



3Q22 Results Presentation

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9 November 2022

Addiko Bank





Earnings & Asset Quality

- **3Q22 YTD net profit doubles** to €19.6mn (3Q21: €9.6mn), YTD EPS at €1.01
 - Third quarter result 2022 after tax of €7.0mn (2Q22: €6.1mn, 1Q22: €6.5mn)
 - Cost of Risk at -49bps or €-16.3mn including prudent management overlay
- **Return on Tangible Equity** (@14.1% CET1 ratio) at 4.6% YTD (3Q21: 2.1%)
- **Operating result** up by 28% YoY to €55.6mn shows improved operative income generation and reduction in operating expenses (down 2.2% YoY)
- **NPE volume at €183mn** (1H22: €183mn, YE21: €194m) with NPE ratio (on-balance loans) at 3.9% (1H22: 3.8%, YE21: 4.0%), while **NPE coverage increased to 78.9%** (1H22: 76.7%, YE21: 71.9%)

Business Development

- **Double digit YoY growth in Consumer and SME** on the back of Transformation Program
- **Positive momentum in NBI** (up c. +5% YoY) with **strong new business development** (up 30% YoY)
- **Brand repositioning showing traction**, new marketing campaigns launched in autumn
- **Non-focus book down by 24%** since YE21 in line with strategy and expectations

Funding, Liquidity & Capital

- **Funding situation remained solid** with €4.7bn customer deposits and LCR almost at 250%
- **Transitional CET1 ratio of 21.8%**, IFRS 9 fully-loaded CET1 ratio of 21.3% (1H22: 20.0% and 18.8%, respectively), reflecting:
 - ECB waiver for structural FX positions received in August 2022 leading to RWA reduction
 - Mandatory reclassification of treasury portfolio executed to reflect strategy

Reclassification of Financial Assets

- **Opinion from auditor for mandatory reclassification** of treasury portfolio in EU entities obtained and executed in 3Q22 due to the change in the overall strategy of the bank
 - Previous investment strategy in the EU entities of the group replaced by the decision to invest in long-term high quality bonds until maturity to generate interest income
 - **Reclassification currently in clearance process** with the Austrian regulator
-

New SREP 2022

- **No noteworthy change** expected in P2R
 - **P2G expected to come in around 3.25%** (from 2.0%) as a result of the Comprehensive Assessment Stress Test (CAST)
 - **Final SREP expected towards the end of 2022** (valid from 1 January 2023)
-

Share Buyback

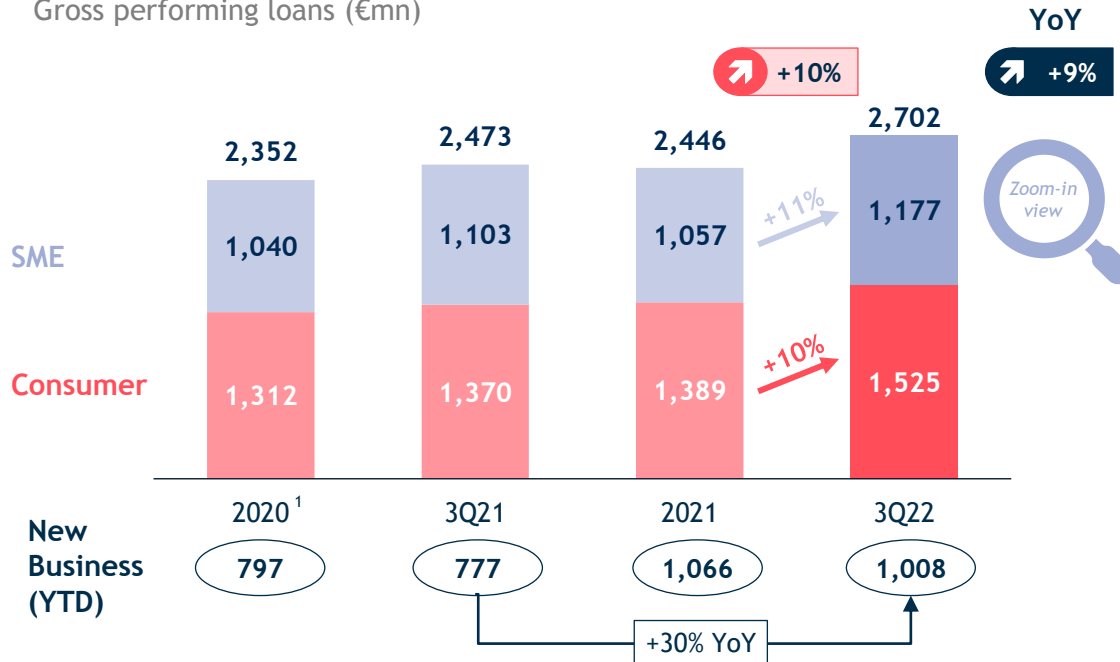
- **Inaugural share buyback completed** in April 2022
 - **Preparation of new share buyback in progress** - to be used for all purposes in accordance with the authorization granted by the AGM valid until 27 May 2023
 - **Request for renewal of authorization planned for AGM in 2023**
-

Business Environment

- **Elevated pressure on costs visible** - especially pronounced on wages and energy
- **First results of loan repricing visible**, limited actions of market participants
- **Strong new business** in difficult macroeconomic environment despite calibrated risk criteria
- **ESG action plan on track**

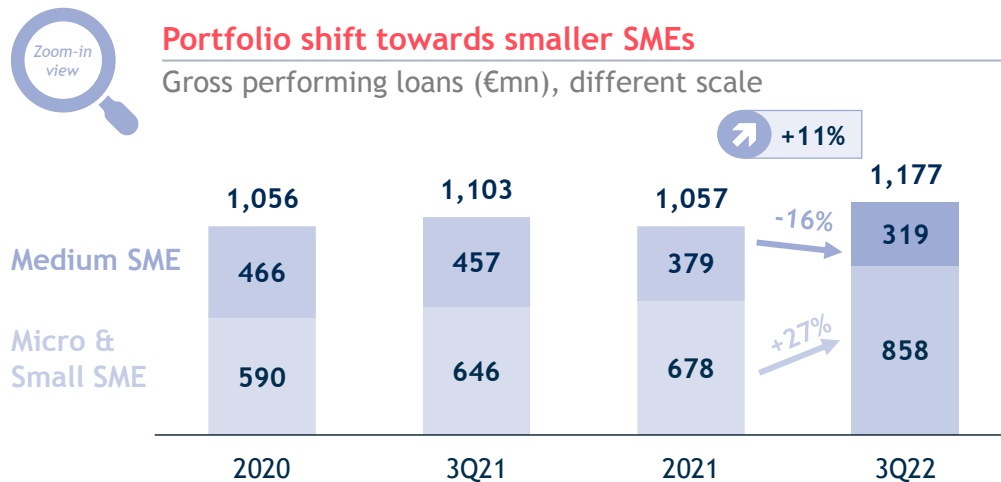
Focus portfolio development

Gross performing loans (€mn)



Portfolio shift towards smaller SMEs

Gross performing loans (€mn), different scale



Development during 3Q22

- Transformation Program continued to yield results in business development
- YTD growth in focus book at 10% during 3Q22 (+15% excluding medium SME loan book)
- New business generation up 30% YoY
- Focus book at 81% of gross performing loans (Mid-Term: c. 95%)
 - Consumer book grew by a strong 10% vs. YE21
 - Micro & Small SME book significantly up by 27% vs. YE21
- Underwriting criteria calibrated to current environment
- 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).

Foundations Set to Become the Leading Specialist Bank for Consumer & SME Customers in the CSEE Region

Addiko Bank

Business Update

Consumer

- **Pricing:** gradual repricing of new loans
- **NCI:** 16% YoY growth driven by packages & card sales
- **New business:** up 27% YoY driven by digital & 200 partnerships

SME

- Niche segment: found scale in Micro
- **Pricing:** gradual repricing of new loans
- **NCI:** 14% YoY driven by packages in Micro
- **NII:** 34% YoY growth driven by higher Micro loans

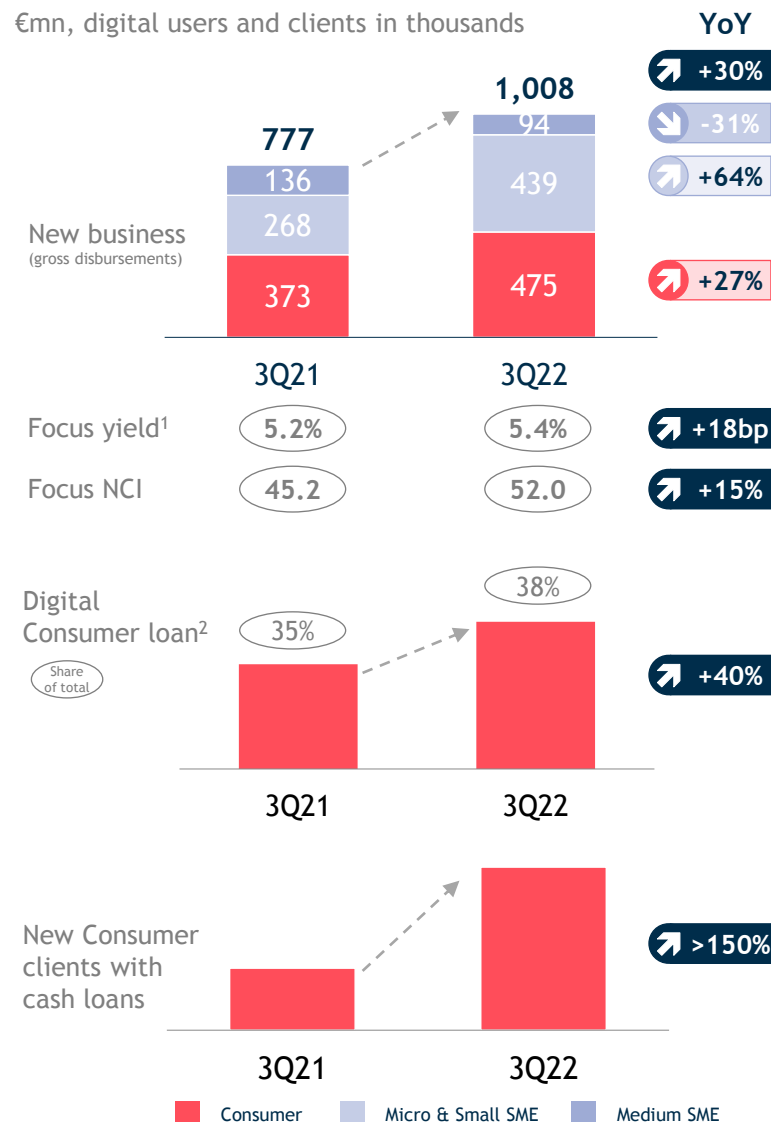
Oskar Q4 Priorities



- Focus on increasing pricing
- Further tightening of underwriting criteria
- New marketing campaigns in all countries
- Grow BNPL & digital E2E business
- Reduce cost of operation

Improving dynamics YoY

€mn, digital users and clients in thousands



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.

Consumer

Enabled 200
partners ✓

EURO
introduction in
Croatia ⌚

Introduction of
Variable Pricing ✓

E2E lending
Online ⌚

SME

New Mobile App
for accounts ✓

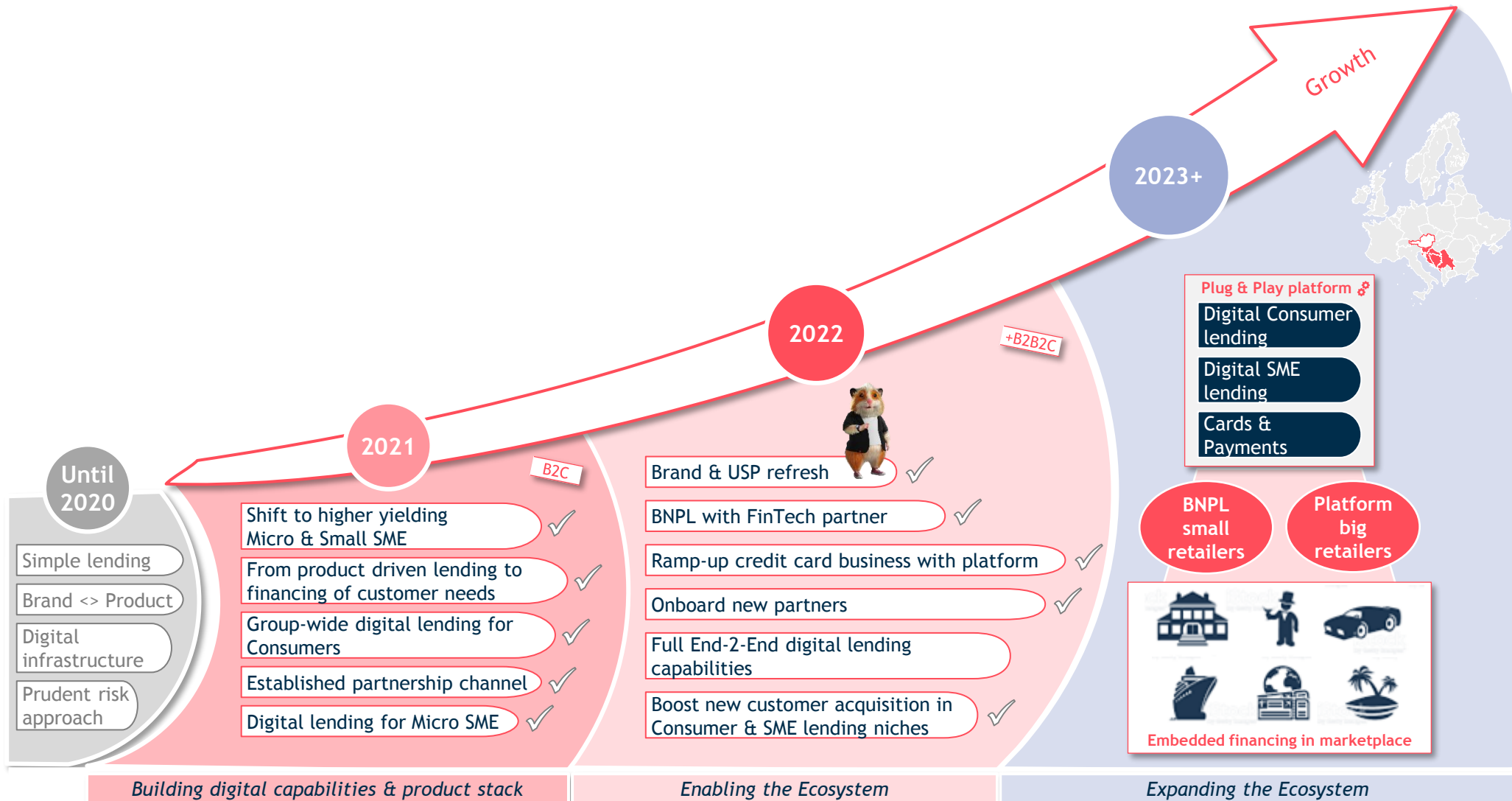
Risk engine
integration ✓

Introduction of
Variable Pricing ✓

E2E lending
Online ⌚

- **Technology has been key to**
 - New business opportunities (e.g. digital and partnership channels)
 - Process automation to drive operational excellence & lower costs
 - Targeting best-in-class customer experience
- **IT transformation led to cost saving of c. €1mn YoY**

Game changers drive the Addiko Consumer & SME Ecosystem





Executive Summary & Business Update

Financials & Risk Update

Outlook & Wrap-Up

Additional Materials



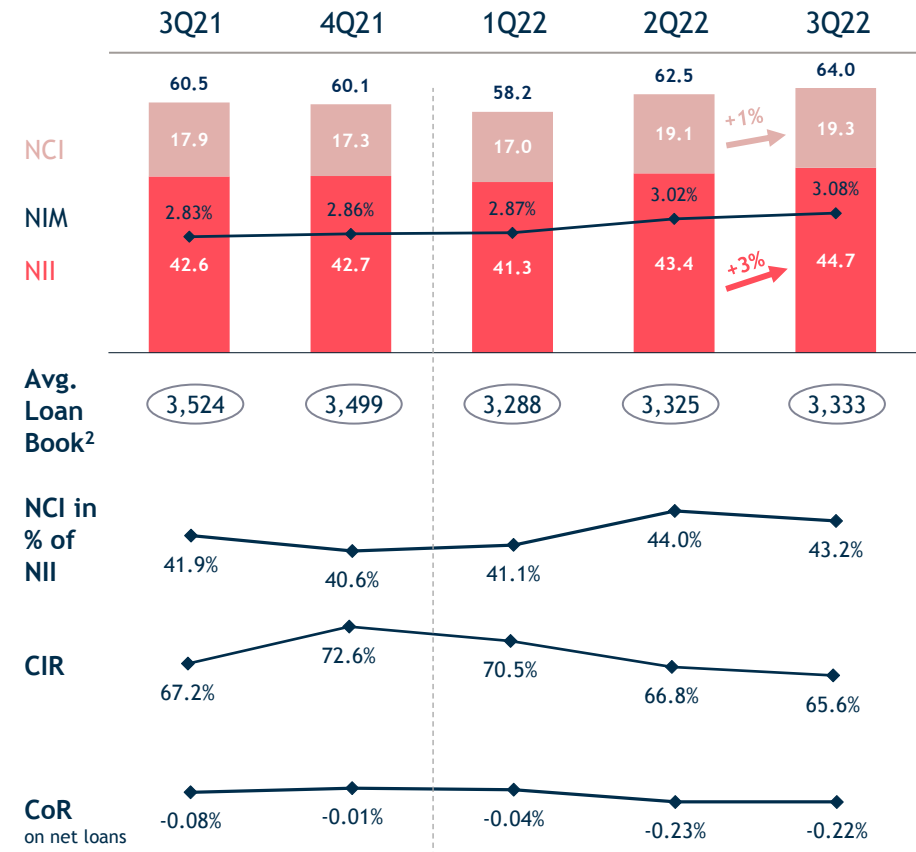
Financial Performance 3Q22 at a Glance

Addiko Bank

Financial Performance 3Q22

YTD, €mn

		3Q21 YTD	YoY
Net interest income	129.3	126.8	+2.0%
Net fee & commission income	55.4	49.5	+11.9%
Net banking income	184.7	176.2	+4.8%
Net result on financial instruments	1.6	4.6	-65.1%
Other operating result	-5.9	-9.9	-40.2%
Operating expenses	-124.7	-127.5	-2.2%
Operating result ¹	55.6	43.5	28.0%
Other result	-15.2	-15.9	-4.4%
Credit loss expenses on financial assets	-16.3	-12.9	26.6%
Tax on income	-4.6	-5.2	-11.7%
Result after tax	19.6	9.6	>100%



- **Average loan book continued growth in 3Q22** while it is €192mn lower YoY as a result of accelerated non-focus reduction and exit from low-yielding medium SME loans
- **Net banking income up 4.8% YoY** with significant improvement during first nine months of 2022
- **NIM improving** and further growth in contribution of NCI on the back of strong business momentum
- **OPEX in line with previous guidance** as a result of Transformation Program, first inflation impacts starting to be visible
- **Other result** influenced by legal provisions, while **Cost of Risk reflecting overall market volatility** and including 2Q22's post-model adjustment

¹ Operating result before impairments and provisions. ² Based on daily average.

