

Erste Group – 1-9 2012 results presentation

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Resilient operating performance, declining risk costs

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Executive summary –

Resilient operating performance year-to-date

Income statement – 1-9 12 view

- Net profit of EUR 597.3m impacted by one-off items:
 - Goodwill adjustment of EUR 210m (pre-tax) for Romanian subsidiary BCR
 - Costs related to the FX mortgage interest subsidy legislation in Hungary (EUR 75.6m pre-tax)
 - Gain on buyback of tier 1 and tier 2 instruments of EUR 413.2m (pre-tax)

Income statement – Q3 vs Q2 12

- Net profit of EUR 143.7m supported by:
 - Improved NII and net trading result complemented by lower expenses → CIR: 52.0%
 - Other operating result burdened by banking taxes of EUR 58.5m (pre-tax)
 - Risk costs rose to EUR 483.5m (145 bps), in line with FY2012 risk cost guidance

Balance sheet

- Customer loans slightly down on Hungary & reduction of non-core business
- Customer deposits up ytd on strong inflows in CZ, HU, HR and SK
- Loan/deposit ratio improved to 109.2% (Sep 12) vs 113.3% at YE 2011

Asset quality

- NPL ratio was stable qoq at 9.2% as of Sep 2012 (Dec 2011: 8.5%)
- NPL coverage ratio increased to 63.1% (Dec 2011: 61.0%)
- Positive migration trends with low risk share increasing in AT, CZ and SK

Capital

- Core tier 1 ratio (Basel 2.5) at 10.4% as of Sep 2012 (Dec 2011: 9.4%)
- EBA capital ratio of 9.9% as of Sep 2012
- Successful issuance of EUR 500m and USD 500m LT 2 notes in Oct

– Business performance

– BCR update

– Credit risk

– Funding

– Capital

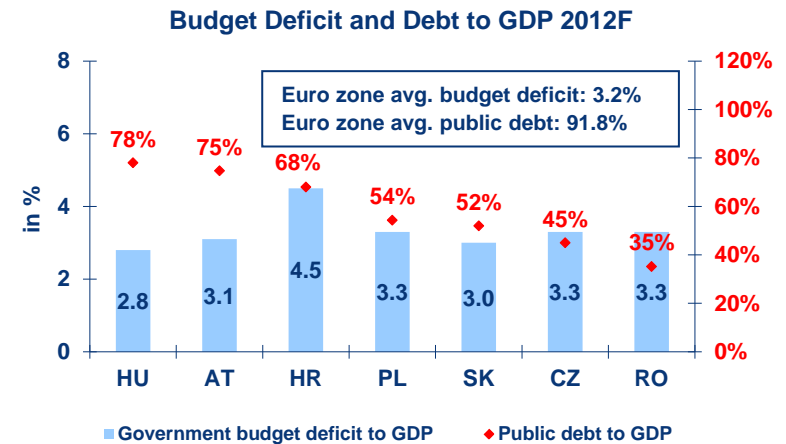
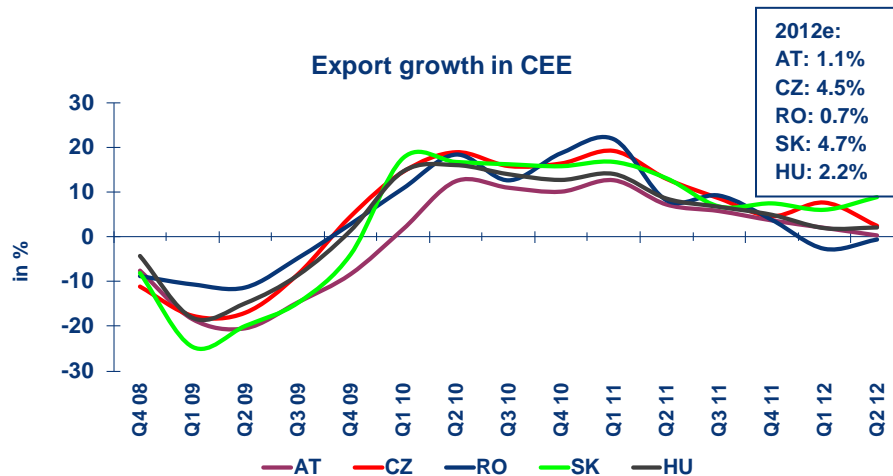
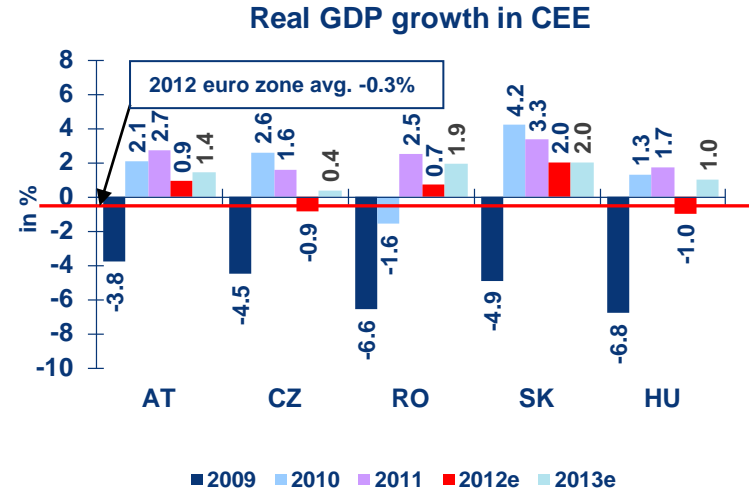
– Outlook

– Appendix

- Segments
- Asset quality
- CEE local consolidated results
- About Erste Group
- Shareholder structure

Operating environment: macro trends – CEE continued to outgrow the euro zone in Q3 12

- Worldwide weakness of several leading indicators affected CEE and has triggered downward revisions for GDP growth
- Net exports still contributing to growth while domestic demand remained fragile
- Rising inflation across the region due to pressure on fuel and food prices, expected to decelerate over next quarters
- CEE will benefit from lower indebtedness and favourable economic fundamentals



Sources: Erste Group Research, IMF, Eurostat

Operating environment: macro trends –

What happened in CEE in Q3 12?

- **AT: Economy decelerating, but well positioned to weather recession in euro zone**
 - Austria profits from CA surplus, low unemployment rate and a manageable deficit

- **CZ: 2W repo rate cut to 0.25%**
 - Euro zone weakness, fiscal restriction and weak household demand weighing on economy in Q3
 - Underlying fundamentals (deficit, net exports, current account, banking sector) remain strong

- **HU: Market sentiment improved but uncertainty about agreement with IMF remained**
 - New fiscal package including transaction tax announced in October
 - HUF strengthened and government yields declined further in Q3
 - NBH cut interest rate by 0.50% to 6.50%; forecast for YE 2012 is 6.0%

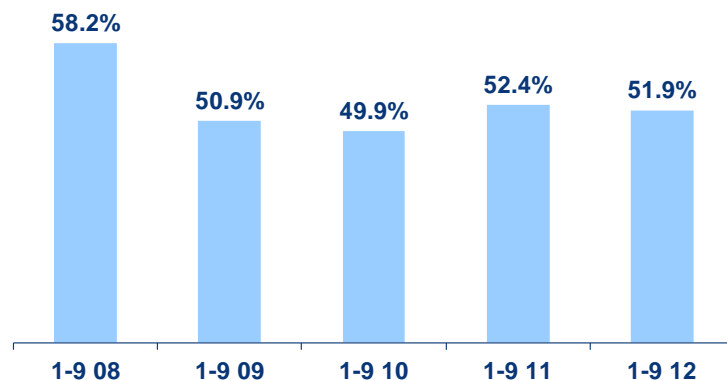
- **RO: Growth stabilising at low levels**
 - Private consumption improved over last months on the back of higher salaries in the public sector
 - In line with the broader CEE region, net exports contributed positively to economic growth
 - RON central bank rate at 5.25%, forecast to remain stable

- **SK: Robust growth of industrial sector (up 17% yoy), mainly driven by car industry**
 - Strongest GDP growth outlook within the region based on competitive manufacturing sector

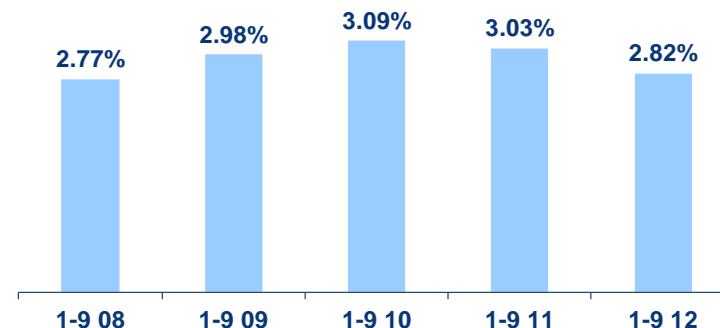
Key financial indicators –

CIR stable; NIM slightly down on continued risk reduction

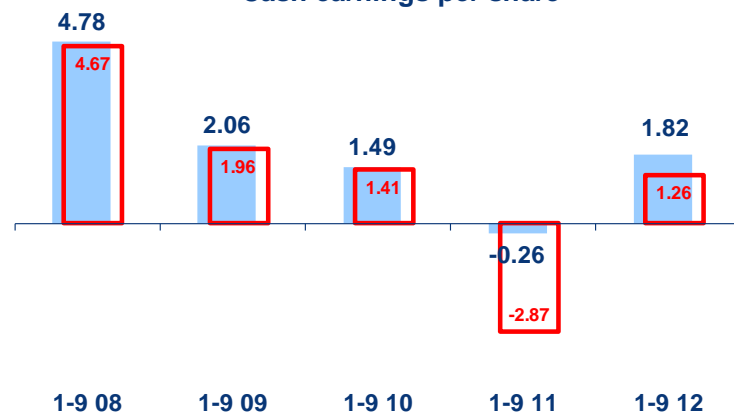
YTD cost income ratio



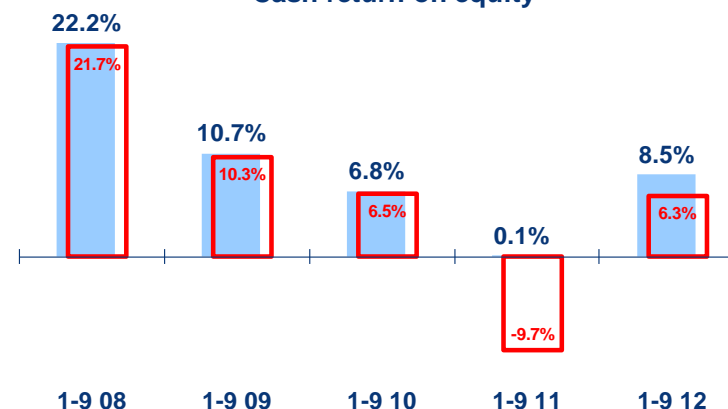
YTD net interest margin



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 391.4m. Cash EPS and Cash ROE adjusted for non-cash items totalling EUR 220.8m in 1-9 2012 (Goodwill adjustment and linear amortisation of customer relationships after tax and non-controlling interests) but dividend on participation capital (EUR 105.8m) only included in Cash EPS.

Income statement (IFRS) 1-9 2012 –

Strength of core business reflected in solid net profit

in EUR million	1-9 12	1-9 11	Change	Comment
Net interest income	3,968.9	4,134.1	(4.0%)	Non-core business reduction nearly completed
Risk provisions for loans	(1,465.3)	(1,859.2)	(21.2%)	Extraordinary risk costs in HU in 1-9 11
Net fee and commission income	1,284.3	1,352.0	(5.0%)	Weak securities & investment banking business
Net trading result	191.4	37.4	>100.0%	Strong underlying trading performance in 1-9 12
General administrative expenses	(2,826.1)	(2,891.6)	(2.3%)	Strict cost control across the group
Other operating result	(214.0)	(1,460.4)	(85.3%)	Buybacks and goodwill adjustment (BCR) 1-9 12
Result from financial instruments - FV	36.3	(7.8)	na	Improved environment
Result from financial assets - AfS	19.2	(62.8)	na	Selling gains on financial assets
Result from financial assets - HtM	(19.3)	(17.0)	13.5%	Selling losses on non-core assets
Pre-tax profit/loss	975.4	(775.3)	na	
Taxes on income	(251.1)	(105.0)	>100.0%	
Net profit/loss for the period	724.3	(880.3)	na	
Non-controlling interests	127.0	92.7	37.0%	
Owners of the parent	597.3	(973.0)	na	

- One-off income of EUR 413.2m pre-tax from buyback of tier 1 and tier 2 instruments (other operating result)
- BCR goodwill adjustment of EUR 210.0m (other operating result)
- Reduction of non-core assets, investments in highly liquid but low yielding assets and gradual shift in loan book on tepid demand for unsecured loans led to decrease in NII year-on-year
- Banking taxes amounted to EUR 173.0m in 1-9 2012 (Austria, Hungary and Slovakia) vs EUR 140.2m in 1-9 2011

Income statement (IFRS) Q3 2012 –

NII stabilised despite low interest rate environment

in EUR million	Q3 12	Q2 12	Change	Comment
Net interest income	1,317.2	1,314.8	0.2%	Non-core business reduction nearly completed
Risk provisions for loans	(483.5)	(401.2)	20.5%	Q2 HU provision shift, improvement in AT,CZ&SK
Net fee and commission income	418.8	435.2	(3.8%)	Weak securities & investment banking business
Net trading result	69.9	27.9	>100.0%	Strong government bond & CEE FX trading
General administrative expenses	(938.7)	(942.3)	(0.4%)	Stringent cost control across the group
Other operating result	(145.9)	(199.3)	(26.8%)	Shift of HU risk provisions to other ops in Q2
Result from financial instruments - FV	(6.1)	0.9	na	
Result from financial assets - AfS	15.5	18.4	(15.8%)	Selling gains on financial assets
Result from financial assets - HtM	0.5	(13.8)	na	
Pre-tax profit/loss	247.7	240.6	3.0%	
Taxes on income	(54.5)	(89.4)	(39.0%)	
Net profit/loss for the period	193.2	151.2	27.8%	
Non-controlling interests	49.5	44.1	12.2%	
Owners of the parent	143.7	107.1	34.2%	

- Reduced client activities in securities business weighing on net fee and commission income
- In Q2 12 risk costs benefited from a shift of risk provisions (EUR 60.6m) relating to the Hungarian interest subsidy scheme for performing FX loans into other operating result
- Very satisfactory net trading result: strong government bond & CEE swap, credit, and CEE FX trading in Q3 12

Balance sheet (IFRS) –

Reduction of non-core business almost finished

in EUR million	Sep 12	Dec 11	Change	Comment
Cash and balances with central banks	8,675	9,413	(7.8%)	
Loans and advances to credit institutions	11,569	7,578	52.7%	Excess liquidity deposited with central banks
Loans and advances to customers	133,507	134,750	(0.9%)	Reduction in HU (FX law) & Intern. Business
Risk provisions for loans and advances	(7,796)	(7,027)	10.9%	Driven by Hungary & Romania
Derivative financial instruments	13,015	10,931	19.1%	
Trading assets	5,186	5,876	(11.7%)	
Financial assets - FV	810	1,813	(55.3%)	Reduction of non-core assets
Financial assets - AfS	23,142	20,245	14.3%	} Basel 3, excess liquidity and deposit growth invested (bonds, CEE region)
Financial assets - HtM	18,649	16,074	16.0%	
Equity holdings in associates	169	173	(2.3%)	
Intangible assets	3,168	3,532	(10.3%)	Goodwill adjustment (BCR)
Property and equipment	2,213	2,361	(6.3%)	
Current tax assets	114	116	(1.7%)	
Deferred tax assets	542	702	(22.8%)	
Assets held for sale	95	87	9.2%	
Other assets	3,932	3,382	16.3%	
Total assets	216,990	210,006	3.3%	
Risk-weighted assets	108,671	114,019	(4.7%)	Reduction of non-core assets across group

- Continued reduction of non-core assets with high risk weight resulted in decrease of EUR 5.3bn in total RWAs
- Financial assets (sovereign bonds) rose as a result of preparatory actions to meet Basel 3 liquidity requirements as of 2014 (e.g. LCR) and because of investing surplus liquidity from growth in customer deposits
- Customer loans decreased slightly compared to YE 2011 on reduction of non-core International Business (GCIB) and as a result of FX conversion law in Hungary

Balance sheet (IFRS) –

Net profit and OCI drove substantial increase in equity

in EUR million	Sep 12	Dec 11	Change	Comment
Deposits by banks	25,524	23,785	7.3%	LTRO inflow
Customer deposits	122,249	118,880	2.8%	Growth mainly in AT, CZ, SK & HU
Debt securities in issue	29,902	30,782	(2.9%)	Lower funding requirements in 1-9 2012
Derivative financial instruments	10,934	9,337	17.1%	
Trading liabilities	359	536	(33.0%)	
Provisions	1,539	1,580	(2.6%)	
Current tax liabilities	63	34	85.3%	
Deferred tax liabilities	344	345	(0.3%)	
Other liabilities	5,383	3,764	43.0%	Increase attributable to FV hedges
Subordinated liabilities	4,293	5,783	(25.8%)	Buyback of own issues
Total equity	16,400	15,180	8.0%	Strong net profit and OCI in 1-9 2012
Non-controlling interests	3,453	3,143	9.9%	
Owners of the parent	12,947	12,037	7.6%	
Total liabilities and equity	216,990	210,006	3.3%	
Core tier 1 ratio	10.4%	9.4%		

- Total comprehensive income of EUR 1,409.7m 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, Slovakia and Hungary
- Capital ratios increased mainly due to lower RWAs

Segment highlights –

Improvement in Hungary, strong GM performance

Top segment performers in 1-9 2012:

in EUR million	Czech Republic			Slovakia			EBOe			GM		
	1-9 12	1-9 11	Δ	1-9 12	1-9 11	Δ	1-9 12	1-9 11	Δ	1-9 12	1-9 11	Δ
Operating income	1,191	1,254	(5%)	404	414	(2%)	706	751	(6%)	413	356	16%
Operating expenses	(531)	(544)	(2%)	(175)	(167)	5%	(459)	(455)	1%	(159)	(180)	(11%)
Operating result	660	710	(7%)	229	247	(7%)	248	296	(16%)	253	176	44%
Risk costs	(121)	(189)	(36%)	(43)	(57)	(23%)	(82)	(93)	(12%)	0	0	na
Other result	(57)	(114)	(51%)	(17)	(32)	(48%)	23	(34)	na	4	10	(54%)
Net profit/loss	371	323	15%	135	126	8%	143	128	12%	196	134	46%

Special management attention on:

in EUR million	Hungary			Romania		
	1-9 12	1-9 11	Δ	1-9 12	1-9 11	Δ
Operating income	317	391	(19%)	569	654	(13%)
Operating expenses	(125)	(158)	(21%)	(251)	(283)	(11%)
Operating result	192	233	(18%)	318	372	(15%)
Risk costs	(147)	(701)	(79%)	(560)	(374)	50%
Other result	(107)	(57)	87%	(29)	(41)	(29%)
Net profit/loss	(64)	(532)	(88%)	(206)	(19)	>100%

- Business performance
- **BCR update**
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
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Key transformation priorities

- New management (CEO, CFO, Retail) in place since May 2012
- Additional changes on B-1 level, new COO

Key priority #1: Improve asset quality

- 3rd consecutive quarter of improving NPL coverage, now at 57.6%
- On track for reaching annual provisioning peak in 2012

Key priority #2: Revive top line growth

- Stabilisation in operating income in Q3 12 as NII and margins rose for the first time in six quarters on successful deposit re-pricing
- Fees also bottoming out at about EUR 30m per quarter

Key priority #3: Operational excellence

- Headcount reduced by 8% or about 700 FTE to 8,537
- Operating expenses cut by 10% ytd, in line with ytd income development
- Restructuring charges funded by 2012 cost savings
- On-going review of branch network, head office functions

Key priority #4: Focus on LCY lending

- FX retail lending only to customers with FX income since 15 Oct 2012
 - SME and corporate staff strongly focused to convert euro-based balances and promote RON lending to BCR clients
 - Retail value proposition for RON-based mortgage lending by year-end 2012
 - Fall campaign to market credit card and consumer loans during Q4 2012

BCR: transformation through leadership (2) –

Transformation goals for 2013 *

Key transformation priorities	The road to profitability in 2013
Key priority #1: Improve asset quality	<ul style="list-style-type: none">• Absolute NPL volume to peak in 2013 on the back of reduced NPL inflows and doubled workout capacity• Risk provisions expected to decrease significantly in 2013
Key priority #2: Revive top line growth	<ul style="list-style-type: none">• Operating income to grow in the mid-single digits in 2013, based on:<ul style="list-style-type: none">• Stabilisation of operating income through deposit and loan re-pricing and fee adjustments• Launch of new current account product offering in Q4 12 to attract growth of sight balances and retail debit card activity• Completed review of ATM & POS merchant network profitability – aiming to enhance productivity and fee generation of two strategic assets during 2013• Set up of corporate transaction banking division – targeting improvement in activation and marketing of BCR’s payment proposition across the corporate banking client universe to support fee income
Key priority #3: Operational excellence	<ul style="list-style-type: none">• Operating expenses to decline in the mid-single digits in 2013, based on:<ul style="list-style-type: none">• Simplification and improvement of all structures in headquarter, subsidiaries and branch network targeting streamlining of front, control and enabler functions• Target to optimise overall resource deployment over period of 24 months through simplification, automation and review of key processes• Branch network optimisation targeting closure of unsustainable locations – 24 branches closed to date
Key priority #4: Focus on LCY lending	<ul style="list-style-type: none">• Continue LCY initiatives that were started in Q4 12

*) All assumptions are based on expectation for 1.9% GDP growth in 2013 & for improved political stability.

