

Komerční banka Group

Consolidated unaudited results as of 31 March 2023



Disclaimer

This document contains a number of forward-looking statements relating to the targets and strategies of the Komerční banka Group. These statements are based on a series of assumptions, both general and specific. As a result, there is a risk that these projections will not be met. Readers are therefore advised not to rely on these figures more than is justified as the Group's future results are liable to be affected by a number of factors and may therefore differ from current estimates.

Readers are advised to take into account factors of uncertainty and risk when basing their investment decisions on information provided in this document.

Results and ratios in this presentation are as of 31 March 2023, unless stated otherwise.

Komerční banka, a.s., public limited company with registered office: Prague 1, Na Příkopě 33/969; identification number: 45 31 70 54; registered in the Commercial Register maintained by the Municipal Court in Prague, Section B, file 1360



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Solid results amid slow economy; entering KB's new era of banking

Group net income

First quarter 2023

CZK 3.6 billion

+1.4% year on year CZK 18.94 per share

ROE

11.6% (+0.4 pp YoY)

13.8% (+0.2 pp YoY) IFRIC linearised

Cost/Income ratio

55.9%

46.1% IFRIC linearised

Solid business performance

Client loans

+5.1% YoY

growth recorded in retail as well as corporate segments

Deposits

Other AUM

-3.5% YoY

+9.8% YoY

amid stiff competition and shift to wealth management solutions

Loan to deposit ratio

80.5%

Strong balance sheet

Liquidity coverage ratio

162%

Total capital ratio

19.8%

Core Tier I ratio

19.2%

Cost of risk

Net release -21 bps

Shareholders' decisions

Dividend

CZK 60.42 per share Record date 2 May 2023 Payment date 22 May '23

Supervisory Board:

Newly elected members Petra Wendelová Marie Doucet



Delivering on KB2025 strategic initiatives

Introduction of **New Era of Banking written by KB** to the market

Beginning of migration of clients to the new banking infrastructure



#2022 VISA Awards **KB #1 Sustainable bank**

Rooftop photovoltaics at HQ Sustainable e-shop project



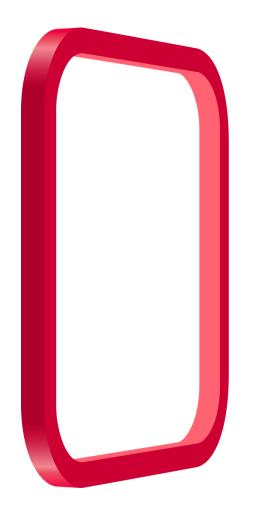
Deposit clients referral agreement

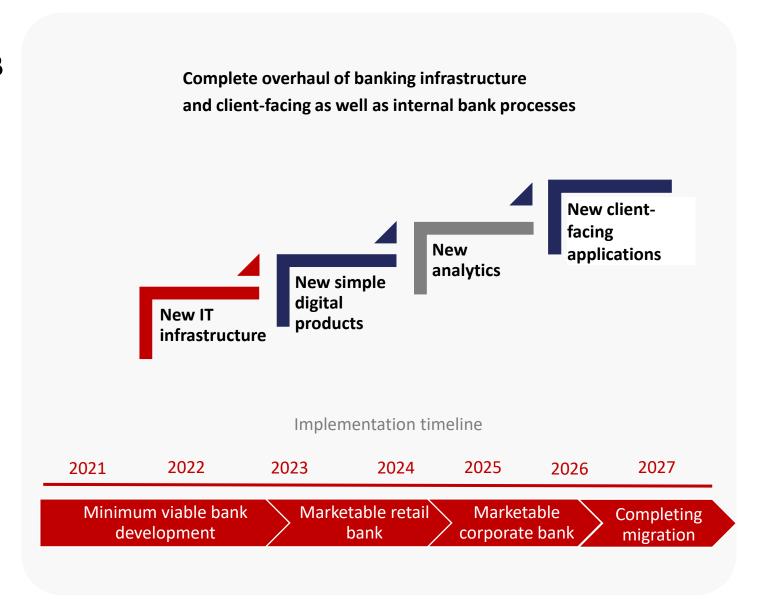
KB signed referral agreement with BNP Paribas Personal Finance SA on recontracting of selected Czech deposit customers of Hello bank!





New Digital Bank New era of banking written by KB







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Economy past shallow recession, inflation taming

GDP in Q1 23¹ was up by 0.1% QoQ and down by 0.2% YoY. The YoY recovery in Czech GDP reflected further improvements in net exports offsetting negative contributions from household consumption and, to a lesser extent, from fixed investments

Labour market remains tight. Unemployment rate at 2.6% in March 2023).² Nominal wages in Q4 22 +7.9% YoY, -6.7% YoY in real terms

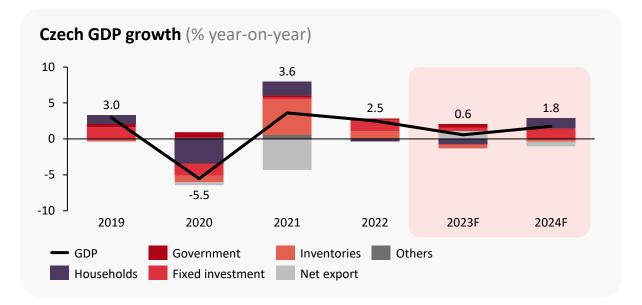
Consumer price inflation at 15.0% YoY in March (0.1 % MoM). YoY growth driven mostly by housing-related costs and food and beverages. HICP (Eurostat) at 16.5% YoY in March

