

TOP 200 BANKS IN CEE – 2014 EDITION

SAMPLE

July 2014
by Inteliace Research

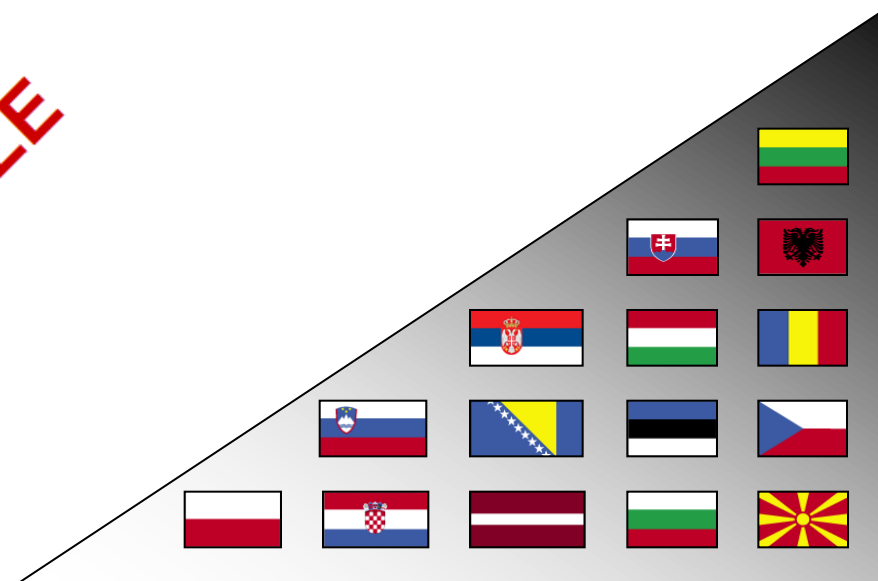


TABLE OF CONTENTS

SAMPLE

1. CEE-15 Banking Markets

Slide 1: Report coverage: Number of large banks by country, 2013

Slide 2: CEE banking markets: size vs. growth matrix, 2011-2013

Slide 3: Bank assets per capita, bank assets per GDP, 2013

Slide 4: Changes in bank assets by country, 2012-2013

Slide 5: Top 10 banking groups in CEE, 2013

Slide 6: CEE-15 and Top 200 assets evolution 2012/2013

Slide 7: Profitability of Top CEE banks, 2013: ROA, ROE

2. List of 200 major banks in CEE-15 as of 2013