Capital development¹

% CET1/TCR, YTD, RWA in €mn

Addiko Group

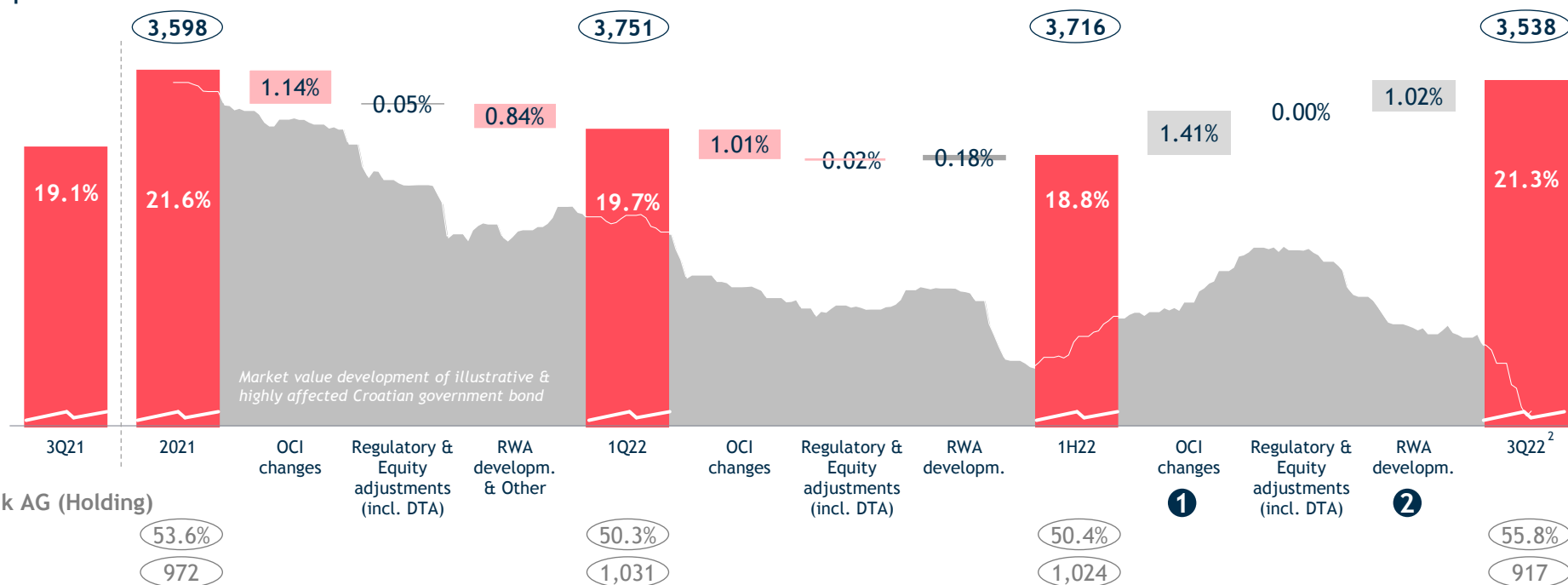
RW_{FL}

CET1/
TCR
fully-loaded

Addiko Bank AG (Holding)

CET1/TCR

RWA



1 OCI

- New Hold-to-Collect (“HTC”) business model implemented as of 1 July 2022 in EU entities - mandatory reclassification of treasury portfolio following the change in the overall strategy of the bank supported by opinion from auditor
- Reclassification currently in clearance process with the Austrian regulator

2 RWAs

- ECB waiver for structural FX positions in HRK and RSD received in August 2022 leading to a €92.7 million reduction of the RWAs for market risk (based on 3Q22)

▷ SREP 2021 (valid as of 1 March 2022)

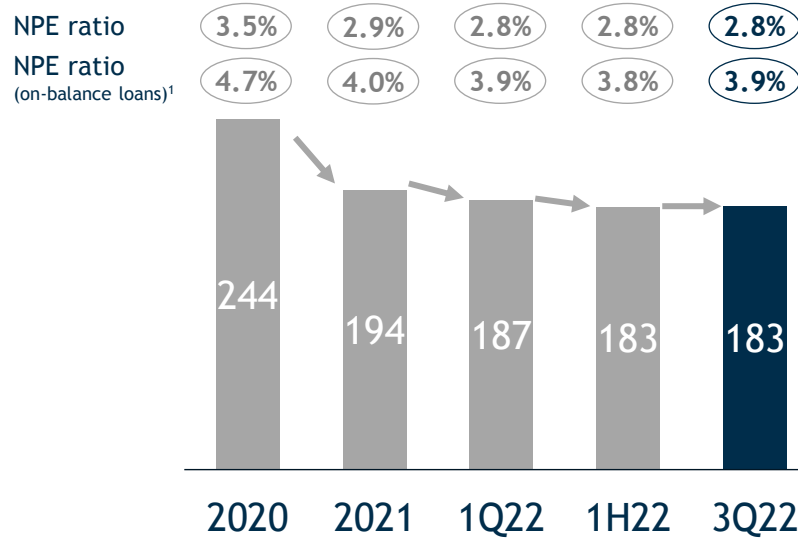
- P2R: 3.25% of which at least 56.25% must be held in CET1 and at least 75% in Tier 1
- P2G: 2%

▷ Draft SREP 2022 expected to show P2G increase to around 3.25% as a result of the Comprehensive Assessment Stress Test (CAST) and flat P2R

¹ Regulatory view excl. accrued interim profit and dividend. ² CET1 ratio without reclassification at 20.4% on a transitional basis and 19.1% fully-loaded.

NPE volume & ratio development

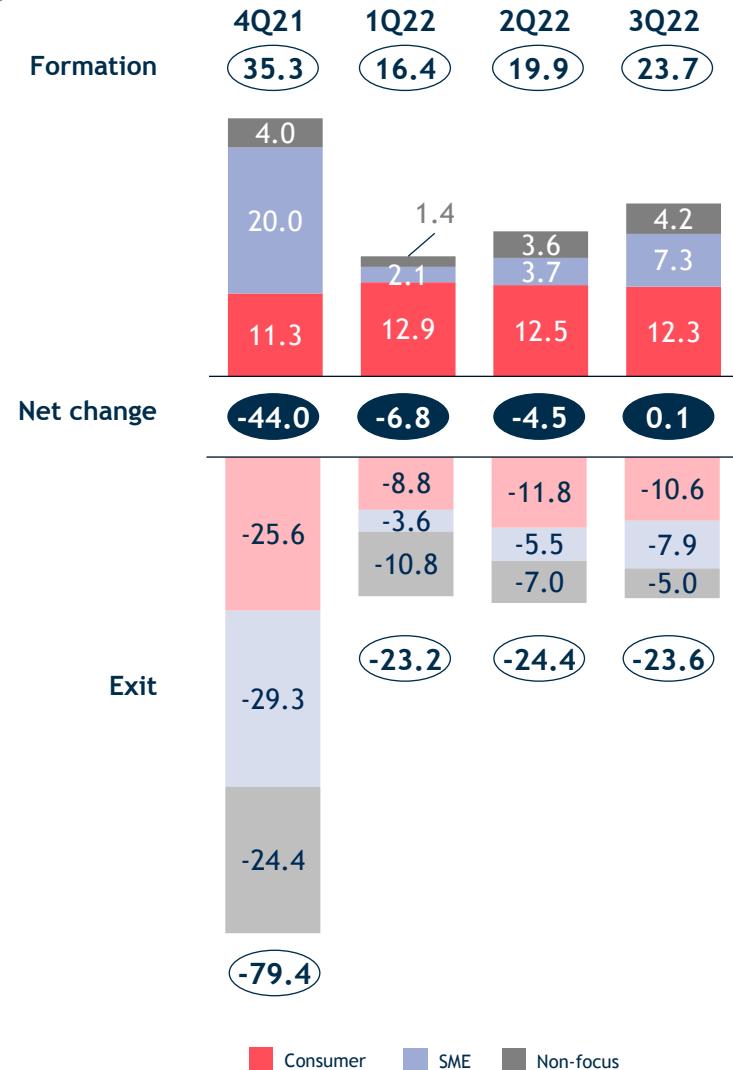
€mn, YTD



- Ongoing NPE containment as integral pillar of the Transformation Program
- Decrease in NPE volume by €11mn since YE21 and further improving NPE ratio
- In total, NPE formation continued to remain benign

Quarterly NPE formation & exit

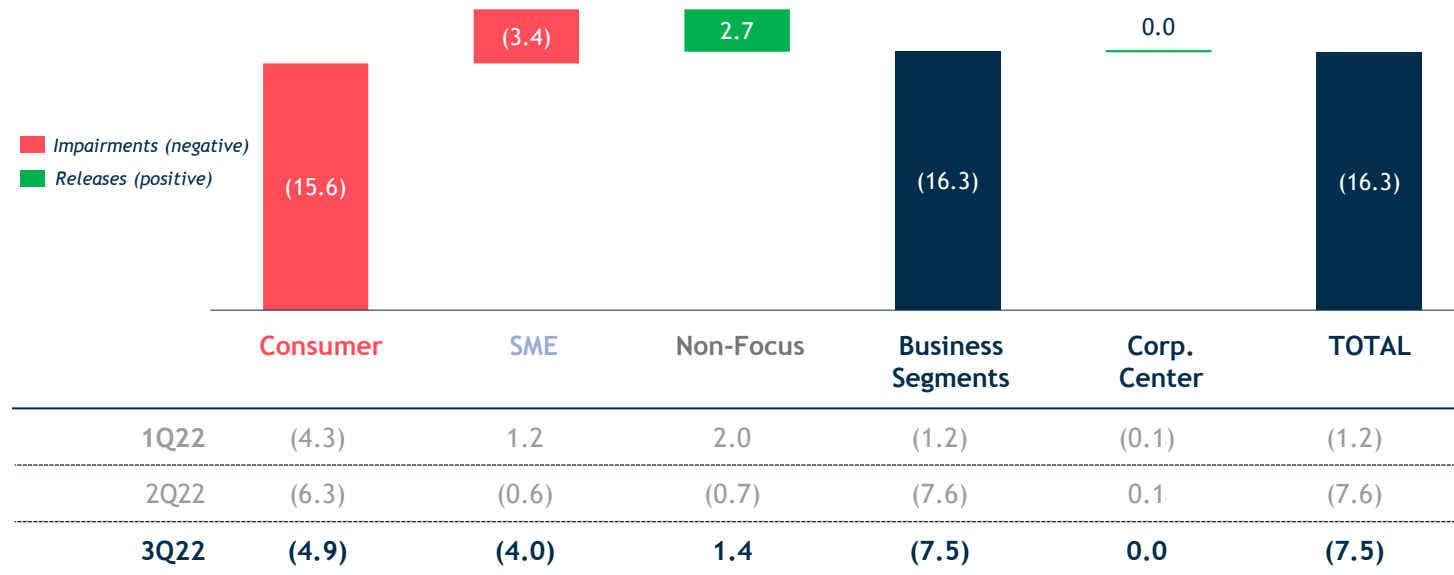
€mn, QTD



¹ Incl. exposure towards National Banks (respective values excl. NB exposure: 2020: 5.9%, 1H21: 6.0%, 2021: 5.2%, 1Q22: 4.9%, 1H22: 4.8%, 3Q22: 4.9%).

Credit loss expenses on financial assets

3Q22 YTD, €mn, positive number for release



- 3Q22 YTD credit loss expenses of €-16.3mn resulting in -0.49% cost of risk (on net loans):

- Consumer: -1.04%
- SME (incl. Micro): -0.29%
- Non-Focus: +0.41%

- Good operational portfolio development

- Russian-Ukrainian war, elevated inflationary pressures and supply chain disruptions increasing market volatility with possible effects on credit risk going forward

- Post-model adjustment at 3Q22 unchanged vs. 1H22 at €13mn (YE21: €9mn) to reflect volatile environment

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

Ratio in %, not annualized (negative number represents impairment)

Focus areas

QTD

	3Q21	4Q21	1Q22	2Q22	3Q22
Consumer	(0.21)% (0.25)% on NL	0.16% 0.19% on NL	(0.26)% (0.31)% on NL	(0.37)% (0.44)% on NL	(0.28)% (0.33)% on NL
SME	(0.01)% (0.02)% on NL	(0.16)% (0.27)% on NL	0.07% 0.11% on NL	(0.03)% (0.05)% on NL	(0.22)% (0.34)% on NL

Group 3Q22

YTD

Business Segments

(0.37)%
(0.49)%
on
Net Loans



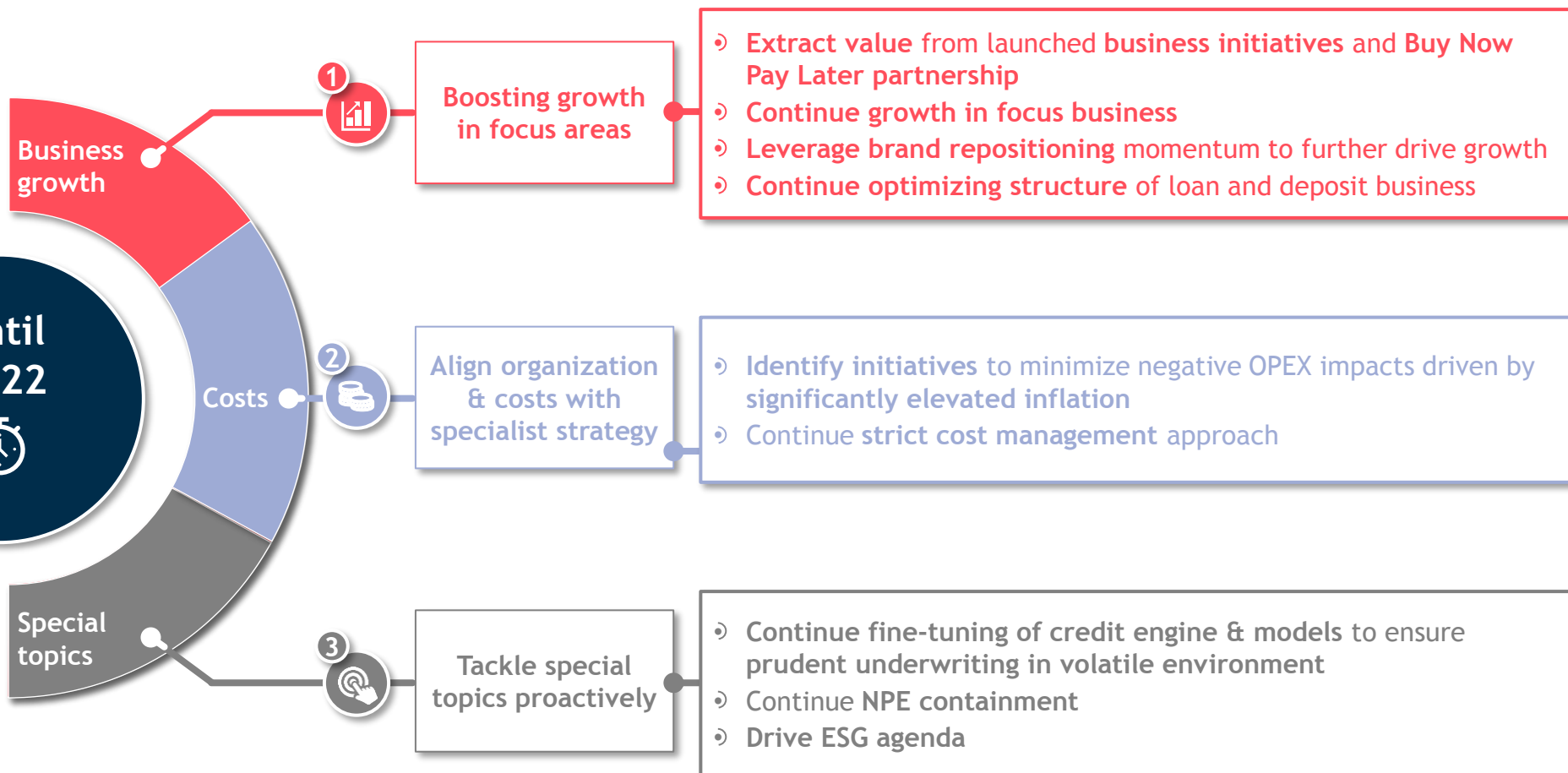
TOTAL

(0.36)%
(0.49)%
on
Net Loans



Status

- Significant revenue growth combined with efficient cost management delivered, confirming that initiatives taken are successful
- 18-months Transformation Program launched at 1H21 to be finished by year-end 2022
- Management in preparation of next steps



Outlook 2022

Outlook 2022 confirmed in challenging environment (as revised upwards in 1H22):

- ➔ **Gross performing loans:** c. €3.3bn with >10% growth in focus
- ➔ **Net Banking Income:** above €240mn as a result of improved business activities despite the accelerated run-down in non-focus *(previously: stable at 2021 level of ca. €236mn)*
- ➔ **Operating expenses:** below €167mn due to increased inflationary pressures, excluding Euro implementation in Croatia (mid-single digit euro million cost) *(previously: below €165mn)*
- ➔ **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

CHF Slovenia & Dividend Policy

- **Decision on CHF law** by the Constitutional Court in Slovenia **now expected in 1H23**
- Management reiterates **expectation that law will be turned down**
- **Return to appropriate dividend policy targeted**

Macro Risks & Perspectives

- **Higher level of market volatility** mainly driven by Russian-Ukrainian war, elevated inflationary pressures, supply chain disruptions and a possible recession
- In light of a changing global and business environment, Addiko will continue to proactively apply and fine-tune its **prudent risk approach** for sustainable business growth going forward
- **Management remains confident on business development** despite economic headwinds

Next Steps

- **YE22 results call** scheduled for 8 March 2023 at 2pm Vienna time
- **AGM 2023** scheduled for 21 April 2023



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)

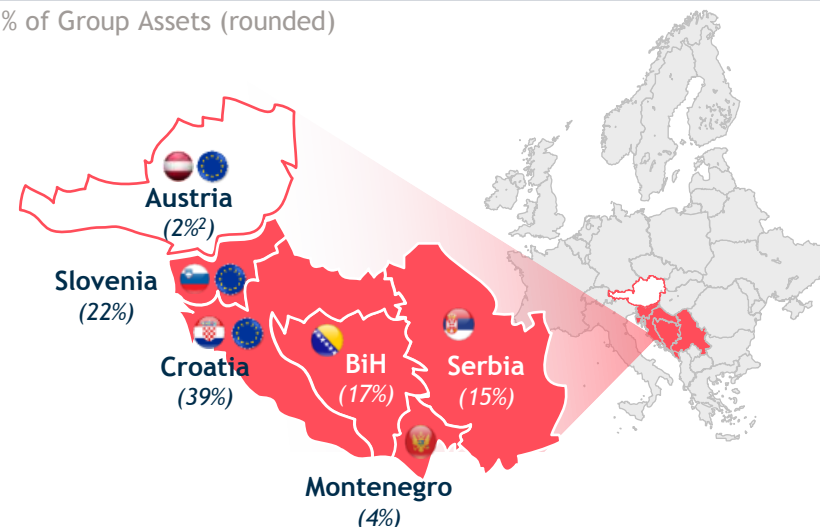
Repositioned as a focused CSEE specialist lender

Consumer

SME

Operating as one region - one bank

3Q22, % of Group Assets (rounded)



3Q22

~0.8mn
Customers

154
Branches

€5.8bn
Total Assets

64%-36%
EU vs.
EU accession
asset split³

€3.3bn
Loans and
Receivables

€4.7bn
Customer
Deposits

€798mn
Equity

Ba1_(cr)/NP_(cr)
Counterparty Risk
Assessment
issued by Moody's

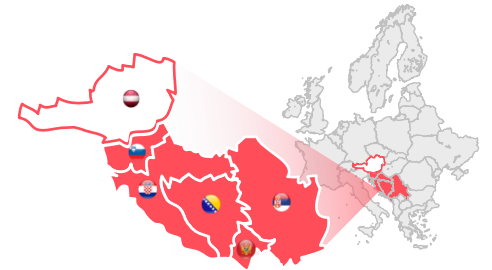
¹ Finanzmarktaufsicht Österreich.

