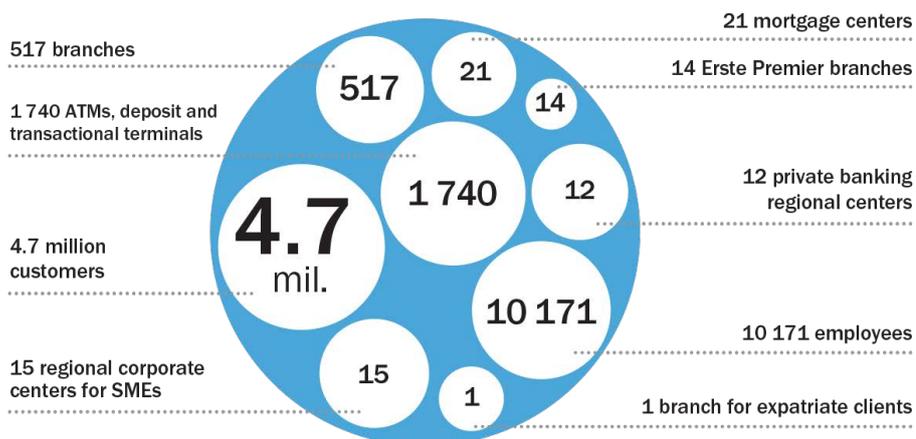


Company profile

Česká spořitelna is a bank with the longest tradition in the Czech market. Our history is dating back to 1825. Today, we are a modern bank focusing on retail customers, small and medium size enterprises, towns and municipalities. We play an indispensable role in financing large corporations and in providing services in the area of financial markets. Since 2000, we've been a member of European banking group Erste Group. Our market position enables us to set trends in the fields of banking services and also in technology innovations.

Basic statistics (to Dec. 12, 2017, consolidated)



News for customers

- My Healthy Finances** service represents the most advantageous offer, as it provides clients not only with advisory services, but also an application for optimising expenses and non-financial services, as well as two full-fledged accounts. More than 250,000 customers have already been optimising their family budgets with the help of MHF services. New within the MHF offer is the improved function **'Left Until Payday'**, which allows clients to see how much money will be left on the account once all payments that have already been entered and expected future payments are considered. Another new feature is known as **'Saving in Envelopes'**, which allows for entering a standing payment that will automatically transfer a specified amount to particular envelopes/targets at the end of each month. At the same time, the client receives a recommendation as to how much to put away or how soon he will reach his target.
- Česká spořitelna's new face in the digital world and future backbone of the digital bank is **George**, which will replace the Servis 24 internet banking during 2018. George represents **modern internet banking** which enhances an individual approach to each user. One of George's added values is the division of payments by category, which enables clients to manage their expenses more effectively.
- Since the summer of 2017, clients have been able to arrange a mortgage on-line from beginning to end, i.e., over the Internet. An online mortgage specialist is available to help clients throughout the process. As concerns fixed interest-rates, in the autumn, Česká spořitelna was **first on the market to offer a unique 15-year fixed rate**, catering to current client demand for long fixed rate periods.
- ČS is the only bank on the market that can grant a **loan fully online within just 15 minutes**, even to customers within any history with ČS.

Members of the Board of Directors



Tomáš Salomon
Chairman of the board of Directors



Wolfgang Schopf
Vice-chairman of the board of Directors
Chief Financial Officer



Daniela Pešková
Board member
Director of Retail Banking



Pavel Kráčmar
Board member
Director of Corporate Banking



Karel Mourek
Board member
Chief Risk Officer



Bohuslav Šolta
Board member
Director of Operations and IT

Shareholder structure

Share in voting rights

ERSTE
Group 99.52 %, Others 0.48 %

Basic Capital structure

ERSTE
Group 98.97 %, Self-governing authorities 0.59 %, Others 0.44 %

Credit Rating (31. 3. 2018)

	Long-term	Short-term	Outlook
S&P	A	A-1	Positive
Fitch	A-	F1	Stable
Moody's	A2	Prime-1	Stable

Selected Financial Figures (CZK mil., IFRS)

	1-3, 2018	Y/Y change
Operating income	9 472	1.5 %
Operating expenses	-4 636	0.5 %
Total operating result	4 836	2.5 %
Net profit in accounting period	4 070	15.4 %
Total assets	1 303.3	30.7 %
Total client loans	684.6	13.4 %
Total client deposits	909.4	10.1 %
Total equity	123 594	.4 %

Ratio indicators

ROE	13.3 %
Cost/Income	48.9 %
Receivables from customers / Loans to customers	73.8 %
Capital adequacy – Tier+2 ratio	17.8 %

We are No. 1 on the Market



In the number of customers (4.7 mil.)
In mortgages (27-percent market share)
In consumer loans , including credit cards and overdraft facilities (28-percent market share)
In total loans (21-percent market share)
In total deposits (22-percent market share)
In mutual funds (25-percent market share)

