

**ČESKÁ**   
spořitelna

# General Presentation of ČS Financial Group



This is Česká spořitelna

#silnější



In 2025, Česká spořitelna celebrates 200 years since its founding. While few Czech companies—if any—can claim a mission unchanged for two centuries, our purpose has always been timeless.

When a group of industrialists, merchants, and noblemen established Bohemia's first savings bank in 1825, they pursued both a noble and pragmatic goal: to empower people from all walks of life to secure their own future while strengthening society as a whole through savings.

Though the symbol of saving has evolved from passbooks to personalized financial advice and mobile apps, our core mission remains unchanged: to support the financial well-being of individuals and the prosperity of society.

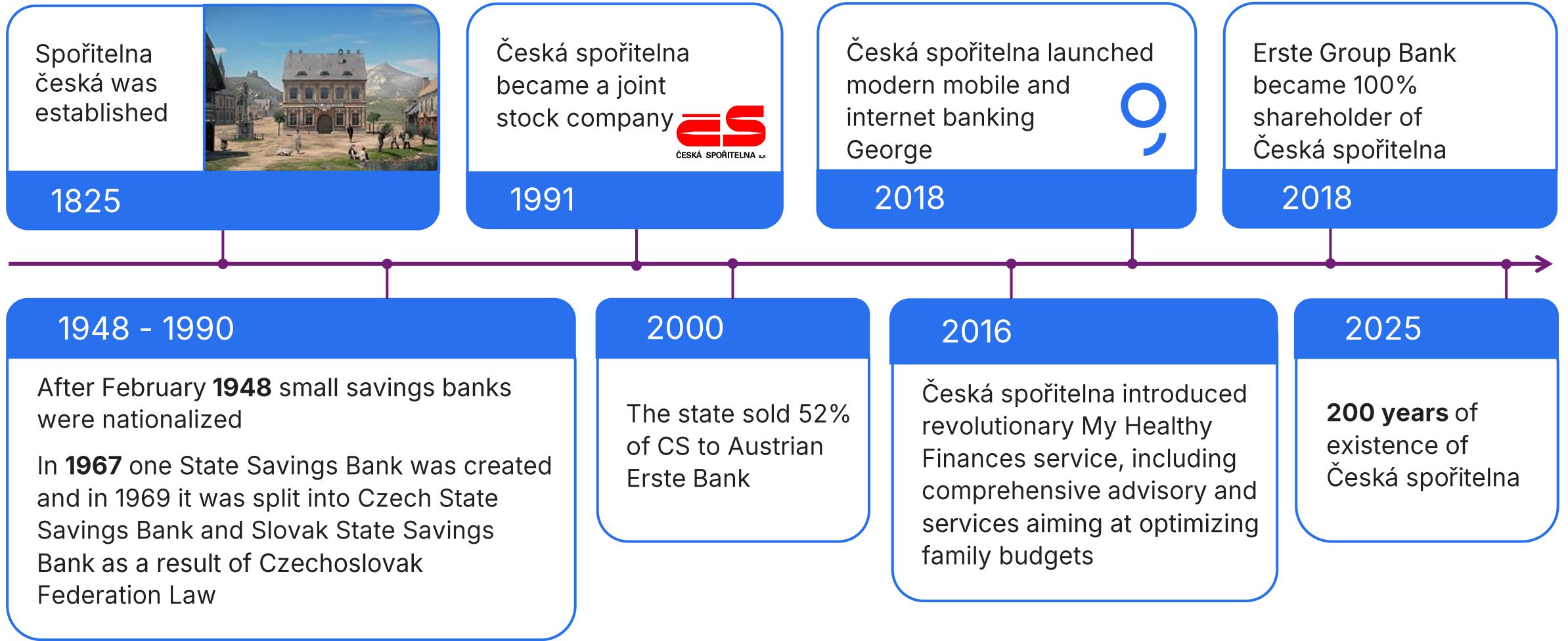
At Česká spořitelna, we believe a stronger future begins with financially secure individuals and a thriving economy. We are committed to helping our clients build financial reserves and prepare for retirement while fostering a Czech economy defined by entrepreneurship, innovation, and global ambition. Through our initiatives, we inspire Czechs to embrace self-confidence—the key to both personal and societal prosperity.

We believe a stronger future is not built on leadership alone or the concentration of capital. Instead, it emerges from communities and regions, growing from the foundation of an open and inclusive society. After all, Česká spořitelna was not born in Prague—it naturally took root in dozens of towns and villages across Bohemia and Moravia. Today, we remain deeply connected to local communities, and this year, we are further strengthening our presence.

We are making significant investments in transforming Czech education. In collaboration with leading education experts, we have developed an innovative financial literacy program, which we will offer to all schools across the country. But we also recognize that even the best innovations alone cannot guarantee a stronger future for education. That's why we are inspiring ten thousand of our employees to continue learning—because leading by example is the most powerful way to foster an educated and prosperous society.

Two hundred years ago, the founders of Česká spořitelna understood that their business could only thrive if society and its people prospered. Today, we hold the same belief.

# History of Česká spořitelna





# Česká spořitelna Today

Česká spořitelna offers a **universal range of financial products and related services to:**

- Private individuals
- Small and medium sized businesses
- Municipalities
- Large corporates

**Market leader** in many business activities:

- Corporate lending
- Consumer lending
- Total mortgage loans
- Mutual fund business
- Social banking

**The largest bank in the  
Czech Republic  
as measured by  
number of clients**

# Česká spořitelna Supports #Stronger and Sustainable Society

- Česká spořitelna has formulated a **purpose-driven, group-wide aligned strategy** – To transform itself from a traditional bank to a **“Financial Health Company”** guiding Czech individuals and companies to financial health through a differentiating personalized advisory concept scaled to millions of clients. **Major focus is placed on sustainability**, seen as a noble purpose as well as substantial growth opportunity
- Furthermore, **current society-wide issues are detected & tackled** in path ČS toward FHC. CS thus intends to e.g., double **housing affordability** or **support Czech companies** in their **sustainable transformation** or journey **toward higher added value products and services**