Slide 8: Top 200 - League table: Banks 1-25

Slide 9: Top 200 - League table: Banks 26-50

Slide 10: Top 200 - League table: Banks 51-75

Slide 11: Top 200 - League table: Banks 76-100

Slide 12: Top 200 - League table: Banks 101-125

Slide 13: Top 200 - League table: Banks 126-150

Slide 14: Top 200 - League table: Banks 151-175

Slide 15: Top 200 - League table: Banks 176-200

Note on methodology

OVER THE HALF OF TOP 200 CEE BANKS COME FROM 4 MAJOR MARKETS: POLAND, CZECH REPUBLIC, HUNGARY AND ROMANIA

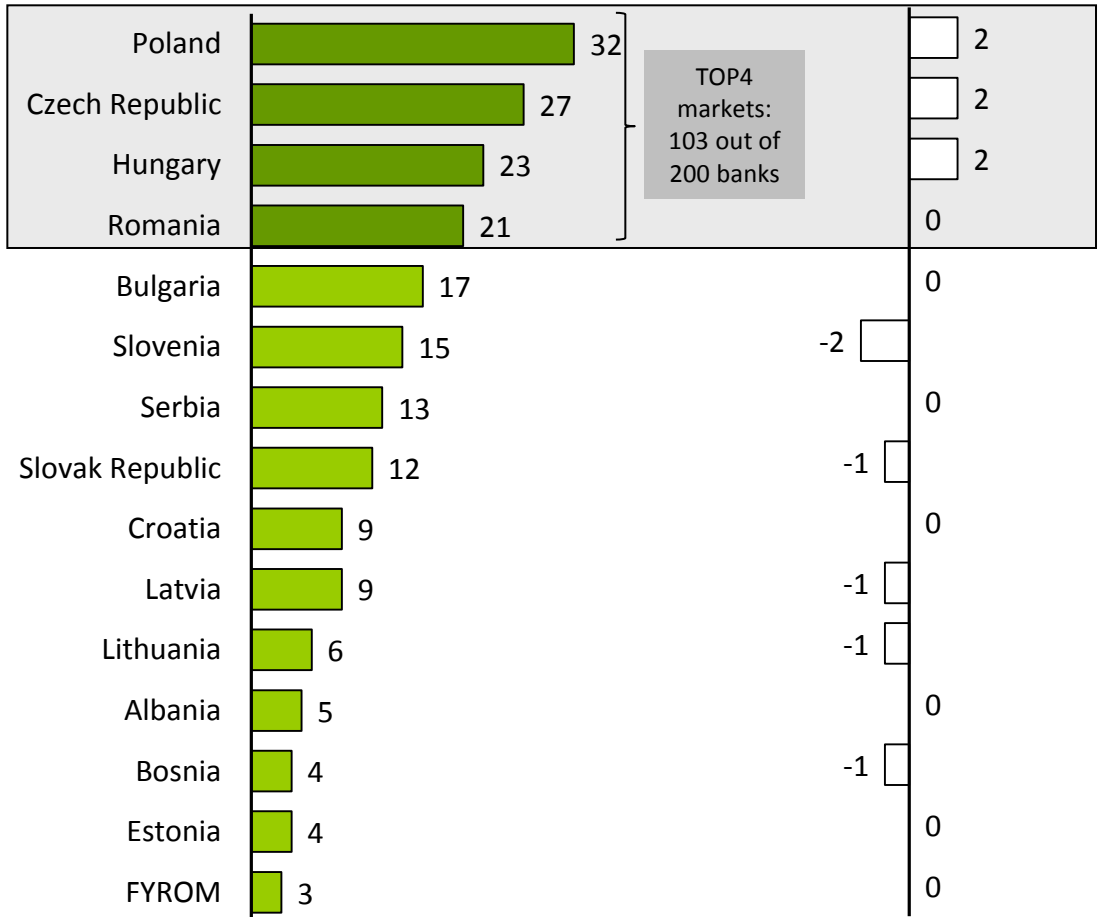
TOP 200 banks in CEE 15 - number of banks by country*

