



Addiko Bank

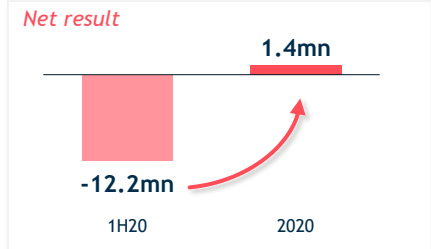
Addiko Group: Annual General Meeting 2021

26 April 2021

€+1.4mn

Result after tax

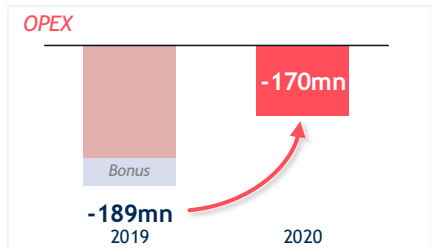
- Net profit of €1.4mn in 2020 - catching up from 1H20's net loss of €-12.2mn
- Focus book back on growth path in fourth quarter 2020



OPEX

run-rate managed down

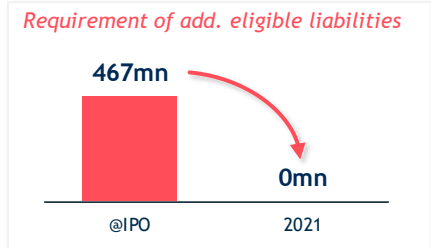
- OPEX run-rate down >€5mn in addition to Covid-19 savings
- Further run-rate savings of >9mn on track to compensate bonus pool & AQR cost during 2021



MREL

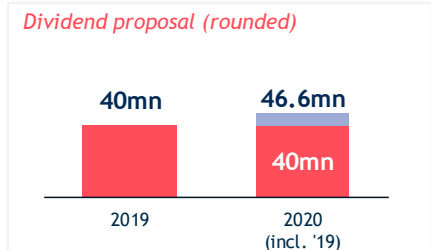
risk mitigated

- Change to “MPE” approach achieved (from “SPE”)
- Zero additional requirement for external MREL liabilities (from €467mn at IPO)



Shareholders

- New 2020 dividend proposal to today's AGM
- Dividend of up to c. €46.6mn (€2.39 per share) to be proposed
 - 1st part unconditional (c. €7.0mn, €0.36 per share)
 - 2nd part conditional (c. €39.6mn, €2.03 per share)



Earnings

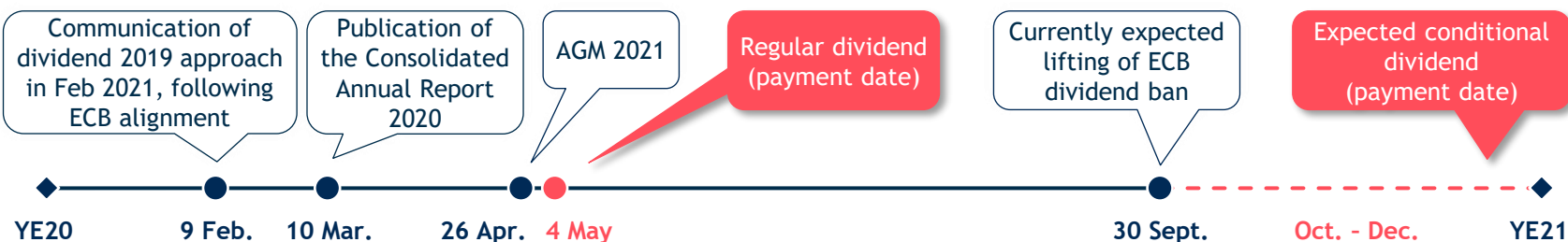
- **Result after tax** of €1.4mn net profit (YE19: €35.1mn)
- **Provisioning** at **-1.35% Cost of Risk** with €-48.4mn (YE19: €+2.9mn at CoR +0.2%) predominantly driven by IFRS 9 model adjustments and Stage 2 developments
- **Operating result** (before change in P&L structure) up by €19.5mn to €54.7mn (c. +56% YoY) supported by lower OPEX, despite Covid-19 impact on top-line

Asset Quality Containment

- **NPE volumes down YoY, NPE ratio stable** at 3.5% (3Q20: 3.6%, YE19: 3.9%) influenced by moratoria preventing defaults for potentially affected exposures
- NPE ratio (on-balance loans) down to 5.9% vs. YE19's 6.2%
- Overall exposure in moratoria down to €164mn vs. 3Q20's €667mn (-84% vs. 1H20's high of €1,011mn)
- **Overall portfolio behavior remained stable with >90% of portfolio with no overdues**
- **NPE provision coverage** stable at 73.6% (3Q20: 73.7%, YE19: 73.8%)

Funding, Liquidity & Capital

- **Funding situation remained solid** at €4.7bn customer deposits despite Covid-19, with LCR at c. 209%
- **Capital ratio further strengthened** with transitional **CET1 ratio of 20.3%** (IFRS 9 fully-loaded CET1 ratio of 19.3%) (YE19: 17.7% and 17.1%, respectively)
- **Proposed dividend** (unconditional and conditional part) **already deducted from CET1** (€46.6mn in total)



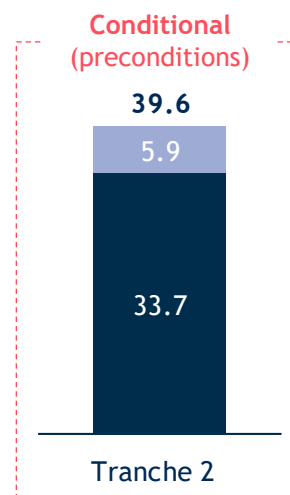
Dividend proposal for AGM 2021

- Dividend proposal envisaged to comprise one part unconditional & one part conditional dividend (19.5mn outstanding shares)
- Payment envisaged in **two tranches**, subject to shareholder approval and fulfilment of condition
- Tranche 1: c. €7.0mn (€0.36 per share)**
 - Maximum allowed under current ECB guidance
 - Payment date on 4 May 2021
- Tranche 2: up to c. €39.6mn (€2.03 per share)**
 - Conditionally after lifting of the ECB dividend restrictions (see preconditions)
 - Payment currently expected in 4Q21
- Both tranches would amount up to c. **€46.6mn (€2.39 per share)** in total
 - Carried forward from 2019: c. €40mn
 - Residual: c. €6.6mn

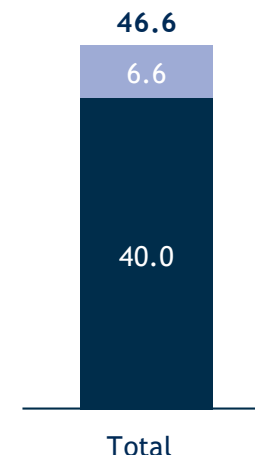
Amounts
in € million
(rounded)



+



=



Preconditions

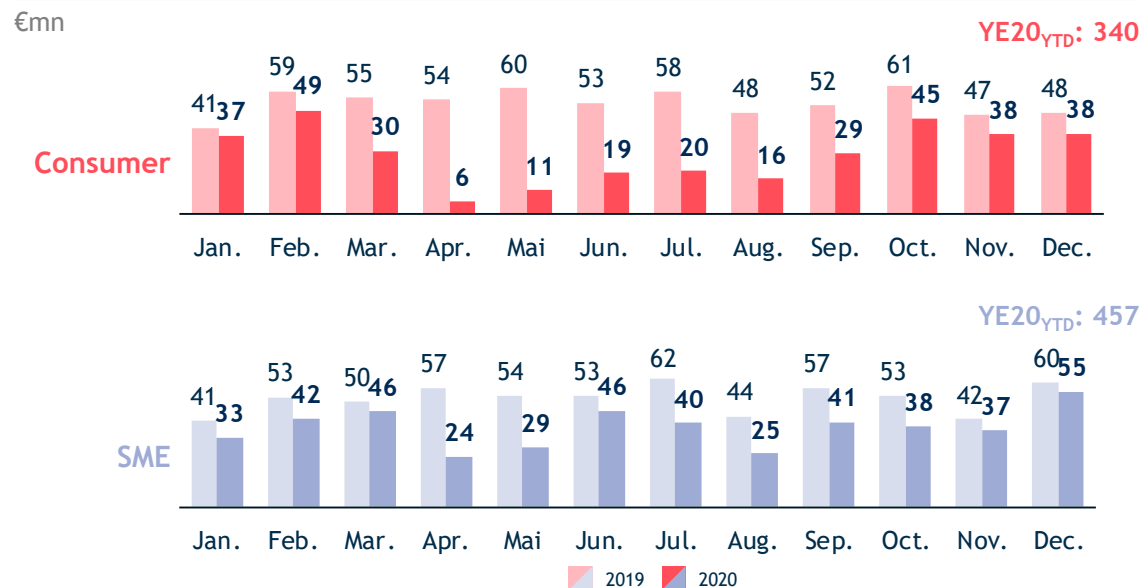
- Currently valid ECB guidance:
 - Maximum allowed distribution must be below 15% of cumulated profit for 2019-20 and not higher than 20bp of CET1 ratio, whichever is lower
 - Currently valid until 30 September 2021
- Conditional Tranche 2 distribution**, if neither a recommendation of the ECB would in the company's view conflict with a distribution of dividends nor a legally mandatory distribution restriction is effective or applicable

