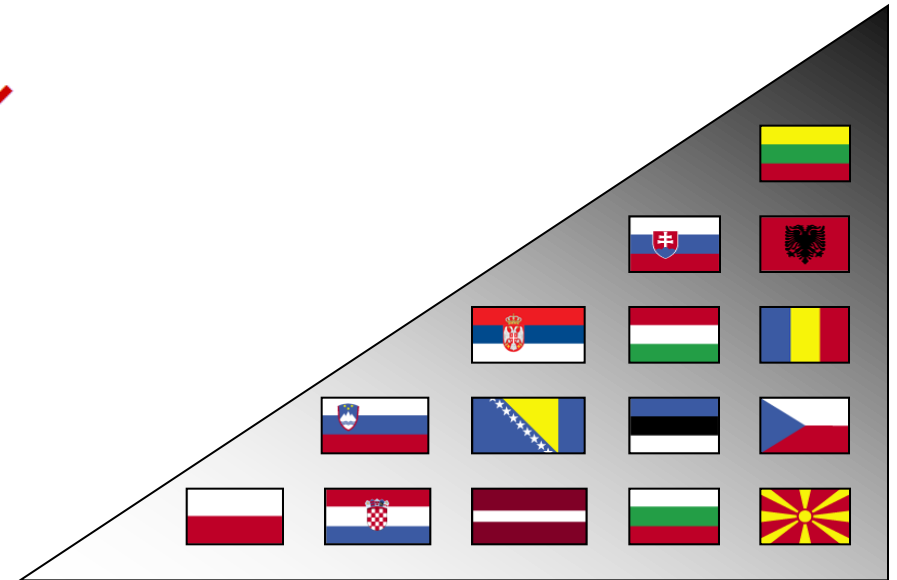


TOP 200 BANKS IN CEE – 2015 EDITION

SAMPLE

July 2015
by Inteliace Research



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Note on methodology

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

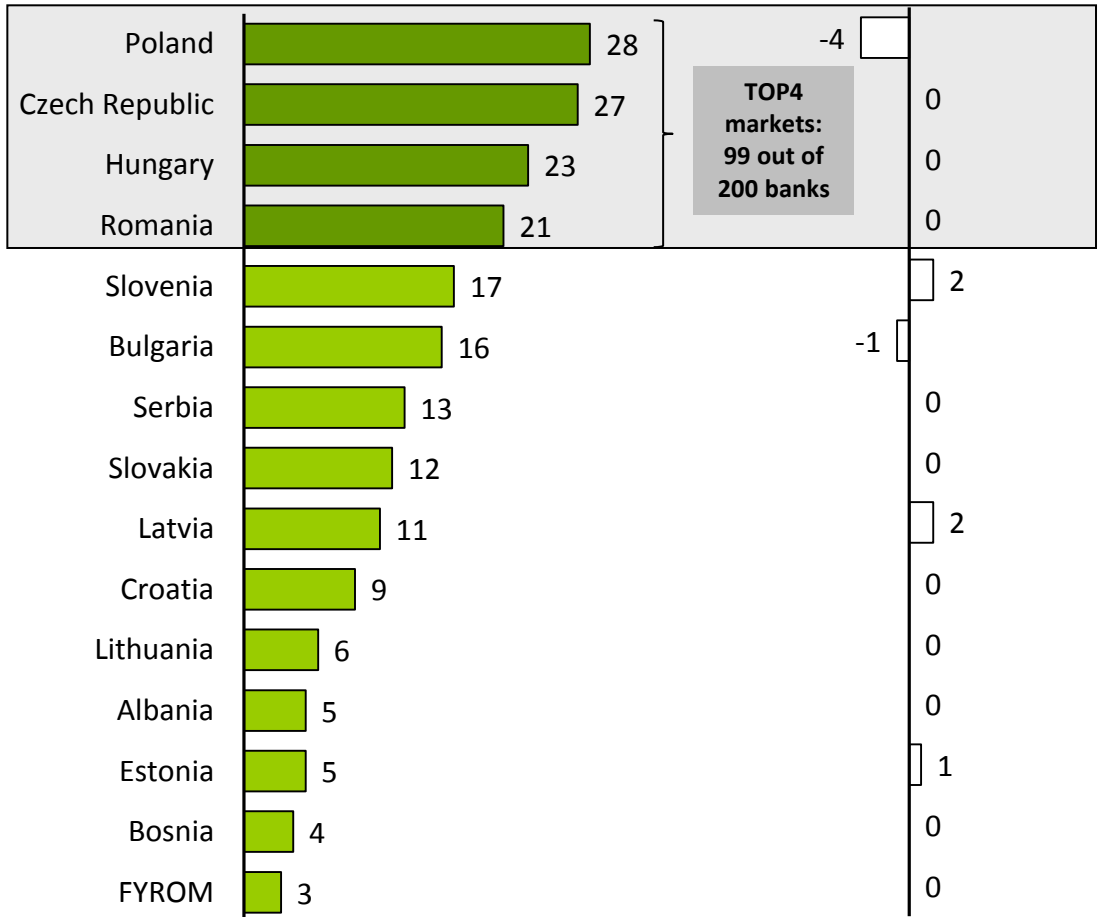
TOP 200 banks in CEE 15 - number of banks by country*