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- Capital
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Loan book review –

Limited demand reflected in loan book

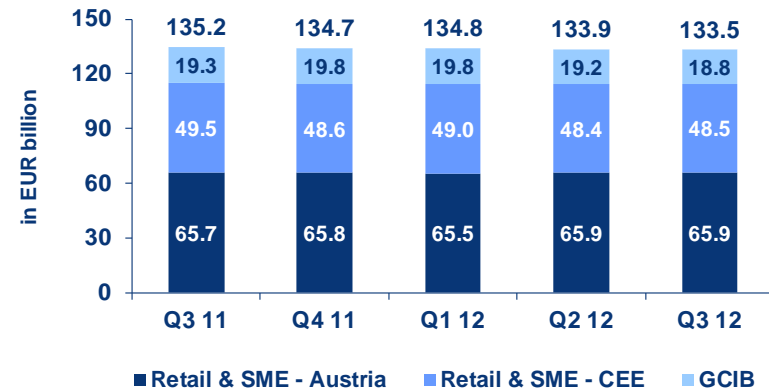
– **Customer loans decreased by 0.9% ytd mainly on reduction in Hungary & International Business**

- Growth of retail portfolio in SK and private mortgage and corporate business in CZ could not fully offset decline in Hungary (FX conversion), targeted reduction in International Business (GCIB) and decrease in Romania on the back of a weaker RON

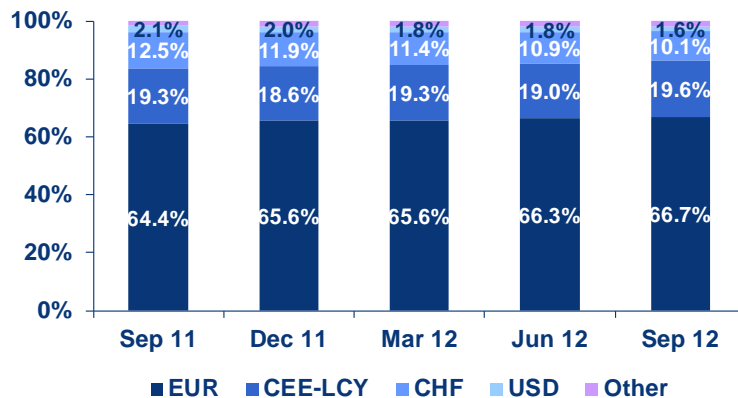
– **Changes in portfolio distribution**

- Share of CHF loans down to 10.1% of total loan book as of Sep 2012 due to persistent efforts to convert CHF loans in Austria and on reduction in Hungary
- New business dominated by private mortgages which led to increased share of secured lending

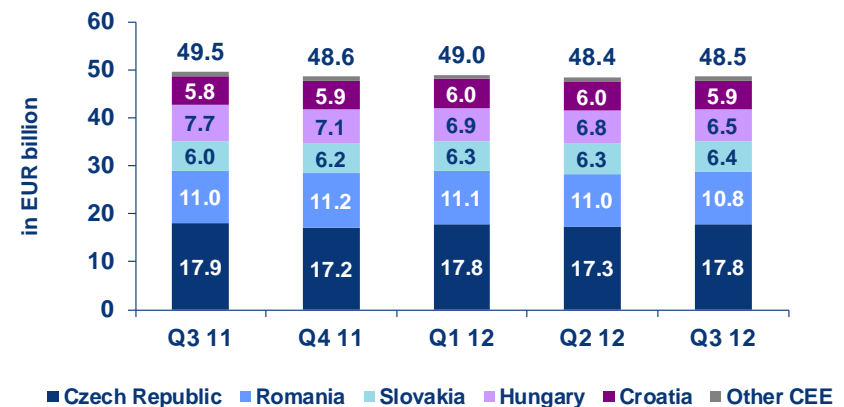
Customer loans by main segments



Customer loans by currency



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



Asset quality review – NPL ratio stable quarter-on-quarter

– Overall slight reduction of NPLs by EUR 73m

- NPL sales of EUR 73m in Q3 2012
- NPL volume decreased in Austria and Slovakia whereas it increased in Romania and Croatia

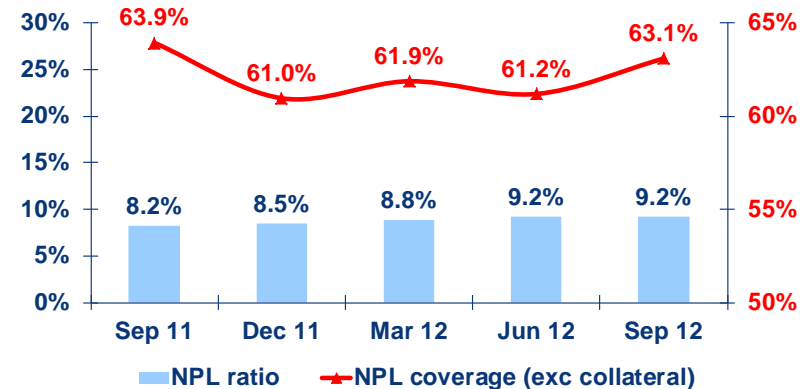
– NPL coverage ratio up to 63.1% ytd

- NPL coverage ratio improved further qoq due to increased provisioning for Romania and Group Real Estate (GCIB) business

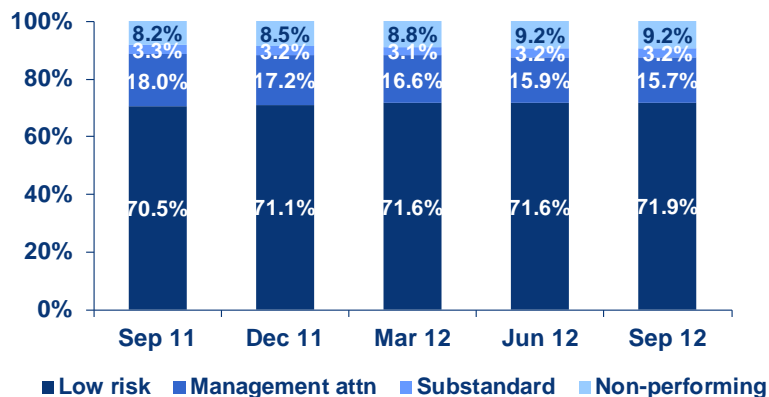
– Several signs of positive migration

- Visible increase of low risk share in AT, CZ and SK, but also slight improvement in Hungary in Q3 12

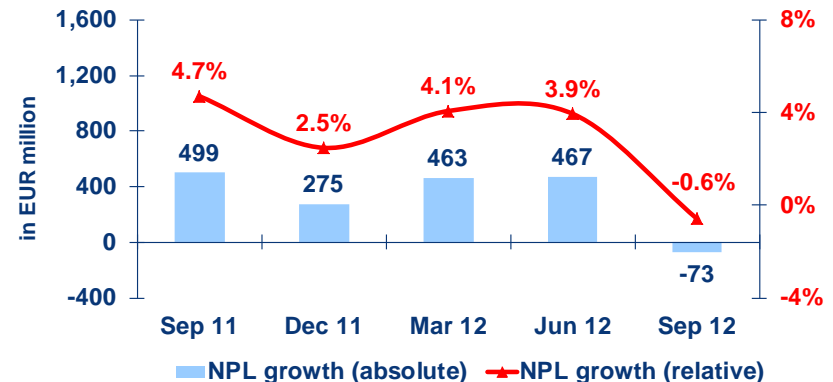
Erste Group: NPL ratio vs NPL coverage



Customer loans by risk class



Quarterly NPL growth (absolute/relative)



Asset quality review –

AT, CZ & SK improved, HU & RO remained challenging

– Retail & SME/Austria: positive trend continued

- Risk costs remained at low level
- NPL coverage ratio increased by 0.9%pp ytd due to NPL reductions while low risk share increased in both EBOe and Saving banks segment

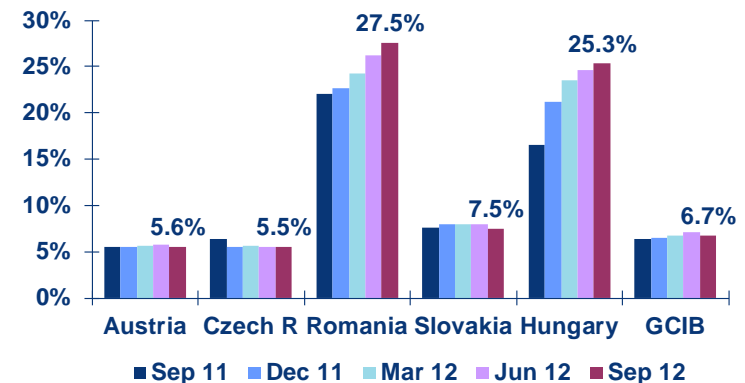
– Hungary: flat, sales-adjusted NPL development

- For the first time in four years NPLs did not grow qoq
- In Q3 new defaults mainly in the real estate business
- Low demand and stricter lending criteria lead to shrinking portfolio, especially in corporate segment

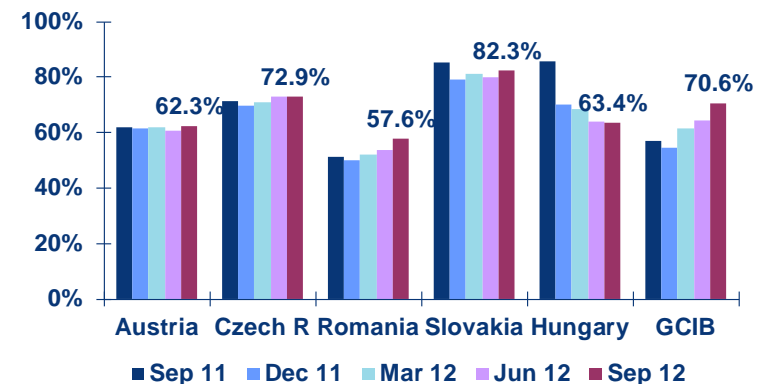
– Romania: slowing, but still significant NPL inflows in corporate and real estate business

- NPL coverage improved significantly by 7.5% ytd to 57.6% as of Sep 2012
- NPL ratio up to 27.5%, but quarterly increase decelerated visibly
- 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 decreased on stabilisation in Hungary

– Slovakia: good quality loan growth continued

- Risk costs decreased yoy in line with lower NPL ratio
- New NPL inflows mainly in real estate business
- Slight loan growth driven by housing loans in the retail segment

– Czech Republic: portfolio relatively stable, qoq movements driven by FX volatility

- Risk cost declined significantly yoy
- Improved collateral coverage due to new production being mainly private customer mortgages
- Portfolio growth mainly in low risk segments

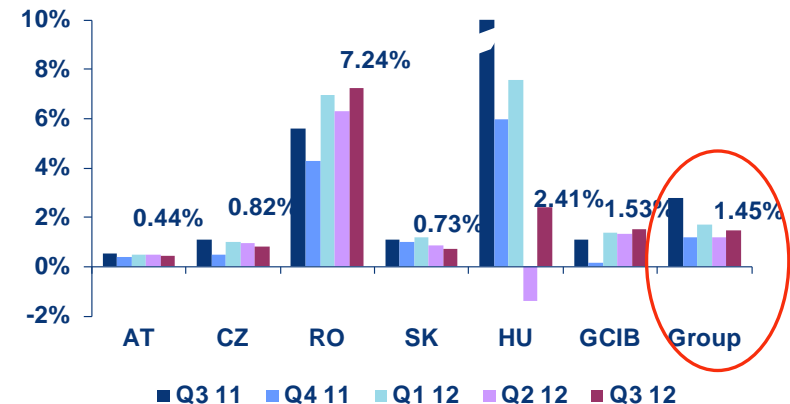
– Croatia: decline of NPL coverage stopped in Q3

- Slightly improved NPL coverage by 0.6%pp qoq due to increased risk provisions
- Rise in NPL ratio driven by corporate and real estate segments

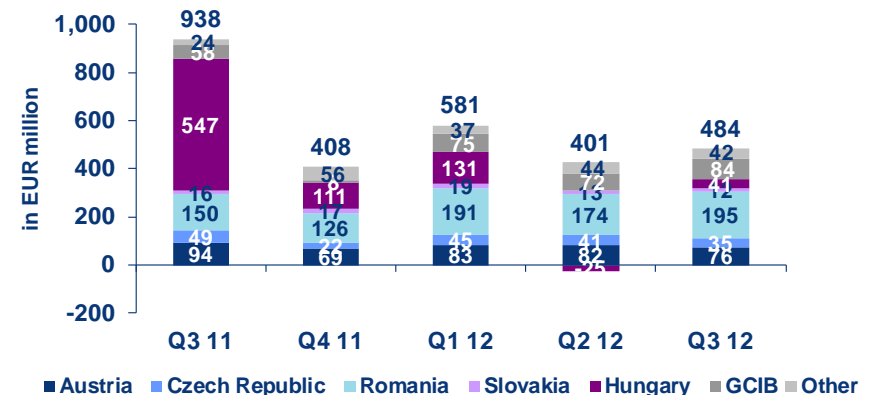
– GCIB: reduction of International Business portfolio

- International Business actively reduced exposure to EUR 3.5bn as of Sept 2012 (YE 2011: EUR 5.5bn)
- Notable NPL reduction in GLC segment
- Strongly increased NPL coverage ratio

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	Sep 12	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12
Greece	602.2	4.4	0.7	172.0	57.9	0.2	7.7	7.6	6.3	781.9	69.9	7.2
Ireland	88.6	46.5	83.2	252.2	204.4	42.3	81.7	78.2	39.0	422.6	329.1	164.5
Portugal	234.6	5.6	3.3	280.5	94.0	47.2	14.3	13.0	9.7	529.5	112.6	60.2
Spain	114.2	23.8	19.1	734.6	282.2	152.1	383.6	425.6	253.4	1,232.4	731.6	424.6
Italy	1,075.8	472.6	70.2	1,164.8	806.8	599.1	1,082.0	582.0	586.0	3,322.6	1,861.4	1,255.3
Sum total	2,115.5	553.0	176.5	2,604.2	1,445.2	840.9	1,569.3	1,106.4	894.4	6,288.9	3,104.6	1,911.8

Sovereign net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12
Greece	456.5	-8.5	0.0	77.5	10.3	0.7	68.2	2.6	0.0	602.2	4.4	0.7
Ireland	59.7	0.0	0.0	25.3	31.8	68.5	3.6	14.7	14.7	88.6	46.5	83.2
Portugal	168.4	0.0	-16.6	10.6	5.6	3.3	55.6	0.0	0.0	234.6	5.6	3.3
Spain	35.1	-27.1	-23.3	51.6	38.7	40.7	27.5	12.2	1.7	114.2	23.8	19.1
Italy	907.2	399.9	-11.7	149.1	70.9	70.2	19.5	1.8	0.0	1,075.8	472.6	70.2
Sum total	1,627.0	364.3	-51.6	314.1	157.3	183.4	174.4	31.3	16.4	2,115.5	553.0	176.5

Bank net exposure by country and portfolio:

in EUR million	FV			AfS			At amortised cost			Total net exposure		
	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12	Dec 10	Dec 11	Sep 12
Greece	0.1	0.0	0.2	0.0	0.0	0.0	171.9	57.9	0.0	172.0	57.9	0.2
Ireland	141.8	99.4	21.8	90.4	92.0	4.9	20.0	13.0	15.6	252.2	204.4	42.3
Portugal	71.7	9.4	1.3	56.4	29.7	15.9	152.4	54.9	30.0	280.5	94.0	47.2
Spain	341.0	61.9	40.3	163.6	64.5	21.7	229.9	155.8	90.2	734.6	282.2	152.1
Italy	322.8	233.6	69.4	152.7	180.6	137.7	689.2	392.6	391.9	1,164.8	806.8	599.1
Sum total	877.5	404.3	133.0	463.3	366.8	180.2	1,263.4	674.2	527.7	2,604.2	1,445.2	840.9

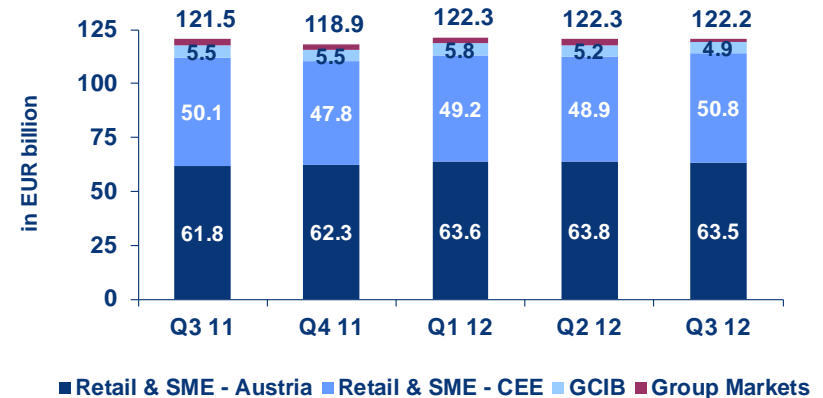
- Business performance
- BCR update
- Credit risk
- **Funding**
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Funding update –

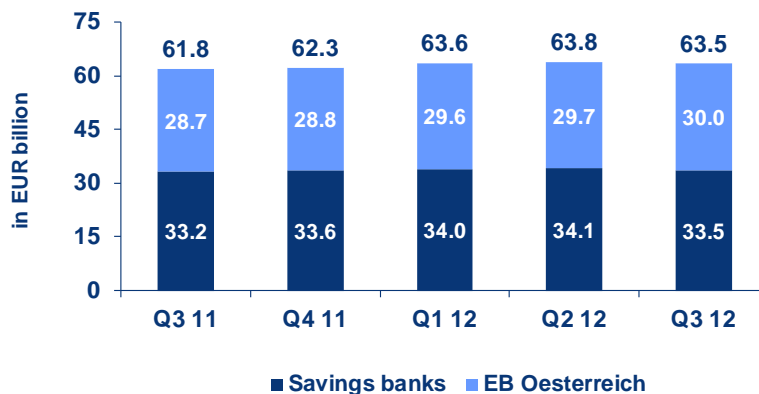
Customer deposits are core to our business model

- **Customer deposits grew by 2.8% ytd**
 - Inflows in Czech Republic, Hungary (qoq), Slovakia, Croatia and EBOe
- **Retail & SME deposits increased by 3.7% ytd**
 - In CEE, Czech Republic (+10.2%) and Slovakia (+3.4%) continued to grow their solid retail deposit base
 - Improvement in Hungary (+9.5%) mainly on corporates
 - Decline in Romania (-5.2%) mainly due to weaker RON and re-pricing efforts
 - Austria grew by 1.8% ytd, supported by EBOe (+4.1% ytd)
- **Loan/deposit ratio improved to 109.2% as of September 2012 (YE 2011: 113.3%)**

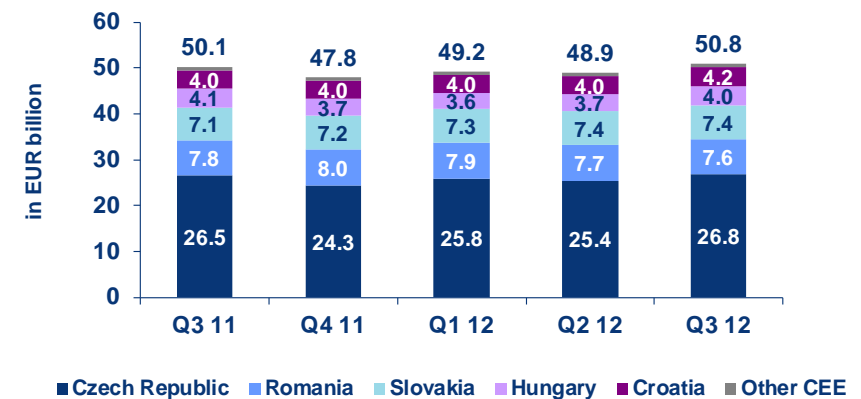
Customer deposit trends by main segments



Customer deposit trends by subsegments



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

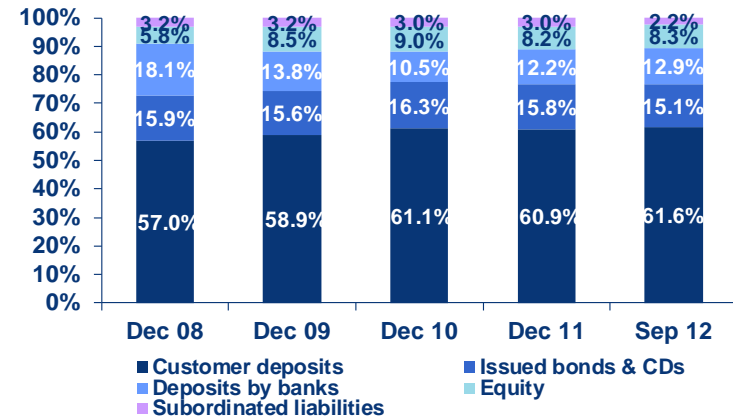


Funding update –

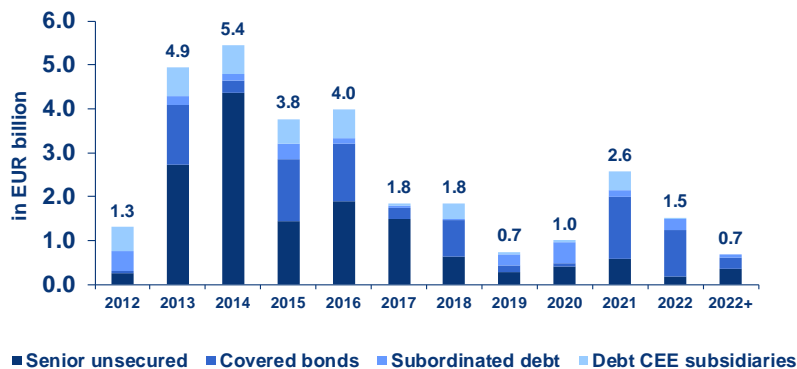
Successful long-term issuance in 1-9 2012

- **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 for 2012 fully covered**
 - Total issuance of EUR 4.4bn, average maturity 7.2 yrs
 - Key benchmark issues 2012:
 - 10yr EUR 1bn Pfandbrief in Feb 12 (MS +130bps)
 - 5yr EUR 500m senior unsecured in Mar 12 (MS +175bps)
 - 10yr (5NC5) USD 500m T2 in Oct 12 (MS +547bp)
 - 10yr bullet EUR 500m T2 in Oct 12 (MS +540bps)

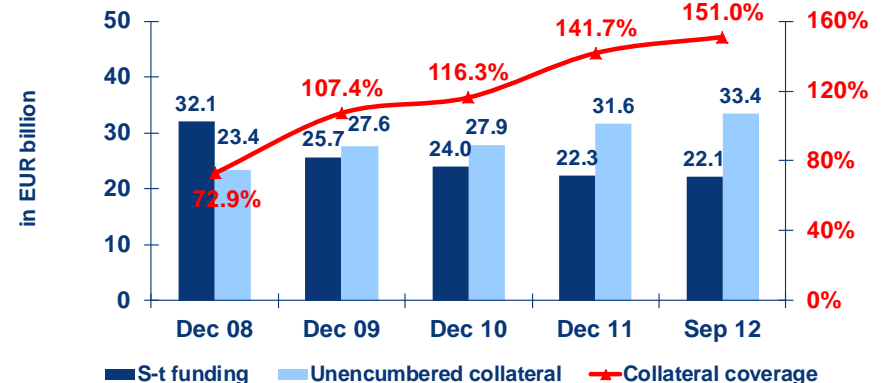
Evolution of funding mix



Redemption profile of Erste Group
Sept 2012



Wholesale funding outflow (<1y) vs collateral coverage



- Business performance
- BCR update
- Credit risk
- Funding
- **Capital**
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Capital position – Erste Group is strongly capitalised

Capital position (Sep 2012)

EBA capital ratio
excluding retained earnings for 1-9 2012

9.9%

CET1 (Basel 2.5) ratio

10.4%

CET1 (Basel 2.5) ratio
excluding participation capital

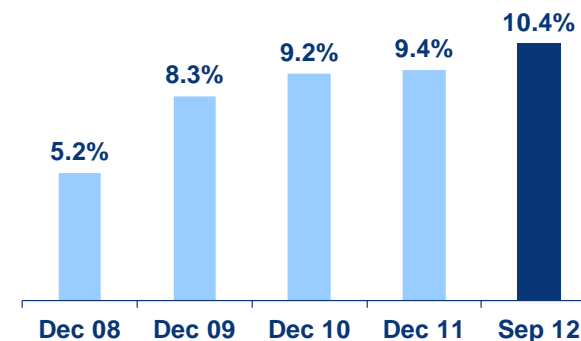
8.8%

Recent developments

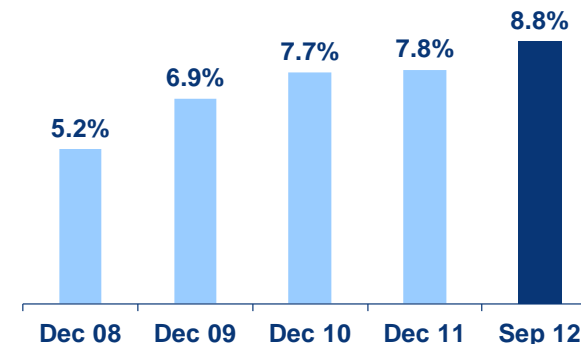
- CET1 capital improved to EUR 11.3bn (YE 2011: EUR 10.7bn) due to full recognition of collateral for defaulted loans in Romania
- RWA decreased by EUR 5.3bn or by 4.7% ytd mainly on reduction of non-core business
- **Improved tier 2 structure:**
 - Issue of USD 500m and EUR 500m T2 notes in October
 - Buyback offer for outstanding Basel 2 tier 1 and 2 notes in March
- **Final decision on regulatory treatment of savings banks minorities is still pending**

Capital development

Core tier 1 ratio (total risk)



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



Core tier 1 ratio (total risk) = tier 1 capital excl. hybrid and after regulatory deductions divided by total RWA - including credit risk, market and operational risk. Based on Basel 2.5

- Business performance
- BCR update
- Credit risk
- Funding
- Capital
- **Outlook**
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

- **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 only slightly lower than in 2011**
 - This development reflects continued reduction of non-core assets, changing composition of the loan book and investment into highly liquid, but lower-yielding assets
 - 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**

- Business performance
- BCR update
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

Segment review –

Core segments affected by one-off items in both periods

in EUR million	Retail & SME		GCIB		Group Markets		Corporate Center		Total Group	
	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11
Net interest income	3,249.8	3,539.3	381.0	394.0	154.8	99.4	183.3	101.4	3,968.9	4,134.1
Risk provisions for loans and advances	(1,234.7)	(1,688.7)	(230.6)	(170.5)	0.0	0.0	0.0	0.0	(1,465.3)	(1,859.2)
Net fee and commission income	1,173.1	1,227.8	62.9	93.0	94.9	98.9	(46.6)	(67.7)	1,284.3	1,352.0
Net trading result	90.4	51.4	6.2	(145.6)	162.8	157.4	(68.0)	(25.8)	191.4	37.4
General administrative expenses	(2,410.1)	(2,477.8)	(145.0)	(137.6)	(159.4)	(180.1)	(111.6)	(96.1)	(2,826.1)	(2,891.6)
Other result	(194.4)	(333.1)	(69.1)	(32.6)	4.4	9.5	81.3	(1,191.8)	(177.8)	(1,548.0)
Pre-tax profit/loss	674.1	318.9	5.4	0.7	257.5	185.1	38.4	(1,280.0)	975.4	(775.3)
Taxes on income	(169.3)	(177.5)	(5.1)	(5.1)	(56.1)	(42.2)	(20.6)	119.8	(251.1)	(105.0)
Post-tax profit/loss	504.8	141.4	0.3	(4.4)	201.4	142.9	17.8	(1,160.2)	724.3	(880.3)
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	504.8	141.4	0.3	(4.4)	201.4	142.9	17.8	(1,160.2)	724.3	(880.3)
Attributable to non-controlling interests	120.7	86.7	10.6	8.9	5.7	8.8	(10.0)	(11.7)	127.0	92.7
Attributable to owners of the parent	384.1	54.7	(10.3)	(13.3)	195.7	134.1	27.8	(1,148.5)	597.3	(973.0)
Average risk-weighted assets	70,643.3	75,770.2	21,358.3	24,808.7	2,738.5	2,703.9	9.1	852.7	94,749.2	104,135.3
Average attributed equity	4,931.5	4,138.8	2,137.0	1,985.8	353.0	308.8	5,247.7	6,913.4	12,669.2	13,346.9
Cost/income ratio	53.4%	51.4%	32.2%	40.3%	38.6%	50.6%	162.4%	nm	51.9%	52.4%
Return on equity	10.4%	1.8%	nm	nm	73.9%	57.9%	0.7%	nm	6.3%	nm
EOP customer loans	114,438.9	115,237.2	18,778.6	19,327.5	128.9	303.2	160.2	343.0	133,506.5	135,210.8
EOP customer deposits	114,270.8	111,930.1	4,880.7	5,510.0	1,578.1	3,153.0	1,519.4	949.0	122,249.0	121,542.0

