Hubert Spechtenhauser, Chairman of the Management Board
Christian Dagrosa, CFO and member of the Management Board

Q3 2023 results

Frankfurt am Main, November 2023 (updated as of 14th February 2024)

ProCredit HOLDING

A. Highlights and business update

B. Group results

C. Regional performance

D. Outlook

Highlights 9M 2023

ProCredit group well on track to achieve raised RoE guidance for 2023

Strong 9M result with 13.6% return on equity; all group banks in SEE/EE with enhanced operational and financial performance

- **Profit of EUR 94.0m achieved in 9M-23,** corresponding to the highest 9M result of the group since its stock exchange listing
- **Operating income increases by 22%,** loan growth and positive margin development drive 27% increase in NII; Q3 NIM of 3.9%
- **Cost-income ratio of 58.7%** reduced by 2.0 percentage points yoy, reflecting income growth and continued cost discipline
- **High diversification of positive development** as all 10 group banks in SEE and EE increase profit contribution
- **PCB Ukraine with good result development** and targeted portfolio reduction

Stable balance sheet with good development in loans and deposits, portfolio quality and capitalisation

- **Good loan growth particularly in Q2 and Q3** (+2.7%) based on robust SME client development despite global challenges
- **Strong 10.3% deposit growth** resulting in deposit-to-loan ratio of 111.4%; private individuals and SMEs both contribute
- **Cost of risk at 20 basis points** reflecting group loss allowance of EUR 9.0m, Stage-3 loans reduced by 0.3 pp to 3.0%
- **CET1 ratio at prudent level of 14.9%**; +1.4 pp since year-end due to strong earnings generation and increased RWA efficiency

Raised FY 2023 RoE guidance underlining the group's earnings potential and medium-term ambitions

- **Raised FY 2023 guidance (as per 26 October 2023)** for RoE on the level of its medium-term guidance of around 12% (+/- 1 percentage point)
- **Dividend distribution intended in 2024 from FY-23 result** with 1/3 payout ratio in line with group dividend policy, final decision as usually taken ahead of 2024 AGM

13.6%
return on equity
(+10.9pp vs. 9M-22)

3.6%
net interest margin
(+0.5pp vs. 9M-22)

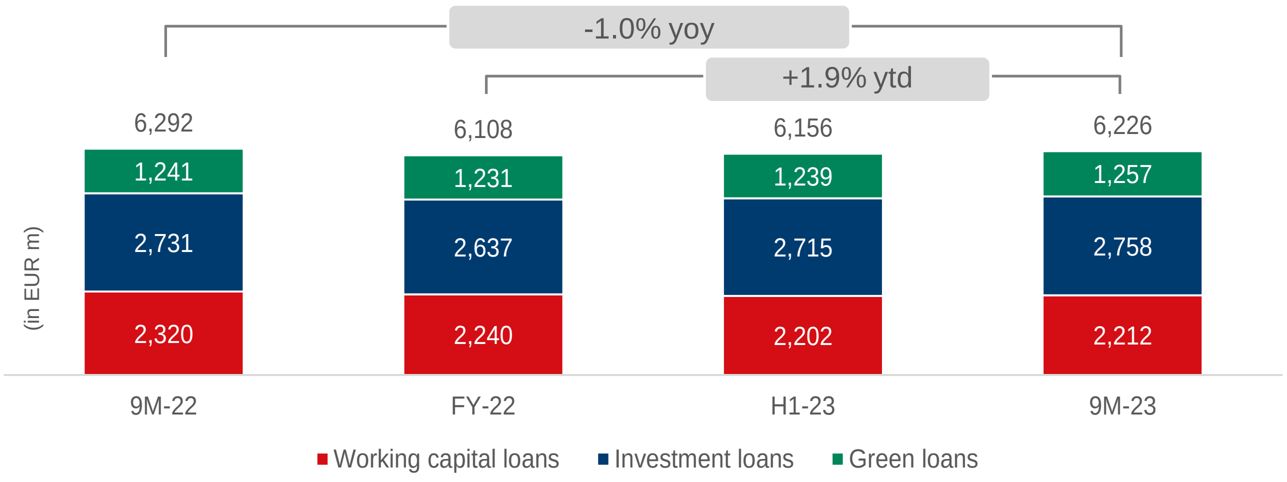
16.3 ppt
yoy increase in deposit to loan ratio to 111.4%

2.3%
share of defaulted loans outside Ukraine

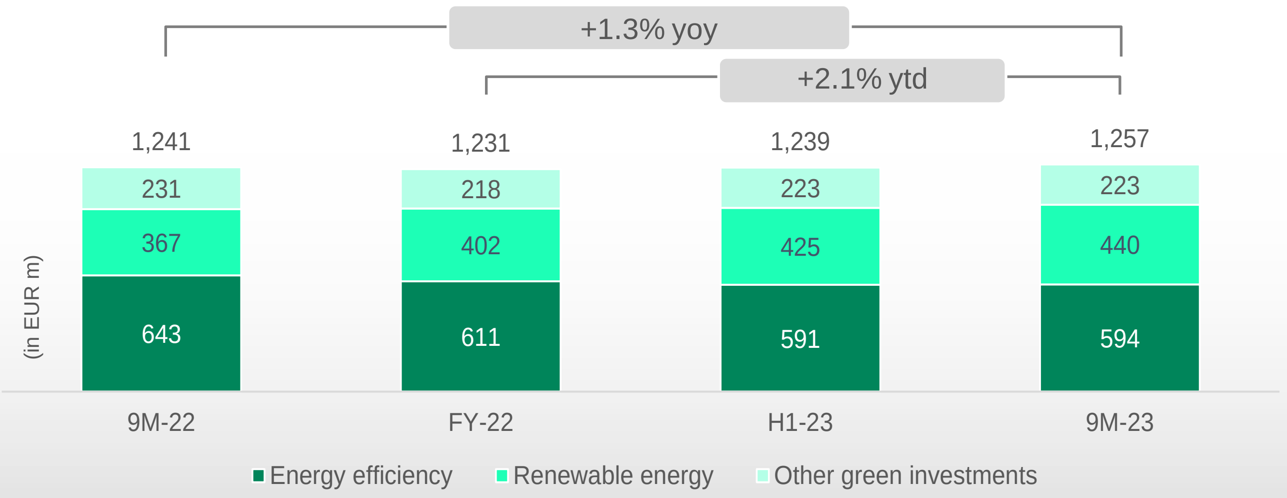
93 bps
increased capital adequacy due to higher RWA efficiency

Good growth in customer loans, particularly in Q2 and Q3

Loan portfolio growth



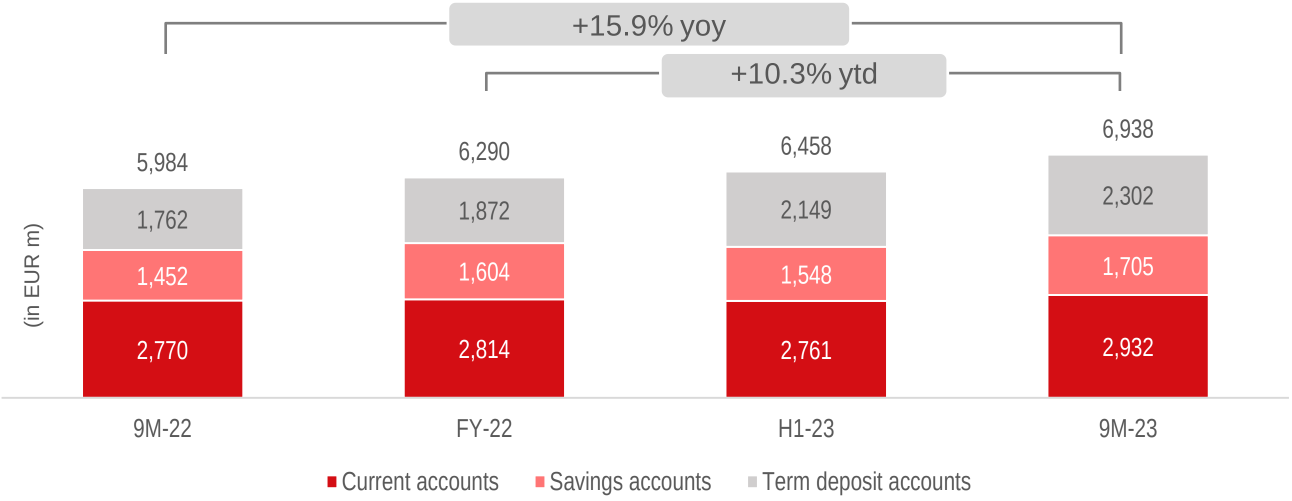
Green loan portfolio development



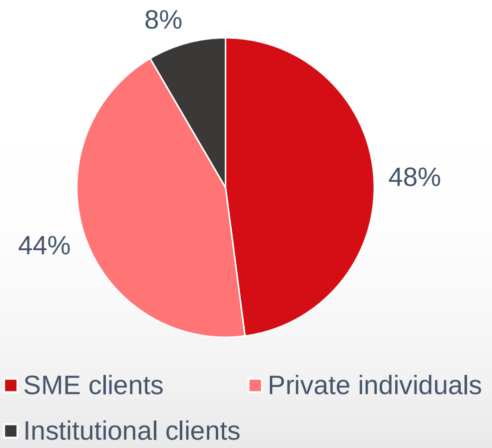
- Customer loans increase by EUR 119m or 1.9% since beginning of the year
  - Good growth in Q2 and Q3 of EUR 165m or 2.7% indicative for gradually improving investment environment for SMEs, after slightly weaker growth in Q1
  - Strong focus on profitable growth opportunities and customers in line with ‘Hausbank’ concept
  - Targeted reduction of loan portfolio in Ukraine by EUR 39m; loan growth for Group excl. Ukraine of 2.9% YTD
  - Growth on fx adjusted basis of c. EUR 100m or 1.6%
- Green loan portfolio steady at EUR 1.3bn, representing more than 20% of total loan portfolio
  - Steady progress towards medium-term target share of green loans of 25%
  - High portfolio quality as default rate of green loan portfolio at 1.9% (1.1pp lower than for total loan portfolio)

Strong deposit development through digital banking channels

Deposit growth



Deposits by client and key metrics



66 k
total # of SME clients, up 4.6% yoy

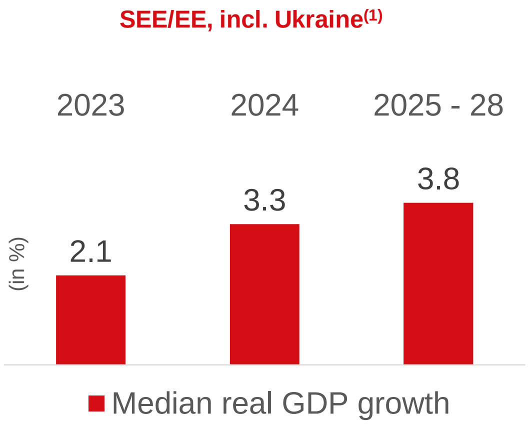
111.4%
deposit / loan ratio, up 16.3 ppt yoy

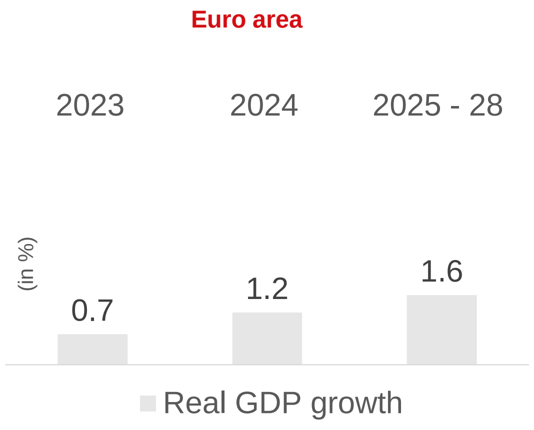
- Customer deposits increase by a strong 649m or 10.3% since beginning of the year
  - Growth driven by both private individual and SME clients and well diversified across banks, showing good progress of ProCredit Direct strategy
  - Growth diversified across all products; term deposits with particularly high growth due to underlining increased appetite for interest-bearing accounts in a high-margin environment
  - Deposit growth yoy of EUR 954m or 15.9%
- Strategic management of deposit/loan ratio and deposit base
  - Deposit-to-loan ratio up 16.3 percentage points yoy with positive developments across almost all banks
  - Result of good positioning as ‘Hausbank’ for SMEs and ProCredit Direct: increased and diversified deposit base as strategic priority to further support margin development in the coming years

Strategic group positioning on SEE/EE, positive expected GDP development in line with robust performance of group's SME clients

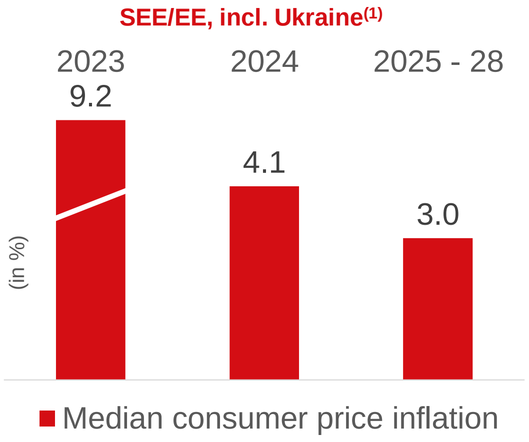
ProCredit HOLDING

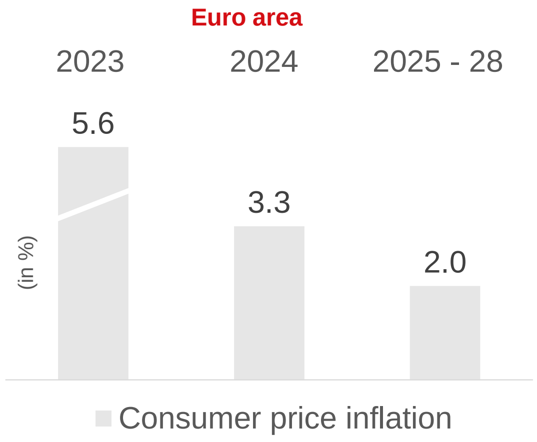
GDP outlook for SEE/EE remains intact, well above Euro area





Inflation expected to decrease in 2024 and thereafter





(1) Includes PCH countries of operation in SEE and EE, including Ukraine as data available in Oct-23 IMF WEO; Inflation figures based on average period consumer prices; Source: IMF World Economic Outlook Oct-23

Macroeconomic environment / key current themes

Expected GDP growth

- 2024 median GDP growth in SEE/EE estimated at 3.3%, significantly above more muted expected growth in Euro area
- Resilience of the region demonstrated by intact mid-term GDP growth outlook of c. 3.5 – 4.0% p.a.