# Česká spořitelna's Strategic Commitments toward Its Clients

By  
**2025**



ČS will help all clients build a financial reserve for unexpected expenses



ČS will help one million clients save for retirement



ČS will make quality financial education available to all children in the Czech Republic



ČS will provide Czech companies with CZK 50 billion to increase their competitiveness and retain jobs

# Česká spořitelna at Glance



Consolidated IFRS (in CZK m)	2022	2023	2024	Y/Y Change
<b>Balance Sheet</b>				
Total assets	1,639,938	1,797,820	2,030,076	12.9%
Customer loans	913,847	1,010,591	1,090,958	8.0%
Customer deposits	1,256,795	1,366,038	1,483,174	8.6%
<b>Profit &amp; Loss Statement</b>				
Operating result	28,540	25,221	32,182	27.6%
Net profit	20,161	18,614	26,162	40.6%
<b>Financial Ratios</b>				
Return on Equity - ROE	15.2%	13.9%	18.4%	
Net Interest Margin	2.1%	1.9%	2.0%	
Cost/Income Ratio	42.8%	47.9%	43.0%	

## ČS Ratings (as of 24 February 2025)

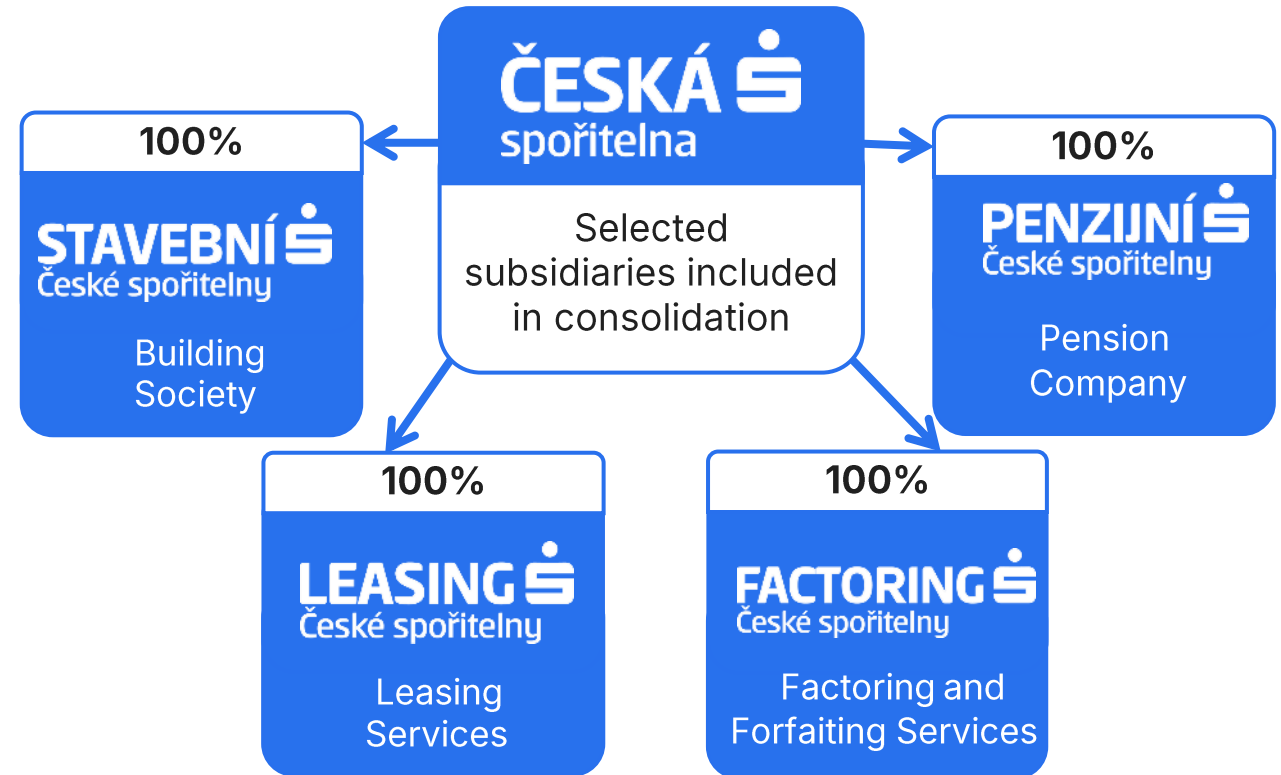
Rating Agency	Long-term	Short-term	Outlook
<b>Fitch</b>	A	F1	stable
<b>Moody's</b>	A1	Prime - 1	stable
<b>Standard &amp; Poor's</b>	A+	A-1	stable



# Česká spořitelna – Financial Group

ČS subsidiaries offer customers wide range of supplementary financial products in area of:

- Building savings and building loans
- Leasing
- Pension savings
- Factoring



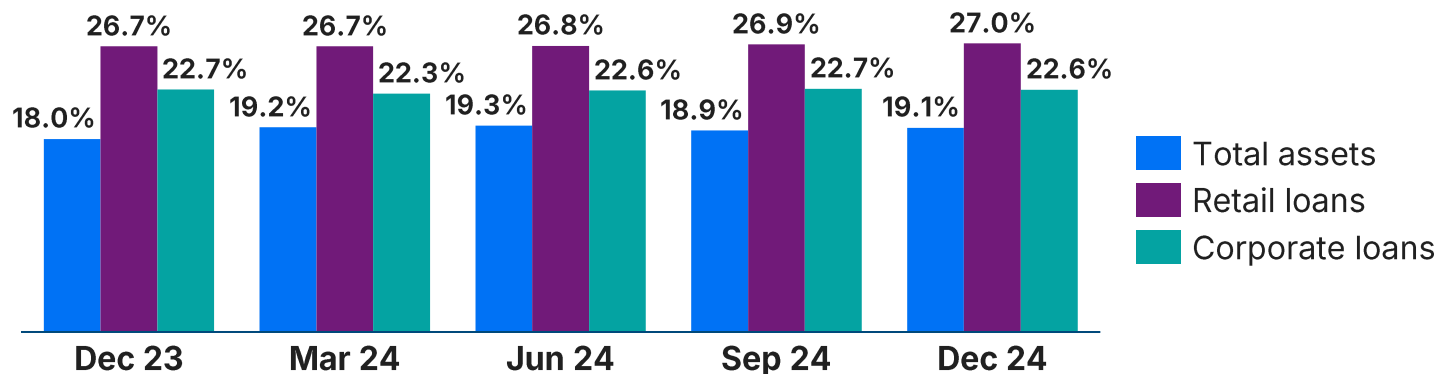
## Net profit of selected subsidiaries

IFRS, CZK m	2022	2023	2024	% Change
Stavební spořitelna ČS	1,268	921	912	-1.0%
Leasing CS	184	264	311	18.0%
ČS Penzijní společnost*	271	782	1,324	69.3%
Factoring CS	135	181	158	-12.9%

