

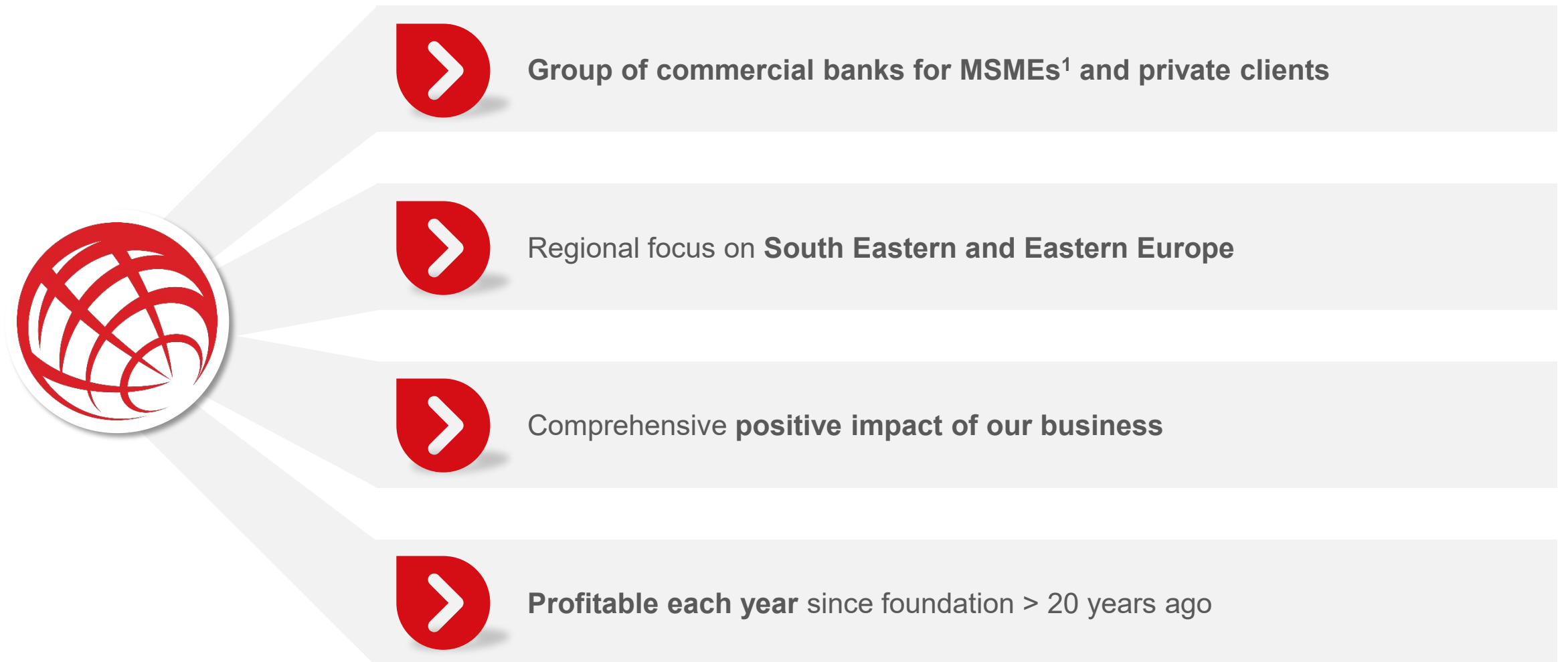


**An impact-oriented group of commercial banks
for MSMEs and private clients in South Eastern and Eastern Europe**

Company presentation, November 2024

“ *Responsible banking in transition economies allows to combine comprehensive positive impact with attractive and sustainable returns for investors* ”





1) Micro, small and medium-sized enterprises

Attractive and highly relevant region – particularly in context of EU accession –

*ProCredit active
in 13 countries*

*Serving
>270k clients*

*Responsible
banking partner*



South Eastern Europe
Albania, Bosnia,
Bulgaria, Greece
Kosovo, North
Macedonia,
Romania, Serbia