Regional focus on SEE/EE

- Increased momentum regarding EU accession, particularly during the last 1.5 years; and higher level of investment appetite and FDI inflows
- Ongoing, intensified discussions Serbia, Kosovo and EU

War on Ukraine

- Still ongoing with significant human and economic losses
- Ukraine 2023 GDP outlook of 2.0% and 3.2% in 2023/24, respectively, still subject to high risks as war continues
- Different scenarios after stop of Black Sea Grain Initiative

Inflation outlook

- Inflationary environment expected to prevail in Q4-23, recent slowdown observed in some markets
- Reversion to a ~3% level expected to start in 2024, depending on country; lack of labor key constraint in many industries

Interest rate policies

- Many central banks with increased base rates
- ECB (Oct-23) and FED (Oct/Nov-23) decisions to keep interest rates constant

Energy / Other

- SME clients weathered energy price increases of last year well; energy supply continues to be a risk factor this winter, in spite of reduced dependencies to energy imports from Russia
- Floodings in Northern Greece affecting SMEs and RE Projects

ProCredit HOLDING

A. Highlights and business update

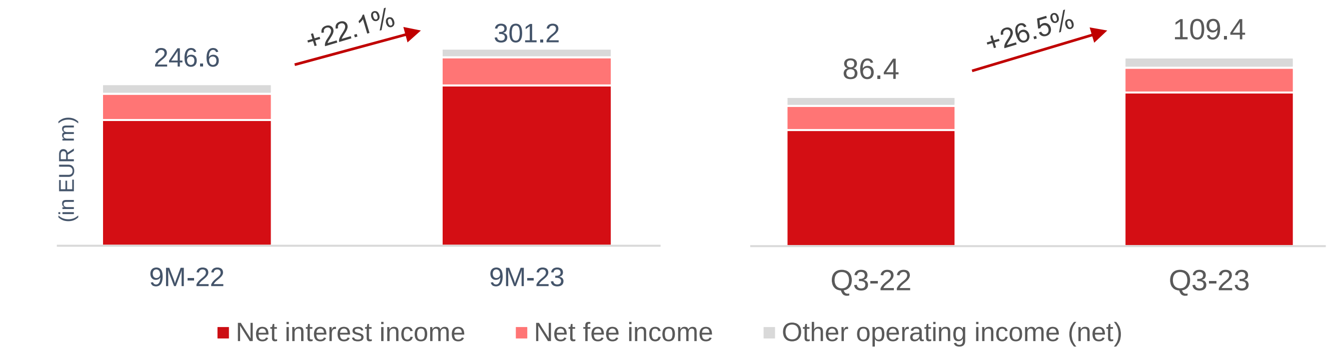
B. Group results

C. Regional performance

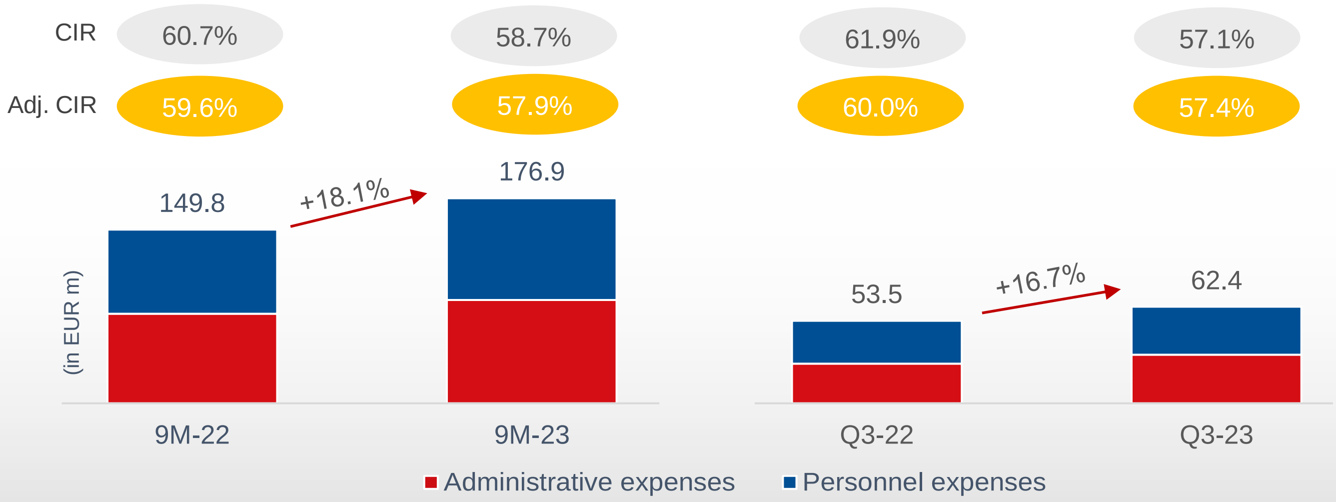
D. Outlook

Operating income and expense overview

Operating income



Personnel and administrative expenses

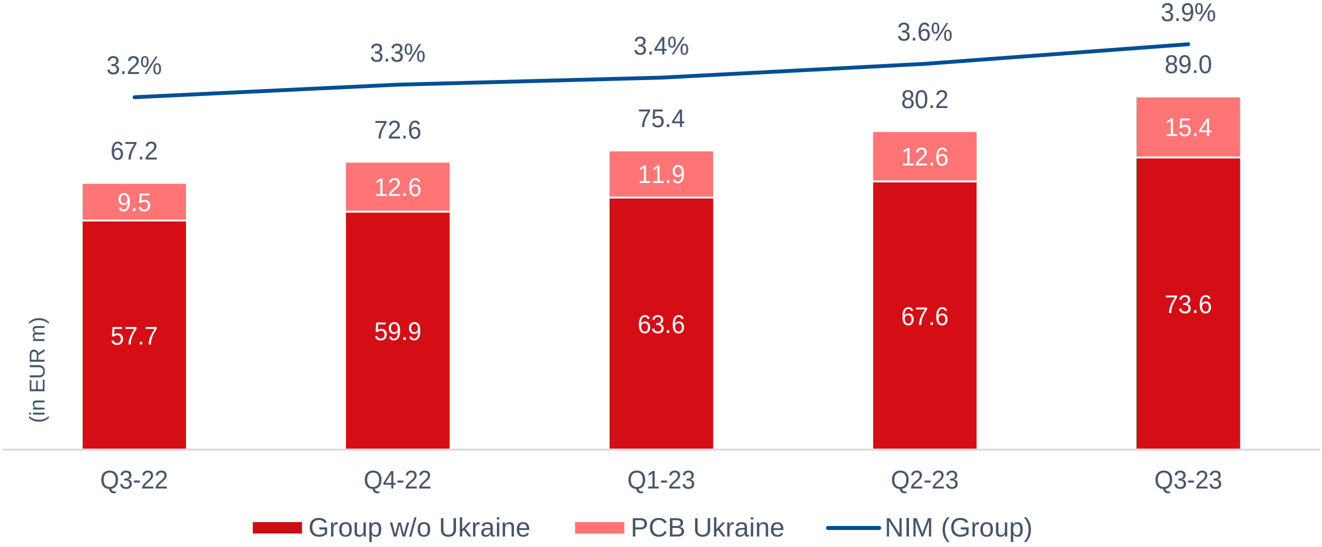


- Strong increase in operating income yoy by 22%, to EUR 301m in 9M-23
  - Continued positive dynamics in net interest (up 27% yoy) and net fee income (up 7% yoy)
  - NII growth driven mostly by higher base rates in our core SEE and EE markets, underlining the prudent asset/liability structure of the group

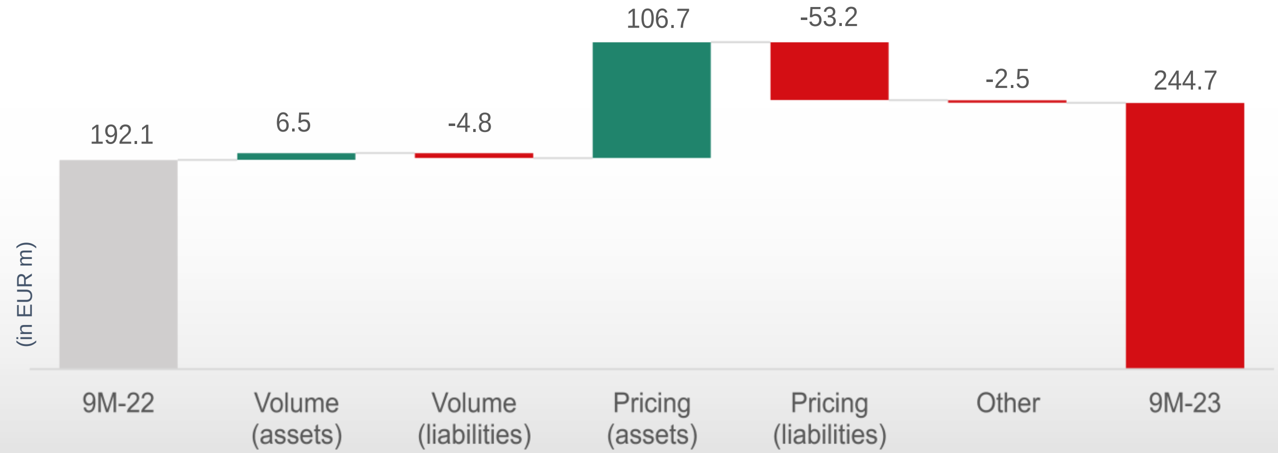
- Cost-income ratio at 58.7%, with good improvement by 2.0 percentage points yoy
  - Good level of efficiency improvements despite continued inflationary impact on personnel and admin expenses
  - Limited extraordinary items in 9M-23
  - Underlining level of 57.9% close to the area of the medium-term target of ~57%

Net interest income

Quarterly development



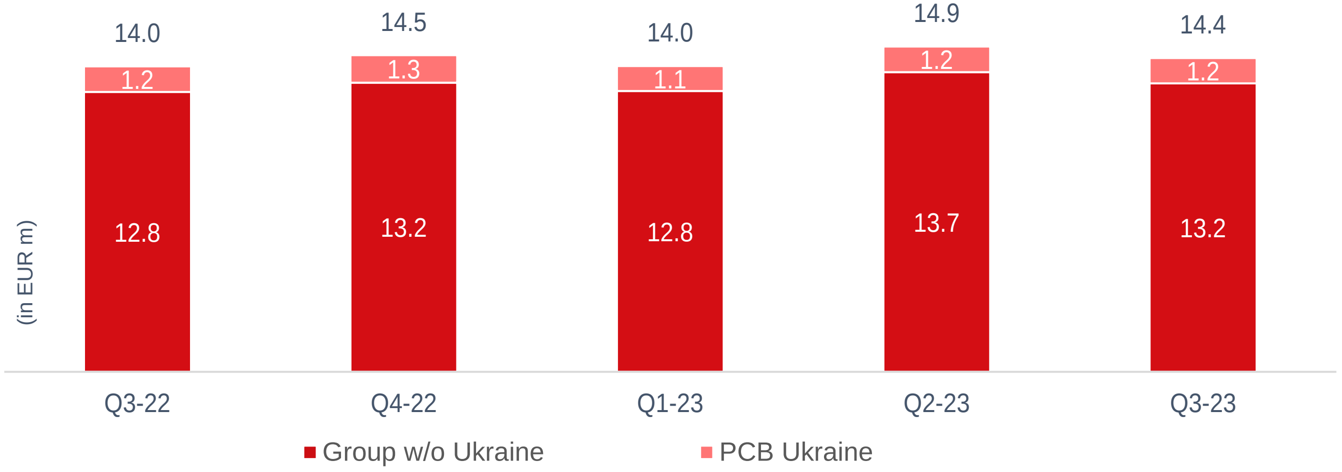
Development yoy (9M-23 vs. 9M-22)



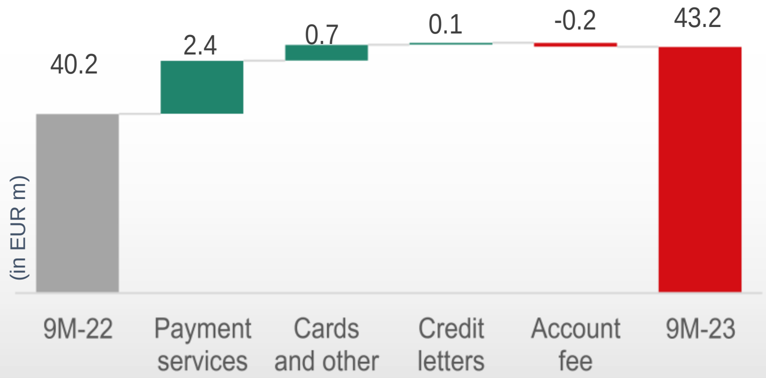
- Qoq, NII increased by EUR 8.8m or 11.0% vs. Q2-23 to EUR 89.0m
  - Continued positive NIM dynamics with additional NIM increase in Q3 by 26 basis points to 3.9%
  - Income from loans to customers as main driver, overcompensating increased deposit cost
  - Strong deposit growth to structurally support funding costs in the coming years; YTD, enabling growth in income from excess liquidity reserves held with central banks or placed in short-term investment securities
  - Almost all ProCredit banks contributing to qoq increase, demonstrating the structural diversification of this positive development
- Yoy, NII up EUR 52.6m or 27%, driven above all by positive pricing effect
  - NIM increased by 53 bps yoy
  - Prudent asset/liability structure supporting a steady re-pricing with net positive effect for the group

Net fee and commission income

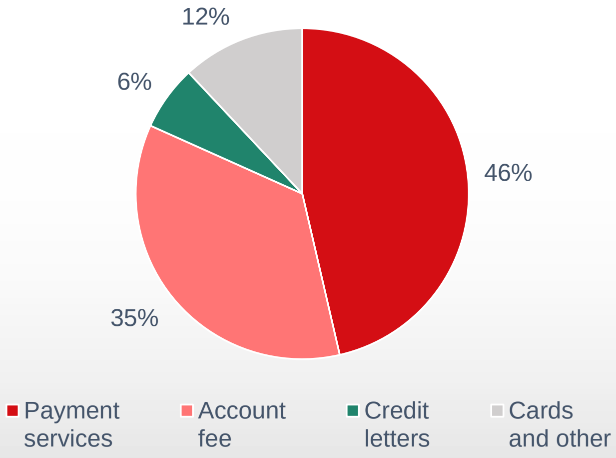
Quarterly development



Development yoy (9M-23 vs. 9M-22)