Core segment – Austria

EBOe's and savings banks pre-tax profit up yoy

in EUR million	Savings banks		EB Oesterreich		Austria	
	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11
Net interest income	701.7	742.0	467.5	501.8	1,169.2	1,243.8
Risk provisions for loans and advances	(159.2)	(190.0)	(81.5)	(92.7)	(240.7)	(282.7)
Net fee and commission income	291.4	290.5	240.8	239.1	532.2	529.6
Net trading result	20.1	(2.1)	(1.9)	9.8	18.2	7.7
General administrative expenses	(706.6)	(702.9)	(458.5)	(454.5)	(1,165.1)	(1,157.4)
Other result	(2.1)	(49.6)	23.4	(34.2)	21.3	(83.8)
Pre-tax profit/loss	145.3	87.9	189.8	169.3	335.1	257.2
Taxes on income	(37.1)	(22.2)	(41.8)	(37.2)	(78.9)	(59.4)
Post-tax profit/loss	108.2	65.7	148.0	132.1	256.2	197.8
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	108.2	65.7	148.0	132.1	256.2	197.8
Attributable to non-controlling interests	99.1	65.1	4.6	3.9	103.7	69.0
Attributable to owners of the parent	9.1	0.6	143.4	128.2	152.5	128.8
Average risk-weighted assets	23,581.0	24,604.7	13,120.3	13,916.9	36,701.3	38,521.6
Average attributed equity	364.2	301.8	1,291.0	1,104.7	1,655.3	1,406.6
Cost/income ratio	69.7%	68.2%	64.9%	60.5%	67.8%	65.0%
Return on equity	3.3%	0.3%	14.8%	15.5%	12.3%	12.2%
EOP customer loans	37,690.5	37,709.4	28,202.5	28,002.6	65,893.1	65,711.9
EOP customer deposits	33,503.2	33,159.7	29,962.3	28,667.2	63,465.5	61,826.8

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

in EUR million	Czech Republic		Romania		Slovakia		Hungary	
	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11
Net interest income	842.6	900.3	423.7	517.6	318.0	334.4	257.6	303.1
Risk provisions for loans and advances	(120.5)	(188.6)	(560.1)	(373.7)	(43.4)	(56.7)	(147.1)	(701.3)
Net fee and commission income	334.5	372.4	90.5	97.5	82.8	83.3	67.8	73.8
Net trading result	14.0	(19.2)	54.9	39.2	3.0	(3.9)	(8.6)	14.2
General administrative expenses	(531.1)	(543.7)	(251.4)	(282.7)	(174.7)	(166.6)	(125.0)	(158.1)
Other result	(56.5)	(114.3)	(29.4)	(41.3)	(16.6)	(31.8)	(107.4)	(57.3)
Pre-tax profit/loss	483.0	406.9	(271.8)	(43.4)	169.1	158.7	(62.7)	(525.6)
Taxes on income	(101.1)	(80.2)	53.0	15.0	(33.7)	(33.2)	(1.4)	(6.4)
Post-tax profit/loss	381.9	326.7	(218.8)	(28.4)	135.4	125.5	(64.1)	(532.0)
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	381.9	326.7	(218.8)	(28.4)	135.4	125.5	(64.1)	(532.0)
Attributable to non-controlling interests	11.3	3.7	(12.6)	(9.0)	0.2	0.0	0.0	(0.3)
Attributable to owners of the parent	370.6	323.0	(206.2)	(19.4)	135.2	125.5	(64.1)	(531.7)
Average risk-weighted assets	12,524.6	13,114.4	8,281.8	9,137.4	4,173.6	4,928.9	3,645.0	4,357.9
Average attributed equity	1,268.6	1,078.8	791.5	522.6	432.2	408.5	372.8	362.0
Cost/income ratio	44.6%	43.4%	44.2%	43.2%	43.3%	40.3%	39.5%	40.4%
Return on equity	39.0%	39.9%	nm	nm	41.7%	41.0%	nm	nm
EOP customer loans	17,831.3	17,946.5	10,846.4	11,044.3	6,434.6	6,023.4	6,523.1	7,736.0
EOP customer deposits	26,784.0	26,493.5	7,590.6	7,778.0	7,445.2	7,053.3	4,042.0	4,108.1

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

in EUR million	Croatia		Serbia		Ukraine		CEE	
	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11	1-9 12	1-9 11
Net interest income	191.8	194.7	26.6	27.1	20.3	18.3	2,080.6	2,295.5
Risk provisions for loans and advances	(107.6)	(72.3)	(6.1)	(6.3)	(9.2)	(7.1)	(994.0)	(1,406.0)
Net fee and commission income	51.0	58.5	9.8	9.0	4.5	3.7	640.9	698.2
Net trading result	8.2	7.4	1.7	0.3	(1.0)	5.7	72.2	43.7
General administrative expenses	(101.8)	(108.3)	(24.5)	(25.1)	(36.5)	(35.9)	(1,245.0)	(1,320.4)
Other result	(0.9)	(6.9)	(1.4)	(0.9)	(3.5)	3.2	(215.7)	(249.3)
Pre-tax profit/loss	40.7	73.1	6.1	4.1	(25.4)	(12.1)	339.0	61.7
Taxes on income	(7.2)	(13.3)	0.0	0.0	0.0	0.0	(90.4)	(118.1)
Post-tax profit/loss	33.5	59.8	6.1	4.1	(25.4)	(12.1)	248.6	(56.4)
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	33.5	59.8	6.1	4.1	(25.4)	(12.1)	248.6	(56.4)
Attributable to non-controlling interests	16.8	22.2	1.3	1.1	0.0	0.0	17.0	17.7
Attributable to owners of the parent	16.7	37.6	4.8	3.0	(25.4)	(12.1)	231.6	(74.1)
Average risk-weighted assets	4,089.4	4,402.9	485.8	578.6	741.8	728.5	33,942.0	37,248.5
Average attributed equity	291.4	255.9	40.9	40.9	78.8	63.5	3,276.2	2,732.2
Cost/income ratio	40.6%	41.6%	64.3%	69.0%	153.4%	129.6%	44.6%	43.5%
Return on equity	7.6%	19.6%	15.7%	9.8%	nm	nm	9.4%	nm
EOP customer loans	5,918.7	5,815.7	539.2	480.3	452.5	479.0	48,545.8	49,525.2
EOP customer deposits	4,196.6	4,043.6	492.1	444.8	254.7	181.9	50,805.3	50,103.2

Segment Retail & SME –

Net profit up on lower risk costs and improved other result

– 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 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 1-9 2012

– Net profit increased on lower risk provisions across the group with the exception of Romania and Croatia

– ROE improved to 10.4% (1-9 2011: 1.8%)

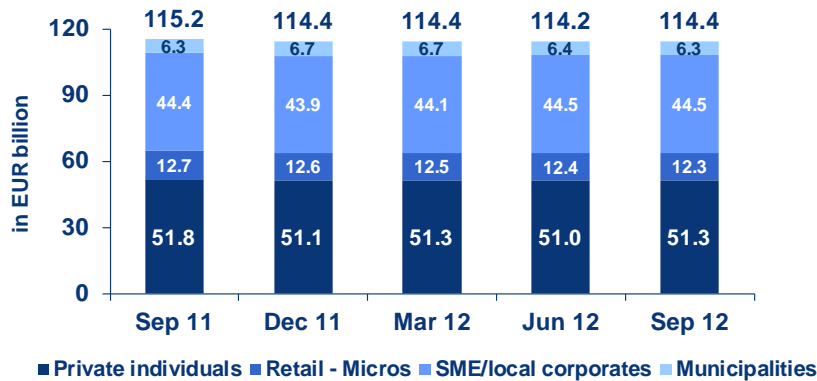
– CIR increased moderately to 53.4% (1-9 2011: 51.4%)

in EUR million	1-9 12	1-9 11	Change
Net interest income	3,249.8	3,539.3	(8.2%)
Net fee income	1,173.1	1,227.8	(4.5%)
Net trading result	90.4	51.4	75.9%
Operating expenses	(2,410.1)	(2,477.8)	(2.7%)
Operating result	2,103.2	2,340.7	(10.1%)
Risk provisions	(1,234.7)	(1,688.7)	(26.9%)
Other result	(194.4)	(333.1)	(41.6%)
Net profit/loss	384.1	54.7	>100.0%

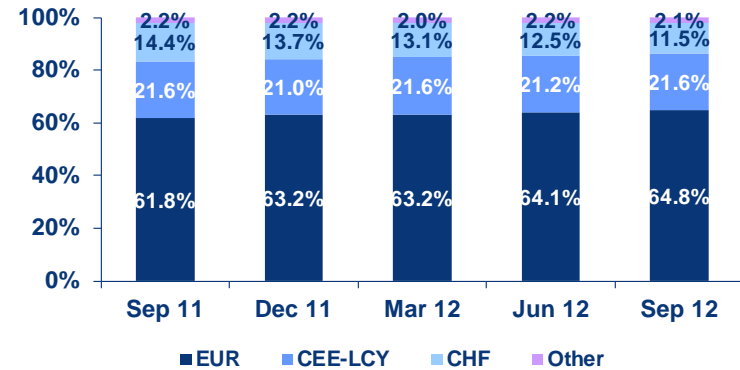
in EUR million	Q3 12	Q2 12	Change
Net interest income	1,057.7	1,087.0	(2.7%)
Net fee income	382.4	396.8	(3.6%)
Net trading result	59.0	(13.8)	na
Operating expenses	(798.7)	(802.0)	(0.4%)
Operating result	700.4	668.0	4.9%
Risk provisions	(400.0)	(329.3)	21.5%
Other result	(66.4)	(90.3)	(26.5%)
Net profit/loss	152.9	145.0	5.4%

Segment Retail & SME – Loan book analysis

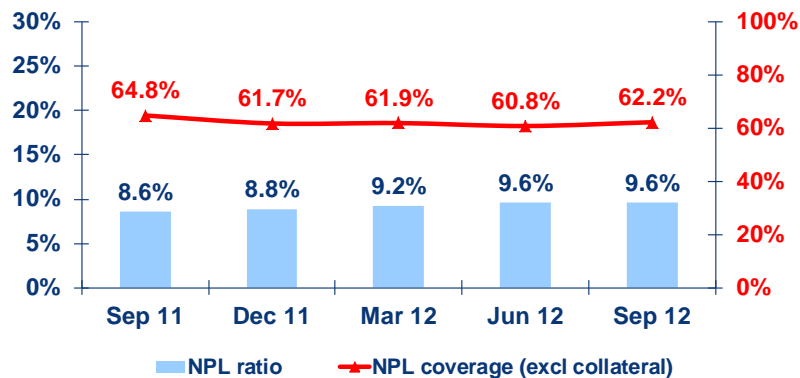
Segment Retail & SME -
Customer loans by Basel II customer segment



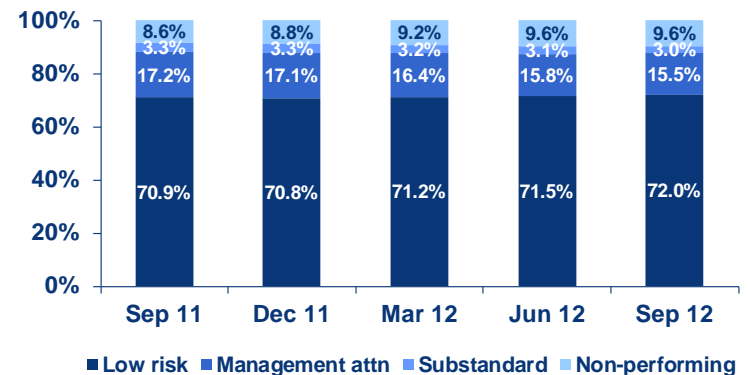
Segment Retail & SME -
Customer loans by currency



Segment Retail & SME -
NPL ratio vs NPL coverage



Migration analysis - Segment Retail & SME



Segment GCIB excluding IB –

Net result declined on higher risk costs and lower fees

- **Operating result declined on lower fee income**
 - NII was mainly 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 and investment banking units (incl. in Group Markets in 2011)
- **NPL coverage increased from 54.6% (Dec 11) to 70.6% as of Sep 2012**
- **Annualised risk costs increased (146 bps on average customer loans in 1-9 2012 vs 100bps in 1-9 2011)**
 - Primarily due to provisions in big ticket real estate business and in the large corporate business in Romania
- **Other result declined in 1-9 2012**
 - Mainly due to negative valuation effects and losses on sales of non-core business
- **Net loss in 1-9 2012 a result of higher risk costs and reduced fee income**
- **CIR was slightly up at 33.2% (1-9 2011: 30.1%)**

in EUR million	1-9 12	1-9 11	Change
Net interest income	321.3	311.7	3.1%
Net fee income	59.5	89.3	(33.4%)
Net trading result	8.5	8.6	(1.2%)
Operating expenses	(129.3)	(123.3)	4.9%
Operating result	260.0	286.3	(9.2%)
Risk provisions	(226.1)	(144.4)	56.6%
Other result	(28.1)	(6.7)	>100.0%
Net profit/loss	(10.0)	97.0	na

in EUR million	Q3 12	Q2 12	Change
Net interest income	106.2	109.7	(3.2%)
Net fee income	18.4	21.7	(15.2%)
Net trading result	4.4	(0.8)	na
Operating expenses	(43.4)	(46.3)	(6.3%)
Operating result	85.6	84.3	1.5%
Risk provisions	(84.9)	(64.2)	32.2%
Other result	(16.5)	(3.2)	>100.0%
Net profit/loss	(20.5)	10.3	na

International Business (GCIB) –

Exposure actively reduced to EUR 3.5bn as of Sept 12

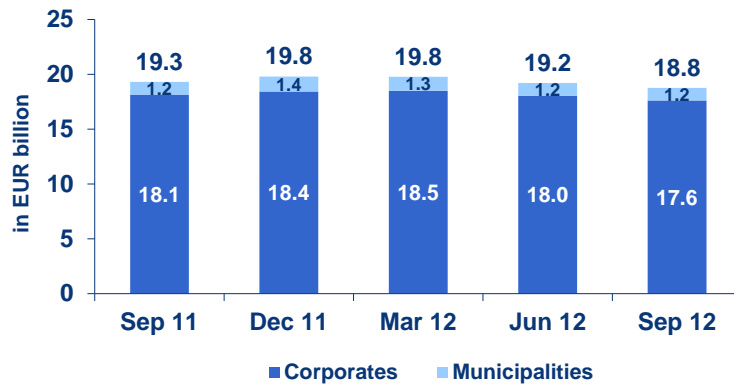
- **Targeted reduction of business visible in International Business division's result**
 - NII on declining trend in line with constant reduction of business
 - Net trading result was impacted by negative valuation effects in Q3 2011
- **Risk costs declined on release of portfolio risk provisions**
- **Other result markedly negative in 1-9 2012**
 - Impairments and losses on sale of AfS and HtM securities, mainly European CMBS
- **Significant reduction of net loss in 1-9 2012 despite on-going restructuring**
- **International Business actively reduced exposure to EUR 3.5bn as of Sept 2012 (YE 2011: EUR 5.5bn)**
- **Reduction of non-core assets will continue – but at a slower pace**

in EUR million	1-9 12	1-9 11	Change
Net interest income	59.7	82.3	(27.5%)
Net fee income	3.4	3.8	(10.5%)
Net trading result	(2.4)	(154.1)	(98.4%)
Operating expenses	(15.7)	(14.4)	9.0%
Operating result	45.0	(82.4)	na
Risk provisions	(4.5)	(26.1)	(82.8%)
Other result	(40.9)	(25.9)	57.9%
Net profit/loss	(0.3)	(110.2)	(99.7%)

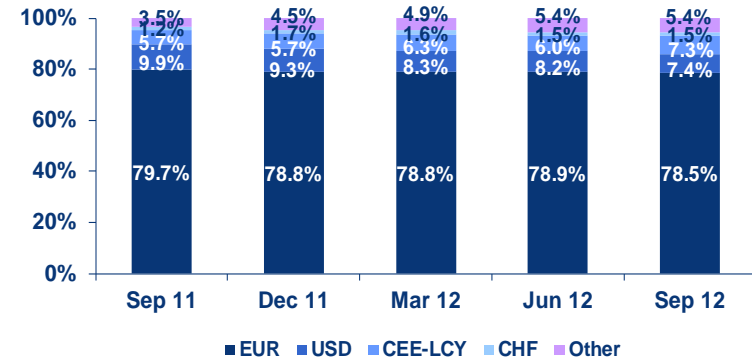
in EUR million	Q3 12	Q2 12	Change
Net interest income	17.6	19.3	(8.8%)
Net fee income	1.1	1.5	(26.7%)
Net trading result	(4.9)	1.5	na
Operating expenses	(5.3)	(5.4)	(1.9%)
Operating result	8.5	16.9	(49.7%)
Risk provisions	1.4	(7.7)	na
Other result	4.4	(31.8)	na
Net profit/loss	11.2	(17.7)	na

Segment GCIB (incl IB) – Loan book analysis

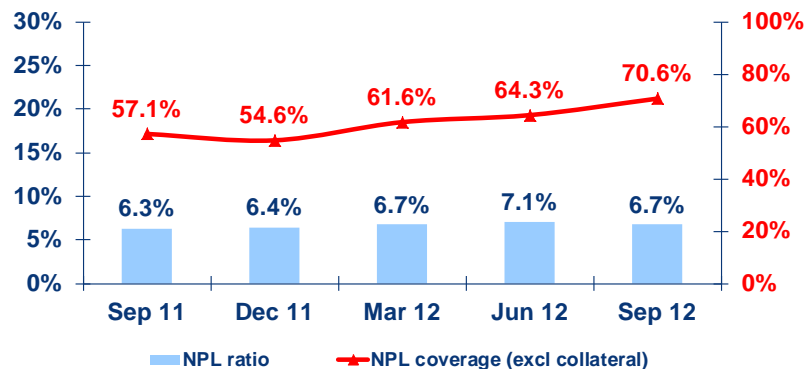
Segment GCIB -
Customer loans by Basel II customer segment



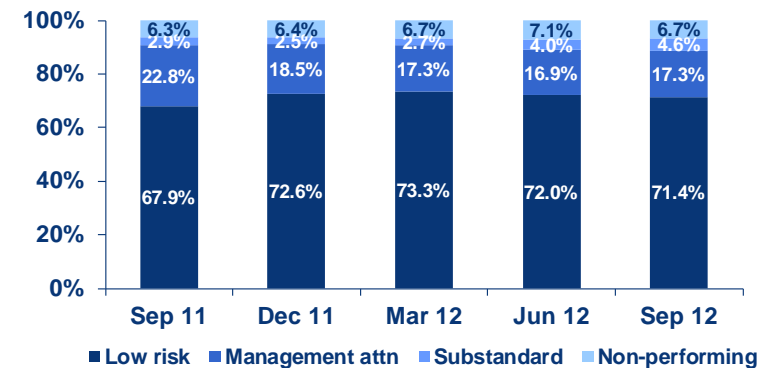
Segment GCIB - Customer loans by currency



Segment GCIB -
NPL ratio vs NPL coverage



Migration analysis - Segment GCIB



Segment Group Markets – Solid net profit contribution in 1-9 2012

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

- NII increased on shift of interest income on trading securities in 1-9 2012 and on higher income from government bonds and credit trading
- 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 up despite shift of interest income on trading securities to NII

- Fixed income desk contributed positively to strong underlying trading result in 1-9 2012

– Very satisfactory net profit in 1-9 2012

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

– CIR went down to 38.6% (50.6% in 1-9 11)

in EUR million	1-9 12	1-9 11	Change
Net interest income	154.8	99.4	55.7%
Net fee income	94.9	98.9	(4.0%)
Net trading result	162.8	157.4	3.4%
Operating expenses	(159.4)	(180.1)	(11.5%)
Operating result	253.1	175.6	44.1%
Risk provisions	0.0	0.0	na
Other result	4.4	9.5	(53.7%)
Net profit/loss	195.7	134.1	45.9%

in EUR million	Q3 12	Q2 12	Change
Net interest income	47.5	61.2	(22.4%)
Net fee income	29.8	30.1	(1.0%)
Net trading result	24.2	57.2	(57.7%)
Operating expenses	(51.7)	(50.2)	3.0%
Operating result	49.8	98.3	(49.3%)
Risk provisions	0.0	0.0	na
Other result	1.9	3.5	(45.7%)
Net profit/loss	34.9	79.8	(56.3%)

Segment Corporate Center – Net profit due to positive one-offs

– What is in the Corporate Center?

