KATHRIN GFALL-GAPP

26th Central European Covered Bond Conference

Budapest, October 2024

Erste Group's Geographic Footprint

Banking Leadership in Central and Eastern Europe

Erste Group

Customers:	16.4m
Employees:	45,398
Branches:	1,911

Leading retail and corporate bank in 7 geographically connected core markets

Favourable mix of mature & emerging markets with low penetration rates

Potential for cross selling and organic growth in CEE

Czech Republic

Customers:	4.6m
Employees:	9,574
Branches:	356
Retail loan share:	26.7%
Retail deposit share:	24.3%

Austria

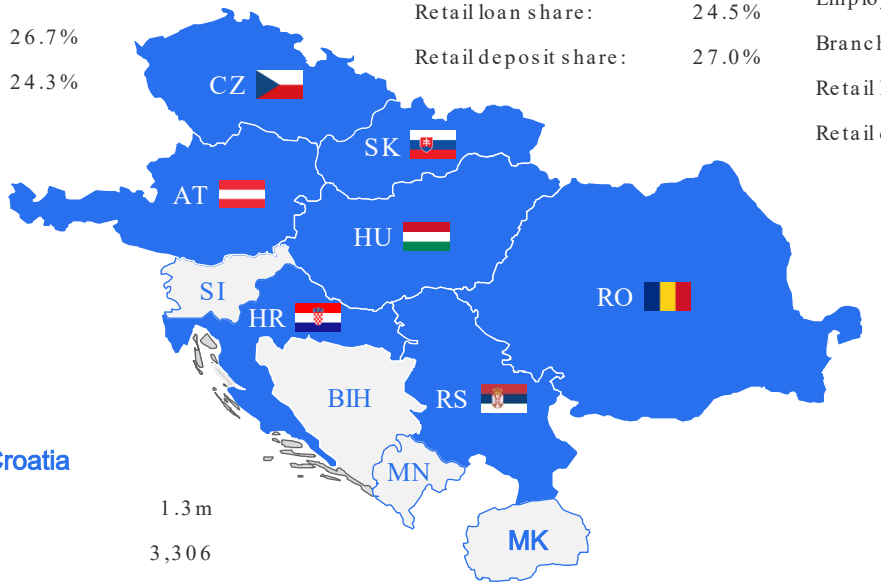
Customers:	4.2m
Employees:	16,354
Branches:	754
Retail loan share:	21.4%
Retail deposit share:	24.1%

Slovakia

Customers:	1.9m
Employees:	3,491
Branches:	167
Retail loan share:	24.5%
Retail deposit share:	27.0%

Hungary

Customers:	1.0m
Employees:	3,333
Branches:	98
Retail loan share:	11.6%
Retail deposit share:	10.3%



Romania

Customers:	2.8m
Employees:	5,225
Branches:	318
Retail loan share:	17.0%
Retail deposit share:	12.6%

Core markets

Indirect presence

Market shares for Austria are as of March 2024

Croatia

Customers:	1.3m
Employees:	3,306
Branches:	130
Retail loan share:	15.3%
Retail deposit share:	14.7%

Serbia

Customers:	0.5m
Employees:	1,275
Branches:	88
Retail loan share:	7.0%
Retail deposit share:	5.7%

Employees: FTEs as of end of reporting period
(The presented FTE data per country exclude FTEs outside Erste Group's core markets in Austria and CEE as well as FTEs of specific services entities not located in Austria)

Embedded ESG strategy as key to success

GREEN TRANSITION

- We aim to achieve **a net zero status for our portfolio by 2050** .
- We **strengthen our leading position in green finance in CEE** by funding climate action and adaptation to climate change.
- We aim to achieve a **net zero status of banking operations by 2030** to make a direct contribution to ecological transition as a credible champion of sustainability.

SOCIAL INCLUSION

- We **promote financial inclusion** through our social banking activities, thereby strengthening social cohesion in the civil society.
- We help our customers gain **financial health** and financial literacy, with a focus on financial education projects for children and young people.
- We invest in **affordable housing** .
- We **promote diversity** , including gender diversity, as a significant contributor to performance and a healthy corporate culture.