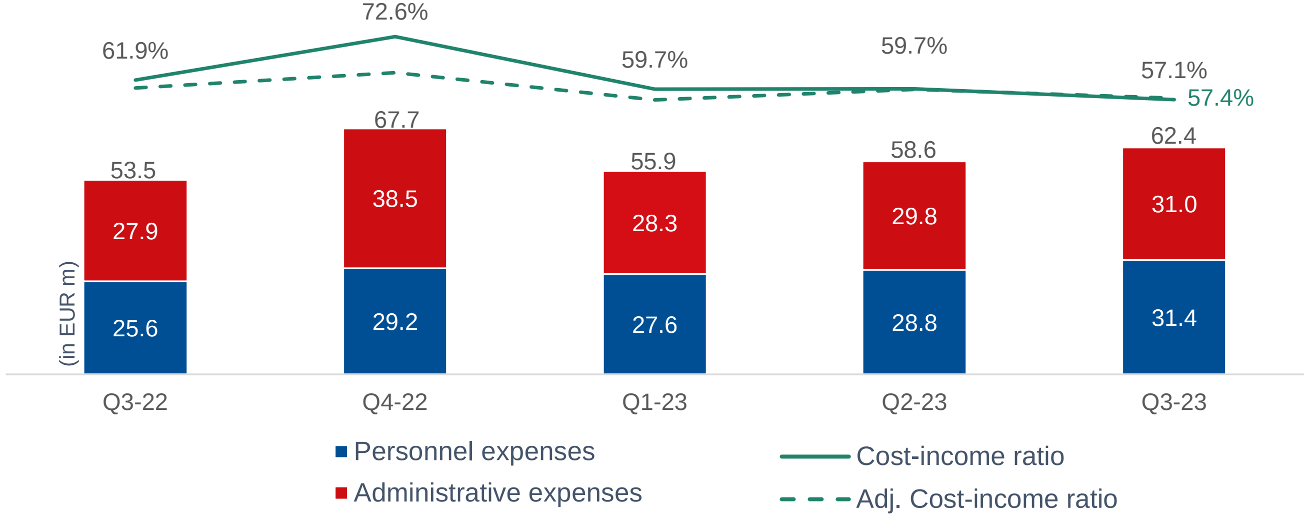
Fee income split (9M-23)



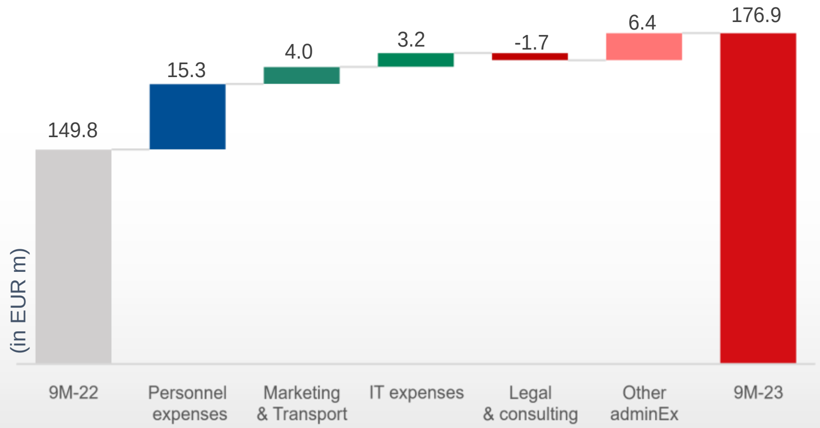
- Q3-23 net fee and commission income on good level of 14.4m
  - Seasonal decrease qoq of EUR 0.5m or 3.7% mainly driven by payment and card services
- Yoy, 9M-23 net fee and commission income of EUR 43.2m, up EUR 3.0m or 7.4%
  - Well diversified, structural increase in revenue streams, with particularly good increases in fees from payments
- Positive development driven by continued focus on acquisition of private individual clients and non-loan business clients
  - Number of SME clients up c. 5% yoy

Personnel and administrative expenses

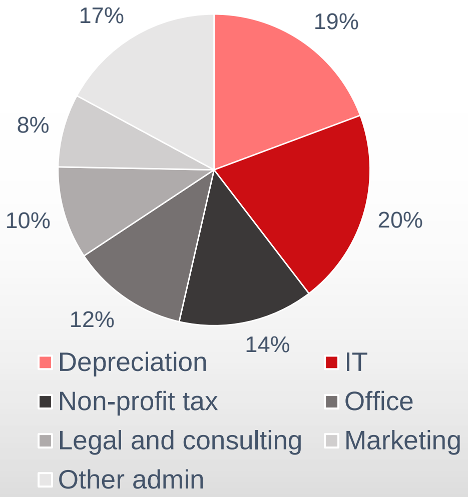
Quarterly development



Development yoy (9M-23 vs. 9M-22)



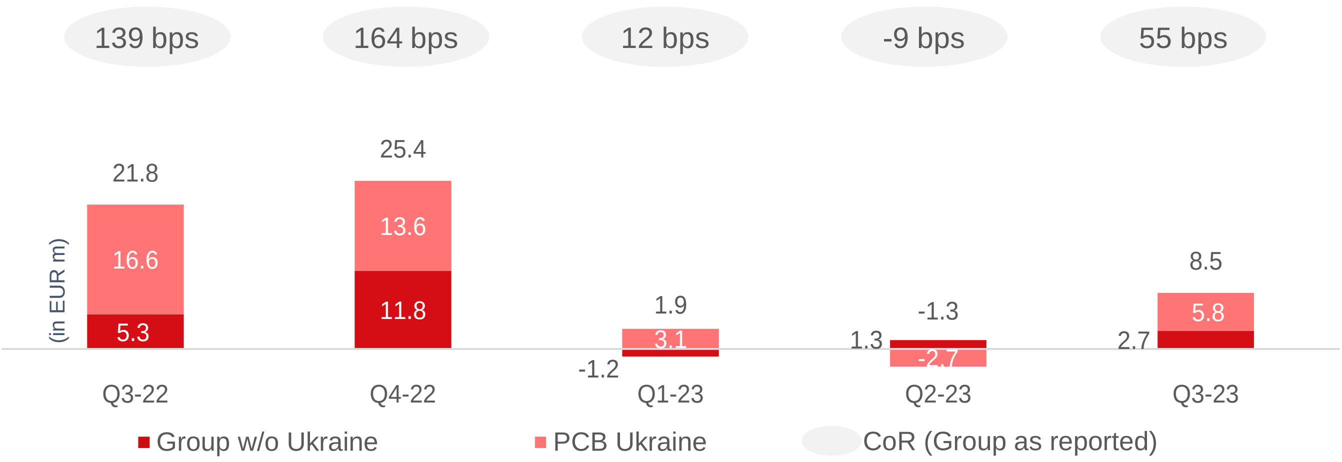
Admin expense split (9M-23)



- Q3-23 cost-income ratio further reduced to 57.1%
  - Increase in personnel and administrative costs qoq of EUR 3.8m more than offset by EUR 11.3m increase in operating income
  - Overall significantly reduced amount of extraordinary items; positive net EUR 0.7m in Q3 (net result from derivative financial instruments) versus negative net EUR 3.2m in H1
- Cost increase yoy EUR 27.1m or 18.1%
  - Increase mostly driven by higher personnel expenses due to increased number of employees in almost all ProCredit institutions (c. 9%) and higher average salaries (c. 11%)
  - Continued intensified strategic investment in marketing in order to build on strong positioning of ProCredit Direct to attract new private individual clients, increase net fee income and further optimize funding structure

Loss allowance

Quarterly development



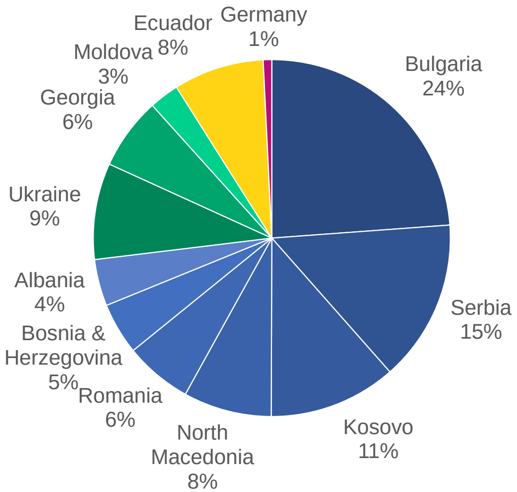
Provisioning overview (9M-23)

- Q3-23 loss allowance of EUR 8.5m, resulting in YTD loss allowance of EUR 9.0m or 20 bps cost of risk
  - Q3 loss allowance of EUR 2.7m for Group w/o Ukraine and EUR 5.8m for PCB Ukraine
  - Loss allowance in Ukraine relating in Q3 largely to the termination of the grain deal between Russia and Ukraine on 17 July 2023 and the expected impact on the bank's loans to Ukrainian agricultural clients
  - Continued strong recoveries from written off loans of total EUR 9.8m in 9M-23; largely compensating stage transfers and minor effects from loan growth
  - Previous year includes consequential provisioning in Ukraine as well as significant management overlays outside Ukraine
- Broadly stable, slightly increased level of management overlays of total EUR 44.5m (EUR 31.8m without PCB Ukraine) as of Sep-23 to account for macroeconomic risks (e.g. energy, inflation, geopolitical risks)
  - Additional overlays of EUR 3.4m in Q3-23 both inside and outside Ukraine

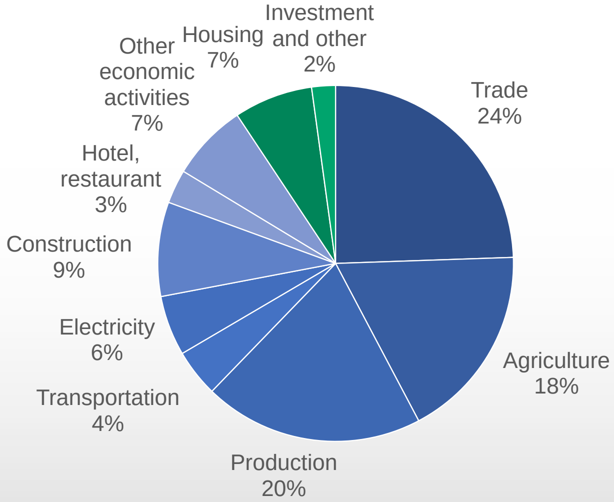
ProCredit HOLDING

Loan portfolio quality

Loan portfolio by geography



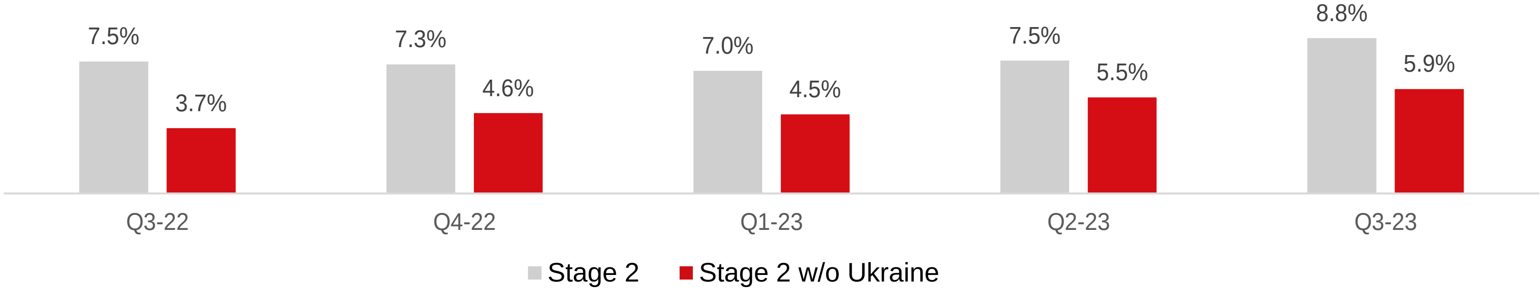
Loan portfolio by sector



Net-write offs (annualised)

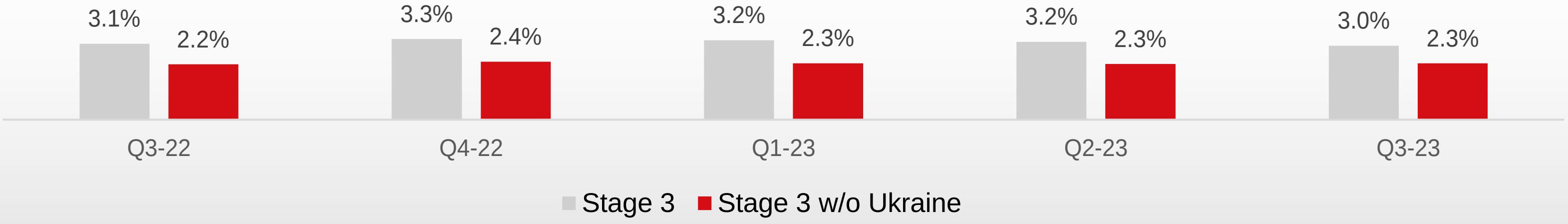
0.1% 0.2% 0.2% 0.1% 0.4%

Stage 2



Stage 3 and coverage ratio

57.1% 61.8% 62.3% 62.4% 59.5%

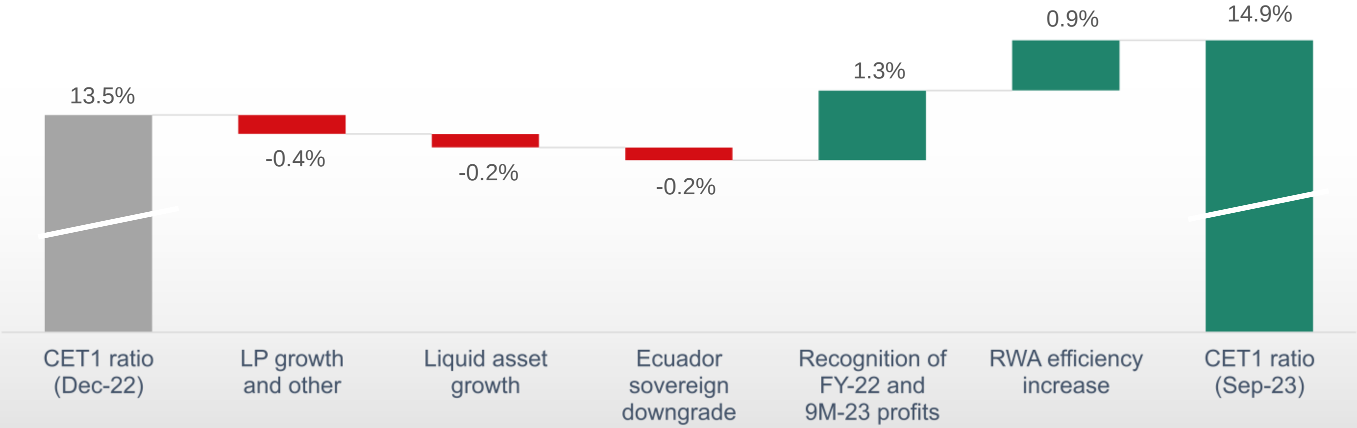


Regulatory capital, risk-weighted assets, capital ratios

Capitalisation overview

in EUR m	Dec-22	Sep-23
CET1 capital	820	907
Additional Tier 1 capital	0	0
Tier 1 capital	820	907
Tier 2 capital	48	74
Total capital	868	982
RWA total	6,087	6,110
RWA density (RWA / total assets)	69.0%	64.4%
CET1 capital ratio (fully loaded)	13.5%	14.9%
Total capital ratio	14.3%	16.1%
Leverage ratio	8.9%	9.3%