\* Only the result of Pension Society of CS is reported, funds not included

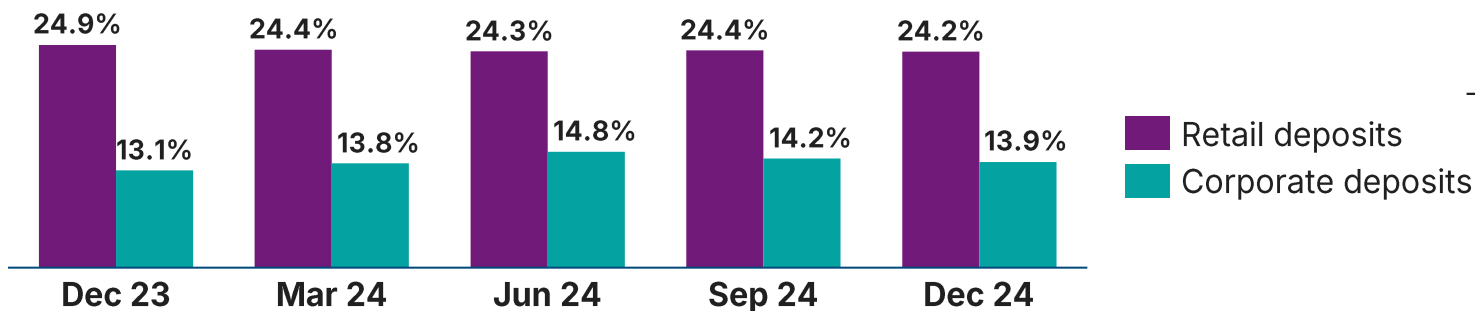
# ČS's Market Shares

## Assets



- Total assets market share of 19%
- Total loans market share of 24%
- Private mortgages
  - New business market share of 32%
  - Outstanding portfolio market share of 30%
- Consumer loans (incl. credit cards) market share of 26%

## Liabilities



- Total deposits market share of 21%
  - 24% in retail deposits
  - 14% in corporate deposits
- Mutual funds with market share of 27%\* (up by 29 bp y/y)

Note: Based on ČNB methodology. Retail = households; corporate = non-financial corporations  
 \* Based on AKAT

# The ČS Digital World

## APPLICATIONS

- **GEORGE IN MOBILE** – Cutting-edge personalised Internet banking that allows for management of family finance in real time
- **APPLE PAY** – Česká spořitelna's clients have been able to make payments with their iPhones or Apple watches
- **GOOGLE PAY** – All that is required to activate the Google Pay is a mobile device that supports NFC technologies and features an Android 5.0 operating system or higher and than to enter a ČS payment card in Google Pay
- **BUSINESS 24 Mobile bank** – An application for corporate clients allowing clients to manage their finance via BUSINESS 24, even while on the road

## PRODUCTS

- **ONLINE MORTGAGE** - An online mortgage specialist is available to clients throughout the process
- **ONLINE LOANS** - Arranging a loan, completing the process either online or at a branch. The share of online loan transactions amounts to nearly 30% of all consumer loans arranged
- **ONLINE BUILDING SAVINGS** - The "Buřinka" building savings programme allows clients to arrange a building savings plan online
- **ediFACTORING** – Česká spořitelna is the first in the Czech Republic to automate the market with short-term corporate receivables. The service is designed primarily for companies that are involved in larger supplier-customer chains
- **ELECTRONIC PAYMENT SYSTEMS** - As a part of its support for the digitalisation of the state and local governments, Česká spořitelna installed payment terminals in numbers of towns and municipalities