- This segment includes group-wide services in the Marketing, Organisation, IT, and other departments that support the implementation of corporate strategy at group level, furthermore consolidation effects, amortisation of customer relationships, one-offs, and Group ALM

– NII substantially improved on structural contribution from asset/liability management in 1-9 2012

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

– Net trading result deteriorated yoy due to negative valuation effects in ALM, but improved slightly qoq

– Main drivers of other result 1-9 2012:

- EUR 210.0m goodwill adjustment for Romanian subsidiary BCR in Q2
- Amortisation of customer relationships of EUR 48.3m
- Increased banking tax of EUR 110.8m for Erste Group Bank AG (holding company)
- Proceeds from buy-back of hybrids and LT2 of EUR 413.2m and one-off gain due to the sale of real estate of EUR 38.2m

in EUR million	1-9 12	1-9 11	Change
Net interest income	183.3	101.4	80.8%
Net fee income	(46.6)	(67.7)	(31.2%)
Net trading result	(68.0)	(25.8)	>100.0%
Operating expenses	(111.6)	(96.1)	16.1%
Operating result	(42.9)	(88.2)	(51.4%)
Risk provisions	0.0	0.0	na
Other result	81.3	(1,191.8)	na
Net profit/loss	27.8	(1,148.5)	na

in EUR million	Q3 12	Q2 12	Change
Net interest income	88.2	37.6	>100.0%
Net fee income	(12.9)	(14.9)	(13.4%)
Net trading result	(12.9)	(16.2)	(20.4%)
Operating expenses	(39.5)	(38.5)	2.6%
Operating result	22.9	(32.0)	na
Risk provisions	0.0	0.0	na
Other result	(59.4)	(71.9)	(17.4%)
Net profit/loss	(34.7)	(110.4)	(68.6%)

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 4.1% ytd
- Fee income: Increased treasury and leasing business with commercial customers compensated for still weak securities business
- Net trading result was negative in 1-9 2012 on derivatives valuation

– Increase in operating expenses due to consolidation of Intermarket in Aug 2011

- Otherwise expenses down on constant efforts to reduce structural cost base

– Annualised risk costs down yoy to 38bps on improved asset quality in all business lines

- NPL ratio declined to 3.6% as of Sep 2012
- CHF loans as percentage of total loans declined from 14.4% (Dec 11) to 12.5% as of Sep 2012 due to persistent efforts to convert CHF loans

– Positive other result mainly driven by selling gains on available-for-sale financial assets and properties

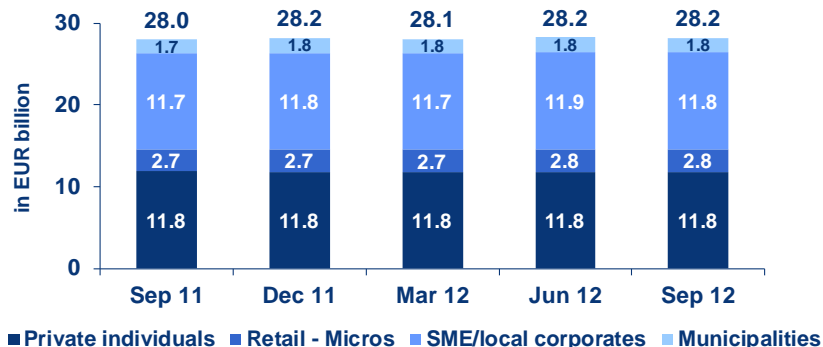
- Net profit increased to EUR 143.4m or by 11.9% yoy
- CIR increased to 64.9% in 1-9 2012 (60.5% in 1-9 2011) due to lower operating income
- ROE at 14.8% (1-9 2011: 15.5%)

in EUR million	1-9 12	1-9 11	Change
Net interest income	467.5	501.8	(6.8%)
Net fee income	240.8	239.1	0.7%
Net trading result	(1.9)	9.8	na
Operating expenses	(458.5)	(454.5)	0.9%
Operating result	247.9	296.2	(16.3%)
Risk provisions	(81.5)	(92.7)	(12.1%)
Other result	23.4	(34.2)	na
Net profit/loss	143.4	128.2	11.9%

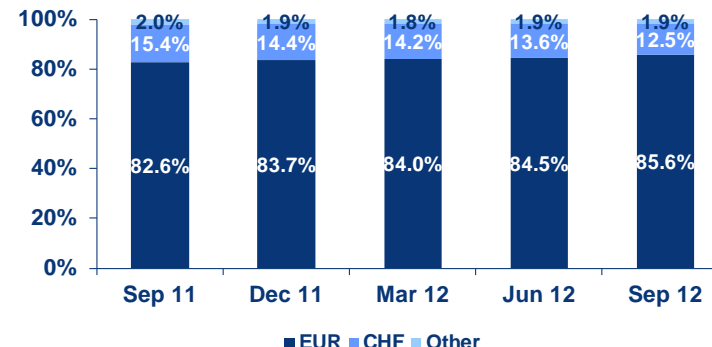
in EUR million	Q3 12	Q2 12	Change
Net interest income	155.3	150.5	3.2%
Net fee income	77.6	80.5	(3.6%)
Net trading result	1.2	0.0	na
Operating expenses	(152.5)	(154.6)	(1.4%)
Operating result	81.6	76.4	6.8%
Risk provisions	(27.2)	(22.9)	18.8%
Other result	5.7	9.1	(37.4%)
Net profit/loss	45.5	47.4	(4.0%)

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

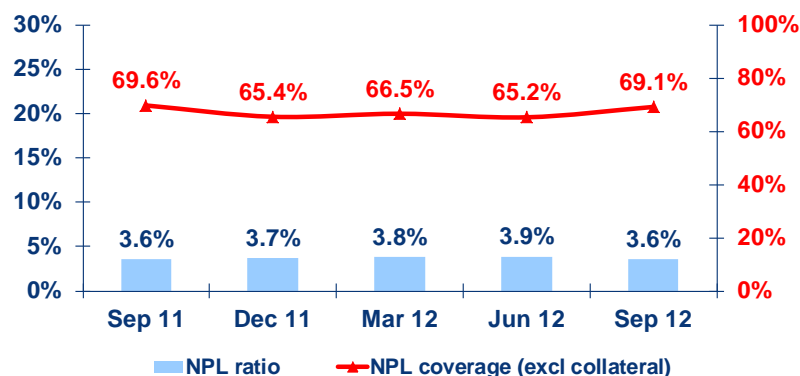
Segment EB Oesterreich -
Customer loans by Basel II customer segment



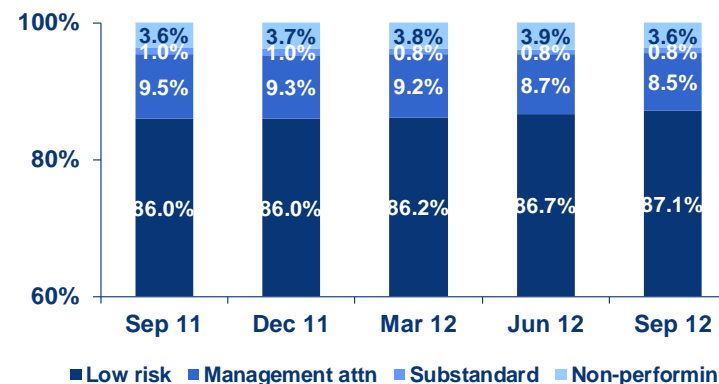
Segment EB Oesterreich -
Customer loans by currency



Segment Erste Bank Oesterreich -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/EB Oesterreich



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

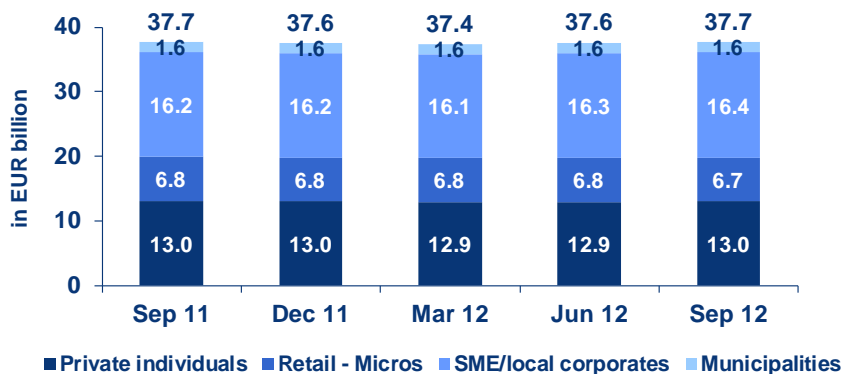
- **Operating result decreased year-on-year due to weaker net interest income**
 - NII decreased as a result of the lower interest rate environment
 - Net fee income increased slightly yoy mainly on the back of strengthened payment transfer business
 - Net trading result improved on positive valuation effects in 1-9 2012
- **Operating expenses increased by only 0.5% yoy thanks to on-going cost containment**
- **Annualised risk costs down to 54 bps in 1-9 2012**
 - NPL ratio stood at 7.0% as of Sep 2012
 - NPL coverage at 59.6% as of Sep 2012 vs 59.7% at YE 11
 - CHF loans as percentage of total loans declined from 18.9% (Dec 11) to 15.5% as of Sep 2012 due to persistent efforts to convert CHF loans
- **Other result at EUR -2.1m in 1-9 2012, but improved noticeably yoy**
 - Lower result from AfS securities q-o-q
 - Impairments and losses on sale of AfS securities in 1-9 2011
- **Pre-tax profit increased mainly on lower risk costs and an improved other result**
- **Year-on-year CIR was up to 69.7% (1-9 11: 68.2%)**

in EUR million	1-9 12	1-9 11	Change
Net interest income	701.7	742.0	(5.4%)
Net fee income	291.4	290.5	0.3%
Net trading result	20.1	(2.1)	na
Operating expenses	(706.6)	(702.9)	0.5%
Operating result	306.6	327.5	(6.4%)
Risk provisions	(159.2)	(190.0)	(16.2%)
Other result	(2.1)	(49.6)	(95.8%)
Net profit/loss	9.1	0.6	>100.0%

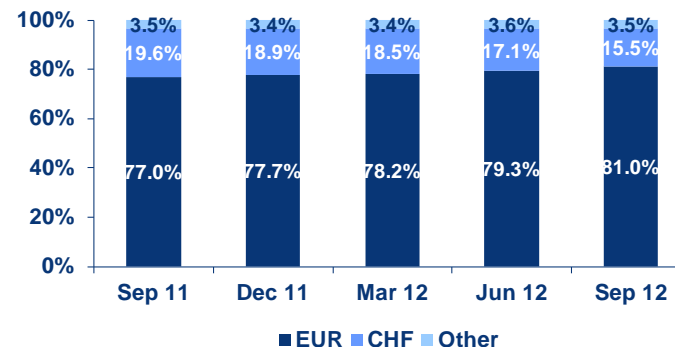
in EUR million	Q3 12	Q2 12	Change
Net interest income	225.0	235.8	(4.6%)
Net fee income	97.9	94.8	3.3%
Net trading result	11.4	4.8	>100.0%
Operating expenses	(237.1)	(234.1)	1.3%
Operating result	97.2	101.3	(4.0%)
Risk provisions	(48.4)	(59.5)	(18.7%)
Other result	1.3	8.6	(84.9%)
Net profit/loss	1.9	4.3	(55.8%)

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

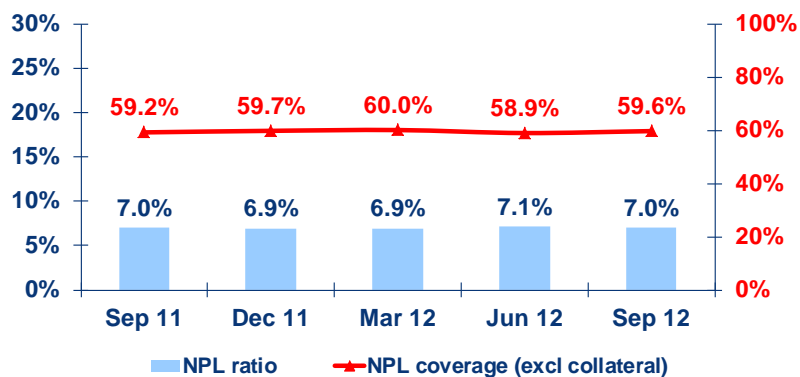
Segment Savings Banks -
Customer loans by Basel II customer segment



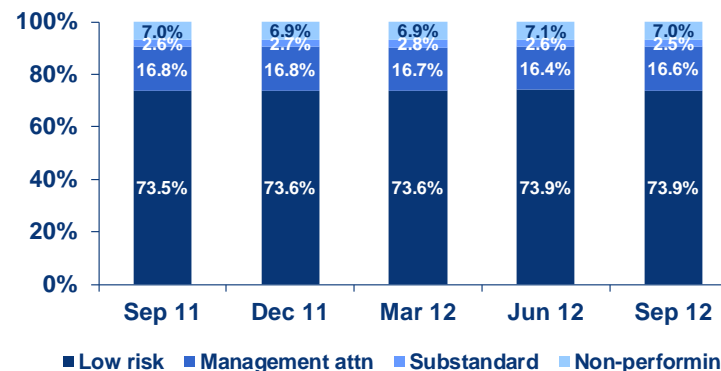
Segment Savings banks -
Customer loans by currency



Segment Savings banks -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Savings Banks



Retail & SME: Czech Republic –

Lower risk costs drove increase in net profit

– Yoy operating result decreased on weaker NII and net fee income

- NII down due to currency depreciation and low interest rate environment in 1-9 12
- Net fee income declined on decreased payment and securities business
- Net trading result turned positive in 1-9 2012 on solid underlying customer business and negative valuation effects in 1-9 2011
- Operating expenses well under control

– Annualised risk costs decreased substantially to 92bps in 1-9 2012 vs 139bps in 1-9 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 72.9%

– Other result improved markedly yoy

- Positive contribution from sale and valuation of financial assets in 1-9 12
- Deposit insurance contribution remained a key negative factor
- Improved valuation result of real estate fund in 1-9 2012

– Net profit increased year-on-year as a result of significantly lower risk costs, positive trading income and improved other result

– CIR was at 44.6% in 1-9 2012 compared to 43.4% (1-9 11)

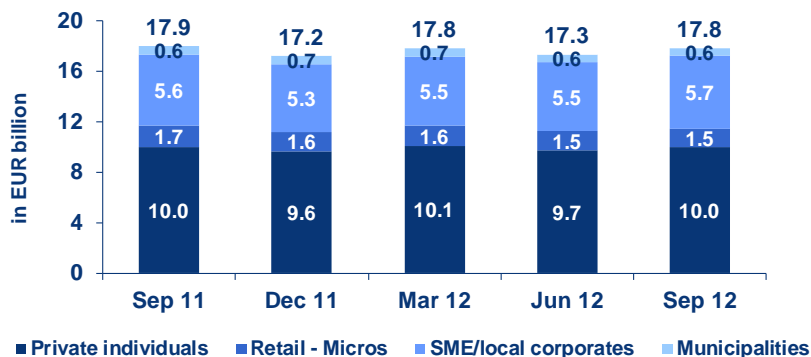
in EUR million	1-9 12	1-9 11	Change
Net interest income	842.6	900.3	(6.4%)
Net fee income	334.5	372.4	(10.2%)
Net trading result	14.0	(19.2)	na
Operating expenses	(531.1)	(543.7)	(2.3%)
Operating result	660.0	709.8	(7.0%)
Risk provisions	(120.5)	(188.6)	(36.1%)
Other result	(56.5)	(114.3)	(50.6%)
Net profit/loss	370.6	323.0	14.7%

in EUR million	Q3 12	Q2 12	Change
Net interest income	272.0	288.0	(5.6%)
Net fee income	104.7	117.6	(11.0%)
Net trading result	22.4	(25.1)	na
Operating expenses	(172.2)	(179.4)	(4.0%)
Operating result	226.9	201.1	12.8%
Risk provisions	(35.2)	(40.8)	(13.7%)
Other result	(35.7)	(19.8)	80.3%
Net profit/loss	117.9	108.4	8.8%

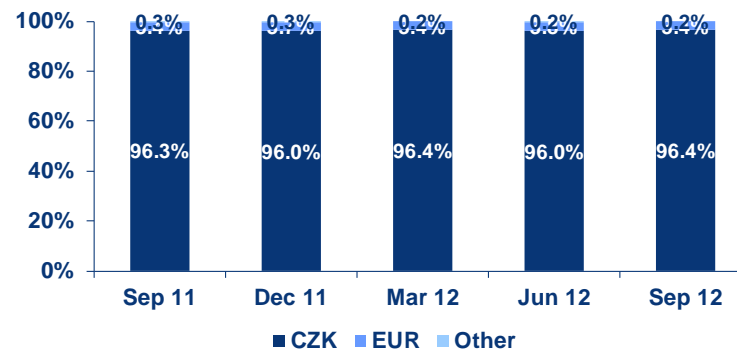
All figures including 3.3% currency depreciation (based on 1-9 2012 average rate)

Retail & SME: Czech Republic – Loan book analysis

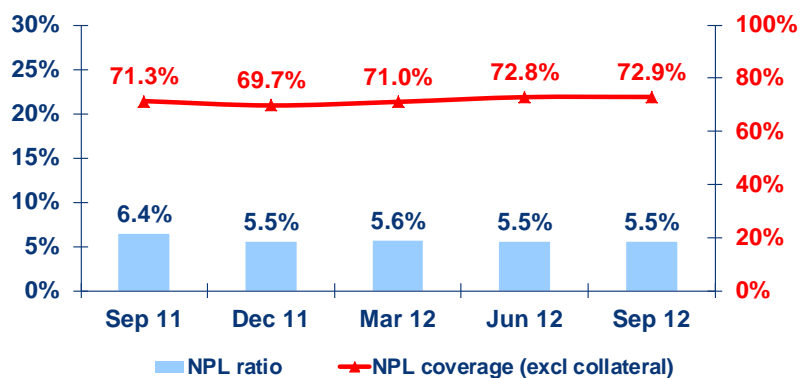
Segment Czech Republic -
Customer loans by Basel II customer segment



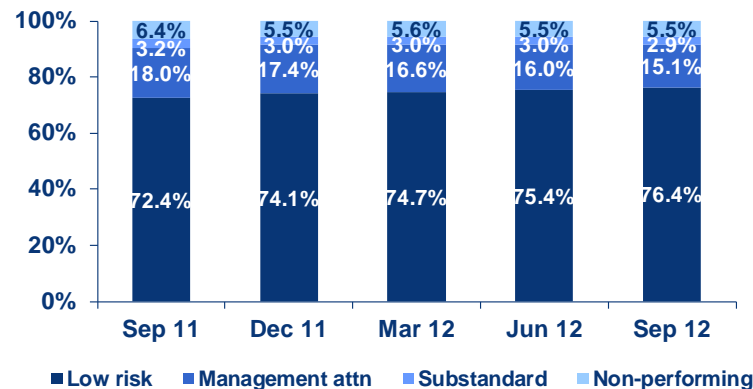
Segment Czech Republic -
Customer loans by currency



Segment Czech Republic -
NPL ratio vs NPL coverage



Segment Czech Republic - Migration analysis



Retail & SME: Romania –

Restructuring efforts reflected in financial results

- 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 1-9 12
 - Fees declined on lower payment transfers
 - Net trading result increased mainly on improved valuations
 - Restructuring efforts led to decline in operating expenses
- Risk provisions increased by 49.9% year-on-year
 - NPL ratio increased to 27.5%, but quarterly inflow decelerated
 - NPL coverage improved to 57.6% 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
- NIM increased quarter-on-quarter for the first time since 2010; NIM was 4.54% for Q3 2012
- CIR was at 44.2% 1-9 2012 (43.2% in 1-9 2011)

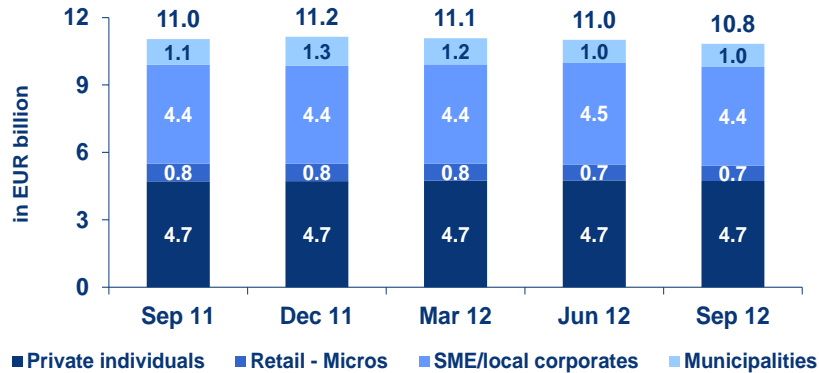
in EUR million	1-9 12	1-9 11	Change
Net interest income	423.7	517.6	(18.1%)
Net fee income	90.5	97.5	(7.2%)
Net trading result	54.9	39.2	40.1%
Operating expenses	(251.4)	(282.7)	(11.1%)
Operating result	317.7	371.6	(14.5%)
Risk provisions	(560.1)	(373.7)	49.9%
Other result	(29.4)	(41.3)	(28.8%)
Net profit/loss	(206.2)	(19.4)	>100.0%

in EUR million	Q3 12	Q2 12	Change
Net interest income	139.4	131.3	6.2%
Net fee income	29.9	30.4	(1.6%)
Net trading result	17.0	21.0	(19.0%)
Operating expenses	(78.4)	(83.3)	(5.9%)
Operating result	107.9	99.4	8.6%
Risk provisions	(195.2)	(173.5)	12.5%
Other result	(12.9)	(8.6)	50.0%
Net profit/loss	(65.7)	(68.3)	(3.8%)

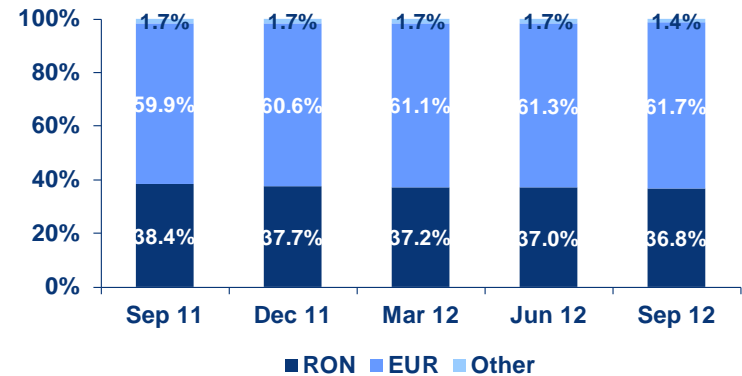
All figures including 4.4% currency depreciation (based on 1-9 2012 average rate)

Retail & SME: Romania – Loan book analysis

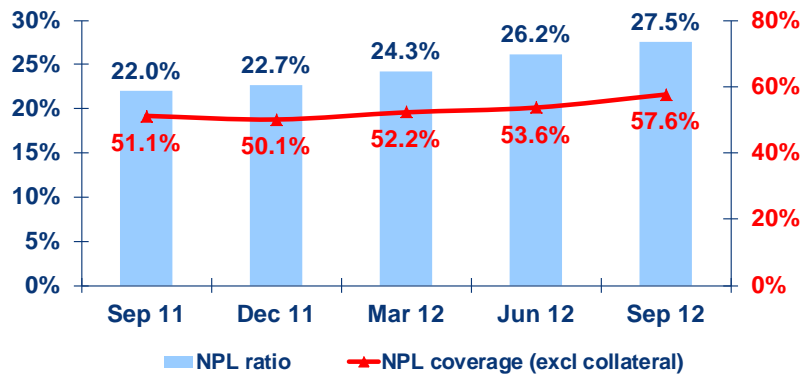
Segment Romania -
Customer loans by Basel II customer segment



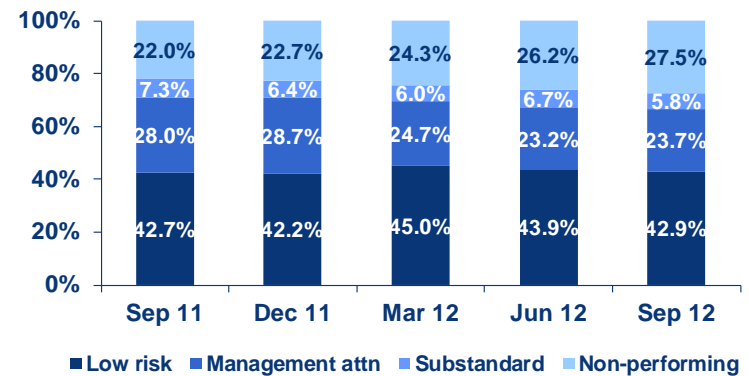
Segment Romania - Customer loans by currency



Segment Romania -
NPL ratio vs NPL coverage



Segment Romania - Migration analysis



– Operating result down against strong 1-9 2011

- NII slightly declined mainly on lower margins and changed investment strategy; housing loans continued to be main driver of volume growth year-on-year
- Fees were stable year-on-year
- Net trading result contributed positively, but remained insignificant
- Operating expenses up on increased depreciation of new core banking system which went live in Q3 11

– NIM was 4.1% in 1-9 12 compared to 4.5% in 1-9 11

– Risk costs declined by 23.5% year-over-year

- Annualised risk costs declined to 92bps, driven by improvement in asset quality
- NPL ratio down to 7.5% as of Sep 2012 (Dec 11: 8.0%)
- NPL coverage traditionally high, improved to 82.3%

– Other result: positive items, mainly financial assets valuation and selling gains, partially offset banking tax (EUR 11.3m) and deposit insurance contributions (EUR 6.7m) in 1-9 2012

– Very satisfactory net profit of EUR 135.2m in 1-9 12

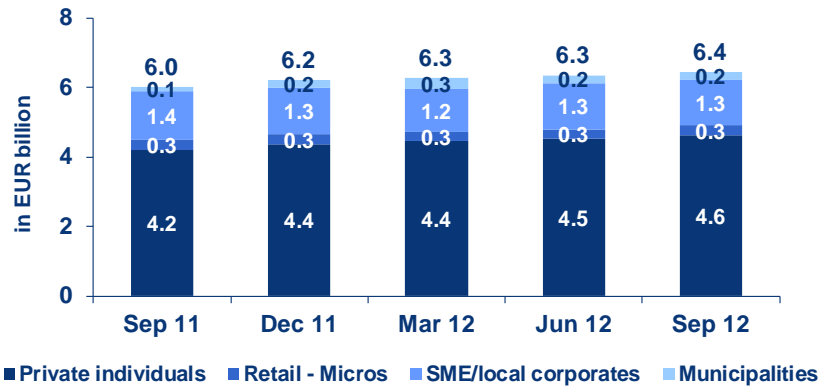
– CIR up to 43.3% vs 40.3% in 1-9 2011

in EUR million	1-9 12	1-9 11	Change
Net interest income	318.0	334.4	(4.9%)
Net fee income	82.8	83.3	(0.6%)
Net trading result	3.0	(3.9)	na
Operating expenses	(174.7)	(166.6)	4.9%
Operating result	229.1	247.2	(7.3%)
Risk provisions	(43.4)	(56.7)	(23.5%)
Other result	(16.6)	(31.8)	(47.8%)
Net profit/loss	135.2	125.5	7.7%

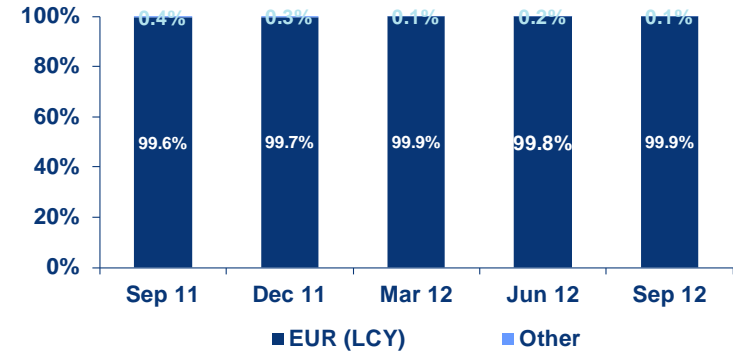
in EUR million	Q3 12	Q2 12	Change
Net interest income	107.0	104.6	2.3%
Net fee income	26.8	28.3	(5.3%)
Net trading result	2.0	(1.1)	na
Operating expenses	(61.3)	(55.4)	10.6%
Operating result	74.5	76.4	(2.5%)
Risk provisions	(11.6)	(13.3)	(12.8%)
Other result	(5.5)	(5.7)	(3.5%)
Net profit/loss	46.2	45.7	1.1%