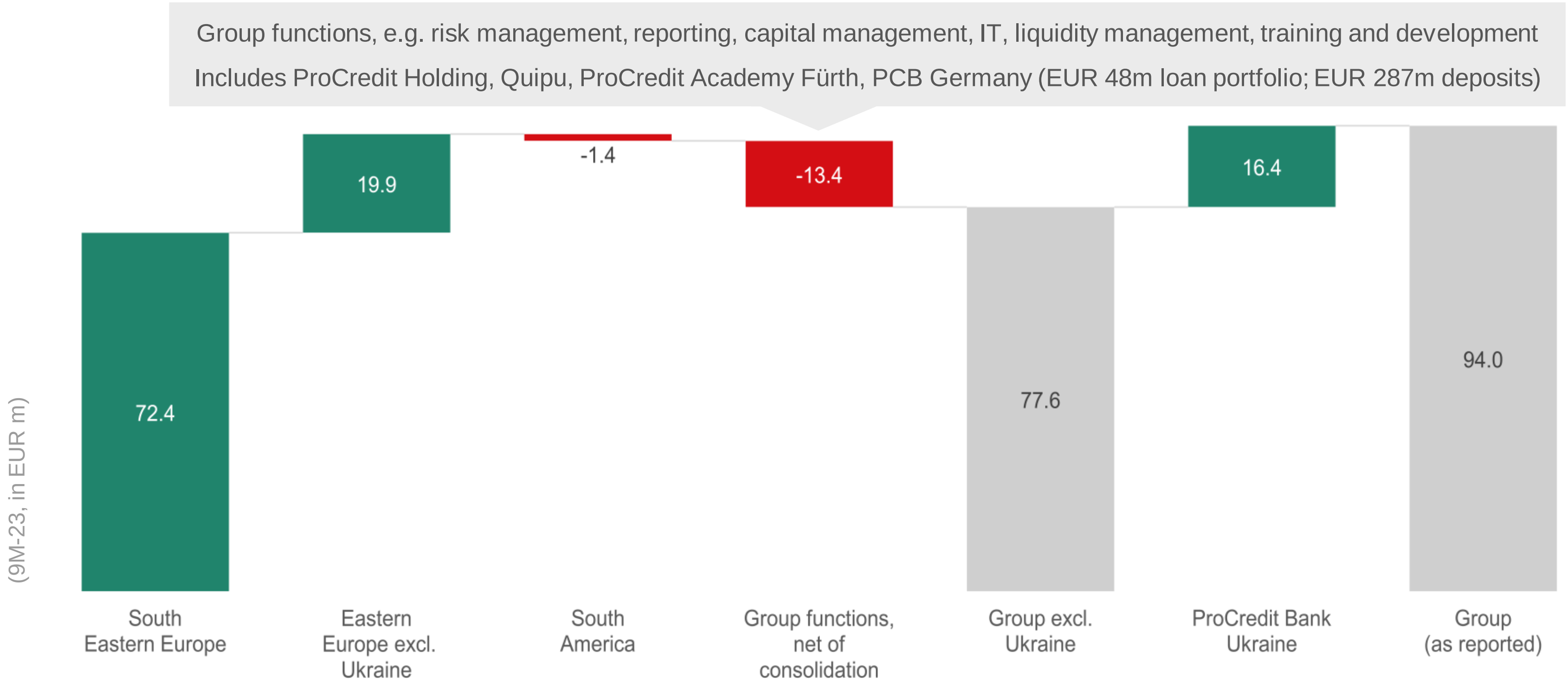
Development of CET1 capital ratio (fully loaded)



- CET1 ratio increased to 14.9%, up 1.4 pp from Dec-22
  - Capital ratios well above regulatory capital requirements of 9.2% CET1, 11.4% Tier 1, 14.3% Total capital
  - Strong positive effects from earnings generation and increased RWA efficiency overcompensating capital consumption as result of loan and deposit growth as well as Ecuador sovereign downgrade by Fitch in Aug-23
  - Increase in CET1 capital mainly driven by attribution of FY-22 and 9M-23 profit; 1/3 dividend accrual for 9M-23 profits already deducted from capital ratios
- Successfully implemented multiple RWA efficiency measures, driving RWA density further down in Q3 by 12pp to 64.4%
  - Includes broadening of MIGA collaboration, securitization with EIF in Bulgaria, recognition of real estate collateral in Bulgaria, introduction of EBRD guarantees; combined effect on CET1 ratio of +93 bps since beginning of the year
- Dividend distribution intended in 2024 from FY-23 result (1/3 payout ratio), final decision as usually taken ahead of 2024 AGM
- Leverage ratio of 9.3% well above banking sector averages

ProCredit HOLDING

Contribution of regional segments to group net income

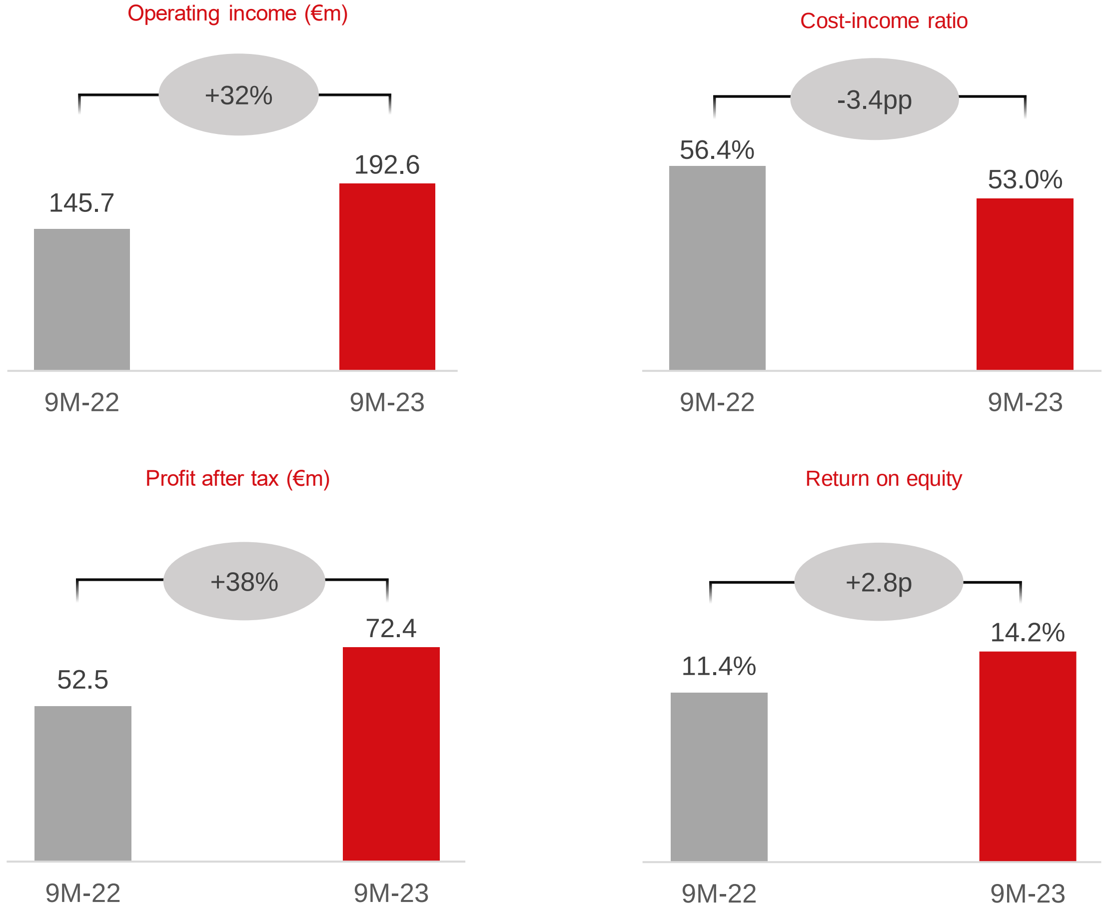


	South Eastern Europe	Eastern Europe excl. Ukraine	South America	Group functions, net of consolidation	Group excl. Ukraine	ProCredit Bank Ukraine	Group (as reported)
Customer loan portfolio (EUR m)	4,550	575	510	–	**5,683**	543	**6,226**
Change in customer loan portfolio	3.5%	-0.5%	2.4%	–	**2.9%**	-6.7%	**1.9%**
Cost-income ratio	53.0%	53.9%	103.7%	–	**62.9%**	32.9%	**58.7%**
Allocated equity (EUR m)	711	150	52	–	**–**	74	**974**
Return on equity[1]	14.2%	18.3%	-3.5%	–	**11.0%**	33.4%	**13.6%**

1) Based on average allocated segment equity; group excl. Ukraine based on group consolidated equity assuming no result contribution from PCB Ukraine

Segment South Eastern Europe

Segment key financials SEE



Individual bank development (9M-23)

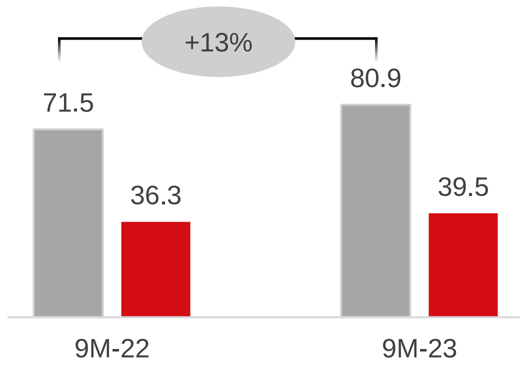
Country	Profit after tax (€m)	Cost-income ratio	Return on equity
Bulgaria	21.9	47.1%	13.4%
Kosovo	16.3	47.7%	20.9%
Serbia	15.8	47.3%	13.4%
North Macedonia	7.7	51.0%	14.2%
Romania	4.6	70.6%	13.2%
Bosnia & Herzegovina	4.3	56.0%	13.6%
Albania	1.6	96.0%	5.7%

Decline yoy of >10pp on C/I Ratio and >5pp on RoE
Decline yoy of 4-10pp on C/I Ratio and 3-5pp on RoE
Improvement yoy of >10pp on C/I Ratio and >5pp on RoE
Improvement yoy of 4-10pp on C/I Ratio and 3-5pp on RoE
C/I Ratio +/- 4pp, RoE +/- 3pp

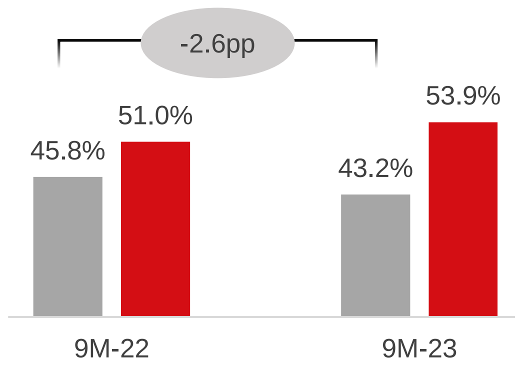
Segment Eastern Europe

Segment key financials EE

Operating income (€m)

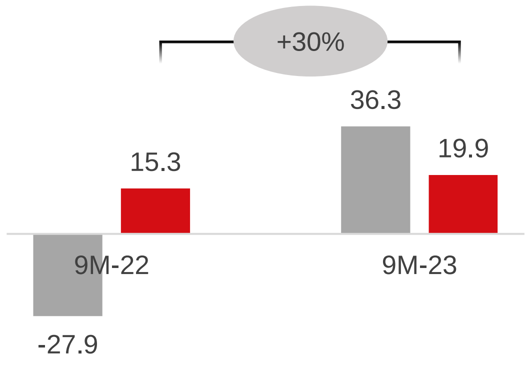


Cost-income ratio

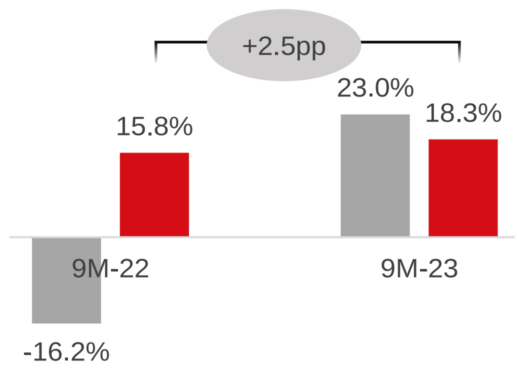


Segment EE ■ EE w/o Ukraine

Profit after tax (€m)

