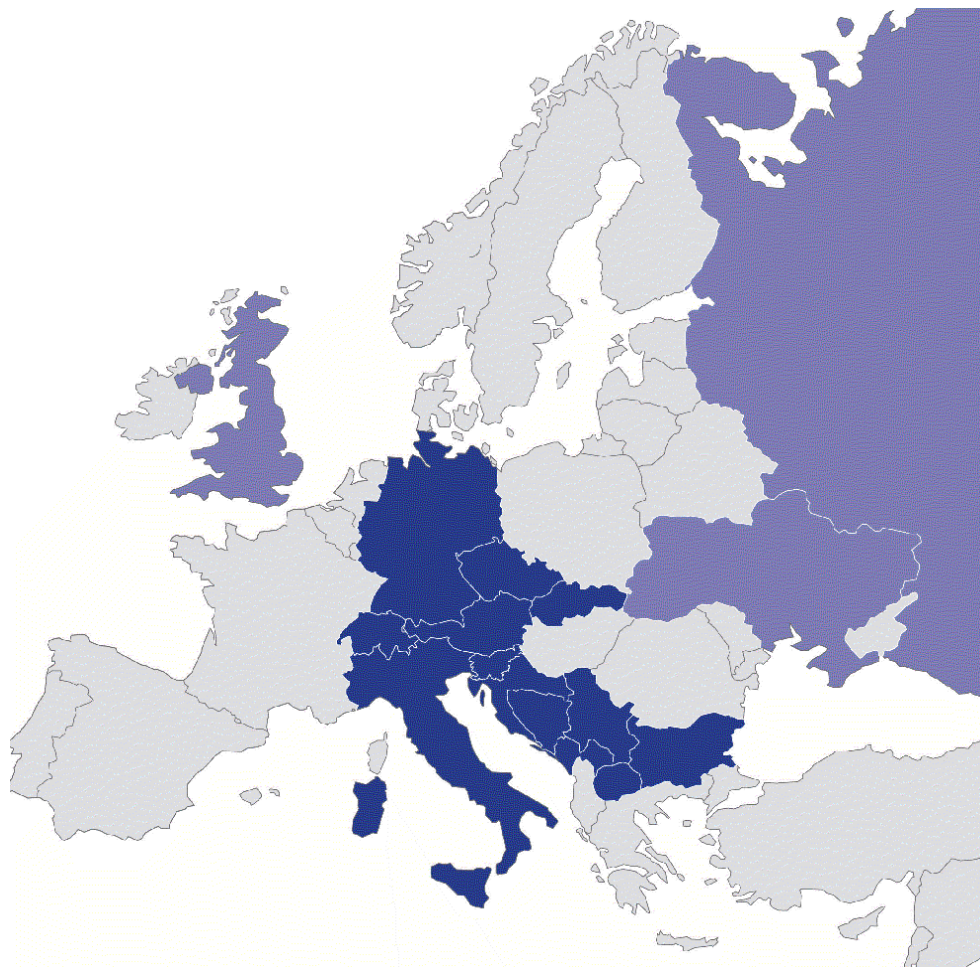




# NLB d.d., Ljubljana PRESENTATION

## Banking Sector Perspective

# NLB GROUP



- **8,475 employees**
- **2 million customers**
- **55 members in 17 countries or 18 markets**
  - 12 members and 1 branch abroad in the banking sector
  - 11 members in the area of leasing
  - 11 members in the area of factoring and forfeiting
  - 5 members in the area of insurance
  - 1 member in the area of asset management
  - 15 members engaged in other activities

# NLB Group: Focus by Region

## Slovenia

- **Leading bank** with 35.6% market share by total assets<sup>1</sup>
- 1 million customers
- 159 branches
- Universal banking model

## Other SEE

- **Top 5th player** in Bosnia and Herzegovina, Macedonia, Montenegro and Kosovo as well as strong presence in Serbia
- 1 million customers
- 370 branches
- Universal financial services