Report Coverage



as of 2013

change 2012/2013



TOP 200 BANKS IN CEE-15 - 2014 EDITION

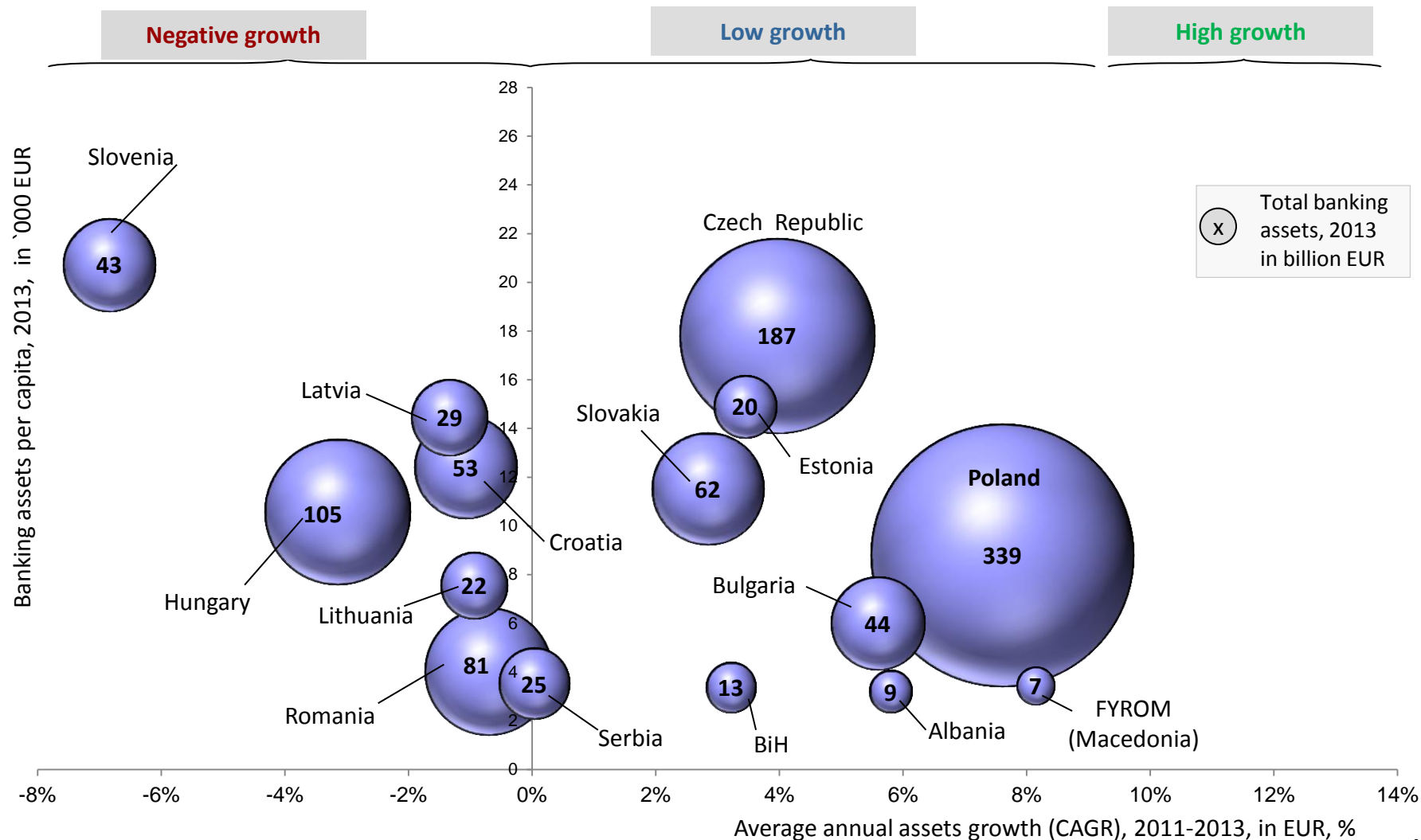
* Top 200 qualifying condition: assets worth EUR 635 million as of 2013 (in 2012 it was EUR 663 million)

** Montenegro not included due to data quality issues

Source: Banks, Inteliace Research

BANKING MARKETS IN THE CEE-15* – SIZE VS. GROWTH

CEE-15* banking markets - Size vs. growth matrix, 2011-2013



TOP 200 BANKS IN CEE-15 – 2014 EDITION

* CEE-15: Poland, Hungary, Czech Republic, Slovakia, Slovenia, Croatia, BiH, Serbia, Macedonia, Albania, Romania, Bulgaria, Lithuania, Latvia, Estonia.
 Source: Central banks, IMF, Inteliace Research

TOP 200 BANKS IN CEE - LEAGUE TABLE (5/8)

