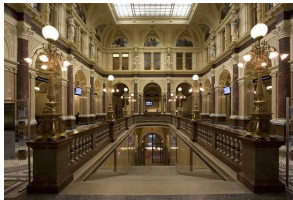


Fact Sheet

March 2012

Profile

Ceska sporitelna was established in 1825 as the first savings-bank institution in the Czech Republic (Sporitelna Česká = Böhmisches Sparkasse). Today, Ceska sporitelna has a network of 654 branches and operates 1,413 ATMs and transactional terminals (whereof 52 are for the visually impaired). With its 12 subsidiaries, the bank covers an entire spectrum of financial services and client needs. The network also includes 28 Mortgage Centers, 15 Commercial Centers for SME clients, 8 Developer Centers and 13 Regional Centers for Erste Private Banking clients.



In 2000, Ceska sporitelna became a member of Erste Group, which traces its roots back to 1819 and the founding of the first Austrian savings bank. Since 1997, Erste Group has developed into one of the largest financial services providers in Central and Eastern Europe, with more than 50,000 employees serving 17 million clients in 3,200 branches in 8 countries (Austria, Czech Republic, Slovakia, Romania, Hungary, Croatia, Serbia, Ukraine).

Strategic positioning

- Business approach:** We offer full range of financial solutions and services which reflect all our clients' needs in a "one-stop-shop": savings, investments, lending, consulting and advisory, leasing.
- Geographical approach:** We focus on the Czech market but also actively offer financial services and advisory abroad through the Erste Group subsidiaries across Central and Eastern Europe.
- Client approach:** We foster long-term relationships with clients in all segments, offering accessible and transparent products, as well as personalized consulting services.

Product offering

Ceska sporitelna, a modern bank with a long-term tradition, offers services to the following client groups:

- Private individuals**
We help all our clients fulfil their dreams and secure their financial wealth now, as well as in the future. We offer all respective services and products, from home financing (mortgages), consumer and corporate loans, personal accounts (including special accounts for children and students), payment cards, direct banking services (controlling one's account via the Internet, phone, GSM), investment and savings products, consulting and sale of financial market products, to private banking services.
- Small and medium-sized enterprises and large corporations**
We are a leader in offering a wide range of banking services and play an indispensable role for our corporate clients by providing them with customized products, specialised programs and advisory services for entrepreneurs, small and micro enterprises, as well as large corporations.
- Municipalities, public and non-profit sector**
Due to our traditionally strong relationship with municipalities and the public and non-profit sector, we have become the first choice bank tailor-made financial solutions (incl. special financing for infrastructure projects) in this respective business area.

Recent news

- In 2011, Ceska Sporitelna reported an unaudited consolidated net profit of CZK 13.64 bn (EUR 0.55 bn), according to International Financial Reporting Standards (IFRS), which is a year-on-year increase of 13.2% from CZK 12.05 bn (EUR 0.48 bn) in 2010.
- In January 2011, Ceska Sporitelna introduced the Czech Republic's first mobile branch, which serves clients during the renovation of the existing branches, and provides all of its standard services and products.
- Ceska Sporitelna obtained EUR 150 mil. from the European Investment Bank (EIB) for financing the Czech economy. Since 2002, Ceska Sporitelna has received a total of EUR 850 mil. from the EIB for companies and the public sector which makes it the EIB's most significant partner in the country.
- Ceska Sporitelna successfully arranged an issue of municipal bonds for the City of Prague in the volume of CZK 5 bn., which makes this issue one of the largest domestic bond transactions in recent years. With the issue, the Bank also confirmed its leading position in debt financing in the Czech Republic.
- The new Ceska Sporitelna Mortgage offers clients a variable payment option – the possibility to interrupt payment and to postpone or change their instalments. Ceska Sporitelna now offers mortgages to finance wood-based prefabricated houses, which now do not need other property as collateral. In December 2011, the Bank started to offer the possibility of choosing a variable mortgage rate derived from the one-month interbank market interest rate, 1M PRIBOR, plus the bank's fixed margin. The interest rate is, therefore, not changed by the Bank, but by the market.
- Ceska Sporitelna started to test the financing of social enterprises, which has an established tradition abroad. The VIA Foundation is the professional sponsor of this unique project in the Czech Republic.
- In cooperation with the Czech Export Bank, Ceska Sporitelna introduced the TOP EXPORT programme of operating financing for sub-contractors, which is a new tool for supporting Czech exports and an important strategic impulse for accelerating Czech economic growth, increasing employment and the competitiveness of small and medium-sized enterprises.
- Ceska Sporitelna offers loan consolidation that can make life significantly easier for those who have several loans from various banking and non-banking institutions and have problems with repayment, due to diversely fragmented liabilities.
- Since September, clients have been able to open a CS Personal Account fully on-line, without having to submit and sign paper agreements or visit a branch.
- Ceska Sporitelna initiated the era of contactless cards in the Czech Republic, offering both cards and terminals as of October.