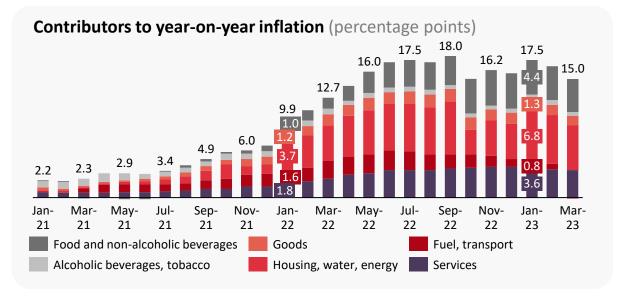
As of 31 March 2022, at 23.5 CZK per EUR, CZK v. EUR QoQ stronger by 2.6%, and YoY stronger by 3.7%

CNB's main policy rate (2W repo rate) at 7% since 23 June 2022. As of 31 March 2023, 3M PRIBOR at 7.2% (+212 bps YoY). IRS curve stays inverted: 5Y at 4.9% but 10Y IRS at 4.5% (+59 bps YoY). 10Y CZGB at 4.7% (+96 bps YoY)

Notes: Source of indicators Czech Statistical Office, CNB, unless stated otherwise.

- 1) According to flash estimate of the Czech Statistical Office, published on 2 May 2023;
- According to Eurostat, seasonally adjusted







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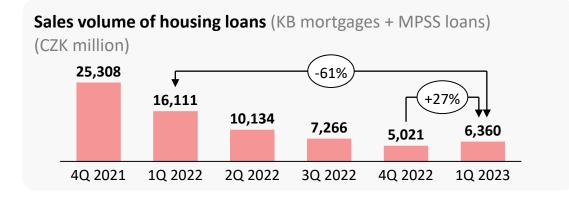


Loans to clients up 5.1%, growth in retail as well as corporate segments

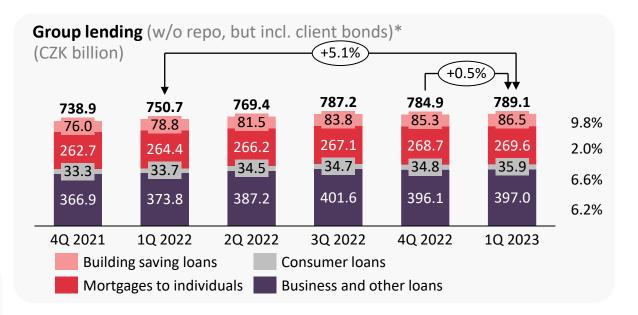
Net loans to deposits ratio at 80.5%. Liquidity coverage ratio 162%

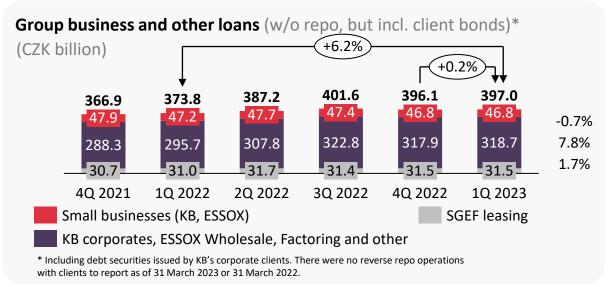
Consumer lending driven by successful consolidation offer and improvements in granting process

Housing loans (mortgages + building society loans) up 3.8%. Signs of rebound in new sales of housing loans from March 2023



(Business) lending in EUR up 31.2% YoY*, representing 22.1% of total loans**



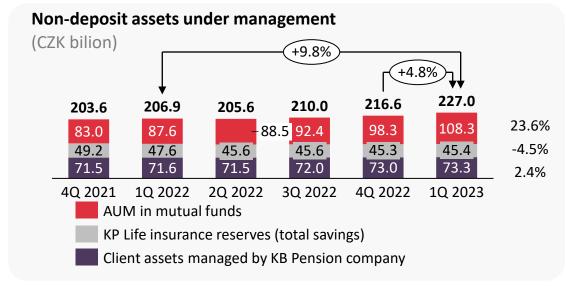


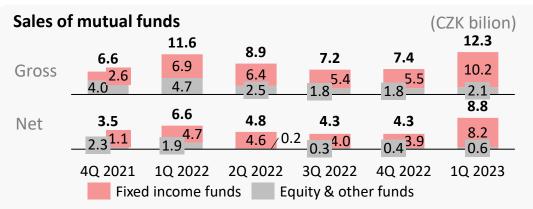


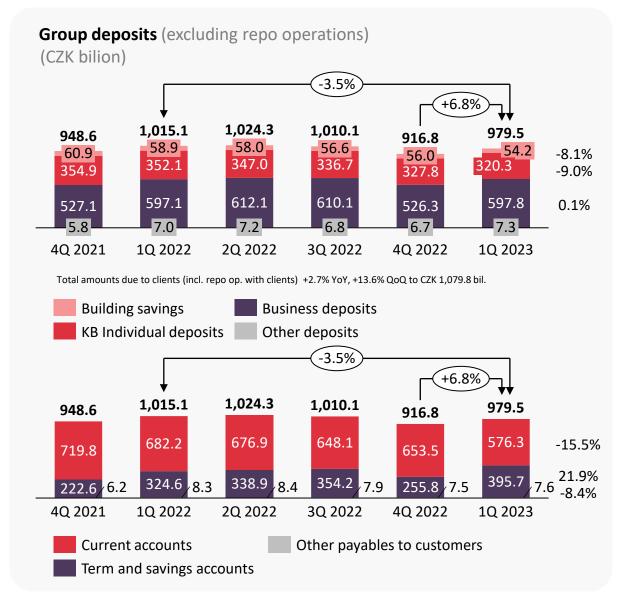
^{*} EUR loans are provided to business clients, growth rate in CZK terms