UNCONSOLIDATED
FIGURES

| Rank 2013 | Rank 2012 | Bank Name | Country | 2013 Assets EURm | 2013/2012 asset change % | 2013 Equity EURm | 2013 Net profit EURm | Major Shareholder |
|-----------|-----------|-------------------------------------------|-----------------|------------------|--------------------------|------------------|----------------------|-------------------|
| 101 | 104 | Prvá stavebná sporiteľňa a.s. | Slovak Republic | 2,414 | 6 | 245 | 25 | Schwäbisch Hall |
| 102 | 107 | Hrvatska Poštanska Banka d.d. (b) | Croatia | 2,404 | 7 | 206 | 6 | State |
| 103 | 100 | Citibank Europe plc. Magyarországi F. (e) | Hungary | 2,391 | -6 | FB | n/a | Citibank |
| 104 | 103 | Banka Koper d.d. | Slovenia | 2,300 | -1 | 267 | 3 | Intesa Sanpaolo |
| 105 | 94 | Bank DnB NORD Polska S.A. | Poland | 2,284 | -18 | 320 | -21 | DNB |
| 106 | 110 | Citadele banka | Latvia | 2,271 | 12 | 144 | 15 | State |
| 107 | 109 | Unicredit Bank Srbija a.d. Beograd (b) | Serbia | 2,198 | 3 | 441 | 32 | UniCredit |
| 108 | 120 | Deutsche Bank Polska S.A. (q) | Poland | 2,083 | 17 | 188 | 14 | Deutsche Bank |
| 109 | 105 | Raiffeisen Bank Sh.a. | Albania | 2,075 | -9 | 213 | 32 | Raiffeisen |
| 110 | 124 | Piraeus Bank Romania S.A. | Romania | | | 175 | n/a | Piraeus Bank |
| 111 | 126 | Sberbank Slovensko a.s. | Slovak Repul | | | 202 | 4 | Sberbank |
| 112 | 111 | Danske Bank A/S Eesti filiaali | Estonia | | | FB | 41 | Danske Bank |
| 113 | 149 | ING Bank N.V. Magyarországi F. | Hungary | | | FB | 4 | ING |
| 114 | 108 | FHB Jelzálogbank Nyrt. | Hungary | | | 177 | 0 | private |
| 115 | 122 | Banka Kombëtare Tregtare | Albania | | | 156 | 29 | Çalik Holding |
| 116 | 116 | Raiffeisen BANK d.d. BiH | BiH | | | 261 | 22 | Raiffeisen |
| 117 | 121 | Société Générale bank Srbija a.d. (b) | Serbia | 1,927 | 8 | 291 | -11 | Société Générale |
| 118 | 128 | Central Cooperative Bank | Bulgaria | 1,915 | 12 | 183 | 6 | CCB Group |
| 119 | 113 | UniCredit Bank d.d. | BiH | 1,906 | 0 | 296 | 28 | UniCredit |
| 120 | 112 | Prima banka Slovensko, a.s. | Slovak Republic | 1,900 | -4 | 102 | -6 | Penta Investments |
| 121 | 118 | Societe Generale Expressbank | Bulgaria | 1,874 | 2 | 254 | 12 | Société Générale |
| 122 | 115 | Alpha Bank - Bulgaria Branch | Bulgaria | 1,869 | -1 | FB | 0 | Alpha Bank |
| 123 | #N/A | Air Bank a.s. | Czech Republic | 1,819 | 36 | 146 | -9 | PPF Group N.V. |
| 124 | 106 | Banka Celje d.d. | Slovenia | 1,815 | -20 | 41 | -126 | NLB |
| 125 | 123 | OTP Banka Hrvatska d.d. (b) | Croatia | 1,798 | 2 | 197 | 10 | OTP |

TOP 200 BANKS IN CEE-15 – 2014 EDITION

SAMPLE

NOTES ON METHODOLOGY

FX rates:

- All values presented in this report have been converted from local currency into Euro using end of year exchange rates.
- Exchange rates used in this report: (LCU per 1 EUR)

| Country | Currency symbol | 2011 eoy | 2012 eoy | 2013 eoy |
|-----------------|-----------------|----------|----------|----------|
| Albania | ALL | 138.93 | 139.59 | 140.01 |
| Bosnia | BAM | 1.96 | 1.96 | 1.96 |
| Bulgaria | BGN | 1.96 | 1.96 | 1.96 |
| Croatia | HRK | 7.53 | 7.56 | 7.64 |
| Czech Republic | CZK | 25.80 | 25.14 | 27.43 |
| Estonia | EUR | 1.00 | 1.00 | 1.00 |
| Hungary | HUF | 311.13 | 292.30 | 296.91 |
| Latvia | LVL/EUR | 0.70 | 0.70 | 1.00 |
| Lithuania | LTL | 3.45 | 3.45 | 3.45 |
| Macedonia | MKD | 61.51 | 61.50 | 61.51 |
| Poland | PLN | 4.42 | 4.09 | 4.15 |
| Romania | RON | 4.32 | 4.45 | 4.49 |
| Serbia | CSD | 104.64 | 113.72 | 114.64 |
| Slovak Republic | EUR | 1.00 | 1.00 | 1.00 |
| Slovenia | EUR | 1.00 | 1.00 | 1.00 |