² Includes total assets from Holding (€1,029mn) and consolidation/recon. effects of (-€895mn).

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.

Strategic pillars

Near term - key insights



CSEE Pure-Play

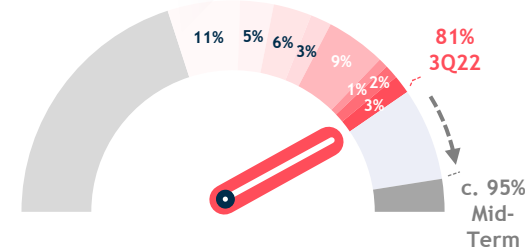
Competitive specialist strategy in our market for our focus segments **Consumer & SME**

- CSEE with higher growth compared mature markets
- Still underserved niches

Loan Book Transformation & Digital

Transformation of our balance sheet to generate value in the long term by **clear focus** and **leading digital operations**

- Growth in focus business
- Capital generation potential via faster non-focus reduction despite short-term income impact



Prudent Risk Approach

Drive growth prudently by using **advanced risk-management tools** as part of our **modern digital platform**

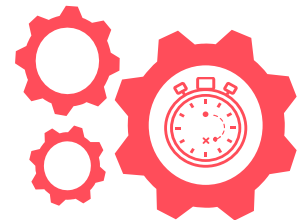
- Risk adjusted income remains key in growth strategy
- Apply digital risk tools across Consumers and SMEs



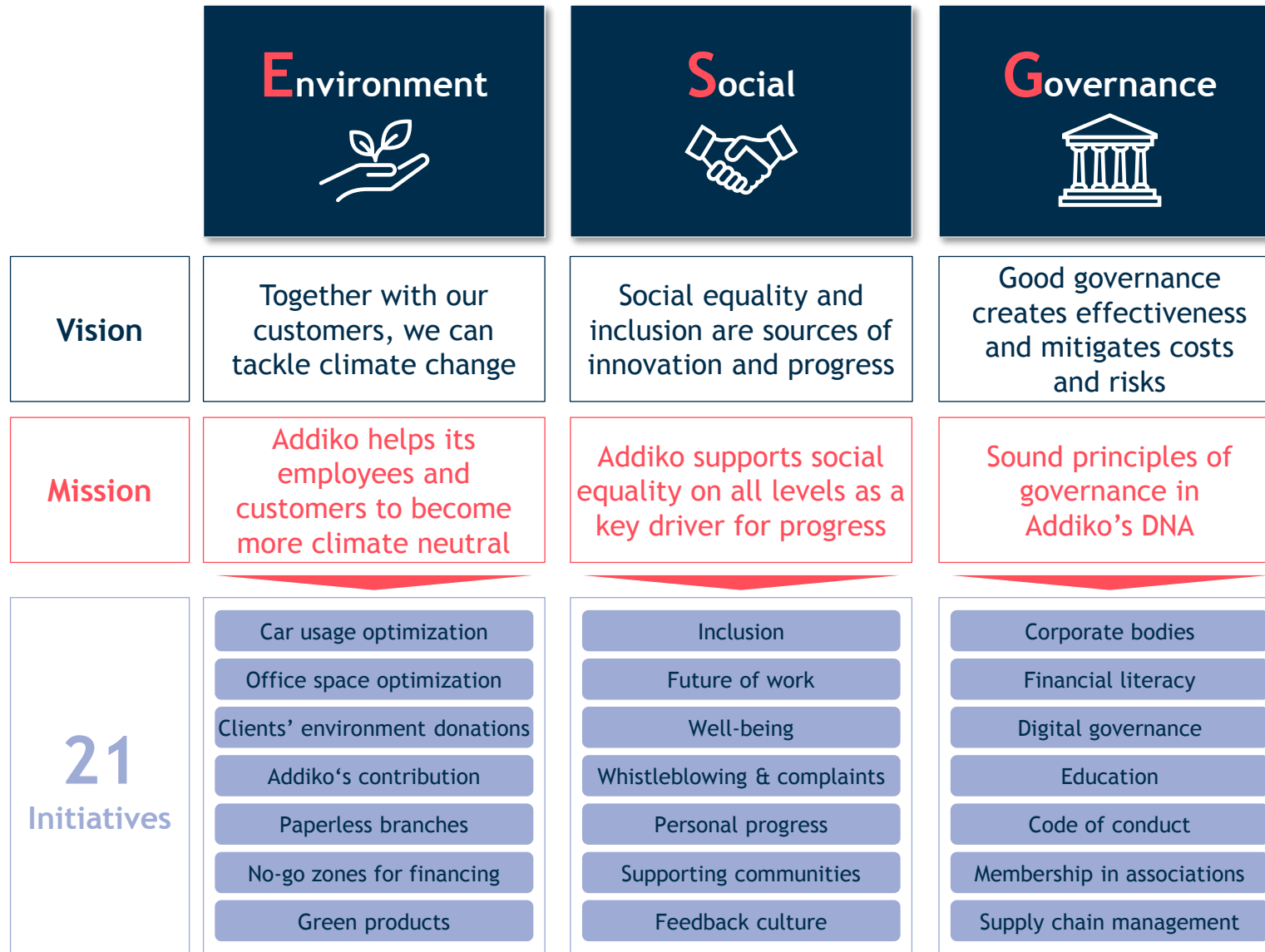
Efficiency Push

Continued commitment to reduce costs in our transformation process

- Sizeable OPEX reduction at early stage of transformation
- Extraordinary EUR implementation costs in Croatia during 2022/23



ESG in Addiko - It is the little things that count



Next steps

- CRO appointed as ESG Officer in Addiko
- Implementation plan for 21 initiatives defined
- Roll-out during 2022, full implementation until 2023
- Addiko achieved substantial improvement in its management of C&E risks during 2022
- ECB's Thematic Review on climate and environmental risks concluded: No impact on SREP expected this year

- ✓ **Liquid balance sheet**
 - LCR ratio: 249% (1H22: 246%)

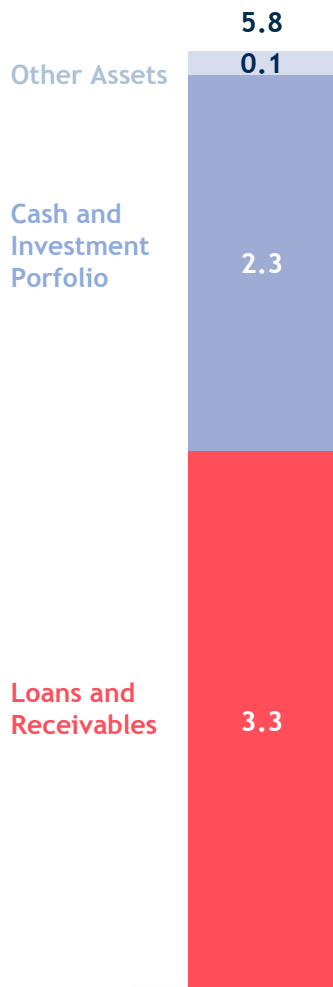
- ✓ **Liquid assets**
 - €1.20bn of cash (-9bps on avg.)
 - €1.12bn of investment portfolio (119bps on avg.)

- ✓ **Substantially de-risked asset base**
 - NPE ratio: 2.8% (YE21: 2.9%)
 - NPE ratio (on balance) : 3.9% (YE21: 4.0%)

- ✓ **Solid provision coverage levels**
 - 78.9% NPE coverage ratio (YE21: 71.9%)
 - 121.2% incl. collateral (YE21: 121.4%)

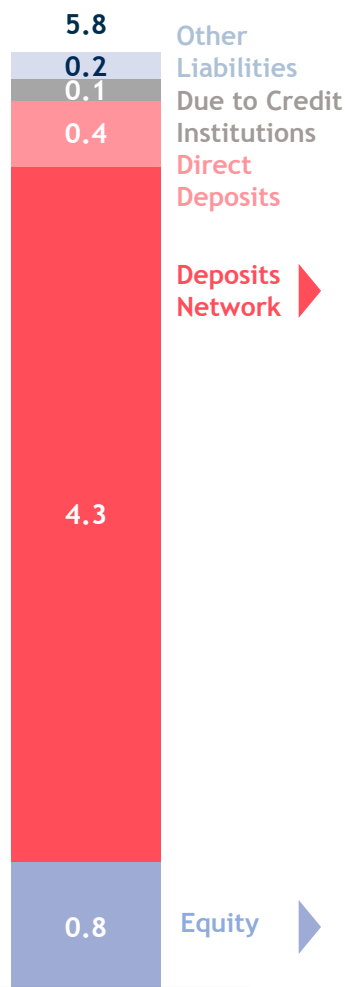
Assets

3Q22, €bn



Liabilities and Equity

3Q22, €bn



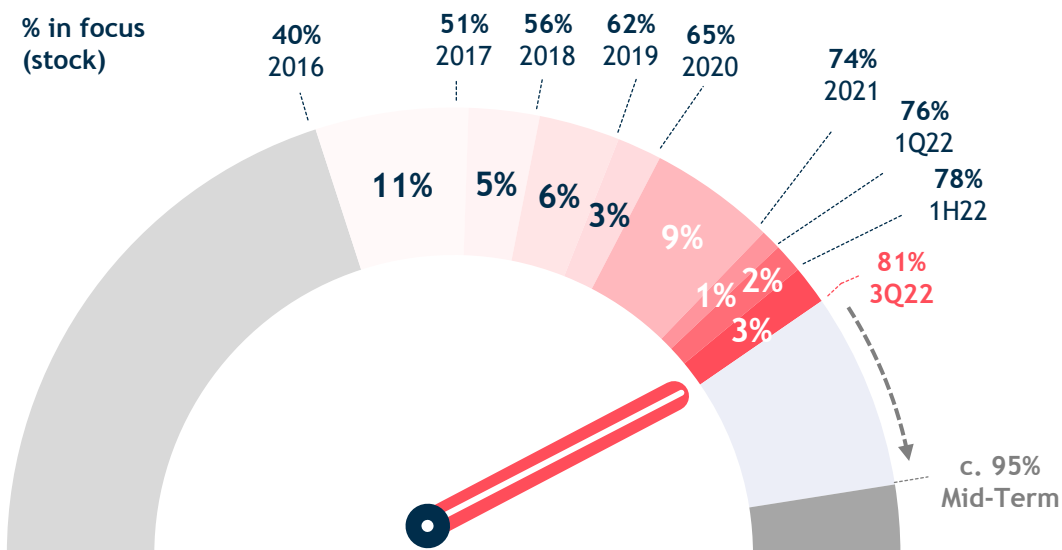
- ✓ **Strong deposit base**
 - Loan-deposit ratio (customer) : 70.7% (YE21: 69.6%)
- ✓ **Funding surplus¹: c. €1.4bn**

- ✓ **Robust capital base**
 - 21.3%² fully-loaded CET1 ratio
- ✓ **Ongoing RWA optimization, potential capital optimization with eligible instruments in future, depending on market environment**

¹ Calculated as difference between deposits of customers and loans and advances to customers. ² Transitional CET1 ratio amounts to 21.8% as of 3Q22.

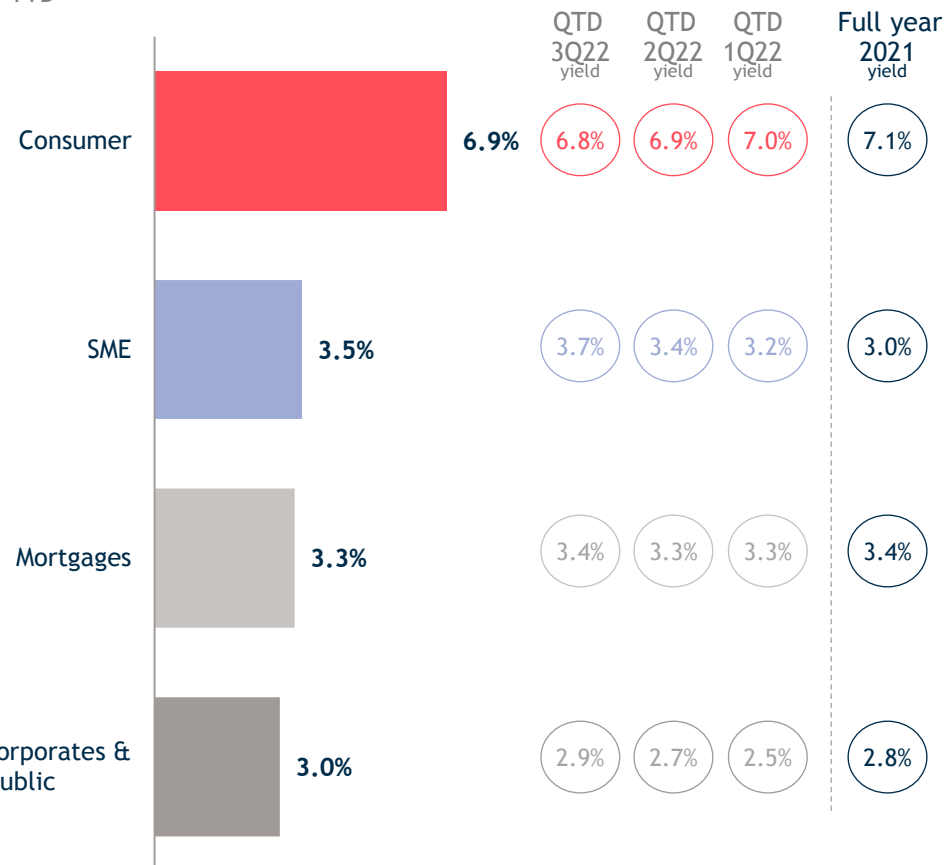
Gross performing loans in focus segments

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



Gross yield by segment¹

3Q22 YTD



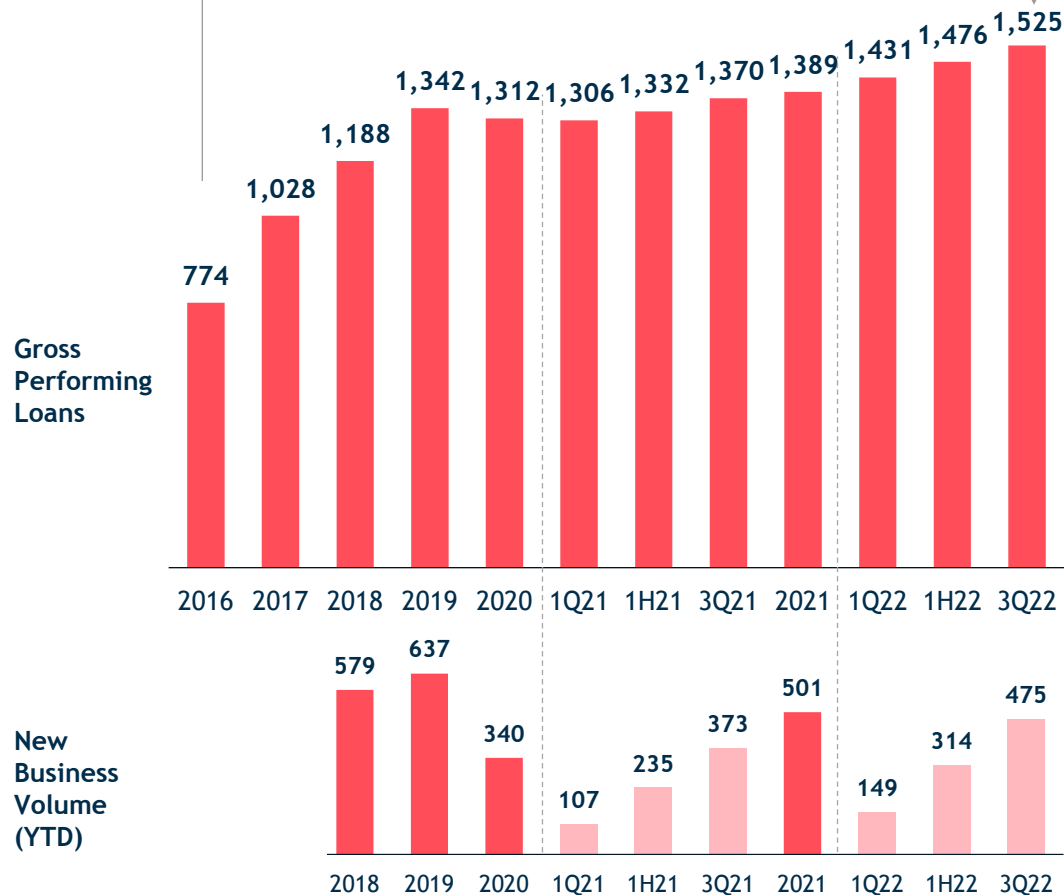
- Shift to focus continues trend reaching 81% at 3Q22
- Ambition to develop focus book share towards Mid-Term target of c. 95%
- Focus yield stable at 5.4% at 3Q22, mainly driven by sharpened focus on micro & small SMEs & thereby increasing yields

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.