## Western, Central and Eastern Europe

- **Well established** trade finance and corporate banking business with the SEE region and CIS countries
- Selective presence in Germany, Switzerland, the Czech Republic, Slovakia, Austria and Italy
- Representative offices in Moscow, Kiev and London

- Extracting Synergies through Further Group Consolidation
- Development of Corporate Governance across NLB Group

1. Including Banka Celje.

# NLB Follows a Universal Financial Services Model



**Description**

- |   |   |   |   |  |
|---|---|---|---|--|
| <ul style="list-style-type: none"> <li>▪ #1 in retail banking with 840,000 current retail accounts</li> <li>▪ #1 in SMEs with 62,000 current accounts</li> <li>▪ More than 1.4 million cards issued</li> <li>▪ 1,000 large corporate clients</li> </ul> | <ul style="list-style-type: none"> <li>▪ NLB Leasing Ljubljana ranks #2 with a 13% market share</li> <li>▪ 4 other leasing companies</li> </ul> | <ul style="list-style-type: none"> <li>▪ Prvi Faktor Group is one of the leading factoring companies</li> </ul> | <ul style="list-style-type: none"> <li>▪ NLB Vita is #4<sup>1</sup> in life insurance with a 7.2% market share</li> <li>▪ Skupna Pokojninska Družba<sup>2</sup> is the largest private provider of voluntary pension insurance with a 19.3% market share</li> </ul> | <ul style="list-style-type: none"> <li>▪ NLB Skladi is the largest provider of investment funds measured by inflows</li> </ul> |
|---|---|---|---|--|

**Key Financials**

- |  |   |   |   |  |
|--|---|---|---|--|
| <ul style="list-style-type: none"> <li>▪ Total Assets: €15.3bn</li> <li>▪ PBT: €87.6m</li> </ul> | <ul style="list-style-type: none"> <li>▪ Total Assets: €779.5m</li> <li>▪ PBT: €4.0m</li> </ul> | <ul style="list-style-type: none"> <li>▪ Total Assets: €221.8m</li> <li>▪ PBT: €1.2m</li> </ul> | <p>NLB Vita</p> <ul style="list-style-type: none"> <li>▪ Total Assets: €128.8m</li> <li>▪ PBT: €0.7m</li> </ul> <p>Skupna Pokojninska Družba</p> <ul style="list-style-type: none"> <li>▪ PBT: €0.4m</li> </ul> | <ul style="list-style-type: none"> <li>▪ AuM: €316.8m</li> <li>▪ PBT: €1.7m</li> </ul> |
|--|---|---|---|--|

1. 50-50 Joint venture with KBC.  
 2. NLB holds 28% stake in Skupna Pokojninska Družba.

# NLB Benefits From One of the Broadest Branch Networks in the Region

Bosnia and Herzegovina		
	Fed. Bosnia Herz.	Rep. Srpska
Branches:	42	68
Market Share:	5.7%	22.0%
# Position:	5	2