^{**} Negative contribution from 3.7% YoY appreciation of CZK v. EUR represents 0.8% of total lending (2.7% QoQ appreciation of CZK in Q1 represents 0.6% of total loans)

Deposits down -3.5% amid stiff competition, Other AUM up 9.8%









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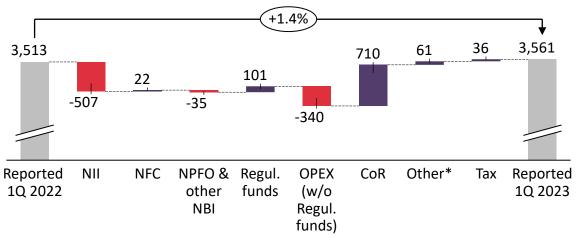
Appendix



Improvement in bottom line on the back of sound asset quality

Drivers for year on year change in attributable net profit

(as of 31 March 2023)

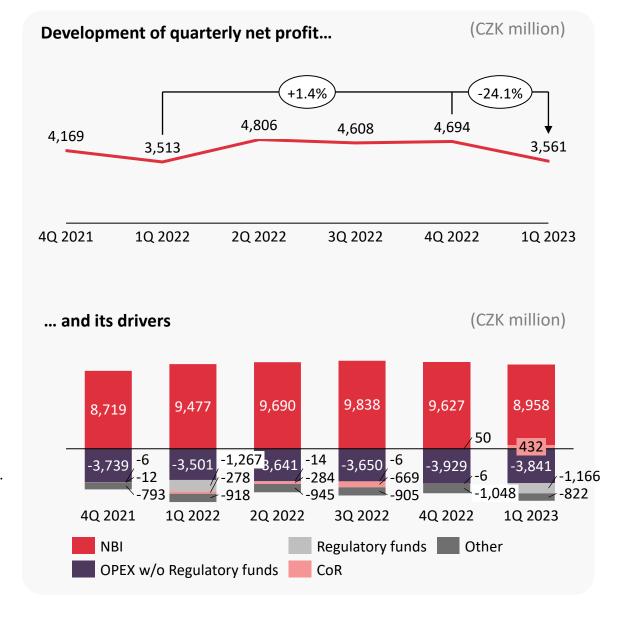


^{*}Other includes: Income from share of associated companies, Net profit/(loss) on subsidiaries and associates, Net profits on other assets and Profit attributable to the Non-controlling owners

Profitability indicators for 1Q 2023 (annualised)

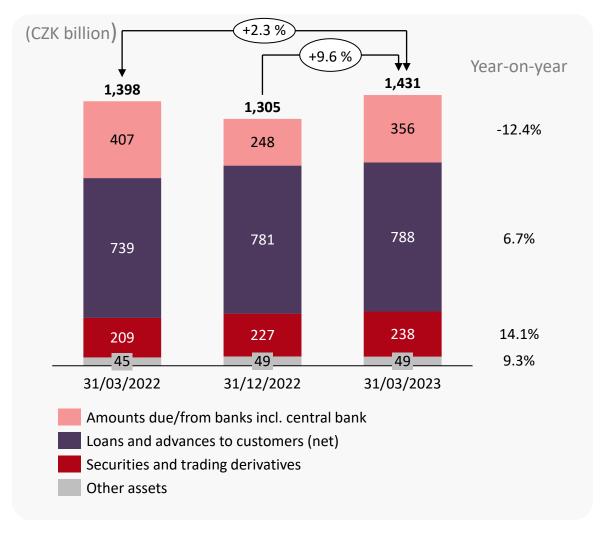
	Return on avg. equity (ROE)	Return on avg. Tier 1 capital (RoT1)	Return on avg. tangible equity (ROTE)	Return on avg. assets (ROA)
Reported	11.6%	14.3%	12.7%	1.0%
Adj. for IFRIC 21*	13.8%	17.1%	15.2%	1.3%

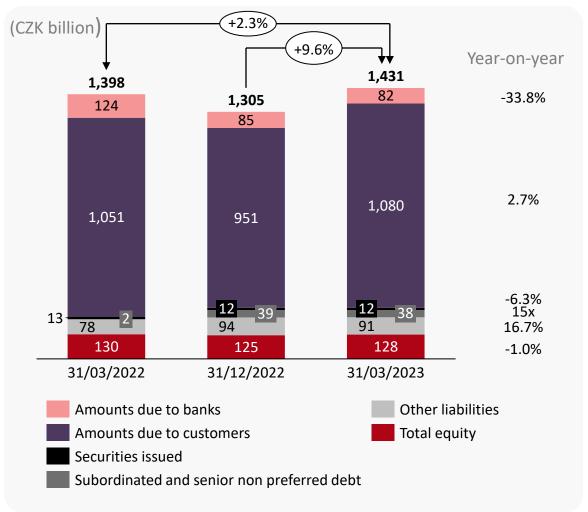
^{*} Assuming linear accrual of regulatory funds charges over the whole year (IFRIC 21 linearisation)