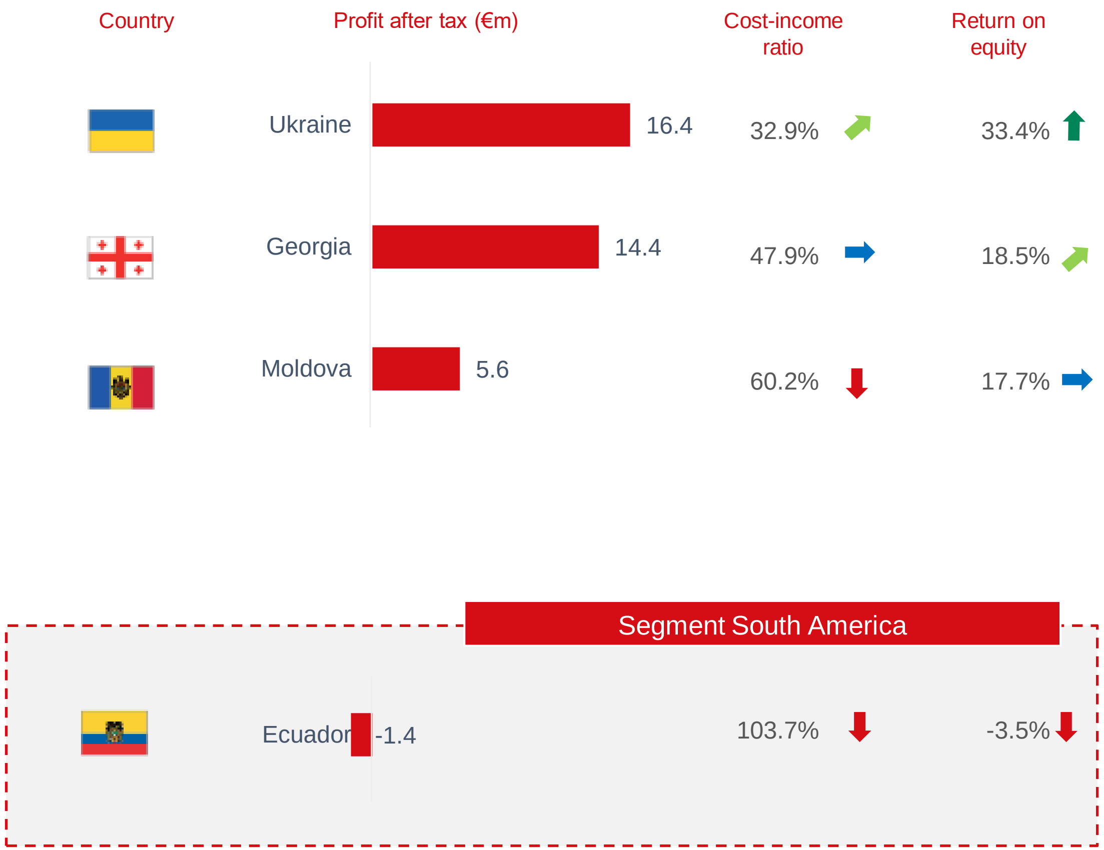


Return on equity



Segment EE ■ EE w/o Ukraine

Individual bank development (9M-23)



Decline yoy of >10pp on C/I Ratio and >5pp on RoE

Decline yoy of 4-10pp on C/I Ratio and 3-5pp on RoE

Improvement yoy of >10pp on C/I Ratio and >5pp on RoE

Improvement yoy of 4-10pp on C/I Ratio and 3-5pp on RoE

C/I Ratio +/- 4pp, RoE +/- 3pp

Update Ukraine

ProCredit HOLDING

Update on ProCredit Bank Ukraine

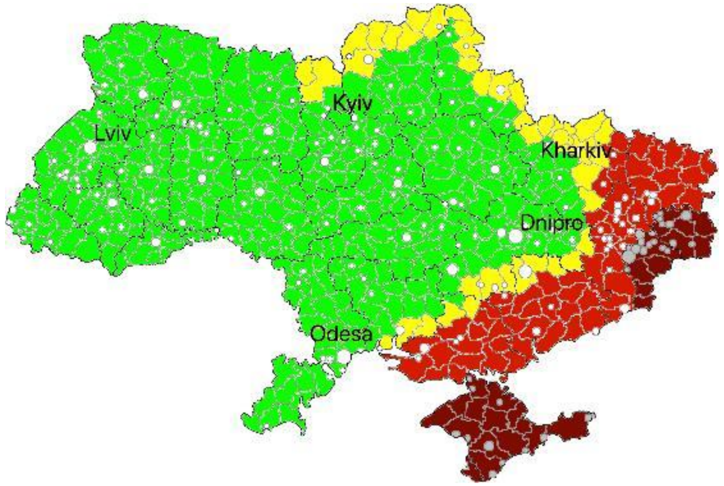
Current status of operations

- **Safety of staff**: Out of 332 staff, 10 are mobilized
- **Banking operations continue uninterrupted** – as they have since beginning of the war
- **Bank is increasing capacity,** with staff numbers up by 8% since beginning of the year
- **Continuous commitment to creating positive impact:** PCB Ukraine headquarter first building in Ukraine to receive EDGE certification (*details Appendix A*)

Risk situation of the bank

- **Loan portfolio EUR 543m** (8.7% of group loan portfolio), down 28% since outbreak of war
- **Loans reduced by EUR 39m (-6.8%) since Dec-22**, due to steady repayments of outstanding loans amid limited new business and minor currency devaluation
- **Share of impaired loans reduced to 10.5% (Q2: 12.4%)**; share of red zone LP reduced by approx. 4pp since YE-22 due to repayments and write-offs
- **9M-23 loss allowance of EUR 6.1m** driven by termination of grain deal and additional overlays
- **9M-23 profit of EUR 16.4m** based on good cost efficiency of 32.9% CIR
- **Strong coverages**; total LP at c. 15%; red zone at c. 240%, default portfolio at c. 140%
- **Local capital ratio buffers** above 6 percentage points as of Sep-23
- **Liquidity further strengthened;** 9m-deposit-growth of EUR 133m or 22% in war time highlighting bank's good standing in the market; D/L ratio up 50pp since outbreak of war to 138%

Regional risk classification



Risk zone by business location	% of PCB Ukraine loan portfolio	% of PCH group loan portfolio
Dark Red	0.0%	0.0%
Red	6.2%	0.5%
Yellow	9.9%	0.9%
Green	83.9%	7.4%

- *Dark red:* Regions occupied by Russian forces since 2014
- *Very high risk.* Districts in warzone or under occupation
- *High risk.* A buffer zone from war zone / under occupation regions
- *Low risk.* Districts with relatively lower risk to be affected

Note: Loans to private individual included in green category

ProCredit Bank
Go Green
Go Electric

Outlook FY 2023

RoE and CIR outlook raised on 26 October 2023

FY 2023 outlook for ProCredit group

► **Growth of the loan portfolio**	Lower to medium single digit percentage growth *Previous: Medium single digit percentage growth (FX adjusted)*
► **Return on equity (RoE)**	Around 12% (with margin of +/- 1 ppt, based on up to 30bps cost of risk) *Previous: 8.0 – 10.0% (based on up to 45bps cost of risk)*
► **Cost-income ratio (CIR)**	60% – 62% *Previous: 62% – 64%*
► **CET1 ratio and leverage ratio**	> 13.0% CET1 ratio and c. 9% leverage ratio

Dividend payout:

Return to dividend payout assumed for FY 2023 profits in line with dividend policy (payout ratio of 1/3 of profits), final decision on dividend proposal as usually taken ahead of 2024 AGM.

General assumptions and risk factors:

The updated guidances continue to be subject to adverse assumptions for the fourth quarter of the year, in particular to continue to take into account the ongoing combat activities in Ukraine and the associated uncertainties.

Risk factors that apply to the FY 2023 outlook are included in the appendix of this presentation.

ProCredit HOLDING

Medium-term outlook

Medium-term outlook for ProCredit group

► **Growth of the loan portfolio**	Medium to high single digit percentage growth p.a.
► **Return on equity (RoE)**	~12% *(based on 25 – 30 bps risk cost over the cycle)*
► **Cost-income ratio (CIR)**	~57% *(without one-off effects)*
► **Green loan portfolio**	25% share of total loan portfolio

Assumption on PCB Ukraine included in medium-term outlook:
Moderate bottom line group contribution from 2024 onwards (upper single digit to lower double digit €m p.a.).
Medium-term RoE and CIR outlook for Group w/o PCB Ukraine confirmed and unchanged also in a worst-case/write-off scenario.

Ukraine upside case (post-war reconstruction scenario):
Assumption of double-digit loan growth rates p.a. of PCB Ukraine; i.e. return to pre-war situation in terms of growth and profitability.
Such scenario would result in an <u>indicative medium-term upside potential on group RoE of +1.0 – 1.5% p.a.</u>

Risk factors that apply to the medium-term outlook are included in the appendix of this presentation.

ProCredit HOLDING

Q&A

Photovoltaic project financed by ProCredit Bulgaria

ProCredit HOLDING

Appendix

A. **Impact reporting**

B. P&L and balance sheet

C. Loan portfolio

D. Information on segment and bank level

E. Capital, liquidity and other information

2022 sustainability highlights and developments

LATEST ACHIEVEMENTS

REDUCING OWN CARBON FOOTPRINT

- **44%** reduction in own emissions (Scope 1 and 2) 2018-2022

GREEN LOAN PORTFOLIO

- Target achieved: **20%** of loan portfolio
- **Leaders** in promoting green finance, esp. solar energy and e-mobility

STAFF DEVELOPMENT

- Preferred partner for **thematic external events**
- **Promoting** and communicating E&S and green finance
- Successful **back to office** transition with remote working options

ENVIRONMENTAL AND SOCIAL ASSESSMENT

- Enhanced **trainings** on E&S topics
- Introduction of **animal welfare** assessment
- Consideration of **forced labour allegations** in PV supply chain

SUPPORTING SMEs' TRANSITION TO LOW-CARBON

- Member of the **NZBA**
- Commitment to follow **SBTi**
- **Plastic Strategy** fully introduced

OTHER ESG-RELATED STEPS

- **Developing tools** to facilitate ESG impacts and reporting
- Transition and **physical risk analysis** at portfolio level

NEXT ON THE AGENDA

REDUCING OWN CARBON FOOTPRINT

- ProEnergy (to offset 85-90% of Scope 1-2)
- Further work on reducing emissions

GREEN LOAN PORTFOLIO

- Update criteria to align with international practice (e.g. EU Taxonomy)
- Promote more RE investments
- Aiming to reach 25% of green loan portfolio

STAFF DEVELOPMENT

- Increase technical expertise and ESG knowledge of our staff
- Partner with bodies that drive change and awareness on climate-related topics

ENVIRONMENTAL AND SOCIAL ASSESSMENT

- Sustainable agriculture framework
- Coal-related activities added to Exclusion List
- Incorporating EU taxonomy and climate risk aspects

SUPPORTING SMEs' TRANSITION TO LOW-CARBON

- Setting Net Zero targets as per NZBA and SBTi
- Part of UNEP FI Finance Leadership Group on Plastics

OTHER ESG-RELATED STEPS

- Creation of ESG Risk Subcommittee within GRC
- Climate change strategy

Sustainability commitment firmly integrated in the business model – Impact report 2022

Impact through business

- Supporting SMEs through the cycle
- No focus on consumer lending
- ESG assessment central to client selection and lending
- Promoting transparency
- Signatory of UNEP FI & member of UN Global Compact

Corporate ESG Performance Prime ISS ESG

MSCI ESG rating: A

Environmental responsibility

- Green loan portfolio > €1.2bn, avg. growth 16% p.a. since 2018
- Strict lending standards and exclusion list
- Internal environmental measures, including
  - plastic strategy
  - energy efficient buildings

Edge Excellence in Design For Greater Efficiencies

Comprehensive staff development

- High diversity, gender parity
- Unique approach to staff recruitment and development
- Continuous value-based training in own academy
- Fair, transparent salary linked to training level; no variable components

Key facts and selected achievements in 2022

3.3% (2.4% w/o Ukraine) credit-impaired loans; well below banking sectors of countries of operation

+6.9% continued good LP growth outside Ukraine dominated by SME lending

91% of loan portfolio is to SMEs

71% of people employed by SMEs in SEE/EE

- ProCredit taking differentiated view: exclusion of finance for PV projects with PV panels potentially linked to forced labour (China's Xinjiang region)
- Introduction of animal welfare assessment

-44% CO2 reduced since 2018 from Scope 1 and 2 emissions

20.2% share of green loans in total loan portfolio

-145 kilotonnes CO^2 equivalent of RE project financed in operation

52% electric and hybrid plug in car fleet; 272 publicly available-chargers

- Own 3 MWp PV park ('ProEnergy')
- Member NZEB & PCAF with a commitment to disclose the emissions and set targets according to SBTi Net-Zero Standard

48% / 52% diversity of women / men in middle management

100% of employees with min. B1 English proficiency

139 training hours per employee, total of 493,514 hours

€7.4m training cost in FY 2022

- Trainings can be delivered in person or online
- Successful back-to-office transition

Update ESG

Opening of ProEnergy solar park located in Kosovo

Milestone in achieving group climate neutrality

Opening of group-owned PV park, located in Kosovo

3 MWp
production via
5,552 solar panels

450
equivalent
households powered

c. 90%
compensation of
remaining Scope 1 & 2
emissions targeted[1]

Consistent progress towards group climate neutrality…

- ✓ Mid-term group target of climate neutrality announced *(2018)*
- ✓ Reduction of own emissions by 44% *(2018 - 2022)*
- ✓ EDGE certification for offices, 5 offices including Kosovo headquarter *(2022)*
- ✓ Roll-out of electric vehicles in own fleet, >50% of fleet electric/hybrid plug-in, 272 e-chargers in operation *(2022)*
- → **In progress**: Certification of Kosovo PV park in accordance with Gold Standard

… and overall environmental impact through business

- ✓ Roll-out of ProCredit Plastic Strategy *(since 2020)*, member of Finance Leadership Group on Plastics
- ✓ Joined UN Net-Zero Banking Alliance *(2022)*
- ✓ 728 MWp total PV capacity financed by ProCredit *(2022)*
- ✓ Pioneering role in Kosovo as first banking group owning PV park; c. 90% of electricity in country still from coal-fired power plants[2]
- → **Medium-term outlook**: Achieving a share of green loans of 25% and further expand renewable energies portfolio

1) Estimate on an annual basis, subject to successful certification of ProEnergy L.L.C., Lipjan in accordance with Gold Standard; 2) In 2022

Conversion of legal form into stock corporation (AG)

Successful completion in September 2023

Strong project execution on earliest possible timeline

14-Oct 2022
- ▶ Agreement of ProCredit General Partner and core shareholders
- ▶ Publication of intention to convert into AG within the next 2 years

April 2023
- ▶ Invitation to AGM 2023
- ✓ Conversion into AG on agenda already at 2023 AGM

05-Jun-23
- ▶ Annual General Meeting
- ✓ AGM resolved with large majority to change the legal form to that of a stock corporation