Eastern Europe
Georgia, Moldova,
Ukraine

Other
Ecuador, Germany



**Economic transformation
& impact potential**



**Attractive growth
prospects**



**Increased geopolitical
importance**

Micro, Small and Medium business clients



Growing, stable
businesses

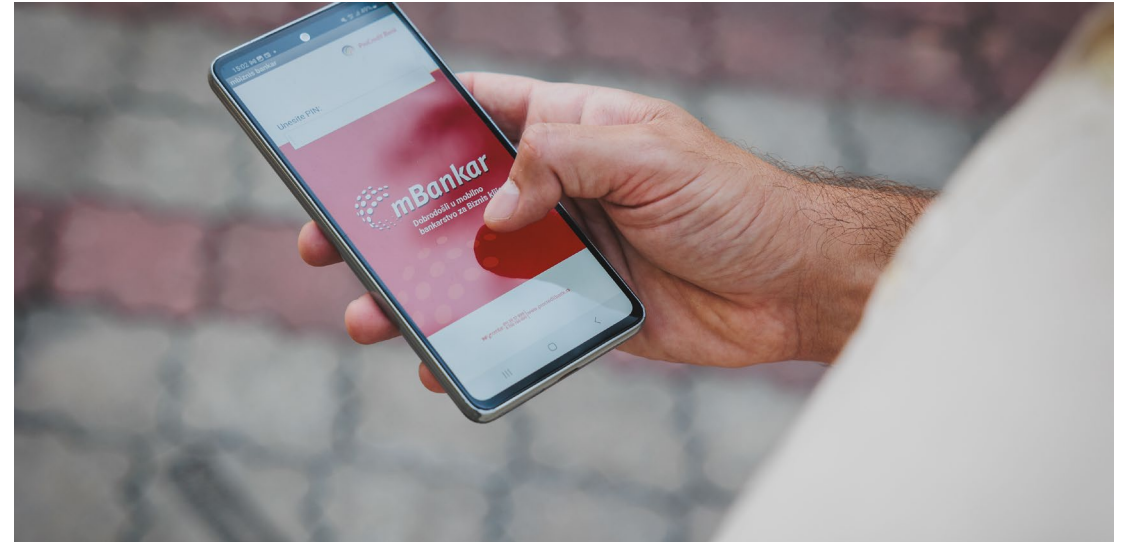
~90%
of loan portfolio



Investing in job creation and
economic development

~70k
MSME clients

Private clients



Modern, transparent &
reliable banking services

~10%
of loan portfolio



Digital customer journey
with a 'human touch'

~200k
of active
private clients

We make a difference for our clients

Economic development

Trusted,
long-term
banking partner

MSMEs often
underserved

Responsibility

Act responsibly
towards clients,
environment & societies

Promote savings
culture & avoid
over-indebtedness

Transparency

Transparent and
fair banking
products

Positive impact in
markets with weak
customer protection

Environmental sustainability

Comprehensive
approach throughout
organization

Support transition
through green lending

**ProCredit
customer-centric
approach:**

rigorous client
selection

+

high service quality

+

long-term
relationships



Prudent credit risk

Central role of Business
Client Advisers

Responsible lending

Good portfolio quality



Strict customer focus

Hausbank approach

Cater all main client demands

True understanding of clients'
needs and risks



Strong digital channels

Evolving client demands

Superior customer experience

Efficient internal operations

Our key strength is our ~4,500 people

Carefully selected,
well-trained
and loyal staff

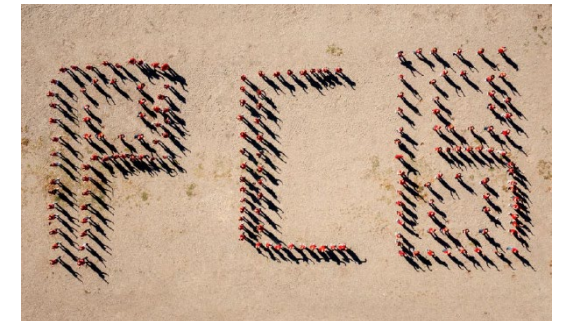
Develop staff capacities in own academies

Clear salary
structures and
career options

Share best
practices and
become
one team

Professional
development in banking
and humanities

Strong commitment to the
business and impact orientation
of the group





Headquartered in Frankfurt, supervised by BaFin and Bundesbank, listed on the Frankfurt Stock Exchange

Structure of the group



Strong positioning for increased scale ✓

13
countries
of operation

>270k
clients

~€10bn
balance sheet

Simple asset and liability structure ✓

€6.8bn
loan portfolio

~20%
share of
green loans

€7.8bn
deposits

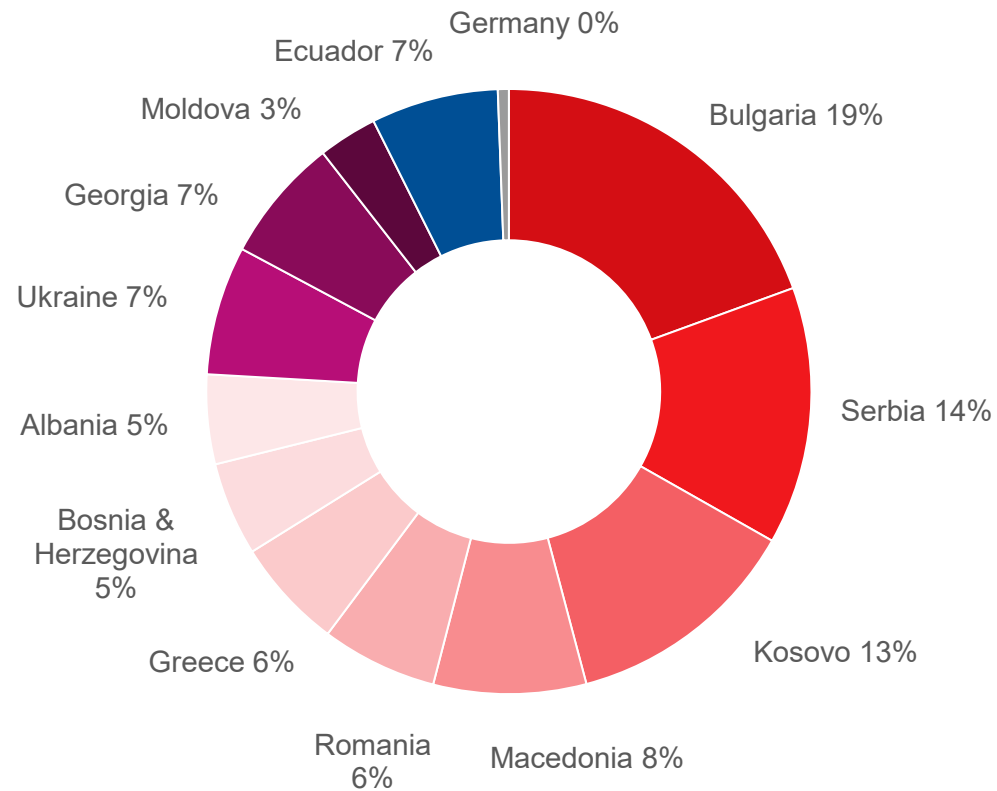
Good profitability and capitalization, attractive payout ✓

