

in EUR million	Jun 12	Dec 11	Change	Comment
Cash and balances with central banks	5,737	9,413	(39.1%)	
Loans and advances to credit institutions	13,311	7,578	75.7%	Excess liquidity deposited with central banks
Loans and advances to customers	133,944	134,750	(0.6%)	Reduction in HU (FX law) & Intern. Business
Risk provisions for loans and advances	(7,612)	(7,027)	8.3%	Driven by Hungary & Romania
Derivative financial instruments	11,974	10,931	9.5%	
Trading assets	5,953	5,876	1.3%	
Financial assets - FV	845	1,813	(53.4%)	Reduction of non-core assets Basel 3, excess liquidity and deposit growth invested (bonds, CEE region)
Financial assets - AfS	22,514	20,245	11.2%	
Financial assets - HtM	17,905	16,074	11.4%	
Equity holdings in associates	169	173	(2.3%)	
Intangible assets	3,211	3,532	(9.1%)	Goodwill adjustment (BCR)
Property and equipment	2,244	2,361	(5.0%)	
Current tax assets	117	116	0.9%	
Deferred tax assets	586	702	(16.5%)	
Assets held for sale	118	87	35.6%	
Other assets	4,212	3,382	24.5%	
Total assets	215,228	210,006	2.5%	
Risk-weighted assets	108,969	114,019	(4.4%)	Reduction of non-core assets across group

- Continuous reduction of non-core assets with high risk weight resulted in decrease of EUR 5.1bn in total RWAs
- Financial assets (sovereign bonds) rose as a result of preparatory actions to meet Basel III liquidity requirements as of 2014 (e.g. LCR) and because of investing surplus liquidity from growth in customer deposits
- Loans to customers decreased slightly compared to YE 2011 on reduction of non-core business in International Business (GCIB) and as result of FX conversion law in Hungary

Balance sheet (IFRS) –

Loan-to-deposit ratio improved to 109.6%

in EUR million	Jun 12	Dec 11	Change	Comment
Deposits by banks	24,844	23,785	4.5%	LTRO inflow
Customer deposits	122,252	118,880	2.8%	Growth mainly in AT, CZ & SK
Debt securities in issue	30,254	30,782	(1.7%)	Lower funding requirements in H1 2012
Derivative financial instruments	10,550	9,337	13.0%	
Trading liabilities	431	536	(19.6%)	
Provisions	1,579	1,580	(0.1%)	
Current tax liabilities	61	34	79.4%	
Deferred tax liabilities	351	345	1.7%	
Other liabilities	4,705	3,764	25.0%	
Subordinated liabilities	4,309	5,783	(25.5%)	Buyback of own issues
Total equity	15,892	15,180	4.7%	Strong net profit and OCI in H1 2012
Non-controlling interests	3,267	3,143	3.9%	
Owners of the parent	12,625	12,037	4.9%	
Total liabilities and equity	215,228	210,006	2.5%	
Core tier 1 ratio	10.4%	9.4%		

- Total comprehensive income of EUR 895.7m drove increase in equity; other comprehensive income improved primarily on positive valuation of the AfS reserve
- Deposits grew mainly in core Retail & SME business in Austria, Czech Republic and Slovakia
- Capital ratios increased markedly due to lower RWAs and full recognition of collateral in Romania

Segment highlights –

CZ, AT & SK strong, restructuring ongoing in RO and HU

Top segment performers in H1 2012:

in EUR million	Czech Republic			Slovakia			EBOe		
	1-6 12	1-6 11	Change	1-6 12	1-6 11	Change	1-6 12	1-6 11	Change
Operating income	792	853	(7.2%)	268	279	(4.0%)	472	486	(2.9%)
Operating expenses	(359)	(366)	(1.9%)	(113)	(109)	4.0%	(306)	(303)	1.2%
Operating result	433	487	(11.1%)	155	170	(9.2%)	166	184	(9.6%)
Risk costs	(85)	(139)	(38.8%)	(32)	(41)	(21.7%)	(54)	(65)	(16.7%)
Other result	(21)	(47)	(55.7%)	(11)	(15)	(25.5%)	18	(6)	na
Net profit/loss	253	239	5.6%	89	91	(2.6%)	98	85	15.7%

Special management attention focusing on:

in EUR million	Hungary			Romania		
	1-6 12	1-6 11	Change	1-6 12	1-6 11	Change
Operating income	215	245	(12.3%)	383	440	(12.9%)
Operating expenses	(82)	(101)	(19.1%)	(173)	(194)	(10.8%)
Operating result	133	143	(7.6%)	210	246	(14.6%)
Risk costs	(107)	(155)	(31.0%)	(365)	(224)	62.8%
Other result	(93)	(37)	>100.0%	(17)	(26)	(35.8%)
Net profit/loss	(73)	(51)	42.0%	(141)	(2)	>100.0%

- Business performance
- **Update on Hungary & Romania**
- Credit risk
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Hungary update –

Operating in a challenging environment

- **Hungary has started official talks with IMF/EU in July 2012**
 - Enactment of the amendment of the Central Bank Act
 - New fiscal package has also played a significant role in starting negotiations
 - Combination of new taxes and spending cuts
 - Recent fiscal stimulus plans may increase deficit in 2013
 - Final IMF agreement expected in Q4 2012
 - Hungarian markets expected to be volatile until agreement is reached

- **Financial transaction tax to be introduced in 2013**
 - New tax will likely generate tension with IMF/EU
 - 0.1% on nearly all payment transactions with a cap of HUF 6,000 per transaction
 - Central Bank and State Treasury transactions will also be taxed
 - Government expects to collect a total amount of HUF 240 bn (EUR 840mn) annually

- **EBH's management implementing new strategy**
 - Focus on local currency lending from locally sourced liquidity
 - Reduce dependence on parent company funding
 - Right-sizing the business in line with market environment
 - EBH to reach profitability in 2014

– **New government committed to continue reforms based on the agreement with the IMF-European Commission**

– Political actions led to criticism from EU

– **Current account deficit at EUR 1.9bn (1.4% of GDP) until May, down by 22% year-on-year**

– Current transfers up 13% to EUR 1.7bn, supported by EU-structural funds

– **RON depreciated noticeably in Q2 2012 on domestic political factors and weaker external sentiment**

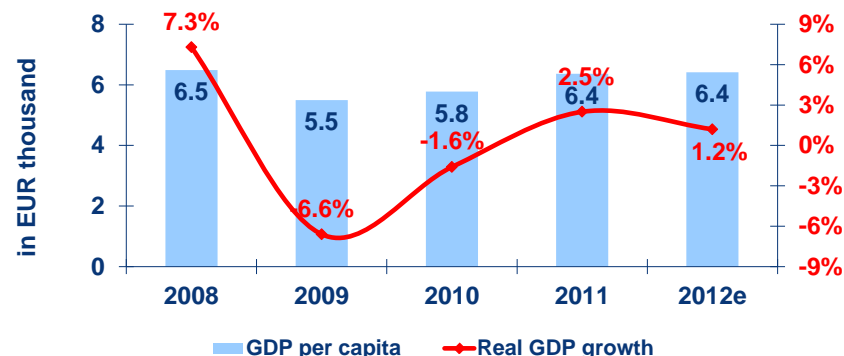
– **Budget deficit at 1.2% of GDP in first 5 months of 2012**

– **Public debt at 34.9% of GDP as of May 2012**

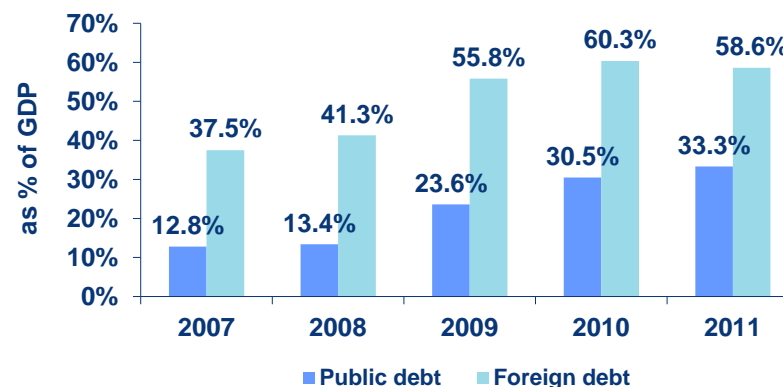
– Ministry of Finance keen on extending maturities of debt instruments

– Two thirds of gross funding needs for fiscal deficit (2012e: 4.2%) already covered in H1 2012

Key economic indicators



Public and foreign indebtedness



*) seasonally adjusted figures

– Key priority 1: improve asset quality

- Improved workout, restructuring and recovery capabilities for substandard and non-performing loans
- Reduction of high stock of non-performing loans, evaluation of NPL sales in the retail and corporate segment
- Risk costs expected to peak in 2012

– Key priority 2: revive top line growth

- Review and improve business model with focus on product, price, process and distribution
- Implementation of quick wins already in progress, e.g. re-pricing of assets and liabilities

– Key priority 3: further increase cost efficiency

- Structural cost reduction of about 10% vs 2011 cost base within next 12-18 months
- Any restructuring charges will be funded by 2012 cost savings
- Evaluation of branch network structure and effectiveness

– Key priority 4: gradual move towards local currency-based lending

- To fully utilise fundamental strength in local currency business, BCR will in the medium term modify currency structure of the balance sheet
- Drive change towards sustainability over short term profitability and improvement in overall risk profile

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Loan book review –

Limited demand reflected in loan book

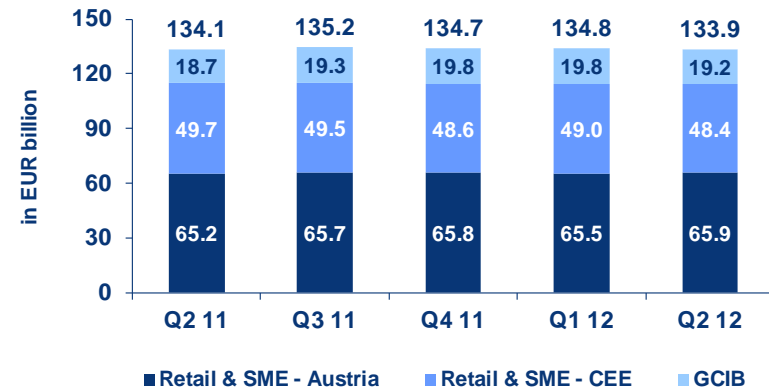
– **Customer loans decreased by 0.6% ytd mainly on reduction in Hungary & International Business**

- Growth of retail portfolio in Slovakia and secured business in Austria could not fully offset decline in Hungary (FX conversion) and targeted reduction in International Business (GCIB)

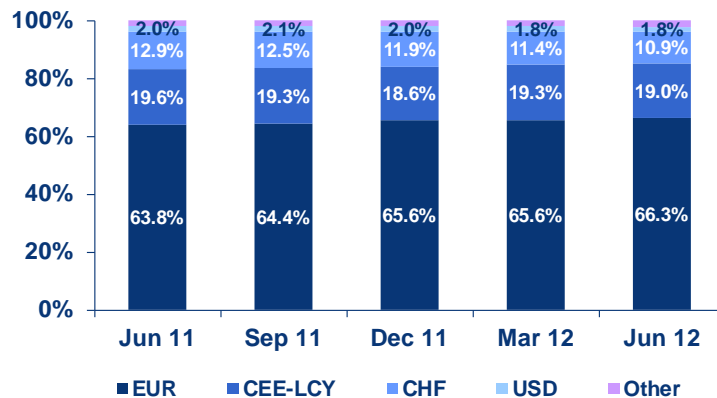
– **Changes in portfolio distribution**

- Share of CHF loans down to 10.9% of total loan book in Q2 2012 as a result of persistent efforts to convert CHF loans
- Share of secured lending increasing

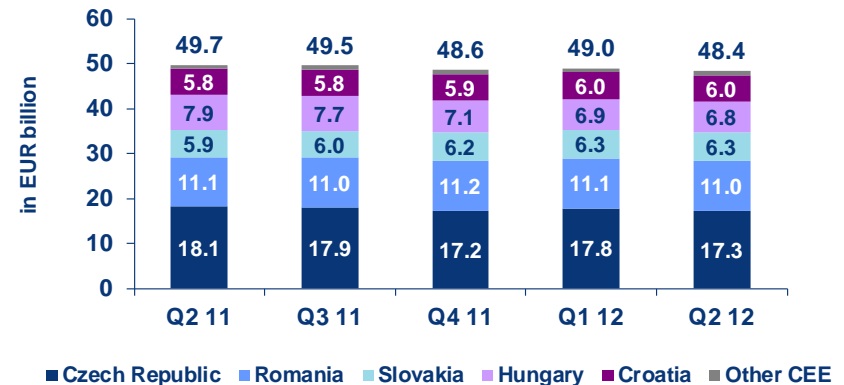
Customer loans by main segments



Customer loans by currency



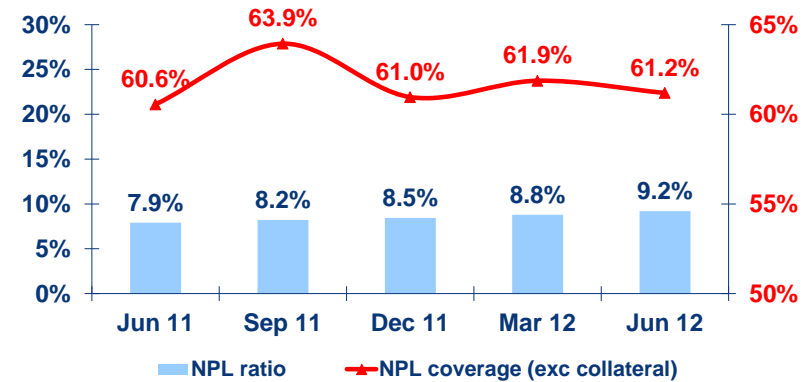
Quarterly loan book trends (Retail & SME detail: CEE)



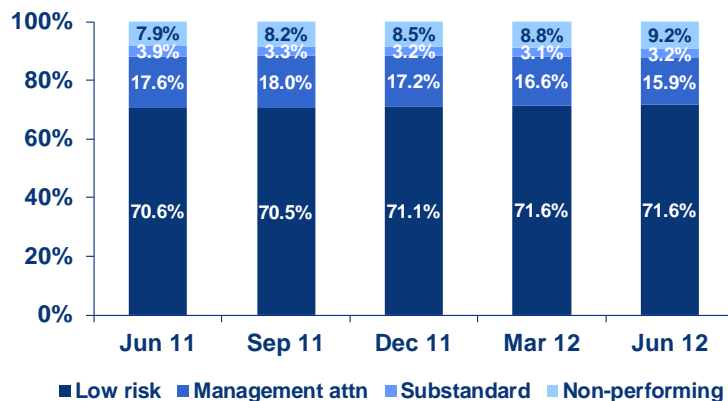
Asset quality review – NPL coverage improved slightly year-to-date

- **New NPL formation mainly driven by real estate business and Romania**
 - Reduced NPL sales in Q2 2012: EUR 70m
- **NPL coverage ratio up to 61.2% ytd**
 - NPL coverage ratio slightly declined qoq as new NPLs mainly in well collateralized real estate business and due to shift of EUR 60m from risk provisions to other operating result in Hungary
- **Mixed migration trends**
 - Low risk share in Austria increasing, offset by declining low risk share and increasing share of management attention and substandard in CEE and GCIB

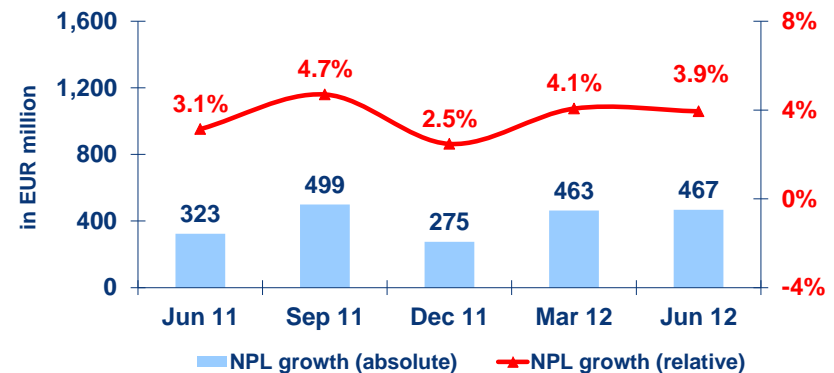
Erste Group: NPL ratio vs NPL coverage



Customer loans by risk class



Quarterly NPL growth (absolute/relative)



– Retail & SME/Austria: positive trend continued

- Risk costs remained at low level
- NPL coverage ratio remained at comfortable level while low risk share increased in both EBOe and Saving banks segment

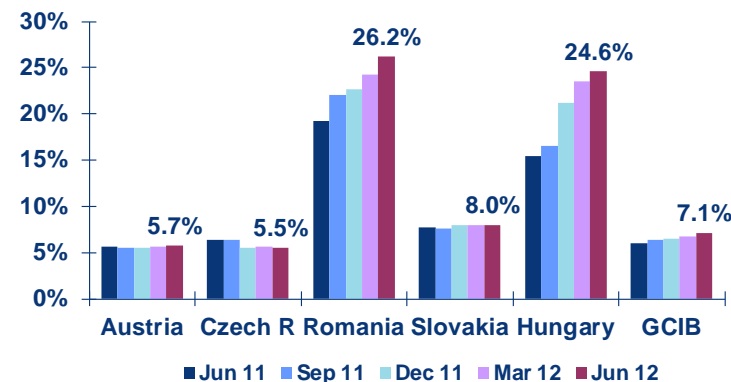
– Hungary remains problematic

- New defaults mainly in retail and real estate business
- NPL coverage ratio down due to shift of provisions in the amount of EUR 60.6m to other operating result (interest subsidy scheme for performing FX borrowers)
- Low demand and stricter lending criteria lead to shrinking portfolio

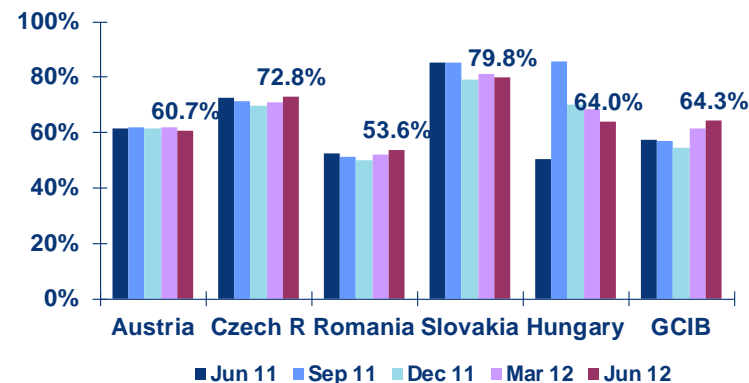
– Romania: significant NPL inflows, especially in corporate and real estate business

- NPL coverage improved further to 53.6%
- Risk cost remained high on legacy portfolio which still needs to be worked out
- Increased capacity to effectively manage restructuring and recovery of substandard and non-performing parts of loan portfolio

NPL ratios in key segments



NPL coverage ratios in key segments (excluding collateral)



Asset quality review –

Risk costs increased driven by Romania & GCIB

– Slovakia: good quality loan growth continued

- Risk costs further decreased
- New NPL inflows mainly in real estate business
- Slight loan growth driven by retail segment

– Czech Republic: portfolio stable year-to-date, quarter-on-quarter movements driven by FX volatility

- Improved collateral coverage due to new production being mainly private customer mortgages
- Risk cost stable at low level

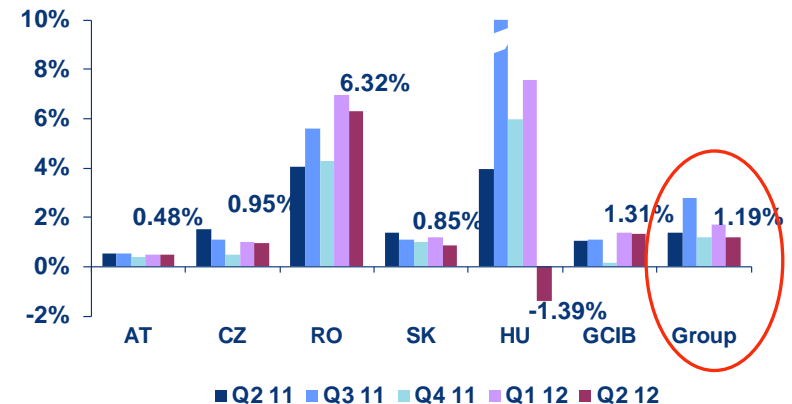
– Croatia: decline in NPL coverage is expected to be reversed in second half of the year

- NPL coverage at 49.5% as of June 2012
- Deterioration in NPL ratio mainly driven by collateralized real estate loans

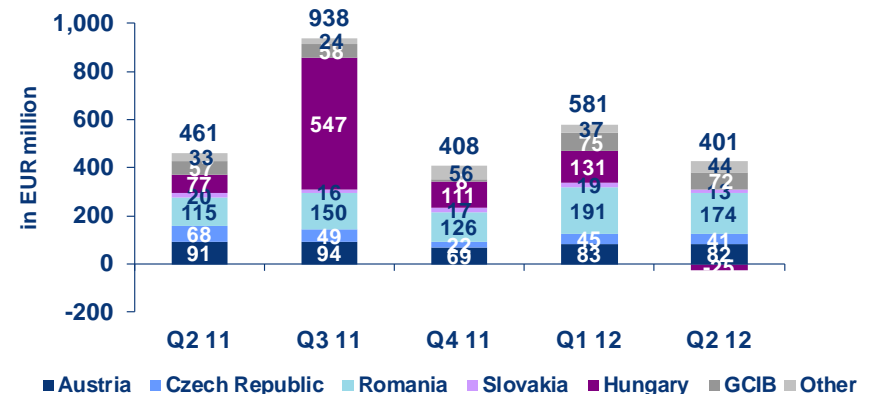
– GCIB: reduction of International Business portfolio & Romania drive asset quality

- International Business actively reduced exposure in H1 2012 to EUR 4.2bn (year-end 2011: EUR 5.5bn)
- New corporate defaults, mainly in Romania
- Stable qoq risk cost development

Risk costs in key segments



Risk costs in key segments



Drill-down on selected asset classes –

Consistent reduction of exposure to peripheral Europe

Total net exposure of Erste Group (incl. savings banks) to selected European countries:

in EUR million	Sovereign			Bank			Other			Total net exposure		
	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12
Greece	602.2	4.4	0.8	172.0	57.9	5.0	7.7	7.6	10.9	781.9	69.9	16.7
Ireland	88.6	46.5	82.5	252.2	204.4	58.5	81.7	78.2	48.3	422.6	329.1	189.3
Portugal	234.6	5.6	3.2	280.5	94.0	77.6	14.3	13.0	10.3	529.5	112.6	91.1
Spain	114.2	23.8	11.2	734.6	282.2	167.8	383.6	425.6	235.5	1,232.4	731.6	414.5
Italy	1,075.8	472.6	69.7	1,164.8	806.8	671.0	1,082.0	582.0	563.2	3,322.6	1,861.4	1,303.9
Sum total	2,115.5	553.0	167.4	2,604.2	1,445.2	979.8	1,569.3	1,106.4	868.2	6,288.9	3,104.6	2,015.4

Sovereign net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12
Greece	456.5	-8.5	0.0	77.5	10.3	0.7	68.2	2.6	0.0	602.2	4.4	0.8
Ireland	59.7	0.0	0.0	25.3	31.8	67.8	3.6	14.7	14.7	88.6	46.5	82.5
Portugal	168.4	0.0	0.0	10.6	5.6	3.2	55.6	0.0	0.0	234.6	5.6	3.2
Spain	35.1	-27.1	-31.6	51.6	38.7	40.6	27.5	12.2	2.2	114.2	23.8	11.2
Italy	907.2	399.9	0.0	149.1	70.9	69.7	19.5	1.8	0.0	1,075.8	472.6	69.7
Sum total	1,627.0	364.3	-31.6	314.1	157.3	182.0	174.4	31.3	16.9	2,115.5	553.0	167.4