27-Sep-23
- ▶ Registration of the conversion with the commercial register
- ▶ Admission to stock exchange trading
- ✓ Completion achieved in Q3 2023

Strategic rationale

- ✓ Conversion embedded in the ongoing strengthening of the corporate structure and capital market presence of the group
- ✓ More internationally recognised corporate structure
- ✓ Group’s unique development mission and long-term partnerships with IFIs to be preserved
- ✓ Timing reflecting the maturity of the ProCredit group as a publicly listed company and the confidence in its further development

Update ESG

Continuous efforts to reduce our direct environmental footprint
ProCredit Bank headquarter first EDGE certified building in Ukraine

EDGE certification in 2023 of headquarter of PCB Ukraine

Savings calculated based on local baseline as defined by EDGE:

52%	45%	84 tons
energy savings	water savings	CO_2 saved per year

Original building design based on old soviet standards, deep retrofit including:
- ✓ *new air conditioning system*
- ✓ *efficient ventilation system with air humidification*
- ✓ *thermal efficiency of heating system*
- ✓ *onsite solar PV*
- ✓ *Building Management System*
- ✓ *water efficient facets and closets*
- ✓ *water efficient landscaping*

Consistent reduction of our direct environmental footprint…

- ✓ EDGE certification as important measure to work towards reducing the group's direct environmental impact
- ✓ Including the bank's headquarter in Ukraine, there are now 6 buildings in the group with EDGE certification

… and continuing to play a pioneering role in our countries…

- ✓ First EDGE certified building in Ukraine
- ✓ Remarkable story of transformation from old soviet-type inefficient building to modern EDGE-certified building

… independently of very challenging circumstances

- ✓ Pursuing EDGE certification despite the still ongoing war; continue to move forward to creating a positive impact

Excellence In Design For Greater Efficiencies

A. Impact reporting

B. P&L and balance sheet

C. Loan portfolio

D. Information on segment and bank level

E. Capital, liquidity and other information

ProCredit HOLDING

9M 2023 results at a glance

In EUR m		Q3-22	Q3-23	9M-22	9M-23	Y-o-Y
Income statement	Net interest income	67.2	89.0	192.1	244.7	52.6
	Net fee and commission income	14.0	14.4	40.2	43.2	3.0
	Other operating income (net)	5.2	6.0	14.3	13.2	-1.1
	Operating income	86.4	109.4	246.6	301.2	54.5
	Personnel expenses	25.6	31.4	72.5	87.8	15.3
	Administrative expenses	27.9	31.0	77.2	89.1	11.9
	Loss allowance	21.8	8.5	79.1	9.0	-70.1
	Tax expenses	1.5	8.6	0.4	21.3	20.9
	Profit after tax	9.6	29.9	17.3	94.0	76.6
Key performance indicators	Change in customer loan portfolio	0.0%	1.1%	6.2%	1.9%	-4.3 pp
	Cost-income ratio	61.9%	57.1%	60.7%	58.7%	-2.0 pp
	Return on equity	4.4%	12.5%	2.7%	13.6%	10.9 pp
	CET1 ratio (fully loaded)	13.6%	14.9%	13.6%	14.9%	1.3 pp
Additional indicators	Net interest margin	3.2%	3.9%	3.0%	3.6%	0.5 pp
	Net write-off ratio	0.2%	0.9%	0.1%	0.4%	0.2 pp
	Credit impaired loans (Stage 3)	3.1%	3.0%	3.1%	3.0%	-0.1 pp
	Cost of risk	139 bps	55 bps	173 bps	20 bps	-153 bp
	Stage 3 loans coverage ratio	57.1%	59.5%	57.1%	59.5%	2.4 pp
	Book value per share (EUR)	15.1	16.5	15.1	16.5	1.5
	Deposit-to-loan ratio	95.1%	111.4%	95.1%	111.4%	16.3 pp

Overview of quarterly financial development

In EUR m		Q3-22	Q4-22	Q1-23	Q2-23	Q3-23
Income statement	Net interest income	67.2	72.6	75.4	80.2	89.0
	Net fee and commission income	14.0	14.5	14.0	14.9	14.4
	Other operating income (net)	5.2	6.2	4.3	2.9	6.0
	Operating income	86.4	93.2	93.7	98.0	109.4
	Personnel expenses	25.6	29.2	27.6	28.8	31.4
	Administrative expenses	27.9	38.5	28.3	29.8	31.0
	Loss allowance	21.8	25.4	1.9	-1.3	8.5
	Tax expenses	1.5	1.0	6.5	6.2	8.6
	Profit after tax	9.6	-0.8	29.5	34.6	29.9
Key performance indicators	Change in customer loan portfolio	0.0%	-2.9%	-0.8%	1.6%	1.1%
	Cost-income ratio	61.9%	72.6%	59.7%	59.7%	57.1%
	Return on equity	4.4%	-0.4%	13.3%	15.0%	12.5%
	CET1 ratio (fully loaded)	13.6%	13.5%	14.1%	14.2%	14.9%
Additional indicators	Net interest margin	3.2%	3.3%	3.4%	3.6%	3.9%
	Net write-off ratio	0.2%	0.4%	0.2%	0.0%	0.9%
	Credit impaired loans (Stage 3)	3.1%	3.3%	3.2%	3.2%	3.0%
	Cost of risk	139 bps	164 bps	12 bps	-9 bps	55 bps
	Stage 3 loans coverage ratio	57.1%	61.8%	62.3%	62.4%	59.5%
	Book value per share (EUR)	15.1	14.8	15.3	15.9	16.5
	Deposit-to-loan ratio	95.1%	103.0%	104.3%	104.9%	111.4%

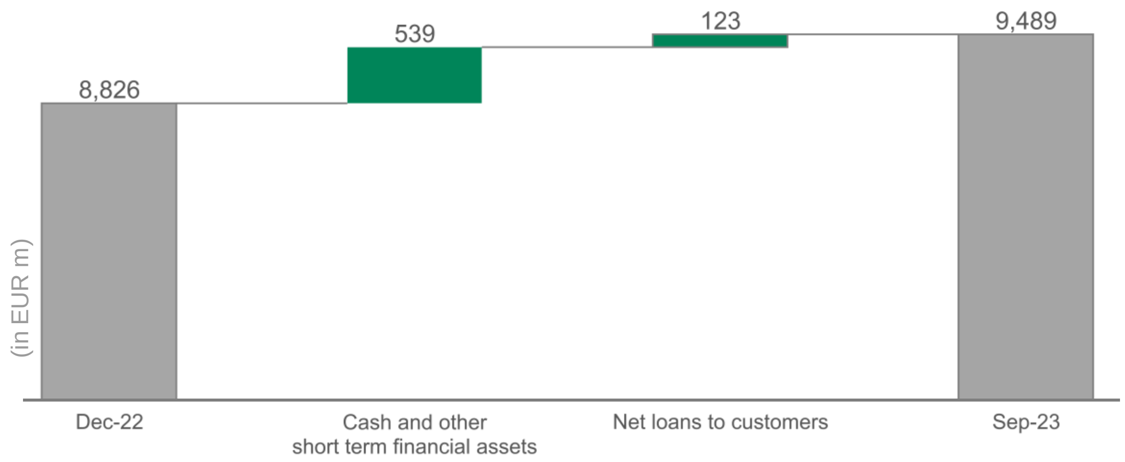
ProCredit
HOLDING

Balance sheet

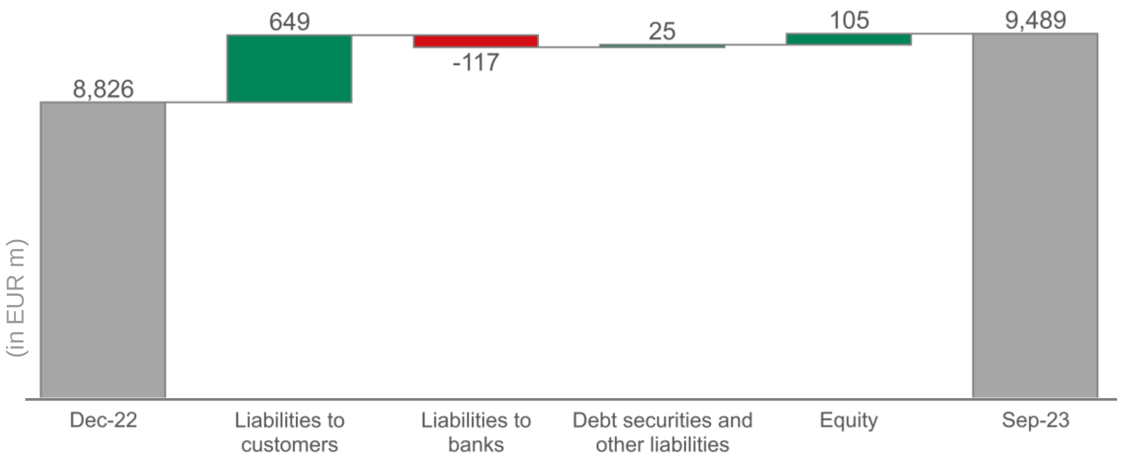
in EUR m	Dec-22	Sep-23
Assets		
Cash and central bank balances	1,940	2,138
Loans and advances to banks	280	369
Investment securities	480	723
Loans and advances to customers	6,108	6,226
Loss allowance for loans to customers	-215	-210
Derivative financial assets	13	13
Property, plant and equipment	134	136
Other assets	87	94
Total assets	**8,826**	**9,489**
Liabilities		
Liabilities to banks	1,319	1,202
Liabilities to customers	6,290	6,938
Derivative financial instruments	1	0
Debt securities	192	182
Other liabilities	62	76
Subordinated debt	94	116
Total liabilities	**7,957**	**8,514**
Equity		
Subscribed capital	294	294
Capital reserve	147	147
Retained earnings	513	606
Translation reserve	-82	-74
Revaluation reserve	-3	1
Equity attributable to ProCredit shareholders	**869**	**974**
Total equity	**869**	**974**
Total equity and liabilities	**8,826**	**9,489**

Balance sheet development

YTD asset development



YTD liabilities and equity development



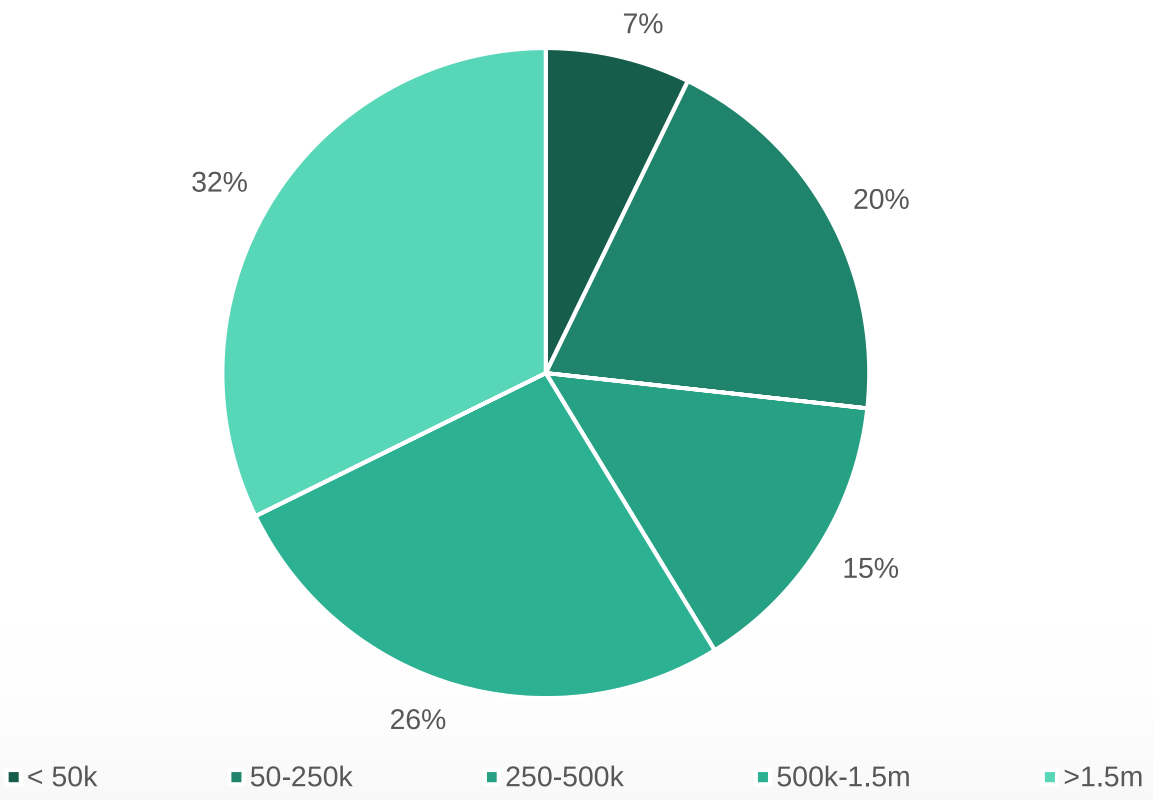
- Simple balance sheet structure with 63% of assets net loans to customers, 23% cash and cash equivalents and 14% other assets
- YTD increase driven by cash and cash equivalents and loan growth

- Liabilities and equity structure with 73% liabilities to customers, 13% liabilities to banks, 10% equity and 4% other liabilities
- YTD increase driven by strong growth in customer deposits and retained earnings