11.3%
RoE in 9M-24

14.1%
CET1 ratio
(fully loaded)

1/3
dividend payout
ratio policy

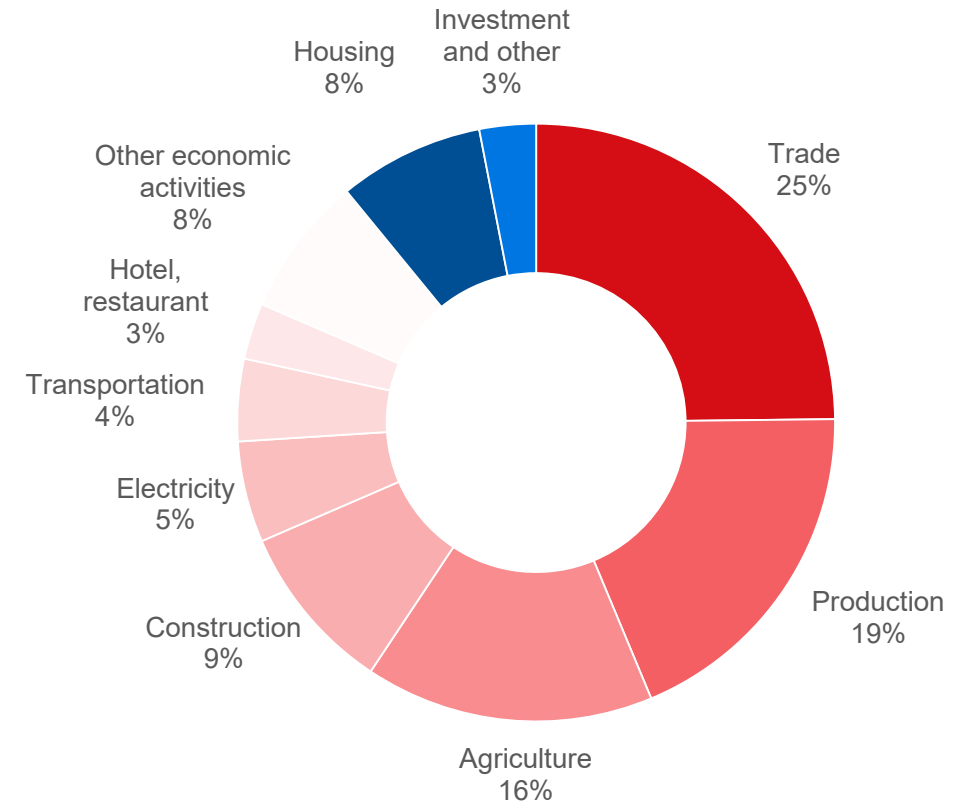
Loan portfolio by region



■ Total South Eastern Europe: 76%

■ Total Eastern Europe: 17%

Loan portfolio by sector



■ Total Business Loans: 89%

■ Total Private Loans: 11%



Leading bank for **MSMEs** in our region



Attractive bank for **private clients** with superior customer experience



Increased **size and scale** for enhanced medium-term profitability



Strong **sustainability** commitment



Strategic investments in **growth catalysts** (people, IT, marketing, branches)