Report Coverage



as of 2014

change 2013/2014



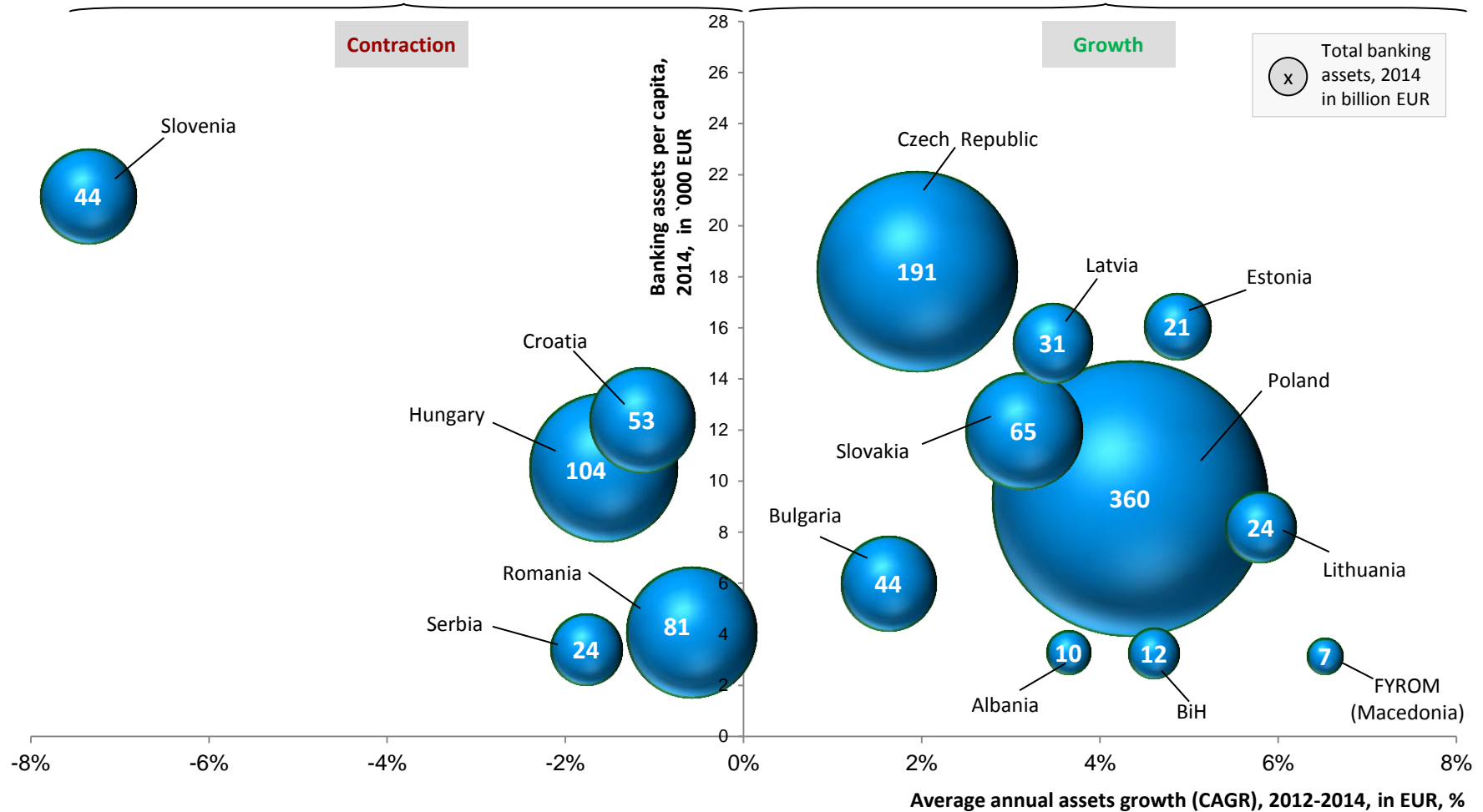
* Top 200 qualifying condition: assets worth EUR 611 million as of 2014 (in 2013 it was EUR 635 million)

** 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, 2012-2014



TOP 200 BANKS IN CEE, 2015 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 (7/8)