GDP forecasts¹ (% , real growth)

	Forecasts			
	2020E Base	2021E Base	2020E Pessimistic	2021E Pessimistic
Slovenia	(6.7)%	4.7%	(7.3)%	2.3%
Croatia	(9.4)%	5.0%	(10.0)%	2.5%
Serbia	(2.0)%	4.5%	(2.4)%	2.9%
Bosnia & Herzegovina	(5.0)%	3.1%	(5.4)%	1.5%
Montenegro	(9.0)%	5.0%	(9.4)%	3.4%
Euro Area	(8.5)%	5.8%	(8.9)%	4.3%

- Despite ongoing pandemic **V-shaped recovery in 2021** expected as most likely scenario
- **Environment remains challenging** due to the high number of infections and the lockdowns in many EU countries which may affect the Balkan economies through lower external demand
- The main positive factor remains the possibility of a more rapid vaccine roll-out and its possible effectiveness

New business volumes started recovery during 4Q20



Unsecured consumer loan market (stock outstand.) and IRs¹

	'20E vs. '19 Δ Volume / Δ IRs	'21E vs. '20E Δ Volume / Δ IRs	Addiko YE20 portfolio ²
Slovenia	-6% / -18bp	+6% / -4bp	30%
Croatia	-4% / -39bp	+6% / -1bp	33%
Serbia	+13% / -66bp	+11% / -24bp	17%
Bosnia & Herzegovina	-2% / n.a.	+7% / n.a.	15%
Montenegro	+9% / -20bp	+11% / -11bp	5%

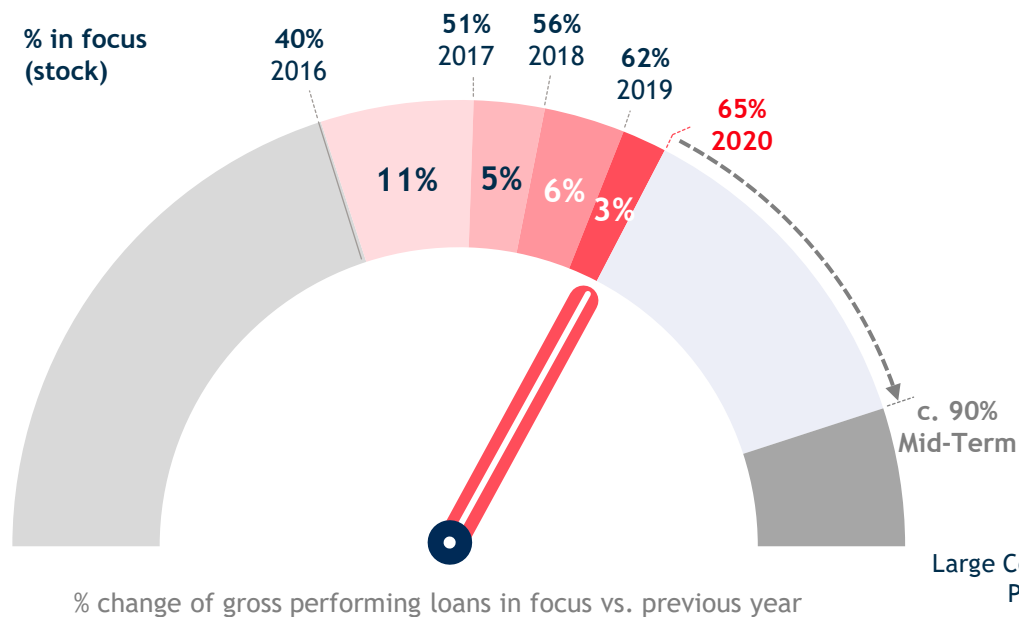
- Unsecured consumer loan market expected to return to growth while achievable interest rates expected to continue to decline

¹ Source: The Vienna Institute for International Economic Studies (wiiw); unsecured consumer loan market development rates based on local currency, IRs = Interest Rates.

² Gross performing loans as of YE20.

Gross performing loans in focus segments

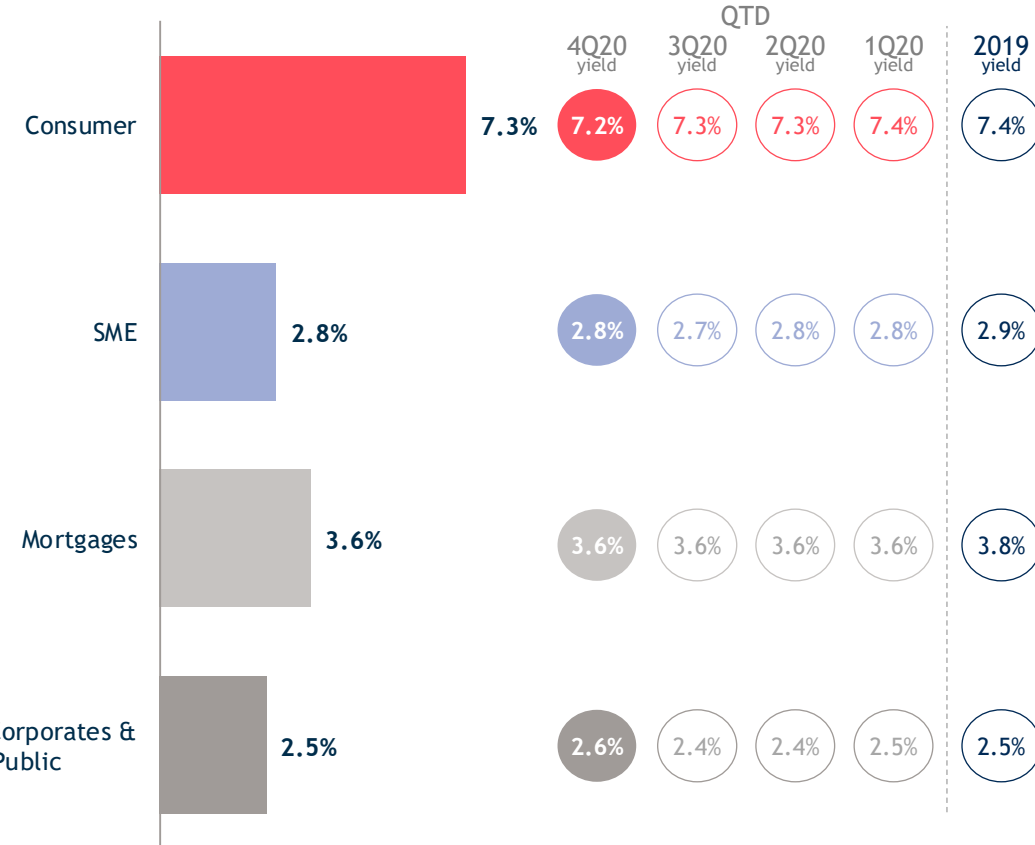
Gross loans of focus segments as % of total gross performing loans



- Shift to focus slowed down due to adverse operating environment triggered by Covid-19 pandemic
- Accelerated shift towards Mid-Term target of c. 90%