Moderate balance sheet growth







Increase in CT1 ratio by 31 bps QoQ adjusted for 65% dividend provision

Total capital adequacy at 19.76% over the current minimum of 17.9%

CET 1 ratio at 19.22% over the required 13.1% (minimum T1 at 15.2%)

Dividend provision of 65% booked in 1Q23 represents CZK 12.26 per share

By 31 March 2023, KB has taken EUR 1,500 million of senior non-preferred loans in order to gradually meet MREL target by 31 December 2023

MREL adequacy at 26.5% (vis-a-vis 21.2% expected MREL requirement as of 31 December 2023, 28.2% expected total (MREL+CBR) requirement)

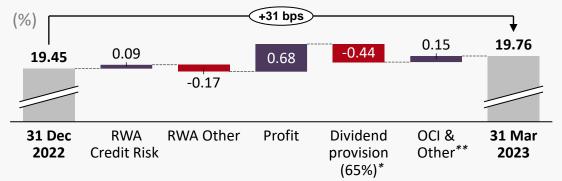
	31-Mar-22	31-Dec-22	31-Mar-23
Total capital adequacy	20.2%	19.5%	19.8%
Core Tier 1 ratio	19.8%	18.9%	19.2%
Total capital (CZK billion)	103.4	101.7	103.8
CET1 capital (CZK billion)	101.4	98.6	100.9
Total RWA (CZK billion)	512.3	523.0	525.0
Credit RWA (CZK billion)	425.8	430.8	429.1
RWA / Total assets	36.6%	40.1%	36.7%



^{*} Re-measurement of securities, cash flow hedges, FX positions, pension benefits and equity stakes in associates

Note: First time adoption of IFRS 17 in Komerční pojišťovna led to CZK 1,241 million increase in consolidated equity as of 31 December 2022

Contributions to capital adequacy ratio in 1Q 2023

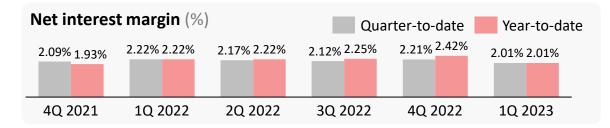


^{*} In 2023, a dividend provision of 65% is applied on profit of the current year



^{**} The new IFRS 17 standard for insurance contracts has effective date on 1 January 2023. The first time application in Komerční pojišťovna led to increase of equity and RWA with a net impact to capital ratio of +12 bps as of 31 December 2022

Net interest income affected by higher average cost of funding

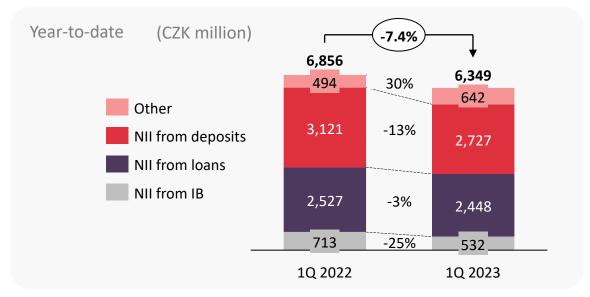


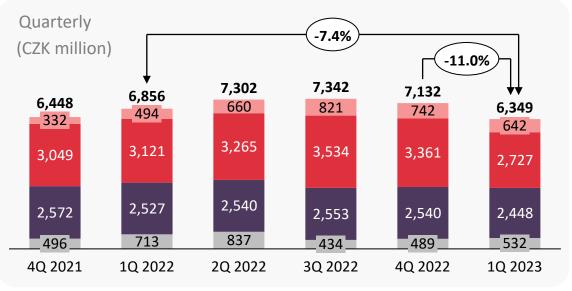
NII from deposits – increase in average deposit costs driven in 1Q 2023 by continued shift from current accounts to term & saving deposits

NII from loans – spreads on new lending stabilised QoQ. Previous declines in retail continue to push down average spreads on rolling-over portfolio

NII from Investment banking - influenced by narrowed interest rate differential between some currencies









Growth in fees driven by card payments

Transaction fees

Transaction activity trending up, with seasonal peak in Q4. Rising all main transaction types, mainly card payments, except cash and in-branch transactions

Deposit product fees

Stable client base overall, moderate upgrading of clients to better packages. Base in 1H 2022 was affected by signing benefit for refugees from Ukraine

Loan fees

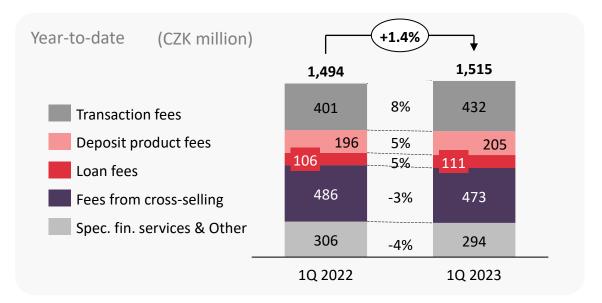
Growth driven by consumer lending (mainly credit consolidation)

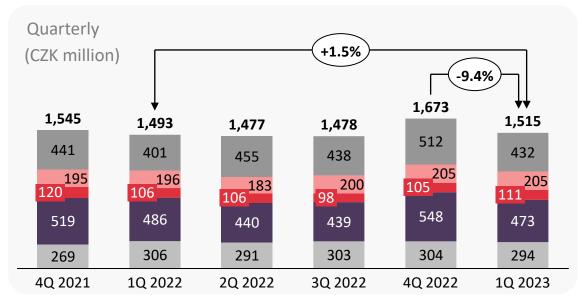
Fees from cross-selling

Lower YoY contribution from mutual funds and pension funds, better from insurance products