Ceska sporitelna in a nutshell

- Serves more than 5.2 million clients
- Employs more than 10,500 people
- Operates in 654 branches
- Nr. 1 in volume of assets, retail loans, deposits, number of branches and ATMs

Strategic Goals for 2012

- Ceska Sporitelna is entering 2012 as the best bank of the past decade, with a new strategy that will ensure stable and long-term sustainable development for years to come.
- In line with its main strategic goals, Ceska Sporitelna will become a leading bank in six main segments by the end of 2014 (retail clients, affluent clients, top affluent clients, public and non-profit sector, small and medium-sized enterprises, large national enterprises) and a key bank in another two segments (entrepreneurs and small companies and large multinational enterprises).

Management Team

Pavel Kysilka
CEO



Dušan Baran
Vice chairman and CFO



Daniel Heler
Corporate and Investment
Banking, Asset Management
and Financial Markets



Heinz Knotzer
CRO



Jiří Škorvaga
Retail



Credit ratings

	Long-Term	Short-Term	Outlook
S&P	A	A-1	Negative
Fitch	A	F-1	Stable Under review
Moody's	A1	P-1	

Shareholders' structure:

Voting Rights Share:
99.52% Erste Group, 0.48% Other
Basic Capital Group:
97.99% Erste Group, 1.57% Municipalities,
0.44% Other

Consolidated subsidiaries:



Financial Highlights

Consolidated Profit and Loss Statement of Ceska Sporitelna as of 31 December 2011 according to IFRS (CZK million)	As of 31 Dec. 2011	As of 31 Dec. 2010	Y/Y change
Net Interest Income	31,235	30,360	2.9%
Risk Provisions for Loans and Advances	-5,501	-9,777	-43.7%
Net Fee and Commission Income	12,381	12,167	1.8%
Net Trading Result	448	2,888	-84.5%
General Administrative Expenses	-18,424	-18,677	-1.4%
Other Operating Result	-2,685	-2,462	9.1%
Results from Financial Assets	-384	160	n.a.
Profit Before Tax	17,070	14,659	16.4%
Income Tax	-3,565	-2,611	36.5%
Profit After Tax before Controlling Interests	13,505	12,048	12.1%
Net Profit for Financial Period			
Attributable to owners of the parent	13,638	12,052	13.2%
Attributable to non-controlling interests	-133	-4	>100.0%
Total Operating Result	25,640	26,738	-4.1%

Conversion rate: 1 EUR = CZK 24.59

Czech economy in 2011 slowed growth

- Czech economy slowdown due to fiscal consolidation and global development (EMU debt crisis) in 2011.
- Czech GDP grew by 1.7% in 2011. Consumption grew by approx. 1.3% YTY in nominal terms, but declined somewhat in real terms due to fiscal consolidation. Average unemployment was 0.5 p.p. lower in 2011 than in 2010.
- Net exports reflect the competitiveness of the economy. They were the positive contributor to the GDP YTY growth – exports were up solidly (9% YTY), weak domestic demand translated into slower growth of imports (3% YTY).

Czech banking sector – Healthy banking sector

- The Czech banking sector keeps its stable position (strong capital and liquidity position, independence from foreign sources, low FX loans ratio)
- According to CNB's Stress test released in November 2011, Czech financial sector remains resilient to wide range of risks.
- In November 2011, Lower House outvoted Senate and pension reform law was definitively passed. However, finance minister already admitted, that start of whole reform could be postponed to 2014.