Substantially grow # clients: MSMEs +50% and private clients +150%



> €10bn loan portfolio for increased scale



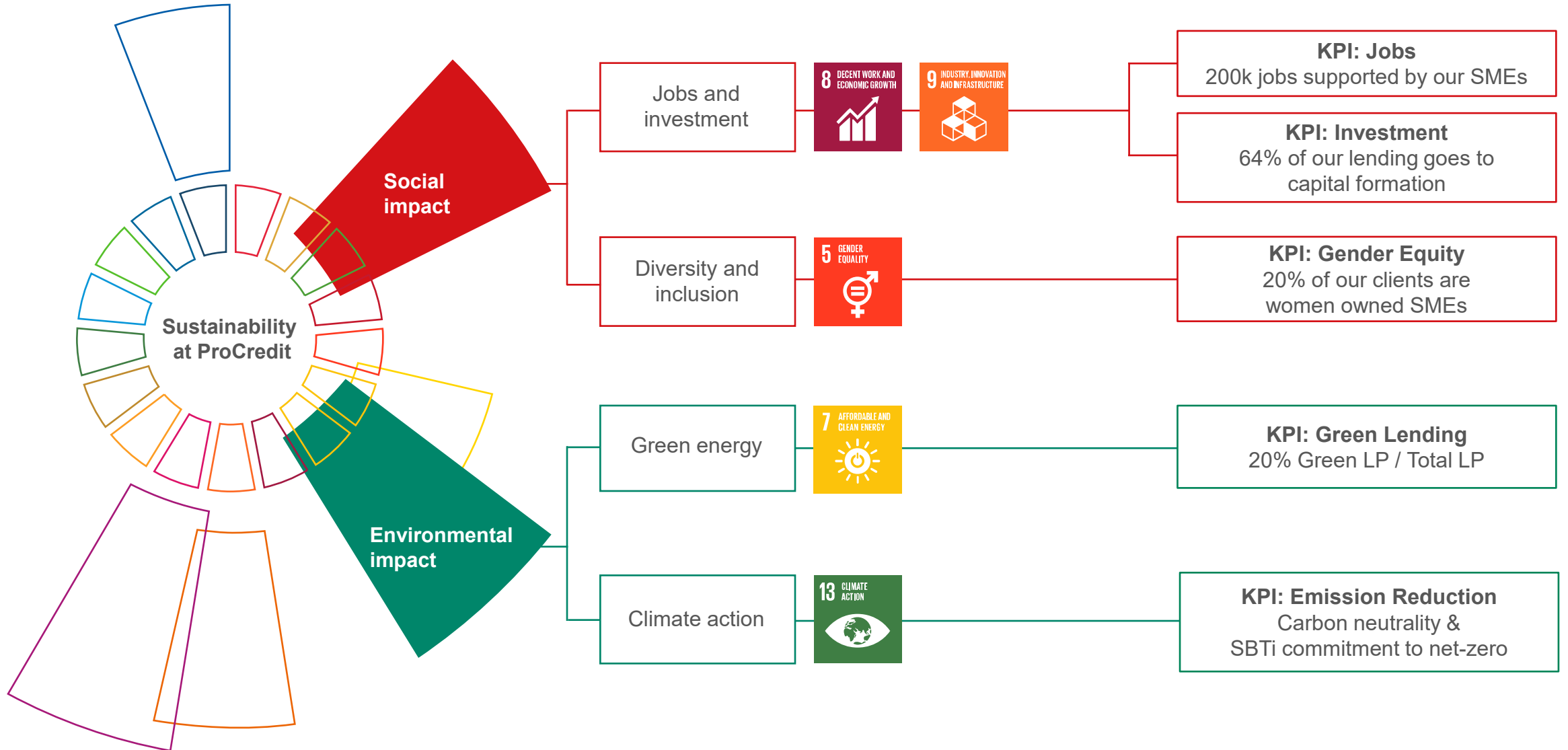
Return on equity to reach **~13 – 14%**¹




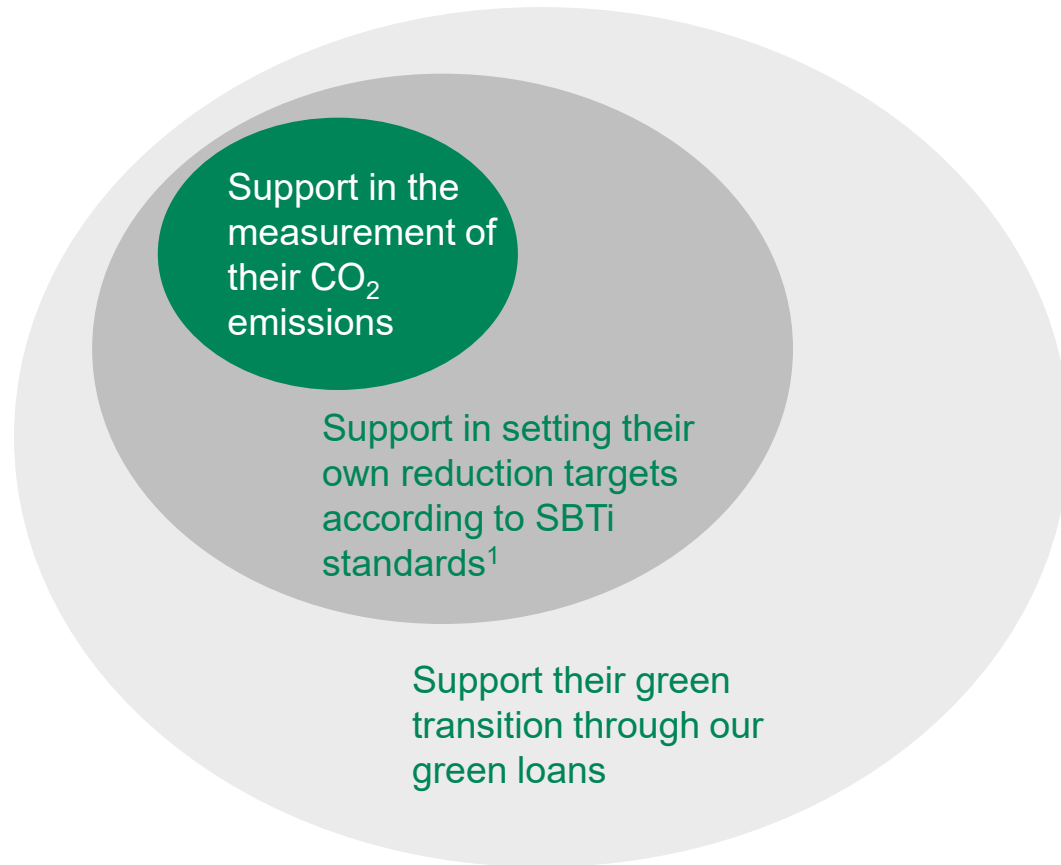
Offer attractive dividends in line with dividend policy (1/3 dividend payout ratio)