Specialised financial services and other fees

Lower YoY contribution from debt capital markets services







Gains from financial operations still strong

Capital markets

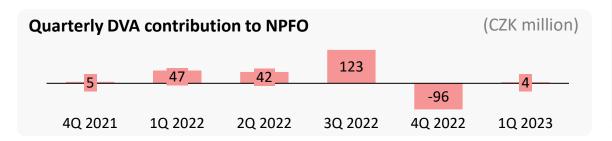
Client FX hedging activity affected in the context of mostly appreciating CZK and lower business confidence levels

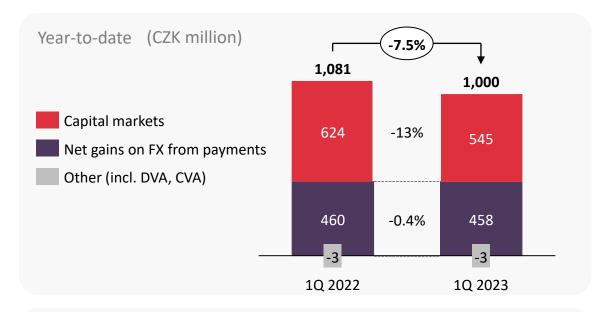
Limited number of large transactions influenced by slow economy and volatile financial environment

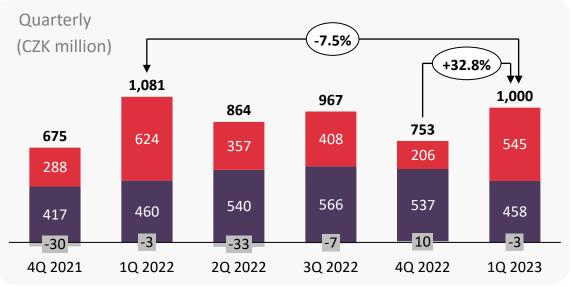
Solid demand from SME clients for tailored hedging strategies, particularly those based on FX options

Net gains of FX from payments

Solid result from currency conversions reflecting seasonality of travelling, transaction activity and adjusted spreads









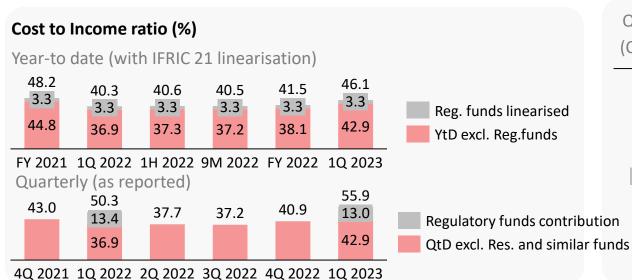
Operating expenditures well controlled

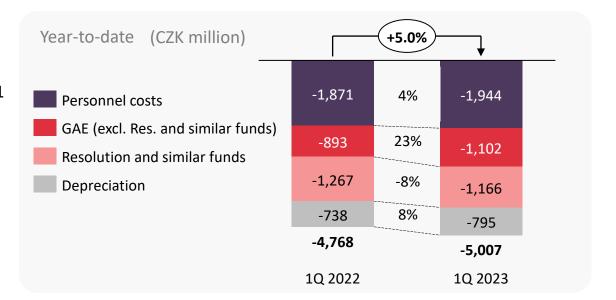
Personnel expenses - number of employees (average FTE) in 1Q 2023: 7,541 (-0.3% YoY, +0.2% QoQ). Temporary recent increment due to hiring and insourcing of IT specialists. Annual salary increase by 5% from April

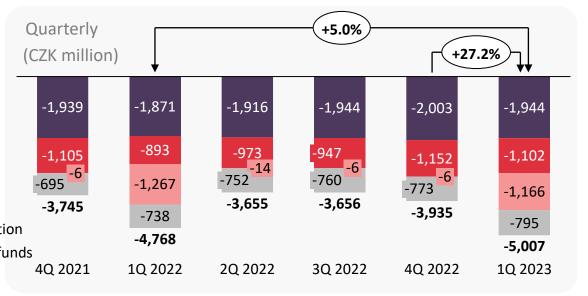
Administrative costs – higher software maintenance, real estate costs. Marketing up YoY but seasonally lower QoQ

Regulatory funds – CNB lowered required sector contribution to Resolution Fund by 10.7% due to adjustment in the fund's target level in 2024. In May, CNB increased temporarily Deposit Insurance levy to 5.9 bps from 4.4 bps

D&A - growth driven by software; depreciation of buildings slightly lower









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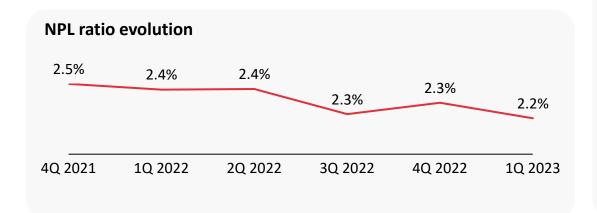
1Q 2023 Asset quality

Gross loan portfolio up by 5.1% YoY and 0.5% QoQ

Resilient credit risk profile

- Stable Stage 2 share at 13%
- Stable NPL ratio at 2.2%
 - Continued low default intensity in all segments
 - Continued strong recoveries in all segments

