



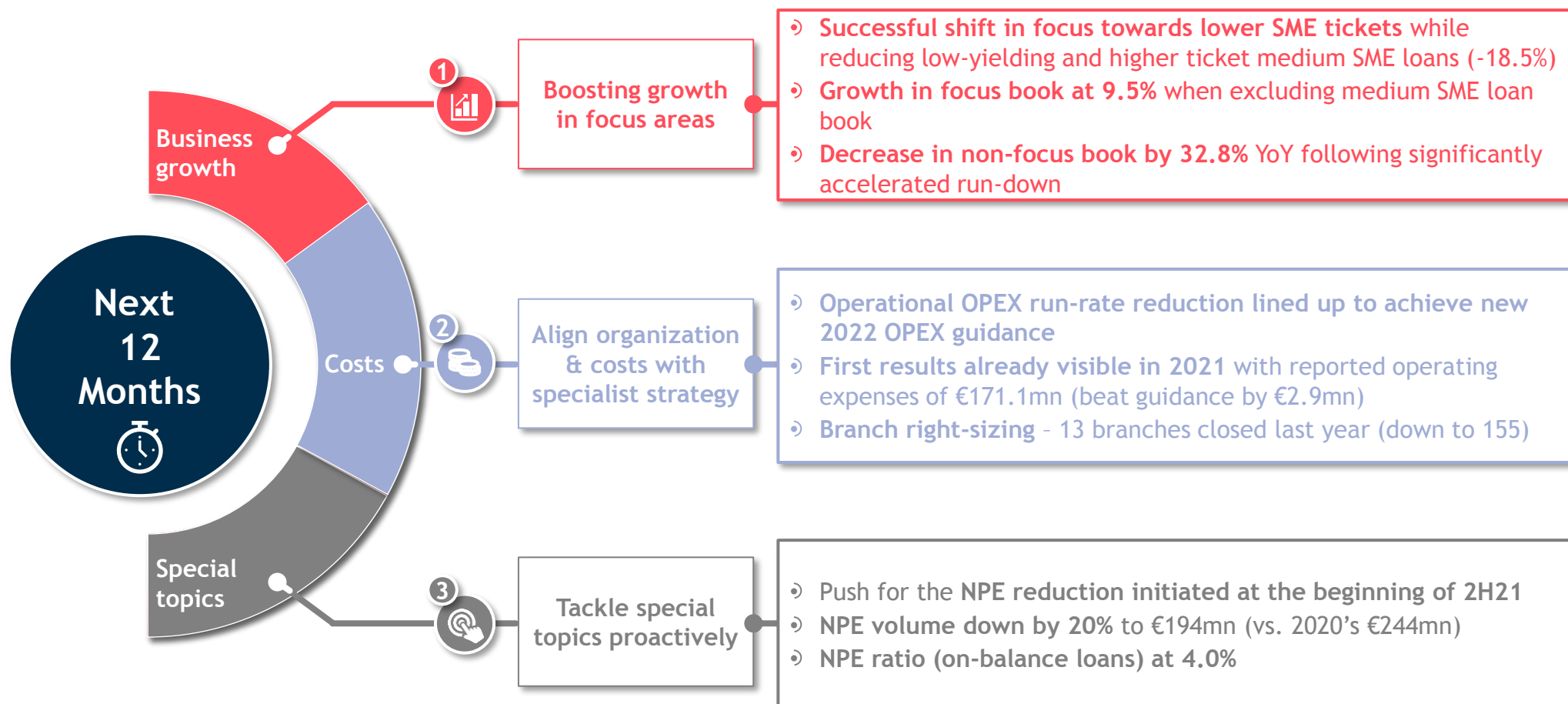
Addiko Bank

Addiko Group: Annual General Meeting 2022

14 April 2022

Summary

- Net profit of €13.6mn in 2021 (2020: €1.4mn) despite challenging environment
- SREP 2021 reduces capital ratios: P2R at 3.25% (down from 4.1%), P2G at 2% (down from 4%), the latter being dependent on the results of the AQR stress test going forward
- First visible effects of the Transformation Program already in 2021



Earnings

- **2021 net profit of €13.6mn (YE20: €1.4mn)**
- **Business in focus areas:**
 - New business generation strongest in 4Q21 (up 15% vs. 4Q20)
 - Gross disbursements up 34% YoY
 - NCI of focus book up 13% YoY
- **Provisioning at -0.40% Cost of Risk with €-13.2mn (YE20: €-48.4mn at CoR -1.4%)**
- **Operating result down by -12.5% YoY to €54.9mn mainly affected by costs for management changes, regular bonus accruals and restructuring costs**
- **Dividend of €46.6mn (€2.39 per share) distributed in two tranches in 2021**
- **2021 EPS at €0.70**

Asset Quality Containment

- **NPE volume down by 20% YoY to €194mn (YE20: €244mn)**
- **NPE ratio at 2.9% (YE20: 3.5%), NPE ratio (on-balance loans) at 4.0% (YE20: 4.7%)**
- **Overall exposure in moratoria down to only €2.4mn (YE20: €164mn)**
- **Business portfolio behavior remained stable despite expired moratoria (>94% of portfolio with no overdues)**
- **NPE coverage at 71.9% (YE20: 73.6%)**

Funding, Liquidity & Capital

- **Funding situation remained solid at €4.71bn customer deposits with LCR at c. 252%**
- **Capital ratio strong at transitional CET1 ratio of 22.2%, IFRS 9 fully-loaded CET1 ratio of 21.6% (2020: 20.3% and 19.3%, respectively)**

2021 Guidance

For the full year 2021 the Group delivered:

Outlook 2021 (as disclosed in 3Q21)

- ➔ **Net Banking Income:** stable at 2020 level
- ➔ **Operating expenses:** below €174mn
- ➔ **TCR ratio:** above 18.6% on a transitional basis
- ➔ **Gross performing loans:** c. €3.35bn (previously c. €3.5bn) with >5% growth in focus
- ➔ **Sum of other result and credit loss expenses on financial assets:** <1% on average net loans and advances to customers (revised with 1H21 disclosure)

Final 2021 results



- Growth in focus at 9.5% YoY excluding medium SMEs
- Overall focus book growth at 4% YoY influenced by intentional reduction in low-yielding and high-ticket medium SMEs



Gross Performing Loans

- Faster decrease in overall gross performing loans to €3.28bn due to accelerated run-down in non-focus (-32.8%) and exit from low-yielding and high-ticket medium SMEs (-18.5%)
- Full focus on Consumer & SME business going forward with shift towards micro and small tickets in SME

CHF Slovenia

- The Slovenian Parliament **passed the CHF law** on 2 February 2022 requiring lenders to **retroactively introduce an exchange-rate cap clause of 10%** in relation to all agreements for CHF loans concluded between 28 June 2004 and 31 December 2010 (up to 17 years back)
- Addiko has calculated a **worst-case scenario of €100mn to 110mn** based on its own interpretation of the imprecise nature of this legislation as disclosed on 2 February
- The law **contradicts European law and the Slovenian Constitution**, in the view of Addiko which is confirmed by several Slovenian and international law offices
- Upon entry into force on 26 February 2022, **Addiko filed an appeal against the CHF law with the Constitutional Court in Slovenia**, combined with a **request for suspensive effect**, together with 8 other affected banks; also the National Bank of Slovenia filed an appeal against the CHF Law
- In addition, Addiko filed a **Request for Arbitration with the ICSID** in Washington, DC against the Republic of Slovenia (BIT claim)
- On 4 March 2022, the **Slovenian government provided feedback** to the Constitutional Court that they were against the CHF Law and would support a suspension
- On 10 March 2022, the Constitutional Court **unanimously suspended the CHF Law in its entirety** until it has reached a final decision regarding its constitutionality

Dividend 2021

- Even with the new SREP in place, the **ECB requested a conservative stance** on dividends
- Based on their continuous dialogue, the Management was close to an agreement with the ECB
- The **surprising introduction of the CHF law in Slovenia changed the situation**
- **No dividend for 2021** in light of the potential worst-case scenario to mitigate future capital add-ons