1) Without consideration of upside potential in Ukraine of around +1.5ppt on group RoE

Appendix



We are pioneering decarbonisation with MSME clients in our markets of operations



13 CLIMATE ACTION

KPI: Emission Reduction
Carbon neutrality &
SBTi commitment to net-zero

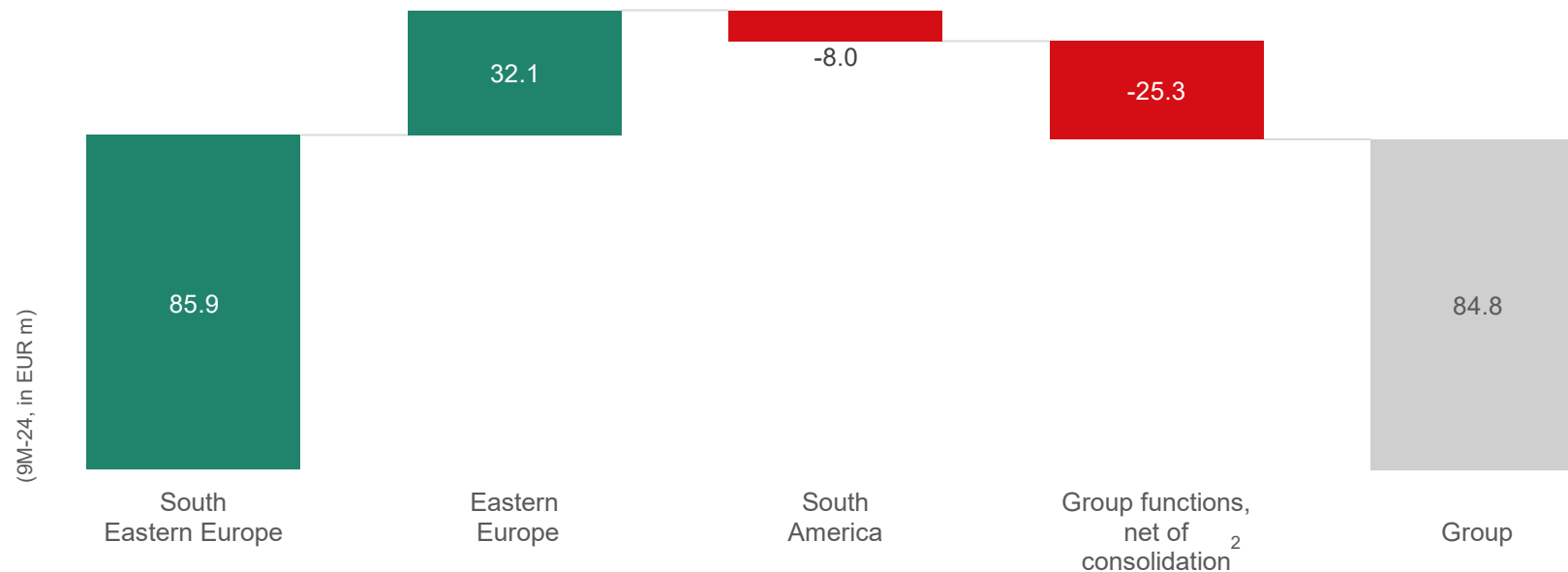
Until 2027 Engage with clients responsible for **28% of the scope 3 emissions** to commit to **net-zero by 2050**

Until 2040 Engage with clients responsible for **100% of the scope 3 emissions** to commit to **net-zero by 2050**