Gross yield by segment¹

2020

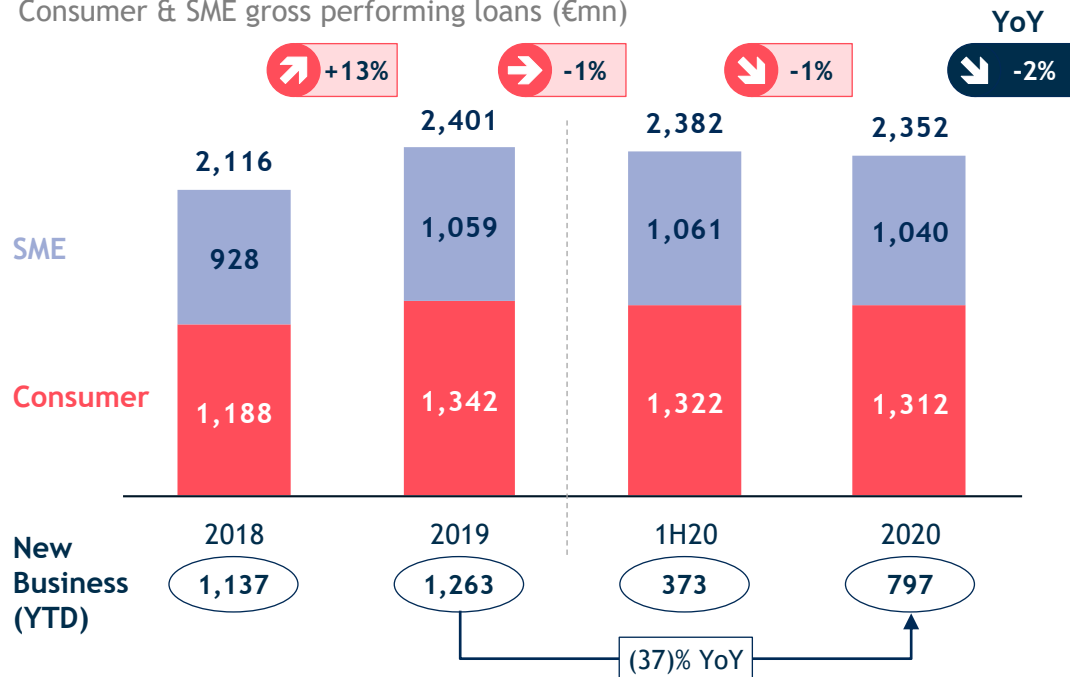


- Repositioning to focus areas supported defending yields in highly liquid markets and lower reference rates YoY
- Yields in SME inched up, while Consumer decreased slightly in 4Q20

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

Focus portfolio development

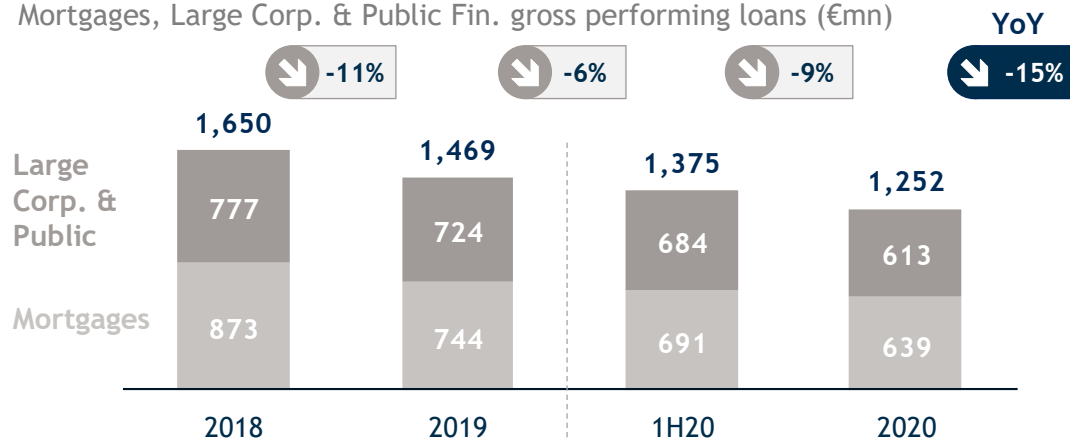
Consumer & SME gross performing loans (€mn)



- Focus portfolio remained stable despite challenging environment
- New business volumes continued to inch up in focus:
 - up by 47% in 4Q20 (€252mn) vs. 3Q20's €172mn (2Q20: €136mn)
 - YoY down by 37%
- Yields in focus remained stable despite lower interest environment
- Accelerated growth in focus portfolio expected in 2021

Non-Focus portfolio development

Mortgages, Large Corp. & Public Fin. gross performing loans (€mn)



- Non-Focus reduction in line with plan, slightly accelerated reduction achieved during 2020
- No new business in Mortgage and Public
- Limited short-term new business in Large Corporates to deploy excess liquidity

- ✓ **Liquid balance sheet**
- LCR ratio: 209% (YE19: 175%)

- ✓ **Liquid assets**
- €1.16bn of cash
- €0.97bn of investment portfolio

Data as of YE20

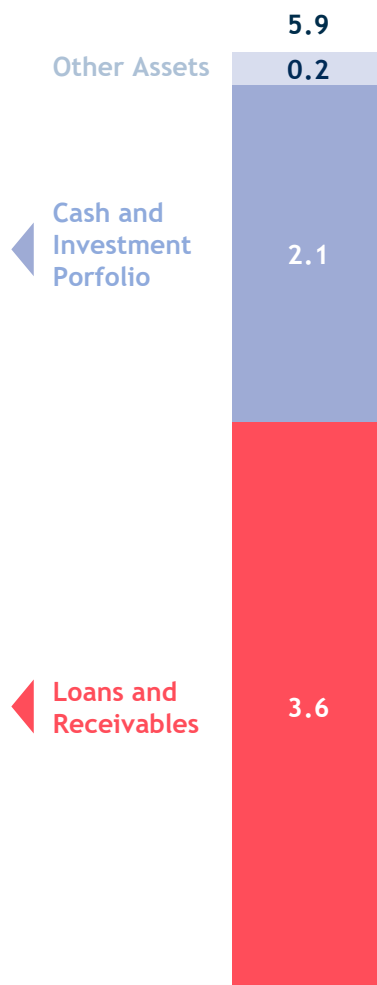
- ✓ **Substantially de-risked asset base**
- NPE ratio: 3.5% (YE19: 3.9%)

- ✓ **Solid provision coverage levels**
- 73.6% NPE coverage ratio (YE19: 73.8%)
- 122.6% incl. collateral (YE19: 125.0%)

Data as of YE20

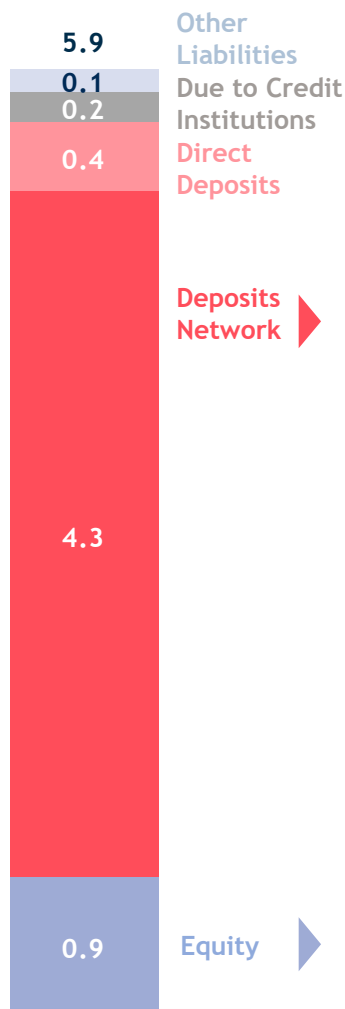
Assets

2020, €bn



Liabilities and Equity

2020, €bn



- ✓ **Strong deposit base**
- Loan-deposit ratio (customer) : 75.8% (YE19: 80.1%)