UNCONSOLIDATED
FIGURES

| Rank 2014 | Rank 2013 | Bank Name | Country | 2014 Assets EURm | 2014/2013 asset change % | 2014 Equity EURm | 2014 Net profit EURm | Major Shareholder |
|-----------|-----------|--|----------------|------------------|--------------------------|------------------|----------------------|-----------------------|
| 151 | 146 | Eurobank a.d. Beograd | Serbia | 1,208 | -12 | 365 | -22 | Eurobank Ergasias |
| 152 | 162 | Intesa Sanpaolo Bank Albania | Albania | 1,126 | 6 | 138 | 15 | Intesa Sanpaolo |
| 153 | 168 | J&T BANKA a.s. | Slovakia | 1,126 | 11 | FB | n/a | J&T FINANCE |
| 154 | 154 | AXA Bank Europe SA Magyar.Fió. (e) | Hungary | 1,078 | -13 | FB | n/a | AXA |
| 155 | 165 | ALLIANZ BANK BULGARIA | Bulgaria | 1,072 | 6 | 102 | 11 | Allianz |
| 156 | 167 | NLB Tutunska Banka AD | FYROM | 1,061 | 9 | 114 | 7 | NLB |
| 157 | 164 | OTP Bank România | Romania | 1,058 | 2 | 109 | -17 | OTP |
| 158 | 161 | Banka Sparkasse d.d. | Slovenia | 1,037 | -5 | 74 | -4 | Kaertner Sparkasse AG |
| 159 | 182 | NORVIK BANKA | Latvia | 1,036 | 23 | 101 | -6 | private |
| 160 | 163 | Veneto Banca | Romania | 1,023 | -2 | FB | 37 | Veneto Banca |
| 161 | 170 | Vojvođanska banka a.d. Novi Sad | Serbia | 1,004 | 6 | 163 | 1 | NBG |
| 162 | 155 | Credit Europe Bank România | Romania | 944 | -14 | 137 | -33 | Credit Europe Bank |
| 163 | 153 | Raiffeisen Banka d.d. | Slovenia | 939 | -16 | 53 | -21 | Raiffeisen |
| 164 | 158 | Intesa Sanpaolo România | Romania | 922 | -13 | 83 | n/a | Intesa Sanpaolo |
| 165 | 198 | Equa bank a.s. | Czech Republic | 915 | 49 | 84 | -13 | AnaCap |
| 166 | 171 | BULGARIAN DEVELOPMENT BANK | Bulgaria | 982 | 8 | 348 | 7 | State |
| 167 | 160 | Hypo Alpe-Adria-Bank a.d. Beograd | Serbia | 981 | -10 | 228 | -7 | Hypo Alpe-Adria-Bank |
| 168 | 178 | Investbank | Bulgaria | 978 | 14 | 94 | 1 | Festa Holding |
| 169 | 169 | Merkantil Váltó és Vagyonbefektető Bank | Hungary | 951 | 2 | n/a | n/a | OTP |
| 170 | 187 | Credins Bank | Albania | 942 | 22 | 74 | 4 | Individual Investors |
| 171 | 176 | Banka Poštanska štedionica a.d. Beograd | Serbia | 937 | 8 | 144 | 3 | JP PTT Srbija |
| 172 | 172 | Wüstenrot hypoteční banka a.s. | Czech Republic | 903 | -1 | 59 | 8 | PPF Group N.V. |
| 173 | 177 | Sberbank Srbija a.d. Beograd | Serbia | 896 | 3 | 192 | 13 | Sberbank |
| 174 | 179 | Deželna banka Slovenije d.d. | Slovenia | 890 | 4 | 47 | 1 | legal subjects |
| 175 | 174 | Banca de Export-Import a României – Eximbank | Romania | 863 | -3 | 244 | 10 | State |

TOP 200 BANKS IN CEE, 2015 EDITION

FB – Foreign bank branch, typically not reporting equity
(e) – Estimated

Source: Inteliace Research

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NOTES ON METHODOLOGY

SAMPLE

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 | 2013 eoy | 2014 eoy |
|-----------------|-----------------|----------|-----------|
| Albania | ALL | 140.01 | 140.14 |
| Bosnia | BAM | 1.96 | 1.96 |
| Bulgaria | BGN | 1.96 | 1.96 |
| Croatia | HRK | 7.63 | 7.66 |
| Czech Republic | CZK | 27.43 | 27.74 |
| Estonia | EUR | 1.00 | 1.00 |
| Hungary | HUF | 297.04 | 315.54 |
| Latvia | EUR | 1.00 | 1.00 |
| Lithuania | LTL/EUR | 3.45 | 3.45/1.00 |
| Macedonia | MKD | 61.51 | 61.48 |
| Poland | PLN | 4.15 | 4.26 |
| Romania | RON | 4.47 | 4.48 |
| Serbia | CSD | 114.64 | 120.96 |
| Slovak Republic | EUR | 1.00 | 1.00 |
| Slovenia | EUR | 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

This report has been prepared using Inteliace Research proprietary research and publicly available sources, including: financial reports, press publications, industry magazines, directories, financial databases, expert opinions and interviews.