Bank net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12	Dec 10	Dec 11	Jun 12
Greece	0.1	0.0	0.1	0.0	0.0	0.0	171.9	57.9	4.9	172.0	57.9	5.0
Ireland	141.8	99.4	46.1	90.4	92.0	5.0	20.0	13.0	7.4	252.2	204.4	58.5
Portugal	71.7	9.4	12.8	56.4	29.7	15.0	152.4	54.9	49.8	280.5	94.0	77.6
Spain	341.0	61.9	40.8	163.6	64.5	38.2	229.9	155.8	88.7	734.6	282.2	167.8
Italy	322.8	233.6	74.4	152.7	180.6	144.8	689.2	392.6	451.8	1,164.8	806.8	671.0
Sum total	877.5	404.3	174.2	463.3	366.8	203.0	1,263.4	674.2	602.6	2,604.2	1,445.2	979.8

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Funding update –

Customer deposits are core to our business model

– Customer deposits grew by 2.8% ytd

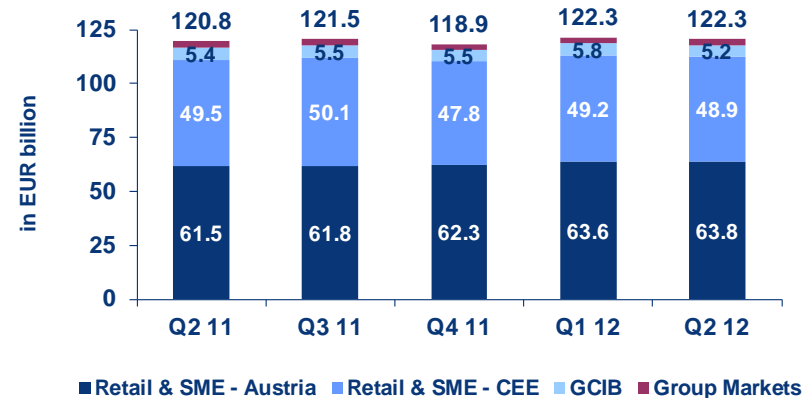
- Most visible inflows in Czech Republic, Slovakia and EBOe
- FX effects reversed compared to Q1 12 with CZK and RON weakening against the EUR in Q2 12

– Retail & SME deposits increased by 2.3% ytd

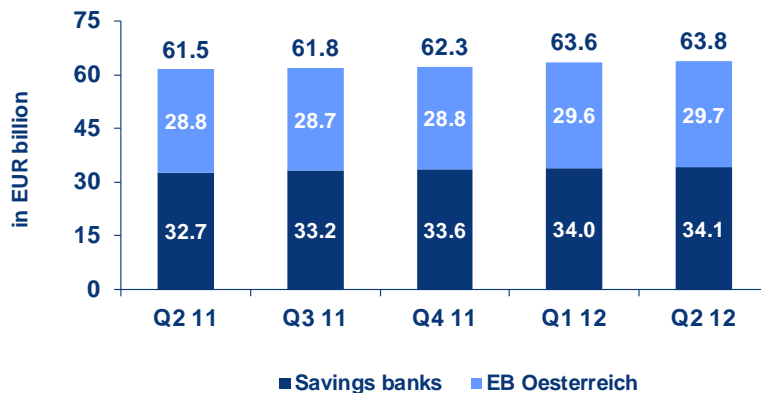
- In CEE, Czech Republic (+4.5%) and Slovakia (+3.0%) continued to grow their solid deposit base
- Austria grew by 2.4% ytd, supported by EBOe (+3.4% ytd)
- Currency-adjusted: other core markets reported stable or slightly declining volumes

– Loan/deposit ratio improved to 109.6% as of June 2012 (YE 2011: 113.3%)

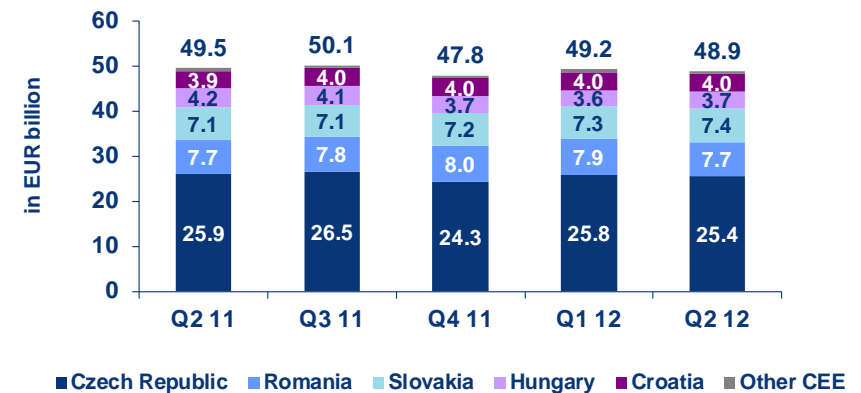
Customer deposit trends by main segments



Customer deposit trends by subsegments



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



Funding update – Successful long-term issuance in H1 2012

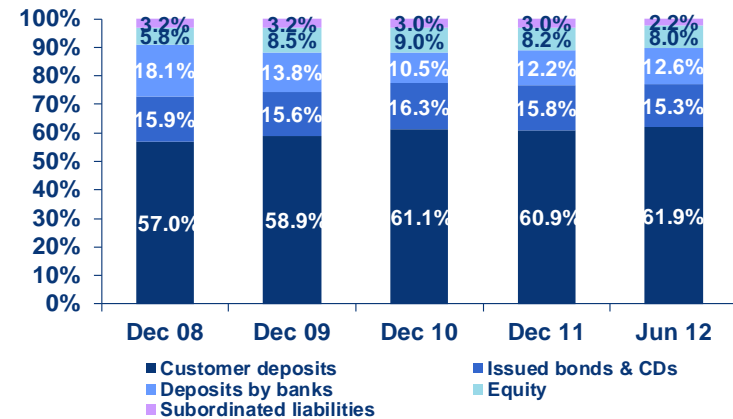
– Short-term funding needs very well covered

- Investment in highly liquid assets led to continuously rising collateral coverage of short-term funding needs

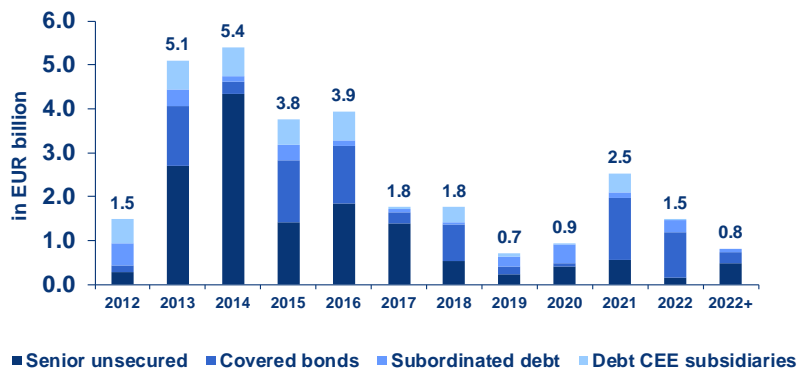
– Long-term funding requirements fully covered for 2012

- Total issuance of EUR 3.4bn ytd
- Funding split: 64% senior unsecured, 36% covered bonds
- Average maturity: 7.0 years
- Key benchmark issues ytd:
 - 10yr EUR 1bn Pfandbrief in Feb 12 (MS +130bps)
 - 5yr EUR 500m senior unsecured in Mar (MS +175bps)

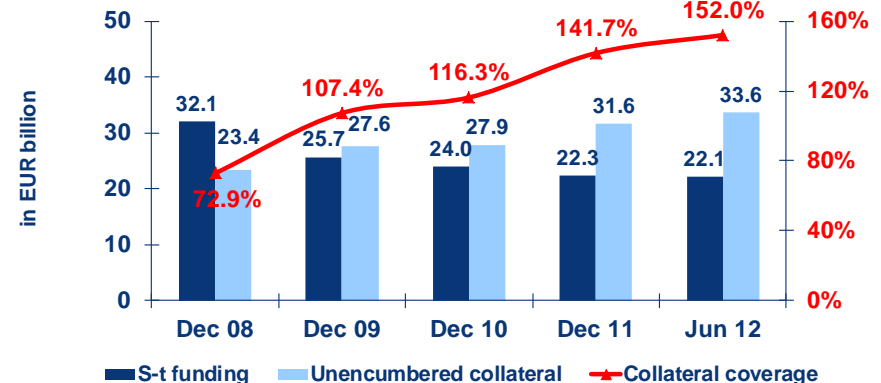
Evolution of funding mix



Redemption profile of Erste Group
Jun 2012



Wholesale funding outflow (<1y) vs collateral coverage

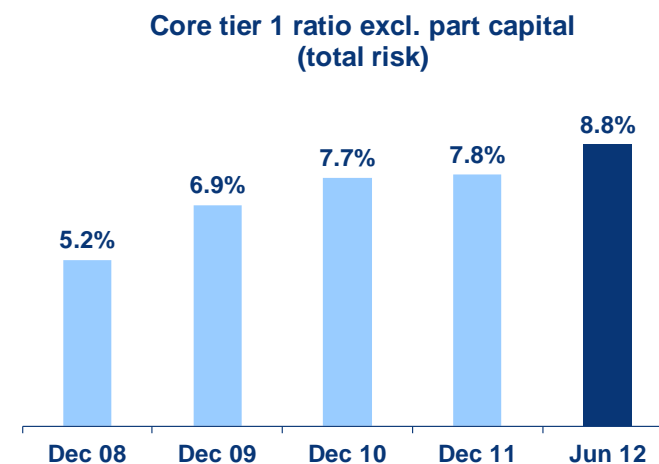
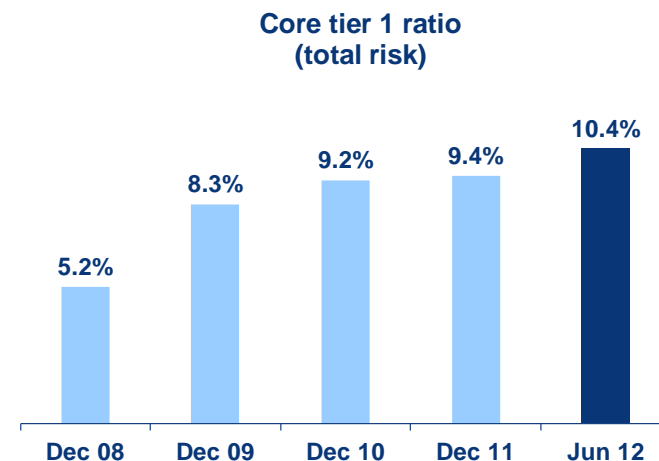


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Capital position –

Further improvement in capital position

- EBA capital ratio at **9.9%** as of June 2012 (excluding retained earnings for H1 2012)
- EBA capital ratio including retained earnings at **10.4%** as of June 2012
- CET1 (Basel 2.5) ratio: **10.4%**
- CET1 (Basel 2.5) excluding part cap: **8.8%**
 - CET1 capital improved to EUR 11.3bn (YE 2011: EUR 10.7bn) due to full recognition of collateral for defaulted loans in Romania
 - RWA decreased by EUR 5.1bn or by 4.4% ytd on reduction of non-core business
- AGM approved potential establishment of a horizontal group (“Gleichordnungskonzern”) with savings banks, if required
 - Final decision on treatment of savings banks minorities still pending



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. Based on Basel 2.5

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- **Erste Group's core markets expected to show a mixed economic performance in 2012**
 - While Austria, Romania and Slovakia are projected to post some economic growth, Erste Group's other core CEE markets are expected to contract in 2012

- **In line with the weakening economic outlook across Europe, Erste Group expects to post a 2012 operating result which will be somewhat lower than in 2011**
 - This development reflects continued reduction of non-core assets and changing composition of the loan book
 - It also reflects that 2012 is a transformational year for BCR

- **Accordingly, Erste Group's priorities for the remainder of 2012 are:**
 - Maintenance of strong capital and liquidity position
 - Strict cost management

- **Risk costs expected to decline to about EUR 2.0 billion in 2012**
 - Despite risk costs peaking in Romania this year

- **BCR is expected to return to profitability in 2013**

- **Erste Group expects to comfortably and sustainably meet all capital requirements (EBA, Basel 3) as and when required**

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Segment review –

Core segments affected by one-off items

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total group	
	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11
Net interest income	2,192.1	2,326.7	257.2	261.8	107.3	65.6	95.1	49.8	2,651.7	2,703.9
Risk provisions for loans and advances	(834.7)	(808.3)	(147.1)	(112.5)	0.0	0.0	0.0	0.0	(981.8)	(920.8)
Net fee and commission income	790.7	821.2	43.4	61.5	65.1	69.0	(33.7)	(45.6)	865.5	906.1
Net trading result	31.4	68.8	6.6	65.7	138.6	146.3	(55.1)	8.0	121.5	288.8
General administrative expenses	(1,611.4)	(1,654.2)	(96.2)	(92.1)	(107.7)	(120.7)	(72.1)	(59.3)	(1,887.4)	(1,926.3)
Other result	(128.0)	(150.9)	(57.0)	6.5	2.5	3.9	140.7	(123.5)	(41.8)	(264.0)
Pre-tax profit/-loss	440.1	603.3	6.9	190.9	205.8	164.1	74.9	(170.6)	727.7	787.7
Taxes on income	(131.9)	(139.2)	(2.9)	(43.1)	(41.1)	(34.3)	(20.7)	41.2	(196.6)	(175.4)
Post-tax profit/loss	308.2	464.1	4.0	147.8	164.7	129.8	54.2	(129.4)	531.1	612.3
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	308.2	464.1	4.0	147.8	164.7	129.8	54.2	(129.4)	531.1	612.3
Attributable to non-controlling interests	77.0	83.3	4.9	8.7	3.9	7.6	(8.3)	(8.1)	77.5	91.5
Attributable to owners of the parent	231.2	380.8	(0.9)	139.1	160.8	122.2	62.5	(121.3)	453.6	520.8
Average risk-weighted assets	71,068.9	75,565.6	21,772.0	24,869.8	2,687.6	2,644.7	15.6	760.3	95,544.1	103,840.4
Average attributed equity	4,958.2	4,152.5	2,178.4	1,990.7	349.0	305.3	5,066.3	7,037.1	12,551.9	13,485.5
Cost/income ratio	53.5%	51.4%	31.3%	23.7%	34.6%	43.0%	na	na	51.9%	49.4%
Return on equity	9.3%	18.3%	na	14.0%	92.2%	80.1%	2.5%	na	7.2%	7.7%
EOP customer loans	114,244.4	114,840.0	19,206.5	18,687.4	204.4	252.3	288.6	298.6	133,944.0	134,078.2
EOP customer deposits	112,670.4	111,001.0	5,178.9	5,391.7	2,833.4	3,587.0	1,569.2	836.8	122,251.9	120,816.5

Core segment – Austria

EBOe's and savings banks net profit up yoy

in EUR million	Savings banks		EB Oesterreich		Austria	
	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11
Net interest income	476.7	492.2	312.2	321.5	788.9	813.7
Risk provisions for loans and advances	(110.8)	(123.1)	(54.3)	(65.2)	(165.1)	(188.3)
Net fee and commission income	193.5	196.6	163.2	160.1	356.7	356.7
Net trading result	8.7	10.0	(3.1)	4.8	5.6	14.8
General administrative expenses	(469.5)	(468.4)	(306.0)	(302.5)	(775.5)	(770.9)
Other result	(3.4)	(18.2)	17.7	(6.4)	14.3	(24.6)
Pre-tax profit/-loss	95.2	89.1	129.7	112.3	224.9	201.4
Taxes on income	(24.0)	(22.4)	(28.6)	(24.7)	(52.6)	(47.1)
Post-tax profit/loss	71.2	66.7	101.1	87.6	172.3	154.3
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	71.2	66.7	101.1	87.6	172.3	154.3
Attributable to non-controlling interests	64.0	64.6	3.2	3.0	67.2	67.6
Attributable to owners of the parent	7.2	2.1	97.9	84.6	105.1	86.7
Average risk-weighted assets	23,744.7	24,168.8	13,203.4	13,803.3	36,948.1	37,972.1
Average attributed equity	367.9	295.3	1,298.7	1,097.7	1,666.6	1,393.0
Cost/income ratio	69.2%	67.0%	64.8%	62.2%	67.4%	65.0%
Return on equity	3.9%	1.4%	15.1%	15.4%	12.6%	12.4%
EOP customer loans	37,615.6	37,678.4	28,242.2	27,494.9	65,857.9	65,173.4
EOP customer deposits	34,061.4	32,727.1	29,740.6	28,770.9	63,802.0	61,498.1

Core segment Central and Eastern Europe (1) – Diverging trends in operating performance...

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11
Net interest income	570.6	590.0	284.3	354.9	211.0	221.3	175.9	189.1
Risk provisions for loans and advances	(85.3)	(139.3)	(364.9)	(224.1)	(31.8)	(40.6)	(106.6)	(154.6)
Net fee and commission income	229.8	248.4	60.6	65.9	56.0	56.8	45.3	49.0
Net trading result	(8.4)	14.8	37.9	18.8	1.0	1.1	(6.7)	6.6
General administrative expenses	(358.9)	(366.0)	(173.0)	(194.0)	(113.4)	(109.0)	(82.0)	(101.3)
Other result	(20.8)	(46.9)	(16.5)	(25.7)	(11.1)	(14.9)	(92.9)	(36.5)
Pre-tax profit/-loss	327.0	301.0	(171.6)	(4.2)	111.7	114.7	(67.0)	(47.7)
Taxes on income	(68.6)	(57.8)	22.6	0.8	(22.5)	(23.1)	(5.7)	(3.6)
Post-tax profit/loss	258.4	243.2	(149.0)	(3.4)	89.2	91.6	(72.7)	(51.3)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	258.4	243.2	(149.0)	(3.4)	89.2	91.6	(72.7)	(51.3)
Attributable to non-controlling interests	5.7	4.0	(8.5)	(1.1)	0.2	0.2	0.0	(0.1)
Attributable to owners of the parent	252.7	239.2	(140.5)	(2.3)	89.0	91.4	(72.7)	(51.2)
Average risk-weighted assets	12,595.5	13,223.2	8,408.4	9,242.1	4,202.0	5,004.4	3,489.2	4,437.9
Average attributed equity	1,276.3	1,087.8	804.0	529.1	434.3	413.9	357.4	367.2
Cost/income ratio	45.3%	42.9%	45.2%	44.1%	42.3%	39.0%	38.2%	41.4%
Return on equity	39.6%	44.0%	na	na	41.0%	44.2%	na	na
EOP customer loans	17,315.7	18,120.8	11,020.2	11,081.2	6,349.0	5,909.8	6,789.6	7,860.2
EOP customer deposits	25,382.8	25,931.1	7,714.0	7,675.4	7,418.4	7,090.3	3,653.2	4,242.4

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

in EUR million	Croatia		Serbia		Ukraine		CEE	
	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11	1-6 12	1-6 11
Net interest income	128.9	127.9	18.1	18.2	14.4	11.6	1,403.2	1,513.0
Risk provisions for loans and advances	(71.0)	(50.4)	(4.3)	(4.5)	(5.7)	(6.5)	(669.6)	(620.0)
Net fee and commission income	33.1	36.3	6.6	6.0	2.6	2.1	434.0	464.5
Net trading result	4.6	5.4	0.8	0.0	(3.4)	7.3	25.8	54.0
General administrative expenses	(68.1)	(72.3)	(16.5)	(16.9)	(24.0)	(23.8)	(835.9)	(883.3)
Other result	1.7	(4.8)	(1.0)	(0.6)	(1.7)	3.1	(142.3)	(126.3)
Pre-tax profit/-loss	29.2	42.1	3.7	2.2	(17.8)	(6.2)	215.2	401.9
Taxes on income	(5.1)	(8.4)	0.0	0.0	0.0	0.0	(79.3)	(92.1)
Post-tax profit/loss	24.1	33.7	3.7	2.2	(17.8)	(6.2)	135.9	309.8
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	24.1	33.7	3.7	2.2	(17.8)	(6.2)	135.9	309.8
Attributable to non-controlling interests	11.5	12.1	0.9	0.6	0.0	0.0	9.8	15.7
Attributable to owners of the parent	12.6	21.6	2.8	1.6	(17.8)	(6.2)	126.1	294.1
Average risk-weighted assets	4,162.8	4,412.8	488.1	570.0	774.8	703.2	34,120.8	37,593.6
Average attributed equity	296.6	256.7	41.1	43.0	81.9	61.7	3,291.6	2,759.5
Cost/income ratio	40.9%	42.6%	64.7%	69.8%	176.5%	113.3%	44.9%	43.5%
Return on equity	8.5%	16.8%	13.6%	7.4%	na	na	7.7%	21.3%
EOP customer loans	5,961.0	5,791.9	481.0	461.7	470.0	441.1	48,386.6	49,666.6
EOP customer deposits	4,002.4	3,925.7	488.9	444.7	208.8	193.2	48,868.4	49,503.0

Segment Retail & SME –

Positive performance in core business hurt by HU & RO

– Operating result down as reduced operating expenses did not fully offset decrease in operating income

- Operating income decreased by 6.3% yoy
- Growing share of secured lending in portfolio composition and sluggish demand for unsecured consumer lending led to decline in net interest income
- Low interest rate environment additionally weighing on NII
- Strict cost control resulted in decreased operating expenses

– Other result improved on result from financial assets

- Main negative drivers for the other result in 2011 were valuation impacts on financial assets portfolios in CZ, AT & SK
- Main drivers for positive development in 2012 were selling gains on financial assets
- Fewer negative extraordinary effects in H1 2012

– Net profit dropped on high risk provisions in Romania and provisions for extra tax charge in Hungary

– ROE declined to 9.3% (1-6 2011: 18.3%)

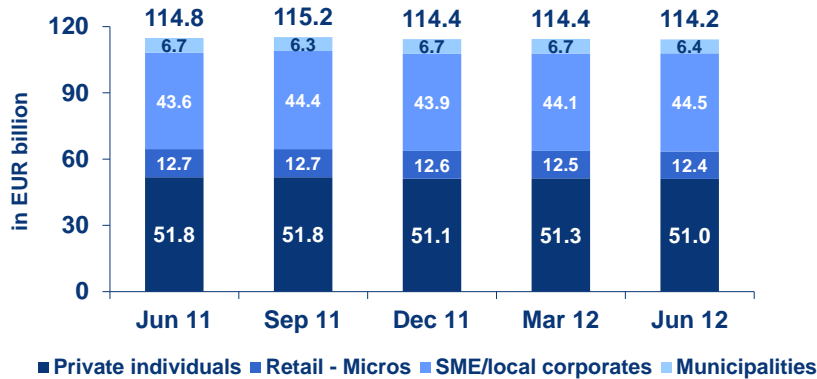
– CIR was nearly unchanged at 53.5% (1-6 2011: 51.4%)

in EUR million	1-6 12	1-6 11	Change
Net interest income	2,192.1	2,326.7	(5.8%)
Net fee income	790.7	821.2	(3.7%)
Net trading result	31.4	68.8	(54.4%)
Operating expenses	(1,611.4)	(1,654.2)	(2.6%)
Operating result	1,402.8	1,562.5	(10.2%)
Risk provisions	(834.7)	(808.3)	3.3%
Other result	(128.0)	(150.9)	(15.2%)
Net profit/loss	231.2	380.8	(39.3%)

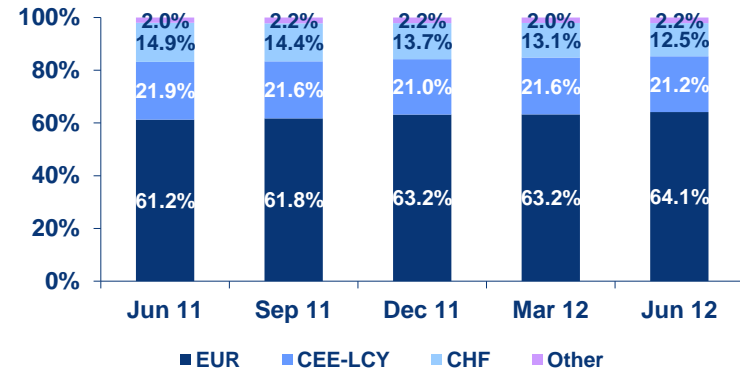
in EUR million	Q2 12	Q1 12	Change
Net interest income	1,087.0	1,105.1	(1.6%)
Net fee income	396.8	393.9	0.7%
Net trading result	(13.8)	45.2	na
Operating expenses	(802.0)	(809.4)	(0.9%)
Operating result	668.0	734.8	(9.1%)
Risk provisions	(329.3)	(505.4)	(34.8%)
Other result	(90.3)	(37.7)	>100.0%
Net profit/loss	145.0	86.2	68.2%