Consumer (from 1Q21 Micro shifted to SME)

€mn, YTD

CAGR: 11.9%

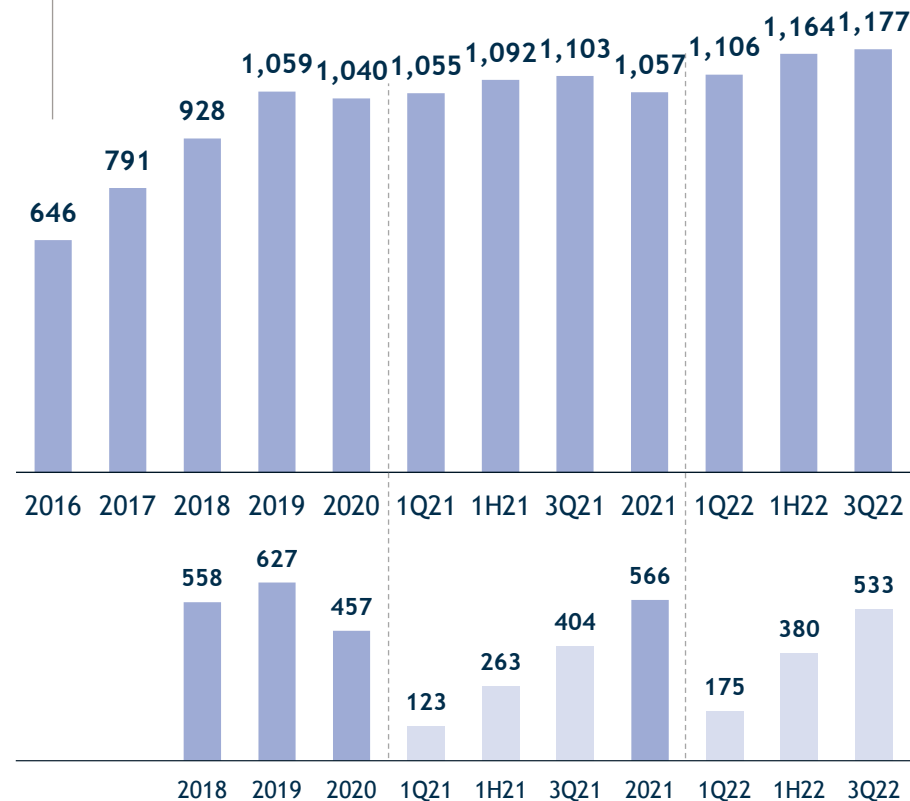


- Gross performing loans up +11% YoY and +3% vPQ
- New business up by 27% YoY

SME

€mn, YTD

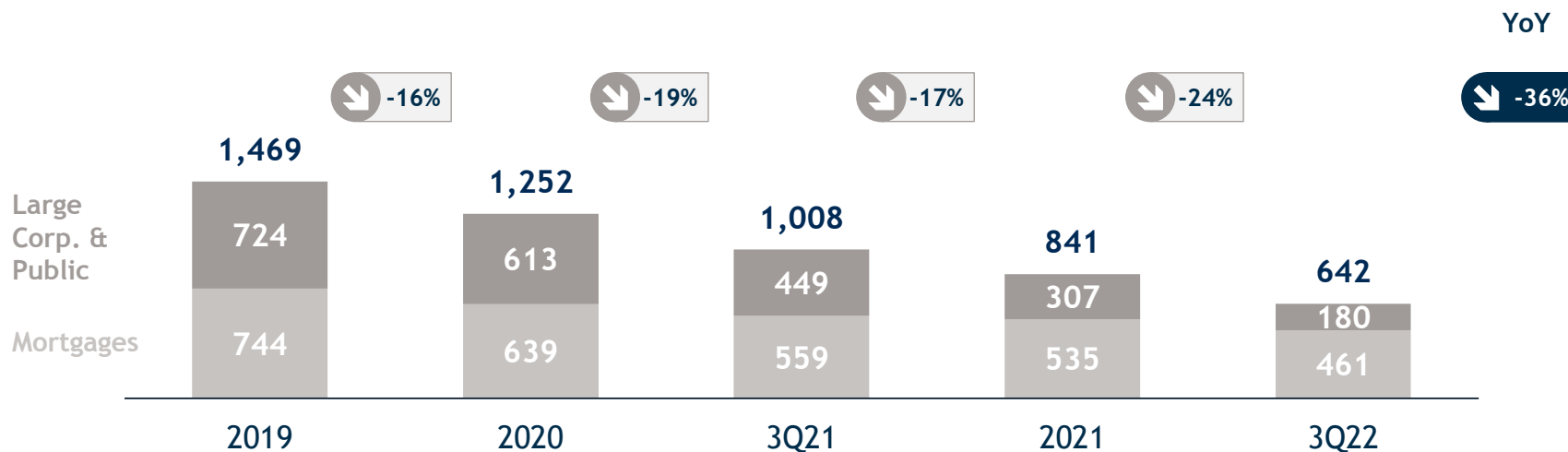
CAGR: 10.8%



- Gross performing loans up +7% YoY despite reduction in low yielding & high-ticket medium SME loans
- New business up by 32% YoY, predominantly in micro and small SMEs

Non-Focus portfolio development

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



- **Non-Focus reduction accelerated as part of the Transformation Program**
- Run-down reduces short-term income generation while freeing up capital and increasing granularity of portfolio
- Well-provisioned legacy portfolio with solid risk profile & RWA optimisation potential via run-down
- Allows further sharpened focus on growth in Consumer & SME and efficiency
- Business mix shift is driving yield expansion with yields difference of >2% between focus and non-focus

WebLoan



Simple entry point for loan requests with instant initial offer (final approval & closure in branch)

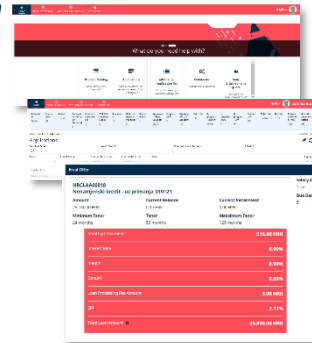
Achievements 3Q22

- ✓ Integration with the first partner in Slovenia
- ✓ Optimizations of UI/UX in all banks
- ✓ Continuous expansion of the partners' network

Plans 4Q22

- E2E loan process in Croatia - implemented but on hold due to Euro implementation project
- Implementation of Phase 1 of WebLoan for SME clients in Slovenia
- Module for easy-cloning of WebLoan for partners in Serbia

Group Application Processing System (GAPS)



Simple branch loan Application Processing System including CDE (Credit Decision Engine)

Achievements 3Q22

- ✓ Euro Phase 1 (Removal of new HRK Loans, incl. WebLoan & mLoan) in Croatia
- ✓ Numerous smaller improvements and optimizations in Slovenia

Plans 4Q22

- Implementation of end-to-end loan process for support of embeddable solution for the digital wallet (mBills by Petrol) in Slovenia
- Euro Phase 2 (Conversion) in Croatia

mLoan



Quick and simple E2E cash loan solution for existing (eligible) clients via app or upgrade with the videoID solution for new clients

Achievements 3Q22

- ✓ Implementation of extended process for tickets up to €5k with video ID for new clients
- ✓ Mobile app for 3rd party application for mLoan in Slovenia

Plans 4Q22

- Out-of-the-box embeddable solution for external mobile apps to integrate end-to-end loan process with the digital wallet (mBills) to offer Addiko loans to new users through embedded finance in Slovenia

Digital SME lending platform



Simple Loan & Guarantee Platform for SMEs, with business process management (Appian)

Achievements 3Q22

- ✓ Update of credit decision engine CRIF, refactoring application and stabilizing processes, enhancements to support sales funnel reporting

Plan 4Q22

- Implementation of process for support of WebLoan for SME clients in Slovenia (Phase 1)
- Automated booking and pay-out through robotic process automatization (RPA) for Simple Loans in Slovenia
- Flexible input/updates of table for variable/fixed interest rates

Digital capabilities

YTD

Registered
Mobile Banking
Users (ths.)²

150

188

221

230

251

+13% YoY

+4%

Mobile banking users
(vs. PQ)

+3%

Digital users
(vs. PQ)

Digital
Users (ths.)²

177

210

238

246

266

+11% YoY

24%

Bank@Work
(1H22: 26%, 1Q22: 28%, YE21: 28%, 3Q21: 28%)

38%

Digital consumer loans¹
(1H22: 37%, 1Q22: 37%, YE21: 36%, 3Q21: 25%)

58%

Digital SME loans
(1H22: 59%, 1Q22: 63%, YE21: 33%, 3Q21: 29%)

2019

2020

3Q21

2021

3Q22

¹ Consumer loans originated through Web (incl. digitally initiated loans and overdraft in Slovenia) / total consumer loans disbursements.

² Updated figures with enhanced methodology for registered mobile banking users and digital users.

Key financials

P&L

in €mn

	YTD			QTD		
	3Q22 (YTD)	3Q21 (YTD)	+/- PY	3Q22	2Q22	+/- PQ
Net interest income	129.3	126.8	2.0%	44.7	43.4	3.0%
Net fee and commission income	55.4	49.5	11.9%	19.3	19.1	1.0%
Net banking income	184.7	176.2	4.8%	64.0	62.5	2.4%
Other income ¹	-4.3	-5.3	-18.3%	1.3	-2.8	>100%
Operating income	180.4	170.9	5.5%	65.3	59.7	9.4%
Operating expenses	-124.7	-127.5	-2.2%	-41.9	-41.7	0.5%
1 Operating result ²	55.6	43.5	28.0%	23.4	18.0	30.1%
Other result	-15.2	-15.9	-4.4%	-6.6	-3.4	93.1%
Credit loss expenses on financial assets	-16.3	-12.9	26.6%	-7.5	-7.6	-1.2%
Result before tax	24.2	14.8	63.9%	9.3	7.0	33.4%
2 Result after tax	19.6	9.6	>100%	7.0	6.1	14.5%

Balance Sheet

in €mn

	3Q22 (YTD)	3Q21 (YTD)	+/- PY	+/- PQ
Total assets	5,795	5,932	-2.3%	1.7%
Loans and receivables to customers	3,327	3,517	-5.4%	-1.1%
3 o/w gross performing loans	3,344	3,530	-5.3%	-1.2%
Customer deposits	4,703	4,744	-0.9%	1.5%
Shareholders' equity	798	850	-6.1%	8.1%

Key Ratios

	3Q22 (YTD)	3Q21 (YTD)	+/- PY (pts)	+/- PQ (pts)
NIM (in bps)	297	285	13	1
Cost/income ratio	67.5%	72.3%	-4.8%	-1.0%
NPE Ratio (GE based)	2.8%	3.4%	-0.7%	0.0%
NPE Ratio (on-balance loans)	3.9%	5.9%	-2.0%	0.0%
Cost of risk (net loans)	-0.49%	-0.37%	-0.12%	-0.23%
Loan-deposit ratio (customer)	70.7%	72.7%	-2.0%	-1.8%
CET1 ratio (transitional)	21.8%	19.8%	1.9%	1.8%
Total capital ratio (transitional)	21.8%	19.8%	1.9%	1.8%
CET1 ratio (fully-loaded)	21.3%	19.1%	2.2%	2.4%
Total capital ratio (fully-loaded)	21.3%	19.1%	2.2%	2.4%

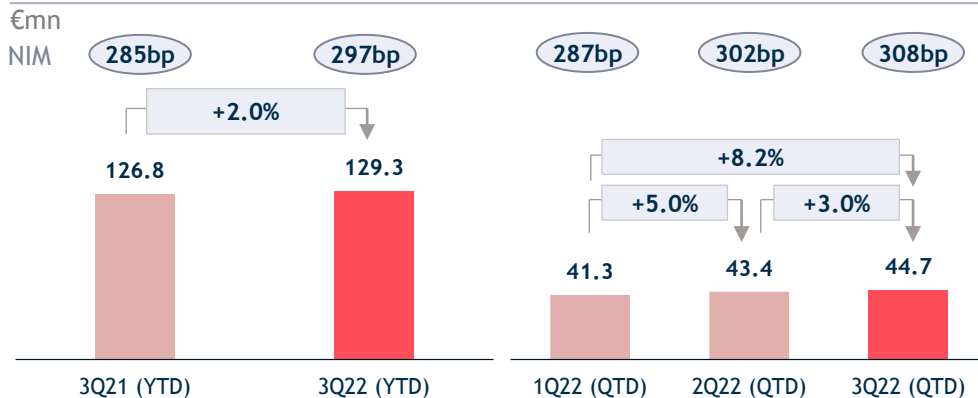
¹ Includes net result on financial instruments and other operating result. ² Operating result before impairments and provisions.

- Operating result at €55.6mn up 28.0% YoY:**
 - Net banking income up 4.8% YoY** driven by strong development in Consumer & SME, partially consumed by the accelerated run-down in non-focus and reduction in the low-yielding and high-ticket SME loan book
 - Strong growth in net fee and commission income** as a result of increasing business activities in Consumer & SME
 - Other income lower by €1.0mn YoY** mainly influenced by the change in the treasury strategy to focus on interest income collection from bond portfolio until maturity, as well as lower regulatory fees and no restructuring costs in 2022
 - Operating expenses down** as a result from Transformation Program, despite Euro implementation costs in Croatia, brand repositioning costs and inflationary pressure
- Result after tax of €19.6mn** reflecting strong business development & cost containment, provisions for legal claims and balanced credit losses, with overall strong asset quality
- Performing loan book stable** due to strong new business momentum compensating YoY decrease of €186mn from intentional reduction in non-focus and medium SME loans
- CET1 ratio at 21.8% transitional (21.3% fully-loaded)**



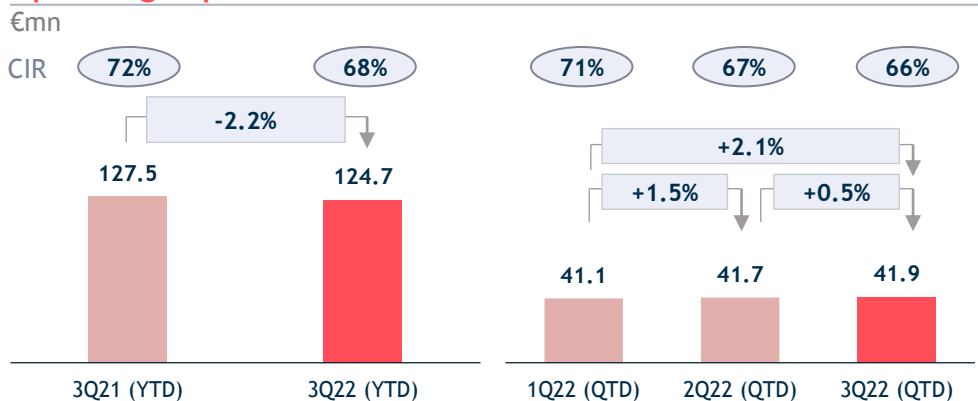
RoATE (@14.1% CET1) at 4.6% YTD

Net interest income



- Increase in net interest income from growth momentum in focus partially consumed by intentional reduction in non-focus and selected medium SME loans
- NIM improved driven by higher yields from sharpened focus in SME

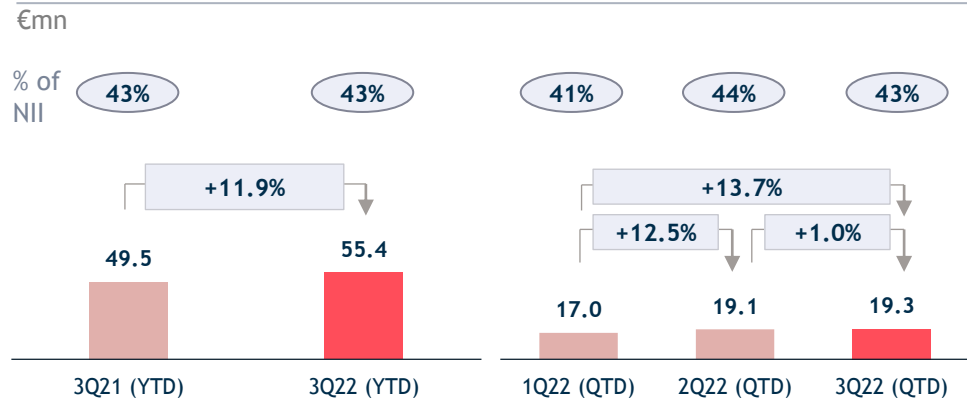
Operating expenses¹



- Operating expenses down by -2.2% YoY driven by initiatives of the Transformation Program (implemented during 2H21), fully offsetting Euro implementation costs in Croatia and higher brand repositioning costs

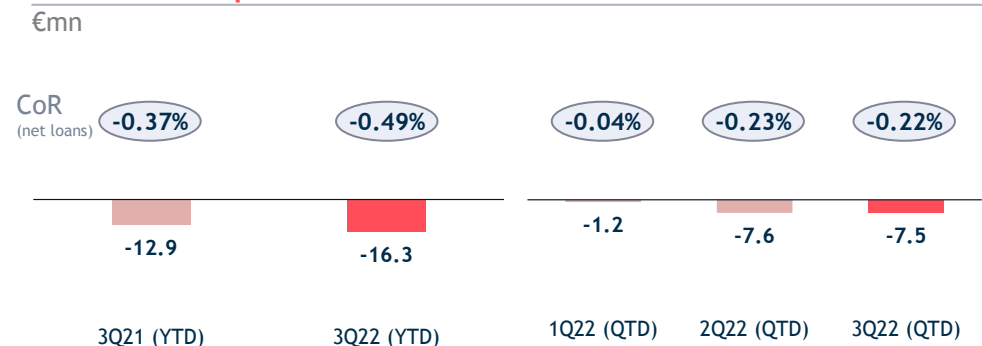
¹ Reclassification depreciation from investment properties to other operating expenses.