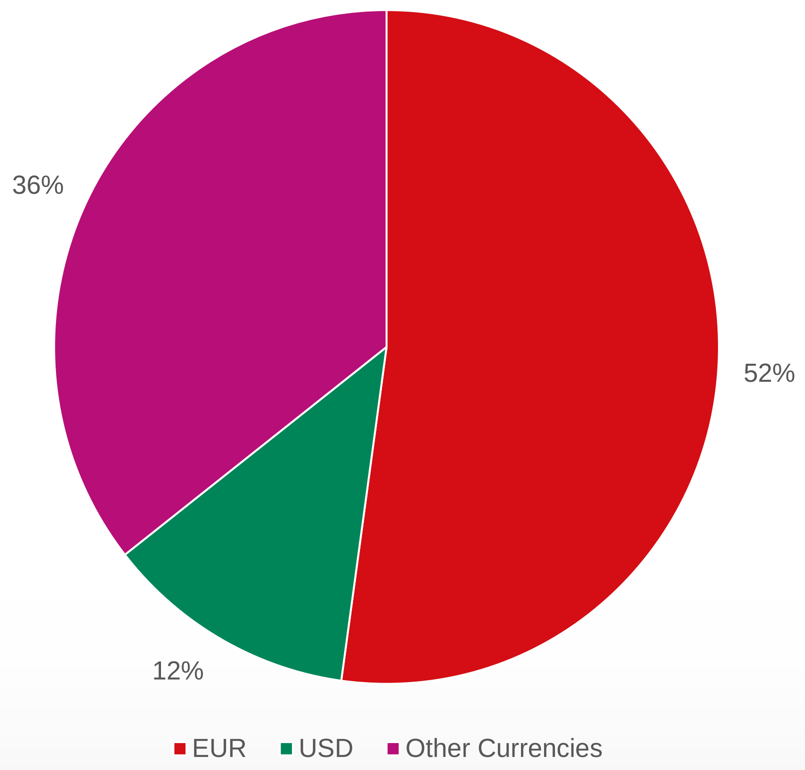
ProCredit HOLDING

Structure of the loan portfolio by exposure and currency

Loan portfolio by exposure

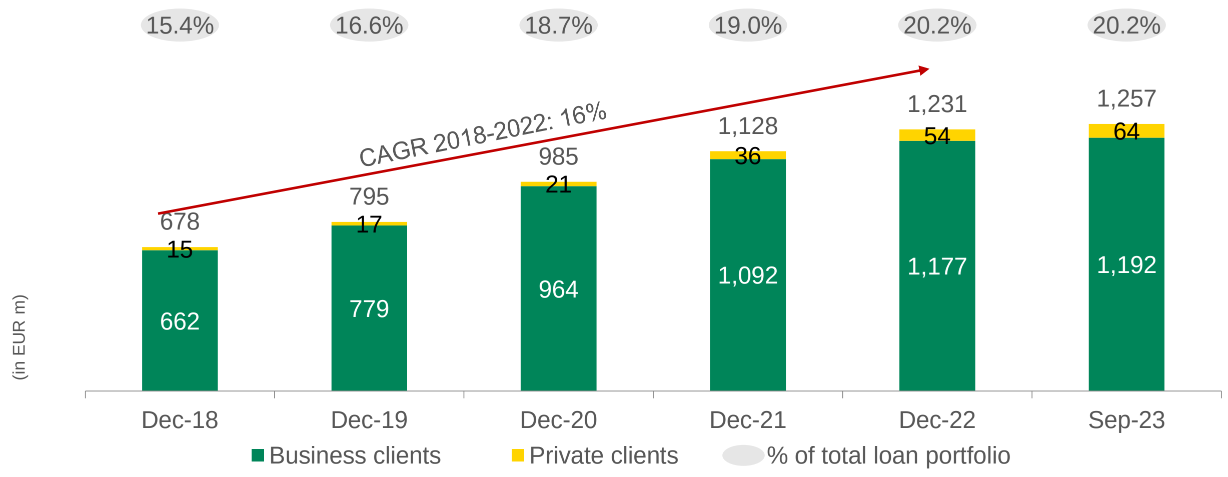


Loan portfolio by currency

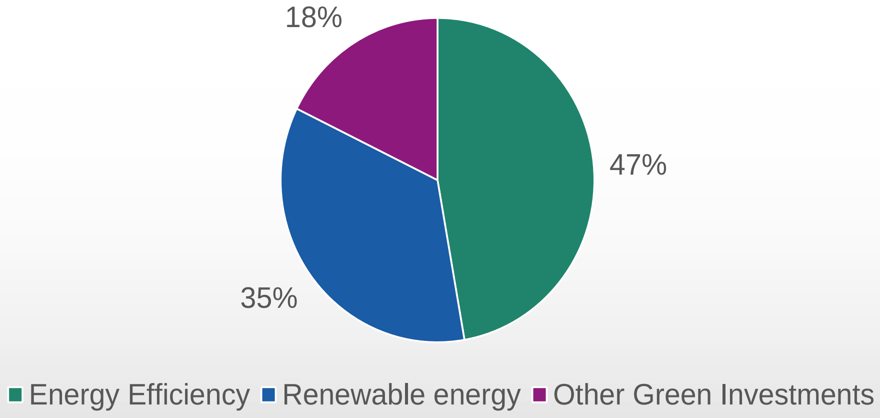


Development of green loan portfolio

Green loan portfolio growth



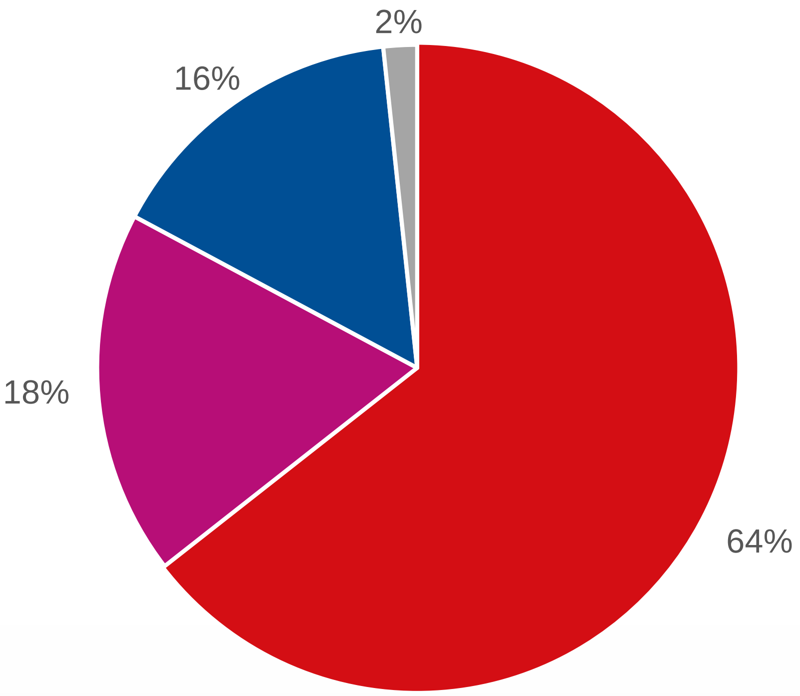
Structure of green loan portfolio



- Green loan portfolio amounting to EUR 1.3bn, representing 20.2% of total loan portfolio
- Includes financing of investments in:
  - Energy efficiency
  - Renewable energies
  - Other environmentally-friendly activities
- Investment opportunities in energy efficiency, e.g. buildings' efficiency measures and other investments to enhance sustainability also with agricultural clients; further unlocking portfolio growth and group diversification

Structure of collateral

Collateral by type (FY 2022)



Total: EUR 4.7 bn

■ Immovable properties ■ Financial guarantees ■ Other ■ Cash collateral

- ▶ Majority of collateral consists of mortgages
- ▶ Growing share of financial guarantees mainly as a result of InnovFin and other guarantee programmes provided by the European Investment Fund
- ▶ Clear, strict requirements for types of acceptable collateral, legal aspects of collateral and insurance of collateral items
- ▶ Standardised collateral valuation methodology
- ▶ Regular monitoring of the value of all collateral and a clear collateral revaluation process, including use of external independent experts
- ▶ Verification of external appraisals, yearly update of market standards and regular monitoring of activities carried out by specialist staff members

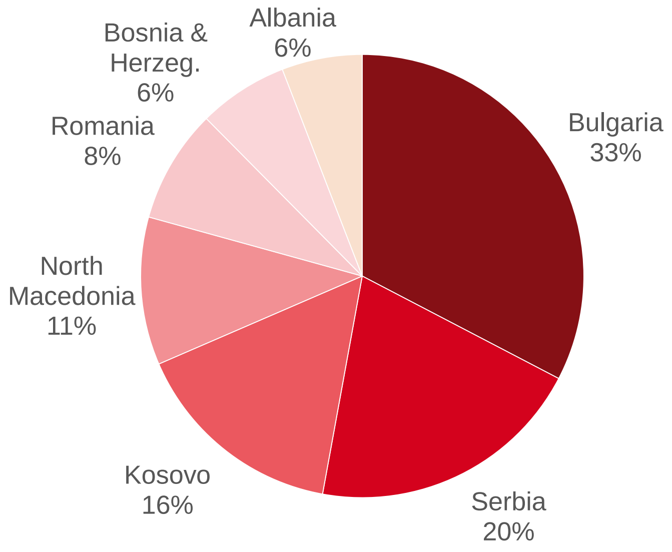
ProCredit HOLDING

Income statement by segment

01.01.- 30.09.2023 (in EUR m)	Germany	Eastern Europe	South Eastern Europe	South America	Consolidation	Group
Interest and similar income	38.4	128.8	210.2	37.3	-30.5	384.3
of which inter-segment	19.9	5.2	5.3	0.0	0.0	0.0
Interest and similar expenses	36.1	59.3	52.3	22.4	-30.5	139.6
of which inter-segment	14.0	3.6	8.2	4.7	0.0	0.0
Net interest income	**2.3**	**69.6**	**157.9**	**14.8**	**0.0**	**244.7**
Fee and commission income	11.7	11.0	49.4	1.5	-9.1	64.6
of which inter-segment	8.7	0.0	0.3	0.0	0.0	
Fee and commission expenses	1.4	5.8	21.8	1.4	-9.0	21.4
of which inter-segment	0.1	2.9	5.7	0.3	0.0	
Net fee and commission income	**10.3**	**5.2**	**27.6**	**0.1**	**0.0**	**43.2**
Result from foreign exchange transactions	0.8	6.8	12.0	0.2	0.0	19.9
Result from derivative financial instruments	-0.2	0.0	0.1	0.0	0.0	-0.1
Result on derecognition of financial assets measured at amortised cost	0.0	-0.4	0.1	0.0	0.0	-0.3
Net other operating income	83.4	-0.2	-5.2	-0.9	-83.2	-6.2
of which inter-segment	79.4	1.5	2.3	0.0	0.0	
Operating income	**96.6**	**80.9**	**192.6**	**14.2**	**-83.2**	**301.2**
Personnel expenses	28.8	13.6	39.3	6.0	0.0	87.8
Administrative expenses	35.6	21.3	62.8	8.7	-39.4	89.1
of which inter-segment	7.2	9.3	19.5	3.5	0.0	
Loss allowance	-0.4	1.2	8.0	0.2	0.0	9.0
Profit before tax	**32.6**	**44.8**	**82.5**	**-0.7**	**-43.8**	**115.2**
Income tax expenses	2.1	8.4	10.1	0.6	0.0	21.3
Profit of the period	**30.5**	**36.3**	**72.4**	**-1.4**	**-43.8**	**94.0**

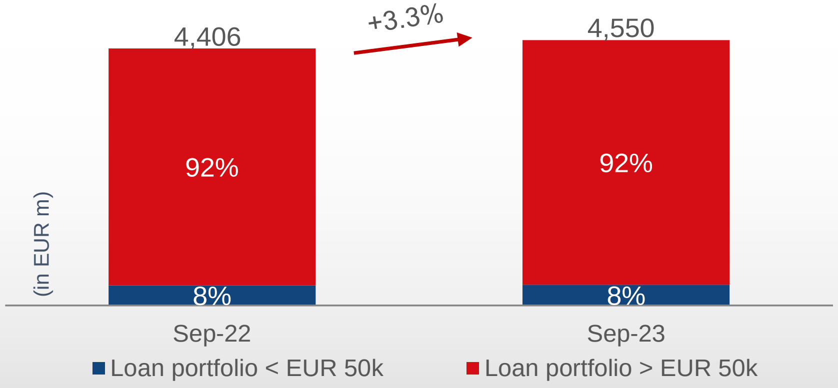
Segment South Eastern Europe

Regional loan portfolio breakdown



Total: EUR 4,550m (73% of gross loan portfolio)

Loan portfolio growth (by exposure)



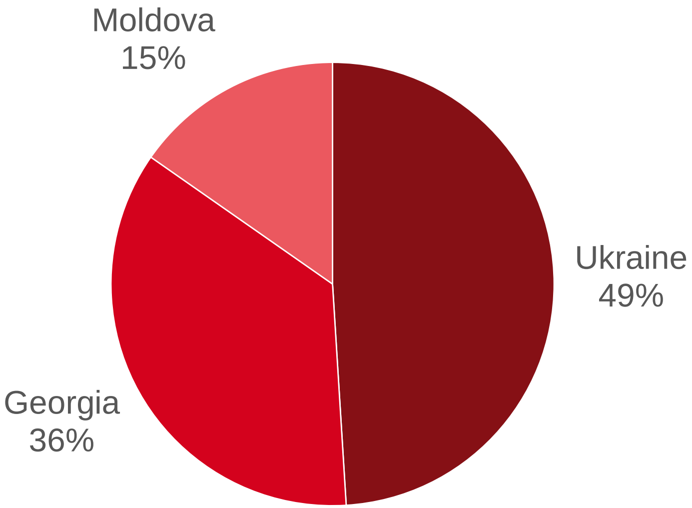
Key financial data

(in EUR m)	9M-22	9M-23
Net interest income	111.6	**157.9**
Net fee and commission income	25.8	**27.6**
Other operating income (net)	8.3	**7.0**
Operating income	145.7	**192.6**
Personnel expenses	30.6	**39.3**
Admininistrative expenses	51.7	**62.8**
Loss allowance	4.9	**8.0**
Tax expenses	6.1	**10.1**
Profit after tax	52.5	**72.4**
Change in customer loan portfolio	6.6%	**3.5%**
Deposit-to-loan ratio	96.8%	**109.5%**
Net interest margin	2.6%	**3.3%**
Cost-income ratio	56.4%	**53.0%**
Return on equity	11.4%	**14.2%**

ProCredit HOLDING

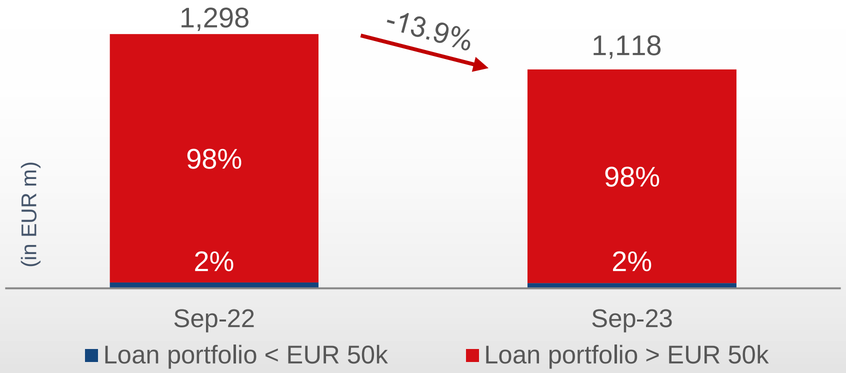
Segment Eastern Europe

Regional loan portfolio breakdown



Total: EUR 1,118m (18% of gross loan portfolio)