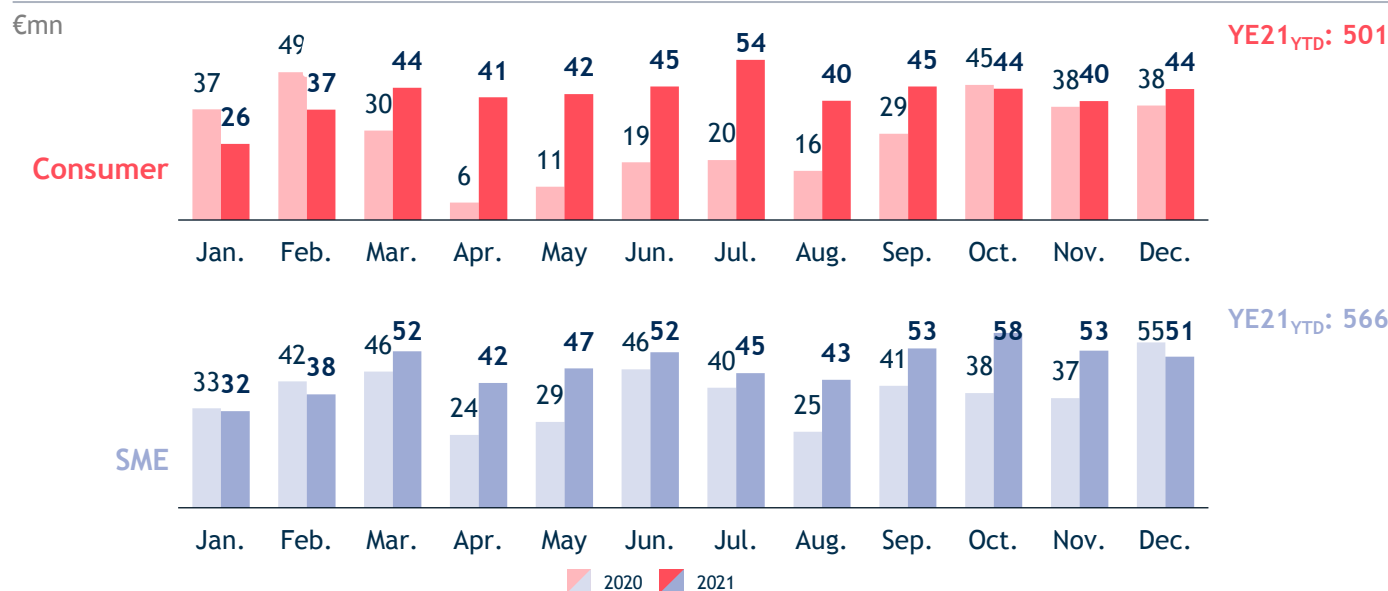
Russia- Ukraine War

- **Limits to affected banks in CSEE were cut in time**
- **Addiko Group's direct exposure to Ukraine, Russia and Belarus at below €10k**
- Indirect loan exposure of up to €13mn while potential impacts, if any, are being analyzed
- The overall global impact and knock-on effects on the region cannot be assessed at this point

GDP forecasts¹ (% real growth)

	Previous Forecasts						Updated Forecast
	2021E	2022E	2021E	2022E	2023E	2024E	
	Base	Base	Pessimistic	Pessimistic	Base	Base	
Slovenia	5.2%	4.1%	3.0%	0.7%	3.3%	2.8%	6.6%
Croatia	7.2%	5.0%	3.8%	1.6%	4.5%	4.0%	8.7%
Serbia	6.6%	4.6%	3.1%	2.1%	4.5%	4.4%	7.5%
Bosnia & Herzegovina	3.7%	3.1%	0.2%	0.6%	3.5%	3.0%	4.8%
Montenegro	8.4%	4.8%	4.9%	2.3%	2.4%	3.5%	11.4%
Euro Area	4.8%	4.4%	2.1%	1.3%	3.1%	2.9%	5.1%

New business continued on path of recovery during 2021



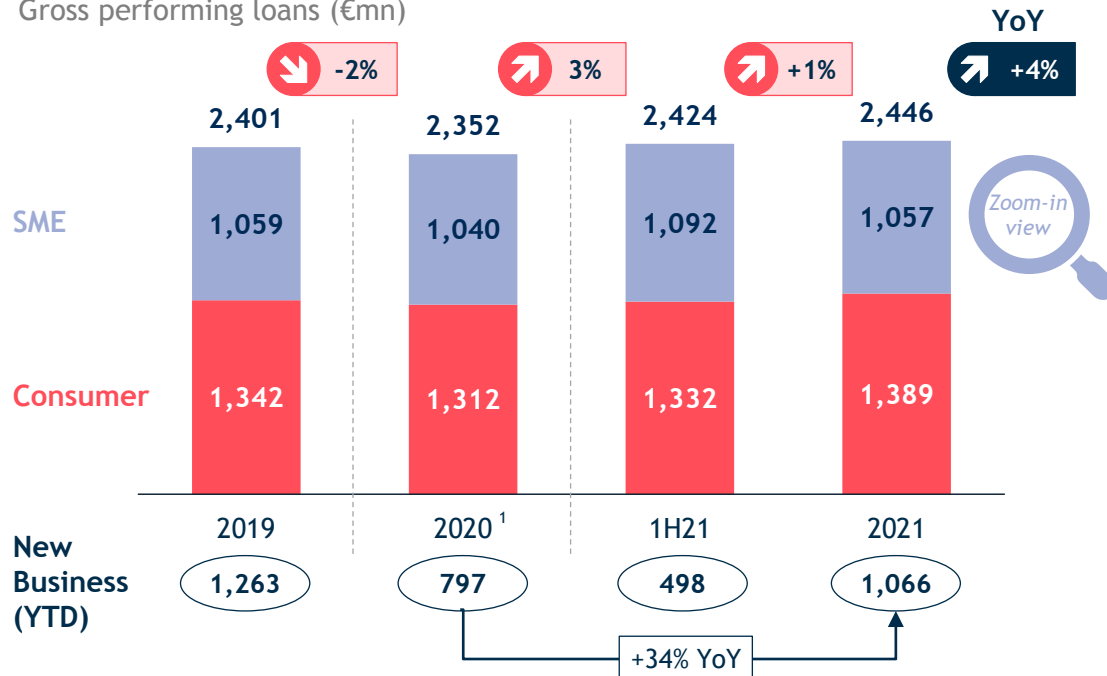
- **Solid 2021 macro** exceeding previous forecasts
- Overall, strong household consumption, flourishing business investments and rebound in tourism
- **Inflation gaining momentum** in the region (higher food and energy prices)
- **Political tensions** reoccurring in the region may have detrimental effect
- **Ongoing pandemic** still affecting the region with periodic waves
- So far **limited effect on economy** since people and companies are getting used to Covid-19 “normality”

- Further evolution of the war in Ukraine and associated impacts might influence the economic development in CSEE and the world

¹ Source: The Vienna Institute for International Economic Studies (wiiw).

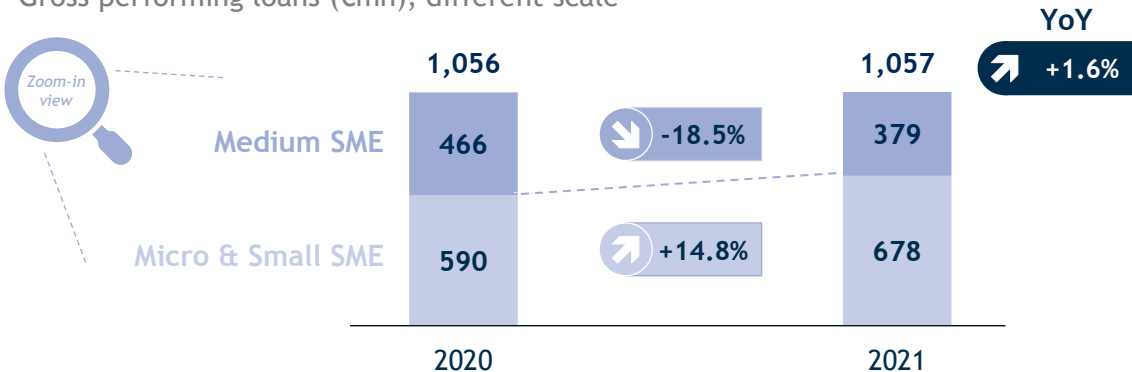
Focus portfolio development

Gross performing loans (€mn)



Portfolio shift towards smaller SMEs

Gross performing loans (€mn), different scale



- In 2021, management decided to shift towards lower SME tickets which resulted in significant growth:
- 9.5% growth in focus book excluding the medium SME loan book (overall focus book growth at 4.0% YoY)
 - +14.8% growth in small & micro segment
 - -18.5% reduction in medium SMEs
- Focus book increased to 74% of gross performing loans (Mid-Term target: c. 95%)
- New business in focus up 34% YoY
- Focus yield slightly up to 5.3% despite pricing pressure
- Accelerated non-focus reduction: down 33%
- Prudent risk approach remains strategic anchor

¹ From 1Q21 sub-segment Micro shifted from Consumer to SME (respective values for 2020: €1,296mn in Consumer and €1,056mn in SME).