Segment Retail & SME – Loan book analysis

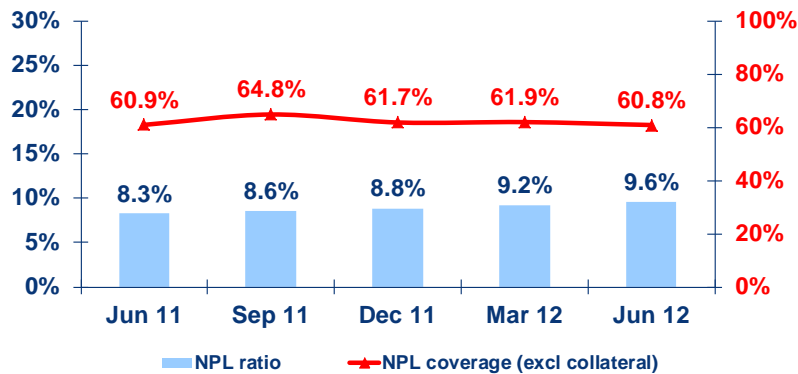
Segment Retail & SME -
Customer loans by Basel II customer segment



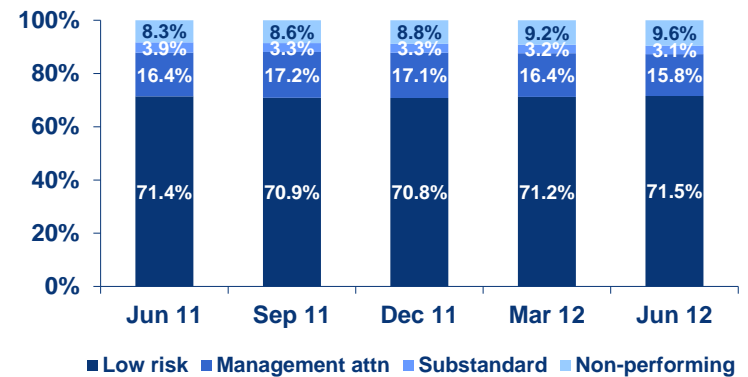
Segment Retail & SME -
Customer loans by currency



Segment Retail & SME -
NPL ratio vs NPL coverage



Migration analysis - Segment Retail & SME



Segment GCIB excl IB –

Net profit declined on higher risk costs and lower fees

- **Operating result declined on lower fee income**
 - NII was up on increased volume and improved margins in the large corporate business
 - Fee income decreased on reduction in real estate project development business
 - Net trading income slightly down on valuation effects
 - Costs increased somewhat due to inclusion of smaller institutional equity sales units (incl. in Group Markets in 2011)
- **Annualised risk costs increased (137 bps on average customer loans in H1 2012 vs 95bps in H1 2011)**
 - Primarily due to provisions in big ticket real estate business and in the large corporate business in Romania
 - Significant increase of NPL coverage ratio
- **Other result declined in H1 12**
 - Mainly due to negative valuation effects
- **As a result of higher risk costs and reduced fee income, net profit was down in H1 2012**
- **CIR was slightly up at 33.0% (H1 2011: 30.1%)**

in EUR million	1-6 12	1-6 11	Change
Net interest income	215.1	210.0	2.4%
Net fee income	41.1	59.3	(30.7%)
Net trading result	4.1	5.0	(18.0%)
Operating expenses	(85.9)	(82.7)	3.9%
Operating result	174.4	191.6	(9.0%)
Risk provisions	(141.2)	(91.7)	54.0%
Other result	(11.6)	(0.8)	>100.0%
Net profit/loss	10.5	69.1	(84.8%)

in EUR million	Q2 12	Q1 12	Change
Net interest income	109.7	105.4	4.1%
Net fee income	21.7	19.4	11.9%
Net trading result	(0.8)	4.9	na
Operating expenses	(46.3)	(39.6)	16.9%
Operating result	84.3	90.1	(6.4%)
Risk provisions	(64.2)	(77.0)	(16.6%)
Other result	(3.2)	(8.4)	(61.9%)
Net profit/loss	10.3	0.2	>100.0%

International Business (GCIB) – Continuing reduction of non-core business

– Targeted reduction in business and close-out of CDS portfolio visible in International Business division's result

- Operating income, especially net trading result, declined sharply on closed CDS positions
- NII declined on reduced business; total average assets were reduced by 29% yoy

– Risk costs declined on release of portfolio risk provisions

– Other result markedly negative in H1 2012

- Losses on sale of AfS and HtM securities, mainly European CMBS and RMBS

– The continued restructuring of the International Business division led to a net loss in H1 2012

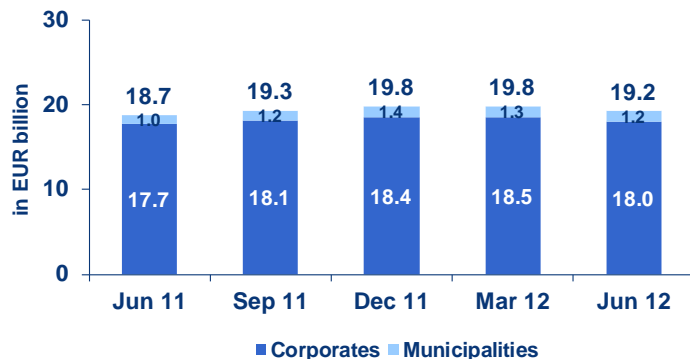
– Average RWAs down to approx. EUR 3.9bn in H1 2012 vs EUR 6.7bn in H1 2011

in EUR million	1-6 12	1-6 11	Change
Net interest income	42.1	51.7	(18.6%)
Net fee income	2.3	2.2	4.5%
Net trading result	2.5	60.7	(95.9%)
Operating expenses	(10.4)	(9.5)	9.5%
Operating result	36.5	105.1	(65.3%)
Risk provisions	(5.9)	(20.8)	(71.6%)
Other result	(45.3)	7.4	na
Net profit/loss	(11.5)	69.9	na

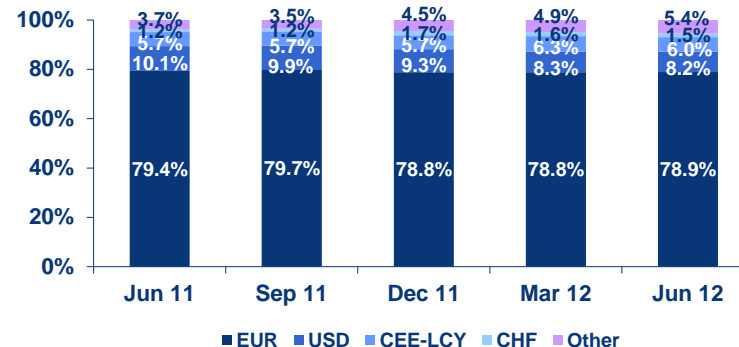
in EUR million	Q2 12	Q1 12	Change
Net interest income	19.3	22.8	(15.4%)
Net fee income	1.5	0.8	87.5%
Net trading result	1.5	1.0	50.0%
Operating expenses	(5.4)	(5.0)	8.0%
Operating result	16.9	19.6	(13.8%)
Risk provisions	(7.7)	1.8	na
Other result	(31.8)	(13.5)	>100.0%
Net profit/loss	(17.7)	6.2	na

Segment GCIB (incl IB) – Loan book analysis

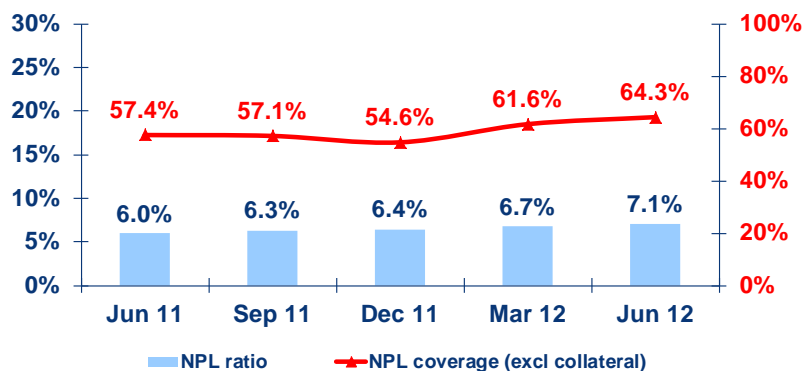
Segment GCIB -
Customer loans by Basel II customer segment



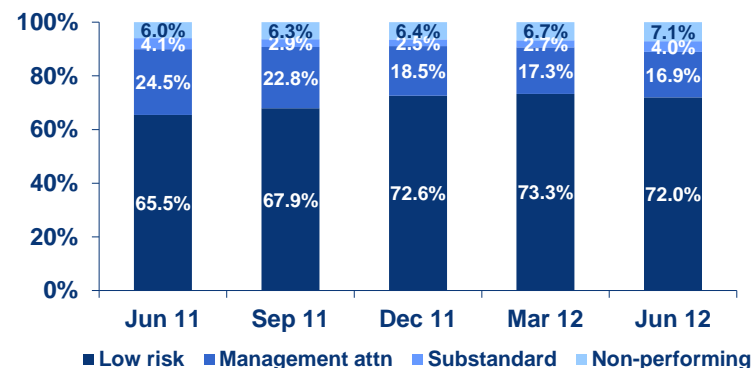
Segment GCIB - Customer loans by currency



Segment GCIB -
NPL ratio vs NPL coverage



Migration analysis - Segment GCIB



Segment Group Markets –

Despite difficult market conditions net profit increased

– Operating result improved on increased net interest income and strict cost management

- NII increased on shift of interest income on trading securities in H1 2012 and on higher income from government bonds and CEE swaps
- Fee income slightly down on reduced asset management business
- Operating expenses declined as a result of cost cutting measures across all business lines

– Net trading result down primarily due to shift of interest income on trading securities to NII

- Fixed income desk contributed positively to strong underlying trading result in H1 12

– Very satisfactory net profit in H1 2012

- Increased as a result of lower expenses and increased operating income

– CIR went down to 34.6% (43.0% in H1 11)

in EUR million	1-6 12	1-6 11	Change
Net interest income	107.3	65.6	63.6%
Net fee income	65.1	69.0	(5.7%)
Net trading result	138.6	146.3	(5.3%)
Operating expenses	(107.7)	(120.7)	(10.8%)
Operating result	203.3	160.2	26.9%
Risk provisions	0.0	0.0	na
Other result	2.5	3.9	(35.9%)
Net profit/loss	160.8	122.2	31.6%

in EUR million	Q2 12	Q1 12	Change
Net interest income	61.2	46.1	32.8%
Net fee income	30.1	35.0	(14.0%)
Net trading result	57.2	81.4	(29.7%)
Operating expenses	(50.2)	(57.5)	(12.7%)
Operating result	98.3	105.0	(6.4%)
Risk provisions	0.0	0.0	na
Other result	3.5	(1.0)	na
Net profit/loss	79.8	81.0	(1.5%)

Segment Corporate Center –

Buy-backs and goodwill adjustment drove other result

– 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

– NII substantially improved on structural contribution from asset/liability management in H1 2012

- The positive development of fee income and the increase in operating expenses were largely attributable to consolidation effects from banking support operations

– Net trading result swung to a loss in H1 2012 due to valuation effects of ALM positions

– Main drivers of other result 1-6 2012:

- EUR 210.0m goodwill adjustment for Romanian subsidiary BCR
- Amortisation of customer relationships of EUR 33.4m
- Increased banking tax of EUR 73.5m for Erste Group Bank AG (holding company)
- Proceeds from buy-back of hybrids and LT2 of EUR 413.2m

in EUR million	1-6 12	1-6 11	Change
Net interest income	95.1	49.8	91.0%
Net fee income	(33.7)	(45.6)	(26.1%)
Net trading result	(55.1)	8.0	na
Operating expenses	(72.1)	(59.3)	21.6%
Operating result	(65.8)	(47.1)	39.7%
Risk provisions	0.0	0.0	na
Other result	140.7	(123.5)	na
Net profit/loss	62.5	(121.3)	na

in EUR million	Q2 12	Q1 12	Change
Net interest income	37.6	57.5	(34.6%)
Net fee income	(14.9)	(18.8)	(20.7%)
Net trading result	(16.2)	(38.9)	(58.4%)
Operating expenses	(38.5)	(33.6)	14.6%
Operating result	(32.0)	(33.8)	(5.3%)
Risk provisions	0.0	0.0	na
Other result	(71.9)	212.6	na
Net profit/loss	(110.4)	172.9	na

Retail & SME: Austria/EB Oesterreich –

Net profit up on lower risk costs & positive other result

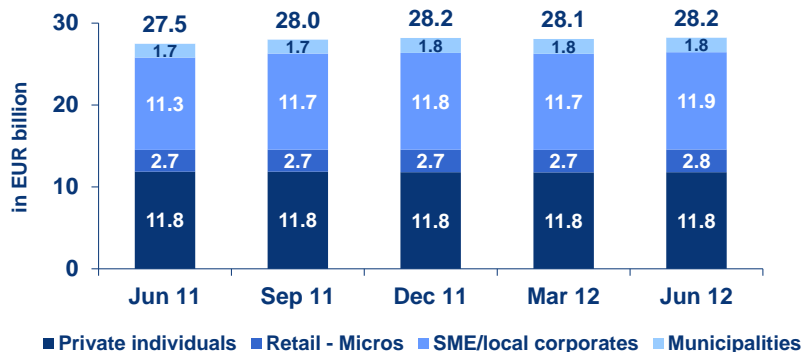
- **Operating result decreased year-on-year**
 - NII decreased as a result of the lower interest rate environment
 - Customer deposits increased by 3.4% ytd
 - Fee income slightly up on increased commercial customer business, but negative impact from securities gain tax introduced in 2011 still visible in securities business
 - Net trading was negative in 1-6 2012 on derivatives valuation
- **Operating expenses increased by 1.2% yoy due to first time consolidation of factoring subsidiary Intermarket Bank AG in Q3 2011**
- **Annualised risk costs down yoy to 38bps on improved asset quality in all business lines**
 - NPL ratio relatively stable at 3.9% as of Jun 2012
- **Positive other result mainly driven by selling gains on available-for-sale financial assets and properties**
- **Net profit increased to EUR 97.9m or by 15.7% yoy**
- **Average RWAs were reduced to EUR 13.2bn (-4.3% yoy)**
- **CIR at 64.8% in 1-6 2012 (62.2% in 1-6 2011)**
- **Segment ROE of 15.1%**

in EUR million	1-6 12	1-6 11	Change
Net interest income	312.2	321.5	(2.9%)
Net fee income	163.2	160.1	1.9%
Net trading result	(3.1)	4.8	na
Operating expenses	(306.0)	(302.5)	1.2%
Operating result	166.3	183.9	(9.6%)
Risk provisions	(54.3)	(65.2)	(16.7%)
Other result	17.7	(6.4)	na
Net profit/loss	97.9	84.6	15.7%

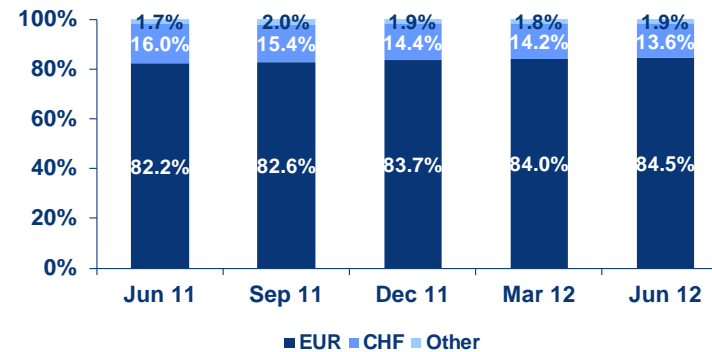
in EUR million	Q2 12	Q1 12	Change
Net interest income	150.5	161.7	(6.9%)
Net fee income	80.5	82.7	(2.7%)
Net trading result	0.0	(3.1)	na
Operating expenses	(154.6)	(151.4)	2.1%
Operating result	76.4	89.9	(15.0%)
Risk provisions	(22.9)	(31.4)	(27.1%)
Other result	9.1	8.6	5.8%
Net profit/loss	47.4	50.5	(6.1%)

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

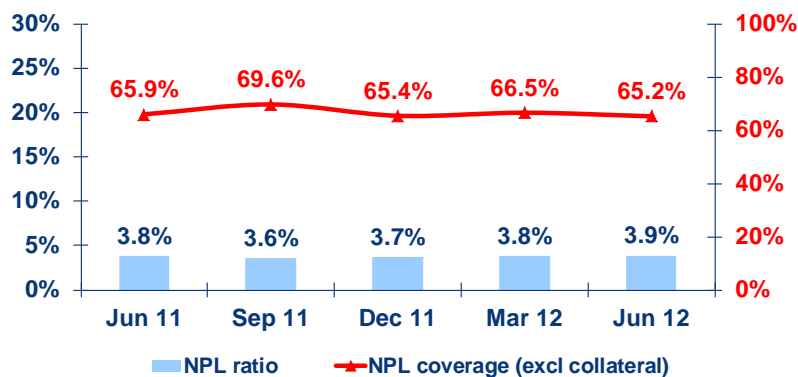
Segment EB Oesterreich -
Customer loans by Basel II customer segment



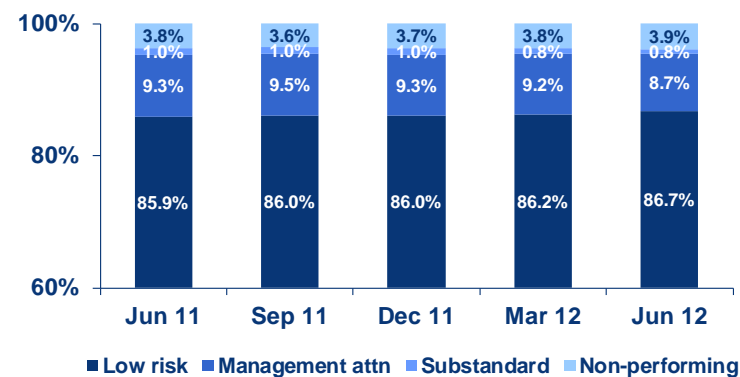
Segment EB Oesterreich -
Customer loans by currency



Segment Erste Bank Oesterreich -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/EB Oesterreich



Retail & SME: Austria/Savings banks – Solid operating performance

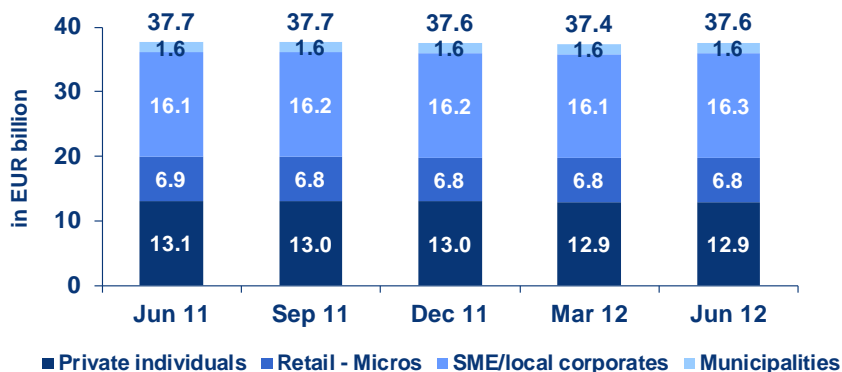
- **Operating result decreased year-on-year due to weaker net interest income**
 - NII decreased as a result of the lower interest rate environment and reduced margins on customer deposits
 - Net fee income decreased slightly yoy mainly on declining securities business
- **Costs increased by only 0.2% yoy thanks to ongoing cost containment**
- **Annualised risk costs down to 57 bps in H1 2012**
 - NPL ratio stood at 7.1% as of Jun 2012
 - NPL coverage at 58.9% as of June 2012 vs 59.7% at YE 11
- **Other result at EUR -3.4m in H1 2012, but improved noticeably quarter-on-quarter**
 - Main driver were realised gains on AfS securities
- **Net profit increased mainly on lower risk costs and an improved other result**
- **Year-on-year CIR was up to 69.2% (1-6 11: 67.0%)**

in EUR million	1-6 12	1-6 11	Change
Net interest income	476.7	492.2	(3.1%)
Net fee income	193.5	196.6	(1.6%)
Net trading result	8.7	10.0	(13.0%)
Operating expenses	(469.5)	(468.4)	0.2%
Operating result	209.4	230.4	(9.1%)
Risk provisions	(110.8)	(123.1)	(10.0%)
Other result	(3.4)	(18.2)	(81.3%)
Net profit/loss	7.2	2.1	>100.0%

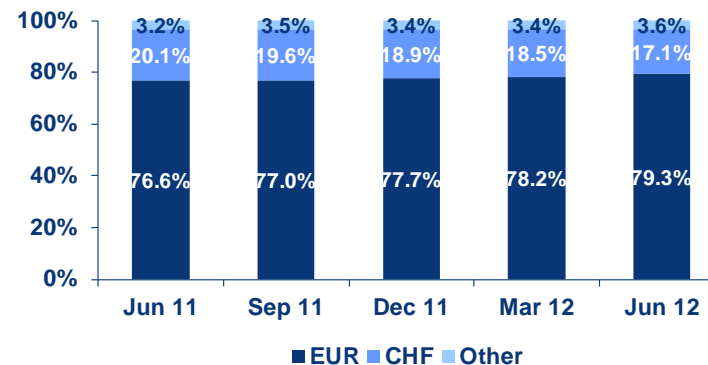
in EUR million	Q2 12	Q1 12	Change
Net interest income	235.8	240.9	(2.1%)
Net fee income	94.8	98.7	(4.0%)
Net trading result	4.8	3.9	23.1%
Operating expenses	(234.1)	(235.4)	(0.6%)
Operating result	101.3	108.1	(6.3%)
Risk provisions	(59.5)	(51.3)	16.0%
Other result	8.6	(12.0)	na
Net profit/loss	4.3	2.9	48.3%

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

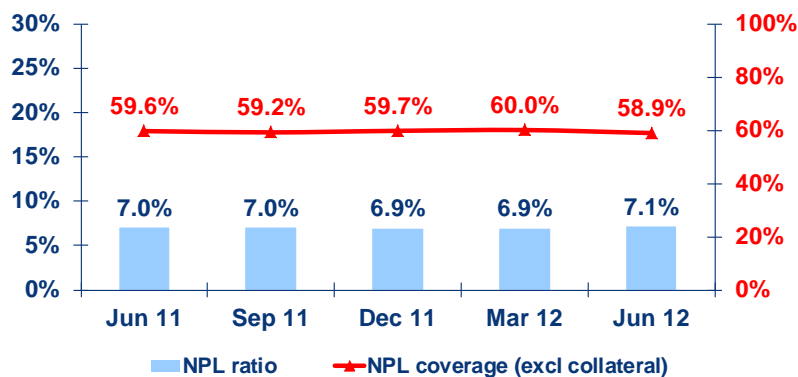
Segment Savings Banks -
Customer loans by Basel II customer segment