In EUR m		FY-22	FY-23	9M-23	9M-24	Y-o-Y
Income statement	Net interest income	264.6	337.2	244.7	270.6	25.9
	Net fee and commission income	54.7	57.5	43.2	44.0	0.8
	Other operating income (net)	20.5	17.8	13.2	16.1	2.9
	Operating income	339.8	412.5	301.2	330.7	29.5
	Personnel expenses	101.7	120.6	87.8	106.4	18.6
	Administrative expenses	115.7	126.3	89.1	110.8	21.6
	Loss allowance	104.6	15.5	9.0	4.1	-4.9
	Tax expenses	1.3	36.6	21.3	24.6	3.4
	Profit after tax	16.5	113.4	94.0	84.8	-9.2
Key performance indicators	Change in customer loan portfolio	3.1%	1.9%	1.9%	9.0%	7.0 pp
	Cost-income ratio	64.0%	59.9%	58.7%	65.7%	6.9 pp
	Return on equity	1.9%	12.2%	13.6%	11.3%	-2.3 pp
	CET1 ratio (fully loaded)	13.5%	14.3%	14.9%	14.1%	-0.8 pp
Additional indicators	Net interest margin	3.1%	3.6%	3.6%	3.6%	0.0 pp
	Net write-off ratio	0.2%	0.5%	0.4%	0.2%	-0.2 pp
	Credit impaired loans (Stage 3)	3.3%	2.7%	3.0%	2.3%	-0.7 pp
	Cost of risk	174 bps	25 bps	20 bps	8 bps	-11 bp
	Stage 3 loans coverage ratio	61.8%	57.6%	59.5%	56.1%	-3.4 pp
	Book value per share (EUR)	14.8	16.7	16.5	17.4	0.9
	Deposit-to-loan ratio	103.0%	116.5%	111.4%	115.3%	3.8 pp

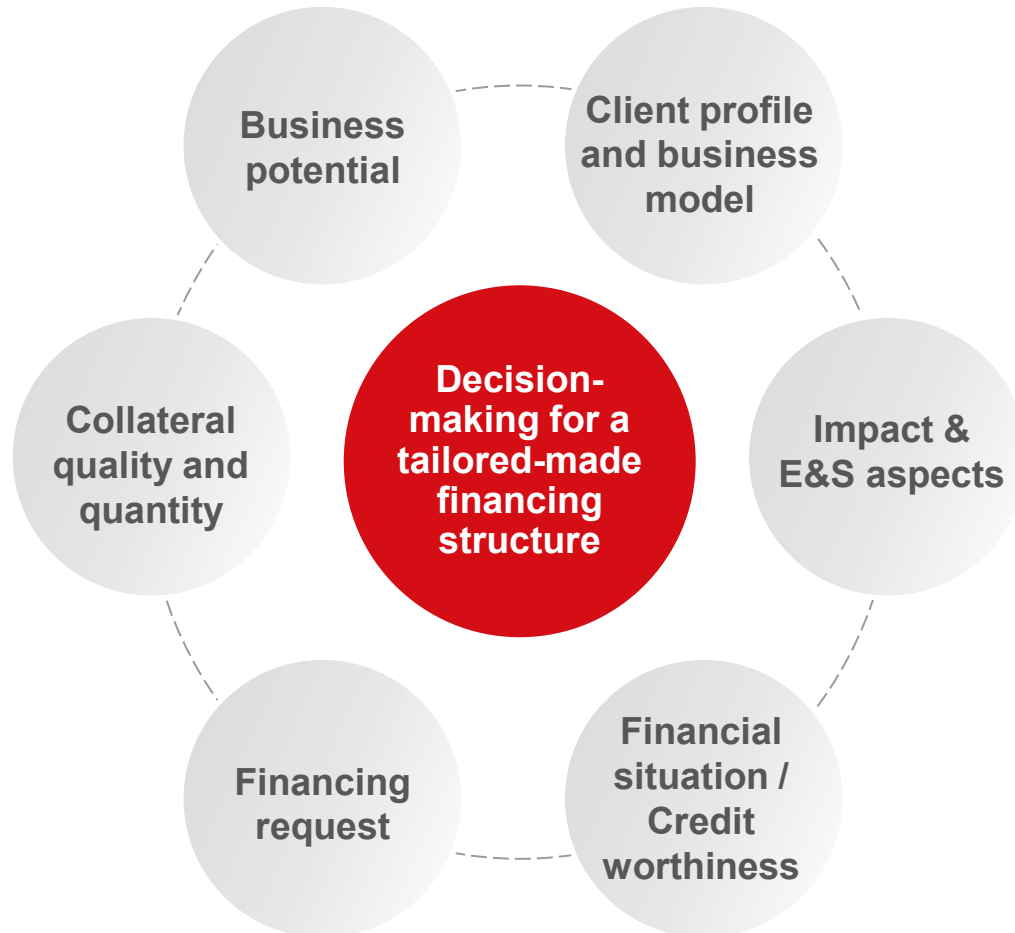
Net income contribution by segment

9M 2024, in EURm



Customer loan portfolio (EUR m)	5,150	1,133	461	–	6,784
Change in customer loan portfolio	11.3%	5.4%	-4.2%	–	9.0%
Cost-income ratio	55.3%	51.0%	139.7%	–	65.7%
Allocated equity (EUR m)	740	240	41	–	1,025
Return on equity ¹	15.9%	18.7%	-23.7%	–	11.3%