2021 Laid a Solid Foundation to Becoming the Leading Specialist Bank for Consumer & SME Customers in CSEE

Addiko Bank

Key Strategic Pillars



Consumer

Strengthening Digital USP & grow customers



SME

Focus on niche segments
low ticket size, high yields



Expand by innovation

BNPL, partnerships &
Digital SME

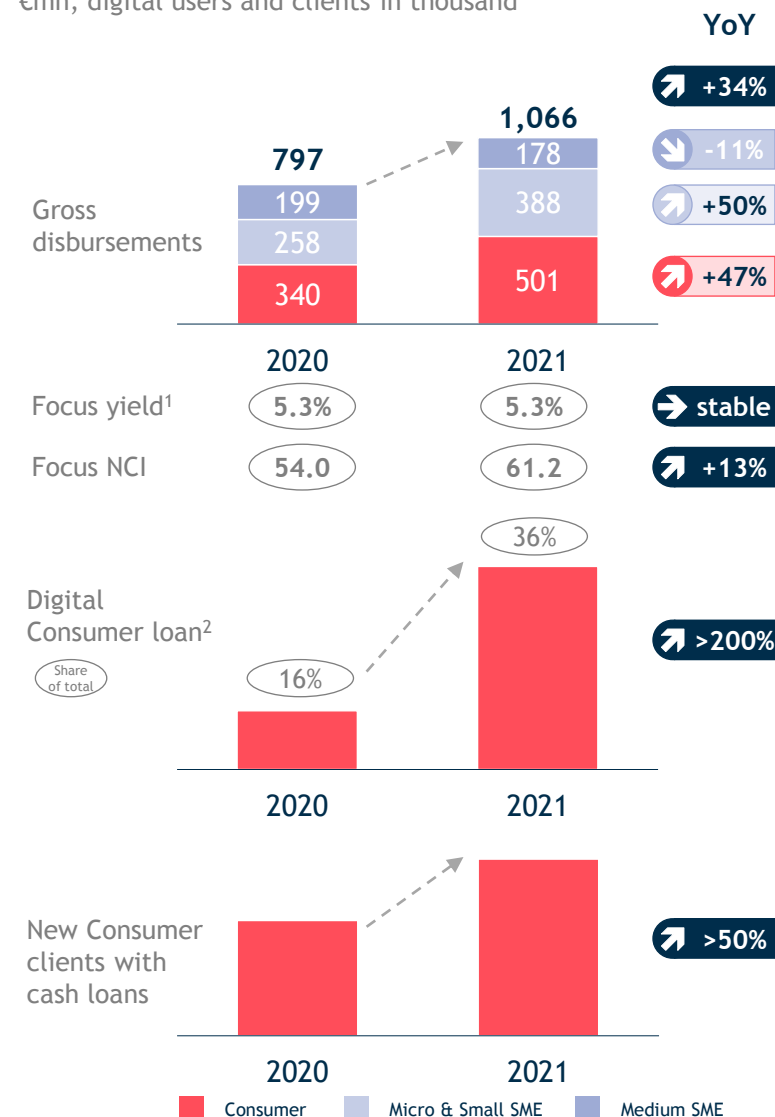


Operational excellence

Branch rightsizing & reduced IT
expenses

Improving dynamics in 2021

€mn, digital users and clients in thousand



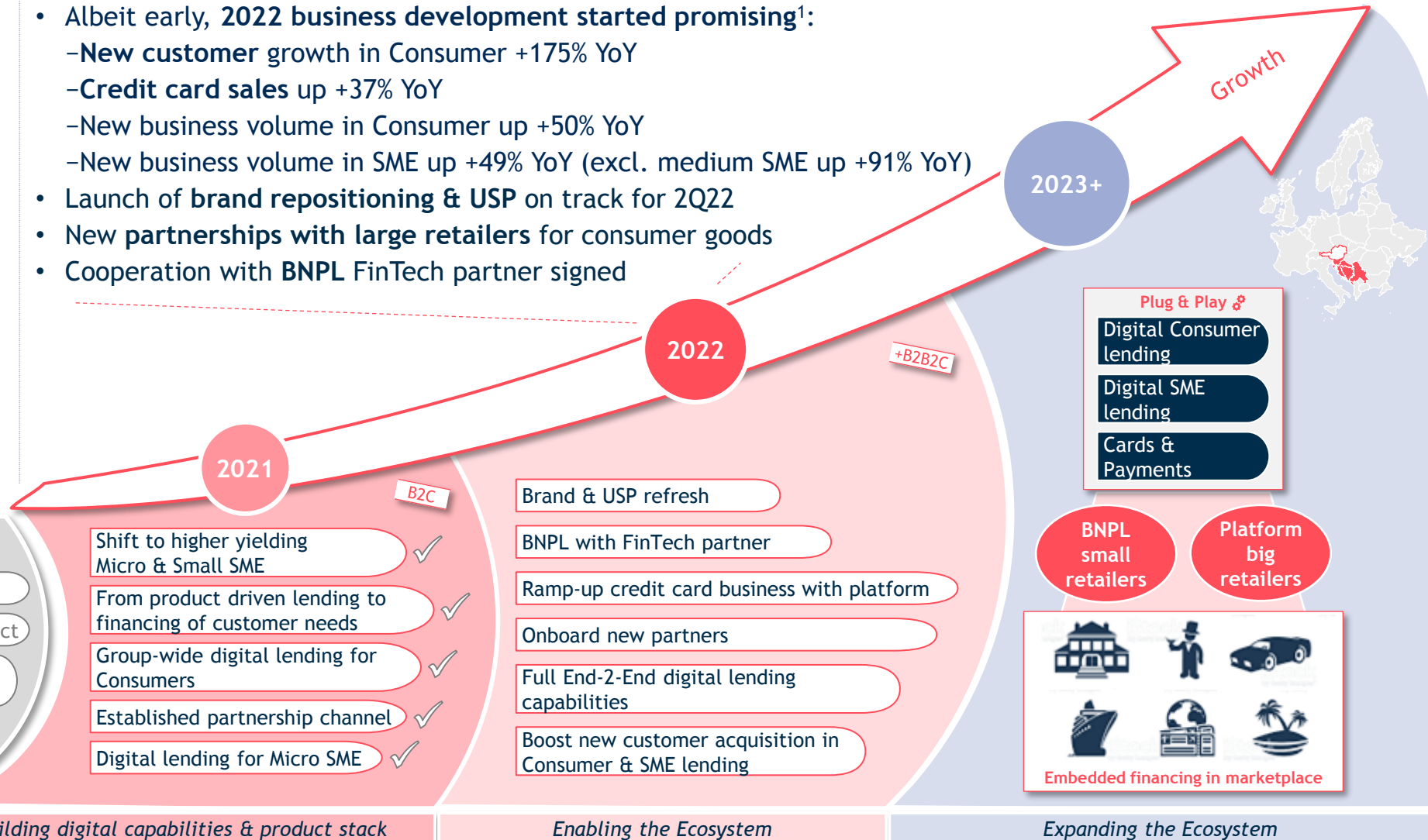
¹ Focus yield equals the gross yield of focus segments and is calculated as regular interest income

(i.e. excluding interest income on NPE, interest like income and before FTP) divided by the simple average of gross performing loans based on beginning and end of period amounts.

² Consumer loans originated through Web (incl. digitally initiated loans and overdraft in Slovenia) / total consumer loans disbursements.