Serbia	
Branches:	120
Market Share:	2.3%
# Position:	16

Bulgaria	
Branches:	1
Market Share:	0.3%
# Position:	Sub-top 20



Montenegro	
Branches:	17
Market Share:	13.3%
# Position:	4

Kosovo	
Branches:	68
Market Share:	13.4%
# Position:	3

Macedonia	
Branches:	41
Market Share:	19.6%
# Position:	3



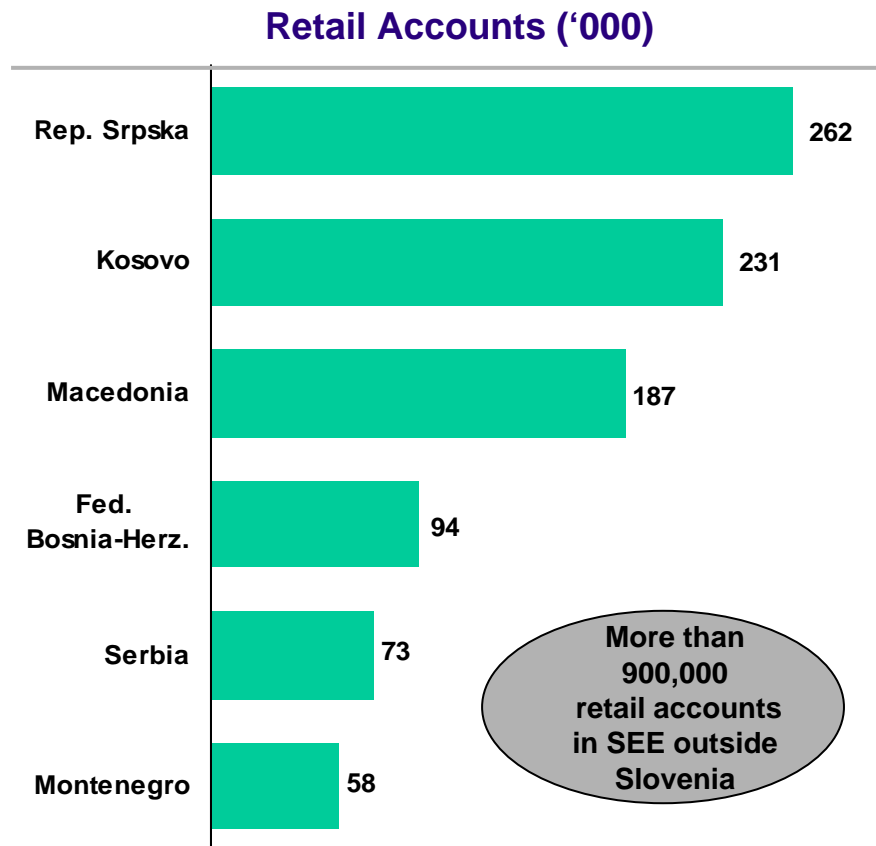