Our contribution to the UN SGDs

ESG Committment

Erste Group‘s ESG Targets

Leading the Green Transition

Sustainable Finance

- 25% of sustainable corporate financing in 2026
- 15% of sustainable retail mortgages in 2027

Portfolio Net Zero

- 2050 Net Zero Portfolio

Net - Zero Operations

- 90% low carbon electricity
- 2030 Net zero operations

Coal Exit

- 2030 Coal Exit

Promoting Social Inclusion

Social Banking

- EUR 1bn Social Banking financing by 2030
- 200,000 jobs created or preserved by 2030

Affordable housing

- 10,000 affordable housing units established by 2030

Diversity

- 30% women in management board positions by 2028
- 33% women in B -1 positions by 2028

ESG Committment

Erste Group‘s ESG Ratings

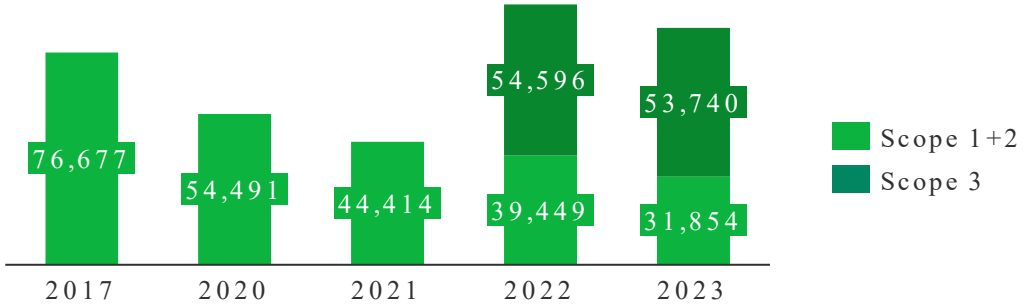
		2023	2024
MSCI ESG RATINGS AA	Erste Group maintains **rating of AA** in the MSCI ESG Ratings assessment.	AA (5.5)	AA (5.6)
SUSTAINALYTICS	Erste Group’s assessment by Sustainalytics in the **low risk** category was confirmed.	Low Risk 16.4	-
Corporate ESG Performance Prime RATED BY ISS ESG	Erste Group kept the Prime Status by ISS ESG, with a **“very high” transparency level** awarded.	C “Prime” 52.25	-
CDP DISCLOSURE INSIGHT ACTION	Second time reporting resulted in good **B rating** .	B	-
VÖNIX 24 25	**Improved rating** in 2024 due to enhanced climate disclosure, e.g. Erste Group’s second climate report	B	B+

ESG Committment

Environment

Net zero operations

Operational emissions (in tonnes CO_2e):
→ pathway towards net zero 2030



Sustainable finance

New corporate financing of environmental objectives

Committed amount (total), Jun 2024	in EUR m
Construction and real estate	1,164
Renewable energy	307
Transportation	77
Other Corporate	253
Total	**1,801**

Scope 3, financed emissions, covering EUR 186.6bn exposure (as of Q2 24)
→ basis for our journey towards net-zero portfolio by 2050

– low intensity & overall emissions

160.4

$gCO_2e/€$ financing
low emission intensity

14.7

million tonnes of CO_2e
total financed emissions Scope 1 and 2

15.2

million tonnes of CO_2e
total financed emissions Scope 3

ERSTE GROUP ESTABLISHED ONE

Sustainable Finance Framework

ONE UMBRELLA FOR ERSTE GROUP ENTITIES

Sustainable Finance framework

Erste Group's Sustainable Finance Framework is designed as an umbrella framework that will allow Erste Group to issue sustainable finance instruments to finance new and/or refinance existing loans to its clients and projects with environmental and/or social benefits.

"Sustainable Finance Instruments" will include bearer and registered bonds, promissory notes and other debt or financing instruments, which might be issued publicly or as private placements and fund eligible green and/or social projects that conform to the sustainable finance principles.

- **"Green Bonds"** means Sustainable Finance Instruments that finance and/or refinance Eligible Green Loans (as defined in the 3.1 Use of Proceeds section);
- **"Social Bonds"** means Sustainable Finance Instruments that finance and/or refinance Eligible Social Loans (as defined in the 3.2 Use of Proceeds section);
- **"Sustainability Bonds"** means Sustainable Finance Instruments that finance and/or refi-