360° integrated view on business client situation in all cases

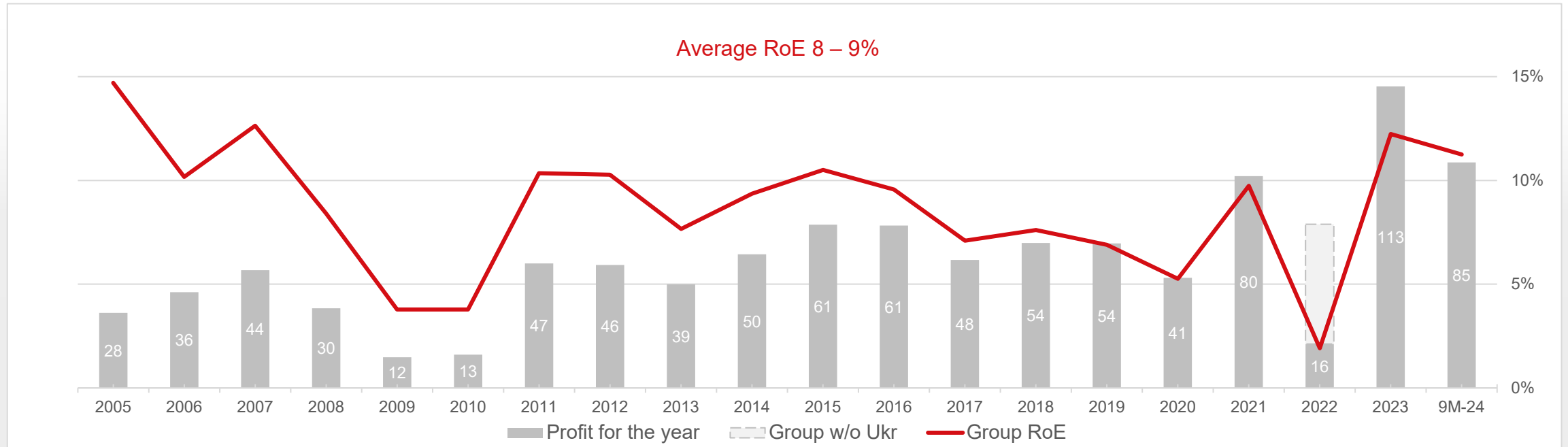


▶ High quality loan portfolio with low NPLs

▶ Consistently low provision costs imprinted in the business model

▶ Significantly leveraging the group's positive impact

Long-term financial stability and attractive profitability



First bank founded in Bosnia in 1998

Away from micro-finance and divestment of operations in Africa and Latin America

Focused positioning on SMEs in SEE and EE; group digitalisation

New era of ProCredit: transformation into universal bank for MSMEs and private clients

Hubert Spechtenhauser (Chairman)



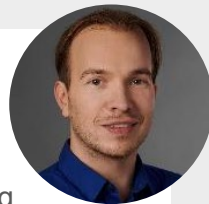
- ▶ Corporate Office
- ▶ Group Communications
- ▶ Legal

Eriola Bibolli



- ▶ Group SME
- ▶ Group Retail
- ▶ Economic Analysis

Christian Edgardo Dagrosa



- ▶ Accounting and Taxes
- ▶ Supervisory Reporting and Capital Planning
- ▶ Investor Relations
- ▶ Controlling
- ▶ Reporting and Data Management
- ▶ Data Systems Projects
- ▶ Group Asset & Liability Management Function
- ▶ Group Funding

Christoph Beeck



- ▶ Group and PCH Human Resources
- ▶ Fraud Prevention and Compliance and Group and PCH AML
- ▶ Group and PCH Internal Audit
- ▶ Administration and Translation

Georgios Chatzis



- ▶ Group Financial Risk Management
- ▶ Group Operational Risk Management
- ▶ Group Credit Risk Management
- ▶ Group and PCH Risk Control