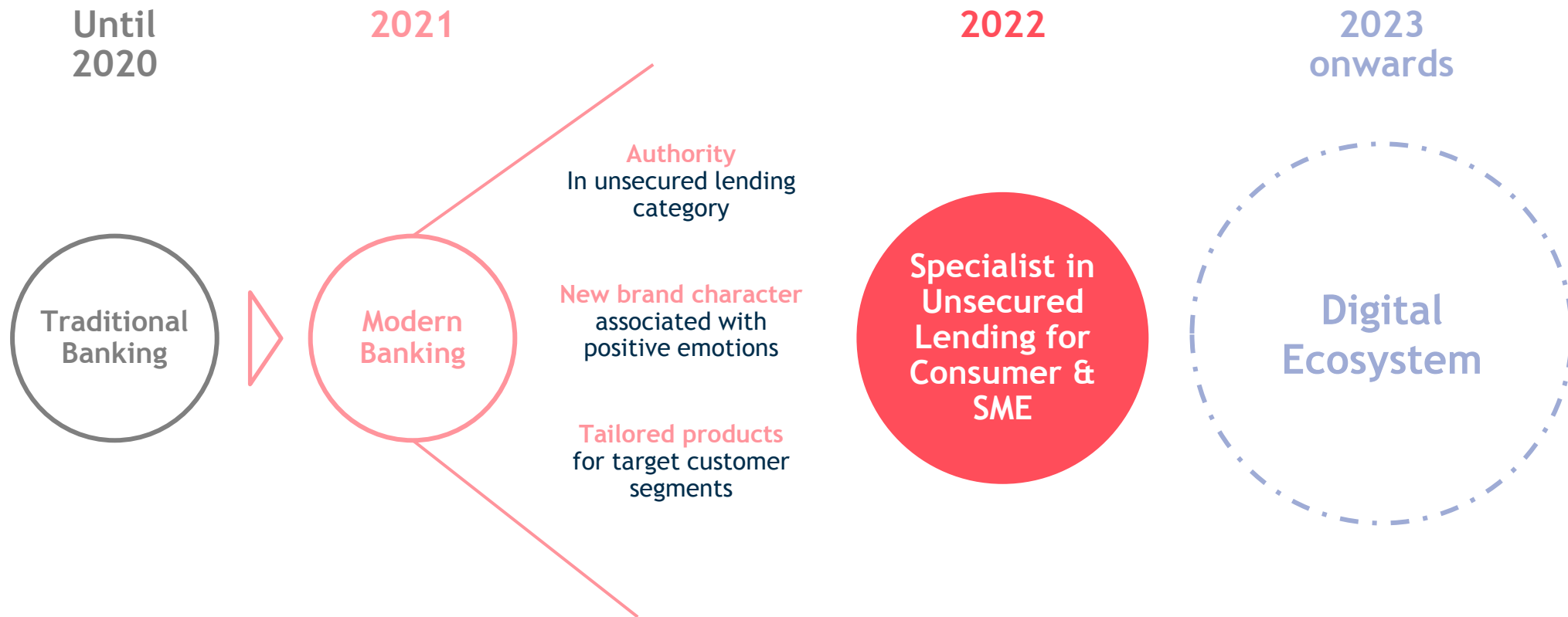
Game changers drive the Addiko Consumer & SME Ecosystem

- Albeit early, **2022 business development started promising¹**:
 - **New customer growth** in Consumer +175% YoY
 - **Credit card sales** up +37% YoY
 - **New business volume** in Consumer up +50% YoY
 - **New business volume** in SME up +49% YoY (excl. medium SME up +91% YoY)
- Launch of **brand repositioning & USP** on track for 2Q22
- **New partnerships with large retailers** for consumer goods
- Cooperation with **BNPL FinTech partner** signed



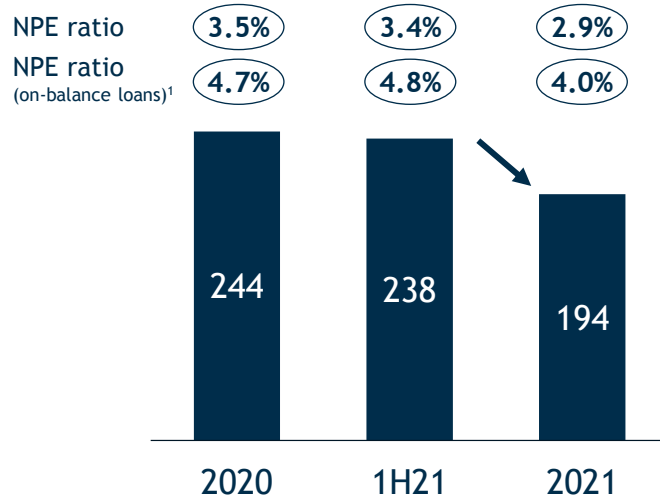
¹ YoY based on YTD figures for 1Q22.

“The role of Addiko is to make your life easier, to help you in unpredicted situations and to help you get things you want.”



NPE volume & ratio development

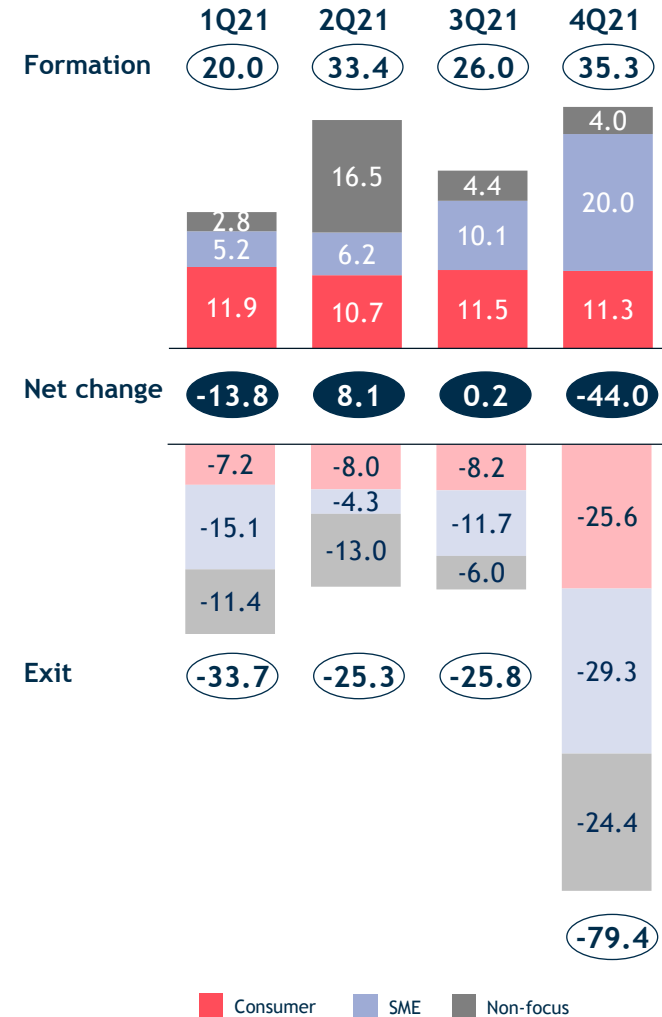
€mn



- Push for NPE reduction initiated as part of Transformation Program during 2H21
- Decrease of €50mn in NPE volume as result, NPE ratio (on balance loans) down to 4.0%
- More than 50% of NPE formation in SME during 4Q21 mainly related to proactive & prudent reflection of AQR feedback on clients potentially affected by Covid-19
- In total, NPE formation remained well below expectations across segments

Quarterly NPE formation & exit during 2021

€mn, QTD



¹ Incl. exposure towards National Banks (respective values excl. National Banks: 2020: 5.9%, 1H21: 6.0%).

Capital development¹

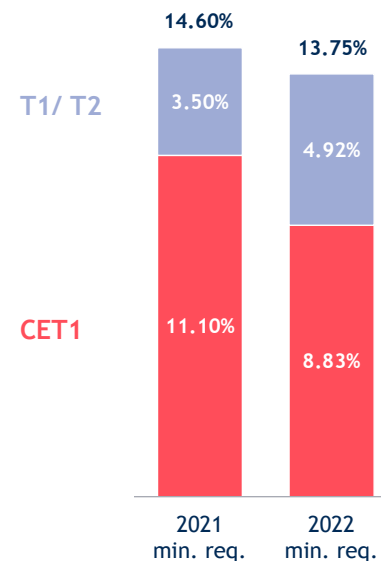
% CET1/TCR, YTD, RWAs transitional and fully-loaded in €mn