Net fee and commission income



- Strong growth in net commission income of +11.9% YoY as a result of increased business activities, higher accounts & packages, elevated transactions, bancassurance and FX/DCC

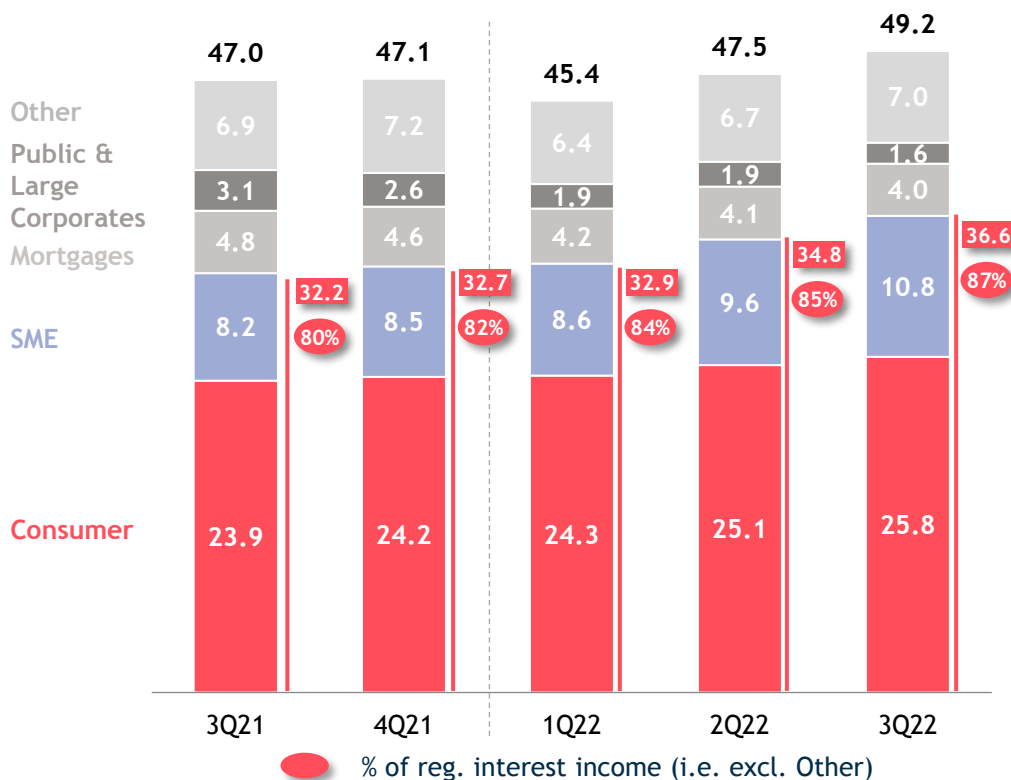
Credit loss expenses on financial assets



- Stable NPE development with a decrease of €11mn in NPE volume since YE21
- Post-model adjustment in 3Q22 unchanged to 1H22's €13mn (YE21: €9mn) to reflect currently volatile environment

Interest income by quarter¹

€mn



- Increase in interest income driven by strong development in Consumer and SME business despite accelerated non-focus run-down and reduction of selected medium SME loans (2022 as bridge year)
- Focus interest income up by 5.2% vPQ

Gross yield by quarter²

	3Q21	4Q21	1Q22	2Q22	3Q22
Consumer	7.0%	7.0%	7.0%	6.9%	6.8%
	6.5% new business	6.5% new business	6.3% new business	6.5% new business	6.4% new business
SME	3.0%	3.1%	3.2%	3.4%	3.7%
	3.4% new business	3.5% new business	3.8% new business	3.9% new business	4.1% new business
Public & Large Corporates	2.5%	2.7%	2.5%	2.7%	2.9%
Mortgages	3.3%	3.3%	3.3%	3.3%	3.4%

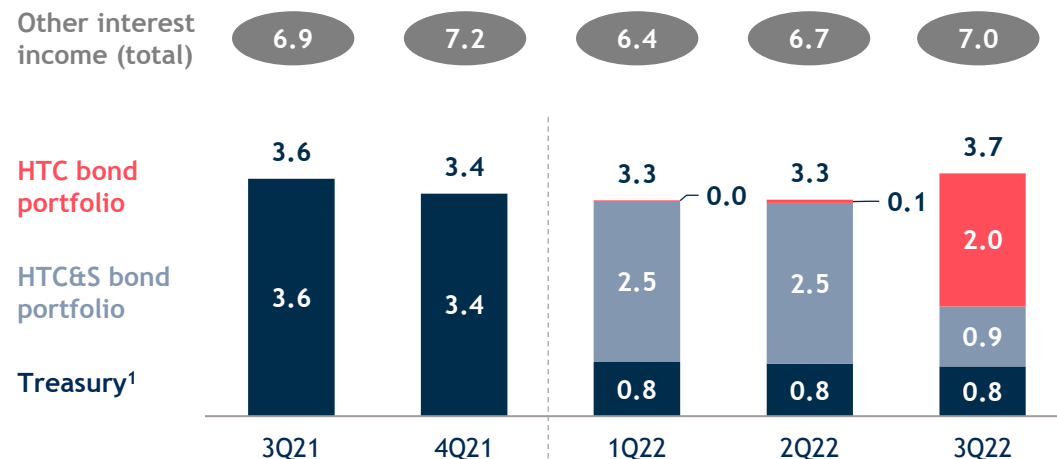
- New business yields in Consumer influenced by pricing pilots and 2Q's brand repositioning campaign offering
- SME yields continued to increase due to sharpened focus on smaller tickets with micro and small SMEs
- Mortgage and Public & Large Corp. in run-down mode

¹ For segments only regular interest income is shown.

² The gross yield is calculated as annualised regular interest income divided by the simple average of gross performing loans based on beginning and end of period amounts. New business yields are calculated using daily averages.

Treasury interest income by quarter

€mn



- **HTC bond portfolio:** New Hold-to-Collect (HTC) strategy implemented in EU entities as of 1 July 2022

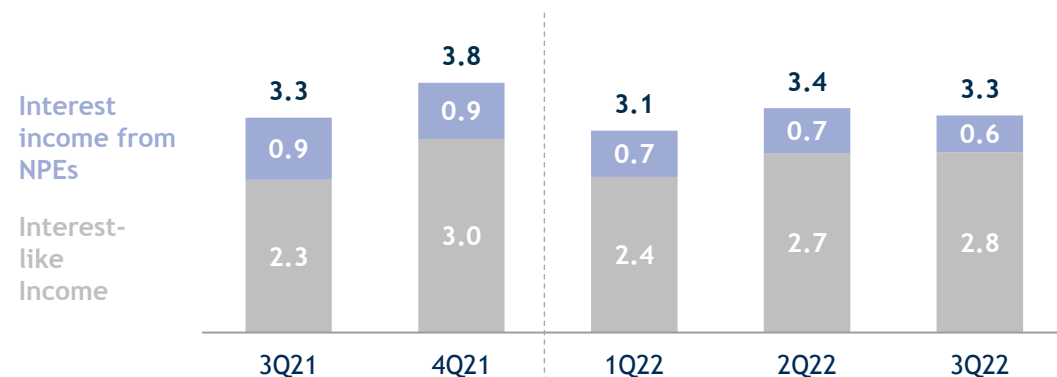
The presentation of the interest income in 1Q22 and 2Q22 represent only the interest income from the instrument classified as HTC from the beginning. 3Q22 figures include in addition also the interest income of the reclassified instruments from the reclassification date

- **HTC&S bond portfolio:** interest income from the Hold-to-Collect-and-Sell (HTC&S) bond portfolio of the non-EU entities

- **Treasury:** Financial bonds (100% investment grade) and corporate bonds (83% investment grade)

Interest income from NPEs & interest like income by quarter

€mn



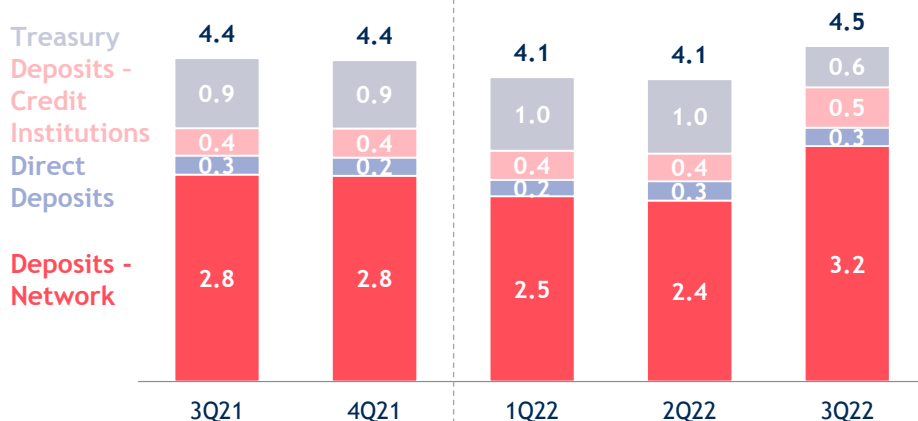
- **Interest income from NPEs:** stable due to limited NPE inflow

- **Interest like income** (i.e. fees accrued over the lifetime of the loan): Supported by increased new business activities, 4Q21 was influenced by fees for pre-mature repayments in the non-focus segments

¹ During 2021, based on the previous strategy, all interest income from government bonds, financial bonds and corporate bonds reflected in "Treasury".

Interest expense by quarter

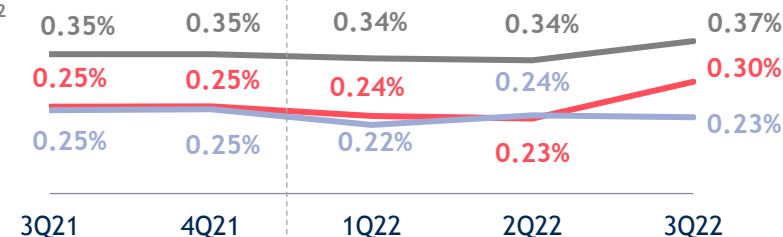
€mn



Cost of funding by quarter¹

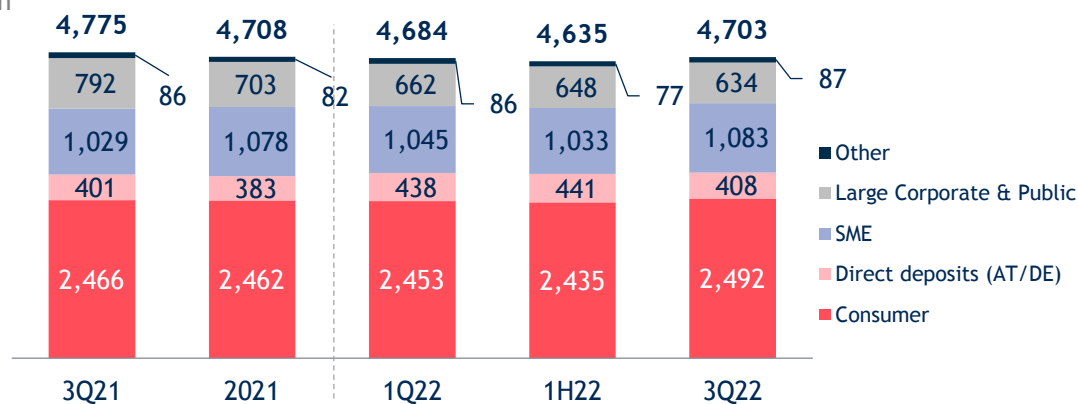
Group Cost of Funding²

Deposits - Network
Direct Deposits



Stable customer deposit volumes

YTD, €mn

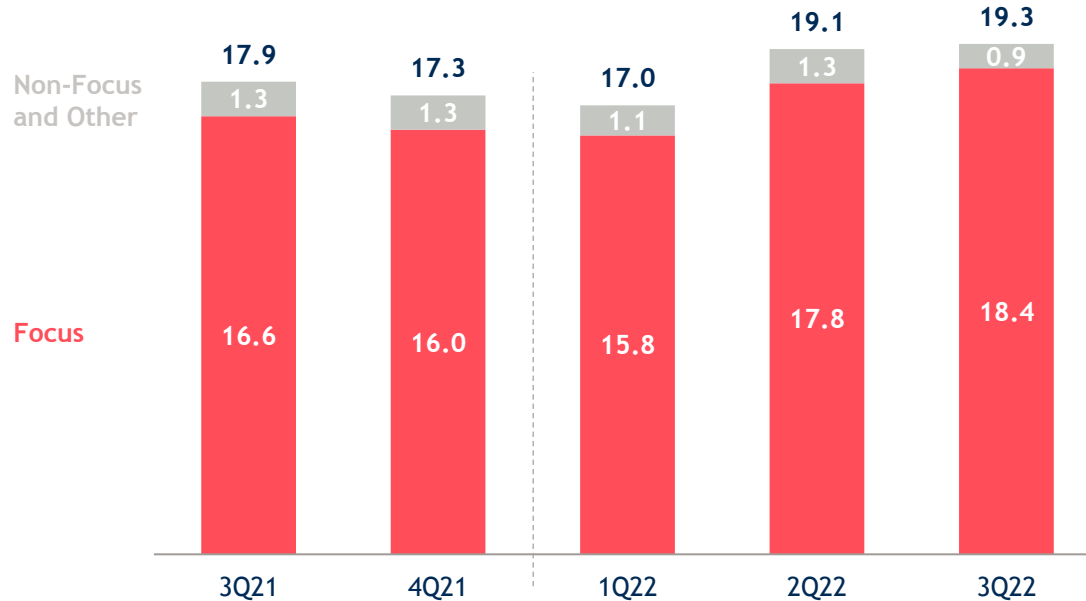


- Customer deposit volume slightly up to €4,703mn at 3Q22 (€4,708mn at YE21)
- Deposit pricing slowly inching up following overall market trend and Serbia
- High share of a-vista/demand deposits (3Q22: 72%)

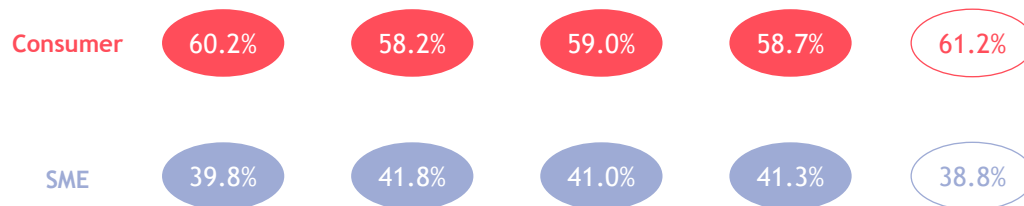
¹ Denominator based on simple average. ² Includes customer deposit costs, costs for deposits from credit institutions and Treasury costs.

Net fee and commission income by quarter

€mn



Focus



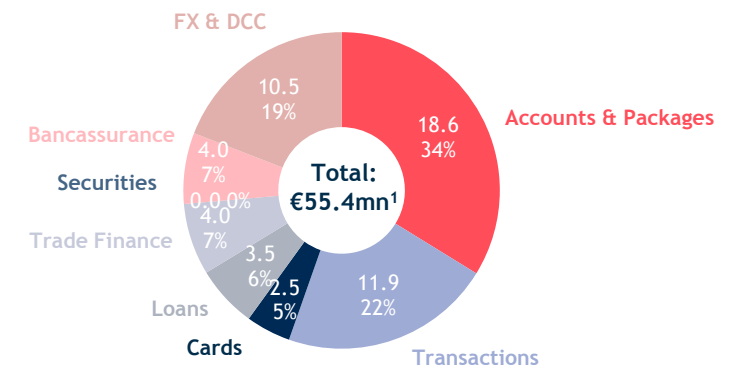
¹ Excludes €0.3mn of negative contribution from "other".

Key highlights

- Solid improvement of net fee and commission income in 3Q22: up 11.9% vs. 3Q21
- Bancassurance up c. 31% YoY due to accelerated business activities and increasing product penetration
- Other products: increased contribution from accounts & packages, FX & DCC and transactions continued, representing c. 75% of NCI
- NCI from accounts & packages up c. 19% YoY
- Consumer and SME segments continue to generate >90% of net fee and commission income, with increasing contribution from the SME business

By product type

3Q22 YTD, €mn



Other income breakdown (YTD)

€mn

	3Q21	3Q22
Deposit guarantee	-4.1	-4.6
1 Bank levies and other taxes	-2.8	-1.9
Recovery and Resolution Fund	-1.2	-0.6
2 Restructuring	-2.7	0.0
3 Other	0.8	1.2
Other operating result	-9.9	-5.9
4 Net result on financial instruments	4.6	1.6
Other income	-5.3	-4.3

1 Lower regulatory charges for recovery and resolution fund and positive outcome of a real estate tax dispute in Croatia

2 **Restructuring:** No restructuring costs in 2022, Transformation Program already reflected in 2021

3 **Other:** 3Q22 driven by positive one-off from sale of non-core real estate assets

4 **Net result on financial instruments:** Down YoY due to lower realized gains from the regular management of debt securities in line with the new treasury investment strategy to keep the positions until maturity to collect interest income

Other result breakdown (YTD)

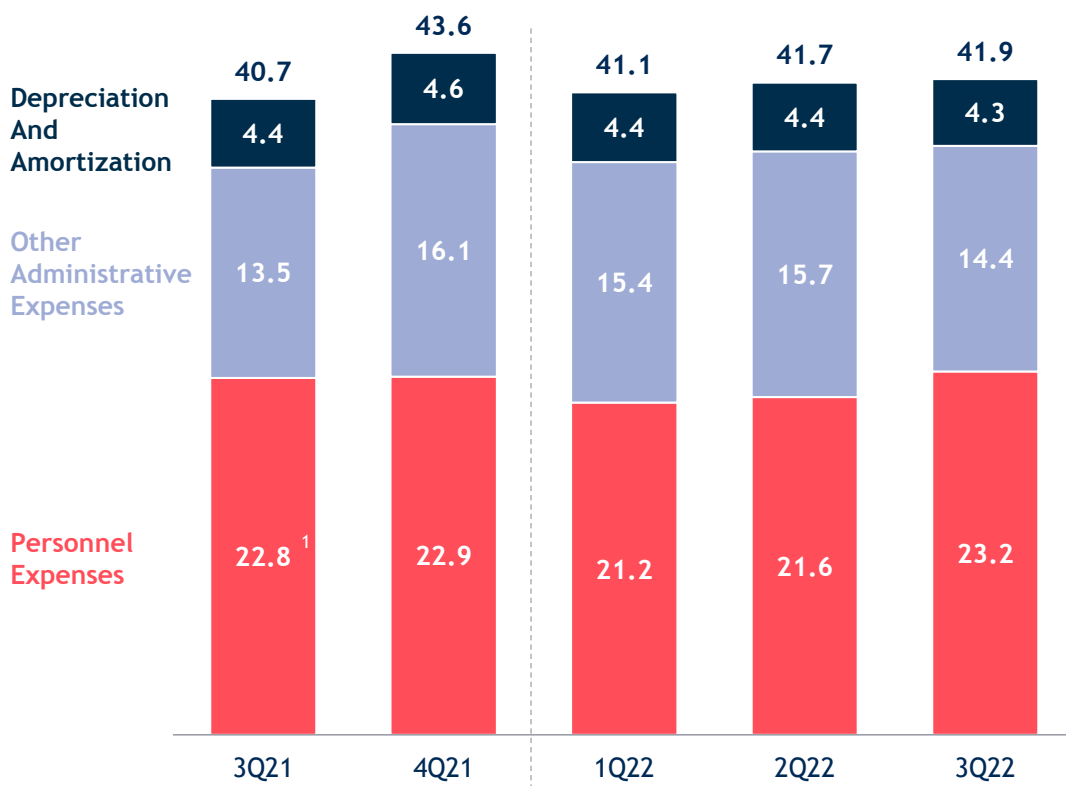
€mn

	3Q21	3Q22
1 Legal provisions (net)	-12.1	-14.9
Impairments non-financial assets (net)	-3.7	-0.2
Modification gains/losses	0.0	0.0
Other	0.0	0.0
Other result	-15.9	-15.2

1 **Legal provisions:** 3Q22 mainly related to legal provisions in Croatia and costs from legal mitigation actions taken in Slovenia

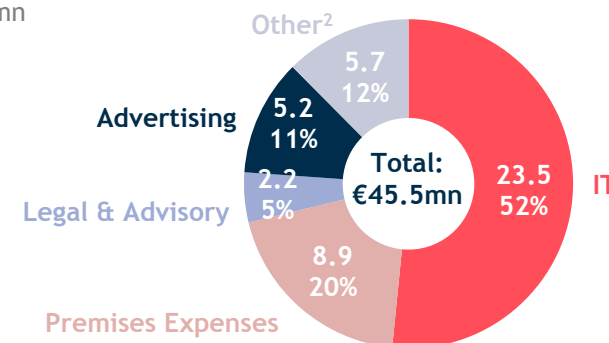
Operating expenses development by quarter

€mn



Other Administrative expenses

3Q22 YTD, €mn



- Overall cost base down YoY as a result of the Transformation Program initiatives implemented during 2H21
- Higher costs in 3Q22 YoY related to sales incentives & frontloaded marketing costs for brand repositioning, as well as costs related to the Euro implementation project in Croatia
- Increase in personnel expenses mainly related to raises in lower-income salaries
- Further pressure on cost base going forward given inflationary pressure

¹ As of 3Q21, Supervisory Board costs are shown as part of the personnel expenses (previously included in "Other Administrative Expenses").