- ✓ **Funding surplus¹: c. €1.1 bn**

Data as of YE20

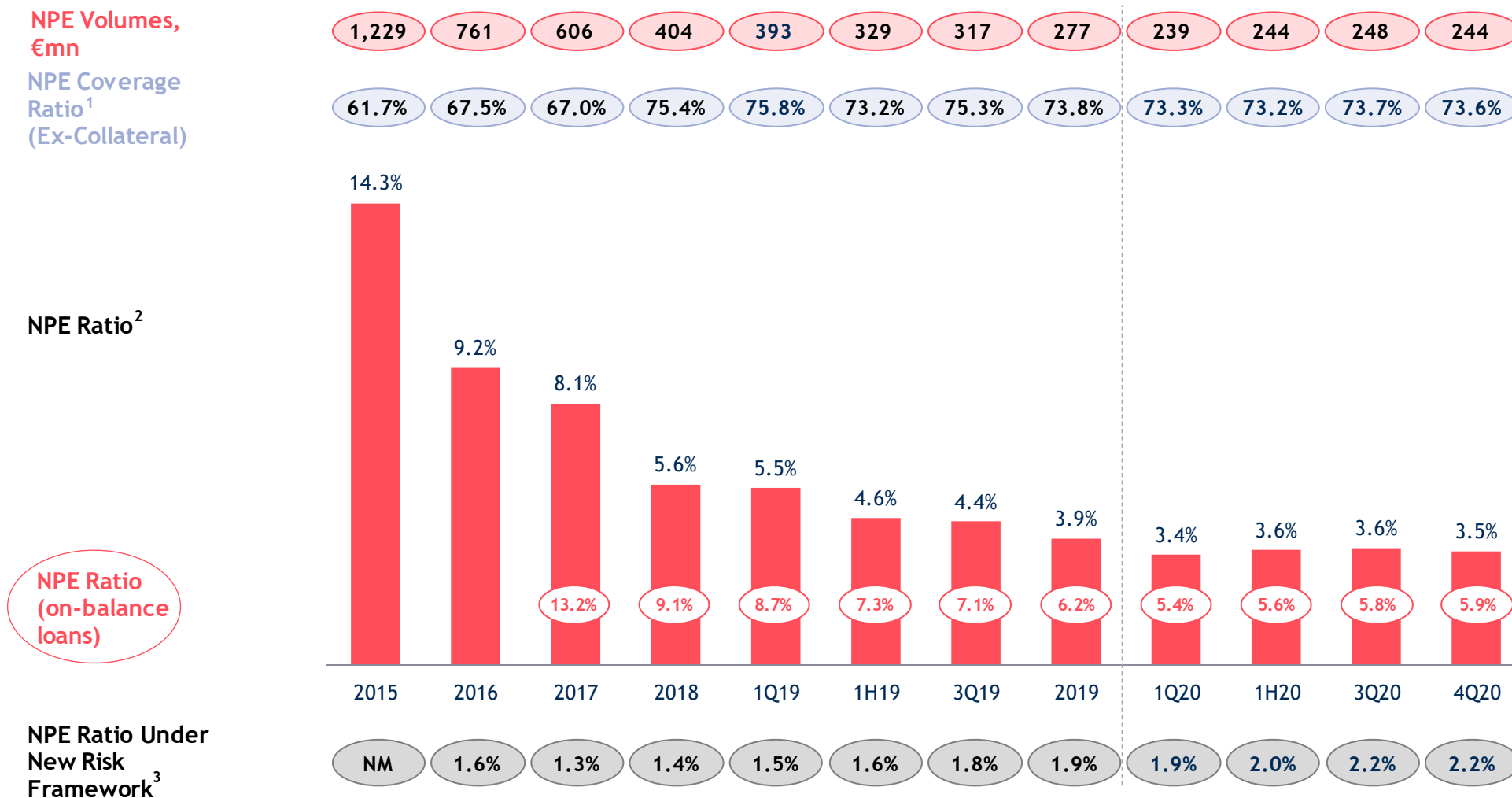
- ✓ **Robust capital base**
- 19.3%² fully-loaded CET1 ratio (proposed dividend already deducted)

- ✓ **Ongoing RWA optimization, implementation of regulatory quick fixes**

Data as of YE20

¹ Calculated as difference between deposits of customers and loans and advances to customers. ² Transitional CET1 ratio amounts to 20.3% as of 2020.

Decreasing non-performing loan portfolio (YTD)

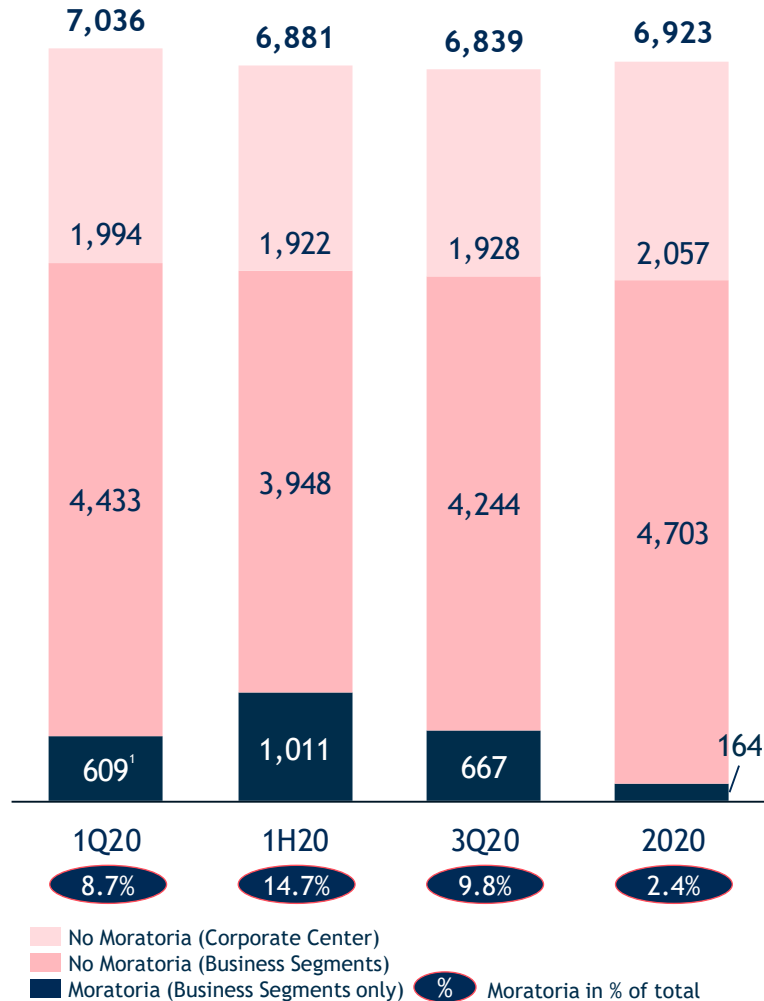


¹ Calculated as the sum of total SRP resp. Stage-3 ECL divided by total non-performing exposure. ² Calculated as non-performing exposure divided by total credit risk exposure. ³ Calculated as non-performing exposure (new risk framework) divided by total credit risk exposure (new risk framework). Previous risk framework includes all clients where no new risk decision / approval was done after Jan-2016 - all clients which were NPE or forborne on Jan-2016 and stayed NPE since then (even if any approval was done during restructuring).