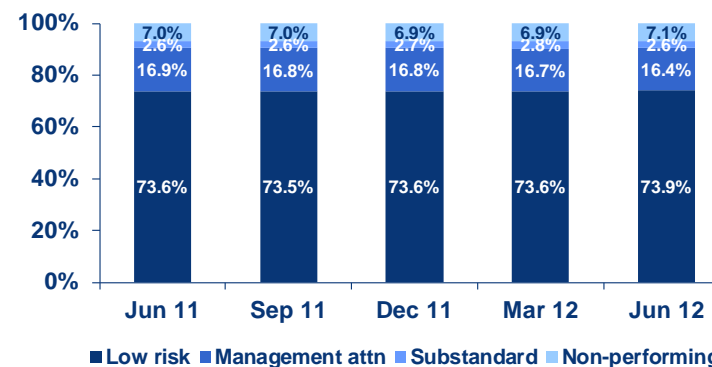
Segment Savings banks -
Customer loans by currency



Segment Savings banks -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Savings Banks



Retail & SME: Czech Republic –

Lower risk costs drove increase in net profit

- **Operating result decreased on lower operating income driven by weaker trading result yoy**
 - NII slightly down due to currency depreciation but remained stable in local currency
 - Net fee income declined on decreased payment and securities business
 - Net trading result turned negative in H1 2012: credit value adjustments with negative impact of EUR 8.0m and negative valuation effects resulting from interest bearing and currency positions in Q2 12
 - Operating expenses well under control
- **Annualised risk costs decreased substantially to 97bps in 1-6 2012 vs 155bps in 1-6 2011**
 - Improvement driven by reduced delinquencies in retail as well as corporate businesses
 - NPL ratio stable at 5.5% (YE 2011: 5.5%)
 - NPL coverage improved to a comfortable 72.8%
- **Other result improved markedly yoy**
 - Positive contribution from sale of financial assets in Q1 12
 - Deposit insurance contribution remained a key negative factor
 - Improved valuation result of real estate fund in H1 2012
- **Net profit increased year-on-year as a result of significantly lower risk costs**
- **CIR was at 45.3% in H1 2012 compared to 42.9% (H1 11)**

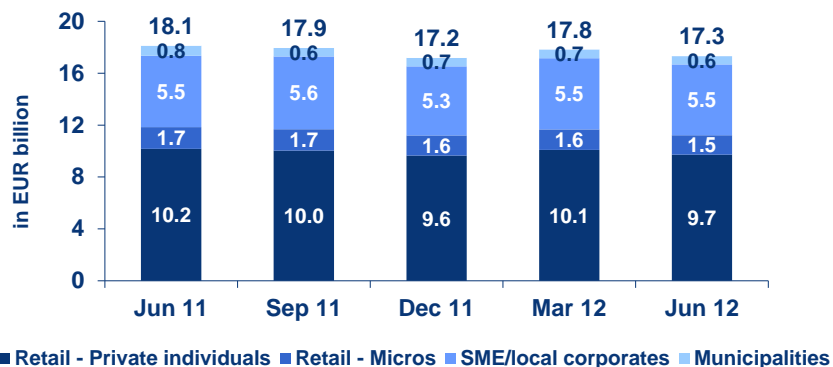
in EUR million	1-6 12	1-6 11	Change
Net interest income	570.6	590.0	(3.3%)
Net fee income	229.8	248.4	(7.5%)
Net trading result	(8.4)	14.8	na
Operating expenses	(358.9)	(366.0)	(1.9%)
Operating result	433.1	487.2	(11.1%)
Risk provisions	(85.3)	(139.3)	(38.8%)
Other result	(20.8)	(46.9)	(55.7%)
Net profit/loss	252.7	239.2	5.6%

in EUR million	Q2 12	Q1 12	Change
Net interest income	288.0	282.6	1.9%
Net fee income	117.6	112.2	4.8%
Net trading result	(25.1)	16.7	na
Operating expenses	(179.4)	(179.5)	(0.1%)
Operating result	201.1	232.0	(13.3%)
Risk provisions	(40.8)	(44.5)	(8.3%)
Other result	(19.8)	(1.0)	>100.0%
Net profit/loss	108.4	144.3	(24.9%)

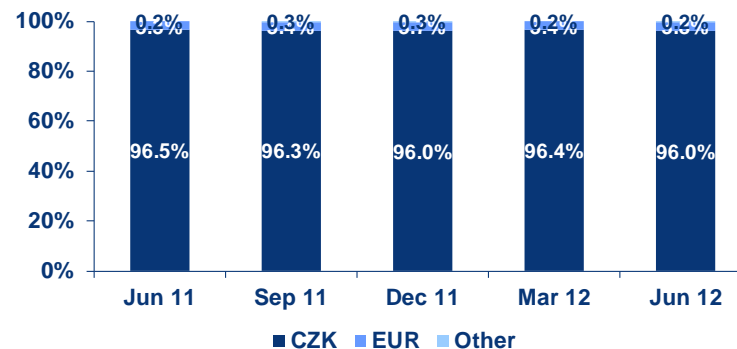
All figures including 3.4% currency depreciation (based on 1-6 2012 average rate)

Retail & SME: Czech Republic – Loan book analysis

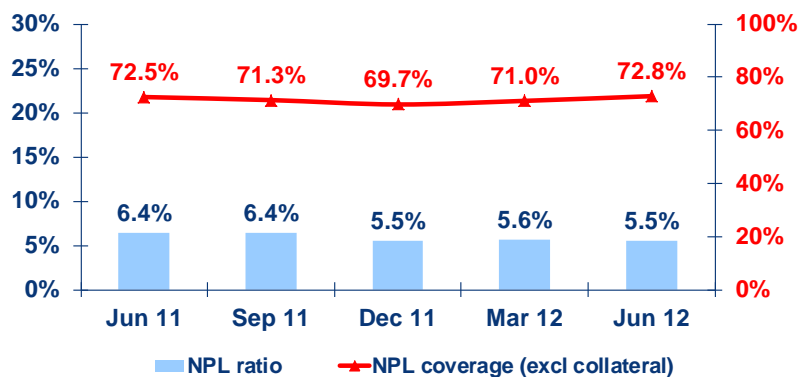
Segment Czech Republic -
Customer loans by Basel II customer segment



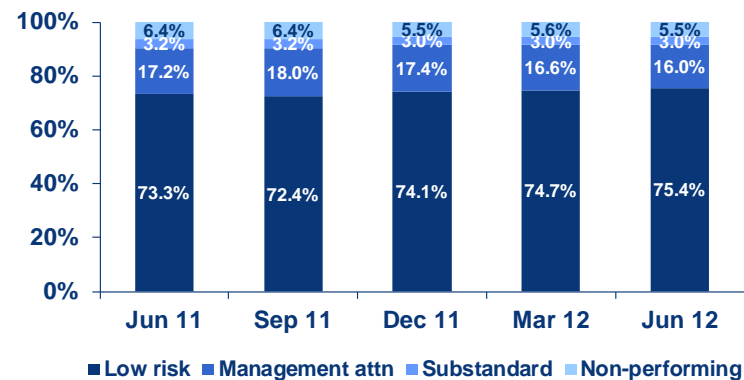
Segment Czech Republic -
Customer loans by currency



Segment Czech Republic -
NPL ratio vs NPL coverage



Segment Czech Republic - Migration analysis



Restructuring efforts reflected in financial results

ERSTE GROUP

- Operating result decreased on lower NII
- Lower operating expenses and strong trading result softened decline
 - RON depreciation, lower margins and NPL inflow all led to declining NII
 - Fees declined on lower payment transfers and insurance business
 - Net trading result increased mainly on improved valuations
 - Restructuring efforts led to decline in operating costs
- Risk provisions increased by 62.8% year-on-year; NPL coverage up
- Quarter-on-quarter risk provisions declined on reduced requirements for specific risk provisions
 - NPL ratio increased to 26.2% on increased defaults in SME and real estate business lines
 - NPL coverage improved to 53.6% from 50.1% at YE 2011
- Other result improved yoy due to positive contribution from financial assets and proceeds from the sale of real estate
- CIR was at 45.2% 1-6 2012 (44.1% in 1-6 2011)

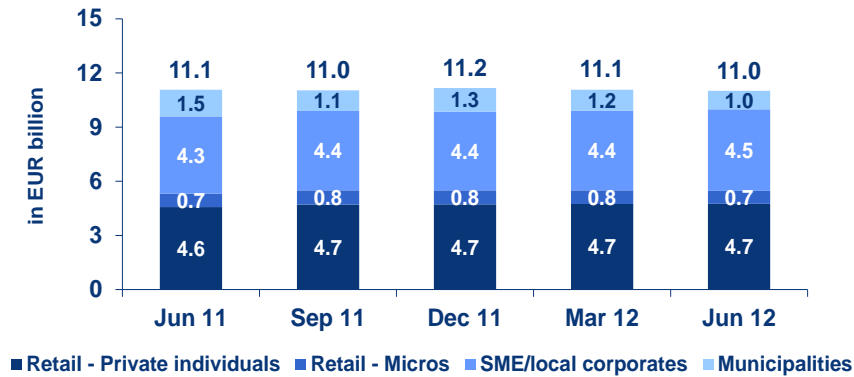
in EUR million	1-6 12	1-6 11	Change
Net interest income	284.3	354.9	(19.9%)
Net fee income	60.6	65.9	(8.0%)
Net trading result	37.9	18.8	>100.0%
Operating expenses	(173.0)	(194.0)	(10.8%)
Operating result	209.8	245.6	(14.6%)
Risk provisions	(364.9)	(224.1)	62.8%
Other result	(16.5)	(25.7)	(35.8%)
Net profit/loss	(140.5)	(2.3)	>100.0%

in EUR million	Q2 12	Q1 12	Change
Net interest income	131.3	153.0	(14.2%)
Net fee income	30.4	30.2	0.7%
Net trading result	21.0	16.9	24.3%
Operating expenses	(83.3)	(89.7)	(7.1%)
Operating result	99.4	110.4	(10.0%)
Risk provisions	(173.5)	(191.4)	(9.4%)
Other result	(8.6)	(7.9)	8.9%
Net profit/loss	(68.3)	(72.2)	(5.4%)

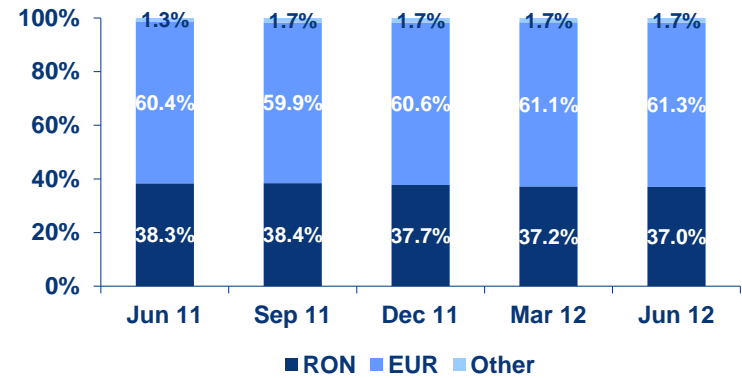
All figures including 5.0% currency depreciation (based on 1-6 2012 average rate)

Retail & SME: Romania – Loan book analysis

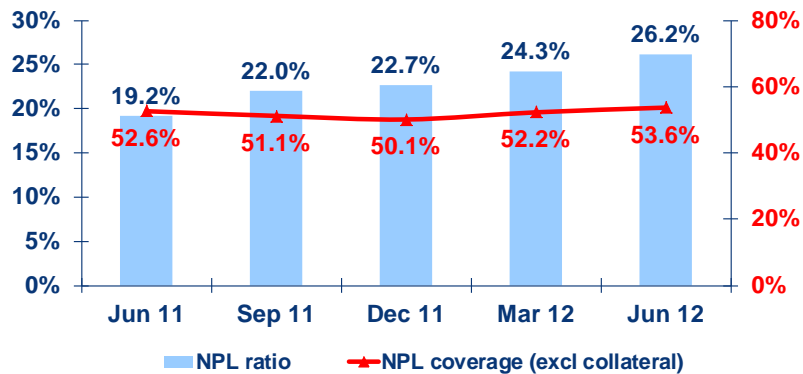
Segment Romania -
Customer loans by Basel II customer segment



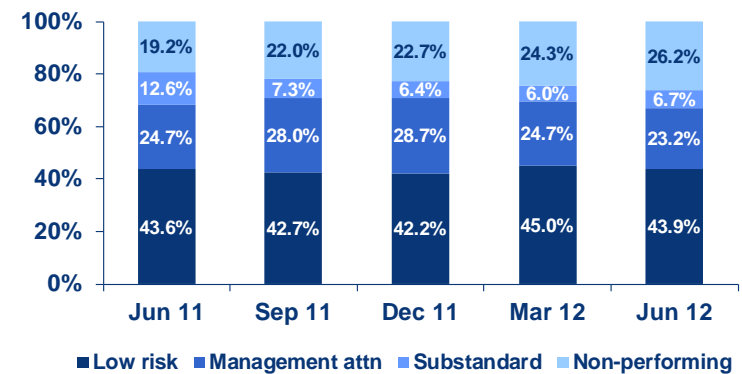
Segment Romania - Customer loans by currency



Segment Romania -
NPL ratio vs NPL coverage



Segment Romania - Migration analysis



– Operating result down against strong H1 2011

- NII slightly declined mainly on changed investment strategy
- Fees were stable year-on-year
- Net trading result contributed positively, but remained insignificant
- Operating costs up on increased depreciation of new core banking system which went live in Q3 11

– NIM was 4.1% in 1-6 12 compared to 4.4% in 1-6 11

– Risk costs declined by 21.7% year-over-year

- Annualised risk costs declined to 102bps, driven by improvement in asset quality
- NPL coverage traditionally high at 79.8%

– Other result: positive items, mainly financial assets valuation and selling gains partially offset banking tax (EUR 5.0m) and deposit insurance contributions (EUR 6.7m) in H1 2012

– Still very satisfactory net profit of EUR 89.0m in H1 12

– CIR up to 42.3% vs 39.0% in 1-6 2011

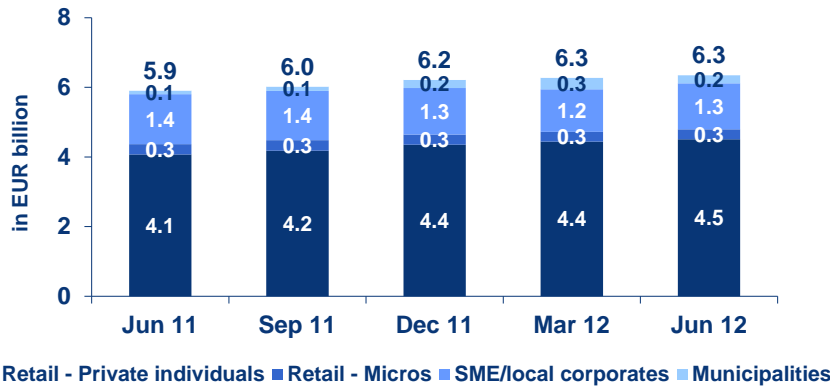
– Housing loans continued to be main driver of volume growth year-on-year

in EUR million	1-6 12	1-6 11	Change
Net interest income	211.0	221.3	(4.7%)
Net fee income	56.0	56.8	(1.4%)
Net trading result	1.0	1.1	(9.1%)
Operating expenses	(113.4)	(109.0)	4.0%
Operating result	154.6	170.2	(9.2%)
Risk provisions	(31.8)	(40.6)	(21.7%)
Other result	(11.1)	(14.9)	(25.5%)
Net profit/loss	89.0	91.4	(2.6%)

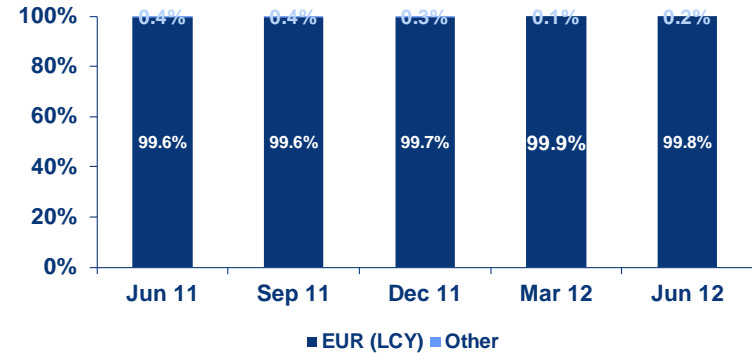
in EUR million	Q2 12	Q1 12	Change
Net interest income	104.6	106.4	(1.7%)
Net fee income	28.3	27.7	2.2%
Net trading result	(1.1)	2.1	na
Operating expenses	(55.4)	(58.0)	(4.5%)
Operating result	76.4	78.2	(2.3%)
Risk provisions	(13.3)	(18.5)	(28.1%)
Other result	(5.7)	(5.4)	5.6%
Net profit/loss	45.7	43.3	5.5%

Retail & SME: Slovakia – Loan book analysis

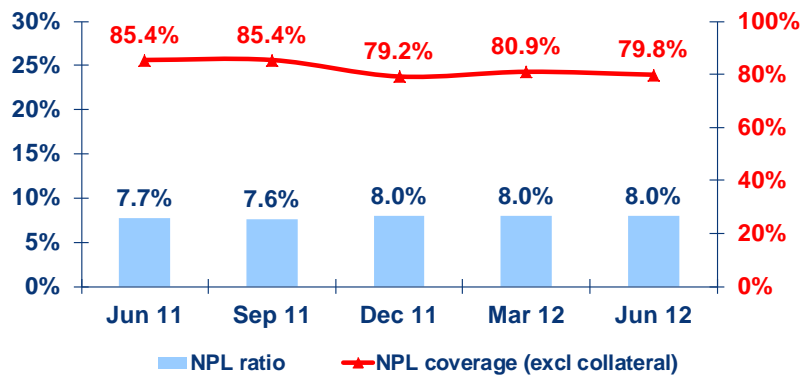
Segment Slovakia -
Customer loans by Basel II customer segment



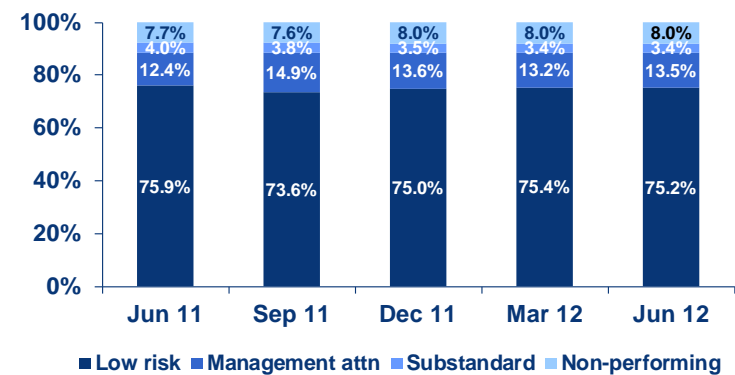
Segment Slovakia -
Customer loans by currency



Segment Slovakia -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Slovakia



Retail & SME: Hungary –

Adapting to the new business environment

- **Operating result was up 1.2% in local currency, but decreased in EUR as a consequence of HUF depreciation**
 - NII declined on portfolio reduction as effect of FX conversion scheme; Reclassification of interest income on trading assets to NII in H1 2012 has compensated for the decrease
 - Fee income up on currency adjusted basis: fees from payment transfer and building society business offset lower lending fees
 - Trading down on changed reporting of interest income on trading assets to NII
- **Successful cost cutting efforts in H1 2012 led to decline in expenses of 19.1%**
- **Other result deteriorated significantly due to the booking of a EUR 60.6m reserve for future expenses in connection with interest subsidy scheme for performing FX loans applicable for the coming 5 years**
- **Risk costs decreased qoq on shifting of risk provisions (EUR 60.6m) relating to the interest subsidy scheme for performing FX loans**
 - NPL ratio increased to 24.6% on deteriorating economic environment
 - NPL coverage declined from 70.3% at YE 11 to 64.0% as of June 2012 mainly on shift of risk provisions
- **Net loss mainly due to costs covering interest subsidy scheme for performing FX borrowers for full 5 years**
- **CIR improved to 38.2% vs 41.4% in H1 2011**

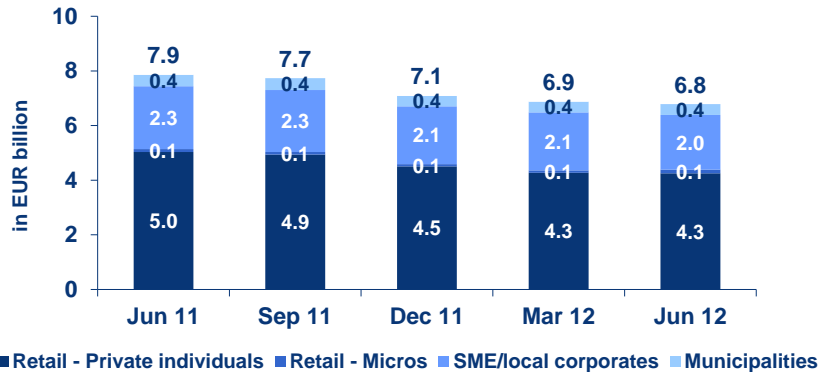
in EUR million	1-6 12	1-6 11	Change
Net interest income	175.9	189.1	(7.0%)
Net fee income	45.3	49.0	(7.6%)
Net trading result	(6.7)	6.6	na
Operating expenses	(82.0)	(101.3)	(19.1%)
Operating result	132.5	143.4	(7.6%)
Risk provisions	(106.6)	(154.6)	(31.0%)
Other result	(92.9)	(36.5)	>100.0%
Net profit/loss	(72.7)	(51.2)	42.0%

in EUR million	Q2 12	Q1 12	Change
Net interest income	94.2	81.7	15.3%
Net fee income	23.4	21.9	6.8%
Net trading result	(12.3)	5.6	na
Operating expenses	(40.5)	(41.5)	(2.4%)
Operating result	64.8	67.7	(4.3%)
Risk provisions	24.5	(131.1)	na
Other result	(76.6)	(16.3)	>100.0%
Net profit/loss	9.1	(81.8)	na

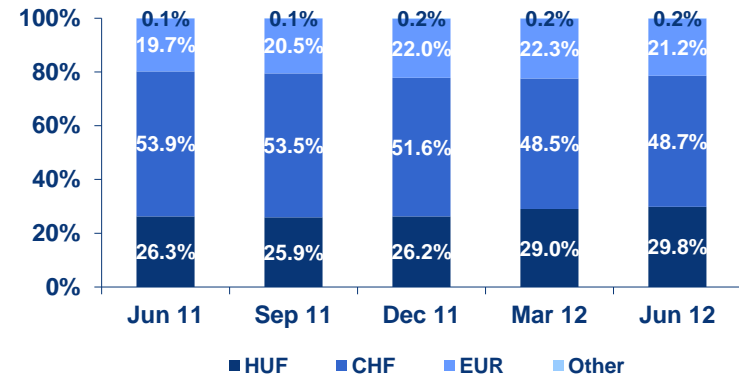
All figures including 9.6% currency depreciation (based on 1-6 2012 average rate)

Retail & SME: Hungary – Loan book analysis

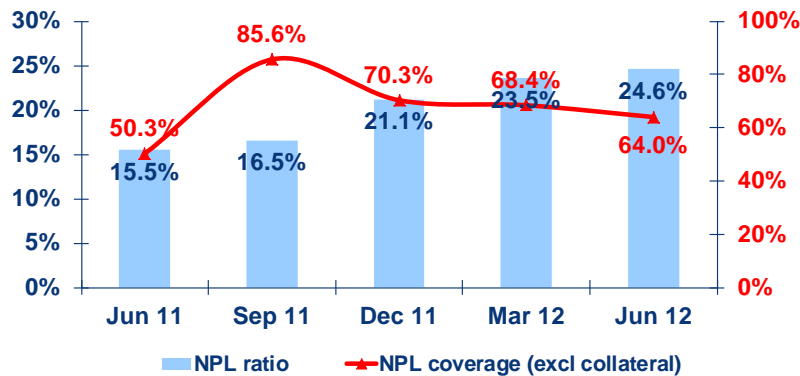
Segment Hungary -
Customer loans by Basel II customer segment