## THE SERVICE MODEL

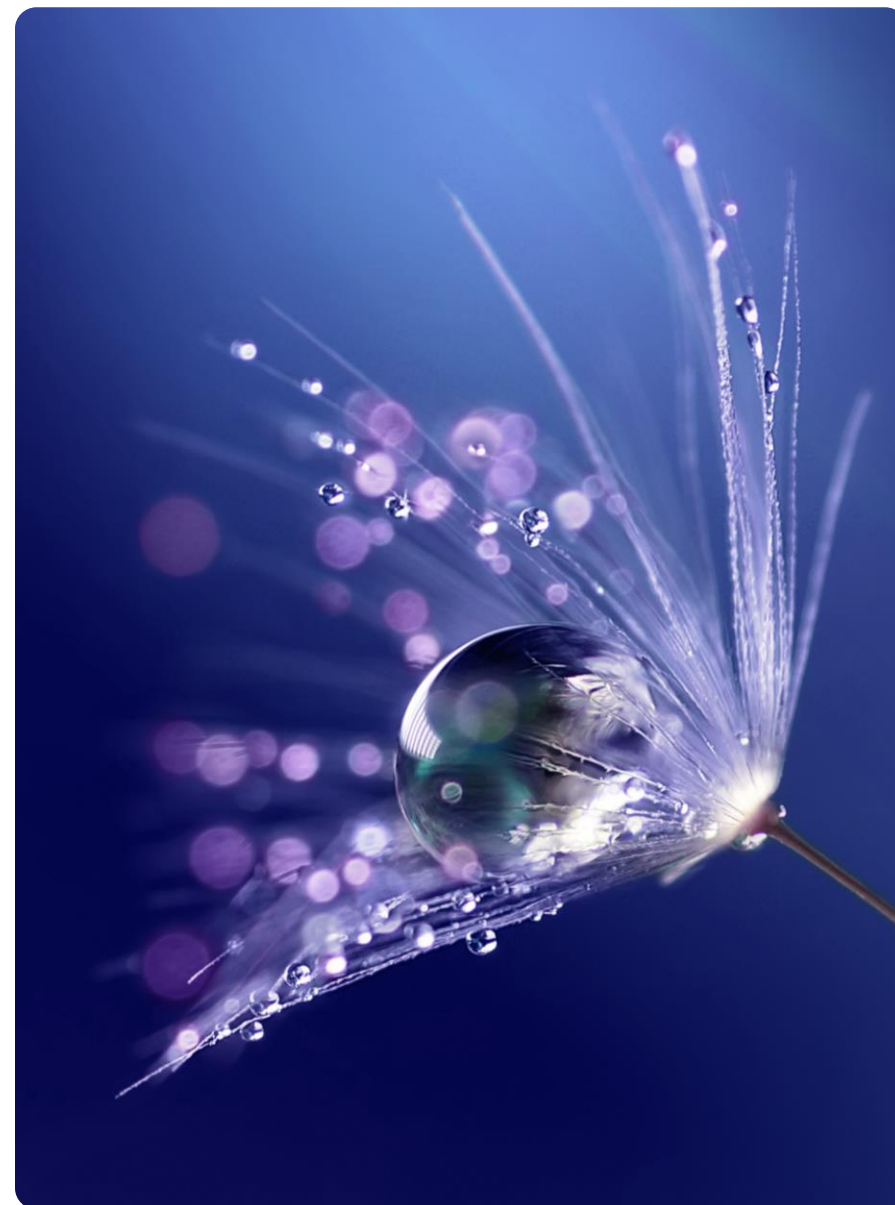
- **SERVICE DIGITIZATION** – Modern digital technologies have been installed at branches (client tablets, iPads for advisors, biometrics, digital advertising). Service availability at branches is also facilitated by building self-service zones that operate on a 24/7 basis
- **INSTANT PAYMENTS** - Money is credited from one bank to another within the order of seconds. ČS was the first bank on the market to provide this
- **PENSION SAVINGS** – Česká spořitelna – penzijní společnost has made a unique portal available to its business partners. With it, they get a clear idea of the status of savings, arrange new pension savings or help make a change for existing clients
- **MULTIBANKING** – ČS launched the first multi-banking payment button on the Czech market. People will be able to pay for transactions at Internet shops from their Internet banking system, regardless of the bank in which they have their account
- **ERSTE API Hub** - The Erste API Hub portal developed successfully. Thanks to it, corporate clients are using ČS's API interface
- **DIGITAL CREDIT APPLICATION** - The second-generation digital credit application will bring simplification of work for client-facing staff and gradual digitization of the lending process

# ČS Cares about Sustainability

Česká spořitelna aligned operational and strategic frameworks with the United Nations Sustainable Development Goals to address social, economic and environmental challenges on a global scale

## **From Words to Deeds: Česká spořitelna took significant steps to turn its commitment to sustainability into action:**

- Innovative Mobile Banking Solutions: Nearly 3 million clients received financial health advice, leading to an average improvement of CZK 8,235. In 2024, "Smart Settings" offered personalized tips, with 25,000 clients using it and half acting on recommendations. The Bank also launched George Internet Banking for Kids, teaching financial literacy to children under 15 through interactive features and guides
- Financial Health Advisory for Businesses: Česká spořitelna provided CZK 64.8 billion for innovative projects in 2024, focusing on digitalization, technological transformation, and enhancing competitiveness with new products and services. The Bank also financed major energy initiatives and introduced services for sustainable practices, including e-mobility and energy efficiency
- Česká spořitelna, through its subsidiary Affordable Housing, focuses on building apartments for key professions like healthcare workers and teachers, supporting regional development. In 2024, ČS invested CZK 152 million, completing 254 apartments, with 695 more under construction. By the end of 2025, ČS aim to expand to over 1,000 apartments
- Empowering Education: The Skoala platform, building on Abeceda peněz, offers teachers modern methods, videos, and games for engaging learning. In 2024, it involved over 700 schools and nearly 1,500 educators, with a goal of reaching 2,000 schools by 2025
- ČS implemented mandatory sustainability training for all employees
- The Board of Directors approved the Sustainability Strategy with a strategic focus through 2026



# Selected Domestic & International Awards

## Mastercard Bank of the Year (Mastercard Banka roku)

- Česká spořitelna secured the top honor in the overall category Bank of the Year
- At the same time, the Bank also excelled in three other key categories: Corporate Bank of the Year, Private Bank of the Year, and Mobile Application of the Year

## Visa Best bank (Visa Nejlepší banka)

- Česká spořitelna claimed victory in the overall Best Bank 2024 category
- Česká spořitelna also earned second place in the Most Client-Friendly Bank category

## Golden Crown 2024 (Zlatá koruna)

- Golden Crown - ČS's Mortgage, George Virtual Card, George in Mobile educational programme Money Alphabet, Loan for the Future from ČS Building Society
- Silver Crown – Mortgage for the Future, Building savings with a guarantee of double, ČS Pension savings
- Bronze Crown – Entrepreneurship Academy training programme, George in Mobile (the Public Award)

## People in Need Index

- Česká spořitelna was ranked the 2nd most responsible lender in the cash loan market in the Czech Republic

## Top Employer of the Year

- ČS has become for the third consecutive time the number one and the first career choice of university students in the field of Banking and Investment
- At the same time, the Bank also won in the special Economist category, where the Employer of the Year is selected only by students of the faculties of Economics at universities with the best academic results

## Financial Product of the Year 2023 by Finparada.cz

- In February 2024, ČS was declared the most successful bank in the annual competition of the financial portal Finparada.cz and won the Product Company of the Year award. The Bank won the first place in the categories of building savings and pension savings. In addition, the Top Stocks fund won the Public Award

## World Customer Centricity Awards 2024

- Česká spořitelna became the overall winner with its Financial Health strategic offer

## Qorus Reinvention Awards – Europe 2024

- Mobile George won bronze in the ESG category for its functionality that helped clients to draw the various state subsidies to which they are entitled