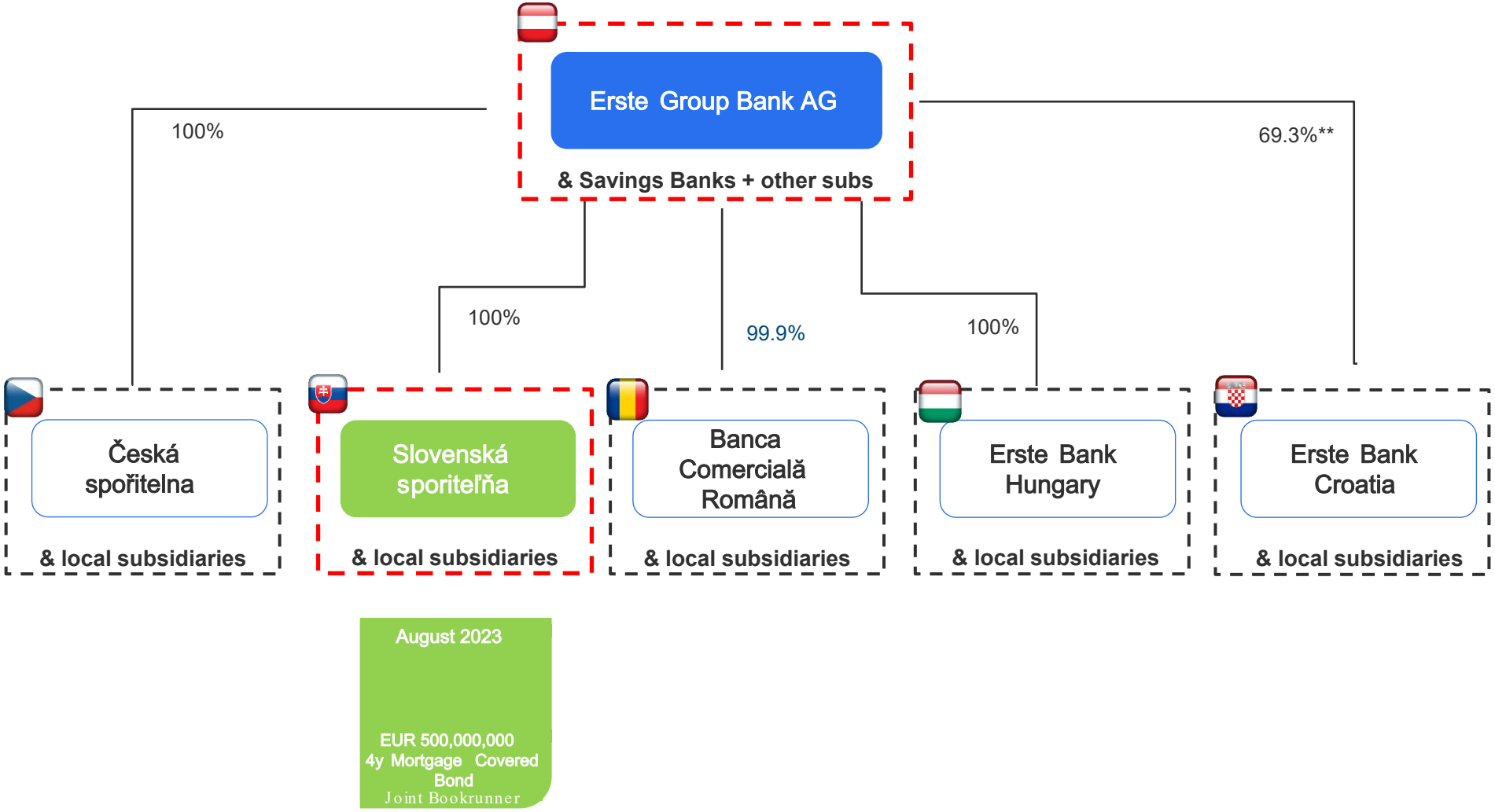
Erste Group's Sustainable Finance Framework is in line with:

- International Capital Market Association (ICMA) Green Bond Principles (**"GBP"**) 2018[1];
- International Capital Market Association (ICMA) Social Bond Principles (**"SBP"**) 2020[2];
- International Capital Market Association (ICMA) Sustainability Bond Guidelines (**"SBG"**) 2018[3].

The GBP, SBP and SBG are a set of voluntary guidelines that recommend transparency and disclosure and promote integrity in the development of the green and social instruments' market.
In alignment with these, Erste Group's Sustainable Finance Framework is based on the following key pillars:

a. Use of Proceeds;
b. Process for Project Evaluation and Selection;
c. Management of Proceeds;
d. Reporting;
e. External Review.