TOTAL EXPOSURE IN MORATORIA DOWN TO 2.4% AT YE20

Gross Exposure in moratoria

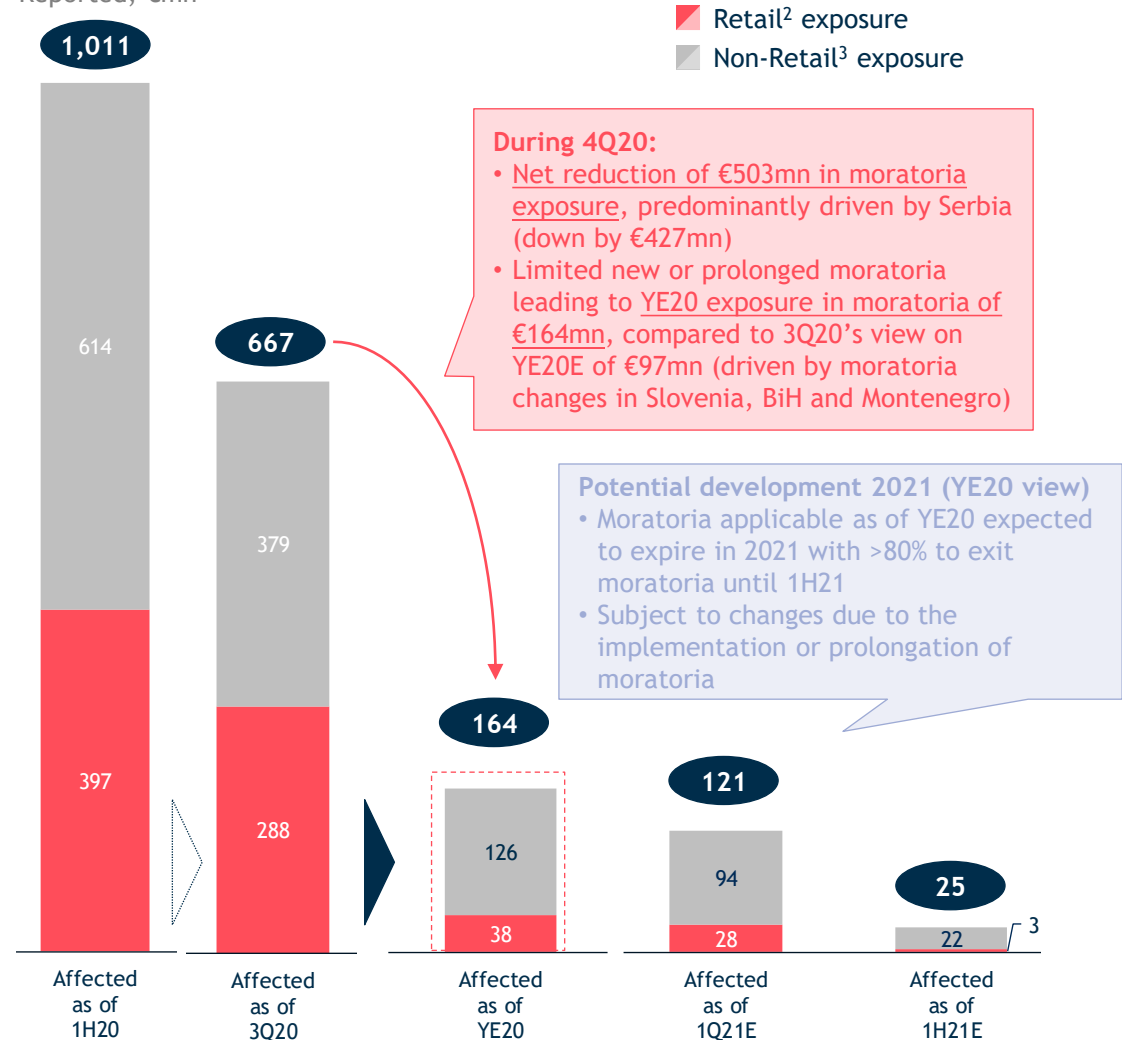
Reported, €mn



¹ 1Q20 moratoria exposure as of April 2020

Development of exposure in moratoria

Reported, €mn

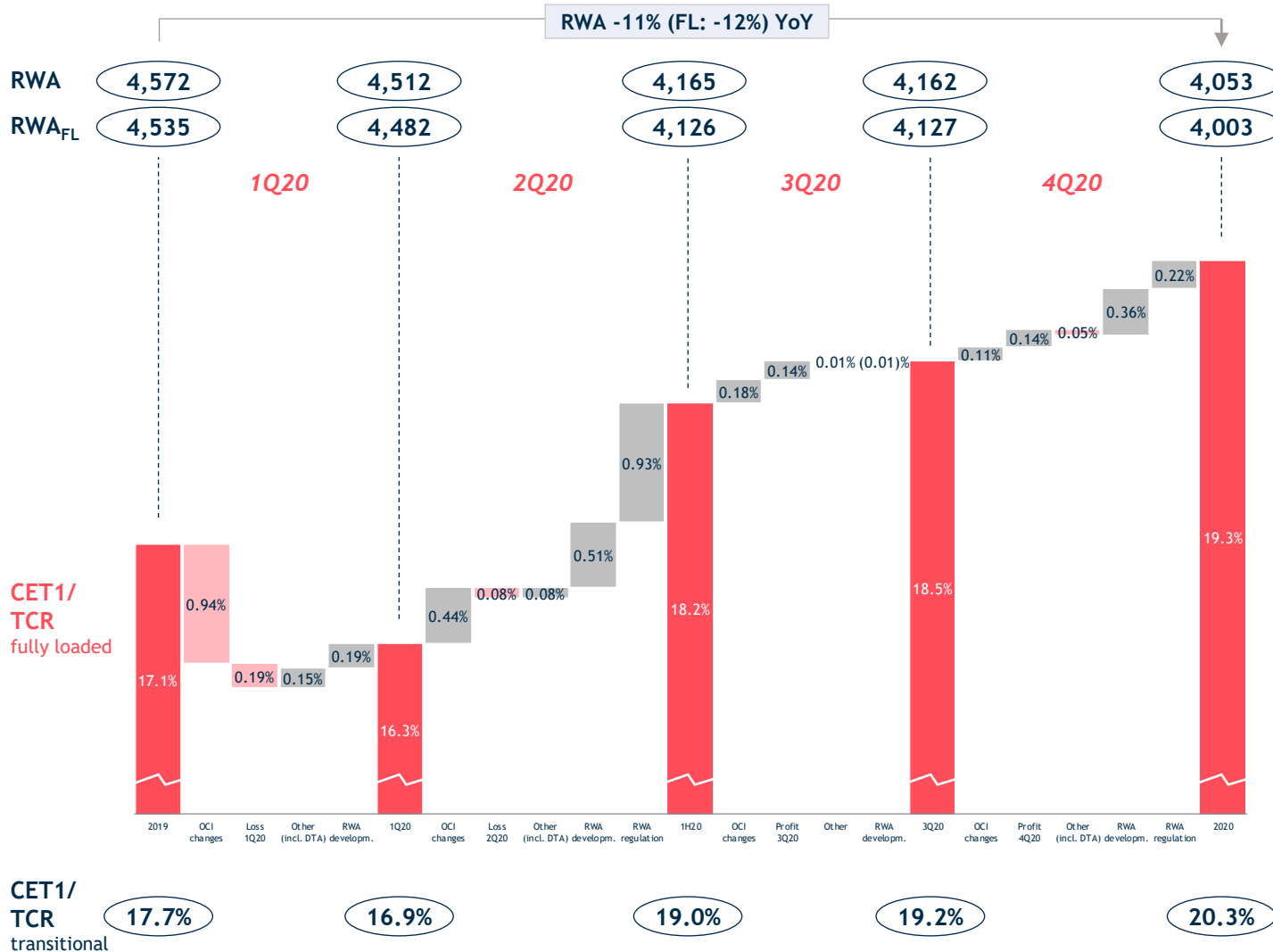


² Retail equals Consumer and Mortgages segment exposure.

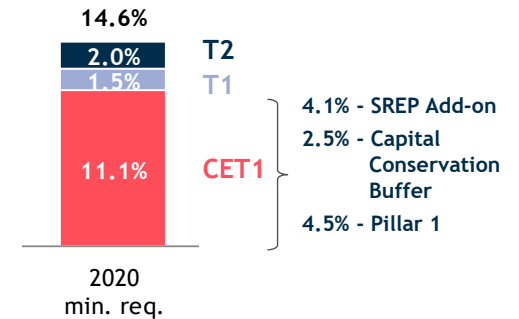
³ Non-Retail equals SME, Large Corporate & Public Finance segment exposure.

Capital development

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



Capital requirement



• **Final SREP 2020:** Pillar 2 Requirement (P2R) of 4.1% (4.1% in 2019). In addition, Pillar 2 Guidance (P2G) of 4%

- **Strong capital position at 19.3% CET1 fully-loaded**
- **Proposed dividend** (unconditional and conditional part) **already deducted** from CET1 (€46.6mn in total)
- Regulatory developments on dividend payments being observed

- **Fully-loaded CET1 ratio improved further during 4Q20**, driven by quarter's profit, further recovery in OCI-reserve and RWA reduction
- **12% YoY RWA reduction** (fully loaded), driven by operational reduction and regulatory changes during 2Q20 (93bp¹) and 4Q20 (22bps²)

¹ STD approach (sovereigns) and SME Supporting Factor.

² Residual SME Supporting Factor.