- 370 branches
- Strong retail & corporate banking

Note: All data for 2008

1. NLB does not have direct banking operations in Croatia, but has leasing and factoring subsidiaries in the country.

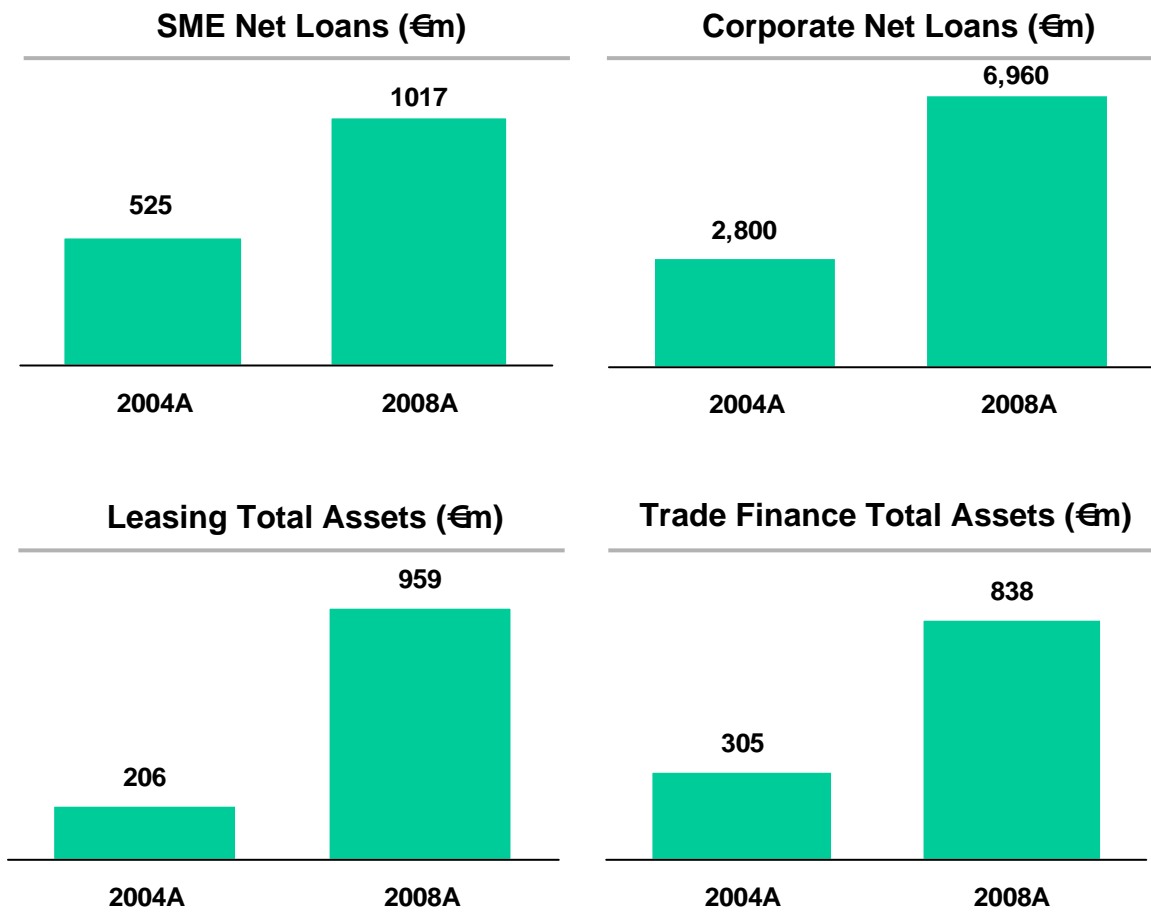
# NLB Has Almost 1 Million Retail Clients in the SEE Region Outside Slovenia