Source: Central banks

Data precision and comparability with previous versions:

- Wherever possible unconsolidated financials have been presented in this report. In case unconsolidated figures were not available, consolidated values have been used and this fact has been marked.
- In few cases the historical values (year-1 assets) have been revised/corrected due to banks revising their historical results.

About this report

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Number of bank outlets per 1000 sq km, by region, 2011
Liczba placówek na 1000 km² powierzchni wg. województw, 2011r.

Srednia / Average: 59

The Southern and Central Poland have the largest density of bank outlets.
Południowa oraz centralna Polska są najsilniej pokryte siecią placówek bankowych na km².

BANK OUTLETS DENSITY IN POLAND (3/3) GĘSTOŚĆ SIECI PLACÓWEK BANKOWYCH W POLSCE (3/3)

Number of outlets per 1 million inhabitants, by county „powiat”, 2011
Liczba placówek bankowych na 1 milion mieszkańców, wg. powiatów, 2011r.

Minimum: 126
Mediana: 443
Maximum: 947

Number of bank outlets per 1 million inhabitants varies a lot on county level
Na poziomie powiatów gęstość placówek jest bardzo zróżnicowana

GE MONEY BANK – OVERVIEW

As of March 2006

| History & Background | Concept Description | Results | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|------|------|------|------|------|------|------|------|------|------|------|------|
| <p>Timeline</p> <ul style="list-style-type: none"> In 1995, GE group purchased a small regional bank, „Sektorowy Otwór D.T. Bank”. Bank was rebranded under GE Capital bank. In 1998, GE group purchased another small bank (Poznań-based) converted to a mortgage specialist GE Bank Miejski. In 2000, GE group acquired GEK (leading specialist credit with network of 1000 POS. Credit was rebranded to Dobby Kredit). In 2004, GE credit or Dobby network was merged under the GE Capital brand, being the main channel for car loans sale. As of Jan. 2005, all GE activities in Poland were consolidated under one name: GE Capital bank. <p>Channels</p> <ul style="list-style-type: none"> GE money bank - 48 branches GEpart - 1000 used car dealers Dobby Kredit consumer finance - 12 outlets and 1000 POS Expander - 33 branches - financial products distributor* <p>Shareholders</p> <ul style="list-style-type: none"> General Electric Company Other | <p>Target Clients</p> <ul style="list-style-type: none"> affluent individuals and professionals looking for mortgage, valuing quick processing and flexibility, sometimes not fulfilling lending criteria set by other banks (for example job contract or own funds loan) Mass market clients looking for simple and quick consumer loans <p>Products</p> <p>Only lending products on offer:</p> <ul style="list-style-type: none"> mortgage installment loan credit cards cash loans car loans | <p>Assets PLN billion</p> <table border="1"> <tr><td>2003</td><td>7.4</td></tr> <tr><td>2004</td><td>8.3</td></tr> <tr><td>2005</td><td>9.1</td></tr> </table> <p>Market share (%)</p> <table border="1"> <tr><td>2003</td><td>4.9</td></tr> <tr><td>2004</td><td>5.8</td></tr> <tr><td>2005</td><td>6.9</td></tr> </table> <p>Loans PLN billion</p> <table border="1"> <tr><td>2003</td><td>6.6</td></tr> <tr><td>2004</td><td>7.6</td></tr> <tr><td>2005</td><td>8.8</td></tr> </table> <p>Net Profit PLN billion</p> <table border="1"> <tr><td>2003</td><td>0.14</td></tr> <tr><td>2004</td><td>0.30</td></tr> <tr><td>2005</td><td>0.52</td></tr> </table> <p>ROE (%)</p> <table border="1"> <tr><td>2003</td><td>10.9</td></tr> <tr><td>2004</td><td>13.9</td></tr> <tr><td>2005</td><td>12.9</td></tr> </table> | 2003 | 7.4 | 2004 | 8.3 | 2005 | 9.1 | 2003 | 4.9 | 2004 | 5.8 | 2005 | 6.9 | 2003 | 6.6 | 2004 | 7.6 | 2005 | 8.8 | 2003 | 0.14 | 2004 | 0.30 | 2005 | 0.52 | 2003 | 10.9 | 2004 | 13.9 | 2005 | 12.9 |
| 2003 | 7.4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2004 | 8.3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 | 9.1 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2003 | 4.9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2004 | 5.8 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 | 6.9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2003 | 6.6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2004 | 7.6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 | 8.8 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2003 | 0.14 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2004 | 0.30 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 | 0.52 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2003 | 10.9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2004 | 13.9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2005 | 12.9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