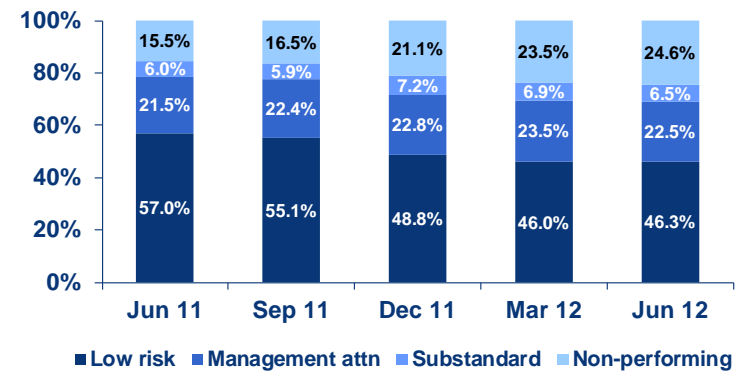
Segment Hungary - Customer loans by currency



Segment Hungary -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Hungary



Retail & SME: Croatia –

Solid operating result impaired by increase in risk costs

– Operating result improved on slightly higher NII and lower operating expenses

- NII improved on increased margins in SME business; currency-adjusted up by 2.8% yoy
- Lower fee income due to transfer of credit card processing subsidiary (MBU) in Q3 11
- Net trading result slightly decreased on lower contribution from ALM

– Decrease in operating costs on successful cost management and transfer of credit card processing unit

– Risk provisions up mainly due to deterioration in Corporate and Real Estate segments

- Annualized risk cost increased from 177bps in H1 2011 to 239bps in H1 2012
- NPL ratio increased to 16.0% as of Jun 2012 compared to 12.8% at YE 2011

– Other result improved yoy due to positive effect on sale of assets (AfS) in H1 2012

– CIR improved to 40.9% vs 42.6% in H1 2011

– ROE of 8.5% vs 16.8% in H1 2011

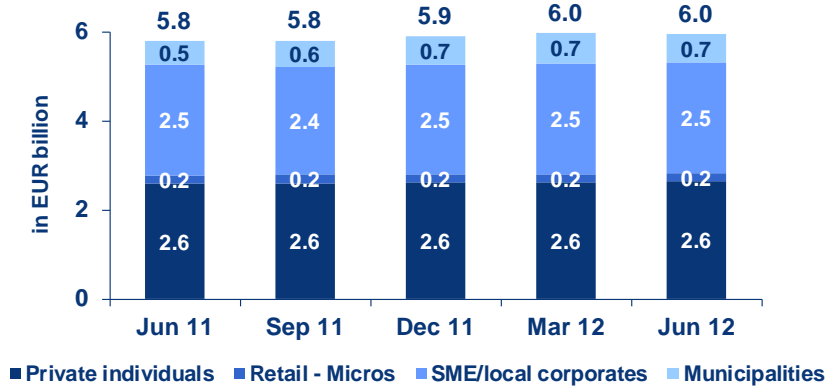
in EUR million	1-6 12	1-6 11	Change
Net interest income	128.9	127.9	0.8%
Net fee income	33.1	36.3	(8.8%)
Net trading result	4.6	5.4	(14.8%)
Operating expenses	(68.1)	(72.3)	(5.8%)
Operating result	98.5	97.3	1.2%
Risk provisions	(71.0)	(50.4)	40.9%
Other result	1.7	(4.8)	na
Net profit/loss	12.6	21.6	(41.7%)

in EUR million	Q2 12	Q1 12	Change
Net interest income	64.8	64.1	1.1%
Net fee income	17.3	15.8	9.5%
Net trading result	2.4	2.2	9.1%
Operating expenses	(34.5)	(33.6)	2.7%
Operating result	50.0	48.5	3.1%
Risk provisions	(38.8)	(32.2)	20.5%
Other result	4.0	(2.3)	na
Net profit/loss	6.5	6.1	6.6%

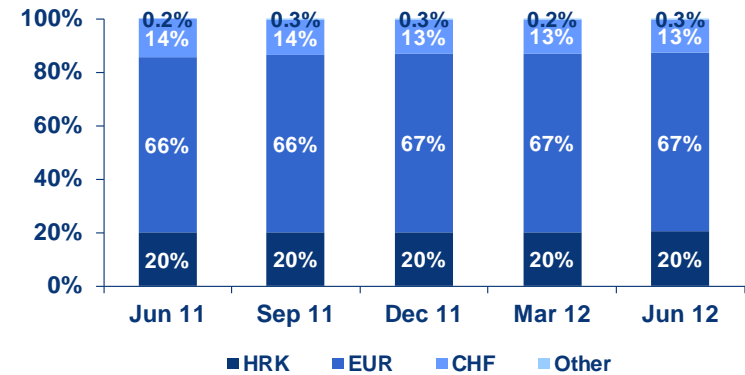
All figures including 2.0% currency depreciation (based on 1-6 2012 average rate)

Retail & SME: Croatia – Loan book analysis

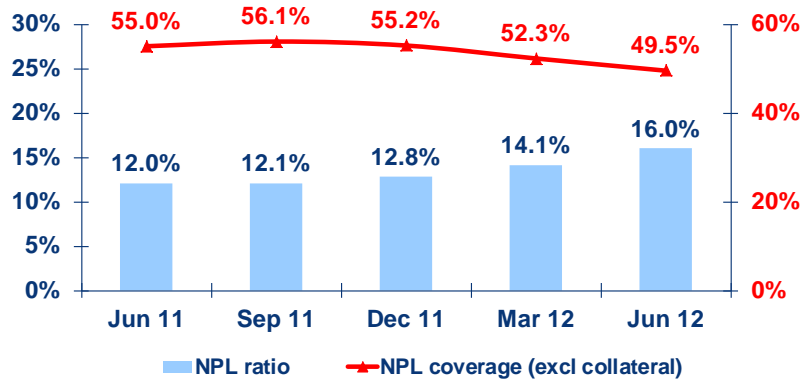
Segment Croatia -
Customer loans by Basel II customer segment



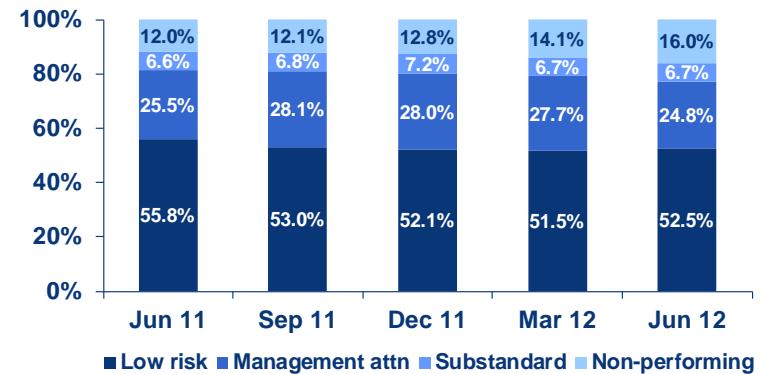
Segment Croatia - Customer loans by currency



Segment Croatia -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Croatia



- **Operating result up on higher net fee income and positive net trading result**
 - NII flat in EUR, but up 8.4% in LCY on loan growth
 - Margins in retail business developed positively
 - Fee income improved mainly on growth in payment business
 - Trading result increased due to favourable FX movements
- **NIM was down to 6.9% in 1-6 2012**
- **Costs decreased in EUR, but were up in LCY on higher other administrative expenses**
- **Risk provisions slightly down in EUR but increased currency-adjusted due to higher provisions in the real estate business**
 - Nevertheless annualised risk costs down to 178bps vs 205bps in 1-6 2011
- **Net profit contribution increased in H1 2012**
- **Segment ROE doubled to 13.6%**
- **CIR was 64.7% in 1-6 2012 (1-6 2011: 69.8%)**

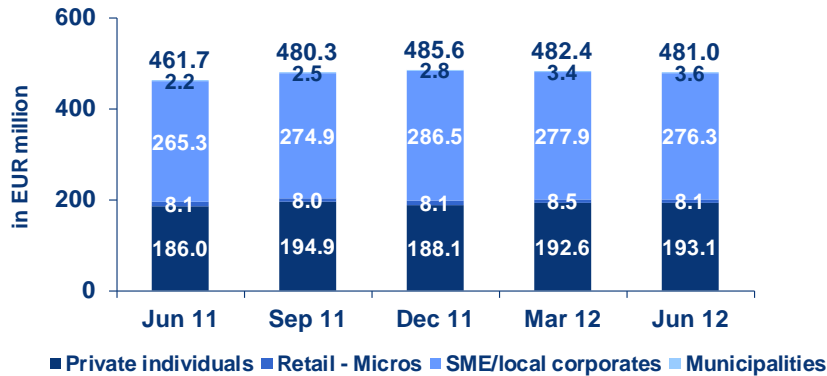
in EUR million	1-6 12	1-6 11	Change
Net interest income	18.1	18.2	(0.5%)
Net fee income	6.6	6.0	10.0%
Net trading result	0.8	0.0	na
Operating expenses	(16.5)	(16.9)	(2.4%)
Operating result	9.0	7.3	23.3%
Risk provisions	(4.3)	(4.5)	(4.4%)
Other result	(1.0)	(0.6)	66.7%
Net profit/loss	2.8	1.6	75.0%

in EUR million	Q2 12	Q1 12	Change
Net interest income	9.4	8.7	8.0%
Net fee income	3.1	3.5	(11.4%)
Net trading result	0.4	0.4	0.0%
Operating expenses	(8.2)	(8.3)	(1.2%)
Operating result	4.7	4.3	9.3%
Risk provisions	(2.1)	(2.2)	(4.5%)
Other result	(0.7)	(0.3)	>100.0%
Net profit/loss	1.5	1.3	15.4%

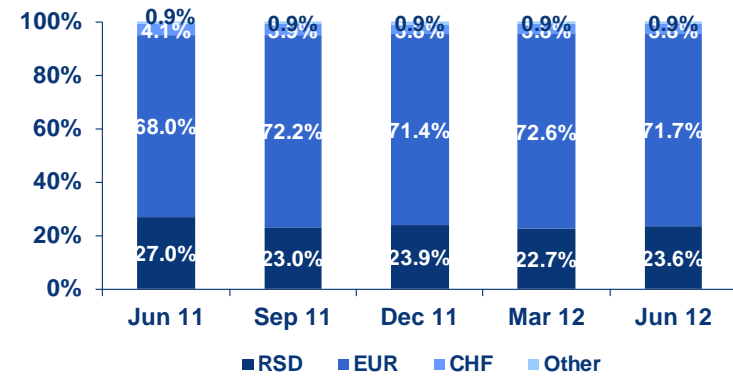
All figures including 9.0% currency depreciation (based on 1-6 2012 average rate)

Retail & SME: Serbia – Loan book analysis

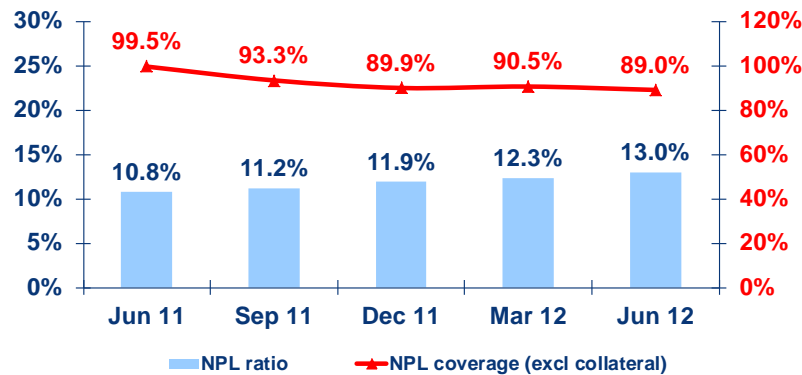
Segment Serbia -
Customer loans by Basel II customer segment



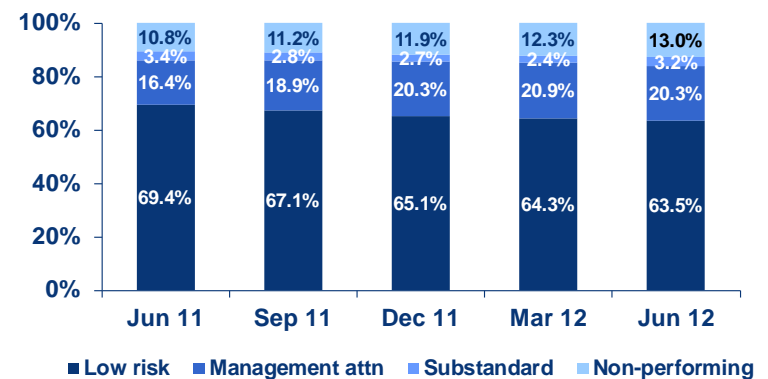
Segment Serbia - Customer loans by currency



Segment Serbia/retail -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Serbia



– Operating result down on weak trading

- NII increased on higher revenues from interest-bearing securities
- Net fee income improved on the back of strengthened payment transfer business
- Net trading result down due to lower income from securities trading and FX transactions
- Operating expenses nearly flat in EUR and down on currency-adjusted basis

– Risk costs declined yoy due to stabilization of asset quality

- Annualised risk costs down to 245bps against 288bps in 1-6 2011 on lower provisions for retail customers
- NPL ratio slightly declined to 31.6% as of Jun 2012

– Other result deteriorated yoy on selling losses on financial assets available for sale

– Weak trading and deterioration in other result reflected in net loss

– CIR was 176.5% in 1-6 2012

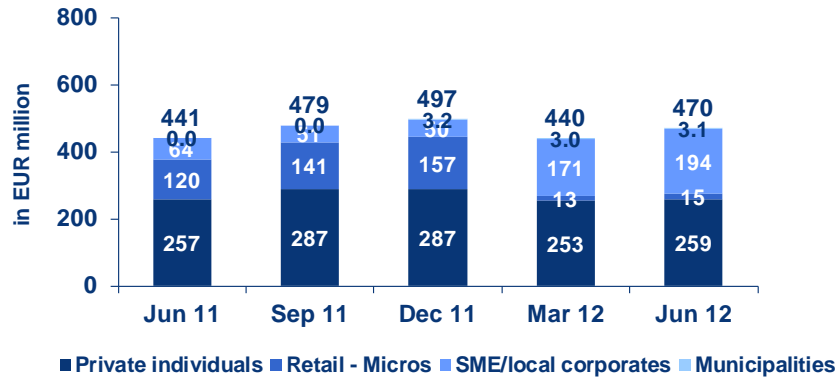
in EUR million	1-6 12	1-6 11	Change
Net interest income	14.4	11.6	24.1%
Net fee income	2.6	2.1	23.8%
Net trading result	(3.4)	7.3	na
Operating expenses	(24.0)	(23.8)	0.8%
Operating result	(10.4)	(2.8)	>100.0%
Risk provisions	(5.7)	(6.5)	(12.3%)
Other result	(1.7)	3.1	na
Net profit/loss	(17.8)	(6.2)	>100.0%

in EUR million	Q2 12	Q1 12	Change
Net interest income	8.4	6.0	40.0%
Net fee income	1.4	1.2	16.7%
Net trading result	(3.9)	0.5	na
Operating expenses	(12.0)	(12.0)	0.0%
Operating result	(6.1)	(4.3)	41.9%
Risk provisions	(2.9)	(2.8)	3.6%
Other result	(0.6)	(1.1)	(45.5%)
Net profit/loss	(9.6)	(8.2)	17.1%

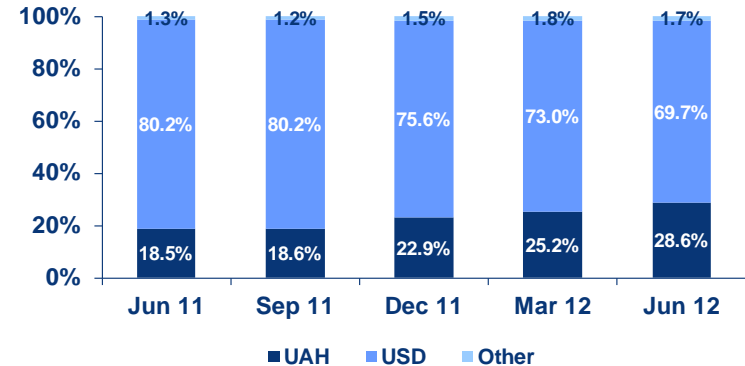
All figures including 6.7% currency appreciation (based on 1-6 2012 average rate)

Retail & SME: Ukraine – Loan book analysis

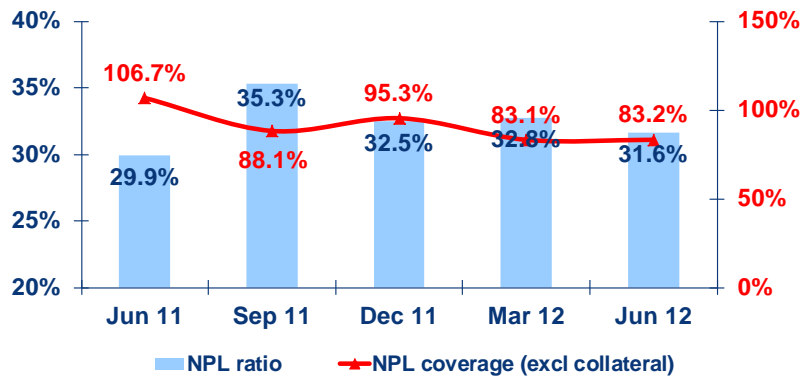
Segment Ukraine -
Customer loans by Basel II customer segment



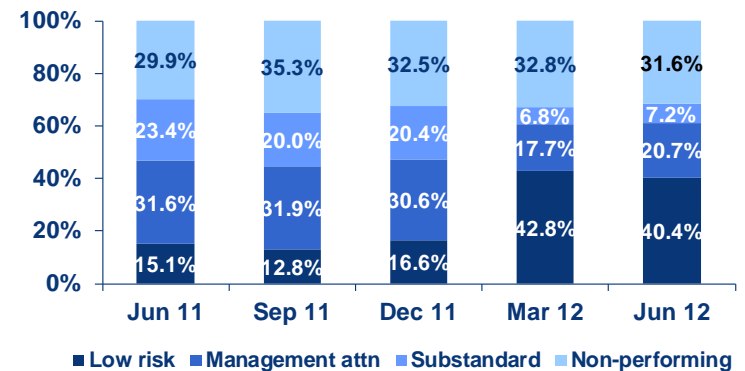
Segment Ukraine - Customer loans by currency



Segment Ukraine/retail -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Ukraine



- Business performance
- Update on Hungary & Romania
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

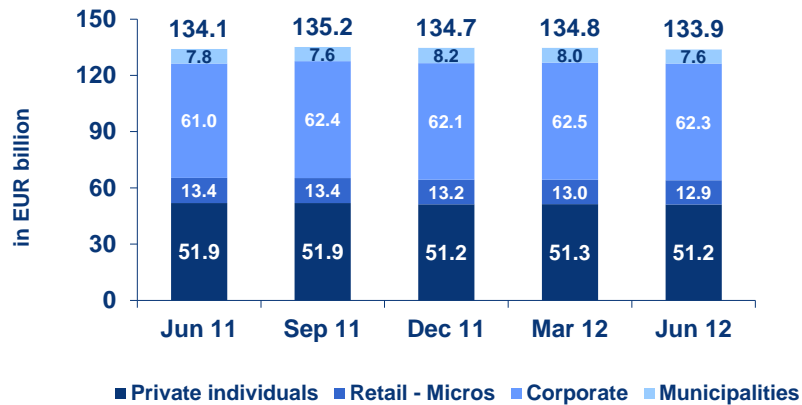
Asset quality analysis – Key definitions

- **Key asset quality indicators are based on on-balance sheet customer loans**
- **Reported NPL and NPL coverage ratios exclude collateral**
- **Broad NPL definition**
 - 90-day overdue or less than 90-day overdue if:
 - Customer unlikely to pay, e.g. because customer defaulted against third party
 - Customer view instead of product view has been adopted. The former is the case with all corporate customers and all retail customers in Austria. In CEE retail product view prevails. Accordingly, if an Austrian retail customer defaults on one product all performing products are classified as NPLs as well.

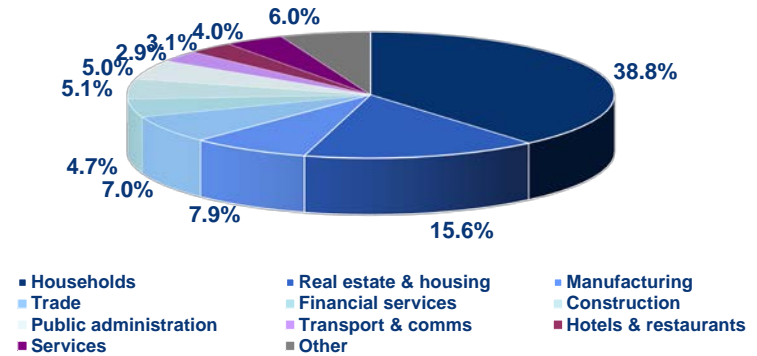
Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

Asset quality analysis – Loan book overview

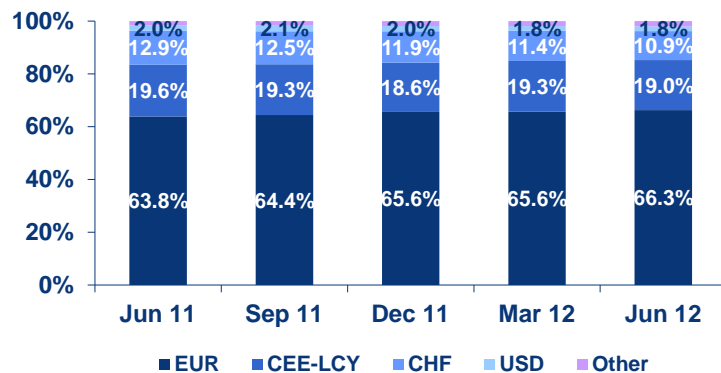
Customer loans by Basel II customer segments



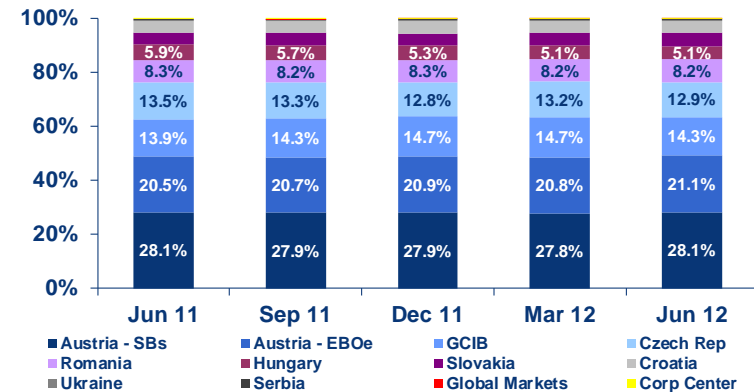
Customer loans by industries



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	
	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11
Retail & SME	81,726	80,952	18,007	19,513	3,556	3,779	10,955	10,112	114,244	114,355	6,660	6,244	60.8%	61.7%	9.6%	8.8%
Austria	52,286	51,910	8,619	8,948	1,181	1,287	3,771	3,658	65,858	65,803	2,291	2,245	60.7%	61.4%	5.7%	5.6%
EB Oesterreich	24,475	24,248	2,457	2,630	213	270	1,098	1,051	28,242	28,199	716	688	65.2%	65.4%	3.9%	3.7%
Savings Banks	27,812	27,662	6,162	6,318	969	1,018	2,673	2,607	37,616	37,604	1,575	1,557	58.9%	59.7%	7.1%	6.9%
CEE	29,440	29,042	9,388	10,565	2,375	2,491	7,184	6,454	48,387	48,552	4,370	3,999	60.8%	62.0%	14.8%	13.3%
Czech Republic	13,058	12,733	2,773	2,997	526	511	960	947	17,316	17,187	699	660	72.8%	69.7%	5.5%	5.5%
Romania	4,838	4,709	2,556	3,204	741	714	2,885	2,533	11,020	11,160	1,548	1,268	53.6%	50.1%	26.2%	22.7%
Slovakia	4,774	4,661	855	845	213	215	507	496	6,349	6,217	405	393	79.8%	79.2%	8.0%	8.0%
Hungary	3,146	3,461	1,530	1,615	444	513	1,669	1,499	6,790	7,088	1,068	1,054	64.0%	70.3%	24.6%	21.1%
Croatia	3,128	3,080	1,479	1,654	402	424	952	759	5,961	5,917	471	419	49.5%	55.2%	16.0%	12.8%
Serbia	306	316	98	99	15	13	62	58	481	486	55	52	89.0%	89.9%	13.0%	11.9%
Ukraine	190	82	98	152	34	101	149	161	470	497	124	154	83.2%	95.3%	31.6%	32.5%
GCIB	13,825	14,376	3,250	3,663	770	490	1,362	1,275	19,207	19,805	875	697	64.3%	54.6%	7.1%	6.4%
Group Markets	198	204	7	20	0	0	0	0	204	225	1	0	>100.0%	>100.0%	0.0%	0.0%
Corporate Center	221	313	52	36	15	15	1	1	289	365	0	1	53.1%	>100.0%	0.3%	0.1%
Total group	95,970	95,845	21,316	23,233	4,341	4,284	12,318	11,388	133,944	134,750	7,537	6,942	61.2%	61.0%	9.2%	8.5%