Country	Market Position	Market Share by Total Assets
Bosnia-Herzegovina	#2	22.0% (Rep.Srpska)
	#4	5.1% (Fed. Bosnia-Herz.)
Macedonia	#3	19.6%
Serbia	#13	2.3%
Montenegro	#3	14.2%
Kosovo	#3	13.3%
Bulgaria	Sub-top 20	0.3%



Note: All data for 2008

# Strong in SME and Corporate Banking



- Strong market position with well structured corporate lending activity
- Attractive platform to increase fee generative businesses
  - Guarantees
  - Investment Banking
  - Already leading takeover advisor
  - Derivatives

Note: All data for NLB. SME and Corporate loans for NLB including NLB Koroska Banka, NLB Banka Domzale and NLB Banka Zasavje but excluding Banka Celje.

## NLB Follows a Focused Strategy... in Order to Adapt to Current Environment

### 1. Redefinition of strategic markets and geographical consolidation

- Focus its activities mostly to strategic markets (Slovenia & CEE Region)



### NLB REMAINS COMMITTED TO THE SEE REGION

### 2. Consolidation of corporate governance and management of the NLB Group

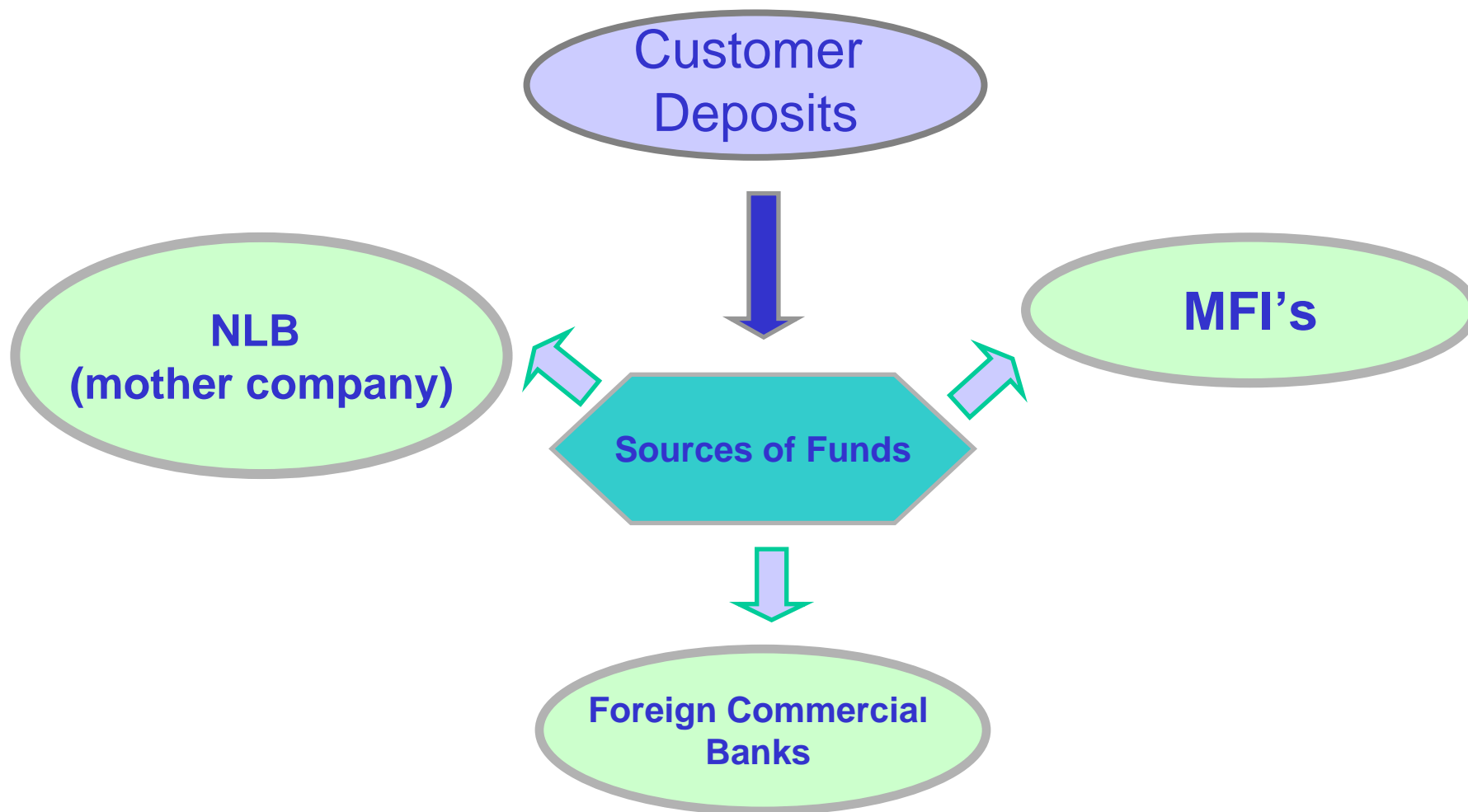
### 3. Focus on marketing products

- Client oriented approach
- Integration of non-banking products into banking selling network also in the segment of corporate and investment banking