Retail & SME: Slovakia – Loan book analysis

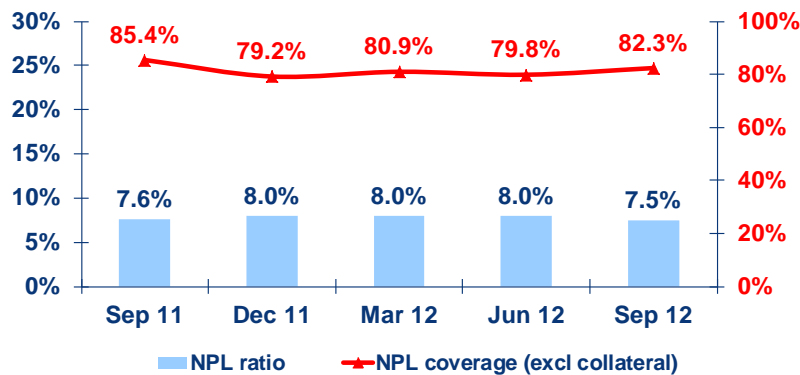
Segment Slovakia -
Customer loans by Basel II customer segment



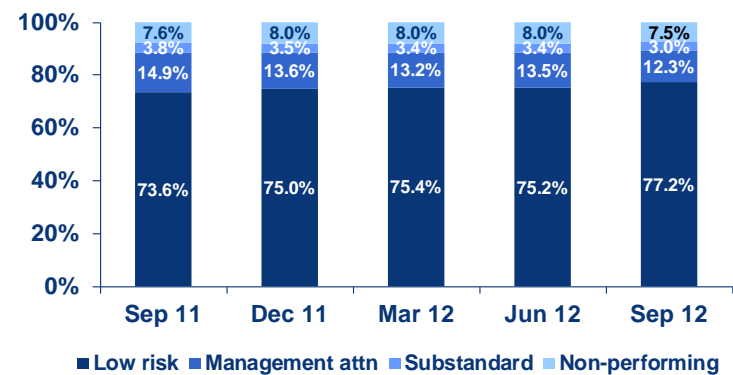
Segment Slovakia -
Customer loans by currency



Segment Slovakia -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Slovakia



Retail & SME: Hungary – Adapting to the new business environment

- **Operating result down as a consequence of decrease in NII and net trading result**
 - NII declined on portfolio reduction (FX-conversion) and lower margins
 - Reclassification of interest income on trading assets to NII in 1-9 2012 could not compensate for the decrease
 - Fee income stable in LCY: fees from payment transfer and building society business offset lower lending fees
 - Net trading result down on changed reporting of interest income on trading assets to NII
- **Successful cost cutting efforts led to decline in expenses of 20.9% (currency adjusted: -14.0%) yoy**
- **Other result deteriorated significantly yoy 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 improved substantially yoy due to lower provisions across all business lines, even when adjusting for extraordinary one-off charges in 1-9 11**
 - NPL ratio increased to 25.3% on shrinking loan book
 - NPL coverage declined from 70.3% at YE 11 to 63.4% as of September 2012, as planned
- **Net loss mainly due to costs covering interest subsidy scheme for performing FX borrowers for full 5 years**
- **CIR improved to 39.5% vs 40.4% in 1-9 2011**

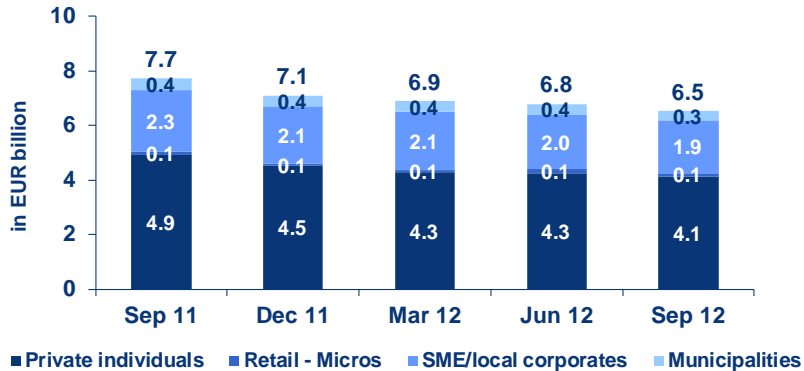
in EUR million	1-9 12	1-9 11	Change
Net interest income	257.6	303.1	(15.0%)
Net fee income	67.8	73.8	(8.1%)
Net trading result	(8.6)	14.2	na
Operating expenses	(125.0)	(158.1)	(20.9%)
Operating result	191.8	233.0	(17.7%)
Risk provisions	(147.1)	(701.3)	(79.0%)
Other result	(107.4)	(57.3)	87.4%
Net profit/loss	(64.1)	(531.7)	(87.9%)

in EUR million	Q3 12	Q2 12	Change
Net interest income	81.7	94.2	(13.3%)
Net fee income	22.5	23.4	(3.8%)
Net trading result	(1.9)	(12.3)	(84.6%)
Operating expenses	(43.0)	(40.5)	6.2%
Operating result	59.3	64.8	(8.5%)
Risk provisions	(40.5)	24.5	na
Other result	(14.5)	(76.6)	(81.1%)
Net profit/loss	8.6	9.1	(5.5%)

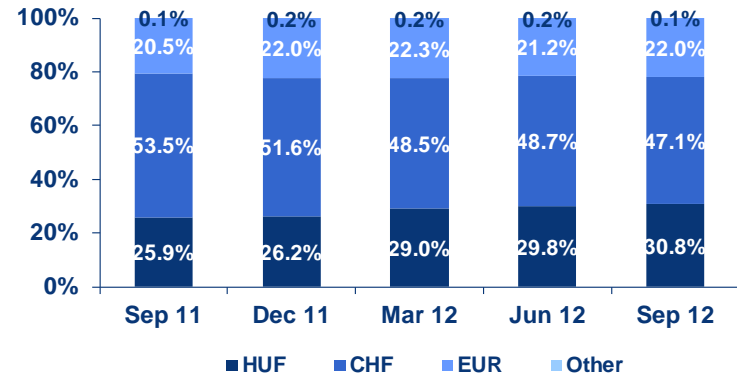
All figures including 8.8% currency depreciation (based on 1-9 2012 average rate)

Retail & SME: Hungary – Loan book analysis

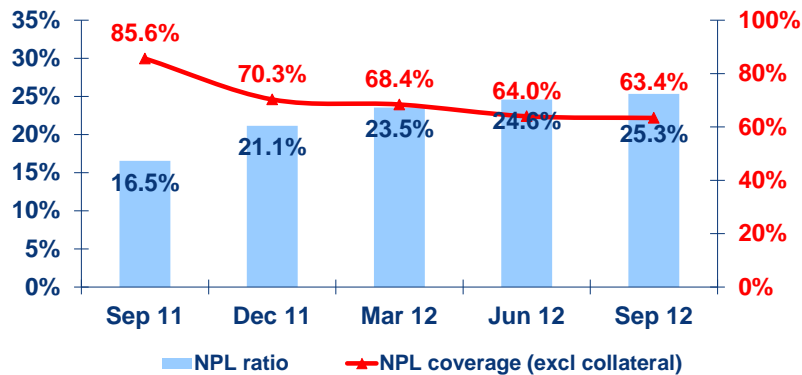
Segment Hungary -
Customer loans by Basel II customer segment



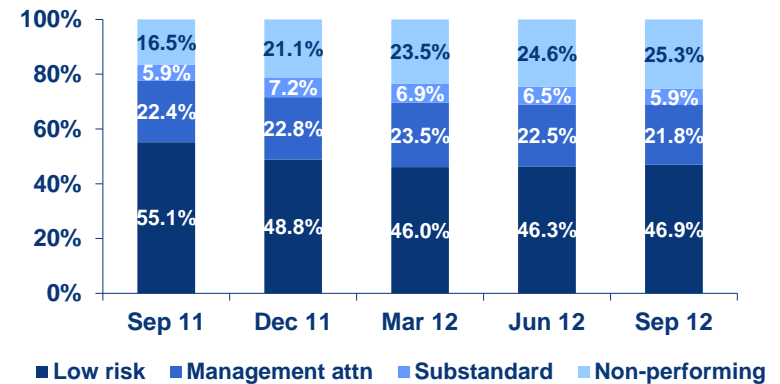
Segment Hungary - Customer loans by currency



Segment Hungary -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Hungary



Retail & SME: Croatia –

Solid operating result impacted by increased risk costs

- **Yoy operating result slightly down (stable when adjusted for currency fluctuation)**
 - Stable currency-adjusted net interest income
 - Lower fee income due to transfer of credit card processing subsidiary (MBU) in Q3 11
 - Net trading result slightly improved on positive valuation effects
- **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**
 - Annualised risk costs increased from 167bps in 1-9 2011 to 241bps in 1-9 2012
 - NPL ratio increased to 17.3% as of Sept 2012 compared to 12.8% at YE 2011
- **Other result improved yoy due to positive effect on sale of assets (AfS) in 1-9 2012**
- **CIR improved to 40.6% vs 41.6% in 1-9 2011**
- **ROE of 7.6% vs 19.6% in 1-9 2011**

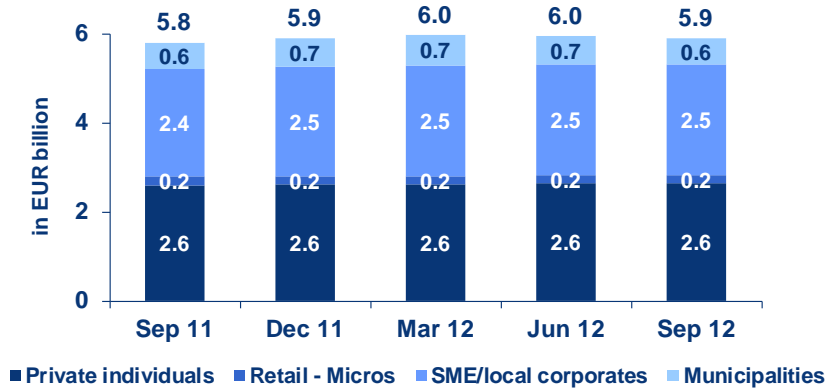
in EUR million	1-9 12	1-9 11	Change
Net interest income	191.8	194.7	(1.5%)
Net fee income	51.0	58.5	(12.8%)
Net trading result	8.2	7.4	10.8%
Operating expenses	(101.8)	(108.3)	(6.0%)
Operating result	149.2	152.3	(2.0%)
Risk provisions	(107.6)	(72.3)	48.8%
Other result	(0.9)	(6.9)	(87.0%)
Net profit/loss	16.7	37.6	(55.6%)

in EUR million	Q3 12	Q2 12	Change
Net interest income	62.9	64.8	(2.9%)
Net fee income	17.9	17.3	3.5%
Net trading result	3.6	2.4	50.0%
Operating expenses	(33.7)	(34.5)	(2.3%)
Operating result	50.7	50.0	1.4%
Risk provisions	(36.6)	(38.8)	(5.7%)
Other result	(2.6)	4.0	na
Net profit/loss	4.1	6.5	(36.9%)

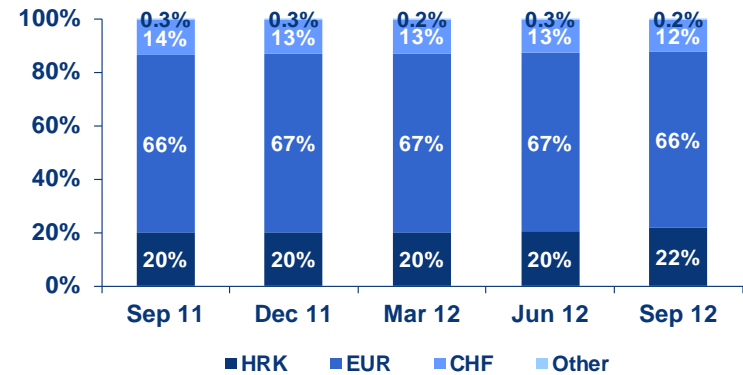
All figures including 1.7% currency depreciation (based on 1-9 2012 average rate)

Retail & SME: Croatia – Loan book analysis

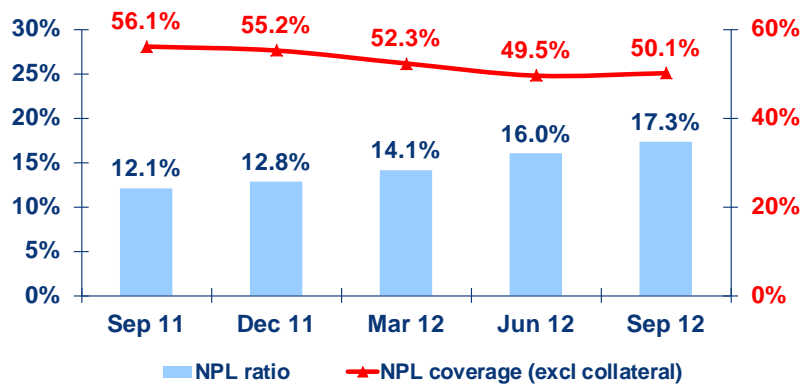
Segment Croatia -
Customer loans by Basel II customer segment



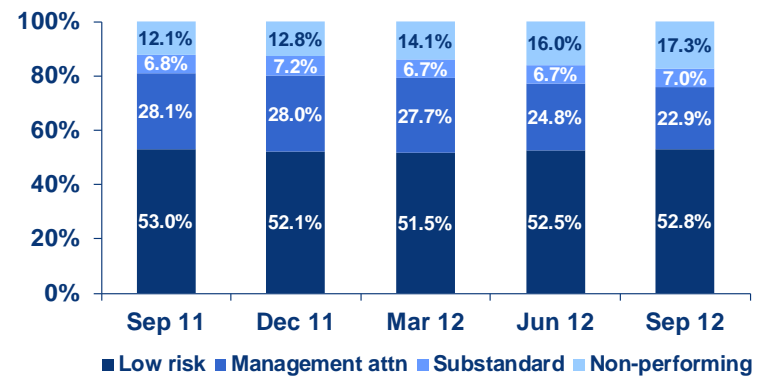
Segment Croatia - Customer loans by currency



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 6.9% 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
 - Strong growth in subsidised export loans in Q3 2012
- **NIM was down to 6.7% in 1-9 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 167bps vs 187bps in 1-9 2011
- **Net profit contribution increased in 1-9 2012**
- **Segment ROE considerably improved to 15.7%**
- **CIR was 64.3% in 1-9 2012 (1-9 2011: 69.0%)**

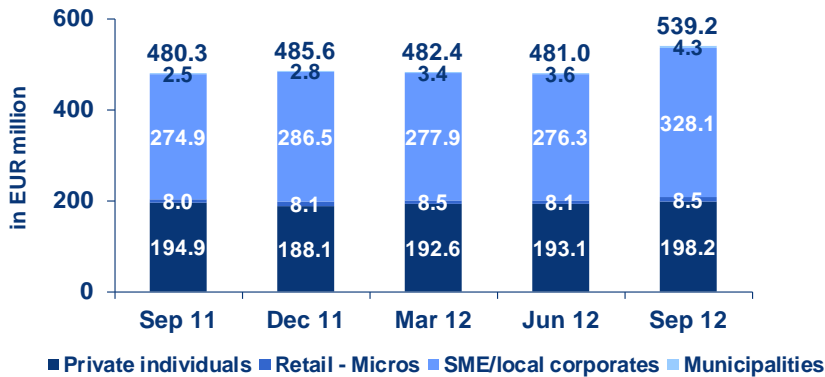
in EUR million	1-9 12	1-9 11	Change
Net interest income	26.6	27.1	(1.8%)
Net fee income	9.8	9.0	8.9%
Net trading result	1.7	0.3	>100.0%
Operating expenses	(24.5)	(25.1)	(2.4%)
Operating result	13.6	11.3	20.4%
Risk provisions	(6.1)	(6.3)	(3.2%)
Other result	(1.4)	(0.9)	55.6%
Net profit/loss	4.8	3.0	60.0%

in EUR million	Q3 12	Q2 12	Change
Net interest income	8.5	9.4	(9.6%)
Net fee income	3.2	3.1	3.2%
Net trading result	0.9	0.4	>100.0%
Operating expenses	(8.0)	(8.2)	(2.4%)
Operating result	4.6	4.7	(2.1%)
Risk provisions	(1.8)	(2.1)	(14.3%)
Other result	(0.4)	(0.7)	(42.9%)
Net profit/loss	2.0	1.5	33.3%

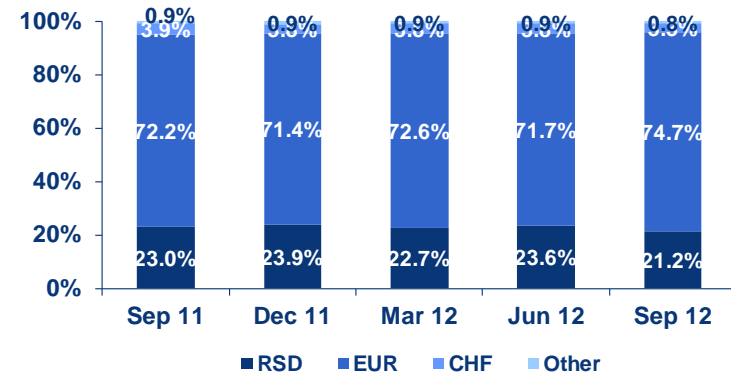
All figures including 8.9% currency depreciation (based on 1-9 2012 average rate)

Retail & SME: Serbia – Loan book analysis

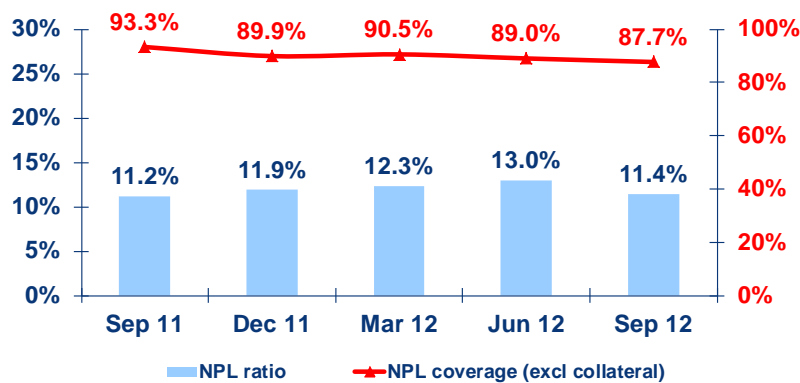
Segment Serbia -
Customer loans by Basel II customer segment



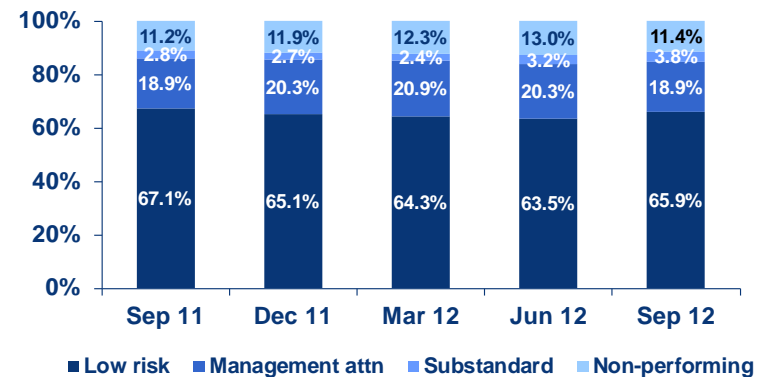
Segment Serbia - Customer loans by currency



Segment Serbia/retail -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Serbia



Retail & SME: Ukraine –

Minor improvement in Q3, but still loss making

– Operating result down on weak trading

- Net interest income increased year-on-year on shift of interest income on trading assets
- Weaker Q3 due to reduction of volume and reduced margin
- 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 yoy but improved in Q3
- Operating expenses nearly flat in EUR and down on currency-adjusted basis

– Risk costs increased due to direct write-offs in Q3

- Annualised risk costs up to 262bps against 211bps in 1-9 2011
- Asset quality improved slightly, but NPL ratio still at high level despite decline to 28.4% as of Sept 2012

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

– Deterioration in other result main driver of higher net loss

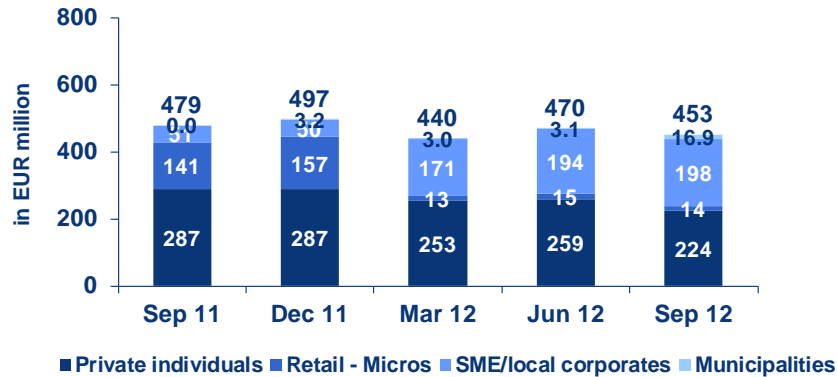
in EUR million	1-9 12	1-9 11	Change
Net interest income	20.3	18.3	10.9%
Net fee income	4.5	3.7	21.6%
Net trading result	(1.0)	5.7	na
Operating expenses	(36.5)	(35.9)	1.7%
Operating result	(12.7)	(8.2)	54.9%
Risk provisions	(9.2)	(7.1)	29.6%
Other result	(3.5)	3.2	na
Net profit/loss	(25.4)	(12.1)	>100.0%

in EUR million	Q3 12	Q2 12	Change
Net interest income	5.9	8.4	(29.8%)
Net fee income	1.9	1.4	35.7%
Net trading result	2.4	(3.9)	na
Operating expenses	(12.5)	(12.0)	4.2%
Operating result	(2.3)	(6.1)	(62.3%)
Risk provisions	(3.5)	(2.9)	20.7%
Other result	(1.8)	(0.6)	>100.0%
Net profit/loss	(7.6)	(9.6)	(20.8%)

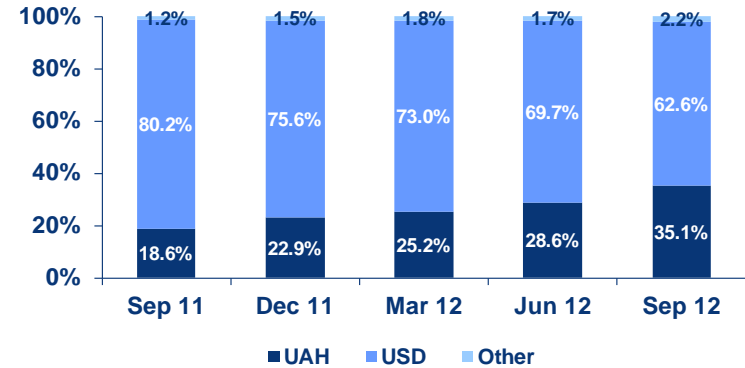
All figures including 7.0% currency appreciation (based on 1-9 2012 average rate)

Retail & SME: Ukraine – Loan book analysis

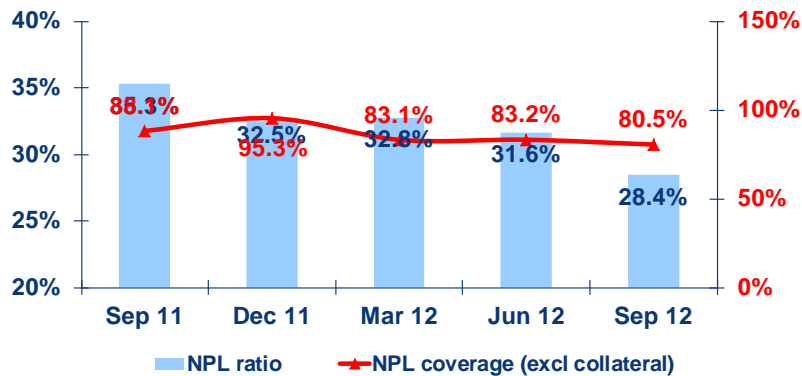
Segment Ukraine -
Customer loans by Basel II customer segment



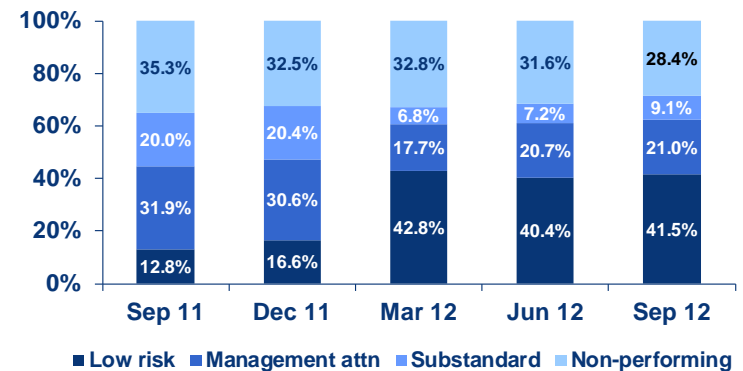
Segment Ukraine - Customer loans by currency



Segment Ukraine/retail -
NPL ratio vs NPL coverage



Migration analysis - Retail & SME/Ukraine



- Business performance
- BCR update
- 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.