## Qorus – Infosys Finacle Banking Innovation Awards

- Our strategic focus on financial health received the top prize

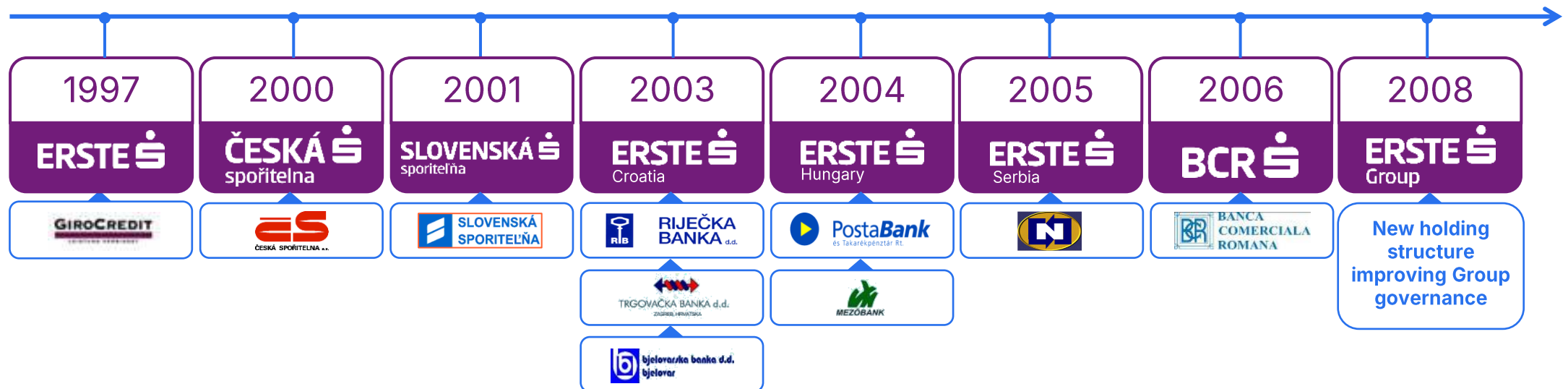
**Erste Group**



# Introduction to Erste Group

## Austria's first savings bank: Founded in 1819

- Erste Group went public in 1997 with a strategy to expand its retail business model into CEE
- Acquisition of more than 10 banks between 1997 and 2008
- Erste core activities – besides the traditional strength in serving private individuals and SMEs – include advisory services and support for corporate clients (incl. access to international capital markets)
- Erste Group's customer base grew from 600,000 in 1997 to 16.6 m in December 2024

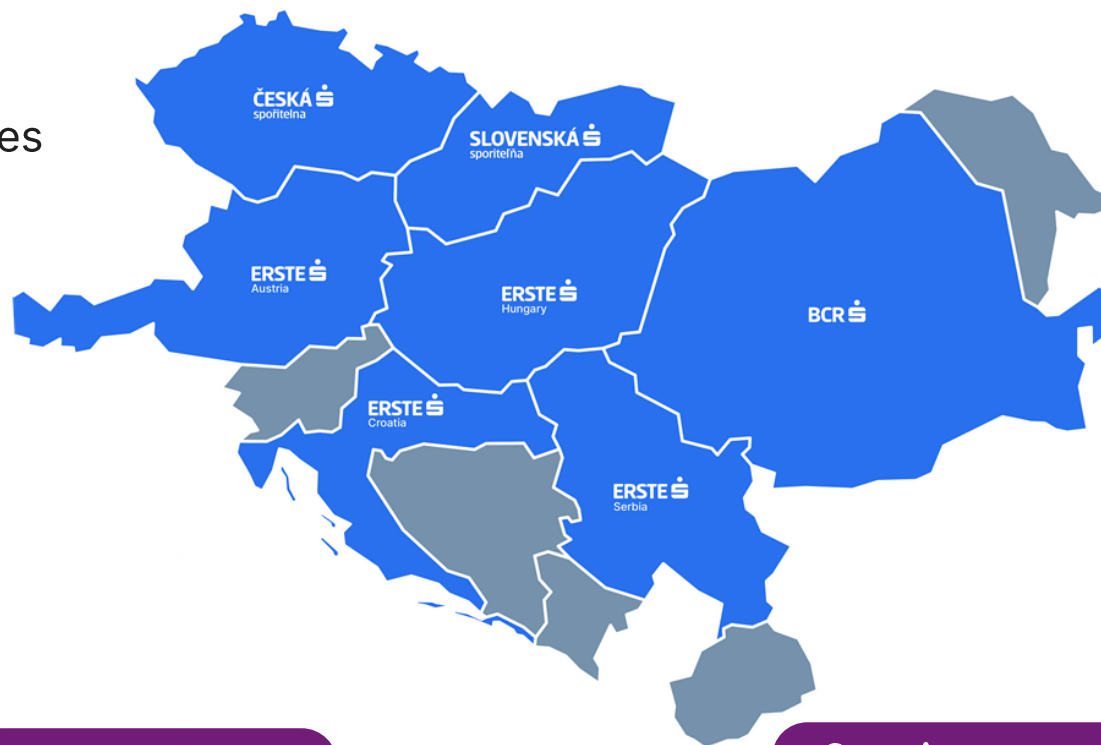


# Erste Group – Leading Retail Bank in Central and Eastern Europe

Leading retail and corporate bank in 7 geographically connected countries

Favourable mix of mature & emerging markets with low penetration rates

Potential for cross selling and organic growth in CEE



## Austria

Clients: **4.3 m**  
 Retail loans: **21.4%\***  
 Retail dep.: **24.4%\***  
 Branches: **743**

## Czech Republic

Clients: **4.6 m**  
 Retail loans: **27.0%**  
 Retail dep.: **24.2%**  
 Branches: **337**

## Slovakia

Clients: **1.9 m**  
 Retail loans: **24.6%**  
 Retail dep.: **27.2%**  
 Branches: **160**

Direct presence

Indirect presence

## Croatia

Clients: **1.3 m**  
 Retail loans: **16.2%**  
 Retail dep.: **14.9%**  
 Branches: **128**

## Serbia

Clients: **0.5 m**  
 Retail loans: **6.7%**  
 Retail dep.: **5.6%**  
 Branches: **88**