Outlook 2021

- The return to pre-crisis operating environment will largely depend on the evolution of the pandemic
- For the full year 2021 the Group expects:
 - ➔ Gross performing loans: c. €3.5bn with >5% growth in focus
 - ➔ Net Banking Income: stable at 2020 level (YE20: c. €235mn)
 - ➔ Operating expenses: below €174mn (incl. c. €3mn AQR costs and c. €6mn bonus pool)
 - ➔ CET1 ratio: above 18.6% on a transitional basis
 - ➔ Credit loss expenses on financial assets: <1% on average net loans and advances to customers

Dividend Policy

- Addiko **reconfirms its initial guidance** aiming at an annual dividend pay-out of c. 60% of net profit, subject to applicable ECB regulation on dividends
- The potential distribution of **any excess capital** would follow the annual SREP decision, which is expected to reflect the continuous progress in financial and risk parameters and the specifics of countries where Addiko is present
- Addiko may consider to **optimize capital structure** by issuing eligible instruments (AT1, T2) with timing dependent on overall feasibility, economic environment and capital markets

Management Ambition

- **Accelerated growth** in focus loan book & digital with continued run-down of non-focus
- Continued **prudent risk approach** & **risk adjusted profitability** remain anchor - not volume
- **Further rightsizing & OPEX run-rate reduction** as operational priority
- **Capital requirements** within **level playing field** following ECB's AQR and SREP

Additional Materials



Overview of Addiko

- ✓ Fully licensed bank with HQ in Austria, focused 100% on Central and South Eastern Europe (CSEE)
- ✓ Addiko Bank AG is regulated by the Austrian Financial Market Authority (“FMA”)¹ and by the European Central Bank (“ECB”)
- ✓ Transformed into a lean, agile & innovative 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)

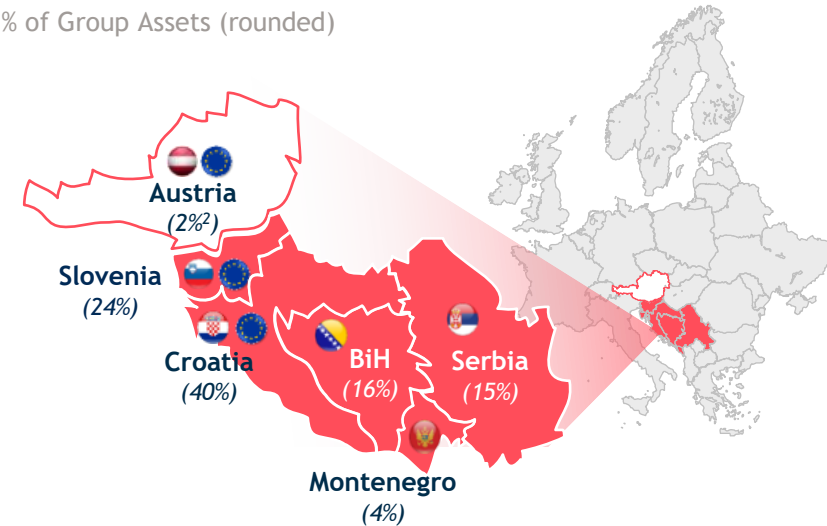
Repositioned as a focused CSEE specialist lender

Consumer

SME

Operating as one region - one bank

2020, % of Group Assets (rounded)



2020

~0.8mn
Customers

168
Branches

€5.9bn
Total Assets

66%-34%
EU vs.
EU accession
asset split³

€3.6bn
Loans and
Receivables

€4.7bn
Customer
Deposits

€852mn
Equity

ba2
Baseline credit
rating issued by
Moody's

¹ Finanzmarktaufsicht Österreich.

² Includes total assets from Holding (€1,074mn) and consolidation/recon. effects of (-€970mn).

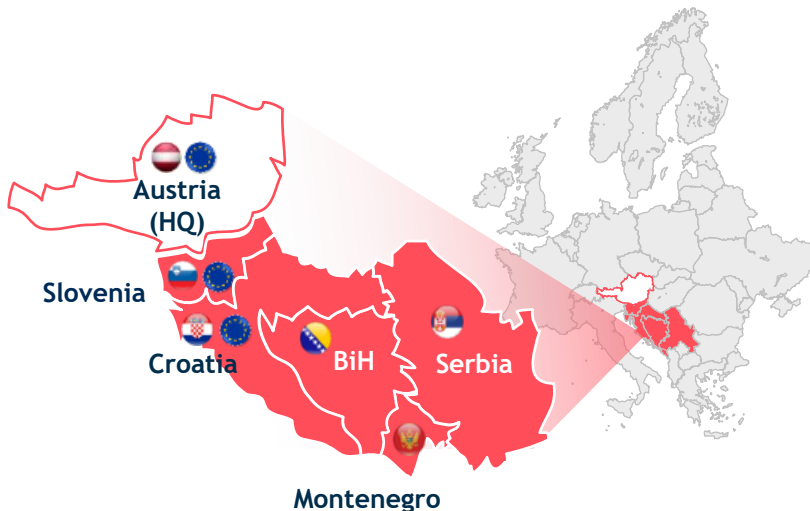
³ EU is calculated based on sum of total assets from Slovenia, Croatia and Holding (incl. consolidation). EU accession is calculated based on sum of total assets from Bosnia & Herzegovina, Serbia and Montenegro.

Core strategic pillars

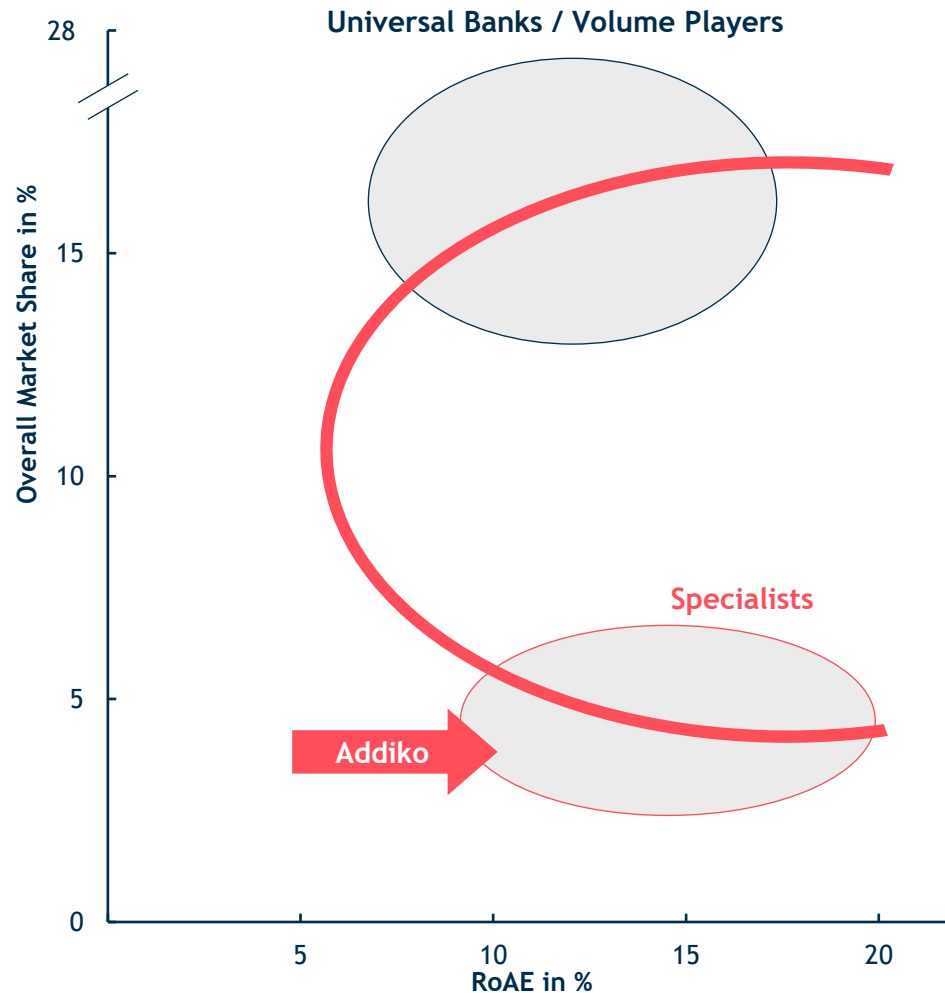
- Focus on **CSEE** market
- Focus on **growth** in **unsecured Consumer & SME** lending and payments
- Ensure **efficiency, simplicity and operational excellence**, leveraging existing distribution network and digital
- **Expand digital capabilities** providing new value adding proposition to focus area customers
- **Prudent risk approach**, solid capitalization, funding & liquidity