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

in EUR million	Low risk		Mgmt attention		Substandard		Non-performing		Total loan book			
	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11	Jun 12	Dec 11
										Share of total	Share of total	
Core market	89,698	89,007	19,871	21,768	4,147	4,078	11,481	10,543	125,198	93.5%	125,397	93.1%
Austria	53,390	53,304	7,953	8,231	1,004	1,081	3,242	3,162	65,589	49.0%	65,778	48.8%
Croatia	4,175	3,959	1,907	2,224	438	432	1,138	968	7,658	5.7%	7,583	5.6%
Romania	5,759	5,569	3,022	4,065	1,054	840	3,189	2,756	13,025	9.7%	13,229	9.8%
Serbia	599	496	202	235	18	14	73	69	892	0.7%	815	0.6%
Slovakia	5,437	5,313	1,077	1,059	236	235	554	532	7,304	5.5%	7,140	5.3%
Slovenia	969	1,010	195	195	127	165	271	228	1,561	1.2%	1,598	1.2%
Czech Republic	15,260	15,063	3,428	3,458	649	595	1,030	1,012	20,366	15.2%	20,128	14.9%
Hungary	3,915	4,205	1,680	1,798	516	584	1,780	1,589	7,891	5.9%	8,176	6.1%
Ukraine	194	87	407	503	106	132	205	228	912	0.7%	950	0.7%
Other EU	4,290	4,585	1,038	1,037	82	84	554	561	5,964	4.5%	6,267	4.7%
Other industrialised countries	721	876	160	191	28	36	104	107	1,013	0.8%	1,210	0.9%
Emerging markets	1,261	1,376	246	237	83	85	179	177	1,769	1.3%	1,875	1.4%
Southeastern Europe / CIS	888	898	211	197	42	44	147	142	1,288	1.0%	1,280	1.0%
Asia	140	216	10	13	40	40	20	22	211	0.2%	291	0.2%
Latin America	95	117	7	5	0	2	5	6	107	0.1%	130	0.1%
Middle East / Africa	138	145	17	22	0	0	7	7	162	0.1%	174	0.1%
Total	95,970	95,845	21,316	23,233	4,341	4,284	12,318	11,388	133,944	100.0%	134,750	100.0%

Asset quality analysis –

Total exposure by region (country of origination) Jun 12

in EUR million	Low risk	Management attention	Substandard	Non-performing	Credit risk exposure
Core market	148,386	23,348	4,942	11,754	188,429
Austria	78,011	9,156	1,568	3,392	92,128
Croatia	6,214	2,076	465	1,159	9,914
Romania	11,036	3,777	1,122	3,239	19,175
Serbia	721	294	20	74	1,109
Slovakia	12,583	1,175	260	561	14,579
Slovenia	1,552	240	128	280	2,200
Czech Republic	30,606	4,175	739	1,058	36,579
Ukraine	212	728	111	206	1,259
Hungary	7,450	1,725	528	1,784	11,488
Other EU	26,036	1,306	149	573	28,063
Other industrialised countries	5,396	174	44	163	5,777
Emerging markets	2,441	340	89	187	3,057
Southeastern Europe / CIS	1,243	254	47	152	1,696
Asia	597	11	41	20	669
Latin America	122	24	0	8	154
Middle East / Africa	479	51	0	7	538
Total	182,259	25,167	5,223	12,677	225,326

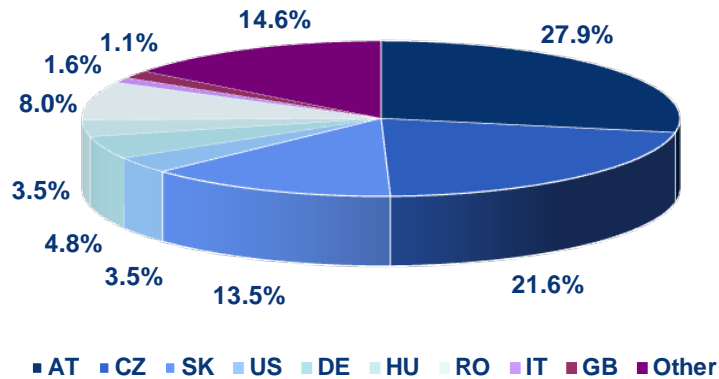
Asset quality analysis –

Total exposure by region (country of origination) Dec 11

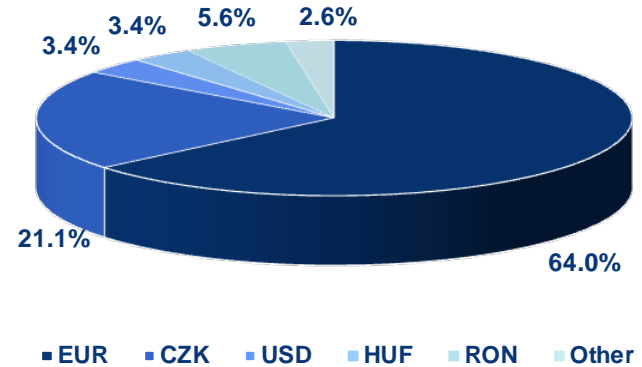
in EUR million	Low risk	Management attention	Substandard	Non-performing	Credit risk exposure
Core market	142,947	25,055	4,889	10,822	183,714
Austria	76,513	9,114	1,686	3,316	90,629
Croatia	5,954	2,417	466	982	9,818
Romania	10,641	4,924	869	2,813	19,247
Serbia	587	365	16	71	1,039
Slovakia	10,299	1,412	260	539	12,509
Slovenia	1,519	264	167	236	2,187
Czech Republic	29,197	4,128	693	1,039	35,058
Ukraine	423	574	136	230	1,362
Hungary	7,812	1,858	598	1,597	11,864
Other EU	25,336	1,466	170	613	27,584
Other industrialised countries	4,181	204	46	178	4,610
Emerging markets	2,960	313	89	186	3,549
Southeastern Europe / CIS	1,298	222	47	148	1,714
Asia	714	14	40	22	791
Latin America	167	8	2	9	186
Middle East / Africa	782	69	0	7	858
Total	175,425	27,038	5,194	11,800	219,457

Asset quality analysis – Financial assets

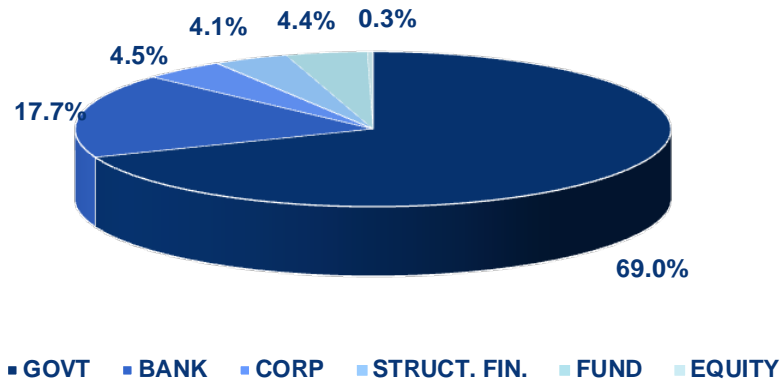
Financial assets by country of origination
(30 Jun 2012: EUR 41.3 bn)



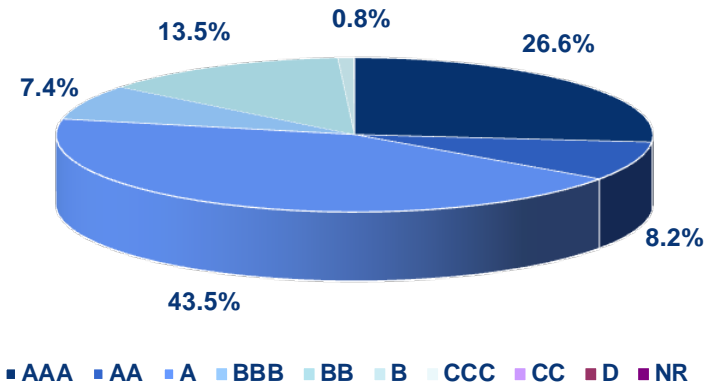
Financial assets by currency
(30 Jun 2012: EUR 41.3 bn)



Financial assets by issuer/product
(30 Jun 2012: EUR 41.3 bn)



Financial assets by rating
(30 Jun 2012: EUR 41.3 bn)



Balance sheet (IFRS) drill-down –

Trading assets as of 30 Jun 2012

– YTD flat

in EUR m	Sovereign		Banks		Other		Total Trading	
CZ	1,468	29.1%	1	0.3%	6	1.2%	1,475	24.8%
SK	510	10.1%	0	0.0%	0	0.0%	510	8.6%
RO	645	12.8%	2	0.5%	5	0.9%	652	10.9%
HU	1,435	28.4%	1	0.2%	37	7.3%	1,473	24.7%
AT	23	0.5%	238	59.7%	243	47.8%	504	8.5%
IT	0	0.0%	5	1.2%	0	0.0%	5	0.1%
ES	0	0.0%	3	0.7%	0	0.0%	3	0.0%
GR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
IE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PT	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FR	0	0.0%	6	1.6%	5	1.0%	12	0.2%
BE	0	0.0%	7	1.9%	0	0.0%	7	0.1%
DE	320	6.3%	92	23.2%	7	1.3%	419	7.0%
NL	0	0.0%	13	3.3%	5	0.9%	18	0.3%
Other	645	12.8%	29	7.4%	201	39.5%	876	14.7%
Total	5,046	100.0%	398	100.0%	509	100.0%	5,953	100.0%

Balance sheet (IFRS) drill-down –

Financial assets at fair value as of 30 Jun 2012

– Decline of close to EUR 1bn due to the reduction in non-core assets

in EUR m	Sovereign		Banks		Other		Total FV	
CZ	110	76.4%	144	42.0%	12	3.5%	267	31.5%
SK	28	19.4%	1	0.3%	10	2.8%	39	4.6%
RO	6	3.8%	0	0.0%	2	0.4%	7	0.8%
HU	0	0.0%	0	0.0%	0	0.0%	0	0.0%
AT	0	0.3%	78	22.6%	128	35.7%	206	24.4%
IT	0	0.0%	5	1.3%	0	0.1%	5	0.6%
ES	0	0.0%	0	0.0%	1	0.3%	1	0.1%
GR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
IE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PT	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FR	0	0.0%	0	0.0%	2	0.6%	2	0.3%
BE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
DE	0	0.0%	116	33.7%	25	7.0%	141	16.6%
NL	0	0.0%	0	0.0%	21	5.8%	21	2.4%
Other	0	0.0%	0	0.0%	157	43.8%	157	18.5%
Total	144	100.0%	343	100.0%	358	100.0%	845	100.0%

Balance sheet (IFRS) drill-down –

Financial assets available for sale as of 30 Jun 2012

– Investment of surplus liquidity mainly in Austria, Slovakia, Czech Republic and in preparation for Basel 3 liquidity requirements

in EUR m	Sovereign		Banks		Other		Total AfS	
CZ	1,533	11.9%	257	5.1%	108	2.4%	1,898	8.4%
SK	2,286	17.7%	57	1.1%	36	0.8%	2,380	10.6%
RO	891	6.9%	21	0.4%	6	0.1%	919	4.1%
HU	320	2.5%	0	0.0%	7	0.1%	326	1.4%
AT	5,264	40.7%	1,525	30.5%	2,205	48.0%	8,994	39.9%
IT	47	0.4%	132	2.6%	23	0.5%	203	0.9%
ES	34	0.3%	37	0.7%	31	0.7%	102	0.5%
GR	1	0.0%	9	0.2%	3	0.1%	13	0.1%
IE	20	0.2%	57	1.1%	5	0.1%	82	0.4%
PT	3	0.0%	14	0.3%	6	0.1%	23	0.1%
FR	64	0.5%	173	3.5%	79	1.7%	316	1.4%
BE	58	0.4%	0	0.0%	4	0.1%	62	0.3%
DE	462	3.6%	931	18.6%	121	2.6%	1,515	6.7%
NL	68	0.5%	415	8.3%	111	2.4%	594	2.6%
Other	1,869	14.5%	1,372	27.4%	1,846	40.2%	5,087	22.6%
Total	12,920	100.0%	5,002	100.0%	4,592	100.0%	22,514	100.0%

Balance sheet (IFRS) drill-down –

Financial assets held-to-maturity as of 30 Jun 2012

– Investment of surplus liquidity mainly in Czech Republic, Austria, Slovakia, and Romania; preparation for Basel 3 liquidity requirements

in EUR m	Sovereign		Banks		Other		Total HTM	
CZ	6,319	41.8%	351	19.7%	25	2.5%	6,695	37.4%
SK	3,093	20.5%	2	0.1%	24	2.4%	3,119	17.4%
RO	2,349	15.5%	0	0.0%	0	0.0%	2,349	13.1%
HU	1,101	7.3%	0	0.0%	0	0.0%	1,101	6.1%
AT	1,660	11.0%	331	18.5%	228	22.9%	2,219	12.4%
IT	0	0.0%	197	11.0%	54	5.4%	250	1.4%
ES	1	0.0%	73	4.1%	105	10.5%	178	1.0%
GR	0	0.0%	0	0.0%	1	0.1%	1	0.0%
IE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
PT	0	0.0%	10	0.6%	0	0.0%	10	0.1%
FR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
BE	0	0.0%	0	0.0%	10	1.0%	10	0.1%
DE	41	0.3%	215	12.1%	30	3.0%	287	1.6%
NL	0	0.0%	200	11.2%	79	7.9%	279	1.6%
Other	559	3.7%	406	22.7%	442	44.4%	1,407	7.9%
Total	15,124	100.0%	1,784	100.0%	997	100.0%	17,905	100.0%

Off-balance sheet items – Exclusively related to customer business

in EUR million	201206	201203	2011	2010
Guarantees and warranties	6,861	6,842	6,920	7,826
<i>of which: in relation to corporate business</i>	<i>6,076</i>	<i>6,084</i>	<i>6,170</i>	
Undrawn lines, loan commitments, promissory notes	14,794	18,570	18,579	19,446
<i>of which: in relation to corporate business</i>	<i>8,941</i>	<i>9,930</i>	<i>9,762</i>	
<i>of which: in relation to retail business</i>	<i>4,763</i>	<i>7,345</i>	<i>7,238</i>	
<i>of which: in relation to sovereigns, municipalities</i>	<i>1,010</i>	<i>1,176</i>	<i>1,221</i>	
Total	21,655	25,412	25,499	27,272

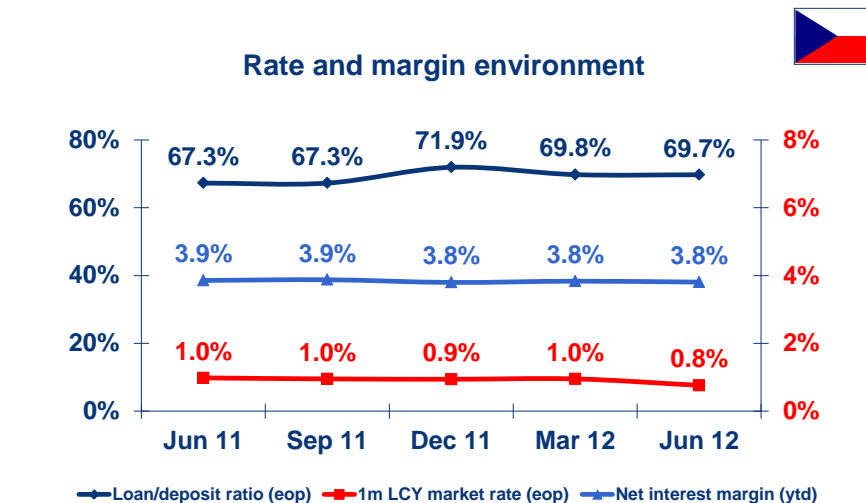
- **Detail on guarantees & warranties: appr. 55% is related to Austria (mainly guarantees for construction companies)**
 - appr. 72% is EUR based
 - appr. 89% is in low risk and management attention category
- **Detail on undrawn lines and loan commitments: appr. 55% is related to Austria**
 - appr. 75% is EUR based
 - Appr. ½ of the corporate and retail volume is related to revolving loans, appr. 1/3 related to term loans and rest to overdrafts and other products
- **Erste Group has introduced a more stringent group-wide differentiation between irrevocable and revocable commitments. Due to this change irrevocable commitments and total contingent credit liabilities have been reduced by approximately EUR 3.5 billion.**

- Business performance
- Update on Hungary & Romania
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

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

Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	41.9%	40.8%	
Return on equity	19.8%	19.7%	
	Jun 12	Dec 11	Change
Erste Group stake	97.99%		
Solvency ratio	13.4%	13.1%	
Employees	10,630	10,661	(0.3%)
Branches	657	654	0.5%
Customers (in m)	5.2	5.2	(0.8%)
Market share - retail loans	24.0%	24.3%	
Market share - retail deposits	28.0%	28.1%	
Market share - corporate loans	18.7%	19.0%	
Market share - corporate deposits	9.6%	10.8%	
Market share - total assets	20.1%	20.3%	

in EUR million	1-6 12	1-6 11	Change
Net interest income	619.3	613.0	1.0%
Risk provisions for loans and advances	(89.4)	(144.8)	(38.3%)
Net fee and commission income	236.4	241.1	(1.9%)
Net trading result	39.2	54.1	(27.5%)
General administrative expenses	(374.6)	(370.6)	1.1%
Other operating result	(42.1)	(45.6)	7.7%
Result from financial assets - FV	7.8	0.2	>100.0%
Result from financial assets - AFS	13.5	8.2	64.6%
Result from financial assets - HtM	1.7	(0.2)	na
Pre-tax profit from continuing operations	411.8	355.4	15.9%
Taxes on income	(86.4)	(68.5)	26.1%
Post-tax profit from continuing operations	325.4	286.9	13.4%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	325.4	286.9	13.4%
Attributable to non-controlling interests	(1.3)	0.0	na
Attributable to owners of the parent	326.7	286.9	13.9%
EUR FX rate (ave)	25.2	25.2	



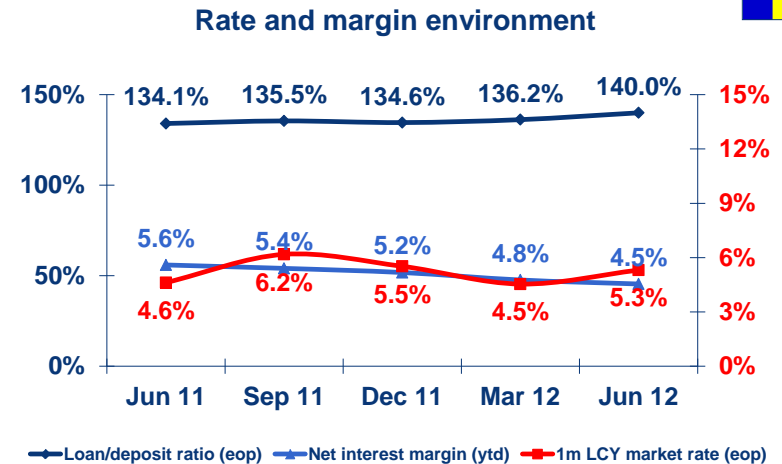
in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	3,037	3,020	0.6%
Loans and advances to customers	18,850	18,859	(0.0%)
Risk provisions for loans and advances	(740)	(701)	5.6%
Financial assets - at fair value through profit or loss	368	457	(19.6%)
Financial assets - available for sale	2,404	1,407	70.9%
Financial assets - held to maturity	7,201	6,827	5.5%
Other assets	4,566	4,944	(7.6%)
Total assets	35,686	34,813	2.5%
Interest-bearing assets	31,120	29,869	4.2%
Deposits by banks	2,043	2,062	(0.9%)
Customer deposits	27,034	26,220	3.1%
Debt securities in issue	1,708	1,779	(3.9%)
Other liabilities	1,621	1,639	(1.1%)
Total equity	3,280	3,114	5.3%
Attributable to non-controlling interests	(1)	1	na
Attributable to owners of the parent	3,281	3,113	5.4%
EUR FX rate (eop)	25.6	25.6	

*) To eliminate currency effects, 1-6 12 exchange rates were used for P&L and BS conversion. Market share data is as of Jun 2012. Solvency ratio is preliminary.