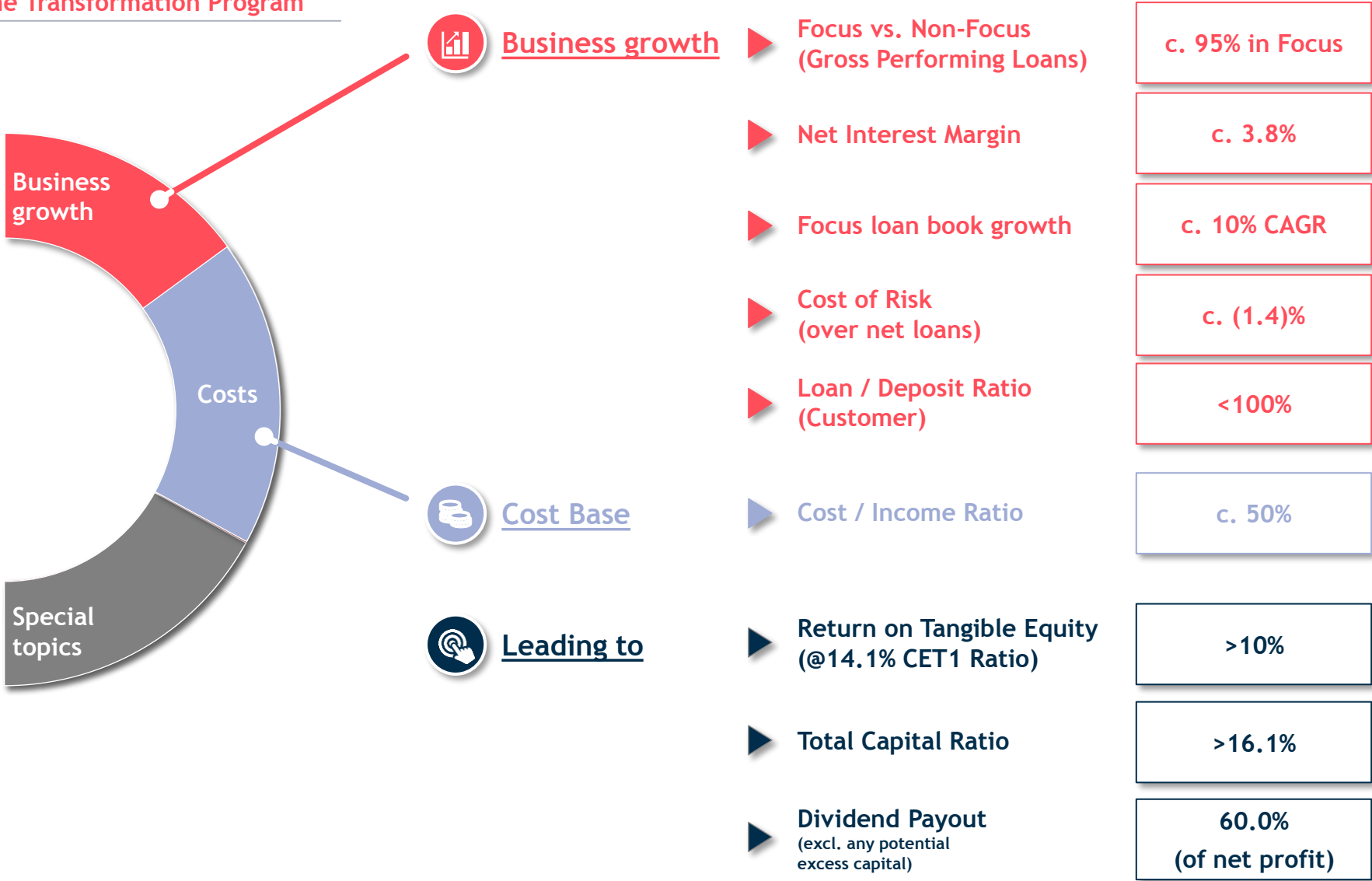
Capital requirement & guidance

SREP 2021 (valid as of 1 March 2022)

- Pillar 2 Requirement (P2R) of 3.25%** (4.1% in 2020), of which at least 56.25% must be held in CET1 and at least 75% in Tier 1
- In addition, **Pillar 2 Guidance (P2G) of 2%** (4% in 2020)
- The ongoing Comprehensive Assessment (AQR & CAST), whose result is expected in the second quarter 2022, will have an effect on the final evaluation of the P2G going forward



Pillars of the Transformation Program



The above Mid-Term Targets do not consider any potential impacts from the Slovenian CHF law or any potential knock-on effect from the Ukraine conflict on the CSEE region.

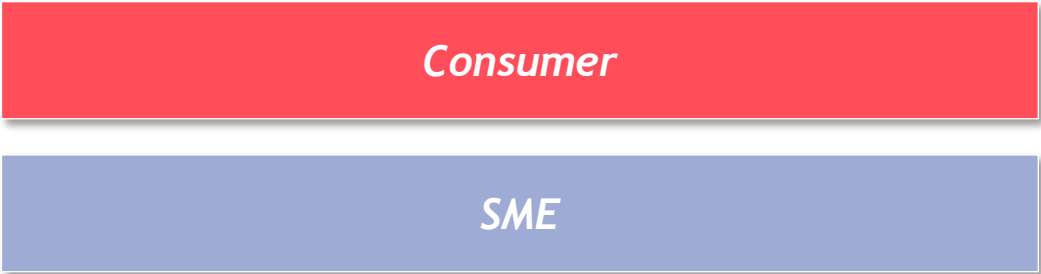
Additional Materials



Overview of Addiko

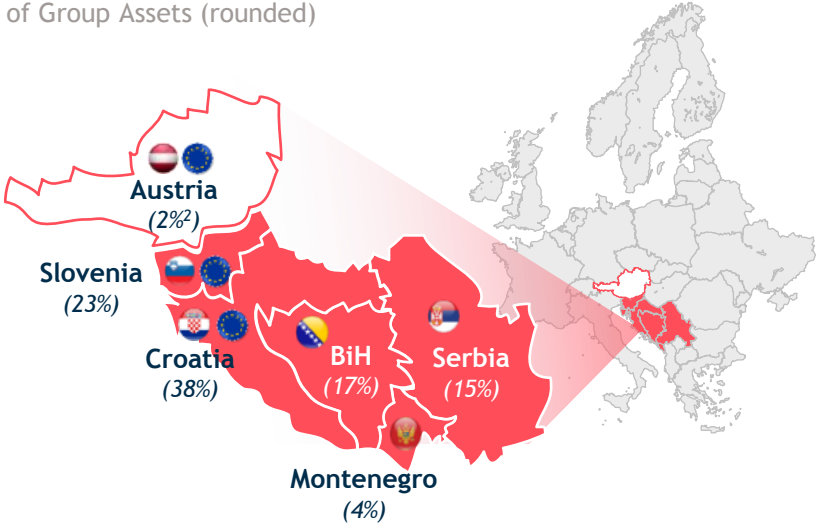
- ✓ Fully licensed bank with HQ in Austria, focused 100% on Central and South Eastern Europe
- ✓ Addiko Bank AG is regulated by the Austrian Financial Market Authority (“FMA”)¹ and by the European Central Bank (“ECB”)
- ✓ Pan-regional platform focused on growth in Consumer and SME lending
- ✓ Listed on the Vienna Stock exchange on 12 July 2019, admitted to ATX Prime on 15 July 2019 (19.5mn shares)

Repositioned as a focused CSEE specialist lender



Operating as one region - one bank

2021, % of Group Assets (rounded)



2021



¹ Finanzmarktaufsicht Österreich.
² Includes total assets from Holding (€1,010mn) and consolidation/recon. effects of (-€894mn).
³ EU is calculated based on sum of total assets from Slovenia, Croatia and Holding (incl. consolidation). EU accession is calculated based on sum of total assets from Bosnia & Herzegovina, Serbia and Montenegro.



Herbert Juranek
Chief Executive Officer

Chair of the Management Board

>20 years in Banking
Addiko since May 2021



Edgar Flagg
Chief Financial Officer

>10 years in Banking
Addiko since July 2012



Tadej Krašovec
Chief Risk Officer

Member of the Management Board

>18 years in Banking
Addiko since September 2016



Ganesh Krishnamoorthi
Chief Market, IT &
Digitalization Officer

Member of the Management Board

>20 years in Banking
Addiko since August 2020

- ✓ **Liquid balance sheet**
 - LCR ratio: 252% (YE20: 209%)

- ✓ **Liquid assets**
 - €1.36bn of cash (-14bps on avg.)
 - €1.01bn of investment portfolio (116bps on avg.)

Data as of YE21

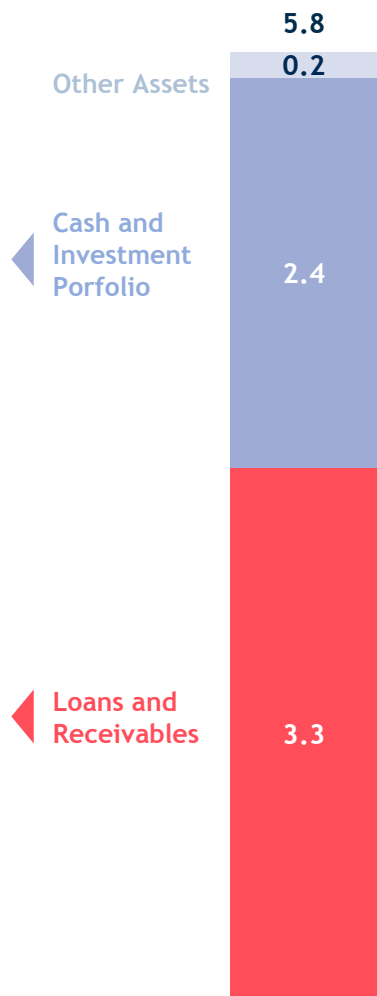
- ✓ **Substantially de-risked asset base**
 - NPE ratio: 2.9% (YE20: 3.5%)
 - NPE ratio (on-balance) :4.0% (YE20: 4.7%)

- ✓ **Solid provision coverage levels**
 - 71.9% NPE coverage ratio (YE20: 73.6%)
 - 121.4% incl. collateral (YE20: 122.6%)