² Includes vehicle expenses, travel expenses, education expenses, expenses for legal form, other insurance and other.

Detailed balance sheet overview (YTD)

€mn

	2016	2017	2018	2019	2020	2021	3Q22
Liquid Assets	3,287.6	2,582.5	2,211.8	2,034.5	2,121.8	2,406.5	2,322.9
Cash reserves	1,878.2	1,285.9	1,002.9	899.4	1,156.3	1,361.7	1,204.2
Investment Portfolio	1,409.4	1,296.6	1,208.9	1,135.1	965.5	1,044.8	1,118.7
Financial assets held for trading	17.4	19.8	24.3	38.5	36.4	32.6	24.1
Investment securities ¹	1,391.9 ¹	1,276.8 ¹	1,184.6	1,096.6	929.0	1,012.2	1,094.5
Loans and receivables	3,779.9	3,757.2	3,792.9	3,885.9	3,641.2	3,284.4	3,336.0
Loans and receivables to credit institutions	49.4	65.3	5.6	14.0	56.5	5.7	9.0
Loans and receivables to customers	3,730.5	3,691.9	3,787.3	3,871.9	3,584.7	3,278.7	3,327.0
Derivatives - hedge accounting	0.1	0.1	-	-	-	-	-
Tangible assets	70.4	57.3	57.7	85.9	78.8	70.6	63.6
Property, plant & equipment	67.9	55.3	55.7	81.8	74.0	65.5	59.1
Investment properties	2.5	2.0	2.0	4.1	4.7	5.1	4.6
Intangible assets	17.3	21.8	30.3	27.9	26.4	26.7	23.8
Tax Assets	2.6	22.3	28.3	25.7	25.2	26.9	30.8
Current tax assets	2.6	1.6	1.7	1.8	3.9	2.7	2.8
Deferred tax assets	-	20.6	26.6	23.9	21.3	24.1	28.0
Other assets	18.9	24.8	25.5	20.6	18.5	14.9	17.2
Non-current assets held for sale	39.3	19.5	5.7	3.1	2.7	12.3	0.9
Total assets	7,216.1	6,485.5	6,152.1	6,083.6	5,914.5	5,842.3	5,795.3
Deposits from credit institutions	316.0	341.6	324.4	233.9	196.2	174.6	133.9
Deposits from customers	4,435.6	4,933.8	4,836.7	4,831.2	4,728.1	4,708.2	4,702.9
Issued bonds, subordinated and supplementary capital	73.5	198.5	1.1	0.1	0.1	0.1	0.1
Other financial liabilities	1,215.3	47.3	40.3	56.4	49.0	50.8	54.0
Financial liabilities measured at amortized cost	6,040.4	5,521.2	5,202.5	5,121.6	4,973.4	4,933.6	4,890.9
Financial liabilities at fair value through profit or loss	25.0	-	-	-	-	-	-
Financial liabilities held for trading	9.1	1.8	2.1	6.0	4.9	2.3	3.9
Derivatives - hedge accounting	6.9	-	-	-	-	-	-
Total interest bearing liabilities	6,081.4	5,523.0	5,204.6	5,127.6	4,978.2	4,935.9	4,894.8
Provisions	107.8	83.3	62.0	66.9	58.2	69.9	73.4
Tax liabilities	1.4	1.3	1.0	0.0	26.3	5.8	0.9
Current tax liabilities	1.0	0.9	0.9	-	-	5.8	0.9
Deferred tax liabilities	0.5	0.5	0.1	0.0	-	-	0.0
Other liabilities	28.1	33.8	25.1	27.9	26.3	25.7	28.3
Liabilities included in disposal groups classified as held for sale	2.7	-	-	-	-	-	-
Total liabilities	6,221.4	5,641.5	5,292.5	5,222.4	5,089.1	5,037.2	4,997.5
Total shareholders' equity	994.7	844.0	859.5	861.3	851.8	805.1	797.8
Total liabilities and shareholders' equity	7,216.1	6,485.5	6,152.1	6,083.6	5,914.5	5,842.3	5,795.3

¹ The line item "Investment securities" was introduced in the Audited Consolidated Financial Statements as of and for the financial year 2018, due to introduction of IFRS 9. The position includes also the IAS 39 positions "available-for-sale financial assets" and "held-to-maturity investments" as presented in the Audited Consolidated Financial Statements for the financial years 2016 and 2017.

Detailed income statement overview (YTD)

€mn

	2016	2017	2018	2019	2020	New P&L logic				
						2019	2020	2021	3Q21	3Q22
Interest income calculated using the effective interest method	232.2	226.0	209.6	207.4	194.3	207.4	194.3	185.5	138.9	141.2
Other interest income	6.0	8.3	4.2	3.4	2.6	3.4	2.6	2.2	1.7	0.9
Interest expense	(79.4)	(68.9)	(40.7)	(27.8)	(22.3)	(27.8)	(22.3)	(18.2)	(13.8)	(12.8)
Net interest income	158.8	165.3	173.2	183.0	174.7	183.0	174.7	169.5	126.8	129.3
Fee and commission income	62.0	71.3	76.5	83.0	75.6	83.0	75.6	84.3	62.4	69.6
Fee and commission expense	(12.0)	(12.8)	(14.1)	(15.8)	(15.8)	(15.8)	(15.8)	(17.5)	(13.0)	(14.3)
Net fee and commission income	50.0	58.5	62.4	67.2	59.8	67.2	59.8	66.8	49.5	55.4
Net result on financial instruments	20.3	9.7	70.0	13.4	9.1	13.4	11.7	6.2	4.6	1.6
Other operating income	29.6	27.4	19.1	8.9	13.4	3.5	6.0	3.8	3.4	3.2
Other operating expenses	(71.6)	(34.0)	(35.7)	(48.2)	(32.7)	(23.4)	(19.8)	(20.3)	(13.4)	(9.2)
Operating income	187.0	226.9	289.0	224.3	224.4	243.7	232.5	226.0	170.9	180.4
Personnel expenses	(99.8)	(97.4)	(99.4)	(96.7)	(83.9)	(96.7)	(83.9)	(92.0)	(69.0)	(66.1)
Other administrative expenses	(93.1)	(80.9)	(78.0)	(73.3)	(65.9)	(73.3)	(65.9)	(61.1)	(45.0)	(45.5)
Depreciation and amortization	(19.5)	(11.7)	(10.7)	(19.1)	(19.9)	(19.1)	(19.9)	(18.0)	(13.5)	(13.1)
Operating expenses	(212.4)	(190.1)	(188.1)	(189.2)	(169.7)	(189.1)	(169.7)	(171.1)	(127.5)	(124.7)
Operating result before impairments and provisions (from YE20)	n.a.	n.a.	n.a.	n.a.	n.a.	54.6	62.8	54.9	43.5	55.6
Other result (from YE20)	n.a.	n.a.	n.a.	n.a.	n.a.	(19.4)	(8.1)	(20.9)	(15.9)	(15.2)
Operating result before change in credit loss expense (until 3Q20)	(25.4)	36.9	100.9	35.2	54.7	35.2	54.7	34.0	27.6	40.5
Credit loss expenses on financial assets	4.4	(15.1)	2.8	2.9	(48.4)	2.9	(48.4)	(13.2)	(12.9)	(16.3)
Result before tax	(21.0)	21.8	103.7	38.0	6.3	38.0	6.3	20.8	14.8	24.2
Taxes on income	(2.9)	19.9	0.5	(2.9)	(4.9)	(2.9)	(4.9)	(7.2)	(5.2)	(4.6)
Result after tax	(23.9)	41.6	104.2	35.1	1.4	35.1	1.4	13.6	9.6	19.6

3Q22 YTD (€mn, IFRS)		Addiko Bank d.d., Zagreb	Addiko Bank d.d., Ljubljana	Addiko Bank d.d., Banja Luka	Addiko Bank a.d., Sarajevo	Addiko Bank a.d., Beograd	Addiko Bank A.D., Podgorica
P&L	Net interest income	39.8	30.5	11.8	11.0	25.1	8.1
	Net commission income	20.4	11.0	6.6	6.4	9.4	1.8
	Other income ¹	0.2	(0.8)	(0.4)	(0.5)	(3.1)	(1.0)
	Operating income	60.4	40.7	18.1	16.8	31.4	8.9
	Operating expenses	(33.9)	(20.0)	(11.0)	(11.0)	(18.4)	(5.7)
	Operating Result	26.5	20.7	7.1	5.8	13.0	3.2
	Other result	(8.5)	(0.5)	(0.2)	0.3	(1.0)	(0.0)
	Change in credit loss expenses	(2.8)	(1.7)	(0.2)	(0.8)	(4.7)	0.2
	Result before tax	15.3	18.5	6.7	5.2	7.3	3.4
Key Ratios	Net interest margin	2.4%	3.1%	3.2%	2.9%	3.8%	5.0%
	Cost / income ratio	56.4%	48.1%	59.6%	63.5%	53.4%	57.6%
	Loan-deposit ratio ²	63.0%	95.3%	79.8%	64.6%	92.8%	95.5%
	NPE volume	73.3	27.1	17.4	19.7	29.5	16.2
	NPE ratio (CRB based)	5.2%	2.2%	4.2%	5.1%	3.5%	8.0%
	NPE ratio (on-balance loans) ³	4.5%	2.2%	4.1%	5.6%	3.8%	7.5%
Balance Sheet	NPE coverage ratio (provision)	84.1%	68.4%	79.4%	85.2%	68.3%	71.0%
	Total assets	2,278	1,288	495	490	895	215
	Loans and receivables	1,099	983	323	246	591	166
	o/w gross performing loans	1,082	944	316	249	587	165
	Financial liabilities at amortised cost	1,811	1,073	408	388	692	182
	RWA	962	716	283	284	541	156

Account for 62% of Group assets

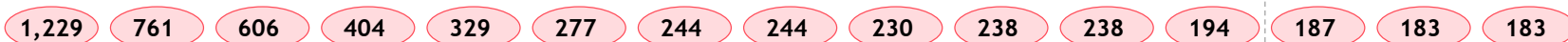
Source: Company disclosure, does not include Holding and reconciliation.

¹ Includes net result on financial instruments and other operating result. ² Calculated as loans and receivables divided by financial liabilities at amortised cost.

³ Including exposure towards National Banks.

Non-performing loan portfolio (YTD)

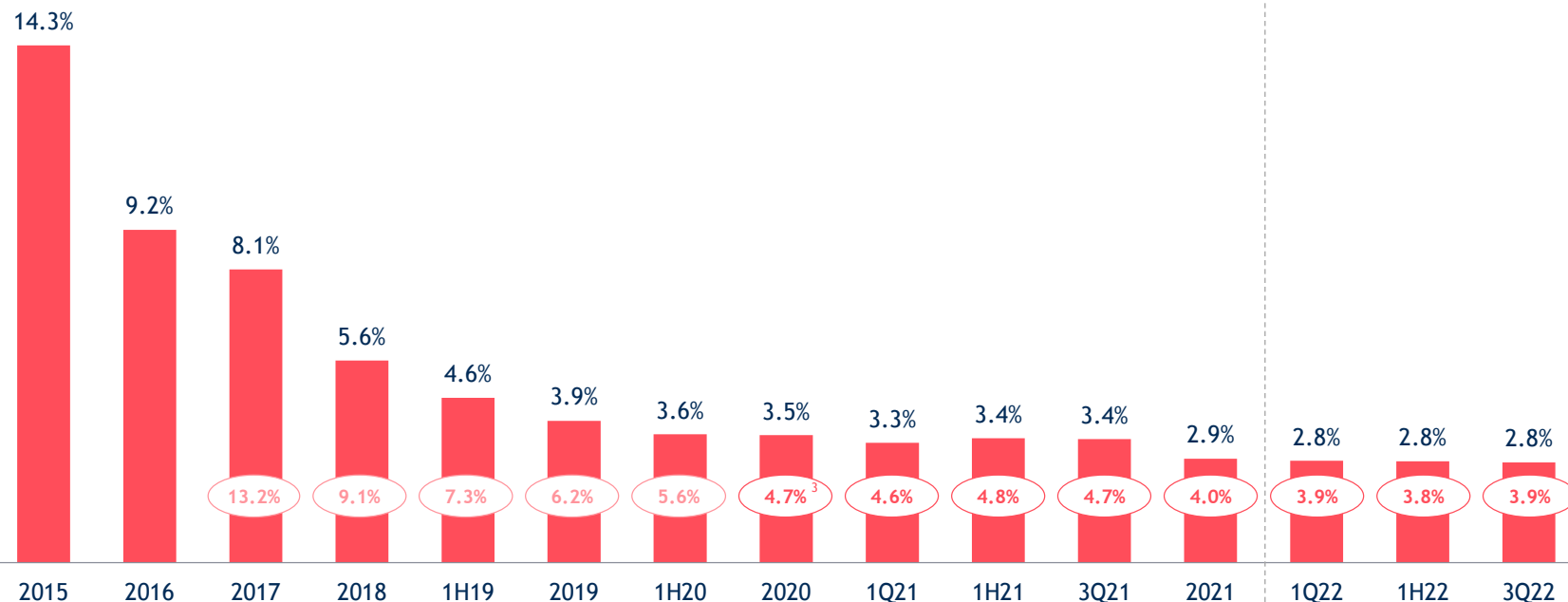
NPE Volumes,
€mn



NPE Coverage
Ratio¹
(Ex-Collateral)



NPE Ratio²



NPE Ratio
(on-balance
loans)³

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 NPE Ratio (on-balance loans) including exposure towards National Banks reflected as of YE 2020 (respective values excl. NB exposure: 2020: 5.9%, 1Q21: 5.7%, 1H21: 6.0%, 3Q21: 5.9%, 2021: 5.2%, 1Q22: 4.9%, 1H22: 4.8%, 3Q22: 4.9%).