Proven track record

- ✓ **Established franchise** increasing lending to focus areas by >60% since 2016 as first year of launch of new strategy
- ✓ **Operating platform stability** tested during Covid-19 pandemic
- ✓ **Basis for digital distribution** established, recognized digital innovator: >10% of Consumer & >15% SME loans sold digitally
- ✓ **Continued cost reduction measures**
- ✓ **Maintained robust asset quality**
- ✓ **Upheld strong capital position and self funding principle**



CSEE markets - high RoAE banks are volume players or specialists



Focus vs. Non-Focus

Focus: Consumer and SME

Consumer and SME loans offer strong risk adjusted yields

Significant opportunity for growth in focus areas

Non-Focus: Mortgages, Public and Large Corporates

Margins of newly originated loans in non-focus areas are below historical levels due to high competition

Non-focus portfolios are being gradually reduced, providing liquidity and capital for the growth in the focus areas

New lending products in non-focus areas are offered on an opportunistic basis, primarily to retain existing, profitable customers

Key financials (reported)

P&L

in €mn

	YTD (new P&L logic)			QTD (previous P&L logic)		
	YE20	YE19	+/- PY	4Q20	3Q20	+/- PQ
Net interest income	174.7	183.0	-4.5%	43.0	43.1	-0.3%
Net fee and commission income	59.8	67.2	-11.0%	15.5	15.4	1.0%
Net banking income	234.5	250.2	-6.3%	58.5	58.5	0.0%
Operating income	232.5	243.7	-4.6%	56.9	56.6	0.4%
Operating expenses	-169.7	-189.1	-10.3%	-44.6	-41.8	6.8%
Operating result (from YE20)	62.8	54.6	15.1%	n.a.	n.a.	n.a.
Other result (from YE20)	-8.1	-19.4	-58.3%	n.a.	n.a.	n.a.
Operating result (until 3Q20)	54.7	35.2	55.5%	12.3	14.8	-17.4%
Credit loss expenses on financial assets	-48.4	2.9	>100%	-10.6	-8.6	23.3%
Result before tax	6.3	38.0	-83%	1.7	6.2	-73%
Result after tax	1.4	35.1	-96%	7.8	5.8	35%

Balance Sheet

in €mn

	YE20	YE19	+/- PY	+/- PQ
Total assets	5,915	6,084	-2.8%	0.8%
Loans and receivables to customers	3,585	3,872	-7.4%	-2.6%
o/w gross performing loans	3,604	3,870	-6.9%	-2.4%
Customer deposits	4,728	4,831	-2.1%	1.0%
Shareholders' equity	852	861	-1.1%	1.4%

Key Ratios

	YE20	YE19	+/- PY (pts)	+/- PQ (pts)
NIM (in bp)	291	299	-8bp	1bp
Cost/income ratio	72.4%	75.6%	-3.2%	0.9%
NPE Ratio (GE based)	3.5%	3.9%	-0.4%	-0.1%
NPE Ratio (on-balance loans)	5.9%	6.2%	-0.3%	0.1%
Cost of risk (net loans)	-1.4%	0.2%	-1.6%	-1.1%
Loan-deposit ratio (customer)	75.8%	80.1%	-4.3%	-2.7%
CET1 ratio (transitional)	20.3%	17.7%	2.60%	1.1%
Total capital ratio (transitional)	20.3%	17.7%	2.60%	1.1%
CET1 ratio (fully-loaded)	19.3%	17.1%	2.21%	0.8%
Total capital ratio (fully-loaded)	19.3%	17.1%	2.21%	0.8%

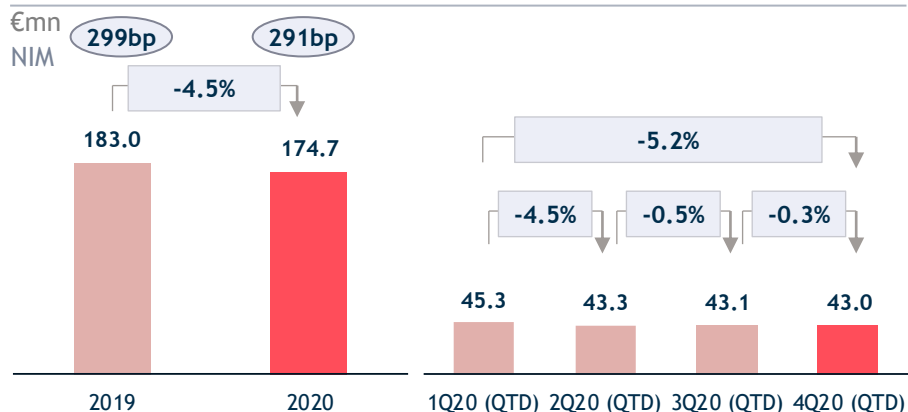
1 → 2
Difference mainly driven by shift of legal provision and modification losses related bookings into new P&L position "Other result" below the "Operating result" line

- Operating result before change in credit loss expense at €54.7mn, up 55.6% YoY

New P&L logic:

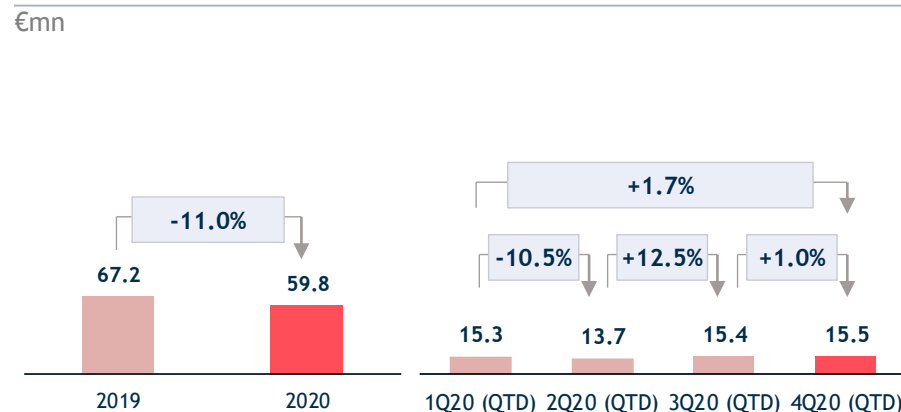
- Operating result before change in credit loss expense at €62.8mn, up 15.1% YoY, driven by
 - Net Banking income lower by 6.3% YoY driven by decline of business activities in 2Q20, partially compensated by funding costs and improved business activities in 2H20
 - Operating expenses better by €19.4mn following efficiency programs, exclusion of performance related bonus, Covid-19 savings and further initiatives
- Net profit of €1.4mn significantly impacted by provisioning of €-48.4mn, reflecting Covid-19 while overall asset quality remains strong
- Reduction in the performing loan book by €266mn YoY (€-88mn vs. 3Q20)
- Solid capital ratio at CET1/TC ratio at 20.3% (19.3% fully-loaded) improving 260bp YoY (+221bp fully-loaded)

Net interest income



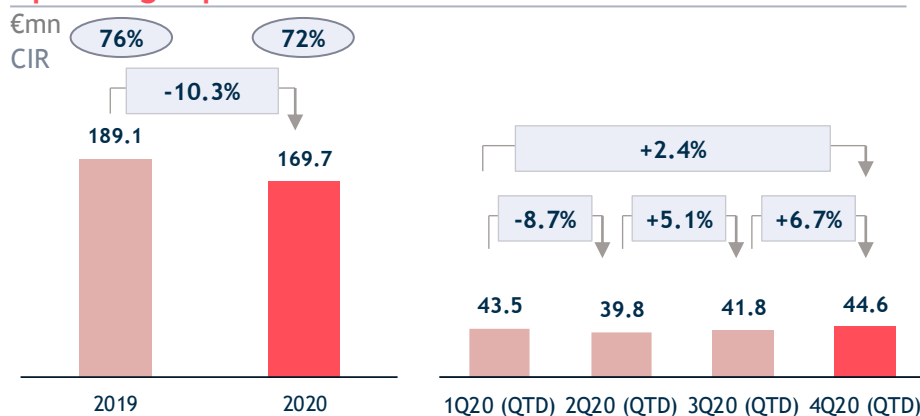
- Regular interest income from focus areas up 2.1% YoY influenced by limited news business, while non-focus reduction as planned
- Deposits stable, NII supported by lower deposit yields (c. -10bp YoY)