Data as of YE21

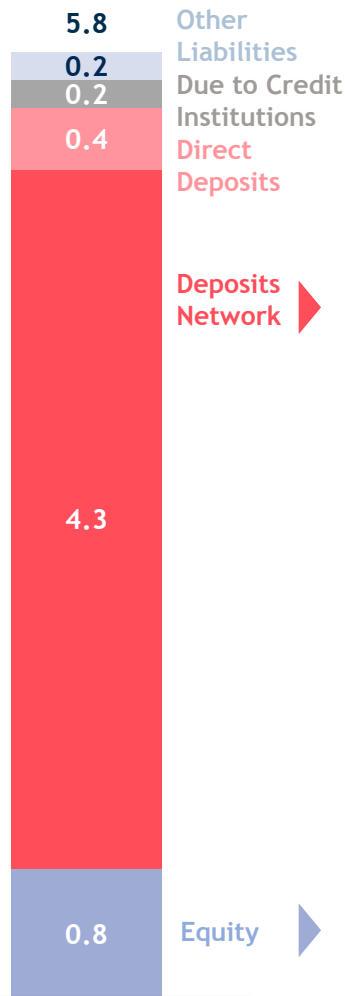
Assets

2021, €bn



Liabilities and Equity

2021, €bn



- ✓ **Strong deposit base**
 - Loan-deposit ratio (customer) : 69.6% (YE20: 75.8%)

- ✓ **Funding surplus¹: c. €1.4bn**

Data as of YE21

- ✓ **Robust capital base**
 - 21.6%² fully-loaded CET1 ratio

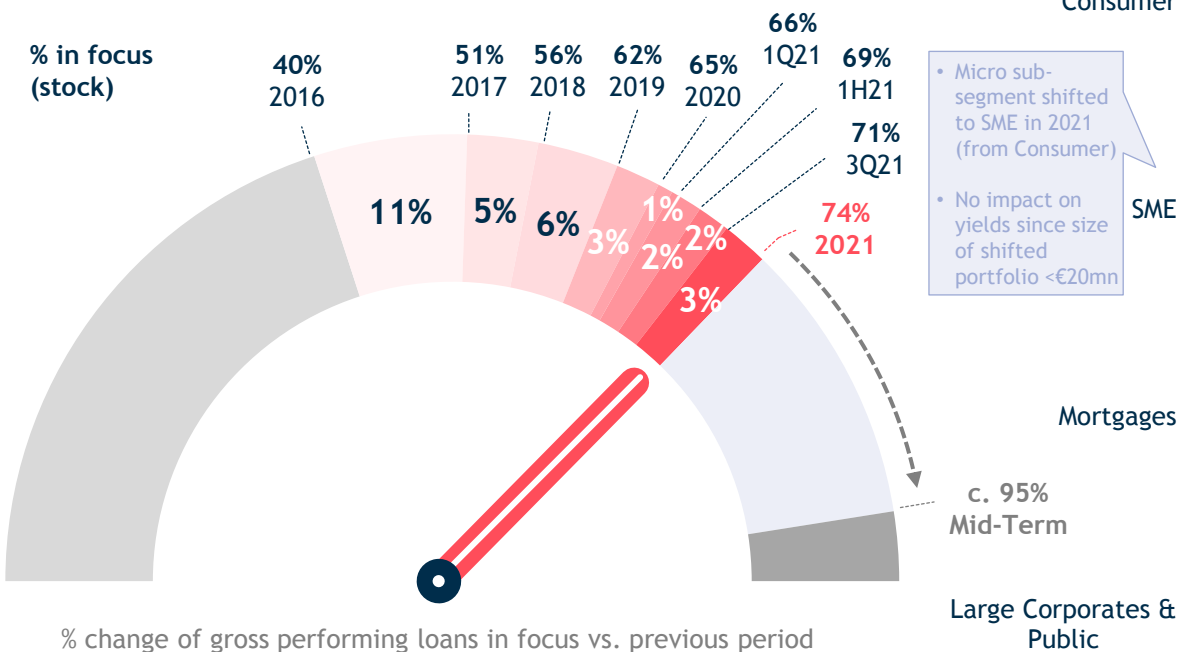
- ✓ **Ongoing RWA optimization, potential capital optimization with eligible instruments in future**

Data as of YE21

¹ Calculated as difference between deposits of customers and loans and advances to customers. ² Transitional CET1 ratio amounts to 22.2% as of YE21.

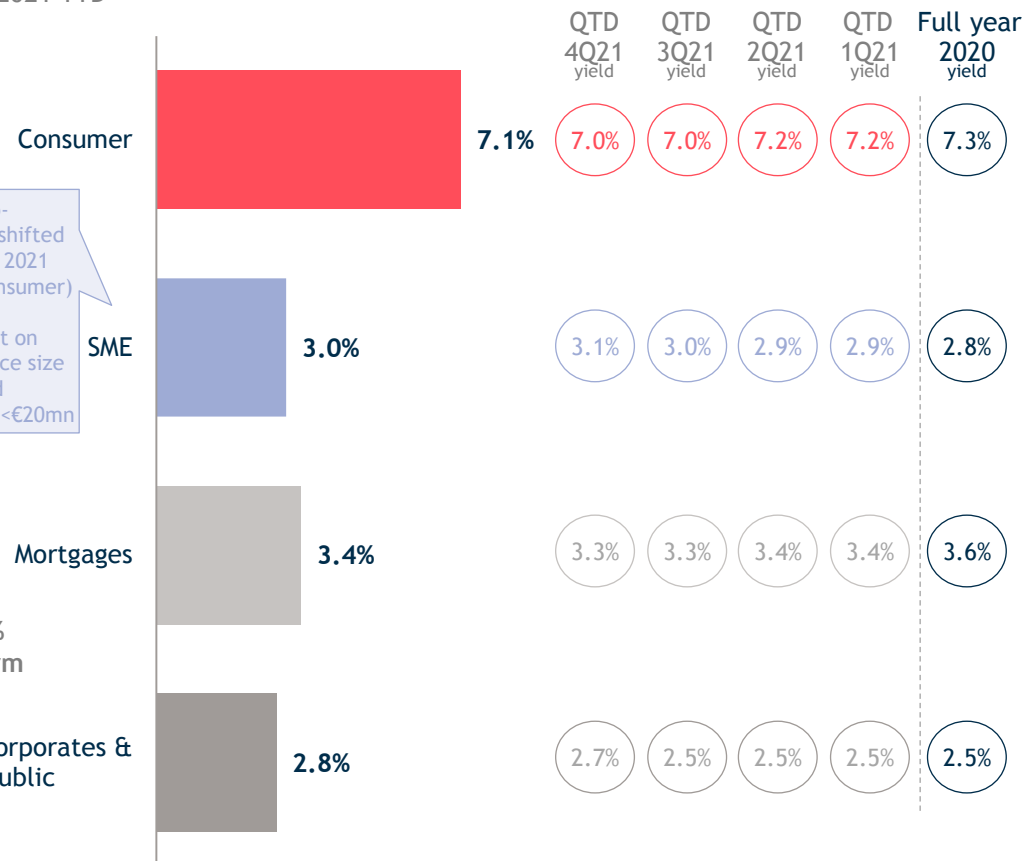
Gross performing loans in focus segments

Gross loans of focus segments as % of total gross performing loans



Gross yield by segment¹

2021 YTD



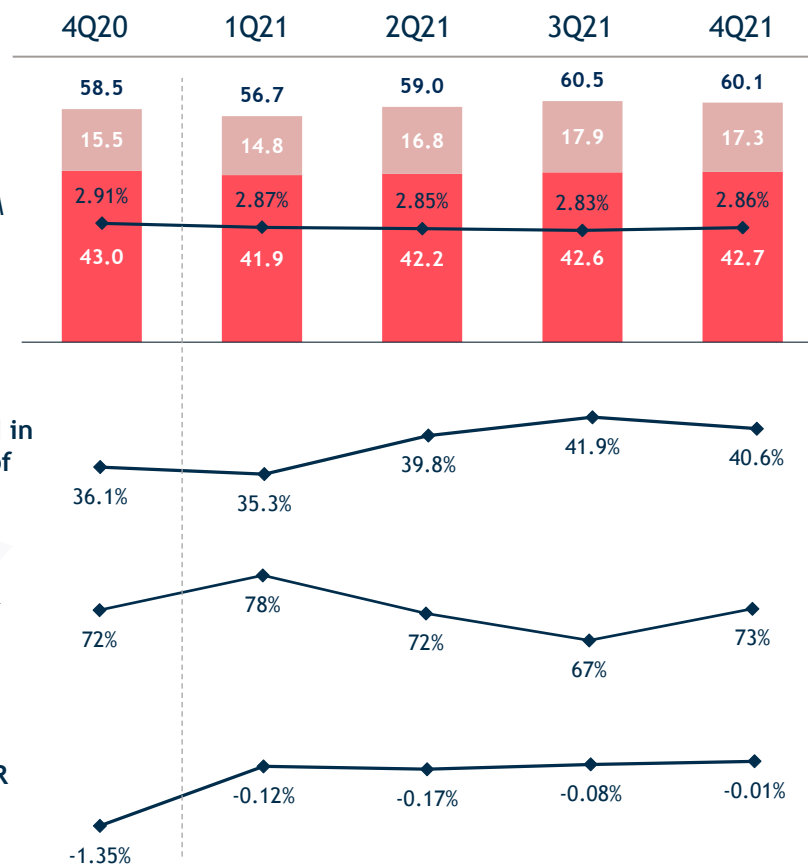
- Shift to focus inching up -double digit growth in focus as management ambition
- Ambition to develop focus book share towards Mid-Term target of c. 95%
- Focus yield slightly up to 5.3% during 2021
- Yield improvements in Large Corporates & Public Finance due to accelerated run-down of low yielding loans

¹ The gross yield is calculated as regular interest income (i.e. excluding interest income on NPE, interest like income and before FTP) divided by the simple average of gross performing loans based on beginning and end of period amounts.