* Although Expander is distributing products from various banks, GE offer / for example mortgage / is reported to be favoured
** Compound Annual Growth Rate
Source: Inteliace Analysis

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- February - Mortgage Lending in Poland '13
- May - Banking Market in Poland '13
- May - Bank outlets database '13
- June - Insurance Market in Poland '13
- September - Top 200 CEE banks '13
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- upcoming...
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INDEX OF BANKS MENTIONED IN THIS REPORT

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 AB Šiaulių bankas
 AB Swedbank
 Abanka Vipa d.d.
 Agroindusrijska komercijalna banka AIK banka a.d. Niš
 Air Bank a.s.
 Aizkraukles banka
 Alior Bank
 ALLIANZ BANK BULGARIA
 Alpha Bank Romania S.A.
 Alpha Bank Srbija a.d. Beograd
 ALPHA BANKA- BULGARIA BRANCH
 AXA Bank Europe SA Magyarországi Fióktelepe
 Banca Comercial Carpatica
 Banca Comercială Română S.A.
 Banca de Export-Import a României - Eximbank S.A.
 Banca Intesa a.d. Beograd
 Banca Millennium S.A.
 Banca Românească S.A. NBG
 Banca Transilvania S.A.
 Bancpost S.A.
 Bank Millennium S.A.
 Bank Ochrony Środowiska S.A.
 Bank Pekao S.A.
 Bank Pocztowy
 Banka Celje d.d.
 Banka Kombëtare Tregtare (c)
 Banka Koper d.d.
 Banka Poštanska štedionica a.d. Beograd
 Banka Sparkasse d.d.
 Banka Tirana (c)
 BGK S.A.
 BGZ S.A.
 BNP Paribas Bank Polska SA
 BPH/GE
 BPS S.A.
 BRD Groupe Soci t  G n rale S.A.
 BRE Bank S.A. organiza ni slozka podniku
 BUDAPEST Hitel-  s Fejleszt si Bank Nyrt.
 BULGARIAN DEVELOPMENT BANK
 BZ WBK S.A.
 CEC Bank S.A.
 Central Cooperative Bank
  esk  exportn  banka a.s.
  esk  spořitelna a.s.
  eskomoravsk  stavebn  spořitelna a.s.
  eskomoravsk  z ru n  a rozvojov  banka a.s.
  eskoslovensk  obchodn  banka a.s.
  eskoslovensk  obchodn  banka a.s.
 CIB Bank Zrt.
 CIBANK
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 Citibank Europe plc organiza ni slozka
 Citibank Europe plc. Magyarorsz gi Fi ktelepe
 Citibank handlowy S.A.
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 Corporate Commercial Bank
 Credins Bank (c)
 Cr dit Agricole (Lukas)
 Credit Europe Bank Romania S.A.
 Danske Bank A/S. Lietuvos filialas
 Danske Bank AS Eesti filiaal
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 Erste & Steierm rkische Bank d.d.
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 FHB Jelz logbank Nyrt.
 FHB Kereskedelmi Bank Zrt.
 FIO banka a.s.
 First Investment Bank
 FM Bank PBP
 Fundamenta-Lak skassza Lak s-takar kp ntz r Zrt.