Stable NPL provision coverage (50% range)







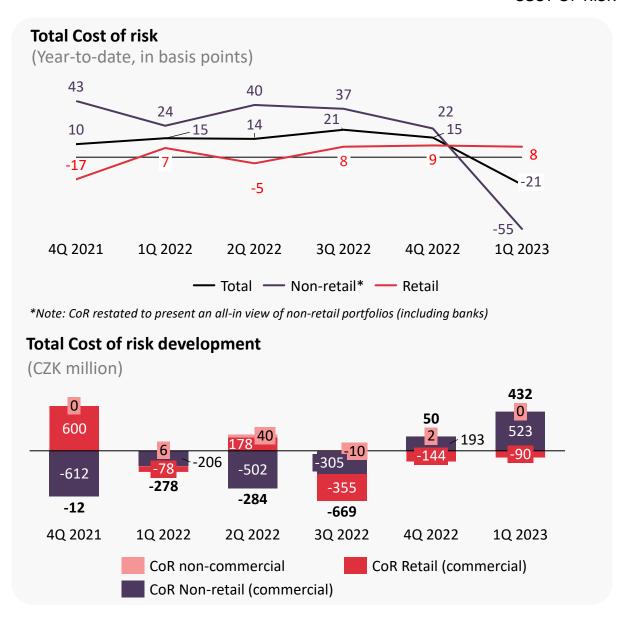
1Q 2023 Cost of risk development

1Q 2023 CoR net release at CZK 432 million

CZK 523 million in net provision releases recorded on non-retail exposures

Net provision creation recorded on retail portfolios at low level of CZK 90 million

2021-2022 inflation reserves marginally consumed in 1Q 2023





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Outlook for 2023

The below text updates and replaces outlook for 2023 first presented on 8 February 2023 alongside release of KB's full year 2022 results. Investors are advised to consider high level of uncertainty and risks when formulating their investment decisions

Macroeconomic assumptions

- Czech economy expected to grow marginally in 2023, on a gradual recovery path, with positive contribution from fixed investments and net exports but contribution from household consumption to weaken again
- CPI inflation to peak in January and to moderate afterwards, but the average for 2023 will be in double digits still
- CNB's repo rate expected to remain at 7% until Q3, when it could start declining gradually

Banking market outlook

- Lending market* to decelerate to a mid-single-digit pace. The housing loans should record only marginal growth following the drop in new production in 2022. Consumer credit expansion to reach mid-single-digits, combining weak consumer confidence with strong labour market. Lending to corporations should rise at a low- to mid-single pace affected by cooling demand for working capital financing (due to lower needs for inventories in industry)
- Bank deposits market should grow at mid- to high- single digits, relatively faster in corporate segments. Competition for deposits will remain stiff at least until market interest rates start to retreat

KB business outlook

- Group's lending should grow at a mid-single-digit rate. The volume of housing loans should increase slightly, and the volume of new sales of these loans should not fall further. Consumer lending should grow faster. Corporate lending should grow at mid-single digits, as KB aims to confirm the market share gains in this segment
- Total deposits expected to expand at mid-single-digit pace. Deposits of corporations may grow somewhat faster than volumes in retail. Term deposits will still outpace growth in current accounts by a large margin
- Implementation of KB2025 strategy, introduction of the New Digital Bank to the market and gradual migration of first clients from the legacy system

KB financial outlook

- Revenues should decline slightly from 2022 level. NII will retreat at a high-single-digit pace, mainly due to higher average costs of deposits. NFC should improve by mid-single digits, driven by volumes in mutual funds. NPFO should grow meaningfully
- OPEX to remain under tight control, to grow by upper mid-single digits in spite of still high inflation and transformation costs. Increase in average salaries by 5%, optimisation of management and support functions across KB Group
- Cost of risk in 2023 will be influenced by several factors, but it should remain visibly below the normalised level across the whole business cycle

Potential risks to the outlook

• Further escalation of war in Ukraine; Worsening of external economic environment; Rapid decline in consumption; Abrupt changes to relevant interest or FX rates or to fiscal policy, including to government supported financial schemes; Shortages of energy or other key industrial inputs

^{*} excluding the effect of expected re-inclusion of the loan portfolio of former Sberbank CZ in the banking statistics following its acquisition by another bank



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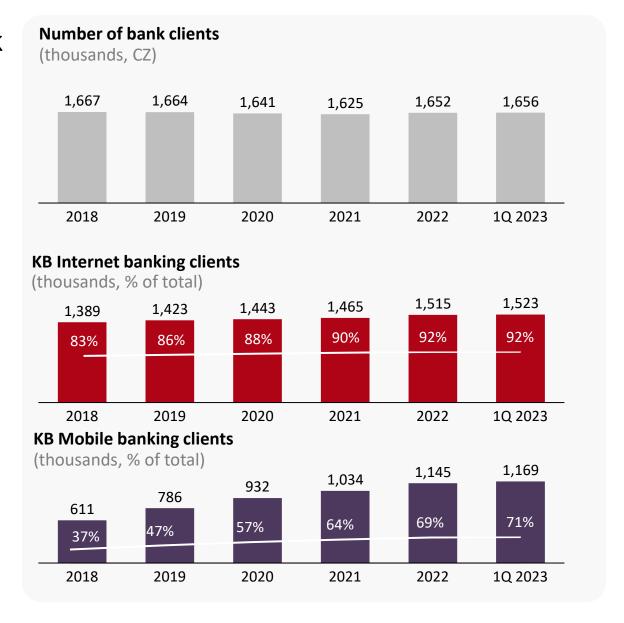
Outlook for 2023