Dr Gian Marco Felice



- ▶ Group and PCH IT
- ▶ Group Sustainability

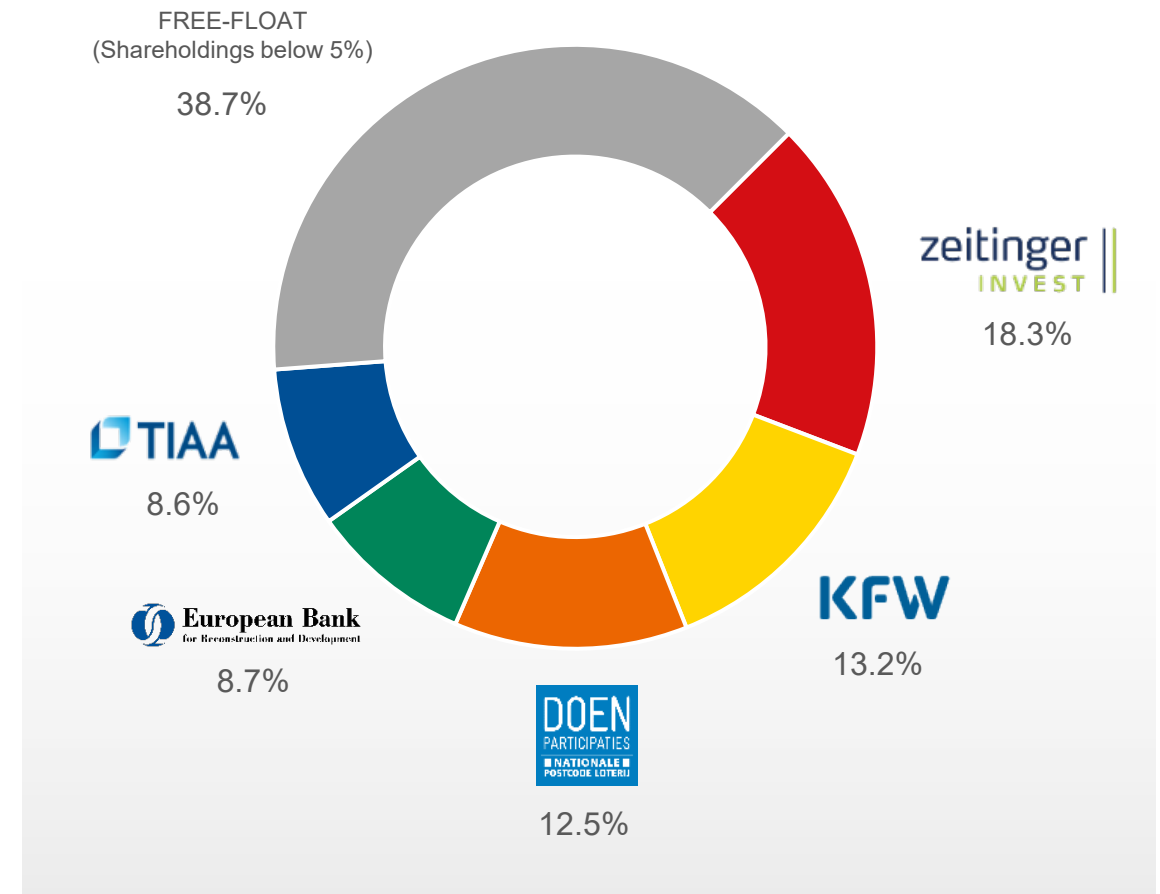
Selected milestones

- ▶ 2016: Listing of ProCredit shares on the **Frankfurt Stock Exchange**
- ▶ 2018: **€60m capital increase**
- ▶ 2021: **First Capital Markets Day**
- ▶ 2023: Successful **conversion of legal form** into a stock corporation (AG, from KGaA)
- ▶ 2024: **Second Capital Markets Day** – updated strategy

Ratings

- ▶ FitchRatings: BBB (stable)
- ▶ ISS ESG Corporate rating: Prime; B-; Decile Rank: 1
- ▶ MSCI ESG Rating: A

Shareholder structure of ProCredit Holding AG



Slides 3, 7 and 9

Greece via ProCredit Bulgaria entity

Slide 11

Compared to FY-23; Based on over the cycle risk costs of 30 – 35 basis points and a cost-income ratio of around 57% excluding one-off effects

The group considers amongst others the following risk factors to its short- and medium-term guidance:

- A potential further escalation of the war in Ukraine represents a significant risk factor for our guidance and could be reflected in increased cost of risk.
- Additional risk factors include negative economic impacts related to major disruptions in our countries of operation, intensified supply-chain and energy-sector disruptions, adverse changes in our funding markets, significant changes in foreign trade or monetary policy, a deterioration in interest rate margins particularly in countries with rate ceilings (Bosnia and Herzegovina, Ecuador and Kosovo) to the extent that higher funding costs cannot be fully passed on to customers due to the rate ceilings, an increase in inflation rates and pronounced exchange rate fluctuations.

Slide 13

Data as of December 2023

Slide 14

1) The engagement approach is under development

Slide 16

1) Based on average allocated segment equity; 2) Group functions, e.g. risk management, reporting, capital management, IT, liquidity management, training and development. Includes ProCredit Holding, Quipu, ProCredit Academy Fürth, PCB Germany

Slide 18

RoE since 2005 as disclosed in “Bundesanzeiger” (German Federal Gazette) Figures and ratios for Dec-13 relate to the disclosures in the consolidated financial statements as of 2013

Dec-22 result negatively impacted by significant loan loss provisions in Ukraine due to the war against Ukraine.

Consolidated result and RoE: EUR 16.5m; 1.9%

Result and RoE excl. PCB Ukraine: EUR 68.5m; 7.8%

9M-24 RoE annualised

Slide 20

The Fitch Issuer Default Rating of BBB has been last re-affirmed on 15 May 2024

The shareholder structure shown is according to the voting right notifications, and voluntary disclosure of voting rights as published on our website

www.procredit-holding.com

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