Financial Performance 2021

€mn

		4Q21 (QTD)	YoY	
Net interest income	169.5	42.7	-2.9%	NCI NIM NII
Net fee & commission income	66.8	17.3	+11.7%	
Net banking income	236.3	60.1	+0.8%	
Net result on financial instruments	6.2	1.6	-46.9%	NCI in % of NII
Other operating result	-16.5	-6.6	+20.3%	
Operating expenses	-171.1	-43.6	+0.8%	
Operating result ¹	54.9	11.5	-12.5%	CIR
Other result	-20.9	-5.0	>100%	
Credit loss expenses on financial assets	-13.2	-0.4	-72.6%	
Tax on income	-7.2	-2.0	+45.4%	CoR
Result after tax	13.6	4.0	>100%	



- Net banking income slightly up despite short term income impact of accelerated non-focus reduction and exit from low-yielding medium SMEs, also supported by lower funding cost
- NIM up QoQ and growth in contribution of NCI on the back of increased business activities
- OPEX partially reflecting savings from Transformation Program, 4Q21 with usual seasonality
- Cost of Risk well below expectations

Deep-dive

- ① Mainly influenced by transformational restructuring and deposit guarantee costs
- ② Impairments on non-financial assets (incl. renegotiated IT contract) and legal provisions

¹ Operating result before impairments and provisions.

Key financials

P&L

in €mn

	YTD			QTD		
	YE21 (YTD)	YE20 (YTD)	+/- PY	4Q21	3Q21	+/- PQ
Net interest income	169.5	174.7	-2.9%	42.7	42.6	0.3%
Net fee and commission income	66.8	59.8	11.7%	17.3	17.9	-2.9%
Net banking income	236.3	234.4	0.8%	60.1	60.5	-0.7%
Other income ¹	-10.3	-2.0	>100%	-5.0	-4.4	13.0%
Operating income	226.0	232.5	-2.8%	55.1	56.0	-1.7%
Operating expenses	-171.1	-169.7	0.8%	-43.6	-40.7	7.2%
1 Operating result ²	54.9	62.8	-12.5%	11.5	15.4	-25.4%
Other result	-20.9	-8.1	>100%	-5.0	-6.9	-26.9%
Credit loss expenses on financial assets	-13.2	-48.4	-72.6%	-0.4	-2.6	-85.7%
Result before tax	20.8	6.3	>100%	6.0	5.8	3%
2 Result after tax	13.6	1.4	>100%	4.0	3.5	15%

Balance Sheet

in €mn

	YE21 (YTD)	YE20 (YTD)	+/- PY	+/- PQ
Total assets	5,842	5,915	-1.2%	-2.6%
Loans and receivables to customers	3,279	3,585	-8.5%	-5.6%
3 o/w gross performing loans	3,287	3,604	-8.8%	-5.6%
Customer deposits	4,708	4,728	-0.4%	-1.4%
Shareholders' equity	805	852	-5.5%	-5.5%

Key Ratios

	YE21 (YTD)	YE20 (YTD)	+/- PY (pts)	+/- PQ (pts)
NIM (in bps)	288	291	-3	4
Cost/income ratio	72.4%	72.4%	0.0%	0.1%
NPE Ratio (GE based)	2.9%	3.5%	-0.7%	-0.5%
NPE Ratio (on-balance loans)	4.0%	4.7%	-0.8%	-0.8%
Cost of risk (net loans)	-0.40%	-1.35%	0.9%	-0.03%
Loan-deposit ratio (customer)	69.6%	75.8%	-6.2%	-3.1%
CET1 ratio (transitional)	22.2%	20.3%	1.9%	2.3%
Total capital ratio (transitional)	22.2%	20.3%	1.9%	2.3%
CET1 ratio (fully-loaded)	21.6%	19.3%	2.3%	2.5%
4 Total capital ratio (fully-loaded)	21.6%	19.3%	2.3%	2.5%

1 Operating result at €54.9mn down by -12.5%:

- **Net Banking income flat YoY** influenced by accelerated run-down in non-focus as well as reduction in the low-yielding and high-ticket SME loan book, largely compensated by loan growth and higher fee income from the focus areas Consumer and Micro & Small SMEs
- **Other income down by €8.3mn YoY** on lower gains from bond realizations, higher restructuring costs & ECB supervision fees - partially compensated by lower deposit insurance costs
- **Operating expenses up by €1.4mn YoY** driven by bonus accruals (€7.3mn) and cost for management changes (€1.5mn), mitigated by Transformation Program savings initiated during 2H21

2 Result after tax of €13.6mn reflecting net increase in provisions for legal claims (€-16.4mn) & impairment on non-financial assets (€-4.2mn), compensated by lower credit losses with overall strong asset quality

3 Reduction in the performing loan book by €316mn YoY driven by accelerated run-down in non-focus and reduction in low yielding and high-ticket medium SME loans

4 Improved CET1 ratio stands at 22.2% (21.6% fully-loaded) mainly driven by RWA reduction



RoATE (@14.1% CET1) at 2.5%

¹ Includes net result on financial instruments and other operating result. ² Operating result before impairments and provisions.

Outlook 2022

For the full year 2022 the Group currently expects:

- ➔ **Gross performing loans:** c. €3.3bn with >10% growth in focus
- ➔ **Net Banking Income:** stable at 2021 level despite accelerated run-down in non-focus
- ➔ **Operating expenses:** below €165mn excluding EURO project in Croatia (mid-single digit euro million cost)
- ➔ **Total Capital Ratio:** above 18.6% on a transitional basis
- ➔ **Sum of other result and credit loss expenses on financial assets:** c. 1% on average net loans and advances to customers

The Outlook 2022 does not consider any potential impacts from the Slovenian CHF law or any potential knock-on effect from the Ukraine conflict on the CSEE region

Macro Risks & Perspectives

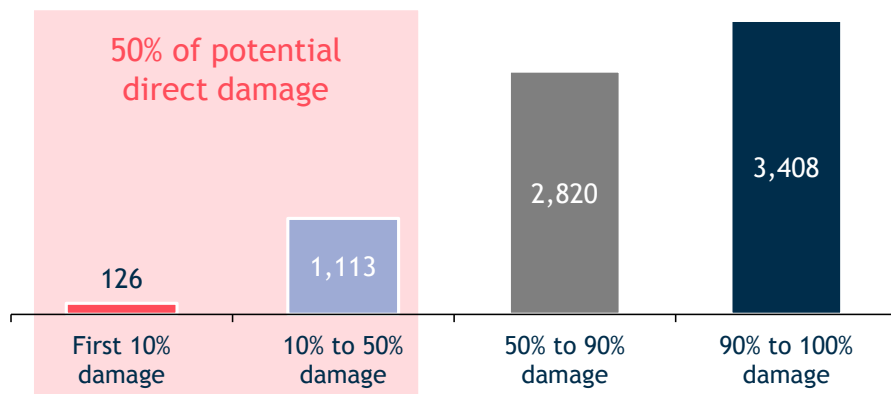
- Good macro backdrop expected to continue in 2022, certain volatility still remains
- Further evolution of war in Ukraine and associated impacts unknown at this point
- Inflation gaining momentum in the region, possibly further fuelled by the Ukraine conflict
- Covid-19 pandemic ongoing, however people and businesses getting used to the new normal

Update on CHF Law in Slovenia: Significant Share of the Direct Damage is Related to Large Pay-outs for Only a Few People