Key local entity data (IFRS, consolidated) – Banca Comerciala Romana (BCR)



Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	40.2%	40.9%	
Return on equity	(15.0%)	4.4%	
	Jun 12	Dec 11	Change
Erste Group stake	93.27%		
Solvency ratio	11.7%	12.9%	
Employees	8,716	9,245	(5.7%)
Branches	643	667	(3.6%)
Customers (in m)	3.5	3.7	(4.1%)
Market share - retail loans	18.3%	18.2%	
Market share - retail deposits	22.0%	22.6%	
Market share - corporate loans	23.8%	24.8%	
Market share - corporate deposits	16.1%	16.2%	
Market share - total assets	20.0%	20.1%	



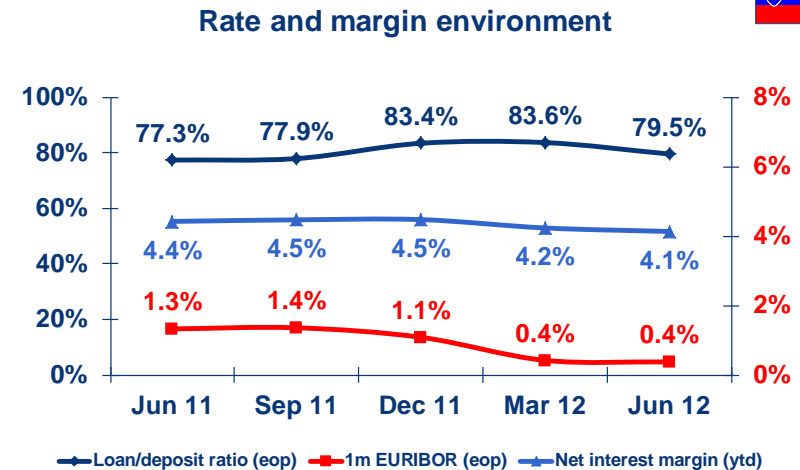
in EUR million	1-6 12	1-6 11	Change
Net interest income	325.6	373.2	(12.8%)
Risk provisions for loans and advances	(400.5)	(215.4)	85.9%
Net fee and commission income	72.2	68.8	4.9%
Net trading result	60.7	40.3	50.6%
General administrative expenses	(184.1)	(197.5)	(6.8%)
Other operating result	(18.1)	(24.5)	26.1%
Result from financial assets - FV	0.5	0.2	>100.0%
Result from financial assets - AFS	0.6	0.0	na
Result from financial assets - HtM	0.0	0.0	na
Pre-tax profit from continuing operations	(143.1)	45.1	na
Taxes on income	18.9	(9.0)	na
Post-tax profit from continuing operations	(124.2)	36.1	na
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	(124.2)	36.1	na
Attributable to non-controlling interests	0.5	0.1	>100.0%
Attributable to owners of the parent	(124.7)	36.0	na
EUR FX rate (ave)	4.4	4.4	

in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	138	247	(44.2%)
Loans and advances to customers	12,331	11,991	2.8%
Risk provisions for loans and advances	(1,620)	(1,252)	29.4%
Financial assets - at fair value through profit or loss	10	9	1.3%
Financial assets - available for sale	809	1,178	(31.4%)
Financial assets - held to maturity	2,286	1,800	27.0%
Other assets	3,199	3,267	(2.1%)
Total assets	17,153	17,241	(0.5%)
Interest-bearing assets	13,954	13,974	(0.1%)
Deposits by banks	5,058	5,146	(1.7%)
Customer deposits	8,811	8,911	(1.1%)
Debt securities in issue	325	254	27.6%
Other liabilities	1,383	1,235	12.0%
Total equity	1,576	1,695	(7.1%)
Attributable to non-controlling interests	4	3	14.9%
Attributable to owners of the parent	1,572	1,692	(7.1%)
EUR FX rate (eop)	4.5	4.5	

*) To eliminate currency effects, 1-6 12 exchange rates were used for P&L and BS conversion. Market share data is as of Jun 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	40.4%	38.2%	
Return on equity	18.8%	21.2%	
	Jun 12	Dec 11	Change
Erste Group stake	100.0%	100.0%	
Solvency ratio	18.6%	15.2%	
Employees	4,200	4,157	1.0%
Branches	295	292	1.0%
Customers (in m)	2.4	2.4	(0.9%)
Market share - retail loans	26.3%	26.4%	
Market share - retail deposits	25.7%	25.8%	
Market share - corporate loans	10.5%	10.7%	
Market share - corporate deposits	11.1%	10.4%	
Market share - total assets	20.1%	20.3%	



in EUR million	1-6 12	1-6 11	Change
Net interest income	224.6	232.7	(3.5%)
Risk provisions for loans and advances	(36.1)	(44.4)	(18.7%)
Net fee and commission income	59.4	60.7	(2.1%)
Net trading result	9.7	4.8	>100.0%
General administrative expenses	(118.7)	(113.8)	4.3%
Other operating result	(16.1)	(11.5)	(39.9%)
Result from financial assets - FV	0.5	(3.8)	na
Result from financial assets - AfS	1.7	0.4	>100.0%
Result from financial assets - HtM	0.6	0.0	na
Pre-tax profit from continuing operations	125.6	125.2	0.4%
Taxes on income	(25.0)	(24.8)	1.1%
Post-tax profit from continuing operations	100.6	100.4	0.2%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	100.6	100.4	0.2%
Attributable to non-controlling interests	0.2	0.2	(3.7%)
Attributable to owners of the parent	100.4	100.2	0.2%

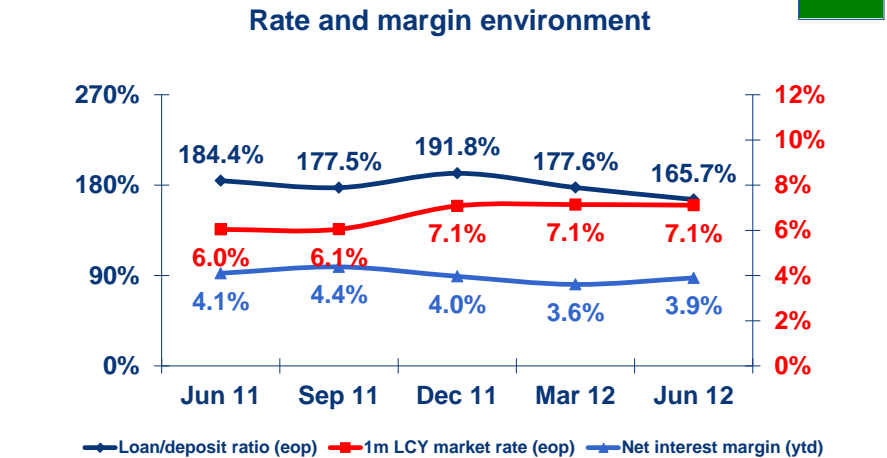
in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	639	613	4.1%
Loans and advances to customers	6,821	6,697	1.8%
Risk provisions for loans and advances	(426)	(409)	4.2%
Financial assets - at fair value through profit or loss	31	28	10.1%
Financial assets - available for sale	1,242	980	26.8%
Financial assets - held to maturity	2,484	2,560	(3.0%)
Other assets	1,066	880	21.2%
Total assets	11,855	11,349	4.5%
Interest-bearing assets	10,789	10,469	3.1%
Deposits by banks	1,315	1,448	(9.2%)
Customer deposits	8,579	8,034	6.8%
Debt securities in issue	444	367	20.9%
Other liabilities	423	461	(8.3%)
Total equity	1,095	1,039	5.4%
Attributable to non-controlling interests	3	3	5.2%
Attributable to owners of the parent	1,092	1,036	5.4%

*) Market share data is as of Jun 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	36.1%	40.5%	
Return on equity	0.7%	(13.1%)	
	Jun 12	Dec 11	Change
Erste Group stake	99.94%		
Solvency ratio	15.3%	17.2%	
Employees	2,598	2,948	(11.9%)
Branches	143	184	(22.3%)
Customers (in m)	0.9	0.9	(2.4%)
Market share - retail loans	14.2%	14.6%	
Market share - retail deposits	7.4%	7.9%	
Market share - corporate loans	8.2%	8.4%	
Market share - corporate deposits	6.4%	6.8%	
Market share - total assets	8.3%	9.3%	

in EUR million	1-6 12	1-6 11	Change
Net interest income	187.7	177.8	5.6%
Risk provisions for loans and advances	(106.8)	(139.6)	(23.5%)
Net fee and commission income	47.6	48.2	(1.2%)
Net trading result	6.2	18.8	(67.0%)
General administrative expenses	(87.2)	(99.2)	(12.1%)
Other operating result	(32.0)	(33.6)	4.8%
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
Pre-tax profit from continuing operations	15.5	(27.6)	na
Taxes on income	(8.1)	(6.4)	26.6%
Post-tax profit from continuing operations	7.4	(34.0)	na
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	7.4	(34.0)	na
Attributable to non-controlling interests	0.0	(0.1)	na
Attributable to owners of the parent	7.4	(33.9)	na
EUR FX rate (ave)	295.2	295.2	



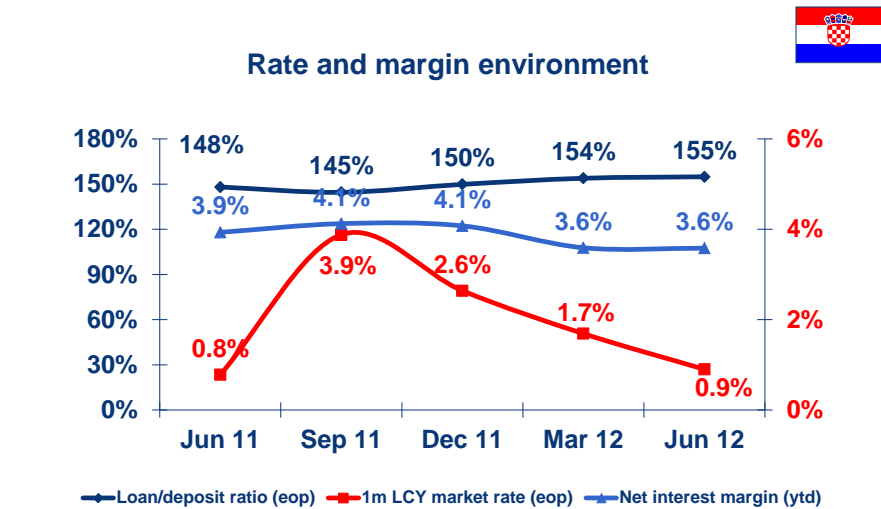
in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	443	786	(43.6%)
Loans and advances to customers	7,063	8,046	(12.2%)
Risk provisions for loans and advances	(1,077)	(1,161)	(7.2%)
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	316	559	(43.5%)
Financial assets - held to maturity	1,090	1,091	(0.1%)
Other assets	1,813	1,986	(8.7%)
Total assets	9,647	11,306	(14.7%)
Interest-bearing assets	7,835	9,320	(15.9%)
Deposits by banks	4,178	5,853	(28.6%)
Customer deposits	4,264	4,196	1.6%
Debt securities in issue	5	17	(70.2%)
Other liabilities	574	622	(7.7%)
Total equity	626	618	1.4%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	626	618	1.4%
EUR FX rate (eop)	287.8	287.8	

*) To eliminate currency effects, 1-6 12 exchange rates were used for P&L and BS conversion. Market share data is as of Jun 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	39.3%	41.0%	
Return on equity	9.0%	9.7%	
	Jun 12	Dec 11	Change
Erste Group stake	69.25%		
Solvency ratio	17.6%	15.1%	
Employees	2,647	2,599	1.8%
Branches	148	146	1.4%
Customers (in m)	1.0	1.0	(0.2%)
Market share - retail loans	14.0%	13.9%	
Market share - retail deposits	13.0%	13.0%	
Market share - corporate loans	14.8%	14.6%	
Market share - corporate deposits	12.3%	13.4%	
Market share - total assets	14.4%	14.2%	

in EUR million	1-6 12	1-6 11	Change
Net interest income	140.9	138.4	1.8%
Risk provisions for loans and advances	(58.2)	(48.7)	19.5%
Net fee and commission income	34.1	37.0	(7.8%)
Net trading result	8.5	9.5	(10.5%)
General administrative expenses	(72.2)	(75.8)	(4.7%)
Other operating result	(7.7)	(7.8)	1.3%
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AFS	6.0	(1.4)	na
Result from financial assets - HtM	0.0	0.0	na
Pre-tax profit from continuing operations	51.4	51.2	0.4%
Taxes on income	(10.2)	(10.2)	0.0%
Post-tax profit from continuing operations	41.2	41.0	0.5%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	41.2	41.0	0.5%
Attributable to non-controlling interests	0.8	0.6	33.3%
Attributable to owners of the parent	40.4	40.4	0.0%
EUR FX rate (ave)	7.5	7.5	



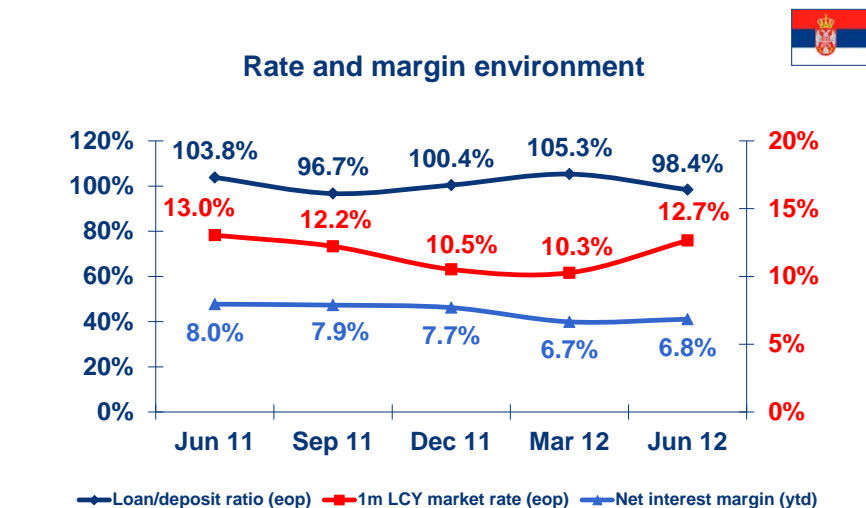
in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	897	816	10.0%
Loans and advances to customers	6,492	6,355	2.1%
Risk provisions for loans and advances	(463)	(413)	12.2%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	892	855	4.3%
Financial assets - held to maturity	66	80	(17.3%)
Other assets	708	693	2.1%
Total assets	8,592	8,386	2.5%
Interest-bearing assets	7,884	7,693	2.5%
Deposits by banks	3,261	3,042	7.2%
Customer deposits	4,192	4,242	(1.2%)
Debt securities in issue	0	0	na
Other liabilities	226	222	2.1%
Total equity	912	880	3.6%
Attributable to non-controlling interests	4	4	14.9%
Attributable to owners of the parent	908	877	3.6%
EUR FX rate (eop)	7.5	7.5	

*) To eliminate currency effects, 1-6 12 exchange rates were used for P&L and BS conversion. Market share data is as of Jun 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	62.6%	67.7%	Change
Return on equity	8.0%	5.3%	
Erste Group stake	80.49%	Dec 11	
Solvency ratio	23.8%	25.6%	
Employees	935	919	1.7%
Branches	66	66	0.0%
Customers (in m)	0.3	0.3	2.5%
Market share - retail loans	3.3%	3.3%	
Market share - retail deposits	2.5%	2.5%	
Market share - corporate loans	2.1%	2.2%	
Market share - corporate deposits	3.0%	2.6%	
Market share - total assets	2.5%	2.5%	

in EUR million	1-6 12	1-6 11	Change
Net interest income	19.3	17.8	8.4%
Risk provisions for loans and advances	(4.3)	(4.1)	4.9%
Net fee and commission income	6.1	5.1	19.6%
Net trading result	0.8	0.0	na
General administrative expenses	(16.4)	(15.5)	5.8%
Other operating result	(1.0)	(0.6)	(66.7%)
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
Pre-tax profit from continuing operations	4.5	2.7	66.7%
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	4.5	2.7	66.7%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	4.5	2.7	66.7%
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	4.5	2.7	66.7%
EUR FX rate (ave)	110.9	110.9	



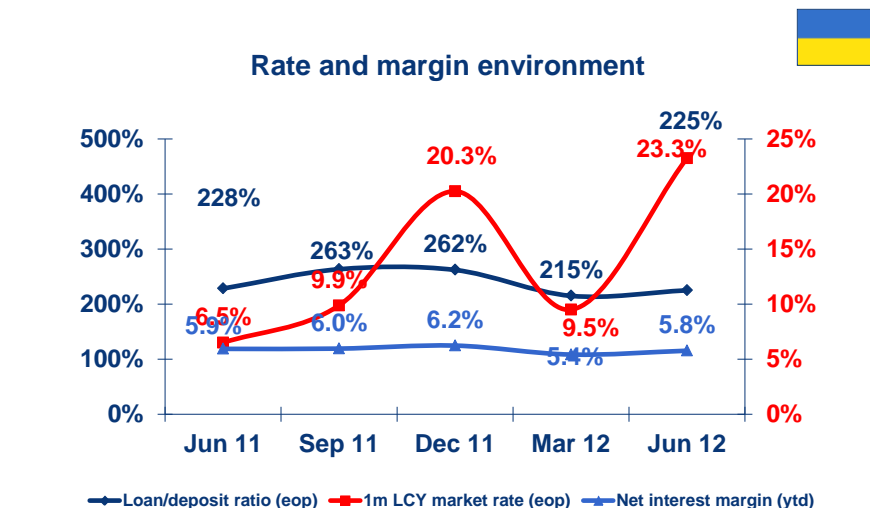
in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	60	74	(19.2%)
Loans and advances to customers	481	444	8.4%
Risk provisions for loans and advances	(56)	(48)	17.6%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	17	34	(49.8%)
Financial assets - held to maturity	35	2	>100.0%
Other assets	124	115	7.9%
Total assets	660	621	6.3%
Interest-bearing assets	536	506	5.9%
Deposits by banks	30	45	(33.4%)
Customer deposits	489	442	10.7%
Debt securities in issue	0	0	na
Other liabilities	34	31	8.2%
Total equity	108	104	4.1%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	108	104	4.1%
EUR FX rate (eop)	116.0	116.0	

*) To eliminate currency effects, 1-6 12 exchange rates were used for P&L and BS conversion. Market share data is as of Jun 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-6 12	1-6 11	
Cost/income ratio	115.0%	86.6%	Change
Return on equity	na	0.8%	
	Jun 12	Dec 11	
Erste Group stake	100.0%		
Solvency ratio	27.4%	22.0%	
Employees	1,552	1,685	(7.9%)
Branches	120	131	(8.4%)
Customers (in m)	0.3	0.2	15.7%
Market share - retail loans	1.4%	1.4%	
Market share - retail deposits	0.4%	0.3%	
Market share - corporate loans	0.3%	0.3%	
Market share - corporate deposits	1.3%	0.5%	
Market share - total assets	0.9%	1.1%	

in EUR million	1-6 12	1-6 11	Change
Net interest income	22.4	20.0	12.0%
Risk provisions for loans and advances	(5.7)	(6.9)	(17.4%)
Net fee and commission income	1.7	1.3	30.8%
Net trading result	(3.4)	7.7	na
General administrative expenses	(23.8)	(25.1)	(5.2%)
Other operating result	(0.2)	0.7	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AFS	(1.5)	2.7	na
Result from financial assets - HtM	0.0	0.0	na
Pre-tax profit from continuing operations	(10.5)	0.4	na
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	(10.5)	0.4	na
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	(10.5)	0.4	na
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	(10.5)	0.4	na
EUR FX rate (ave)	10.4	10.4	



in EUR million	Jun 12	Dec 11	Change
Loans and advances to credit institutions	95	133	(28.5%)
Loans and advances to customers	470	507	(7.2%)
Risk provisions for loans and advances	(96)	(125)	(23.8%)
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	194	232	(16.2%)
Financial assets - held to maturity	0	0	na
Other assets	187	199	(5.9%)
Total assets	851	945	(10.0%)
Interest-bearing assets	664	746	(11.0%)
Deposits by banks	412	576	(28.4%)
Customer deposits	209	193	8.0%
Debt securities in issue	0	0	na
Other liabilities	65	62	3.9%
Total equity	165	113	45.7%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	165	113	45.7%
EUR FX rate (eop)	10.2	10.2	

*) To eliminate currency effects, 1-6 12 exchange rates were used for P&L and BS conversion. Market share data is as of Jun 2012. Solvency ratio is preliminary.

- Business performance
- Update on Hungary & Romania
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Strategy –

A real customer need is the reason for all business

Customer banking in Central and Eastern Europe

Eastern part of EU

Focus on CEE, limited exposure to other Europe

Retail banking

Focus on local currency mortgage and consumer loans funded by local deposits

FX loans only where funded by local FX deposits (RO & HR)

Savings products, asset management and pension products

Potential future expansion into Poland

Corporate banking

Large, local corporate and SME banking

Advisory services, with focus on providing access to capital markets and corporate finance

Real estate business that goes beyond financing

Potential future expansion into Poland

Capital markets

Focus on customer business, incl. customer-based trading activities

In addition to core markets, presences in Poland, Turkey, Germany and London with institutional client focus and selected product mix

Building debt and equity capital markets in CEE

Public sector

Financing sovereigns and municipalities with focus on infrastructure development in core markets

Any sovereign holdings are only held for market-making, liquidity or balance sheet management reasons

Interbank business

Focus on banks that operate in the core markets

Any bank exposure is only held for liquidity or balance sheet management reasons or to support client business

Strategy –

Customer banking in the eastern part of the EU

Austria	Czech Republic	Slovakia
Clients: 3.2m	Clients: 5.2m	Clients: 2.4m
Retail loans: 19.3%	Retail loans: 24.0%	Retail loans: 26.3%
Retail dep.: 18.9%	Retail dep.: 28.0%	Retail dep.: 25.7%
Branches: 1,044	Branches: 657	Branches: 295

– Leading retail and corporate bank with 16.9 m customers in 8 geographically connected countries

– Favourable mix of mature & emerging markets with low penetration rates

– Potential for cross selling and organic growth in CEE



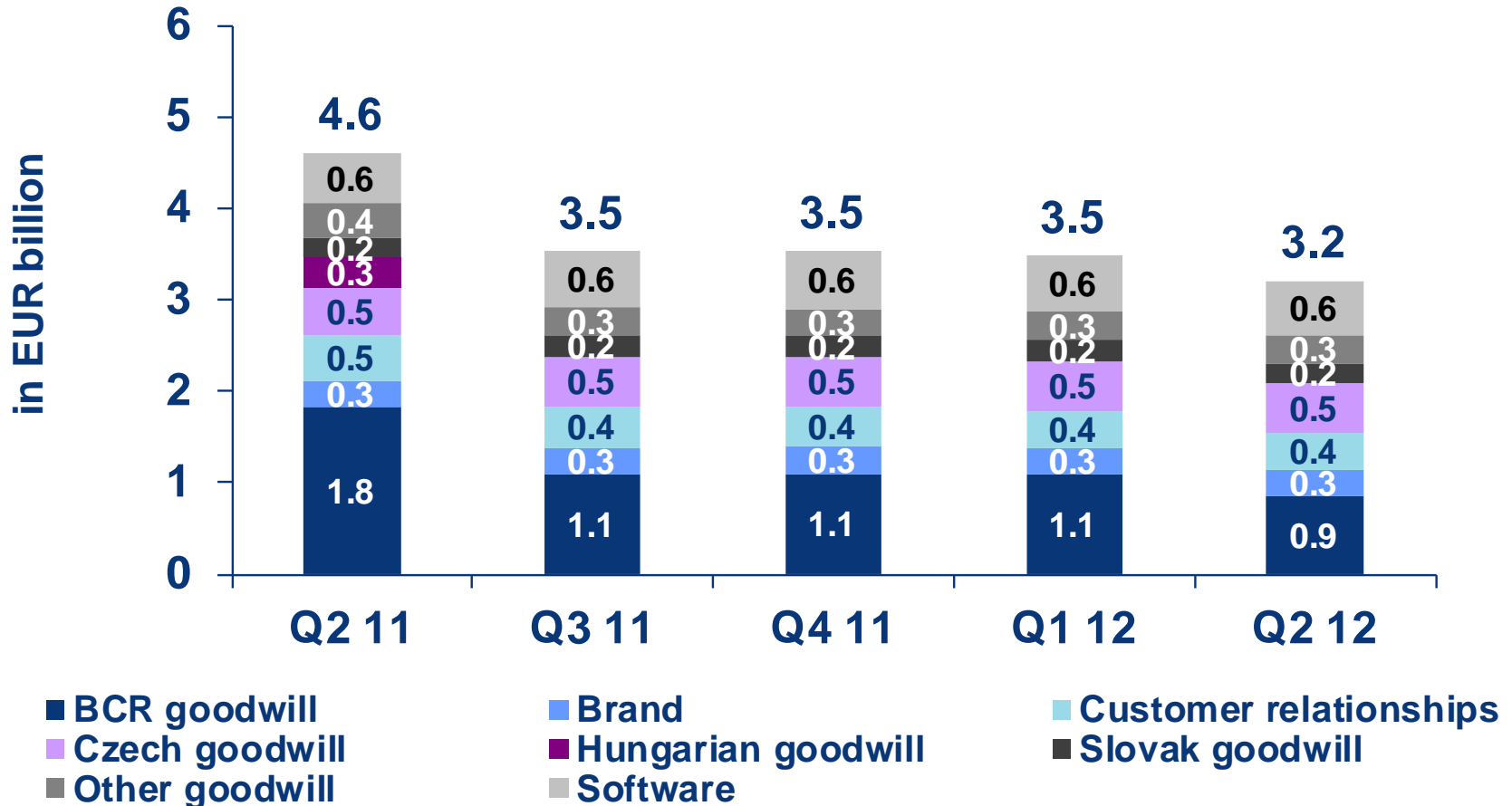
Romania	Hungary	Croatia	Serbia	Ukraine
Clients: 3.5m	Clients: 0.9m	Clients: 1.0m	Clients: 0.3m	Clients: 0.3m
Retail loans: 18.3%	Retail loans: 14.2%	Retail loans: 14.0%	Retail loans: 3.3%	Retail loans: 1.4%
Retail dep.: 22.0%	Retail dep.: 7.4%	Retail dep.: 13.0%	Retail dep.: 2.5%	Retail dep.: 0.4%
Branches: 643	Branches: 143	Branches: 148	Branches: 66	Branches: 120