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Number of clients and distribution network

	31-Mar-22	31-Mar-23	YoY
Number of clients			
KB Group's clients	2,253,000	2,232,000	-21,000
Komerční banka	1,636,000	1,656,000	20,000
individual clients	1,393,000	1,412,000	20,000
 internet banking clients 	1,484,000	1,523,000	39,000
 mobile banking clients 	1,066,000	1,169,000	103,000
Modrá pyramida	478,000	451,000	-27,000
KB Penzijní společnost	517,000	500,000	-17,000
ESSOX (Group)	136,000	133,000	-3,000
Distribution network			
KB Retail branches	240	217	-23
Modrá pyramida points of sale	203	201	-2
SGEF branches	9	9	0
ATMs (KB network)	861	855	-6
of which deposit-taking	514	533	19
of which contactless	626	662	36
ATMs (Total shared network)	861	2,052	1,191
Number of active debit cards	1,445,000	1,490,000	46,000
Number of active credit cards	186,000	202,000	17,000
Number of cards virtualized into payment apps	419,000	547,000	128,000
KB key authentication users	999,000	1,116,000	117,000





Income statement

(CZK million, unaudited)	1Q 2022	4Q 2022	1Q 2023	YoY	QoQ
Net interest income	6,856	7,132	6,349	-7.4%	-11.0%
Net fee & commission income	1,493	1,673	1,515	1.5%	-9.4%
Net profit of financial operations	1,081	753	1,000	-7.5%	32.8%
Dividend and other income	47	67	93	97.9%	38.8%
Net banking income	9,477	9,627	8,958	-5.5%	-6.9%
Personnel expenses	-1,871	-2,003	-1,944	3.9%	-2.9%
General admin. expenses (excl. regulatory funds)	-893	-1,152	-1,102	23.4%	-4.3%
Resolution and similar funds	-1,267	-6	-1,166	-8.0%	>100%
Depreciation, amortisation & impairment of op. assets	-738	-773	-795	7.7%	2.8%
Total operating expenses	-4,768	-3,935	-5,007	5.0%	27.2%
Operating profit	4,709	5,692	3,951	-16.1%	-30.6%
Cost of risk	-278	50	432	+/-	>100%
Net operating income	4,431	5,742	4,384	-1.1%	-23.7%
Income from share of associated companies	48	112	62	29.2%	-44.6%
Net profits on other assets	-33	-25	-1	-97.0%	-96.0%
Profit before income taxes	4,446	5,830	4,444	0.0%	-23.8%
Income taxes	-869	-1,067	-833	-4.1%	-21.9%
Net profit	3,577	4,763	3,611	1.0%	-24.2%
Profit attributable to the Non-controlling owners	64	68	50	-21.9%	-26.5%
Profit attributable to the Group's equity holders	3,513	4,694	3,561	1.4%	-24.1%



Balance sheet

(CZK million, unaudited)	31-Mar-22	31-Dec-22	31-Mar-23	YoY rel.	YoY abs.	Ytd rel.	Ytd abs.
Assets	1,398,297	1,305,304	1,431,062	2.3%	32,765	9.6%	125,758
Cash and current balances with central bank	57,491	14,190	16,967	-70.5%	-40,524	19.6%	2,777
Loans and advances to banks	349,137	233,398	339,065	-2.9%	-10,072	45.3%	105,667
Loans and advances to customers (net)	738,500	781,463	788,248	6.7%	49,748	0.9%	6,785
Securities and trading derivatives	208,665	226,848	238,118	14.1%	29,453	5.0%	11,270
Other assets	44,504	49,404	48,664	9.3%	4,160	-1.5%	-740
Liabilities and shareholders' equity	1,398,297	1,305,304	1,431,062	2.3%	32,765	9.6%	125,758
Liabilities and shareholders' equity Amounts due to banks	1,398,297 124,097	1,305,304 85,176	1,431,062 82,094	-33.8%	32,765 -42,003	9.6% -3.6%	125,758 -3,082
							<u> </u>
Amounts due to banks	124,097	85,176	82,094	-33.8%	-42,003	-3.6%	-3,082
Amounts due to banks Amounts due to customers	124,097 1,051,287	85,176 950,692	82,094 1,079,799	-33.8% 2.7%	-42,003 28,512	-3.6% 13.6%	-3,082 129,107
Amounts due to banks Amounts due to customers Securities issued	124,097 1,051,287 12,626	85,176 950,692 12,156	82,094 1,079,799 11,832	-33.8% 2.7% -6.3%	-42,003 28,512 -794	-3.6% 13.6% -2.7%	-3,082 129,107 -324
Amounts due to banks Amounts due to customers Securities issued Subordinated and senior non preferred debt	124,097 1,051,287 12,626 2,442	85,176 950,692 12,156 38,694	82,094 1,079,799 11,832 37,713	-33.8% 2.7% -6.3% >100%	-42,003 28,512 -794 35,271	-3.6% 13.6% -2.7% -2.5%	-3,082 129,107 -324 -981