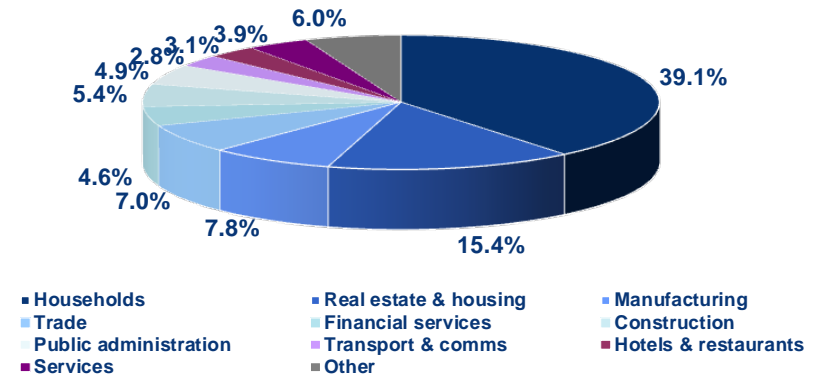
Risk category	Agency ratings
Low risk	AAA to BB / Aaa to Ba
Management attention	B
Substandard	CCC to C / Caa to C
Non-performing	D, R, RD, SD

Asset quality analysis – Loan book overview

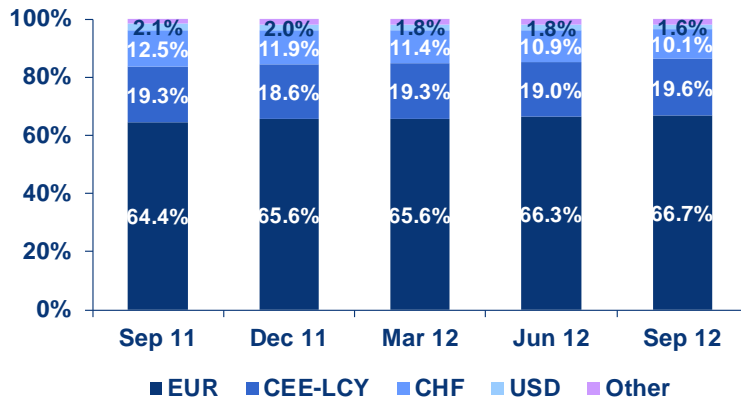
Customer loans by Basel II customer segments



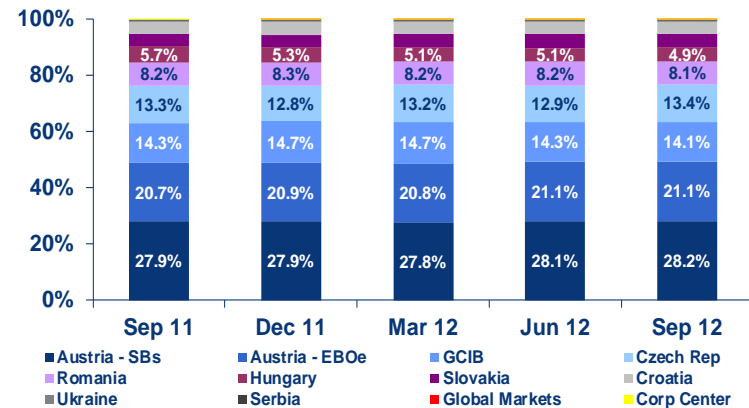
Customer loans by industries



Customer loans by currency



Customer loans by reporting segment



Asset quality analysis – Loan book by segments

	Low risk		Management attention		Substandard		Non-performing		Total loan book		Risk provisions		NPL coverage		NPL ratio	
	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11
Retail & SME	82,378	80,952	17,697	19,513	3,384	3,779	10,980	10,112	114,439	114,355	6,831	6,244	62.2%	61.7%	9.6%	8.8%
Austria	52,408	51,910	8,657	8,948	1,168	1,287	3,660	3,658	65,893	65,803	2,280	2,245	62.3%	61.4%	5.6%	5.6%
EB Oesterreich	24,569	24,248	2,384	2,630	224	270	1,026	1,051	28,203	28,199	709	688	69.1%	65.4%	3.6%	3.7%
Savings Banks	27,838	27,662	6,273	6,318	945	1,018	2,634	2,607	37,691	37,604	1,571	1,557	59.6%	59.7%	7.0%	6.9%
CEE	29,970	29,042	9,040	10,565	2,216	2,491	7,319	6,454	48,546	48,552	4,551	3,999	62.2%	62.0%	15.1%	13.3%
Czech Republic	13,618	12,733	2,699	2,997	526	511	988	947	17,831	17,187	720	660	72.9%	69.7%	5.5%	5.5%
Romania	4,655	4,709	2,575	3,204	632	714	2,984	2,533	10,846	11,160	1,718	1,268	57.6%	50.1%	27.5%	22.7%
Slovakia	4,966	4,661	794	845	194	215	481	496	6,435	6,217	396	393	82.3%	79.2%	7.5%	8.0%
Hungary	3,061	3,461	1,422	1,615	388	513	1,652	1,499	6,523	7,088	1,047	1,054	63.4%	70.3%	25.3%	21.1%
Croatia	3,127	3,080	1,353	1,654	415	424	1,024	759	5,919	5,917	513	419	50.1%	55.2%	17.3%	12.8%
Serbia	355	316	102	99	20	13	62	58	539	486	54	52	87.7%	89.9%	11.4%	11.9%
Ukraine	188	82	95	152	41	101	129	161	453	497	103	154	80.5%	95.3%	28.4%	32.5%
GCIB	13,406	14,376	3,252	3,663	857	490	1,264	1,275	18,779	19,805	892	697	70.6%	54.6%	6.7%	6.4%
Group Markets	117	204	12	20	0	0	0	0	129	225	1	0	>100.0%	>100.0%	0.0%	0.0%
Corporate Center	120	313	39	36	0	15	1	1	160	365	1	1	68.4%	>100.0%	0.9%	0.1%
Total Group	96,020	95,845	21,001	23,233	4,241	4,284	12,245	11,388	133,507	134,750	7,725	6,942	63.1%	61.0%	9.2%	8.5%

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

in EUR million	Low risk		Management attention		Substandard		Non-performing		Total loan book			
	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12		Dec 11	
Core market	90,044	89,007	19,614	21,768	4,028	4,078	11,479	10,543	Share of total		Share of total	
Austria	53,430	53,304	7,994	8,231	982	1,081	3,119	3,162	65,525	49.1%	65,778	48.8%
Croatia	4,105	3,959	1,808	2,224	479	432	1,210	968	7,602	5.7%	7,583	5.6%
Romania	5,522	5,569	2,985	4,065	974	840	3,286	2,756	12,767	9.6%	13,229	9.8%
Serbia	578	496	185	235	23	14	73	69	858	0.6%	815	0.6%
Slovakia	5,608	5,313	998	1,059	223	235	527	532	7,356	5.5%	7,140	5.3%
Slovenia	953	1,010	200	195	134	165	263	228	1,549	1.2%	1,598	1.2%
Czech Republic	15,767	15,063	3,445	3,458	675	595	1,057	1,012	20,944	15.7%	20,128	14.9%
Hungary	3,888	4,205	1,549	1,798	461	584	1,759	1,589	7,658	5.7%	8,176	6.1%
Ukraine	192	87	451	503	77	132	185	228	905	0.7%	950	0.7%
Other EU	4,074	4,585	1,005	1,037	142	84	514	561	5,735	4.3%	6,267	4.7%
Other industrialised countries	659	876	135	191	25	36	80	107	899	0.7%	1,210	0.9%
Emerging markets	1,243	1,376	246	237	46	85	172	177	1,708	1.3%	1,875	1.4%
Southeastern Europe / CIS	882	898	209	197	46	44	140	142	1,276	1.0%	1,280	1.0%
Asia	170	216	14	13	0	40	20	22	205	0.2%	291	0.2%
Latin America	78	117	7	5	0	2	5	6	90	0.1%	130	0.1%
Middle East / Africa	113	145	17	22	1	0	6	7	137	0.1%	174	0.1%
Total	96,020	95,845	21,001	23,233	4,241	4,284	12,245	11,388	133,507	100.0%	134,750	100.0%

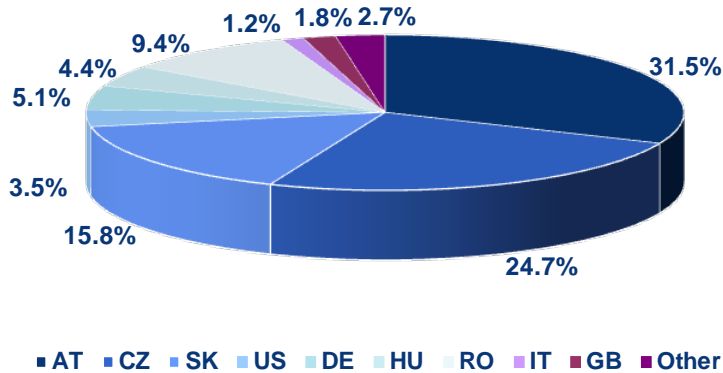
Asset quality analysis –

Total exposure by region (country of origination)

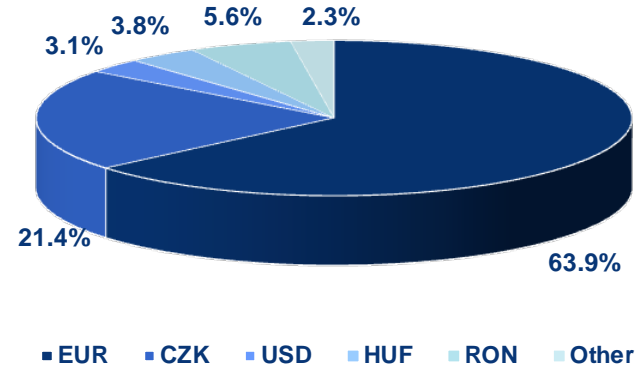
in EUR million	Low risk		Management attention		Substandard		Non-performing		Total loan book				
	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12	Dec 11	Sep 12		Dec 11		
										Share of total		Share of total	
Core market	146,790	142,947	23,130	25,055	4,791	4,889	11,906	10,822	186,616	83.1%	183,714	83.7%	
Austria	75,793	76,513	9,500	9,114	1,588	1,686	3,275	3,316	90,156	40.1%	90,629	41.3%	
Croatia	6,162	5,954	1,994	2,417	499	466	1,229	982	9,885	4.4%	9,818	4.5%	
Romania	10,662	10,641	3,505	4,924	989	869	3,473	2,813	18,630	8.3%	19,247	8.8%	
Serbia	788	587	266	365	26	16	73	71	1,153	0.5%	1,039	0.5%	
Slovakia	13,053	10,299	1,099	1,412	243	260	537	539	14,933	6.6%	12,509	5.7%	
Slovenia	1,411	1,519	237	264	137	167	271	236	2,055	0.9%	2,187	1.0%	
Czech Republic	31,212	29,197	4,216	4,128	756	693	1,095	1,039	37,279	16.6%	35,058	16.0%	
Hungary	215	423	722	574	82	136	187	230	1,206	0.5%	1,362	0.6%	
Ukraine	7,493	7,812	1,590	1,858	472	598	1,765	1,597	11,320	5.0%	11,864	5.4%	
Other EU	27,072	25,336	1,241	1,466	220	170	528	613	29,062	12.9%	27,584	12.6%	
Other industrialised countries	5,803	4,181	151	204	40	46	140	178	6,133	2.7%	4,610	2.1%	
Emerging markets	2,244	2,960	339	313	51	89	188	186	2,822	1.3%	3,549	1.6%	
Southeastern Europe / CIS	1,282	1,298	258	222	50	47	144	148	1,734	0.8%	1,714	0.8%	
Asia	618	714	14	14	0	40	20	22	653	0.3%	791	0.4%	
Latin America	85	167	24	8	0	2	8	9	117	0.1%	186	0.1%	
Middle East / Africa	259	782	42	69	1	0	16	7	318	0.1%	858	0.4%	
Total	181,909	175,425	24,860	27,038	5,102	5,194	12,762	11,800	224,633	100.0%	219,457	100.0%	
Share of total	81.0%	79.9%	11.1%	12.3%	2.3%	2.4%	5.7%	5.4%	100.0%		100.0%		

Asset quality analysis – Financial assets

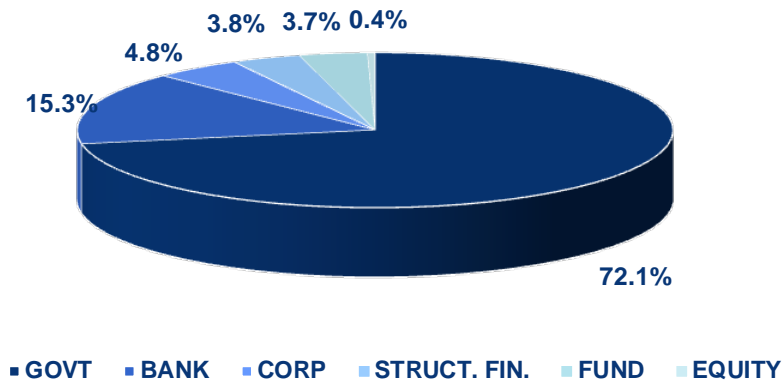
Financial assets by country of origination
(30 Sept 2012: EUR 42.6 bn)



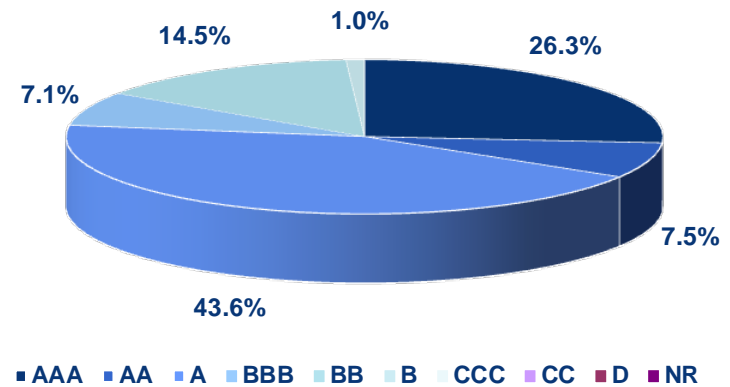
Financial assets by currency
(30 Sept 2012: EUR 42.6 bn)



Financial assets by issuer/product
(30 Sept 2012: EUR 42.6 bn)



Financial assets by rating
(30 Sept 2012: EUR 42.6 bn)



Balance sheet (IFRS) drill-down – Trading assets as of 30 September 2012

– Decline of close to EUR 700m

in EUR m	Sovereign		Banks		Other		Total Trading	
CZ	1,586	37.1%	0	0.0%	4	0.9%	1,590	30.7%
SK	551	12.9%	0	0.0%	-1	-0.2%	551	10.6%
RO	466	10.9%	3	0.6%	0	0.1%	469	9.0%
HU	1,187	27.7%	0	0.1%	20	4.4%	1,207	23.3%
AT	42	1.0%	252	55.2%	215	47.7%	510	9.8%
IT	0	0.0%	3	0.7%	0	0.0%	3	0.1%
ES	0	0.0%	3	0.7%	3	0.6%	6	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%	6	1.2%	5	1.2%	11	0.2%
BE	0	0.0%	0	0.0%	3	0.7%	3	0.1%
DE	19	0.4%	153	33.5%	13	2.8%	185	3.6%
NL	0	0.0%	11	2.4%	1	0.2%	12	0.2%
Other	426	10.0%	26	5.6%	188	41.6%	640	12.3%
Total	4,277	100.0%	457	100.0%	452	100.0%	5,186	100.0%

Balance sheet (IFRS) drill-down –

Financial assets at fair value as of 30 September 2012

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

in EUR m	Sovereign		Banks		Other		Total FV	
CZ	189	81.8%	41	14.8%	0	0.0%	230	28.4%
SK	28	12.2%	1	0.4%	14	4.7%	43	5.3%
RO	5	2.3%	0	0.0%	3	0.9%	8	1.0%
HU	0	0.0%	0	0.0%	0	0.0%	0	0.0%
AT	1	0.2%	70	25.1%	152	50.9%	223	27.5%
IT	0	0.0%	5	1.7%	0	0.1%	5	0.7%
ES	0	0.0%	0	0.0%	1	0.2%	1	0.1%
GR	0	0.0%	0	0.0%	0	0.0%	0	0.0%
IE	0	0.0%	0	0.0%	0	0.1%	0	0.0%
PT	0	0.0%	0	0.0%	0	0.0%	0	0.0%
FR	0	0.0%	0	0.0%	2	0.7%	2	0.2%
BE	0	0.0%	0	0.0%	0	0.0%	0	0.0%
DE	0	0.0%	117	41.6%	20	6.5%	136	16.8%
NL	0	0.0%	0	0.0%	22	7.4%	22	2.7%
Other	8	3.4%	46	16.4%	85	28.4%	139	17.1%
Total	231	100.0%	281	100.0%	298	100.0%	810	100.0%

Balance sheet (IFRS) drill-down –

Financial assets available for sale as of 30 Sept 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	1,918	13.7%	86	1.9%	79	1.7%	2,083	9.0%
SK	2,426	17.4%	57	1.2%	25	0.5%	2,508	10.8%
RO	936	6.7%	0	0.0%	7	0.2%	943	4.1%
HU	461	3.3%	0	0.0%	6	0.1%	467	2.0%
AT	5,342	38.3%	1,486	32.4%	2,291	49.7%	9,118	39.4%
IT	52	0.4%	113	2.5%	22	0.5%	187	0.8%
ES	34	0.2%	39	0.8%	29	0.6%	102	0.4%
GR	1	0.0%	9	0.2%	3	0.1%	13	0.1%
IE	23	0.2%	45	1.0%	3	0.1%	71	0.3%
PT	4	0.0%	14	0.3%	6	0.1%	24	0.1%
FR	66	0.5%	233	5.1%	44	0.9%	343	1.5%
BE	60	0.4%	0	0.0%	4	0.1%	64	0.3%
DE	484	3.5%	933	20.3%	113	2.5%	1,531	6.6%
NL	39	0.3%	383	8.3%	165	3.6%	587	2.5%
Others	2,106	15.1%	1,189	25.9%	1,806	39.2%	5,102	22.0%
Total	13,949	100.0%	4,589	100.0%	4,604	100.0%	23,142	100.0%

Balance sheet (IFRS) drill-down –

Financial assets held-to-maturity as of 30 Sept 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	6,606	40.8%	260	16.8%	25	2.7%	6,891	37.0%
SK	3,298	20.4%	2	0.1%	24	2.6%	3,324	17.8%
RO	2,550	15.8%	0	0.0%	0	0.0%	2,550	13.7%
HU	1,179	7.3%	0	0.0%	0	0.0%	1,179	6.3%
AT	1,907	11.8%	291	18.8%	193	21.0%	2,391	12.8%
IT	0	0.0%	198	12.7%	53	5.7%	251	1.3%
ES	0	0.0%	73	4.7%	94	10.2%	167	0.9%
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%	10	0.7%	0	0.0%	10	0.1%
FR	0	0.0%	156	10.1%	18	1.9%	174	0.9%
BE	0	0.0%	0	0.0%	10	1.0%	10	0.1%
DE	21	0.1%	155	10.0%	40	4.3%	216	1.2%
NL	0	0.0%	155	10.0%	115	12.5%	270	1.4%
Others	613	3.8%	251	16.2%	349	38.0%	1,214	6.5%
Total	16,176	100.0%	1,553	100.0%	919	100.0%	18,649	100.0%

Off-balance sheet items – Exclusively related to customer business

in EUR million	201209	201206	201203	2011	2010
Guarantees and warranties	6,569	6,861	6,842	6,920	7,826
<i>of which: in relation to corporate business</i>	<i>5,778</i>	<i>6,076</i>	<i>6,084</i>	<i>6,170</i>	
Undrawn lines, loan commitments, promissory notes	14,991	14,794	18,570	18,579	19,446
<i>of which: in relation to corporate business</i>	<i>9,111</i>	<i>8,941</i>	<i>9,930</i>	<i>9,762</i>	
<i>of which: in relation to retail business</i>	<i>4,759</i>	<i>4,763</i>	<i>7,345</i>	<i>7,238</i>	
<i>of which: in relation to sovereigns, municipalities</i>	<i>1,025</i>	<i>1,010</i>	<i>1,176</i>	<i>1,221</i>	
Total	21,560	21,655	25,412	25,499	27,272

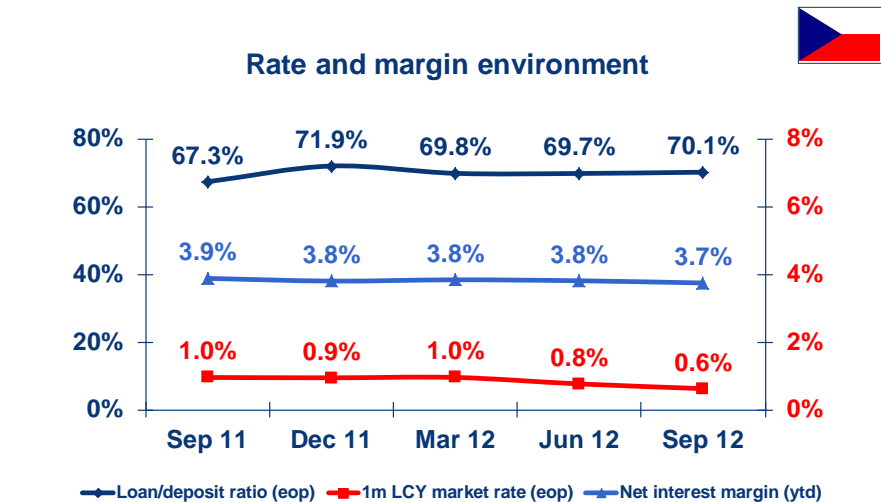
- **Detail on guarantees & warranties: appr. 56% is related to Austria (mainly guarantees for construction companies)**
 - appr. 73% is EUR based
 - appr. 87% is in low risk and management attention category
- **Detail on undrawn lines and loan commitments: appr. 57% is related to Austria**
 - appr. 76% is EUR based
 - appr. 98% is towards low risk and management attention category

- Business performance
- BCR update
- 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	1-9 12	1-9 11	
Cost/income ratio	41.8%	41.9%	
Return on equity	18.6%	17.3%	
	Sep 12	Dec 11	Change
Erste Group stake	97.99%		
Solvency ratio	16.6%	13.1%	
Employees	10,857	10,661	1.8%
Branches	657	654	0.5%
Customers (in m)	5.2	5.2	(0.5%)
Market share - retail loans	23.9%	24.3%	
Market share - retail deposits	28.0%	28.1%	
Market share - corporate loans	19.2%	19.0%	
Market share - corporate deposits	10.5%	10.8%	
Market share - total assets	19.9%	20.3%	

in EUR million	1-9 12	1-9 11	Change
Net interest income	917.8	928.7	(1.2%)
Risk provisions for loans and advances	(124.7)	(195.4)	(36.2%)
Net fee and commission income	347.1	364.7	(4.8%)
Net trading result	66.0	26.4	>100.0%
General administrative expenses	(555.7)	(552.5)	0.6%
Other operating result	(78.0)	(84.1)	7.3%
Result from financial assets - FV	2.7	(6.8)	na
Result from financial assets - AFS	17.2	(10.1)	na
Result from financial assets - HTM	2.5	1.1	>100.0%
Pre-tax profit from continuing operations	594.9	472.0	26.0%
Taxes on income	(124.6)	(93.5)	33.3%
Post-tax profit from continuing operations	470.3	378.5	24.3%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	470.3	378.5	24.3%
Attributable to non-controlling interests	1.8	(1.5)	na
Attributable to owners of the parent	468.5	380.0	23.3%
EUR FX rate (ave)	25.1	25.1	



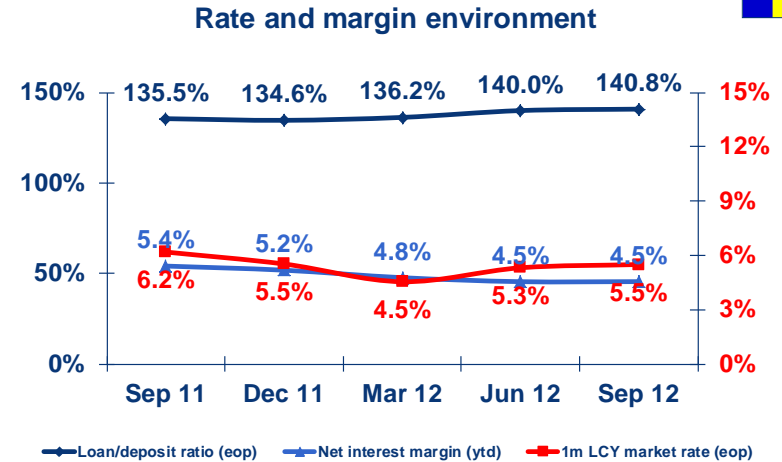
in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	2,836	3,080	(7.9%)
Loans and advances to customers	19,417	19,233	1.0%
Risk provisions for loans and advances	(760)	(715)	6.3%
Financial assets - at fair value through profit or loss	341	466	(26.9%)
Financial assets - available for sale	2,651	1,435	84.7%
Financial assets - held to maturity	7,319	6,962	5.1%
Other assets	4,592	5,042	(8.9%)
Total assets	36,396	35,504	2.5%
Deposits by banks	1,811	2,103	(13.8%)
Customer deposits	27,698	26,740	3.6%
Debt securities in issue	1,694	1,814	(6.6%)
Other liabilities	1,665	1,671	(0.4%)
Total equity	3,528	3,176	11.1%
Attributable to non-controlling interests	14	1	>100.0%
Attributable to owners of the parent	3,514	3,175	10.7%
EUR FX rate (eop)	25.1	25.1	

*) To eliminate currency effects, 1-9 12 exchange rates were used for P&L and BS conversion. Market share data is as of Sep 2012. Solvency ratio is preliminary.