EU or EU candidate
Non-EU or non-EU-candidate
Indirect presence

Erste Group's intangible asset split –

Intangibles declined on BCR goodwill adjustment in Q2

Intangibles composition



Erste Group historic financials – Quarterly income statement (IFRS)

in EUR million	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	1,368.0	1,397.5	1,343.4	1,302.0	1,401.9	1,430.2	1,434.9	1,336.9	1,314.8
Net fee and commission income	469.5	452.4	472.5	455.2	450.9	445.9	435.2	430.3	435.2
Net trading result	(117.5)	237.1	31.5	236.7	52.1	(251.4)	84.9	93.6	27.9
Operating income	1,720.0	2,087.0	1,847.4	1,993.9	1,904.9	1,624.7	1,955.0	1,860.8	1,777.9
Personnel expenses	(545.3)	(566.5)	(606.3)	(576.1)	(566.2)	(578.0)	(603.4)	(570.5)	(568.1)
Other administrative expenses	(302.6)	(312.3)	(237.2)	(292.4)	(303.3)	(294.1)	(262.6)	(283.3)	(281.7)
Depreciation and amortisation	(97.4)	(94.5)	(101.6)	(94.5)	(93.8)	(93.2)	(93.3)	(91.3)	(92.5)
General administrative expenses	(945.3)	(973.3)	(945.1)	(963.0)	(963.3)	(965.3)	(959.3)	(945.1)	(942.3)
Operating result	774.7	1,113.7	902.3	1,030.9	941.6	659.4	995.7	915.7	835.6
Risk provisions for loans and advances	(553.0)	(504.2)	(432.6)	(460.1)	(460.7)	(938.4)	(407.7)	(580.6)	(401.2)
Other operating result	(91.1)	(124.6)	(155.9)	(128.7)	(131.5)	(1,200.2)	(129.5)	131.2	(199.3)
Result from financial instruments - FV	(37.6)	16.8	1.8	9.5	(29.4)	12.1	8.1	41.5	0.9
Result from financial assets - AfS	36.3	(17.9)	(9.3)	19.2	(5.1)	(76.9)	(3.4)	(14.7)	18.4
Result from financial assets - HtM	(0.1)	(3.8)	(6.3)	0.2	1.8	(19.0)	(10.1)	(6.0)	(13.8)
Pre-tax profit/loss	129.2	480.0	300.0	471.0	316.7	(1,563.0)	453.1	487.1	240.6
Taxes on income	(26.0)	(111.1)	(48.3)	(106.8)	(68.6)	70.4	(135.4)	(107.2)	(89.4)
Post-tax profit from discontinuing operations	103.2	368.9	251.7	364.2	248.1	(1,492.6)	317.7	379.9	151.2
Net profit/loss for the period	103.2	368.9	251.7	364.2	248.1	(1,492.6)	317.7	379.9	151.2
Attributable to non-controlling interests	61.0	44.0	6.8	42.8	48.7	1.2	63.6	33.4	44.1
Attributable to owners of the parent	42.2	324.9	244.9	321.4	199.4	(1,493.8)	254.1	346.5	107.1
Cost/income ratio	55.0%	46.6%	51.2%	48.3%	50.6%	59.4%	49.1%	50.8%	53.0%
Return on equity	1.3%	9.9%	7.3%	9.6%	5.9%	(45.7%)	8.4%	11.2%	3.4%

Erste Group historic financials – Quarterly balance sheet (IFRS)

in EUR million	Jun 10	Sep 10	Dec 10	Mar 11	Jun 11	Sep 11	Dec 11	Mar 12	Jun 12
Cash and balances with central banks	6,540	5,030	5,839	5,043	6,605	5,743	9,413	5,480	5,737
Loans and advances to credit institutions	16,408	14,464	12,496	16,471	13,373	13,559	7,578	13,403	13,311
Loans and advances to customers	130,573	131,123	132,334	132,422	133,670	135,211	134,750	134,793	133,944
Risk provisions for loans and advances	(5,796)	(6,210)	(6,119)	(6,399)	(6,516)	(7,189)	(7,027)	(7,407)	(7,612)
Derivative financial instruments	5,610	6,240	8,508	7,096	7,438	12,076	10,931	10,989	11,974
Trading assets	5,536	6,349	5,536	7,777	8,357	7,350	5,876	8,116	5,953
Financial assets - at fair value through profit or loss	3,563	2,855	2,435	3,383	2,806	2,351	1,813	1,220	845
Financial assets - available for sale	18,331	18,701	17,751	18,820	18,978	19,662	20,245	21,675	22,514
Financial assets - held to maturity	14,412	14,477	14,235	15,380	16,023	16,403	16,074	17,679	17,905
Equity holdings in associates accounted for at equity	228	231	223	225	218	197	173	178	169
Intangible assets	4,716	4,762	4,675	4,705	4,608	3,525	3,532	3,480	3,211
Property and equipment	2,353	2,388	2,446	2,472	2,449	2,401	2,361	2,285	2,244
Current tax assets	101	116	116	123	123	130	116	115	117
Deferred tax assets	567	532	617	590	563	558	702	618	586
Assets held for sale	59	51	52	59	106	81	87	188	118
Other assets	5,724	5,243	4,626	5,134	5,170	4,036	3,382	3,897	4,212
Total assets	208,925	206,352	205,770	213,301	213,971	216,094	210,006	216,709	215,228
Deposits by banks	26,730	22,714	20,154	24,311	23,324	21,720	23,785	25,373	24,844
Customer deposits	116,558	115,329	117,016	119,198	120,817	121,594	118,880	122,349	122,252
Debt securities in issue	29,841	32,013	31,298	33,536	32,566	34,594	30,782	32,135	30,254
Derivative financial instruments	5,251	5,143	8,399	6,815	7,393	10,287	9,337	9,332	10,550
Trading liabilities	323	328	216	485	595	534	536	558	431
Provisions	1,613	1,568	1,545	1,529	1,540	1,540	1,580	1,558	1,579
Current tax liabilities	51	52	68	73	47	46	34	52	61
Deferred tax liabilities	270	311	328	325	309	175	345	360	351
Liabilities associated with assets held for sale	0	0	0	0	0	0	0	0	0
Other liabilities	6,423	6,460	4,350	4,376	4,690	4,222	3,764	4,243	4,705
Subordinated liabilities	5,978	5,956	5,838	5,532	5,720	5,941	5,783	4,776	4,309
Total equity	15,887	16,478	16,558	17,121	16,970	15,441	15,180	15,973	15,892
Attributable to non-controlling interests	3,464	3,522	3,444	3,425	3,500	3,555	3,143	3,218	3,267
Attributable to owners of the parent	12,423	12,956	13,114	13,696	13,470	11,886	12,037	12,755	12,625
Total liabilities and equity	208,925	206,352	205,770	213,301	213,971	216,094	210,006	216,709	215,228

Quarterly segment reporting – Overview of main segments

in EUR million	Retail & SME					GCIB				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	1,190.8	1,212.6	1,177.0	1,105.1	1,087.0	134.1	132.2	149.2	128.2	129.0
Risk provisions for loans and advances	(404.1)	(880.4)	(388.0)	(505.4)	(329.3)	(56.6)	(58.0)	(7.7)	(75.2)	(71.9)
Net fee and commission income	407.6	406.6	414.2	393.9	396.8	31.4	31.5	25.8	20.2	23.2
Net trading result	31.8	(17.4)	7.4	45.2	(13.8)	(35.5)	(211.3)	16.4	5.9	0.7
General administrative expenses	(826.4)	(823.6)	(801.0)	(809.4)	(802.0)	(47.2)	(45.5)	(53.9)	(44.6)	(51.6)
Other result	(96.8)	(182.2)	(72.3)	(37.7)	(90.3)	7.9	(39.1)	(14.1)	(21.9)	(35.1)
Pre-tax profit/-loss	302.9	(284.4)	337.3	191.7	248.4	34.1	(190.2)	115.7	12.6	(5.7)
Taxes on income	(68.5)	(38.3)	(86.3)	(68.1)	(63.8)	(5.8)	38.0	(26.2)	(4.6)	1.7
Post-tax profit/loss	234.4	(322.7)	251.0	123.6	184.6	28.3	(152.2)	89.5	8.0	(4.0)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	234.4	(322.7)	251.0	123.6	184.6	28.3	(152.2)	89.5	8.0	(4.0)
Attributable to non-controlling interests	46.2	3.4	57.8	37.4	39.6	3.4	0.2	2.5	1.6	3.3
Attributable to owners of the parent	188.2	(326.1)	193.2	86.2	145.0	24.9	(152.4)	87.0	6.4	(7.3)

in EUR million	Group Markets					Corporate Center				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	41.0	33.8	98.0	46.1	61.2	36.0	51.6	10.7	57.5	37.6
Risk provisions for loans and advances	0.0	0.0	(12.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net fee and commission income	32.7	29.9	27.7	35.0	30.1	(20.8)	(22.1)	(32.5)	(18.8)	(14.9)
Net trading result	50.8	11.1	(2.2)	81.4	57.2	5.0	(33.8)	63.3	(38.9)	(16.2)
General administrative expenses	(59.1)	(59.4)	(64.7)	(57.5)	(50.2)	(30.6)	(36.8)	(39.7)	(33.6)	(38.5)
Other result	0.4	5.6	0.7	(1.0)	3.5	(75.7)	(1,068.3)	(49.2)	212.6	(71.9)
Pre-tax profit/-loss	65.8	21.0	47.5	104.0	101.8	(86.1)	(1,109.4)	(47.4)	178.8	(103.9)
Taxes on income	(13.5)	(7.9)	(13.4)	(21.1)	(20.0)	19.2	78.6	(9.5)	(13.4)	(7.3)
Post-tax profit/loss	52.3	13.1	34.1	82.9	81.8	(66.9)	(1,030.8)	(56.9)	165.4	(111.2)
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
Net profit/loss for the period	52.3	13.1	34.1	82.9	81.8	(66.9)	(1,030.8)	(56.9)	165.4	(111.2)
Attributable to non-controlling interests	3.9	1.2	1.6	1.9	2.0	(4.8)	(3.6)	1.7	(7.5)	(0.8)
Attributable to owners of the parent	48.4	11.9	32.5	81.0	79.8	(62.1)	(1,027.2)	(58.6)	172.9	(110.4)

Quarterly segment reporting – Austria sub-segments

in EUR million	EB Oesterreich					Savings banks				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	168.6	180.3	164.1	161.7	150.5	258.1	249.8	273.6	240.9	235.8
Risk provisions for loans and advances	(30.2)	(27.5)	(8.7)	(31.4)	(22.9)	(61.0)	(66.9)	(60.4)	(51.3)	(59.5)
Net fee and commission income	78.1	79.0	81.5	82.7	80.5	95.8	93.9	99.7	98.7	94.8
Net trading result	2.3	5.0	10.4	(3.1)	0.0	4.4	(12.1)	14.3	3.9	4.8
General administrative expenses	(152.7)	(152.0)	(154.9)	(151.4)	(154.6)	(235.0)	(234.5)	(228.0)	(235.4)	(234.1)
Other result	(5.7)	(27.8)	(29.5)	8.6	9.1	(11.4)	(31.4)	(32.4)	(12.0)	8.6
Pre-tax profit/-loss	60.4	57.0	62.9	67.1	62.6	50.9	(1.2)	66.8	44.8	50.4
Taxes on income	(13.3)	(12.5)	(13.1)	(14.8)	(13.8)	(12.9)	0.2	(17.9)	(11.3)	(12.7)
Net profit/loss for the period	47.1	44.5	49.8	52.3	48.8	38.0	(1.0)	48.9	33.5	37.7
Attributable to non-controlling interests	1.6	0.9	0.4	1.8	1.4	37.8	0.5	43.5	30.6	33.4
Attributable to owners of the parent	45.5	43.6	49.4	50.5	47.4	0.2	(1.5)	5.4	2.9	4.3

in EUR million	Austria				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	426.7	430.1	437.7	402.6	386.3
Risk provisions for loans and advances	(91.2)	(94.4)	(69.1)	(82.7)	(82.4)
Net fee and commission income	173.9	172.9	181.2	181.4	175.3
Net trading result	6.7	(7.1)	24.7	0.8	4.8
General administrative expenses	(387.7)	(386.5)	(382.9)	(386.8)	(388.7)
Other result	(17.1)	(59.2)	(61.9)	(3.4)	17.7
Pre-tax profit/-loss	111.3	55.8	129.7	111.9	113.0
Taxes on income	(26.2)	(12.3)	(31.0)	(26.1)	(26.5)
Net profit/loss for the period	85.1	43.5	98.7	85.8	86.5
Attributable to non-controlling interests	39.4	1.4	43.9	32.4	34.8
Attributable to owners of the parent	45.7	42.1	54.8	53.4	51.7

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

CEE - Details in EUR million

	Czech Republic					Romania				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	305.6	310.3	283.0	282.6	288.0	168.9	162.7	154.7	153.0	131.3
Risk provisions for loans and advances	(68.4)	(49.3)	(21.9)	(44.5)	(40.8)	(114.7)	(149.6)	(125.6)	(191.4)	(173.5)
Net fee and commission income	123.7	124.0	124.1	112.2	117.6	31.2	31.6	32.6	30.2	30.4
Net trading result	(0.7)	(34.0)	(26.3)	16.7	(25.1)	17.7	20.4	10.1	16.9	21.0
General administrative expenses	(180.9)	(177.7)	(170.2)	(179.5)	(179.4)	(95.2)	(88.7)	(93.7)	(89.7)	(83.3)
Other result	(39.2)	(67.4)	(7.7)	(1.0)	(19.8)	(13.5)	(15.6)	10.4	(7.9)	(8.6)
Pre-tax profit/-loss	140.1	105.9	181.0	186.5	140.5	(5.6)	(39.2)	(11.5)	(88.9)	(82.7)
Taxes on income	(26.8)	(22.4)	(42.2)	(39.1)	(29.5)	1.1	14.2	8.7	12.6	10.0
Net profit/loss for the period	113.3	83.5	138.8	147.4	111.0	(4.5)	(25.0)	(2.8)	(76.3)	(72.7)
Attributable to non-controlling interests	1.5	(0.3)	5.5	3.1	2.6	(1.5)	(7.9)	0.3	(4.1)	(4.4)
Attributable to owners of the parent	111.8	83.8	133.3	144.3	108.4	(3.0)	(17.1)	(3.1)	(72.2)	(68.3)

in EUR million

	Slovakia					Hungary				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	112.0	113.1	111.3	106.4	104.6	96.1	114.0	99.6	81.7	94.2
Risk provisions for loans and advances	(19.8)	(16.1)	(16.9)	(18.5)	(13.3)	(77.3)	(546.7)	(110.7)	(131.1)	24.5
Net fee and commission income	28.9	26.5	28.9	27.7	28.3	26.2	24.8	24.0	21.9	23.4
Net trading result	0.3	(5.0)	(0.7)	2.1	(1.1)	2.8	7.6	4.9	5.6	(12.3)
General administrative expenses	(53.7)	(57.6)	(57.4)	(58.0)	(55.4)	(51.7)	(56.8)	(42.4)	(41.5)	(40.5)
Other result	(9.9)	(16.9)	(8.4)	(5.4)	(5.7)	(14.9)	(20.8)	0.4	(16.3)	(76.6)
Pre-tax profit/-loss	57.8	44.0	56.8	54.3	57.4	(18.8)	(477.9)	(24.2)	(79.7)	12.7
Taxes on income	(11.6)	(10.1)	(9.1)	(11.0)	(11.5)	(0.8)	(2.8)	(10.4)	(2.1)	(3.6)
Net profit/loss for the period	46.2	33.9	47.7	43.3	45.9	(19.6)	(480.7)	(34.6)	(81.8)	9.1
Attributable to non-controlling interests	0.2	(0.2)	0.0	0.0	0.2	(0.1)	(0.2)	0.3	0.0	0.0
Attributable to owners of the parent	46.0	34.1	47.7	43.3	45.7	(19.5)	(480.5)	(34.9)	(81.8)	9.1

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

CEE - Details in EUR million

	Croatia					Serbia				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	66.6	66.8	67.1	64.1	64.8	9.6	8.9	9.3	8.7	9.4
Risk provisions for loans and advances	(27.2)	(21.9)	(37.0)	(32.2)	(38.8)	(2.5)	(1.8)	(3.2)	(2.2)	(2.1)
Net fee and commission income	19.3	22.2	18.2	15.8	17.3	3.3	3.0	4.0	3.5	3.1
Net trading result	1.9	2.0	3.8	2.2	2.4	0.0	0.3	(0.2)	0.4	0.4
General administrative expenses	(36.6)	(36.0)	(32.8)	(33.6)	(34.5)	(8.7)	(8.2)	(8.7)	(8.3)	(8.2)
Other result	(3.0)	(2.1)	(3.2)	(2.3)	4.0	(0.3)	(0.3)	(0.3)	(0.3)	(0.7)
Pre-tax profit/-loss	21.0	31.0	16.1	14.0	15.2	1.4	1.9	0.9	1.8	1.9
Taxes on income	(4.2)	(4.9)	(2.8)	(2.4)	(2.7)	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	16.8	26.1	13.3	11.6	12.5	1.4	1.9	0.9	1.8	1.9
Attributable to non-controlling interests	6.4	10.1	7.3	5.5	6.0	0.3	0.5	0.5	0.5	0.4
Attributable to owners of the parent	10.4	16.0	6.0	6.1	6.5	1.1	1.4	0.4	1.3	1.5

in EUR million

	Ukraine					CEE				
	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net interest income	5.3	6.7	14.3	6.0	8.4	764.1	782.5	739.3	702.5	700.7
Risk provisions for loans and advances	(3.0)	(0.6)	(3.6)	(2.8)	(2.9)	(312.9)	(786.0)	(318.9)	(422.7)	(246.9)
Net fee and commission income	1.1	1.6	1.2	1.2	1.4	233.7	233.7	233.0	212.5	221.5
Net trading result	3.1	(1.6)	(8.9)	0.5	(3.9)	25.1	(10.3)	(17.3)	44.4	(18.6)
General administrative expenses	(11.9)	(12.1)	(12.9)	(12.0)	(12.0)	(438.7)	(437.1)	(418.1)	(422.6)	(413.3)
Other result	1.1	0.1	(1.6)	(1.1)	(0.6)	(79.7)	(123.0)	(10.4)	(34.3)	(108.0)
Pre-tax profit/-loss	(4.3)	(5.9)	(11.5)	(8.2)	(9.6)	191.6	(340.2)	207.6	79.8	135.4
Taxes on income	0.0	0.0	0.5	0.0	0.0	(42.3)	(26.0)	(55.3)	(42.0)	(37.3)
Net profit/loss for the period	(4.3)	(5.9)	(11.0)	(8.2)	(9.6)	149.3	(366.2)	152.3	37.8	98.1
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	6.8	2.0	13.9	5.0	4.8
Attributable to owners of the parent	(4.3)	(5.9)	(11.0)	(8.2)	(9.6)	142.5	(368.2)	138.4	32.8	93.3

Group statistical data – Development of key financial ratios

in EUR million	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Jun 12
Tier 1 Capital pursuant to Austrian Banking Act	1,753	2,125	2,337	3,800	3,912	4,377	5,112	6,185	6,674	7,448	11,450	12,219	11,909	11,685
Total own funds pursuant to Austrian Banking Act ¹	3,296	3,956	4,308	6,983	7,009	7,286	8,611	10,111	11,114	11,758	15,772	16,220	16,415	15,573
RWA (credit risk)	27,750	31,879	37,803	60,257	62,188	65,384	75,078	94,129	95,091	103,663	106,383	103,950	97,630	92,639
Tier 1 ratio (%) ²	6.3	6.7	6.2	6.3	6.3	6.7	6.8	6.6	7.0	7.2	10.8	11.8	12.2	12.6
Solvency ratio (%) *	10.8	11.2	10.7	11.0	10.7	10.7	11.0	10.2	10.1	9.8	12.7	13.5	14.4	14.3
Market capitalisation	1,950	2,417	3,006	3,837	5,873	9,489	11,442	18,319	15,340	5,136	9,849	13,208	5,109	5,803
Book value per share ³	8.1	9.2	9.5	10.4	11.6	14.3	17.1	25.6	27.0	25.8	28.9	31.2	26.1	27.5
Price-book value ratio ³	1.4	1.3	1.6	1.5	2.1	2.8	2.7	2.3	1.8	0.6	0.9	1.1	0.5	0.5

* Reporting under Basel II as of 1 January 2007;

¹ Total eligible qualifying capital

² based on credit risk

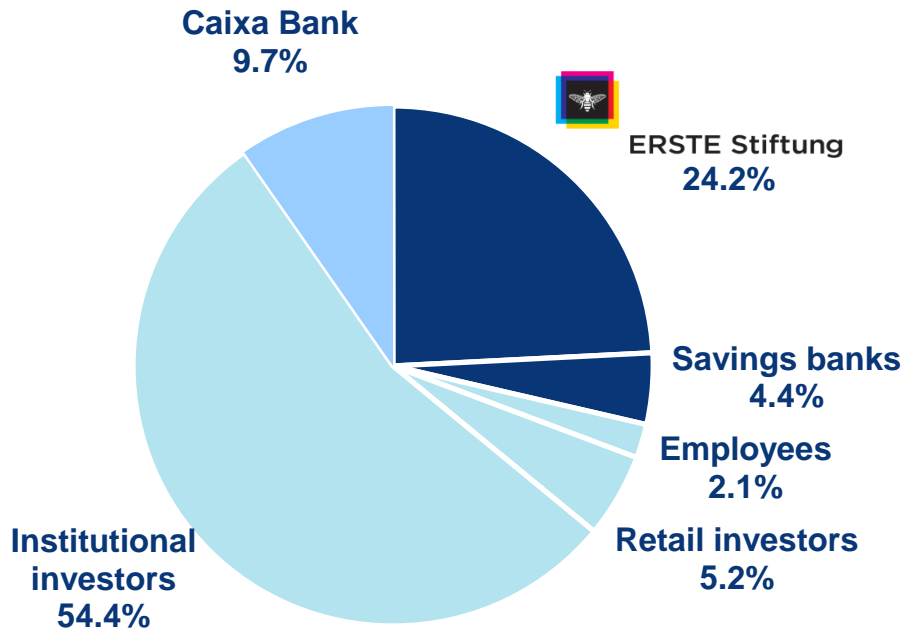
³ 1998 – 2003 data adjusted for 4:1 stock split / 2009: equity adjusted for EUR 1.74bn participation capital and pro rata 8% dividend / number of shares adjusted for own shares.

- Business performance
- Update on Hungary & Romania
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

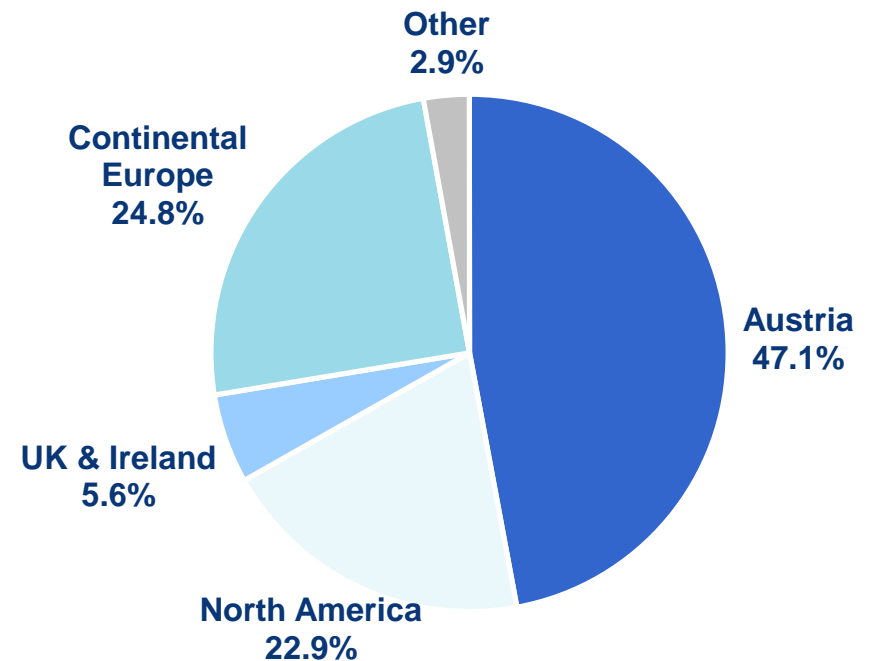
Shareholder structure –

Total number of shares: 394,568,647

By investor



By region



Free float: 66.1%

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