WHOLESALE FUNDING in Covered Bond format

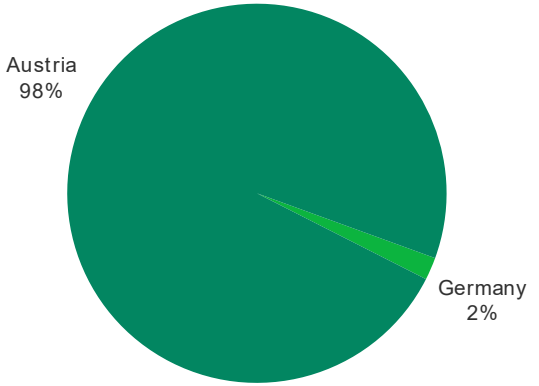


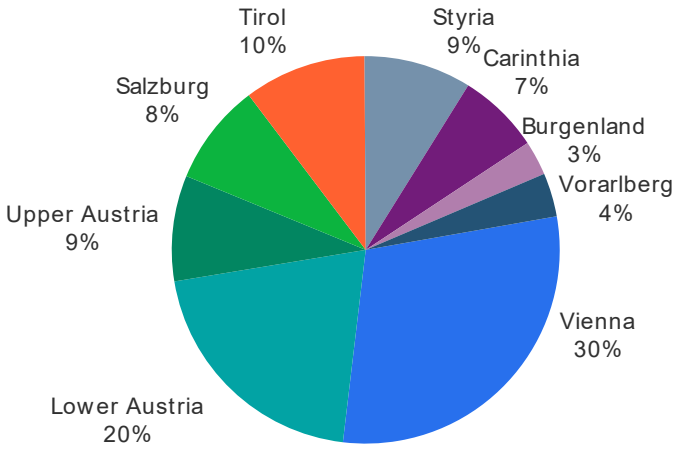
Summary of benchmark issues of Erste subsidiaries

Entity	Seniority	ISIN	Coupon	Reset	Maturity / First Call	Term	Currency	Volume in mn
Banca Comerciala Romana	Senior Non-Pref.	AT0000A34CN3	7,625%	3m Euribor + 4.539%	19.05.2026	4NC3	EUR	700
Ceska Sporitelna	Senior Non-Pref.	XS2555412001	6,693%	3m Euribor + 3.700%	14.11.2024	3NC2	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2638560156	5,943%	3m Euribor + 2.400%	29.06.2026	4NC3	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2676413235	5,737%	3m Euribor + 2.350%	08.03.2027	5NC4	EUR	500
Ceska Sporitelna	Senior Non-Pref.	AT0000A2STV4	0,500%	3m Euribor + 0.780%	13.09.2027	7NC6	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2746647036	4,824%	3m Euribor + 2.225%	15.01.2029	6NC5	EUR	500
Ceska Sporitelna	Senior Non-Pref.	XS2852933329	4,570%	3m Euribor + 1.800%	03.07.2030	7NC6	EUR	500
Erste & Steiermärkische Banka dd	Senior Preferred	AT0000A2RZL4	0,750%	3m Euribor + 1.000%	06.07.2027	7NC6	EUR	400
Erste & Steiermärkische Banka dd	Senior Preferred	AT0000A39UM6	4,875%	3m Euribor + 2.200%	31.01.2028	5NC4	EUR	400
Slovenska Sporitelna	Mortgage Covered Bond	SK4120014812	0,500%		05.12.2024	5,5	EUR	250
Slovenska Sporitelna	Mortgage Covered Bond	SK4120014507	0,063%		22.08.2025	7	EUR	250
Slovenska Sporitelna	Mortgage Covered Bond	SK4000022398	3,250%		12.01.2026	3	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000015400	0,125%		12.06.2026	7	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000020673	1,125%		12.04.2027	5	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000023636	3,875%		30.09.2027	4	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000017190	0,125%		15.11.2027	7,5	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000021820	3,500%		05.04.2028	6	EUR	500
Slovenska Sporitelna	Mortgage Covered Bond	SK4000021119	2,000%		08.06.2028	6	EUR	500
Slovenska Sporitelna	Senior Preferred	AT0000A377W8	5,375%	3m Euribor + 2.050%	04.10.2027	5NC4	EUR	300

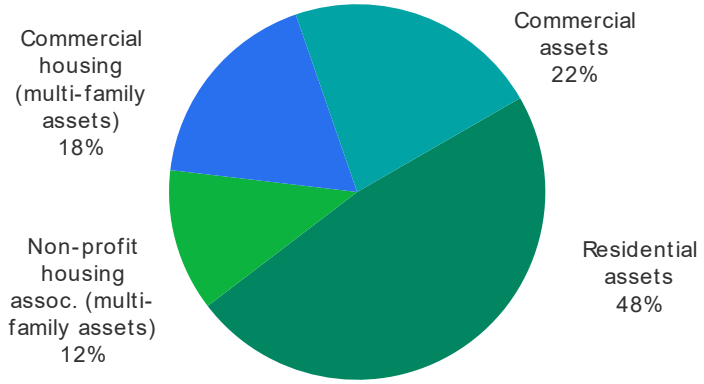
Break Down

by region





by property type



Thank you for your interest.

Kathrin Gfall - Gapp
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