## Romania

Clients: **3.0 m**  
 Retail loans: **16.9%**  
 Retail dep.: **12.5%**  
 Branches: **317**

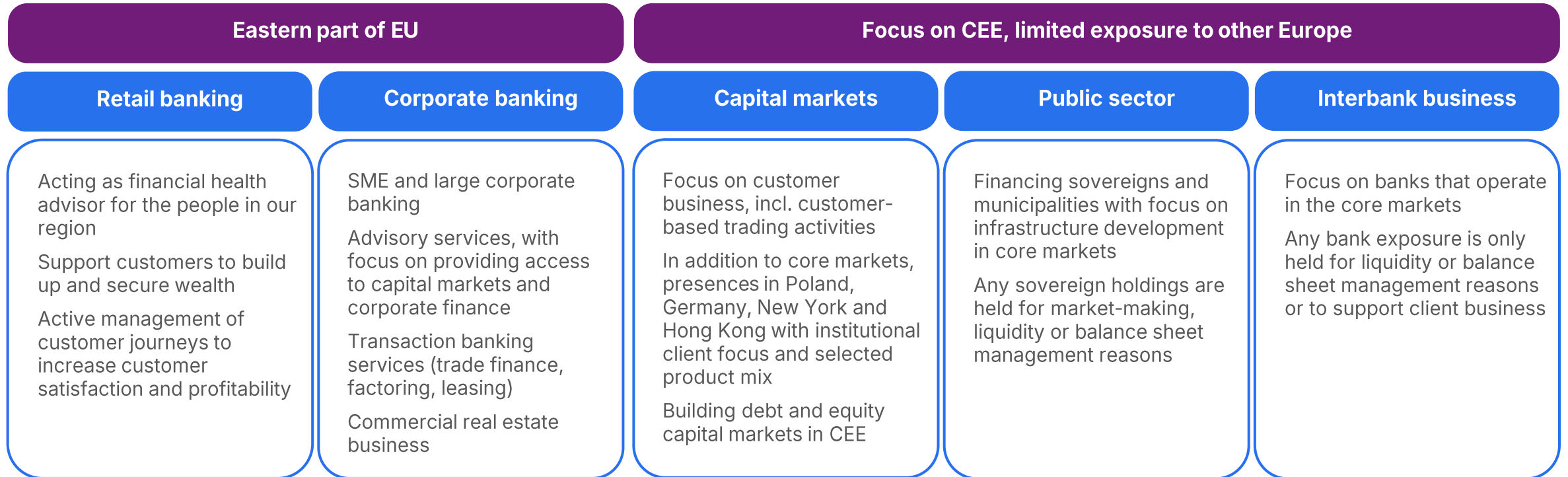
## Hungary

Clients: **1.0 m**  
 Retail loans: **11.5%**  
 Retail dep.: **10.4%**  
 Branches: **98**

\* Market shares data of Austria as of September 2024



# Strategy of Erste Group



**Building a distinctive brand identity**

**Providing everyone with access to financial expertise and financial advice**

**Driving efficiency through digitisation**

**Developing innovative financial health propositions**

**Expanding through organic and inorganic growth**

# Erste Group at Glance

<b>1,871</b> branches	
<b>45,717</b> employees	
<b>16.6</b> m clients	
<b>ERSTE</b> 	

Consolidated IFRS (in EUR m)	2022	2023	2024	Y/Y Change
<b>Balance Sheet</b>				
Total assets	323,865	337,155	353,736	4.9%
Customer loans	202,109	207,828	218,067	4.9%
Customer deposits	223,973	232,815	241,651	3.8%
<b>Profit &amp; Loss Statement</b>				
Net profit	2,165	2,998	3,125	4.3%
<b>Financial Ratios</b>				
Return on Equity - ROE	12.6%	15.9%	15.2%	
Net Interest Margin	2.2%	2.5%	2.5%	
Cost/Income Ratio	53.4%	47.6%	47.2%	

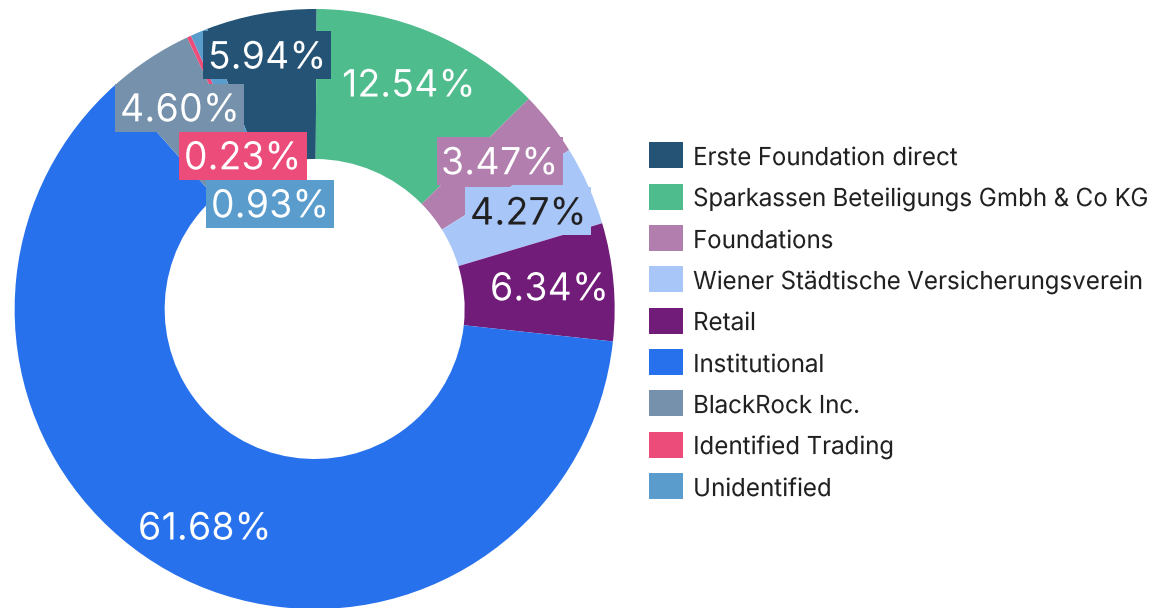
## Erste Group Ratings (as of 24 February 2025)