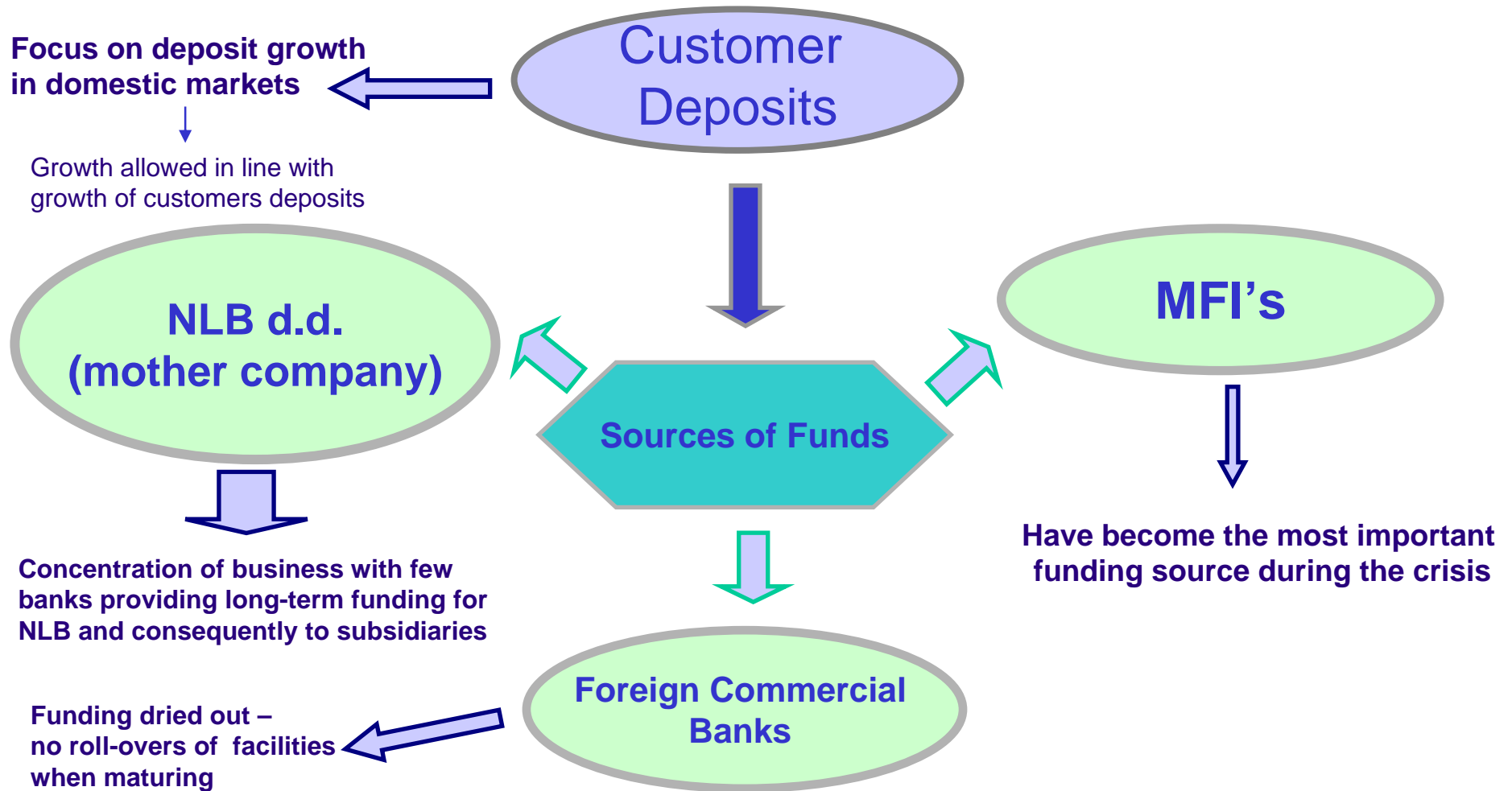
### 4. Profitability before growth → allocation of resources to activities with higher added value gains more profit

### 5. Improvement in operational performance

# Subsidiaries funding - sources



# How to weather the Crisis



## MFI financing of NLB Group

- MFI's are NLB Group's key partners in the time of financial crisis
- Excellent co-operation with MFI's:
  - - European Fund for Southeast Europe (EFSE)
  - - European Investment Bank (EIB)
  - - European Bank for Research and Development (EBRD)
  - - International Finance Corporation (IFC)
  - - Kreditanstalt für Wiederaufbau (KfW)
  - - Council of Europe Development Bank (CEB)
  - - Slovenian Investment Bank (SID)

**DUE TO CURRENT MARKET CONDITIONS, MFI's ARE MORE  
 THAN EVER IMOPORTANT IN THEIR ROLE AS  
 DEVELOPMENT FACILITATORS**

**Thank you for your attention.**