Source: CNB statistics, MRD, AKAT, Banking Card Association

News from the Bank

- As of 31 March 2018, Česká spořitelna reported an unaudited consolidated net profit of CZK 4.1 bn, according to International Financial Reporting Standards (IFRS). In the same period of the previous year, net profit amounted to CZK 3.5 bn. Net profit thus increased by 15.4% in a year-on-year comparison. Alongside the strong growth of credit volume, also the operating result went up by 2.5%, to CZK 4.8 bn.
- Net profit was mainly influenced by the ongoing growth of total volume of loans, together with steadily increasing net interest income and net release of credit risk provisions, which reflected a further improvement of the loan portfolio quality. Positive development, particularly in higher net interest income, was also visible in the operating result, as it went up by 2.5%, to CZK 4.8 bn. Key efficiency indicators, such as Cost/Income ratio or Return on Equity ratio, have improved from 49.4% and 11.5% to 48.9% and 13.3% respectively.
- In Q1, 2018 Česká spořitelna was able to maintain a fast pace of loan growth. The gross volume of customer loans adjusted for reverse repo operations increased by 9.0%, to CZK 658.4 bn in a year-on-year comparison. The reported figure went up by 13.4%, to CZK 684.6 bn. Of that, the portfolio of retail loans (bank only) amounted to CZK 357.9 bn, which represents a year-on-year increase of 10.6%, driven by continued double digit growth in private mortgages, surge in commercial loans (MSE) and accelerating consumer lending (up by 7.2%). The volume of wholesale loans excluding reverse repo operations increased by 6.4% year-on-year, to CZK 237.2 bn, due to strong growth in loans to SMEs (up by 11.0%) and Group large corporates. The reported figure increased by 18.1%, to CZK 263.4 bn.

Digital Česká spořitelna



George

Erste banking platform offers the possibility of transferring money, paying with the aid of a QR code, managing payment cards wherever the client happens to be, full-text searching or depositing postal orders.



Můj stav

An application for clients who do not need to make payments, but want an overview of their finances.



Investiční centrum

Offers a simple way to follow what is happening on the stock market, view market analyses and exchange rates for currencies and commodities.



Friends 24

A new way to pay small amounts without knowing the account number.



BUSINESS 24

Allows management of corporate finances even when you are on the move.

Erste Group in a nutshell (data as at March 31, 2018)

Number of clients	16.1 mil.
employees	47 702
branches	2 565
total assets	230 bn EUR
net profit	333 mill. EUR

Erste Group's Business Position

- A leading provider of financial services and products in the Eastern part of the EU
- A TOP 3 bank on key markets in CZ, AUT, SK, RO, HU, and HR
- A leader in innovations for retail banking in its home market of Austria

Management Team

- Andreas Treichl, CEO
- Gernot Mittendorfer, CFO and CPO
- Willibald Cernko, CRWIO
- Peter Bosek, Retail Banking
- Jozef Sikela, Corporate Banking and Financial Markets
- Petr Brávek, COO

Erste Group in Q1, 2018 (CEO Andreas Treichl comment)

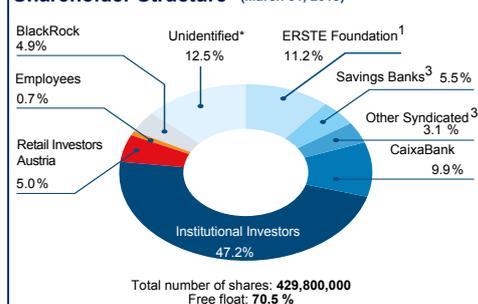
"A net profit of almost EUR 333 million (+26.8% YoY) for the first quarter is a solid start to the year. This comes on the back of good asset quality, strong inflow of customer deposits (up EUR 7.4% YoY, to EUR 155.3 billion), as well as continuous loan growth (up 7.3% YoY, to EUR 140.5 billion).



We also saw a higher net interest income and better commission income which grew by 3.0% and 4.6%, respectively. The good bottom line was supported by the benign risk environment, which had seen a further decrease in the NPL-ratio from 4.0% to 3.7%. Our capital situation remains very strong at EUR 14.4 billion.

The first quarter of 2018 was also marked by George, our digital platform, surpassing two million users in the three markets in which it's already been introduced. And we successfully executed the first transactions on a trade finance platform using blockchain technology for our corporate clients."

Shareholder Structure (March 31, 2018)



¹ Economic Interest Erste Foundation ² Economic Interest Savings Banks
³ Other Parties to the shareholder agreement of Erste Foundation, Savings Banks and CaixaBank
* Institutional and Retail Investors International

Stock Exchange listings and index listings (March 31, 2018)

Quote	Index	Weight
Vienna Stock Exchange	ATX	20.18%
Prague Stock Exchange	PX	21.24%
Bucharest Stock Exchange		19.77%

- Publicly traded in the US in the Level I ADR programme •
- MSCI Standard Index
- EURO STOXX Banks Index
- FTSEurofirst 300 Index

Credit Rating (March 31, 2018)

	Long-term	Short-term	Outlook
S&P	A	A-1	Positive
Fitch	A-	F1	Stable
Moody's	A2	P-1	Positive