Net fee and commission income



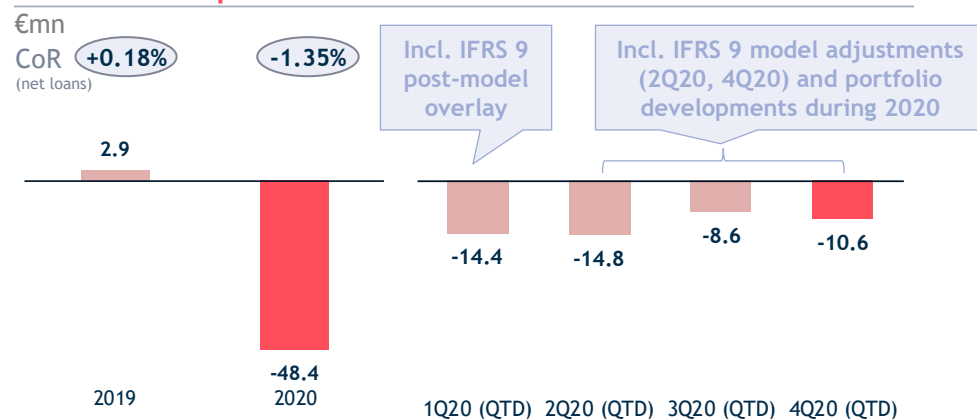
- Net commission income still impacted by limited financing demand and fewer transactions
- Fourth quarter like 3Q20 due to increased customer activity and higher new business

Operating expenses¹



- Cost reduction in 2020 as outcome of implemented initiatives and Covid-19 related reductions and cancellation of performance bonus; 2019 influenced by IPO costs (€2mn)

Credit loss expenses on financial assets

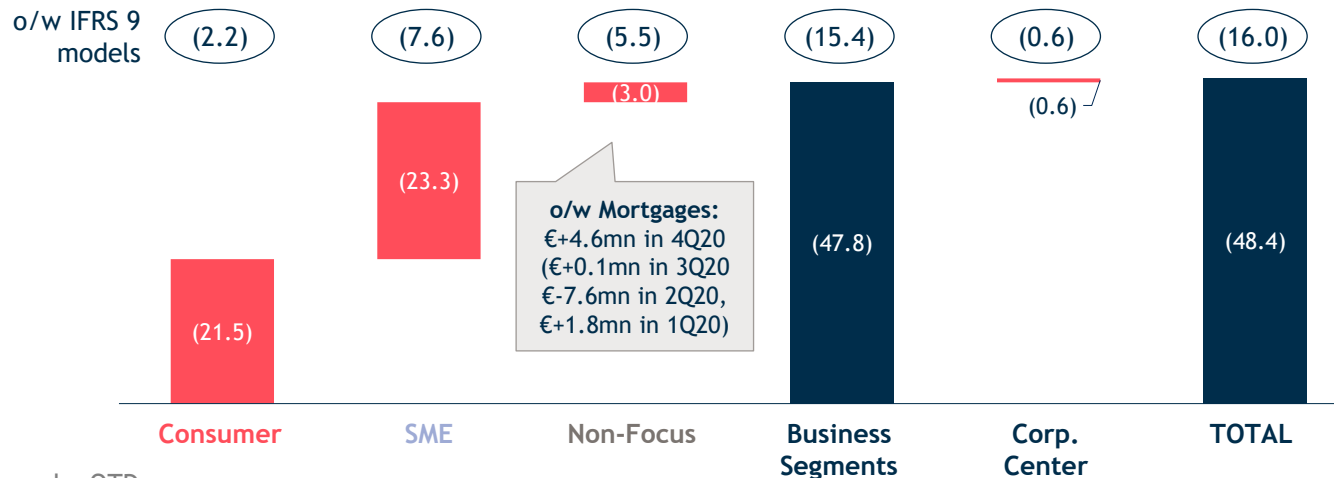


- Cost of risk in line with guidance, elevated by crisis
- Updated macro developments reflected during 4Q20

¹ Reclassification depreciation from investment properties to other operating expenses.

Credit loss expenses on financial assets

Full year 2020, €mn



Breakdown by QTD

	1Q20	2Q20	3Q20	4Q20	TOTAL
Consumer	-2.9	-14.0	-4.0	-0.6	-21.5
SME	-0.5	-6.6	-4.3	-11.9	-23.3
Non-Focus	3.8	-10.1	+0.4	+3.0	5.5
Business Segments	0.3	-30.7	-7.8	-9.6	-47.8
Corp. Center	-14.7	15.9	-0.8	-1.0	0.6
TOTAL	-14.4	-14.8	-8.6	-10.6	-48.4

Credit loss expenses on fin. assets by Credit Risk Exposure & Net loans (NL)

Reported, ratio in %, quarters not annualized (negative number represents impairment)

Focus areas

QTD	2019	1Q20	2Q20	3Q20	4Q20
Consumer	(1.33)% (1.56)% on NL	(0.19)% (0.22)% on NL	(0.93)% (1.09)% on NL	(0.27)% (0.31)% on NL	(0.04)% (0.05)% on NL
SME	(0.18)% (0.30)% on NL	(0.03)% (0.05)% on NL	(0.39)% (0.62)% on NL	(0.25)% (0.41)% on NL	(0.69)% (1.15)% on NL

Group YE20 (YTD)

Business Segments

(0.98)%
(1.33)%
on
Net Loans

TOTAL

(0.97)%
(1.35)%
on
Net Loans

- Full year 2020 IFRS 9 provisions of €-48.4mn resulting in (1.35)% cost of risk (on net loans):

- Consumer: (1.67)%
- SME: (2.25)%
- Non-Focus: (0.23)%

- Updates of macro forecasts and credit risk parameters in IFRS 9 models (€-16.0mn) reflect on Cost of Risk (on net loans) as follows:

- Consumer: (0.17)%
- SME: (0.74)%
- Non-Focus: (0.44)%

- Provisions related to portfolio driven cost of risk (on net loans):

- Consumer: (1.50)%
- SME: (1.51)%
- Non-Focus: +0.20%

- Regular review & update of macro-economic scenarios used in PD estimation and tight portfolio behaviour monitoring

UPDATED MID-TERM TARGETS - DELAY IN TIMING RATHER THAN IN SUBSTANCE

Target metric	1Q20: Reviewed Mid-Term targets	1Q21: NEW Mid-Term targets	Key insights
Focus vs. Non-Focus (Gross Performing Loans)	>85% in Focus (Mid single-digit gross performing loans growth)	c. 90% in Focus	Strategy and business model <ul style="list-style-type: none"> Acceleration towards Consumer and SME, with focus on smaller tickets in SME Lower revenue mitigated by accelerated cost reduction Target capitalization unchanged Volumes <ul style="list-style-type: none"> Disbursements impacted by Covid-19, slower shift to focus Gradual increase in disbursements towards pre-Covid-19 levels expected in the short term Net banking income to gradually recover to pre-Covid-19 highs in short term; in mid-term, to improve from the shift to higher yielding focus area OPEX & IT <ul style="list-style-type: none"> Cost structure optimisation program creates headroom for yearly bonus pool and ECB/AQR costs in 2021 Reduction of physical footprint - migration of branches to 'Express' formats & Hubs Further standardisation & consolidation of IT Increased digital contribution, once IT strategy is implemented Cost of Risk <ul style="list-style-type: none"> Cost of Risk expected to improve in the short term Cost of Risk to build up as portfolio shifts towards focus areas reaching 2020 levels in the mid-term with c. 90% in focus
Net Interest Margin	c. 3.8%	c. 3.7%	
Net Fee and Commission Income Growth	c. 10%	c. 7% (CAGR 2021 to Mid-Term)	
Cost / Income Ratio	<50%	c. 50%	
Cost of Risk ¹	c. (1.5)%	c. (1.45)%	
Return on Tangible Equity (@14.1% CET1 Ratio) ²	c. 9.5%	>9%	
Total Capital Ratio	>16.1%	>16.1%	
Loan / Deposit Ratio (Customer)	c. 100%	<100%	
Dividend Payout (excl. any potential excess capital)	60% (of profit)	60% (of profit)	

¹ Cost of risk over net loans.

² Assuming theoretical tax rate of 21% and costs for T2 equal to 2% of RWAs.

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VIENNA, APRIL 2021

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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 2020 approximately 0.8 million customers in CSEE using a well-dispersed network of 168 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.