 Garanti Bank International
 GE Money Bank a.s.
 Getin Noble Bank
 Gorenjska Banka d.d.
 Hrvatska Poštanska Banka d.d.
 HSBC Bank plc - pobo ka Praha
 Hypo Alpe-Adria-Bank a.d. Beograd
 Hypo Alpe-Adria-Bank d.d.
 Hypo Alpe-Adria-bank d.d.
 Hypote ni banka a.s.
 Idea Bank
 ING Bank N.V.
 ING Bank N.V.
 ING Bank N.V. Magyarorsz gi Fi ktelepe
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 Intesa Sanpaolo Banka, d.d. BiH
 Intesa Sanpaolo Rom nia
 Investbank
 J&T BANKA a.s.
 J&T BANKA a.s.
 KDB Bank (Magyarorsz g) Zrt.
 Kereskedelmi  s Hitelbank Zrt.
 Komercijalna banka a.d. Beograd
 Komercijalna banka AD Skopje
 Komer ni banka a.s.
 LBBW Bank CZ a.s.
 Magyar Export-Import Bank Zrt.
 Magyar Takar ksz vetkezeti Bank Zrt.
 mBank Hipoteczny
 mBank S.A.
 Meritum Bank ICB
 Merkantil V lt   s Vagyonbefektet  Bank Zrt.
 MFB Magyar Fejleszt si Bank Zrt.
 MKB Bank Zrt.
 Modr  pyramida stavebn  spořitelna a.s.
 NLB Tutunska Banka AD
 Nordea
 Nordea Bank Finland Latvia branch
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 Nordea Bank, Lietuovos skyrius
 NORVIK BANKA
 Nova Banka a.d. Banja Luka
 Nova KBM d.d.
 Nova Ljubljanska banka d.d.
 OTP Bank Nyrt.
 OTP Bank Rom nia S.A.
 OTP Banka Hrvatska d.d.
 OTP Banka Slovensko a.s.
 OTP Jelz logbank Zrt.
 OTP Lak stakar kp ntz r Zrt.
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 Poštna banka Slovenije d.d.
 Poštov  banka a.s.
 PPF banka a.s.
 Prima banka Slovensko, a.s.
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 Raiffeisen Bank Albania (C)
 Raiffeisen BANK d.d. BiH
 Raiffeisen Bank Polska S.A.
 Raiffeisen Bank Rom nia
 Raiffeisen Bank Zrt.
 Raiffeisen banka a.d. Beograd
 Raiffeisen Banka d.d.
 Raiffeisen stavebn  spořitelna a.s.
 Raiffeisenbank (Bulgaria)
 Raiffeisenbank a.s.
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 SEB Bank
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 SKB banka d.d.
 Slovensk  spořitelňa a.s.
 Soci t  G n rale banka Srbija a.d. Beograd
 Societe Generale Expressbank
 Soci t  G n rale Splitska Banka d.d.
 Stavebn  spořitelna  esk  spořitelny a.s.
 Stopanska banka AD Skopje
 Swedbank
 Swedbank
 Tatra banka a.s.
 UniCredit Bank CR&SK, a.s. pobo ka
 UniCredit Bank Czech Republic a.s.
 UniCredit Bank d.d. Sarajevo
 UniCredit Bank Hungary Zrt.
 UniCredit Bank Srbija a.d. Beograd
 UniCredit Banka d.d.
 UniCredit Bulbank
 UniCredit Tiriac Bank S.A.
 Unionbank
 United Bulgarian Bank
 Veneto Banca, Sucursala Bucuresti
 Vojvodanska banka a.d. Novi Sad
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