Focus

Consumer

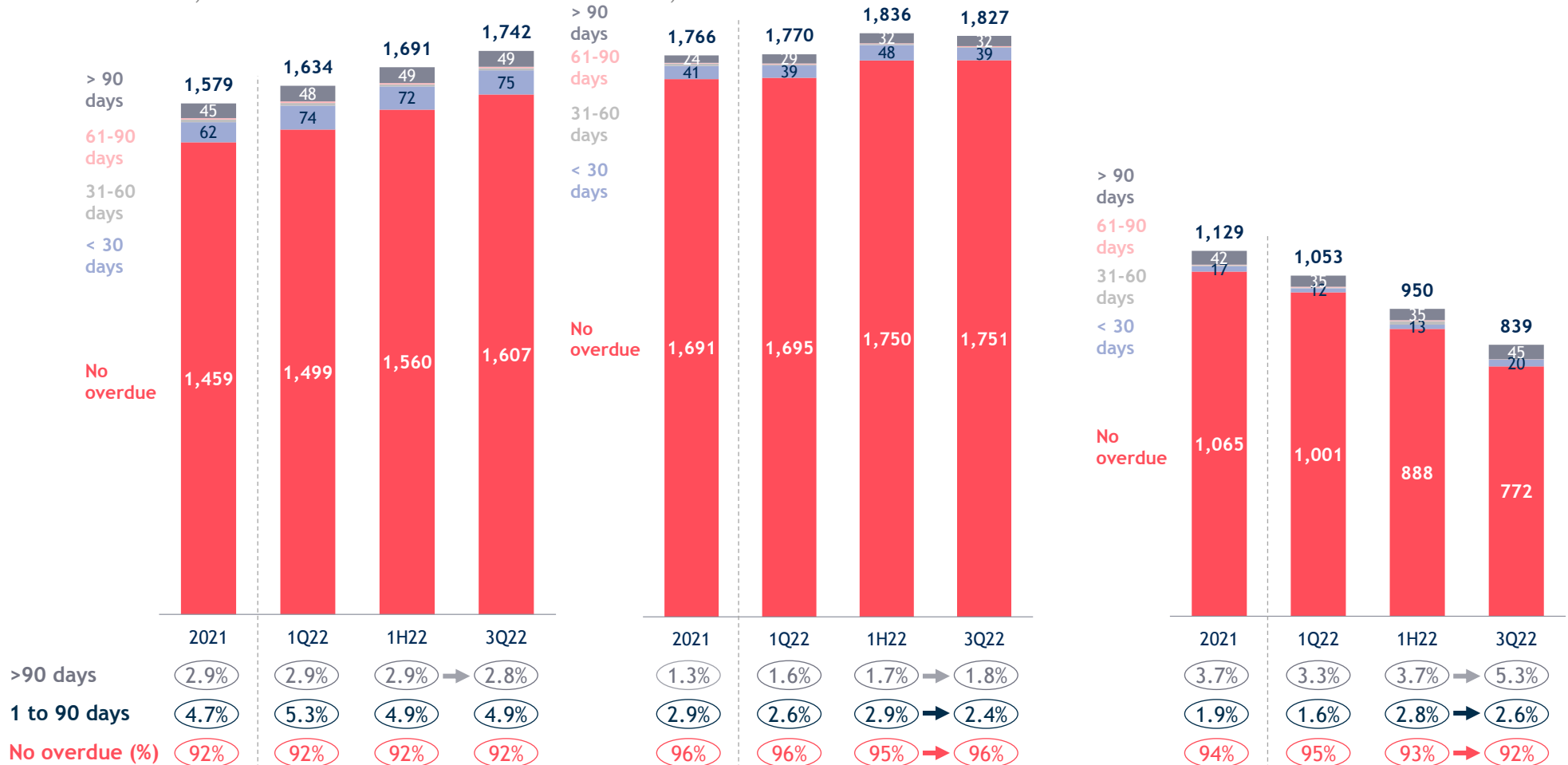
€mn, rounded

SME

€mn, rounded

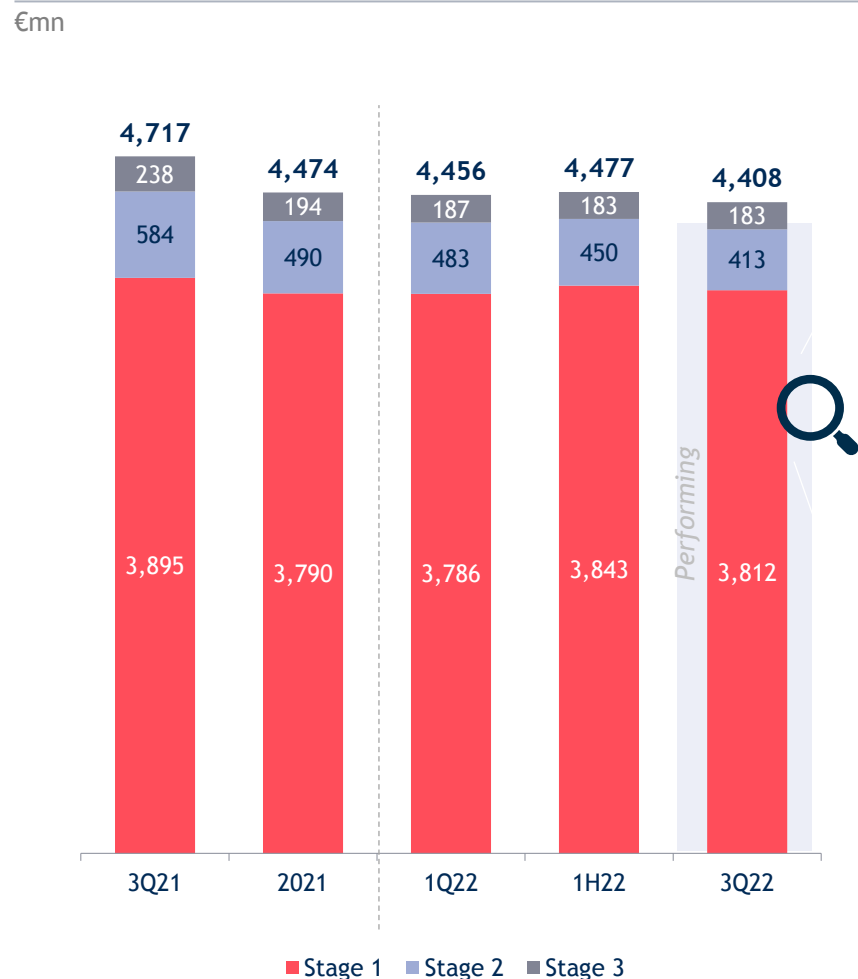
Non-Focus

€mn, rounded



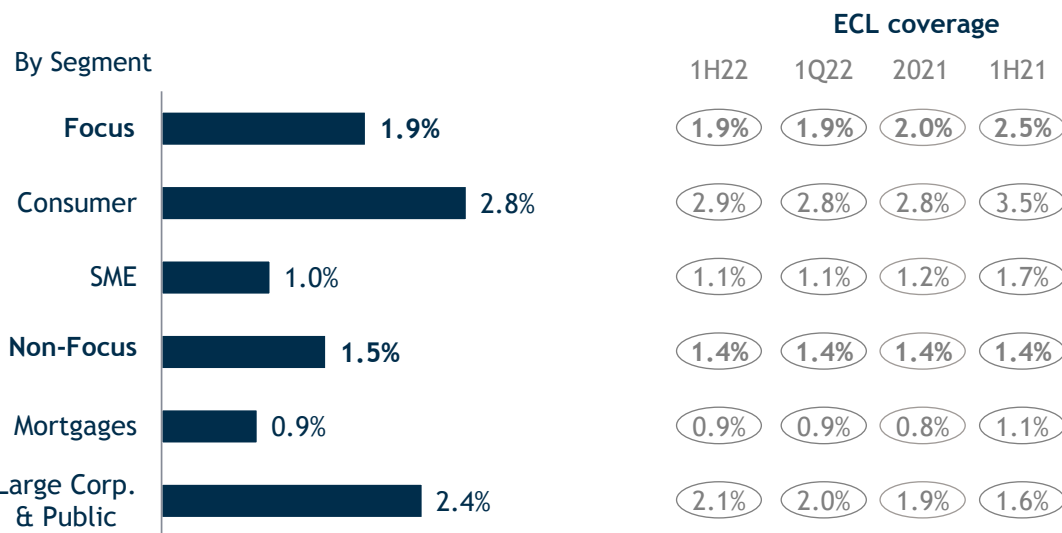
- Resilient asset quality underpinned by stable payment behaviour of customers
- SME portfolio growth slowed down due to seasonality & intentional slower growth in Serbia as well as aggressive new business repricing

Stage 1, 2 and 3 assets¹

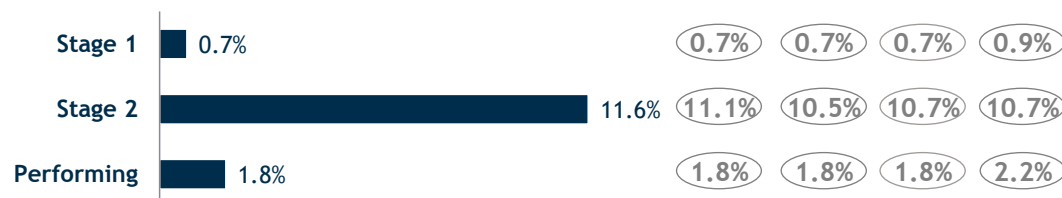


Business segments: Stage 1 & 2 (Performing) coverage¹

3Q22 (YTD)



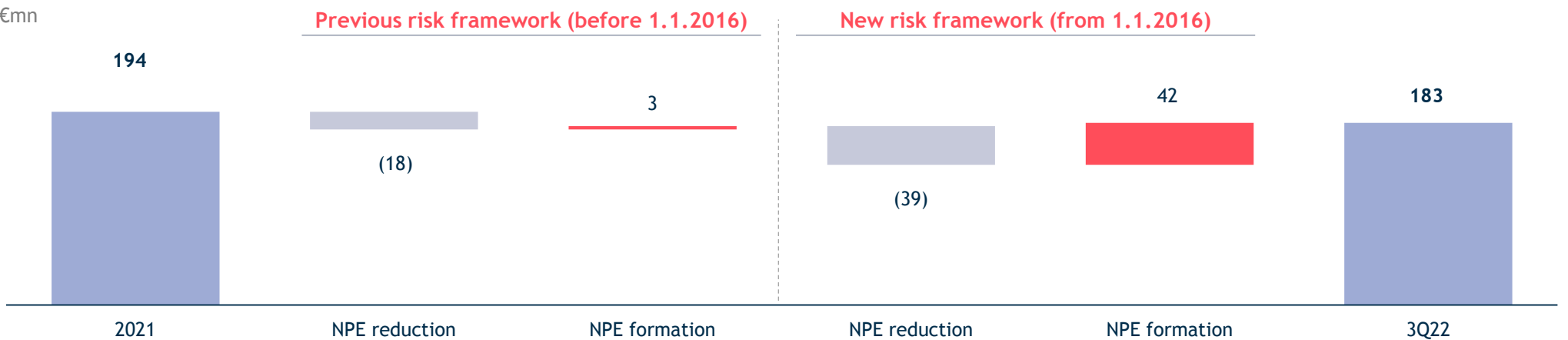
By Stage (different graph scale)



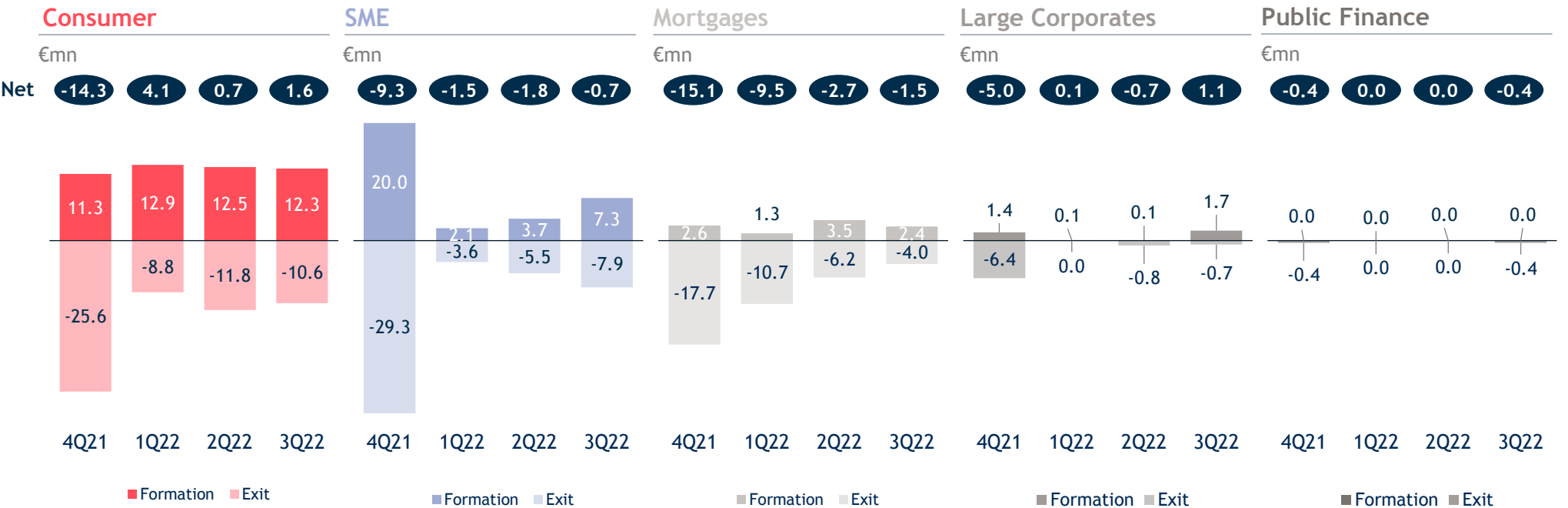
Stage 3	5%	4%	4%	4%	4%
Stage 2	12%	11%	11%	10%	9%
Stage 1	83%	85%	85%	86%	86%

¹ Excluding Corporate Center.

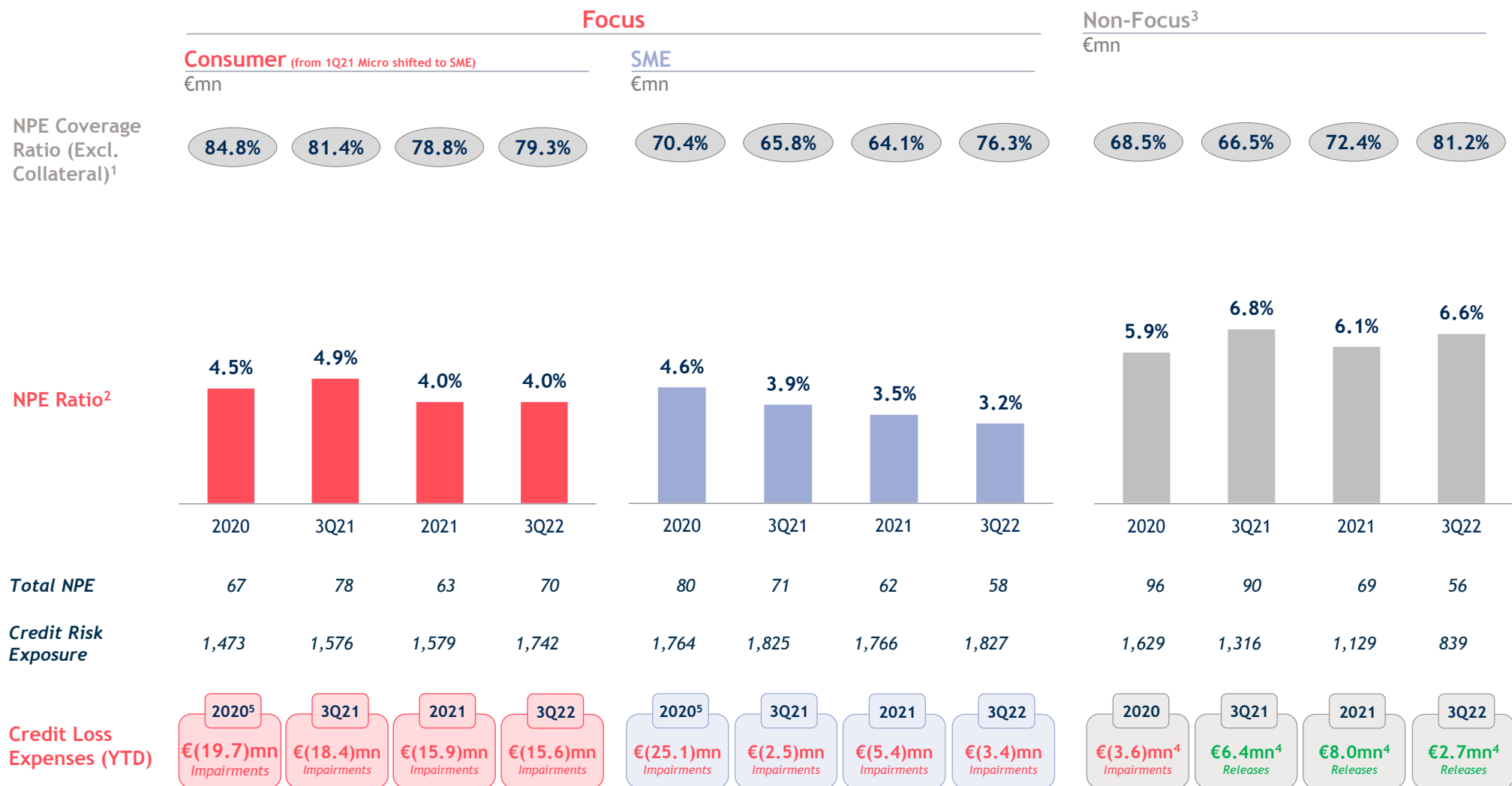
NPE movements YE21 vs. 3Q22 - group level



Quarterly NPE formation & exit - group level



Risk: Update on NPE and Cost of Risk Development



¹ Calculated as the sum of total SRP resp. Stage-3 ECL divided by total non-performing exposure.

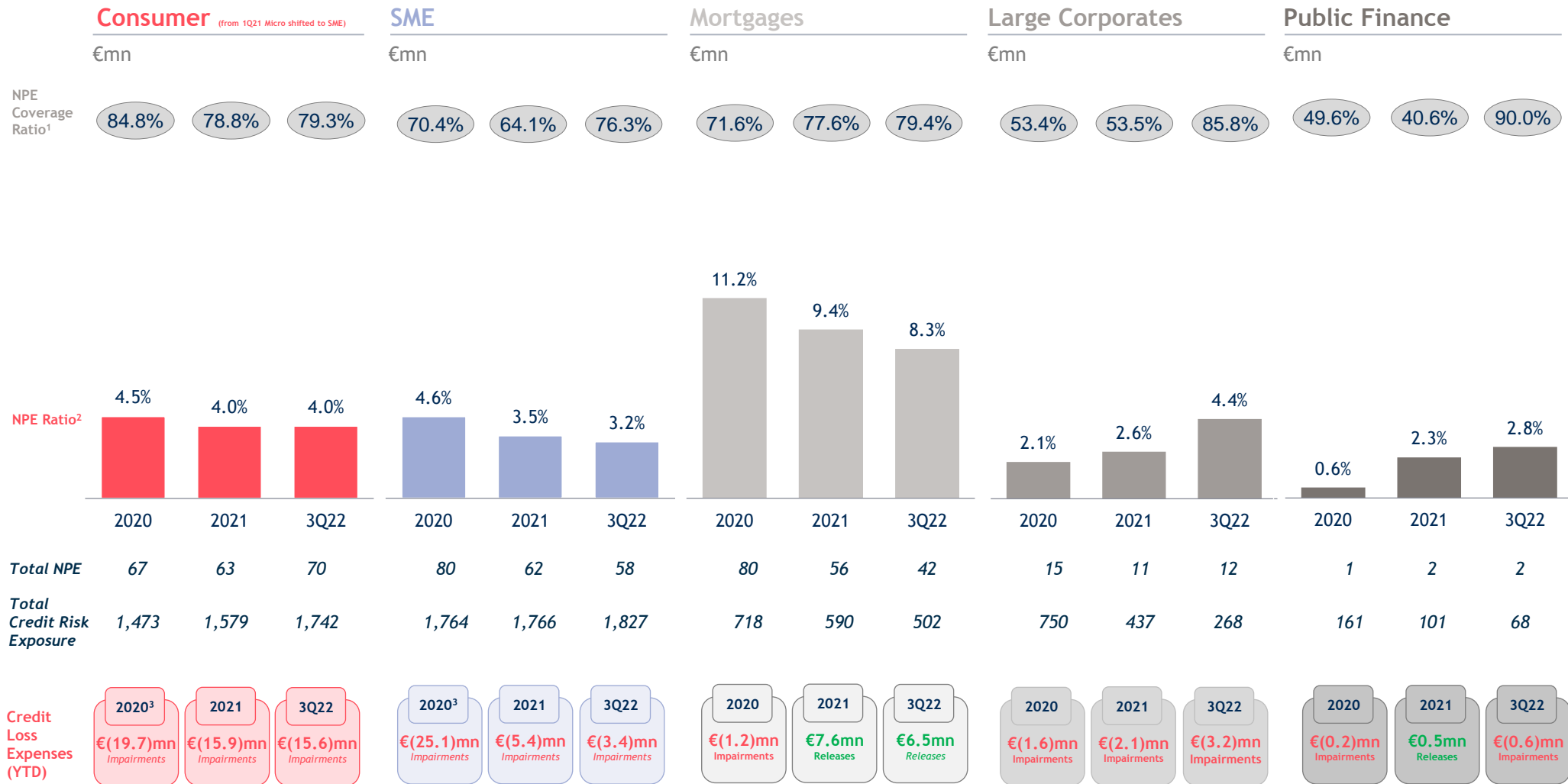
² Calculated as non-performing exposure divided by total credit risk exposure.

³ Excludes Corporate Center (Financial Institutions).

⁴ Including YTD bookings in Corporate Center (impairment of €-0.6mn in 2020, release of €1.7mn in 3Q21, release of €2.0mn in 2021 and release of €0.02mn in 3Q22).

⁵ Re-segmentation of sub-segment Micro from Consumer to SME in 2021.

Risk: Tightly Monitored NPE Development

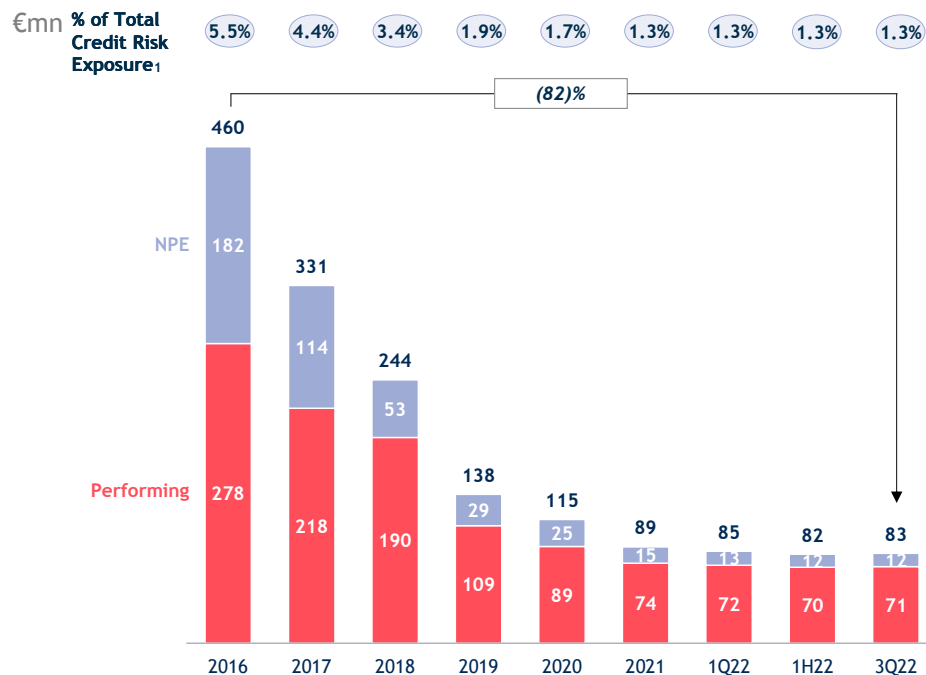


¹ Calculated as the sum of total SRP resp. Stage-3 ECL divided by total non-performing exposure.