Views presented in this report reflect solely the independent and unbiased opinion of Inteliace Research and authors.

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Inteliace Research is an independent and privately owned research firm based in the heart of Eastern Europe in Warsaw / Poland.

Our company specializes in value-added research services and tailored business intelligence solutions.

Through our customized research services we help our clients to better understand their customers, competitors and overall market dynamics.

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Major Banks in Central and Eastern Europe

BANK OUTLETS DENSITY IN POLAND (1/3) GĘSTOŚĆ SIECI PLACÓWEK BANKOWYCH W POLSCE (1/3)

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 / Median: (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

Timeline

- In 1995, GE group purchased a small regional bank, „Sektorowy Otwarcie D.T. Bank”. Bank was rebranded under GE Capital Bank.
- In 1998, GE group purchase another small bank (Poznań-based) converted to a mortgage specialist GE Bank Miejski.
- In 2000, GE group acquired GEK lending specialist credits with a network of 1000 POS. GEK was rebranded to Dobra Kasa.
- In 2004, GE credit and business 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.

Channels

- GE money bank - 48 branches
- GEpart - 1000 used car dealers
- Dobry Kredyt consumer finance - 12 outlets and 1000 POS
- Expander - 33 branches - financial products distributor*

Shareholders

General Electric Company

Concept Description

Target Clients

- 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

Products

Only lending products on offer:

- mortgage
- credit cards
- installment loans
- cash loans
- car loans

Results

Assets

PLN billion

| | | | |
|------|-----|-----|-----|
| 2003 | 7.4 | 8.3 | 9.1 |
| 2003 | 4.9 | 5.9 | 6.9 |

Market share (%)

Loans

PLN billion

| | | | |
|------|-----|-----|-----|
| 2003 | 6.6 | 7.6 | 8.8 |
|------|-----|-----|-----|

Net Profit

PLN billion

| | | | |
|------|------|------|------|
| 2003 | 0.14 | 0.30 | 0.52 |
| 2003 | 0.05 | 0.10 | 0.20 |

ROE (%)

| | | | |
|------|------|------|------|
| 2003 | 10.0 | 13.0 | 16.0 |
|------|------|------|------|

Recent Reports:

2015

- February - Mortgage Lending in Poland '15
 - May - Bank outlets database '15
 - May - Banking Market in Poland '15
 - June - Insurance Market in Poland '15
 - September - Top 200 CEE banks '15
- upcoming...*
- November - Investment Funds and Asset Mgmt. '15

and many other ...

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INDEX OF BANKS MENTIONED IN THIS REPORT

AB SEB Bankas
AB Swedbank
Aizkraukles banka
Alior Bank
Banca Comercială Română
Banca Intesa a.d. Beograd
Banca Transilvania
Bank BPH S.A.
Bank Millennium S.A.
Bank Ochrony Srodowiska S.A.
Bank Pekao S.A.
BGK S.A.
BGZ S.A.
BNP Paribas Bank Polska SA
BPS S.A.
BRD Groupe Soci t  G n rale
BZ WBK S.A.
CEC Bank
 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.
Citibank handlowy S.A.
Cr dit Agricole
Deutsche Bank Polska S.A.
DSK Bank
Erste & Steierm rkische Bank d.d.
ERSTE BANK HUNGARY Zrt.
First Investment Bank
GE Money Bank a.s.
Getin Noble Bank
Hypote n  banka a.s.
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OTP Jelz logbank Zrt.
PKO Bank Polski S.A.
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PPF banka a.s.
Privredna Banka Zagreb d.d.
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Swedbank
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UniCredit Bulbank
UniCredit Tiriac Bank
Vřeobecn  uverov  banka a.s.
Zagreba ka Banka d.d.

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Abanka Vipa d.d.
Air Bank a.s.
Alpha Bank Rom nia
ALPHA BANKA- BULGARIA BRANCH
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Magyar Takar ksz vetkezeti Bank Zrt.
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mBank Hipoteczny S.A.
mBank S.A., organiza n  slozka
Meritum Bank ICB S.A.
Merkantil V lt   s Vagyonbefektet  Bank Zrt.
Municipal Bank
NLB Tutuska Banka AD
NORVIK BANKA
Nova Banka a.d. Banja Luka
OTP Bank Rom nia
OTP Banka Slovensko a.s.
OTP Lak stakar kp nz r Zrt.
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Sberbank d.d.
Sberbank Magyarorsz g Zrt.
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