Rating Agency	Long-term	Short-term	Outlook
<b>Fitch</b>	A	F1	stable
<b>Moody's</b>	A1	Prime - 1	stable
<b>Standard &amp; Poor's</b>	A+	A-1	positive

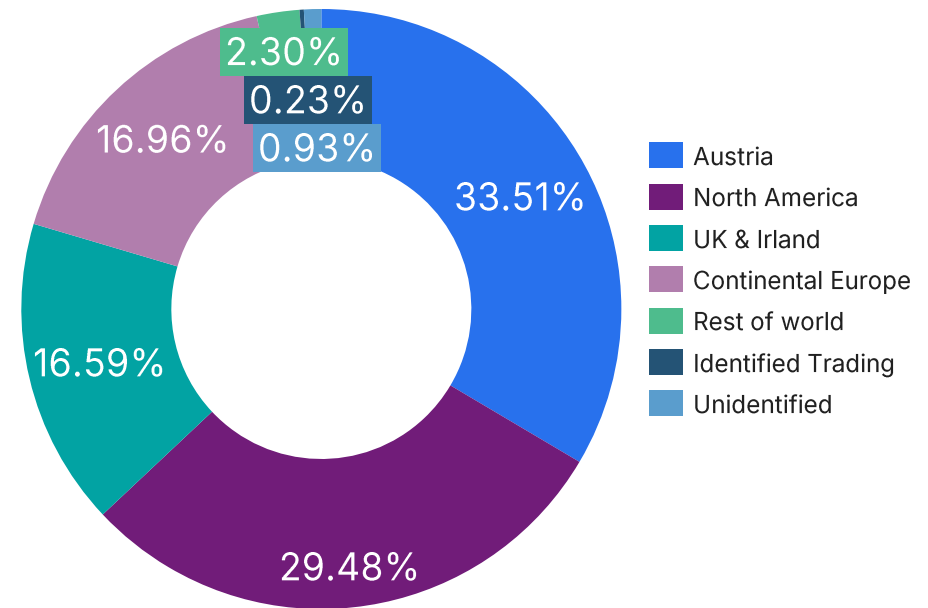
# Shareholders Structure Erste Group Bank

Total number of shares: **410,514,384**

## By investor



## By region



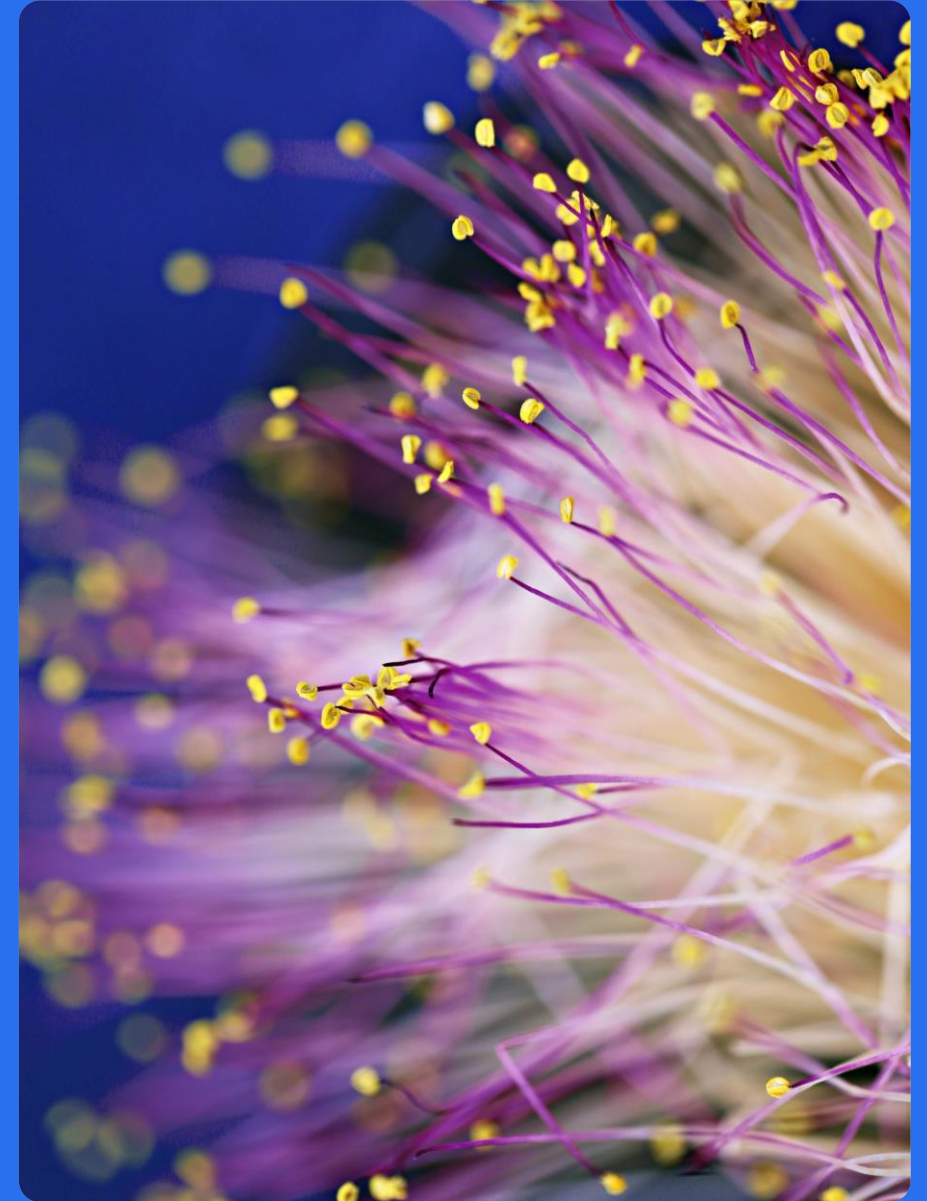
- **Foundations** include Erste Employees Private Foundation, Syndicated Savings Banks Foundations, own holdings of Savings Banks
- **Identified Trading** includes Market Makers, Prime Brokerage, Proprietary Trading, Collateral and Stock Lending positions which are visible through custodian bank lists
- **Unidentified** include unidentified institutional and retail investors
- The shareholder structure may contain rounding differences