Loan portfolio growth (by exposure)

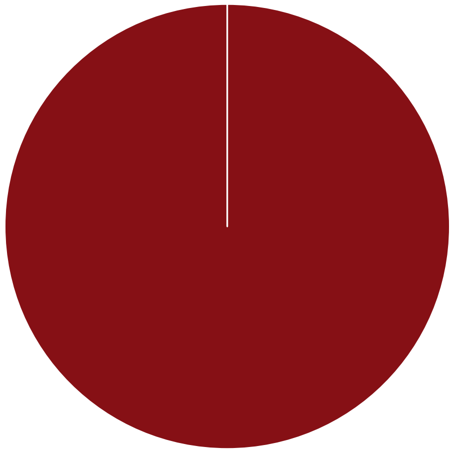


Key financial data

(in EUR m)	9M-22	9M-23
Net interest income	59.9	**69.6**
Net fee and commission income	5.0	**5.2**
Other operating income (net)	6.6	**6.1**
Operating income	71.5	**80.9**
Personnel expenses	12.3	**13.6**
Admininistrative expenses	20.4	**21.3**
Loss allowance	73.4	**1.2**
Tax expenses	-6.6	**8.4**
Profit after tax	-27.9	**36.3**
Change in customer loan portfolio	-1.3%	**-3.6%**
Deposit-to-loan ratio	87.0%	**115.0%**
Net interest margin	4.4%	**5.2%**
Cost-income ratio	45.8%	**43.2%**
Return on equity	-16.2%	**23.0%**

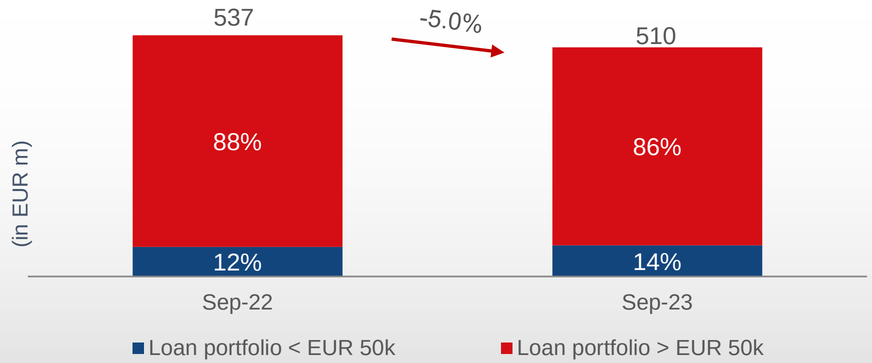
Segment South America

Regional loan portfolio breakdown



Total: EUR 510m (8% of gross loan portfolio)

Loan portfolio growth (by exposure)



Key financial data

(in EUR m)	9M-22	9M-23
Net interest income	19.3	**14.8**
Net fee and commission income	0.0	**0.1**
Other operating income (net)	-1.6	**-0.7**
Operating income	17.7	**14.2**
Personnel expenses	5.2	**6.0**
Admininistrative expenses	8.9	**8.7**
Loss allowance	0.6	**0.2**
Tax expenses	1.0	**0.6**
Profit after tax	2.0	**-1.4**
Change in customer loan portfolio	26.9%	**2.4%**
Deposit-to-loan ratio	63.1%	**75.4%**
Net interest margin	4.5%	**3.1%**
Cost-income ratio	79.5%	**103.7%**
Return on equity	5.1%	**-3.5%**

Key figures per ProCredit bank (as per 9M 2023)

Country	Bulgaria	Serbia	Kosovo	North Macedonia	Romania	Bosnia & Herzegovina
Customer loan portfolio (EUR m)	1,484	913	720	498	380	292
Change in customer loan portfolio (%)	3.7%	-1.7%	6.6%	5.0%	8.4%	2.4%
Credit impaired loans (Stage 3)	0.8%	3.1%	1.5%	1.9%	1.4%	2.2%
Profit after tax (EUR m)	21.9	15.8	16.3	7.7	4.6	4.3

- South Eastern Europe
- Eastern Europe
- South America
- Germany

Country	Albania	Ukraine	Georgia	Moldova	Ecuador	Germany
Customer loan portfolio (EUR m)	263	543	407	168	510	48
Change in customer loan portfolio (%)	4.7%	-6.7%	1.3%	-4.5%	2.4%	-10.8%
Credit impaired loans (Stage 3)	2.8%	10.5%	2.7%	2.5%	6.9%	0.0%
Profit after tax (EUR m)	1.6	16.4	14.4	5.6	-1.4	8.0

ProCredit HOLDING

Appendix

A. Impact reporting

B. P&L and balance sheet

C. Loan portfolio

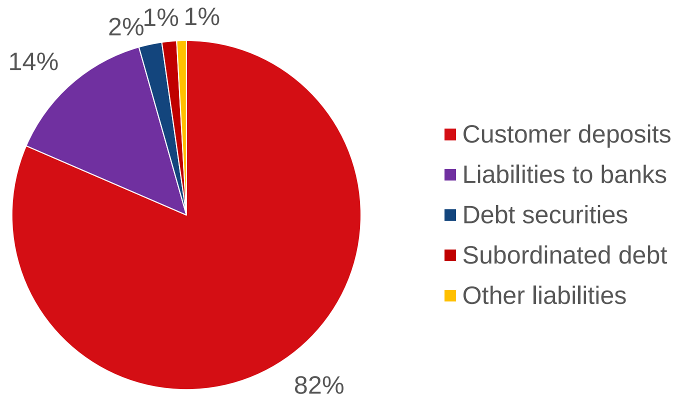
D. Information on segment and bank level

E. Capital, liquidity and other information

ProCredit HOLDING

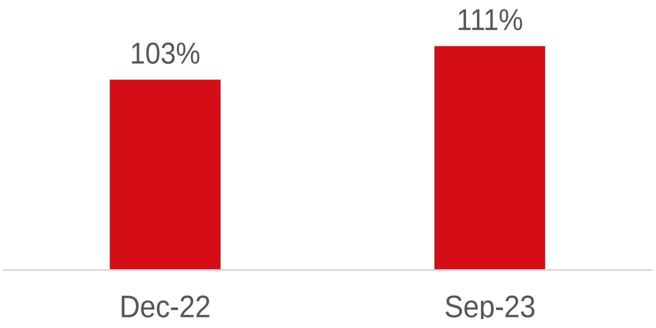
Funding, rating and liquidity

Funding sources



Total liabilities: EUR 8.5 bn

Deposit-to-loan ratio development

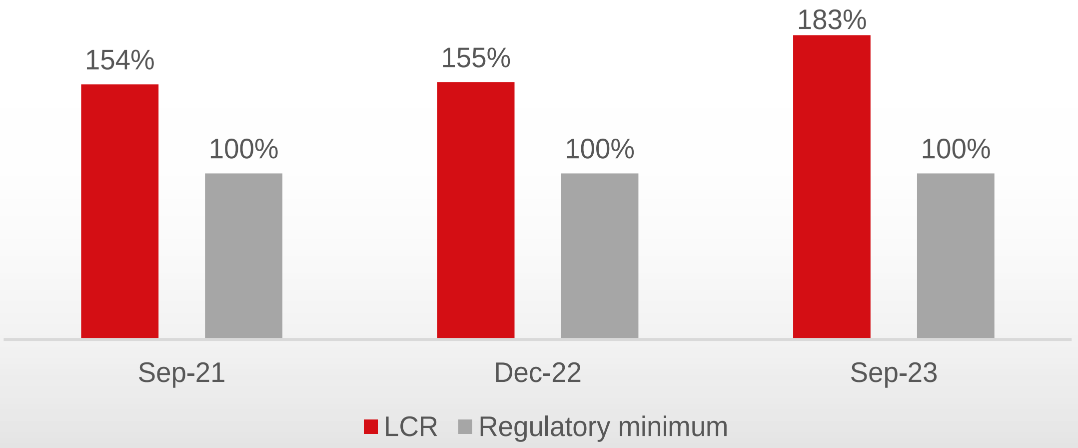


Rating

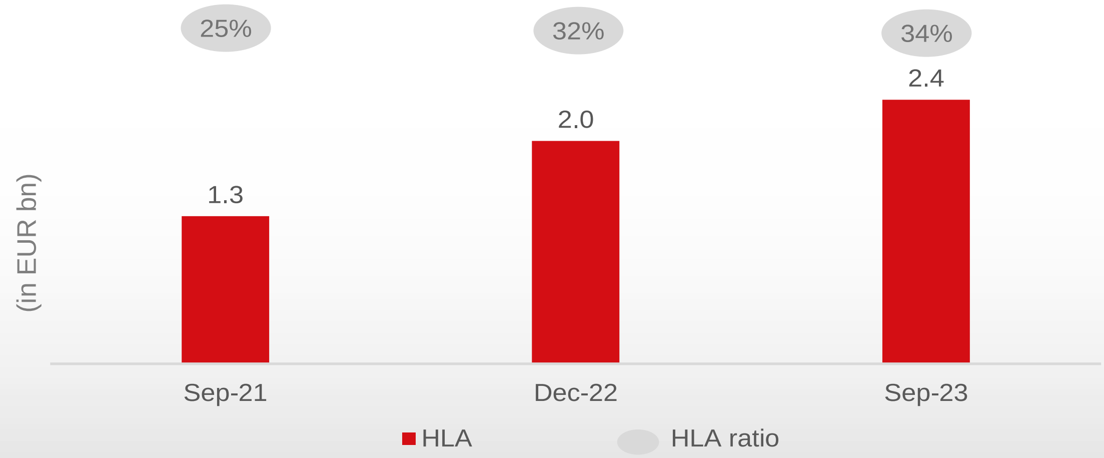
BBB (stable)

ProCredit Holding rating by Fitch, last affirmed on 23 June 2023

Liquidity coverage ratio



Highly liquid assets (HLA) and HLA ratio



Explanatory note on performance indicators and ratios

The ProCredit group uses an integrated system of indicators to monitor and manage the implementation and further development of the group's business and risk strategy:

- The growth of the customer loan portfolio(1) is a key indicator of the success of new business and also provides reference points for the future earning capacity
- The cost-income ratio(2) is a relative indicator that provides insight into our efficient use of resources
- Return on equity (RoE)(3) is the most important indicator in terms of profitability; strong emphasis is placed on maintaining a sustainable RoE in conjunction with an appropriate risk profile
- The Common Equity Tier 1 capital ratio (CET 1)(4) is regarded as a key indicator for compliance with regulatory and internal capital requirements. It also serves as a benchmark for solvency and as basis for strategic decisions

The group also considers the following additional indicators:

- The ratio of customer deposits to the customer loan portfolio(5) reflects the ability to fund lending business through customer deposits
- The net interest margin(6) is an important indicator of profitability and measures the average interest earnings
- The share of credit-impaired loans(7) is the most significant indicator to assess portfolio quality
- The credit-impaired coverage ratio(8) gives insights into loss allowances for credit-impaired loans to the total volume of credit-impaired loans
- The cost of risk(9) indicates the credit risk expenses relative to portfolio size in a given period
- The net write-off (10) ratio shows how much loan portfolio is written off (net of recoveries) relative to portfolio size in a given period
- The green customer loan portfolio includes financing for investments in energy efficiency, renewable energies or other environmentally friendly technologies. By expanding the green portfolio, an important contribution to sustainability goals is made, as presented in the Impact Report

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

- The potential expansion of the war to further areas of Ukraine and the continued suspension of the Black Sea Grain Initiative represent significant risk factors 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), increasing inflationary pressures, pronounced exchange rate fluctuations and the conflict in the Middle East.

(1) Our customer loan portfolio as of the balance sheet date of the current period relative to our customer loan portfolio as of 31 December of the previous year. Our customer loan portfolio corresponds to loans and advances to customers before loss allowances (2) Our personnel and administrative expenses relative to operating income (excl. expenses for loss allowances) (3) Profit attributable to ProCredit shareholders, divided by the average equity held by the ProCredit shareholders (annualised for quarterly figures) (4) Ratio of our CET1 capital to risk-weighted assets (5) Our customer loan portfolio relative to customer deposits as of the balance sheet date (6) Our net interest income relative to the average total assets in the reporting period (annualised for quarterly figures) (7) Credit-impaired loans relative to the customer loan portfolio as of the respective balance sheet date (8) Loss allowances in credit-impaired loan portfolio relative to credit-impaired loans as of the balance sheet date (9) Loss allowance expenses relative to average customer loan portfolio (annualised for quarterly figures) (10) Gross write offs net of recoveries relative to average customer loan portfolio (annualised for quarterly figures)

Contact Investor Relations

Financial calendar (continuously updated on IR Website)

Date	Location	Event information
27.11. – 29.11.2023	Frankfurt/ Main	Deutsche Börse, Deutsches Eigenkapitalforum 2023
20.03.2024		Annual Report 2023
21.03.2024		Capital Markets Day 2024
13.05.2024		Quarterly Financial Report as of 31 March 2024
04.06.2024	Frankfurt/ Main	Annual General Meeting
14.08.2024		Interim Report as of 30 June 2024
14.11.2024		Quarterly Financial Report as of 30 September 2024

Investor Relations

ProCredit Holding AG
Investor Relations Team

tel.: + 49 69 951 437 300
e-mail: PCH.ir@procredit-group.com

Media Relations

ProCredit Holding AG
Andrea Kaufmann

tel.: +49 69 951 437 0
e-mail: PCH.media@procredit-group.com

Disclaimer

The material in this presentation and further supporting documents have been prepared by ProCredit Holding AG, Frankfurt am Main, Federal Republic of Germany (“ProCredit Holding”) and are general background information about the ProCredit group’s activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete. Information in this presentation and further supporting documents, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice. All securities and financial product or instrument transactions involve risks, which include (among others) the risk of adverse or unanticipated market, financial or political developments and, in international transactions, currency risk.

This presentation and further supporting documents may contain forward-looking statements including statements regarding our intent, belief or current expectations with respect to ProCredit Holding’s or the ProCredit group’s businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to place undue reliance on these forward-looking statements. Insofar as not required by law, ProCredit Holding does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside ProCredit Holding’s control. Past performance is not a reliable indication of future performance.