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



Key figures and ratios	1-9 12	1-9 11	
Cost/income ratio	39.4%	40.1%	
Return on equity	(14.1%)	1.4%	
	Sep 12	Dec 11	Change
Erste Group stake	93.27%		
Solvency ratio	12.9%	12.9%	
Employees	8,537	9,245	(7.7%)
Branches	622	667	(6.7%)
Customers (in m)	3.5	3.7	(4.8%)
Market share - retail loans	18.4%	18.2%	
Market share - retail deposits	21.5%	22.6%	
Market share - corporate loans	23.3%	24.8%	
Market share - corporate deposits	15.8%	16.2%	
Market share - total assets	20.0%	20.1%	



in EUR million	1-9 12	1-9 11	Change
Net interest income	482.6	538.0	(10.3%)
Risk provisions for loans and advances	(594.2)	(362.2)	64.1%
Net fee and commission income	107.4	100.3	7.1%
Net trading result	88.6	72.3	22.5%
General administrative expenses	(267.4)	(284.7)	(6.1%)
Other operating result	(31.1)	(38.3)	18.8%
Result from financial assets - FV	1.0	(0.6)	na
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	(212.5)	24.8	na
Taxes on income	41.3	(8.6)	na
Post-tax profit from continuing operations	(171.2)	16.2	na
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	(171.2)	16.2	na
Attributable to non-controlling interests	0.8	0.3	>100.0%
Attributable to owners of the parent	(172.0)	15.9	na
EUR FX rate (ave)	4.4	4.4	

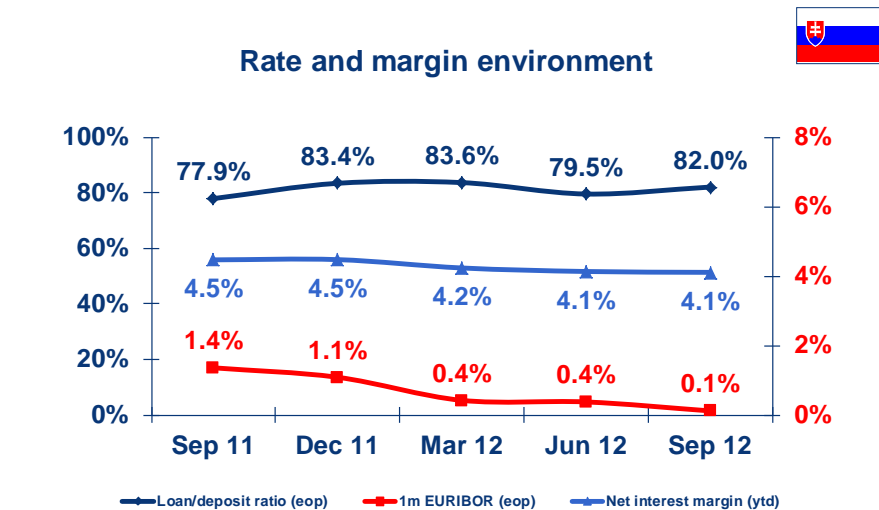
in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	132	242	(45.6%)
Loans and advances to customers	12,127	11,761	3.1%
Risk provisions for loans and advances	(1,788)	(1,228)	45.6%
Financial assets - at fair value through profit or loss	10	9	5.1%
Financial assets - available for sale	836	1,156	(27.7%)
Financial assets - held to maturity	2,375	1,765	34.5%
Other assets	3,137	3,205	(2.1%)
Total assets	16,828	16,911	(0.5%)
Deposits by banks	5,072	5,047	0.5%
Customer deposits	8,616	8,740	(1.4%)
Debt securities in issue	307	250	22.9%
Other liabilities	1,333	1,211	10.1%
Total equity	1,500	1,663	(9.8%)
Attributable to non-controlling interests	4	3	25.6%
Attributable to owners of the parent	1,496	1,660	(9.8%)
EUR FX rate (eop)	4.5	4.5	

*) To eliminate currency effects, 1-9 12 exchange rates were used for P&L and BS conversion. Market share data is as of Sep 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-9 12	1-9 11	
Cost/income ratio	41.4%	39.3%	
Return on equity	18.6%	20.4%	
	Sep 12	Dec 11	Change
Erste Group stake	100.0%	100.0%	
Solvency ratio	19.8%	15.2%	
Employees	4,185	4,157	0.7%
Branches	295	292	1.0%
Customers (in m)	2.4	2.4	(1.0%)
Market share - retail loans	26.1%	26.4%	
Market share - retail deposits	25.7%	25.8%	
Market share - corporate loans	10.6%	10.7%	
Market share - corporate deposits	11.3%	10.4%	
Market share - total assets	20.7%	20.3%	

in EUR million	1-9 12	1-9 11	Change
Net interest income	337.6	351.3	(3.9%)
Risk provisions for loans and advances	(47.7)	(60.8)	(21.5%)
Net fee and commission income	88.3	90.2	(2.1%)
Net trading result	14.6	0.8	>100.0%
General administrative expenses	(182.3)	(173.9)	4.8%
Other operating result	(24.2)	(15.2)	(58.7%)
Result from financial assets - FV	0.6	(4.6)	na
Result from financial assets - AfS	1.7	(2.0)	na
Result from financial assets - HtM	0.6	0.0	na
Pre-tax profit from continuing operations	189.2	185.6	2.0%
Taxes on income	(37.6)	(38.6)	(2.6%)
Post-tax profit from continuing operations	151.7	147.0	3.2%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	151.7	147.0	3.2%
Attributable to non-controlling interests	0.2	(0.0)	na
Attributable to owners of the parent	151.5	147.0	3.0%



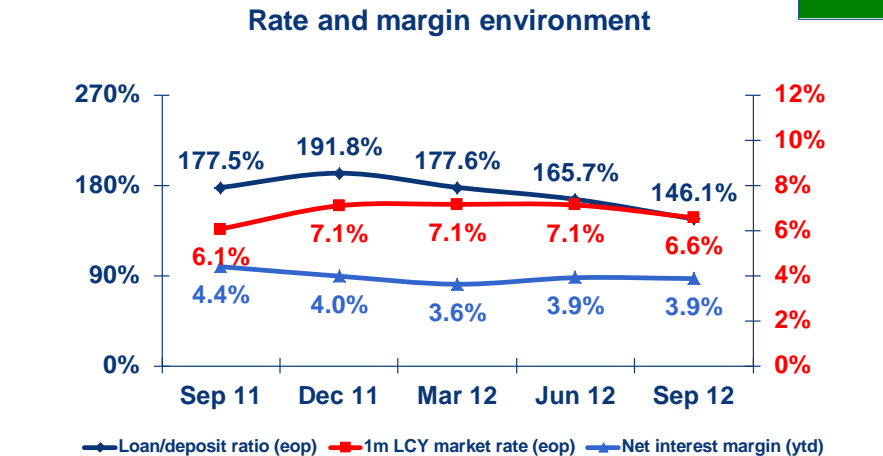
in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	615	613	0.3%
Loans and advances to customers	6,865	6,697	2.5%
Risk provisions for loans and advances	(411)	(409)	0.4%
Financial assets - at fair value through profit or loss	34	28	23.9%
Financial assets - available for sale	1,339	980	36.6%
Financial assets - held to maturity	2,535	2,560	(1.0%)
Other assets	1,084	880	23.3%
Total assets	12,062	11,349	6.3%
Deposits by banks	1,586	1,448	9.6%
Customer deposits	8,371	8,034	4.2%
Debt securities in issue	510	367	38.7%
Other liabilities	436	461	(5.5%)
Total equity	1,160	1,039	11.6%
Attributable to non-controlling interests	3	3	5.6%
Attributable to owners of the parent	1,157	1,036	11.6%

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

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

Key figures and ratios	1-9 12	1-9 11	
Cost/income ratio	37.3%	39.6%	
Return on equity	0.7%	(37.0%)	
	Sep 12	Dec 11	Change
Erste Group stake	99.94%		
Solvency ratio	11.9%	17.2%	
Employees	2,614	2,948	(11.3%)
Branches	142	184	(22.8%)
Customers (in m)	0.9	0.9	(3.6%)
Market share - retail loans	14.1%	14.6%	
Market share - retail deposits	7.8%	7.9%	
Market share - corporate loans	8.1%	8.4%	
Market share - corporate deposits	6.8%	6.8%	
Market share - total assets	8.4%	9.3%	

in EUR million	1-9 12	1-9 11	Change
Net interest income	278.0	293.4	(5.2%)
Risk provisions for loans and advances	(149.1)	(324.7)	(54.1%)
Net fee and commission income	71.0	73.6	(3.5%)
Net trading result	8.2	32.7	(74.9%)
General administrative expenses	(133.2)	(158.2)	(15.8%)
Other operating result	(46.6)	(53.9)	13.5%
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AFS	0.0	0.0	na
Result from financial assets - HTM	0.0	0.0	na
Pre-tax profit from continuing operations	28.3	(137.1)	na
Taxes on income	(12.1)	(10.9)	11.0%
Post-tax profit from continuing operations	16.2	(148.0)	na
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	16.2	(148.0)	na
Attributable to non-controlling interests	0.0	(0.3)	na
Attributable to owners of the parent	16.2	(147.7)	na
EUR FX rate (ave)	291.2	291.2	



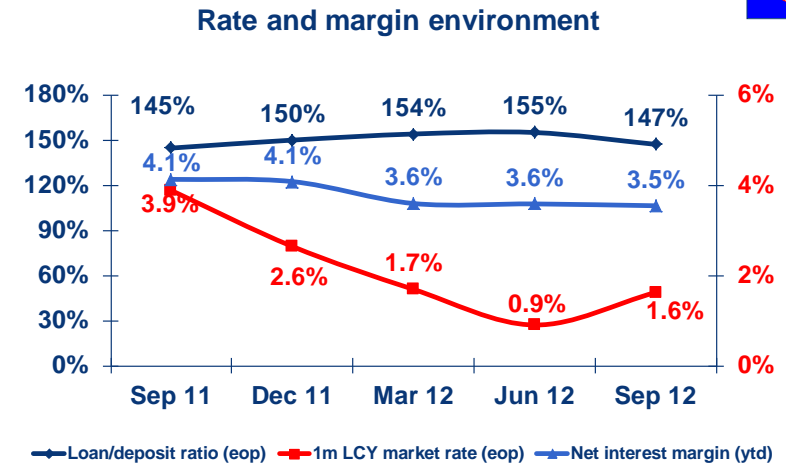
in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	631	794	(20.5%)
Loans and advances to customers	6,818	8,127	(16.1%)
Risk provisions for loans and advances	(1,058)	(1,173)	(9.8%)
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	459	564	(18.7%)
Financial assets - held to maturity	1,176	1,102	6.7%
Other assets	1,660	2,006	(17.2%)
Total assets	9,686	11,420	(15.2%)
Deposits by banks	3,840	5,912	(35.1%)
Customer deposits	4,667	4,238	10.1%
Debt securities in issue	5	17	(70.2%)
Other liabilities	533	629	(15.2%)
Total equity	642	624	2.9%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	642	624	2.9%
EUR FX rate (eop)	284.9	284.9	

*) To eliminate currency effects, 1-9 12 exchange rates were used for P&L and BS conversion. Market share data is as of Sep 2012. Solvency ratio is preliminary.

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



Key figures and ratios	1-9 12	1-9 11	
Cost/income ratio	38.7%	40.1%	
Return on equity	8.9%	11.2%	
	Sep 12	Dec 11	Change
Erste Group stake	69.25%		
Solvency ratio	17.6%	15.1%	
Employees	2,648	2,599	1.9%
Branches	149	146	2.1%
Customers (in m)	1.0	1.0	0.4%
Market share - retail loans	14.0%	13.9%	
Market share - retail deposits	13.2%	13.0%	
Market share - corporate loans	14.8%	14.6%	
Market share - corporate deposits	11.9%	13.4%	
Market share - total assets	14.7%	14.2%	



in EUR million	1-9 12	1-9 11	Change
Net interest income	210.8	211.1	(0.1%)
Risk provisions for loans and advances	(87.5)	(68.5)	27.7%
Net fee and commission income	53.8	60.3	(10.8%)
Net trading result	14.5	13.6	6.6%
General administrative expenses	(108.1)	(114.3)	(5.4%)
Other operating result	(12.0)	(11.8)	(1.7%)
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AFS	6.0	(1.5)	na
Result from financial assets - HTM	0.0	0.3	na
Pre-tax profit from continuing operations	77.5	89.2	(13.1%)
Taxes on income	(15.4)	(17.7)	13.0%
Post-tax profit from continuing operations	62.1	71.5	(13.1%)
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	62.1	71.5	(13.1%)
Attributable to non-controlling interests	1.2	0.8	50.0%
Attributable to owners of the parent	60.9	70.7	(13.9%)
EUR FX rate (ave)	7.5	7.5	

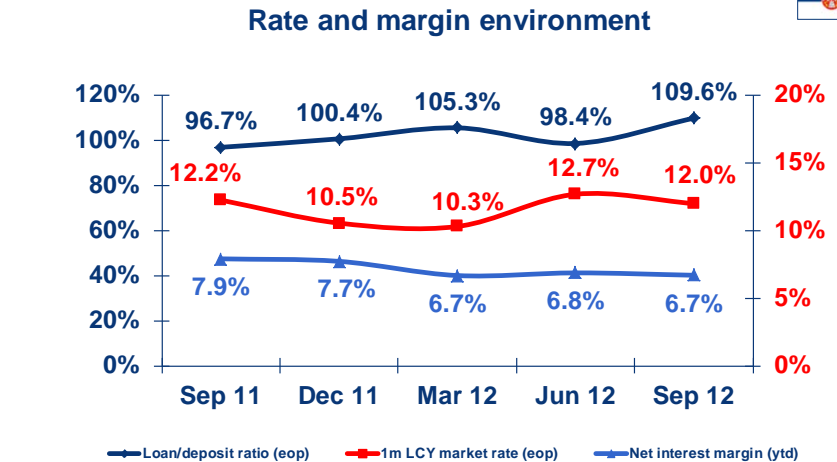
in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	1,153	823	40.0%
Loans and advances to customers	6,469	6,416	0.8%
Risk provisions for loans and advances	(489)	(417)	17.4%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	898	863	4.1%
Financial assets - held to maturity	47	81	(42.5%)
Other assets	689	700	(1.5%)
Total assets	8,767	8,466	3.6%
Deposits by banks	3,201	3,071	4.2%
Customer deposits	4,401	4,283	2.8%
Debt securities in issue	0	0	na
Other liabilities	205	224	(8.5%)
Total equity	960	889	8.0%
Attributable to non-controlling interests	5	4	26.0%
Attributable to owners of the parent	955	885	7.9%
EUR FX rate (eop)	7.4	7.4	

*) To eliminate currency effects, 1-9 12 exchange rates were used for P&L and BS conversion. Market share data is as of Sep 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-9 12	1-9 11	
Cost/income ratio	62.8%	66.0%	
Return on equity	5.3%	6.8%	
	Sep 12	Dec 11	Change
Erste Group stake	80.49%		
Solvency ratio	21.1%	25.6%	
Employees	928	919	1.0%
Branches	66	66	0.0%
Customers (in m)	0.3	0.3	4.3%
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	3.2%	2.6%	
Market share - total assets	2.5%	2.5%	

in EUR million	1-9 12	1-9 11	Change
Net interest income	28.2	26.6	6.0%
Risk provisions for loans and advances	(6.1)	(5.6)	8.9%
Net fee and commission income	9.1	7.5	21.3%
Net trading result	1.7	0.3	>100.0%
General administrative expenses	(24.5)	(22.7)	7.9%
Other operating result	(1.4)	(0.8)	(75.0%)
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AFS	0.0	0.0	na
Result from financial assets - HTM	0.0	0.0	na
Pre-tax profit from continuing operations	7.0	5.3	32.1%
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	7.0	5.3	32.1%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	7.0	5.3	32.1%
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	7.0	5.3	32.1%
EUR FX rate (ave)	112.9	112.9	



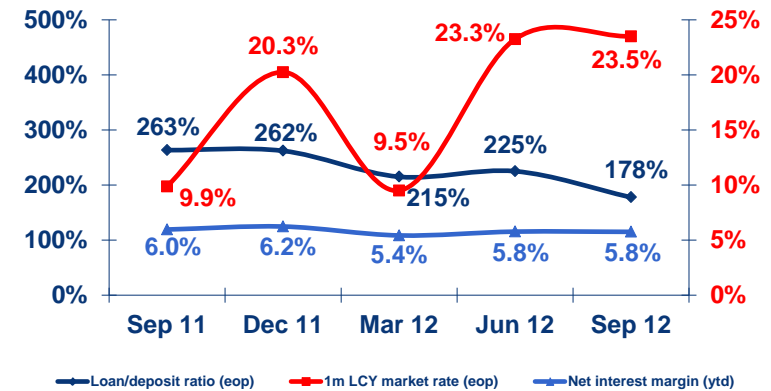
in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	40	75	(46.3%)
Loans and advances to customers	539	448	20.3%
Risk provisions for loans and advances	(54)	(48)	12.9%
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	14	34	(58.2%)
Financial assets - held to maturity	40	2	>100.0%
Other assets	104	116	(10.2%)
Total assets	684	628	8.9%
Deposits by banks	46	45	2.5%
Customer deposits	492	446	10.3%
Debt securities in issue	0	0	na
Other liabilities	34	31	7.1%
Total equity	112	105	6.5%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	112	105	6.5%
EUR FX rate (eop)	114.8	114.8	

*) To eliminate currency effects, 1-9 12 exchange rates were used for P&L and BS conversion. Market share data is as of Sep 2012. Solvency ratio is preliminary.

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

Key figures and ratios	1-9 12	1-9 11	
Cost/income ratio	105.0%	95.2%	Change
Return on equity	na	0.0%	
	Sep 12	Dec 11	
Erste Group stake	100.0%		
Solvency ratio	17.9%	22.0%	
Employees	1,536	1,685	(8.8%)
Branches	120	131	(8.4%)
Customers (in m)	0.3	0.2	22.7%
Market share - retail loans	1.3%	1.4%	
Market share - retail deposits	0.4%	0.3%	
Market share - corporate loans	0.4%	0.3%	
Market share - corporate deposits	1.3%	0.5%	
Market share - total assets	0.9%	1.1%	

Rate and margin environment



in EUR million	1-9 12	1-9 11	Change
Net interest income	32.0	31.0	3.2%
Risk provisions for loans and advances	(9.2)	(7.6)	21.1%
Net fee and commission income	3.2	2.6	23.1%
Net trading result	(1.0)	6.0	na
General administrative expenses	(35.9)	(37.7)	(4.8%)
Other operating result	(0.5)	0.2	na
Result from financial assets - FV	0.0	0.0	na
Result from financial assets - AFS	(3.0)	3.2	na
Result from financial assets - HTM	0.0	0.0	na
Pre-tax profit from continuing operations	(14.4)	(2.3)	>100.0%
Taxes on income	0.0	0.0	na
Post-tax profit from continuing operations	(14.4)	(2.3)	>100.0%
Post-tax profit from discontinuing operations	0.0	0.0	na
Net profit for the period	(14.4)	(2.3)	>100.0%
Attributable to non-controlling interests	0.0	0.0	na
Attributable to owners of the parent	(14.4)	(2.3)	>100.0%
EUR FX rate (ave)	10.3	10.3	

in EUR million	Sep 12	Dec 11	Change
Loans and advances to credit institutions	68	128	(46.6%)
Loans and advances to customers	453	488	(7.4%)
Risk provisions for loans and advances	(76)	(121)	(37.0%)
Financial assets - at fair value through profit or loss	0	0	na
Financial assets - available for sale	154	223	(30.9%)
Financial assets - held to maturity	0	0	na
Other assets	159	191	(16.8%)
Total assets	758	911	(16.7%)
Deposits by banks	338	555	(39.1%)
Customer deposits	255	186	36.7%
Debt securities in issue	0	0	na
Other liabilities	9	60	(85.8%)
Total equity	157	109	44.1%
Attributable to non-controlling interests	0	0	na
Attributable to owners of the parent	157	109	44.1%
EUR FX rate (eop)	10.5	10.5	

*) To eliminate currency effects, 1-9 12 exchange rates were used for P&L and BS conversion. Market share data is as of Sep 2012. Solvency ratio is preliminary.