# ČS Group Product Offerings



# Advisory for Retail Customers

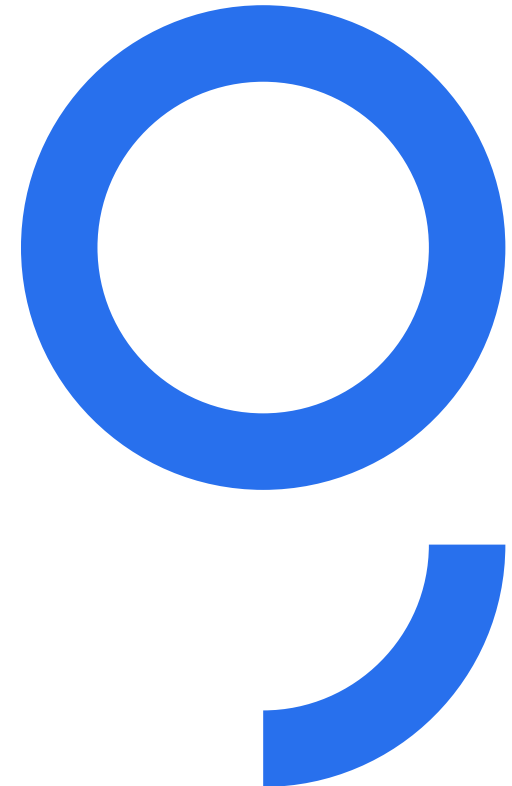
- With a unique financial health proposition that combines in-person and digital advice, we improve clients' financial health
- We enable clients to objectively assess their financial health using financial indicators, show priority areas for solutions and offer a path to improvement through a combination of product and non-product solutions
- We educate clients and improve their financial literacy
- We tailor products and services to our clients' needs, seeking or capitalizing on their savings



# George for Retail Customers

Banking of the future that will make clients' life easier

- **Online advisor 24/7**  
George helps with money management and answers every question at any time
- **Mobile banking valued by clients (TOP3 app)**  
George pays, changes the limit and blocks the card no matter where client currently is
- **Simple to use**  
Client enters the word or number related to the payment and George will find it within a second. George carefully sorts out the client's expenditures, so they know exactly what they are paying for and how much
- **Unique FIT Zone**  
Enables clients to get direct access to personalised digital advice and a range of programmes aimed at improving financial health
- **Higher security level and more comfortable login**  
Client sets their own login and adjusts the layout according to their ideas; can use authenticated calls with a banker and control or purchase services and products in a secure environment



# Main Product Offering for Retail Customers

## Accounts & Cards

- Plus account
- Standard account
- Basic account
- Entrepreneur current accounts
- George (mobile & internet banking)
- Debit and Credit cards
- Virtual payment cards
- Deposit account
- Apple Pay and Google Pay

## Lending products

- Consumer loans (including loans consolidation)
- Money on click – revolving loan
- Operating, investment, mortgage, revolving, non-purpose loans for entrepreneurs
- Mortgages - including American and Green mortgage (ESG)
- Building Society Loans
- Lombard loans
- Overdraft

## Savings & Investment Products

- ČS Savings account with envelopes for separate goals
- Mutual funds, Debt securities
- Building savings
- Retirement benefit schemes
- Life/non-life insurance
- Asset management
- Funds of qualified investors
- Private equity

# Main Product Offering for Corporate Customers

## Payment Services

- Current accounts and business cards (debit and credit)
- Business 24 Internet banking & Business 24 Mobile bank, MultiCash, George Business (new internet banking)
- Cross-Border Services
- Card acquiring

## Trade & Export Finance

- Documentary business & bank guarantees
- Export finance

## Hedging

- FX risks, Commodities & Interest rate risks hedging

## Issuers Services

- Custody services, depositary, cash payouts, squeeze-outs

## Lending Products

- Working capital & investment financing
- Real estate & project financing
- Syndicated, club & acquisition finance
- Debt capital markets

## Advisory services

- Financial & strategic advisory
- Debt & Rating advisory
- M&A advisory
- Grant advisory
- Companies' valuation
- Equity capital markets



# Special Programmes for Corporate Customers

## InvestEU Programme (guarantees) of EIF

- ČS has a long-term experience with EIF guarantees and last year – after termination of InnovFin guarantee – arranged new guarantee programmes within InvestEU
- The guarantee extends the availability of funding for innovative and digital companies and ESG projects and makes it more attractive to ČS customers

### Key parameters of the guarantee:

- Focus on projects in the area of Innovation, digitization and ESG
- Guaranteed exposure 50%
- SME businesses – up to 250 employees, EUR 50 m turnover or EUR 43 m assets; Mid-caps up to 500 employees
- Eligible also for start ups – max. 3 years from registration
- Loan amount – from EUR 25 thousand up to EUR 7.5 m
- Loan maturity – up to 12 years

### Another guarantee programme is InvestEU-Microfinance

- The EIF guarantee is focused on financing of small start-ups up to CZK 1.2 m
- ČS covers the whole spectrum of loans (from start-ups to midsize companies) by guarantees of EU financial institutions. In this area CS holds the significant position on the market

## Global Loan EIB

- Global Loan is intended to support the projects realized by municipalities, SMEs and midsize companies up to 3,000 employees, in the form of advantageous interest rate
- Up to 100% of eligible project costs can be financed from Global Loan
- Global Loan can be connected with support programmes of European Commission: guarantee programmes of EIF and EIB
- Financed projects are more and more focused on the area of ESG and green investments

# Main Financial Market Products

## Treasury

- Investment products
- Products for foreign currency risk management
- Products for interest rate risk management
- Money market products

## Asset management

- Investment advisory for institutional and private clients
- Individual portfolio management

## Investment banking

- Bonds & Equities trading and brokerage
- Primary issues (domestic bonds, eurobonds, commercial papers)
- Corporate finance advisory
- Private Equity, Venture Capital, Acquisition Finance

## Research / Consultancy

## Custodian and securities/artworks depository services

# Contact

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