Addiko Bank

A perspective on distribution of the direct impact

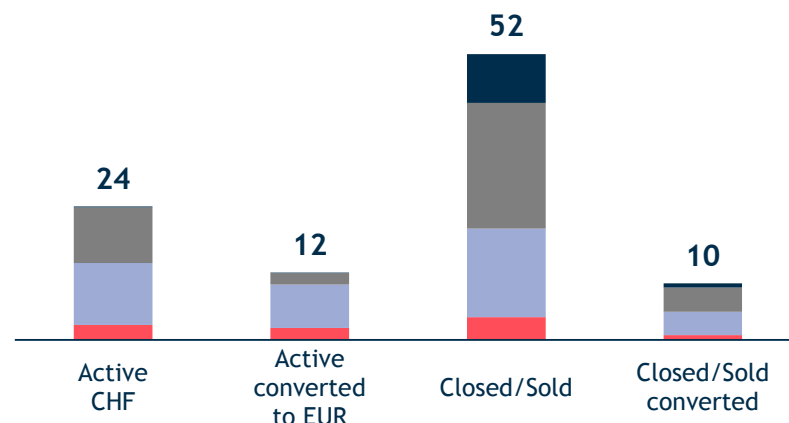
loans (or customers)



Application to all accounts which fall within the period as prescribed by the law **regardless if customer contact data is available or not**

Split of direct impact by status

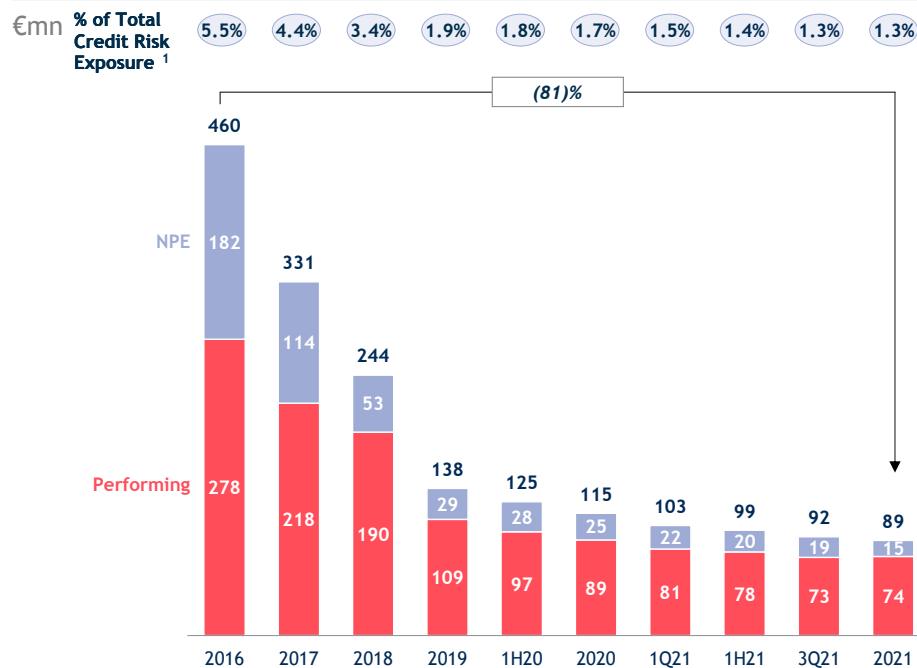
€mn



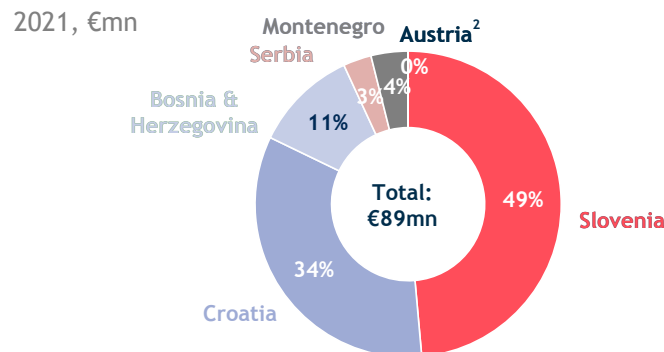
■ 90% to 100% damage	0	0	9	1
■ 50% to 90% damage	10	2	23	4
■ 10% to 50% damage	11	8	16	4
■ First 10% damage	3	2	4	1

- The disclosed worst-case impact of €100mn to 110mn includes all costs
- Subsequent and non-adjusting event, however proforma YE21 impact would be c. 2.8% on fully-loaded CET1 ratio
- In total more than 9.9k historical and current loans/borrowers affected related to direct impact estimate of c. €100mn
- More than 60% of negative impact related to historic loans that have been closed or sold before YE21
- 50% of direct impact is related to only 1.2k borrowers:
 - borrowers that took out large loan amounts (i.e. 1.6 to 10 times the average loan amount)
 - borrowers who would each get a pay-out of €40k on average (equals c. 1.5x the Ø yearly net wage in Slovenia), ranging up to c. €130k by borrower (equals 4.8x the Ø net yearly wage in Slovenia)

CHF portfolio overview



CHF credit risk exposure by countries



¹ Calculated as total CHF credit risk exposure divided by total credit risk exposure of Addiko Group.

² Reflects Holding's short-term balance (if any) related to hedging CHF exposures for Addiko subsidiaries (no balance as of 31.12.2021).

CHF conversion across countries



Slovenia

- In the past, several legislation initiatives on CHF loans have been started but eventually rejected, questioning the constitutionality of such law and a potential violation of European laws
- The Ministry of Finance announced in 2/2020 that it will not continue to mediate between banks and Association Frank and will not block further initiatives regarding a potential CHF conversion law
- In 4/21, new draft CHF Law submitted to Parliament
- ABS continued voluntary CHF loan conversion: Until YE2021, 508 settlement offers sent out o/w 21% were accepted
- On 2.2.22, Parliament passed draft CHF law which came into force on 26.2.22 and requires lenders to retroactively introduce an exchange-rate cap clause of 10% in relation to all agreements for CHF loans concluded between 28.6.04 and 31.12.10. Estimated worst-case damage at €100-110mn disclosed
- On 10 March 2022, Constitutional Court suspended the CHF Law in its entirety until having reached a final decision regarding constitutionality



Croatia

- Conversion Law enacted in 9/15
- Ruling by Supreme Court in 9/19 declaring FX clauses in CHF loans as null and void
- Supreme Court referred case regarding converted CHF loan to Court of Justice of the EU stating that conversion annexes are valid (i.e. that already converted loans cannot file another lawsuit for a compensation)
- In 2/22, the Attorney General opined that CHF loans in Croatia do not fall under the EU consumer protection directives. The SC also ruled that converted loans borrowers are not entitled to additional reimbursements



Serbia

- Law enacted end of 4/2019



Bosnia & Herzegovina

- The Conversion Law Draft was voted down by parliament in 10/17 in favour of a widely accepted voluntary offer
- Vote for Draft Conversion Law was withdrawn late 9/20
- Draft Conversion Law put to vote again and in 1/2021 the Parliament stated that all objections and facts needed to be attached to draft (i.e. effects on banking sector as a whole or low number of active CHF loans)
- In Q4/2021, the Bosnian CHF Association announced that there is no need for a CHF Law since almost 91% of the loans were settled



Montenegro

- CHF conversion law enacted in 7/15 and amended in 9/16
- First instance ruling in mass proceedings declaring CHF clause invalid but not awarding plaintiffs any amount since they can convert under the Conversion Law 2015. Consequently, the amount in dispute was reduced

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VIENNA, APRIL 2022

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Addiko Group’s Investor Relations website <https://www.addiko.com/investor-relations/> contains further information, including financial and other information for investors.

About Addiko Group

Addiko Group consists of Addiko Bank AG, the fully-licensed Austrian parent bank registered in Vienna, Austria, listed on the Vienna Stock Exchange and supervised by the Austrian Financial Market Authority and by the European Central Bank, as well as six subsidiary banks, registered, licensed and operating in five CSEE countries: Croatia, Slovenia, Bosnia & Herzegovina (where it operates via two banks), Serbia and Montenegro. Through its six subsidiary banks, Addiko Group services as of 31 December 2021 approximately 0.8 million customers in CSEE using a well-dispersed network of 155 branches and modern digital banking channels.

Based in its focused strategy, Addiko Group has repositioned itself as a specialist Consumer and SME banking group with a focus on growing its Consumer and SME lending activities as well as payment services (its “focus areas”). It offers unsecured personal loan products for consumers and working capital loans for its SME customers, and is largely funded by retail deposits. Addiko Group’s Mortgage business, Public and Large Corporate lending portfolios (its “non-focus areas”) have been gradually reduced over time, thereby providing liquidity and capital for continuous growth in its Consumer and SME portfolios.