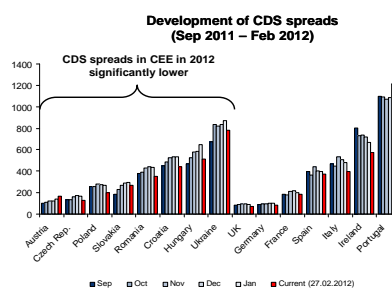
CEE Market potential

Successful CEE sovereign bond placements in 2012

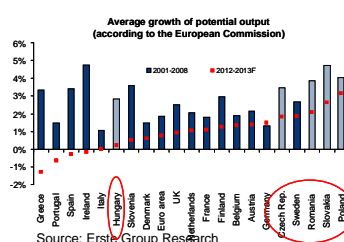
CEE government bonds provide a reasonable reward to investors at a time when government bonds of the core euro area countries have become extremely expensive and bear very low yields (if any). CEE6 countries (Croatia, the Czech Republic, Hungary, Poland, Romania, Slovakia) would need to issue about EUR 35 billion of new debt in 2012. Compared to the net issuance in the Euro Area of about EUR 300 billion, the treasury funding needs of the Eastern European peers are relatively low. All CEE governments tapped foreign markets with Eurobonds or syndicated loans last year. Already in 2012, the Czech Republic (EUR 2bn), Romania (EUR 1.5bn) and Slovakia (EUR 1bn) successfully placed government bonds.

CEE growth potential – twice as high as in Eurozone

Adjusted for cyclical component, CEE countries (apart from Hungary) have twice as high growth potential than Eurozone countries (2-4% vs. 1%). Governments in CEE6 are also to continue their fiscal consolidation in 2012 and, after the reduction of the deficit from 6.4% in 2010 to an estimated 4.1% of GDP on average in 2011 the deficit is to further shrink to 3.6% of GDP on average in 2012. The positive assessment of the region was also reflected by the ratings of many CEE countries which have been improving in relative terms against the widening group of downgraded Euro Area countries.



Source: Erste Group Research



Erste Group in a nutshell

- Serves around 17 million clients
- Employs more than 50,000 people
- Operates 3,200 branches in 8 countries
- Ranks among TOP 3 banks in AUT, CZ, RO, SK, CRO

Management Team

Andreas Treichl, CEO
 Franz Hochstrasser, Deputy CEO
 Manfred Wimmer, CFO
 Gernot Mittendorfer, CRO
 Herbert Juranek, COO

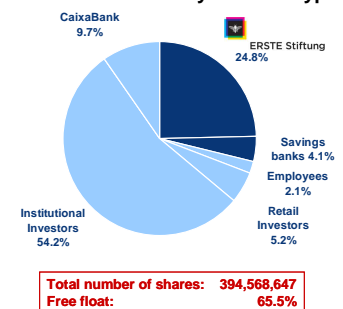
Financial results as of FY 2011

Erste Group returns to profitability in Q4 11 and cuts net loss for 2011 to EUR 718.9 million; timely compliance with EBA capital requirement

In the fourth quarter 2011, net profit amounted to EUR 254.1 million. This solid quarterly result cut the net loss for the year after minorities to EUR 718.9 million. "By returning to profitability in the fourth quarter we have proven that our business model – being the bank for retail and corporate clients in the eastern part of the European Union – works even as economic conditions remain challenging. In the financial year 2011, net profit was up in almost all countries", said Andreas Treichl, CEO.

The core tier 1 ratio (total risk; Basel 2.5) stood at 9.4% (year-end 2010: 9.2%; Basel 2). Calculated by the EBA (European Banking Authority) method the core tier 1 ratio was 8.9% at year-end 2011. The capital shortfall to be covered by the end of June was reduced from EUR 743 million to EUR 166 million. "We are on track to meet the core tier 1-ratio of 9% required by the EBA at the end of June 2012 and beyond", commented Treichl. Against this backdrop and despite the reduction of non-core assets, Erste Group expects a slightly rising operating result in 2012 supported by selective loan growth in its core markets and further cost reductions.

Shareholder structure by investor type



Listed in Vienna, Prague and Bucharest

Since 1997, Erste Group has been listed on the Vienna Stock Exchange; since 2002 on the Prague Stock Exchange and since February 2008 on the Bucharest Stock Exchange. In Vienna, as well as in Prague, Erste Group ranks as Number 1 heavy weight. In addition, Erste Group is represented in the MSCI Standard Index, DJ Euro Stoxx Banks Index and in the FTSE EuroTop 300. Erste Group's shares are publicly traded in the US via a Level I ADR program.

Credit ratings

	Long-Term	Short-Term	Outlook
S&P	A	A-1	Negative
Fitch	A	F1	Stable
Moody's	A1	P-1	Under review