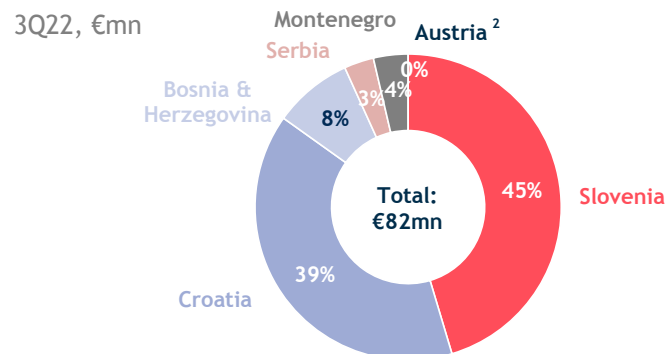
² Calculated as non-performing exposure divided by total credit risk exposure.

³ Re-segmentation of sub-segment Micro from Consumer to SME in 2021.

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.

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
- On 2 February 2022, the Parliament passed draft CHF law which came into force on 26 February 2022. CHF loans not to be converted, but if FX rate causes value of annuity in EUR to exceed more than 10% of the value of the same annuity in EUR using the FX rate at the time of drawing, banks should cover the difference and repay the clients. Estimated worst-case damage is €100-110mn
- In 3/22, CHF Law was temporarily suspended by the Constitutional Court



Croatia

- Conversion Law enacted in 9/15
- Ruling by Supreme Court (SC) in 9/19 declaring FX clauses in CHF loans as null and void
- SC referred case regarding converted CHF loan to Court of Justice of the EU (CJEU) 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 (GA) opined that CHF loans in Croatia do not fall under the EU Consumer Protection Directive. The SC ruled that converted loans borrowers are not entitled to additional reimbursements
- In 5/22, the CJEU indicated that the Consumer Protection Directive ("CPD") should not be applied to a converted loan but it is up to local courts to decide if the Law falls under the exception of Art 1(2) CPD



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 1/21 the Parliament stated that all objections and facts needed to be attached to draft
- In Q4/21, the Bosnian CHF Association announced that there is no need for a CHF Law since almost 91% of the loans were settled

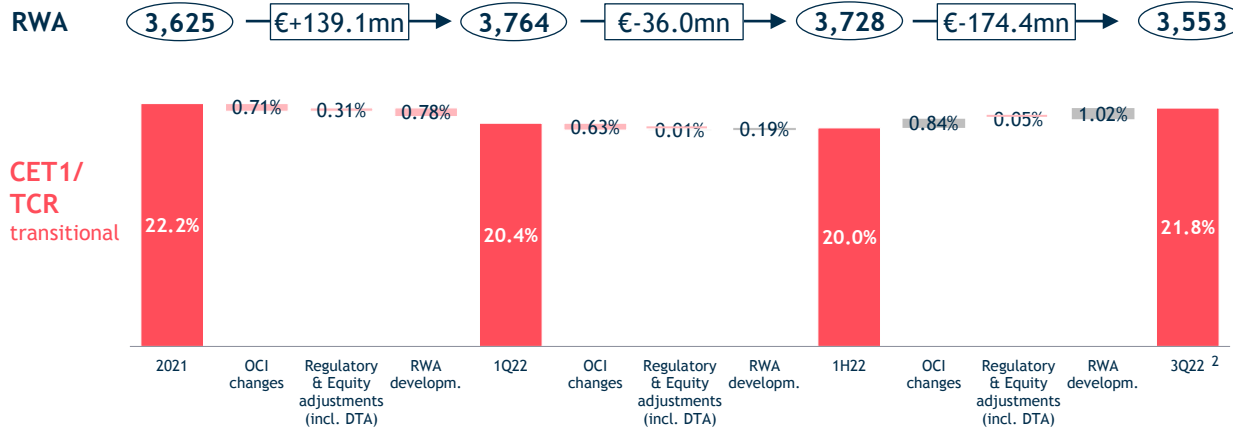


Montenegro

- 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

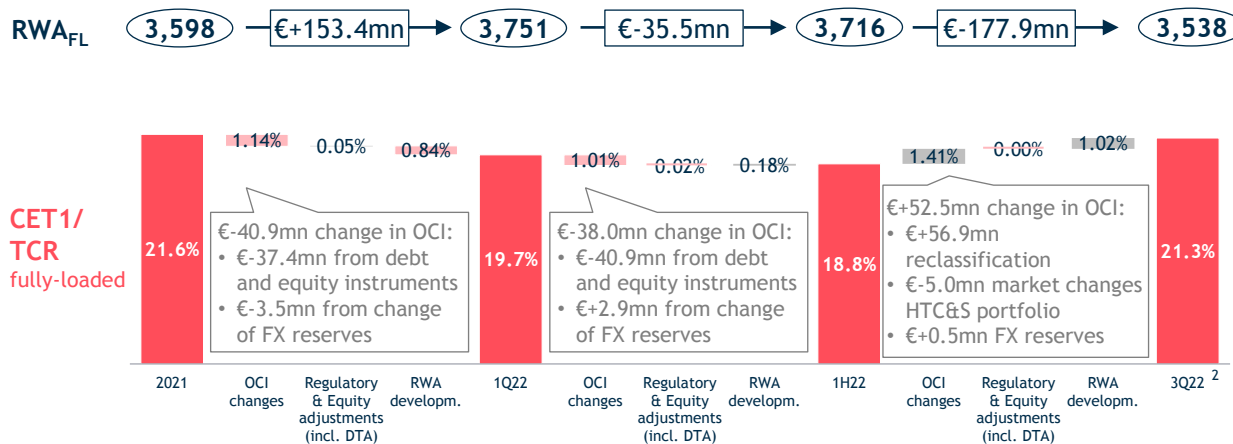
Capital development transitional¹

% CET1/TCR, YTD, RWAs transitional in €mn



Capital development fully-loaded¹

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

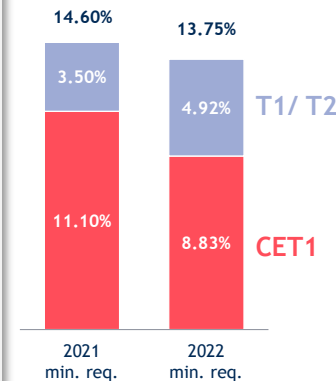


Capital requirement & guidance

SREP 2021 (valid as of 1 March 2022)

- **P2R: 3.25%** (4.1% in SREP 2020), of which at least 56.25% must be held in CET1 and at least 75% in Tier 1
- **P2G: 2%** (4% in SREP 2020)

Draft SREP 2022 expected to show P2G increase to around 3.25% as a result of the Comprehensive Assessment Stress Test (CAST) and flat P2R



3Q22 development

OCI

- Opinion from auditor for mandatory reclassification of treasury portfolio in EU entities obtained and executed in 3Q22 due to the change in the overall strategy of the bank
- Previous investment strategy in the EU entities of the group replaced by the decision to invest in long-term high quality bonds until maturity to generate interest income
- Reclassification currently in clearance process with the Austrian regulator

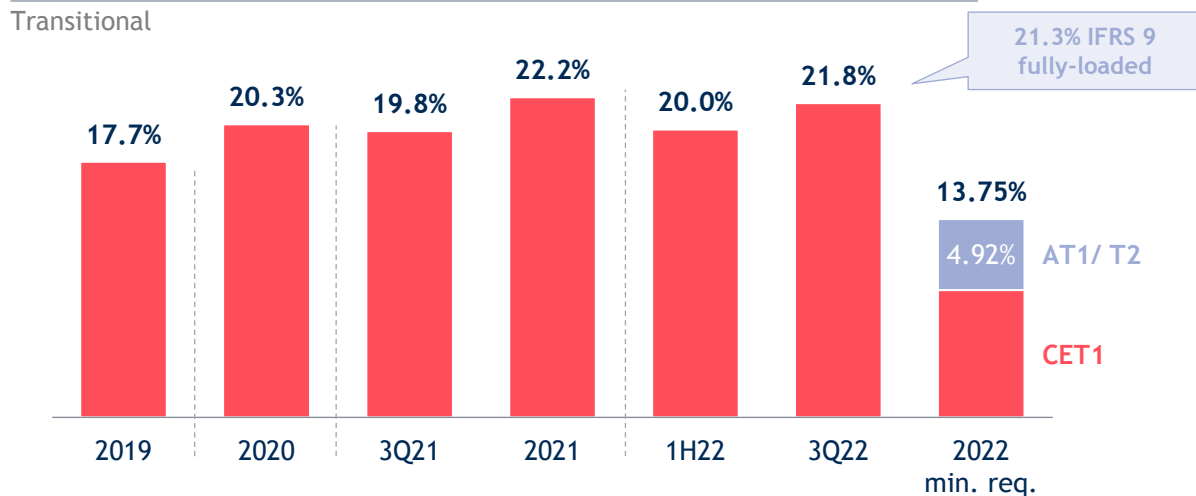
RWA

- ECB waiver for structural FX positions in HRK and RSD received in August 2022 leading to a €92.7mn reduction of the RWAs for market risk (based on 3Q22)

¹ Regulatory view excl. accrued interim profit and dividend.

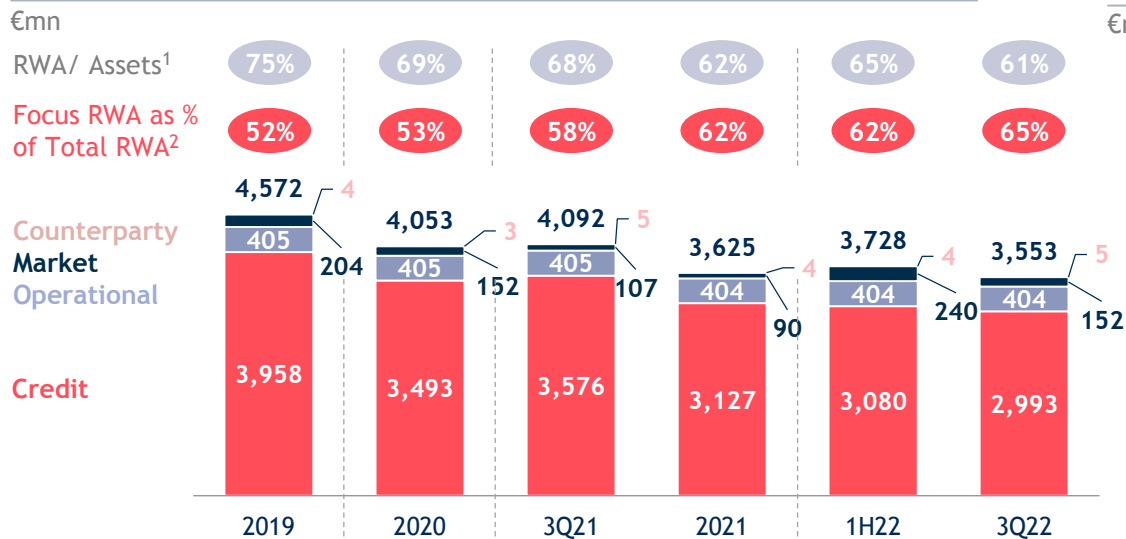
² CET1 ratio without reclassification at 20.4% on a transitional basis and 19.1% fully-loaded.

Breakdown of capital position and capital requirements



Addiko is using the **standardized approach** for its RWA calculation, with most of its RWAs stemming from credit risk

RWA breakdown (transitional)



Equity to CET1 bridge

€mn	2019	2020	2021	3Q22
Equity attr. to parent	861.3	851.8	805.1	797.8
minorities	-	-	0.0	(0.0)
Share-based payments	-	-	(0.5)	-
Interim profit	-	-	-	(19.6)
Dividends deducted from capital	(40.0)	(46.6)	-	-
Additional value adjustments	(1.1)	(1.0)	(1.1)	(1.2)
Intangible assets (net of rel. tax liability)	(27.9)	(19.2)	(16.1)	(14.7)
Deferred tax assets	(16.4)	(11.6)	(10.4)	(10.4)
IFRS 9 transitional rules	34.0	50.1	27.1	13.5
FVTOCI transitional rules (art 468 CRR)	-	-	-	8.3
CET1 Capital (transitional)	809.8	823.5	804.3	773.7
CET1 Capital (fully loaded)	775.8	773.4	777.1	751.9
Total Risk Weighted Assets (transitional)	4,572	4,053	3,625	3,553
Total Risk Weighted Assets (fully loaded)	4,536	4,003	3,598	3,538

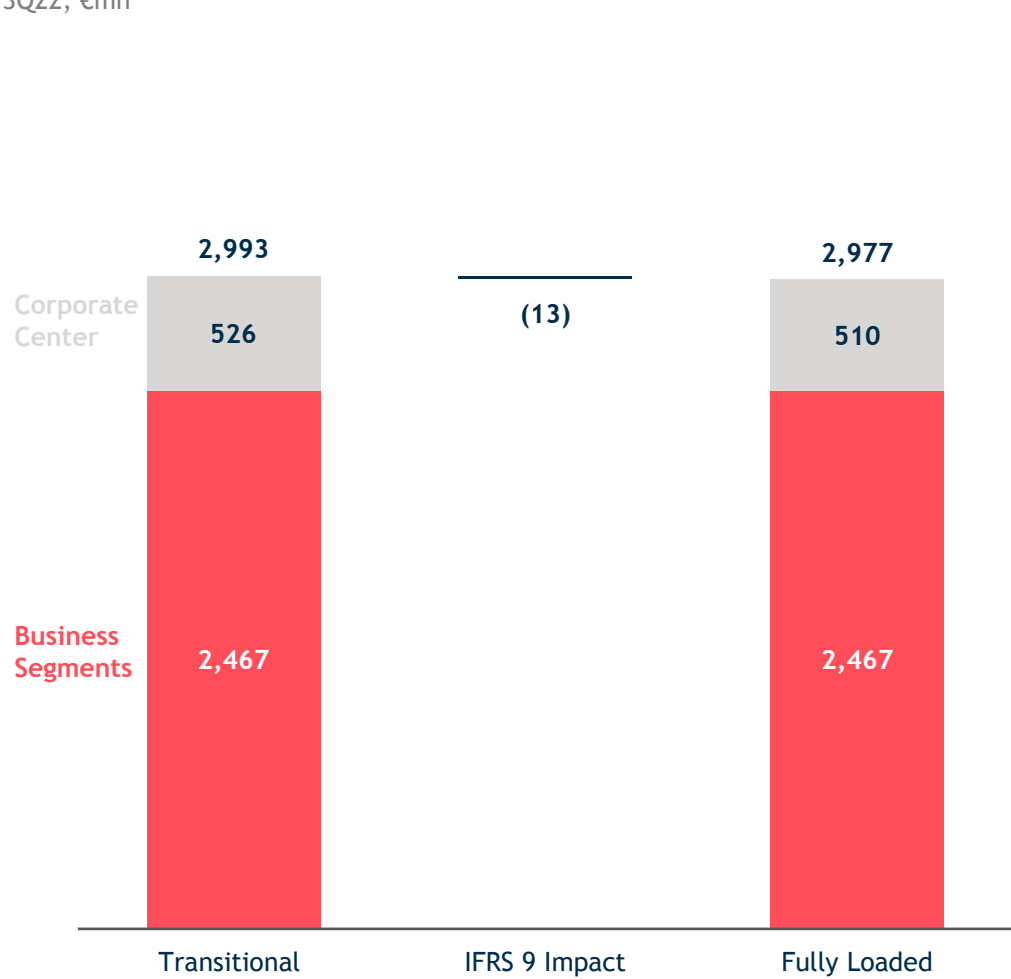
¹ Calculated as total RWA divided by total assets.

² Based on segment credit RWA (i.e. excl. operational / market / counterparty RWA). Total RWA excl. Corporate Center.

Risk weighting for focus portfolio is in line with overall contribution to loan book

Credit risk RWA

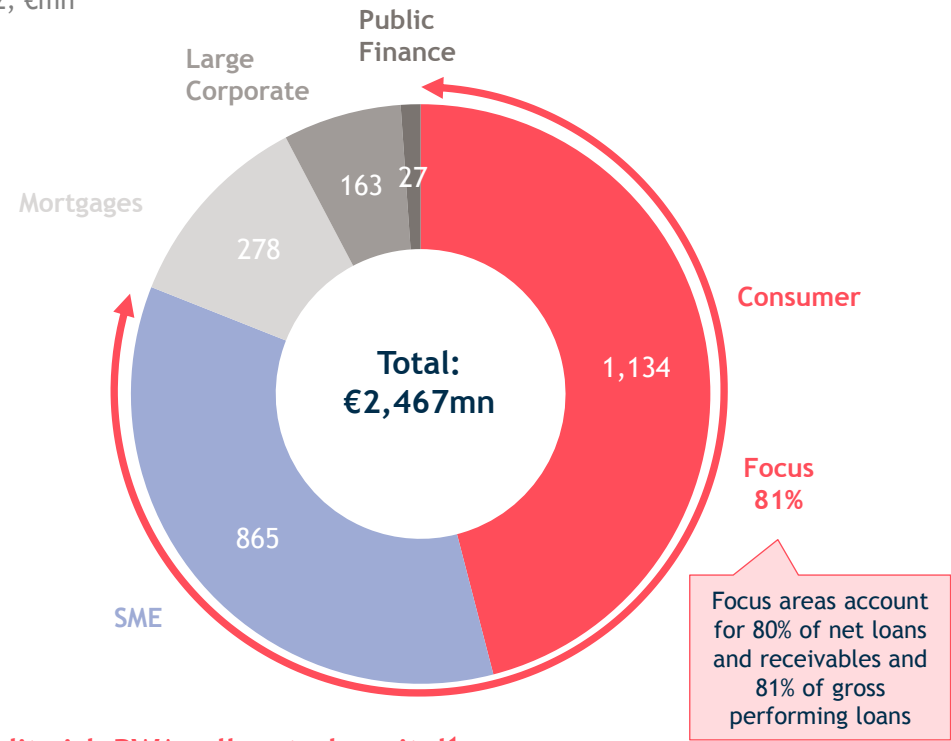
3Q22, €mn



¹ Excluding Corporate Center of €510mn credit RWAs (fully loaded).

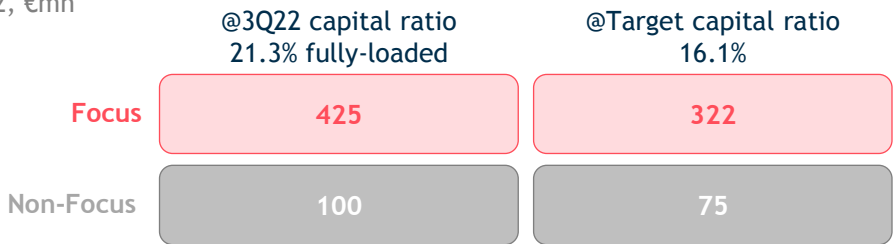
Credit risk RWA: breakdown by segment¹

3Q22, €mn



Credit risk RWA: allocated capital¹

3Q22, €mn



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VIENNA, 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 30 September 2022 approximately 0.8 million customers in CSEE using a well-dispersed network of 154 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.