- Business performance
- BCR update
- 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: 26.1%
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



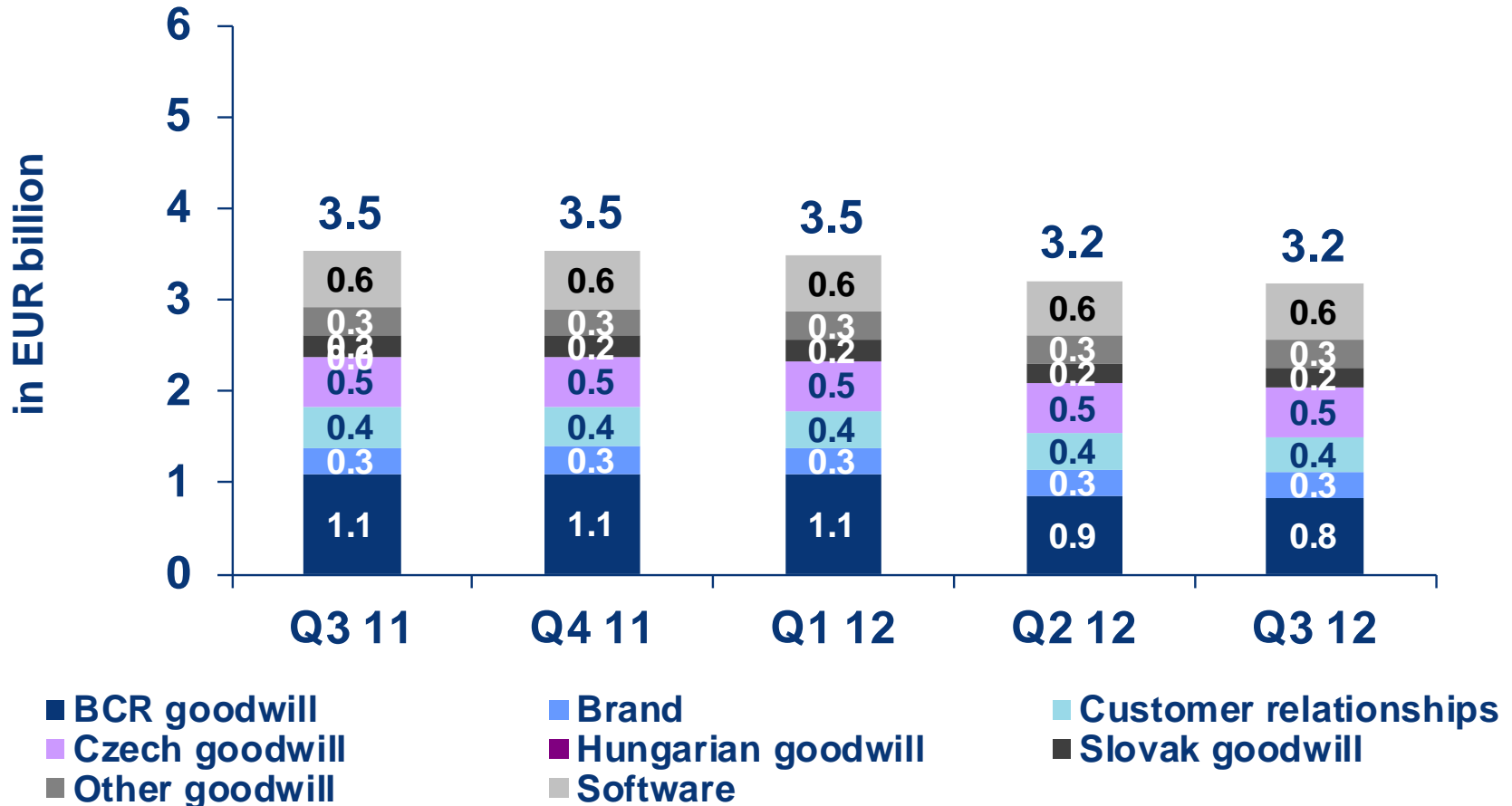
Romania	Hungary	Croatia	Serbia	Ukraine
Clients: 3.5m	Clients: 0.9m	Clients: 1.0m	Clients: 0.3m	Clients: 0.3m
Retail loans: 18.4%	Retail loans: 14.1%	Retail loans: 14.0%	Retail loans: 3.3%	Retail loans: 1.3%
Retail dep.: 21.5%	Retail dep.: 7.8%	Retail dep.: 13.2%	Retail dep.: 2.5%	Retail dep.: 0.4%
Branches: 622	Branches: 142	Branches: 149	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	Q3 10	Q4 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	1,397.5	1,343.4	1,302.0	1,401.9	1,430.2	1,434.9	1,336.9	1,314.8	1,317.2
Net fee and commission income	452.4	472.5	455.2	450.9	445.9	435.2	430.3	435.2	418.8
Net trading result	237.1	31.5	236.7	52.1	(251.4)	84.9	93.6	27.9	69.9
Operating income	2,087.0	1,847.4	1,993.9	1,904.9	1,624.7	1,955.0	1,860.8	1,777.9	1,805.9
Personnel expenses	(566.5)	(606.3)	(576.1)	(566.2)	(578.0)	(603.4)	(570.5)	(568.1)	(563.9)
Other administrative expenses	(312.3)	(237.2)	(292.4)	(303.3)	(294.1)	(262.6)	(283.3)	(281.7)	(281.9)
Depreciation and amortisation	(94.5)	(101.6)	(94.5)	(93.8)	(93.2)	(93.3)	(91.3)	(92.5)	(92.9)
General administrative expenses	(973.3)	(945.1)	(963.0)	(963.3)	(965.3)	(959.3)	(945.1)	(942.3)	(938.7)
Operating result	1,113.7	902.3	1,030.9	941.6	659.4	995.7	915.7	835.6	867.2
Risk provisions for loans and advances	(504.2)	(432.6)	(460.1)	(460.7)	(938.4)	(407.7)	(580.6)	(401.2)	(483.5)
Other operating result	(124.6)	(155.9)	(128.7)	(131.5)	(1,200.2)	(129.5)	131.2	(199.3)	(145.9)
Result from financial instruments - FV	16.8	1.8	9.5	(29.4)	12.1	8.1	41.5	0.9	(6.1)
Result from financial assets - AfS	(17.9)	(9.3)	19.2	(5.1)	(76.9)	(3.4)	(14.7)	18.4	15.5
Result from financial assets - HtM	(3.8)	(6.3)	0.2	1.8	(19.0)	(10.1)	(6.0)	(13.8)	0.5
Pre-tax profit/loss	480.0	300.0	471.0	316.7	(1,563.0)	453.1	487.1	240.6	247.7
Taxes on income	(111.1)	(48.3)	(106.8)	(68.6)	70.4	(135.4)	(107.2)	(89.4)	(54.5)
Post-tax profit from discontinuing operations	368.9	251.7	364.2	248.1	(1,492.6)	317.7	379.9	151.2	193.2
Net profit/loss for the period	368.9	251.7	364.2	248.1	(1,492.6)	317.7	379.9	151.2	193.2
Attributable to non-controlling interests	44.0	6.8	42.8	48.7	1.2	63.6	33.4	44.1	49.5
Attributable to owners of the parent	324.9	244.9	321.4	199.4	(1,493.8)	254.1	346.5	107.1	143.7
Cost/income ratio	46.6%	51.2%	48.3%	50.6%	59.4%	49.1%	50.8%	53.0%	52.0%
Return on equity	9.9%	7.3%	9.6%	5.9%	(45.7%)	8.4%	11.2%	3.4%	4.5%

Erste Group historic financials – Quarterly balance sheet (IFRS)

in EUR million	Sep 10	Dec 10	Mar 11	Jun 11	Sep 11	Dec 11	Mar 12	Jun 12	Sep 12
Cash and balances with central banks	5,030	5,839	5,043	6,605	5,743	9,413	5,480	5,737	8,675
Loans and advances to credit institutions	14,464	12,496	16,471	13,373	13,559	7,578	13,403	13,311	11,569
Loans and advances to customers	131,123	132,334	132,422	133,670	135,211	134,750	134,793	133,944	133,507
Risk provisions for loans and advances	(6,210)	(6,119)	(6,399)	(6,516)	(7,189)	(7,027)	(7,407)	(7,612)	(7,796)
Derivative financial instruments	6,240	8,508	7,096	7,438	12,076	10,931	10,989	11,974	13,015
Trading assets	6,349	5,536	7,777	8,357	7,350	5,876	8,116	5,953	5,186
Financial assets - at fair value through profit or loss	2,855	2,435	3,383	2,806	2,351	1,813	1,220	845	810
Financial assets - available for sale	18,701	17,751	18,820	18,978	19,662	20,245	21,675	22,514	23,142
Financial assets - held to maturity	14,477	14,235	15,380	16,023	16,403	16,074	17,679	17,905	18,649
Equity holdings in associates accounted for at equity	231	223	225	218	197	173	178	169	169
Intangible assets	4,762	4,675	4,705	4,608	3,525	3,532	3,480	3,211	3,168
Property and equipment	2,388	2,446	2,472	2,449	2,401	2,361	2,285	2,244	2,213
Current tax assets	116	116	123	123	130	116	115	117	114
Deferred tax assets	532	617	590	563	558	702	618	586	542
Assets held for sale	51	52	59	106	81	87	188	118	95
Other assets	5,243	4,626	5,134	5,170	4,036	3,382	3,897	4,212	3,932
Total assets	206,352	205,770	213,301	213,971	216,094	210,006	216,709	215,228	216,990
Deposits by banks	22,714	20,154	24,311	23,324	21,720	23,785	25,373	24,844	25,524
Customer deposits	115,329	117,016	119,198	120,817	121,594	118,880	122,349	122,252	122,249
Debt securities in issue	32,013	31,298	33,536	32,566	34,594	30,782	32,135	30,254	29,902
Derivative financial instruments	5,143	8,399	6,815	7,393	10,287	9,337	9,332	10,550	10,934
Trading liabilities	328	216	485	595	534	536	558	431	359
Provisions	1,568	1,545	1,529	1,540	1,540	1,580	1,558	1,579	1,539
Current tax liabilities	52	68	73	47	46	34	52	61	63
Deferred tax liabilities	311	328	325	309	175	345	360	351	344
Liabilities associated with assets held for sale	0	0	0	0	0	0	0	0	0
Other liabilities	6,460	4,350	4,376	4,690	4,222	3,764	4,243	4,705	5,383
Subordinated liabilities	5,956	5,838	5,532	5,720	5,941	5,783	4,776	4,309	4,293
Total equity	16,478	16,558	17,121	16,970	15,441	15,180	15,973	15,892	16,400
Attributable to non-controlling interests	3,522	3,444	3,425	3,500	3,555	3,143	3,218	3,267	3,453
Attributable to owners of the parent	12,956	13,114	13,696	13,470	11,886	12,037	12,755	12,625	12,947
Total liabilities and equity	206,352	205,770	213,301	213,971	216,094	210,006	216,709	215,228	216,990

Quarterly segment reporting – Overview of main segments

in EUR million	Retail & SME					GCIB				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	1,212.6	1,177.0	1,105.1	1,087.0	1,057.7	132.2	149.2	128.2	129.0	123.8
Risk provisions for loans and advances	(880.4)	(388.0)	(505.4)	(329.3)	(400.0)	(58.0)	(7.7)	(75.2)	(71.9)	(83.5)
Net fee and commission income	406.6	414.2	393.9	396.8	382.4	31.5	25.8	20.2	23.2	19.5
Net trading result	(17.4)	7.4	45.2	(13.8)	59.0	(211.3)	16.4	5.9	0.7	(0.4)
General administrative expenses	(823.6)	(801.0)	(809.4)	(802.0)	(798.7)	(45.5)	(53.9)	(44.6)	(51.6)	(48.8)
Other result	(182.2)	(72.3)	(37.7)	(90.3)	(66.4)	(39.1)	(14.1)	(21.9)	(35.1)	(12.1)
Pre-tax profit/loss	(284.4)	337.3	191.7	248.4	234.0	(190.2)	115.7	12.6	(5.7)	(1.5)
Taxes on income	(38.3)	(86.3)	(68.1)	(63.8)	(37.4)	38.0	(26.2)	(4.6)	1.7	(2.2)
Post-tax profit/loss	(322.7)	251.0	123.6	184.6	196.6	(152.2)	89.5	8.0	(4.0)	(3.7)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	(322.7)	251.0	123.6	184.6	196.6	(152.2)	89.5	8.0	(4.0)	(3.7)
Attributable to non-controlling interests	3.4	57.8	37.4	39.6	43.7	0.2	2.5	1.6	3.3	5.7
Attributable to owners of the parent	(326.1)	193.2	86.2	145.0	152.9	(152.4)	87.0	6.4	(7.3)	(9.4)

in EUR million	Group Markets					Corporate Center				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	33.8	98.0	46.1	61.2	47.5	51.6	10.7	57.5	37.6	88.2
Risk provisions for loans and advances	0.0	(12.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net fee and commission income	29.9	27.7	35.0	30.1	29.8	(22.1)	(32.5)	(18.8)	(14.9)	(12.9)
Net trading result	11.1	(2.2)	81.4	57.2	24.2	(33.8)	63.3	(38.9)	(16.2)	(12.9)
General administrative expenses	(59.4)	(64.7)	(57.5)	(50.2)	(51.7)	(36.8)	(39.7)	(33.6)	(38.5)	(39.5)
Other result	5.6	0.7	(1.0)	3.5	1.9	(1,068.3)	(49.2)	212.6	(71.9)	(59.4)
Pre-tax profit/loss	21.0	47.5	104.0	101.8	51.7	(1,109.4)	(47.4)	178.8	(103.9)	(36.5)
Taxes on income	(7.9)	(13.4)	(21.1)	(20.0)	(15.0)	78.6	(9.5)	(13.4)	(7.3)	0.1
Post-tax profit/loss	13.1	34.1	82.9	81.8	36.7	(1,030.8)	(56.9)	165.4	(111.2)	(36.4)
Post-tax profit from discontinuing operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	13.1	34.1	82.9	81.8	36.7	(1,030.8)	(56.9)	165.4	(111.2)	(36.4)
Attributable to non-controlling interests	1.2	1.6	1.9	2.0	1.8	(3.6)	1.7	(7.5)	(0.8)	(1.7)
Attributable to owners of the parent	11.9	32.5	81.0	79.8	34.9	(1,027.2)	(58.6)	172.9	(110.4)	(34.7)

Quarterly segment reporting – Austria sub-segments

in EUR million	EB Oesterreich					Savings banks				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	180.3	164.1	161.7	150.5	155.3	249.8	273.6	240.9	235.8	225.0
Risk provisions for loans and advances	(27.5)	(8.7)	(31.4)	(22.9)	(27.2)	(66.9)	(60.4)	(51.3)	(59.5)	(48.4)
Net fee and commission income	79.0	81.5	82.7	80.5	77.6	93.9	99.7	98.7	94.8	97.9
Net trading result	5.0	10.4	(3.1)	0.0	1.2	(12.1)	14.3	3.9	4.8	11.4
General administrative expenses	(152.0)	(154.9)	(151.4)	(154.6)	(152.5)	(234.5)	(228.0)	(235.4)	(234.1)	(237.1)
Other result	(27.8)	(29.5)	8.6	9.1	5.7	(31.4)	(32.4)	(12.0)	8.6	1.3
Pre-tax profit/loss	57.0	62.9	67.1	62.6	60.1	(1.2)	66.8	44.8	50.4	50.1
Taxes on income	(12.5)	(13.1)	(14.8)	(13.8)	(13.2)	0.2	(17.9)	(11.3)	(12.7)	(13.1)
Net profit/loss for the period	44.5	49.8	52.3	48.8	46.9	(1.0)	48.9	33.5	37.7	37.0
Attributable to non-controlling interests	0.9	0.4	1.8	1.4	1.4	0.5	43.5	30.6	33.4	35.1
Attributable to owners of the parent	43.6	49.4	50.5	47.4	45.5	(1.5)	5.4	2.9	4.3	1.9

in EUR million	Austria				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	430.1	437.7	402.6	386.3	380.3
Risk provisions for loans and advances	(94.4)	(69.1)	(82.7)	(82.4)	(75.6)
Net fee and commission income	172.9	181.2	181.4	175.3	175.5
Net trading result	(7.1)	24.7	0.8	4.8	12.6
General administrative expenses	(386.5)	(382.9)	(386.8)	(388.7)	(389.6)
Other result	(59.2)	(61.9)	(3.4)	17.7	7.0
Pre-tax profit/loss	55.8	129.7	111.9	113.0	110.2
Taxes on income	(12.3)	(31.0)	(26.1)	(26.5)	(26.3)
Net profit/loss for the period	43.5	98.7	85.8	86.5	83.9
Attributable to non-controlling interests	1.4	43.9	32.4	34.8	36.5
Attributable to owners of the parent	42.1	54.8	53.4	51.7	47.4

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

CEE - Details in EUR million

	Czech Republic					Romania				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	310.3	283.0	282.6	288.0	272.0	162.7	154.7	153.0	131.3	139.4
Risk provisions for loans and advances	(49.3)	(21.9)	(44.5)	(40.8)	(35.2)	(149.6)	(125.6)	(191.4)	(173.5)	(195.2)
Net fee and commission income	124.0	124.1	112.2	117.6	104.7	31.6	32.6	30.2	30.4	29.9
Net trading result	(34.0)	(26.3)	16.7	(25.1)	22.4	20.4	10.1	16.9	21.0	17.0
General administrative expenses	(177.7)	(170.2)	(179.5)	(179.4)	(172.2)	(88.7)	(93.7)	(89.7)	(83.3)	(78.4)
Other result	(67.4)	(7.7)	(1.0)	(19.8)	(35.7)	(15.6)	10.4	(7.9)	(8.6)	(12.9)
Pre-tax profit/loss	105.9	181.0	186.5	140.5	156.0	(39.2)	(11.5)	(88.9)	(82.7)	(100.2)
Taxes on income	(22.4)	(42.2)	(39.1)	(29.5)	(32.5)	14.2	8.7	12.6	10.0	30.4
Net profit/loss for the period	83.5	138.8	147.4	111.0	123.5	(25.0)	(2.8)	(76.3)	(72.7)	(69.8)
Attributable to non-controlling interests	(0.3)	5.5	3.1	2.6	5.6	(7.9)	0.3	(4.1)	(4.4)	(4.1)
Attributable to owners of the parent	83.8	133.3	144.3	108.4	117.9	(17.1)	(3.1)	(72.2)	(68.3)	(65.7)

	Slovakia					Hungary				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	113.1	111.3	106.4	104.6	107.0	114.0	99.6	81.7	94.2	81.7
Risk provisions for loans and advances	(16.1)	(16.9)	(18.5)	(13.3)	(11.6)	(546.7)	(110.7)	(131.1)	24.5	(40.5)
Net fee and commission income	26.5	28.9	27.7	28.3	26.8	24.8	24.0	21.9	23.4	22.5
Net trading result	(5.0)	(0.7)	2.1	(1.1)	2.0	7.6	4.9	5.6	(12.3)	(1.9)
General administrative expenses	(57.6)	(57.4)	(58.0)	(55.4)	(61.3)	(56.8)	(42.4)	(41.5)	(40.5)	(43.0)
Other result	(16.9)	(8.4)	(5.4)	(5.7)	(5.5)	(20.8)	0.4	(16.3)	(76.6)	(14.5)
Pre-tax profit/loss	44.0	56.8	54.3	57.4	57.4	(477.9)	(24.2)	(79.7)	12.7	4.3
Taxes on income	(10.1)	(9.1)	(11.0)	(11.5)	(11.2)	(2.8)	(10.4)	(2.1)	(3.6)	4.3
Net profit/loss for the period	33.9	47.7	43.3	45.9	46.2	(480.7)	(34.6)	(81.8)	9.1	8.6
Attributable to non-controlling interests	(0.2)	0.0	0.0	0.2	0.0	(0.2)	0.3	0.0	0.0	0.0
Attributable to owners of the parent	34.1	47.7	43.3	45.7	46.2	(480.5)	(34.9)	(81.8)	9.1	8.6

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

CEE - Details in EUR million

	Croatia					Serbia				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	66.8	67.1	64.1	64.8	62.9	8.9	9.3	8.7	9.4	8.5
Risk provisions for loans and advances	(21.9)	(37.0)	(32.2)	(38.8)	(36.6)	(1.8)	(3.2)	(2.2)	(2.1)	(1.8)
Net fee and commission income	22.2	18.2	15.8	17.3	17.9	3.0	4.0	3.5	3.1	3.2
Net trading result	2.0	3.8	2.2	2.4	3.6	0.3	(0.2)	0.4	0.4	0.9
General administrative expenses	(36.0)	(32.8)	(33.6)	(34.5)	(33.7)	(8.2)	(8.7)	(8.3)	(8.2)	(8.0)
Other result	(2.1)	(3.2)	(2.3)	4.0	(2.6)	(0.3)	(0.3)	(0.3)	(0.7)	(0.4)
Pre-tax profit/loss	31.0	16.1	14.0	15.2	11.5	1.9	0.9	1.8	1.9	2.4
Taxes on income	(4.9)	(2.8)	(2.4)	(2.7)	(2.1)	0.0	0.0	0.0	0.0	0.0
Net profit/loss for the period	26.1	13.3	11.6	12.5	9.4	1.9	0.9	1.8	1.9	2.4
Attributable to non-controlling interests	10.1	7.3	5.5	6.0	5.3	0.5	0.5	0.5	0.4	0.4
Attributable to owners of the parent	16.0	6.0	6.1	6.5	4.1	1.4	0.4	1.3	1.5	2.0

in EUR million

	Ukraine					CEE				
	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12
Net interest income	6.7	14.3	6.0	8.4	5.9	782.5	739.3	702.5	700.7	677.4
Risk provisions for loans and advances	(0.6)	(3.6)	(2.8)	(2.9)	(3.5)	(786.0)	(318.9)	(422.7)	(246.9)	(324.4)
Net fee and commission income	1.6	1.2	1.2	1.4	1.9	233.7	233.0	212.5	221.5	206.9
Net trading result	(1.6)	(8.9)	0.5	(3.9)	2.4	(10.3)	(17.3)	44.4	(18.6)	46.4
General administrative expenses	(12.1)	(12.9)	(12.0)	(12.0)	(12.5)	(437.1)	(418.1)	(422.6)	(413.3)	(409.1)
Other result	0.1	(1.6)	(1.1)	(0.6)	(1.8)	(123.0)	(10.4)	(34.3)	(108.0)	(73.4)
Pre-tax profit/loss	(5.9)	(11.5)	(8.2)	(9.6)	(7.6)	(340.2)	207.6	79.8	135.4	123.8
Taxes on income	0.0	0.5	0.0	0.0	0.0	(26.0)	(55.3)	(42.0)	(37.3)	(11.1)
Net profit/loss for the period	(5.9)	(11.0)	(8.2)	(9.6)	(7.6)	(366.2)	152.3	37.8	98.1	112.7
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	0.0	2.0	13.9	5.0	4.8	7.2
Attributable to owners of the parent	(5.9)	(11.0)	(8.2)	(9.6)	(7.6)	(368.2)	138.4	32.8	93.3	105.5

Group statistical data – Development of key financial ratios

in EUR million	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	Sep 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	11,684
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	14,896
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	92,621
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	13.7
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	6,852
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	28.3
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	0.6

* Reporting under Basel II as of 1 January 2007;

¹ Total eligible qualifying capital

² based on credit risk

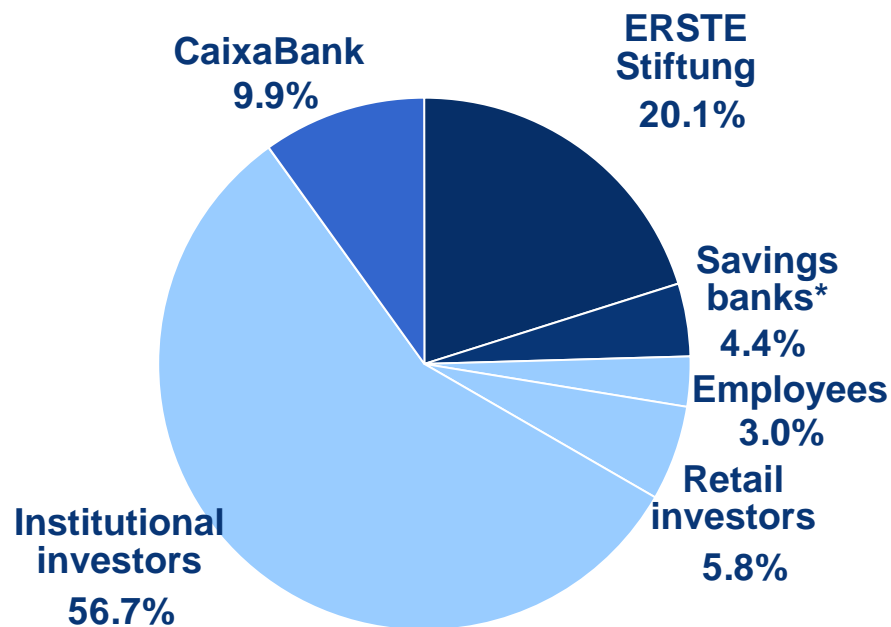
³ 1998 – 2003 data adjusted for 4:1 stock split / 2009: equity adjusted for EUR 1.74bn participation capital and pro rata 8% dividend / number of shares adjusted for own shares.

- Business performance
- BCR update
- Credit risk
- Funding
- Capital
- Outlook
- **Appendix**
 - Segments
 - Asset quality
 - CEE local consolidated results
 - About Erste Group
 - Shareholder structure

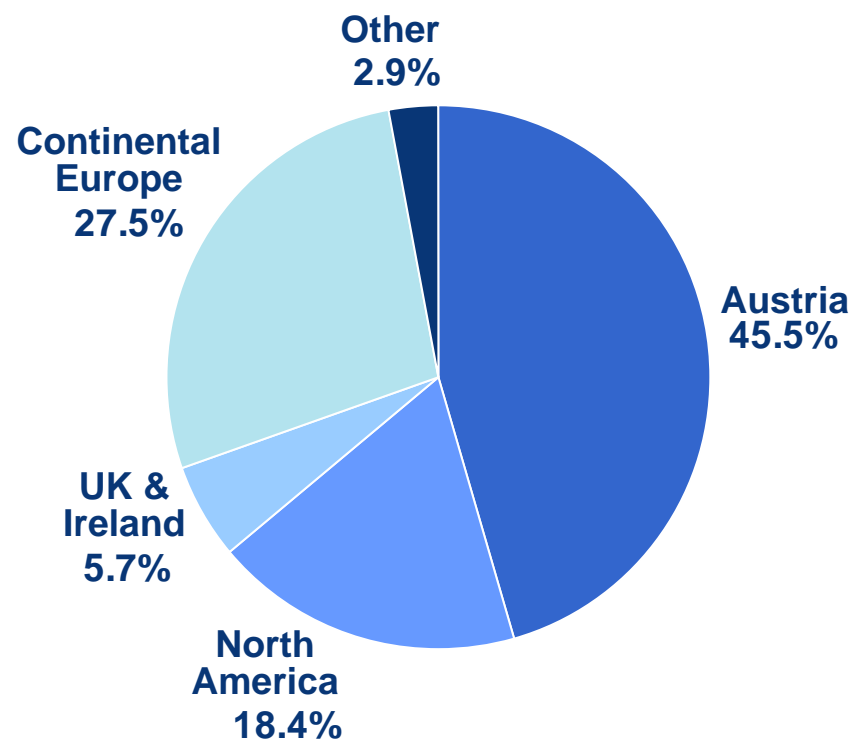
Shareholder structure –

Total number of shares: 394,568,647

By investor



By region



Free float: 65.5%

* including foundations of savings banks

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