Capital & profitability indicators

	Reported			Adjusted fo	
(year-to-date, IFRS 9)	31-Mar-22	31-Dec-22	31-Mar-23	31-Mar-22	31-Mar-23
Capital adequacy	20.2%	19.5%	19.8%		
Tier 1 ratio = Core Tier 1 ratio	19.8%	18.9%	19.2%		
Risk weighted assets for credit risk (CZK billion)	425.8	430.8	429.1		
Net interest margin, annualised	2.2%	2.4%	2.0%		
Loan (net) / deposit ratio (excl. repo with clients)	72.8%	85.2%	80.5%		
Cost / income ratio	50.3%	41.5%	55.9%	40.3%	46.1%
Return on average equity (ROAE), annualised	11.2%	14.3%	11.6%	13.6%	13.8%
Return on average Tier 1 capital	13.9%	17.6%	14.3%	16.9%	17.1%
Return on average tangible equity (ROTE)	12.4%	15.9%	12.7%	15.0%	15.2%
Return on average assets (ROAA), annualised	1.1%	1.4%	1.0%	1.3%	1.3%
Earnings per share (CZK), annualised	74	93	75	91	90
Average number of employees during the period	7,564	7,503	7,541		

^{*} Adjusted for linearised IFRIC 21 charges for regulatory funds Net interest margin = Annualised Net interest income / Average interest earning assets



1Q 2023 Cost of risk structure

Key components	Contribution to 1Q 2023 CoR (bps)
Non-retail NPL portfolio	-23 bps
Retail NPL portfolio	2 bps
Non-retail performing portfolio (Stage 1 & 2)	-2 bps
Retail performing portfolio (Stage 1 & 2)	2 bps
Total	-21 bps



Business performance of subsidiaries (1/2)

	1Q 2022	1Q 2023	YoY
Modrá pyramida (100%)			
#2 building savings & loans company			
Volume of new loans (CZK million)	6,548	2,069	-68%
Volume of total loans (gross, CZK million)	78,843	86,542	10%
Volume of deposits (CZK million)	58,943	54,174	-8%
Number of clients	477,975	451,302	-6%
Average number of FTEs	321	347	8%
Number of points of sale	203	201	-1%
KB Penzijní společnost (100%)			
a manager of pension funds			
Number of new contracts	10,873	13,135	21%
Number of clients	516,716	499,840	-3%
Assets under management (CZK million)	71,631	73,318	2%
of which in Transformed fund	58,531	56,260	-4%
Average number of FTEs	50	49	-1%
ESSOX (50.93%)			
#2 non-bank consumer lender and car financing company			
Volume of total loans (gross, CZK million)	17,584	19,181	9%
Number of active clients	135,751	132,602	-2%
Average number of FTEs	380	350	-8%

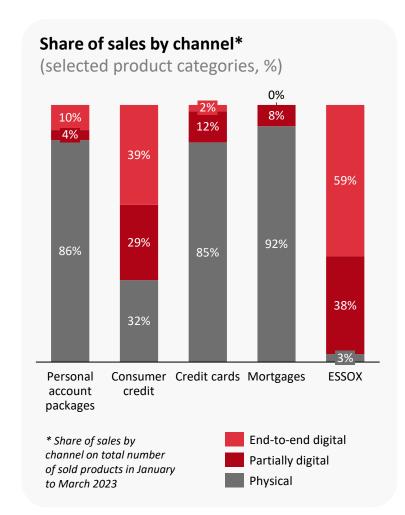


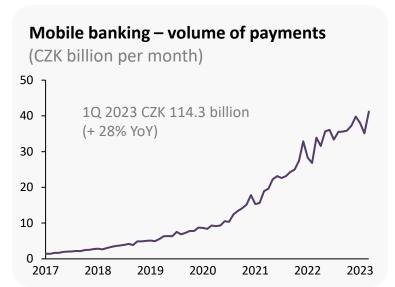
Business performance of subsidiaries (2/2)

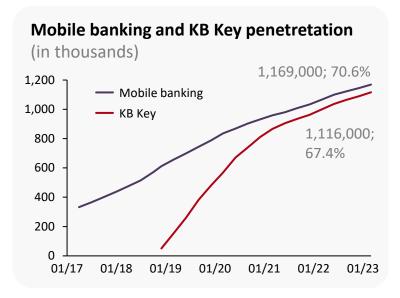
	1Q 2022	1Q 2023	YoY
Factoring KB (100%)			
#1 on the Czech factoring market			
Factoring turnover (CZK million)	18,475	17,329	-6%
Volume of total financing (gross, CZK million)	9,454	9,006	-5%
Average number of FTEs	42	40	-3%
KB Pojišťovna (49%)			
a universal insurance company			
Volume of technical reserves - Saving (CZK million)	47,605	45,447	-5%
Gross written premium (CZK million)	2,217	2,089	-6%
of which in life insurance	1,922	1,746	-9%
of which in non-life insurance	295	343	16%
Average number of FTEs	244	259	6%
SGEF Czech Republic (50.1%)			
a provider of asset-backed financing in Czech Rep. and Slovakia			
Volume of new financing (CZK million)	3,908	3,765	-4%
Volume of total financing (gross, CZK million)	30,989	31,517	2%
Average number of FTEs	141	141	0%

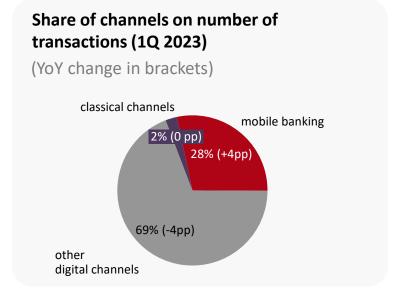


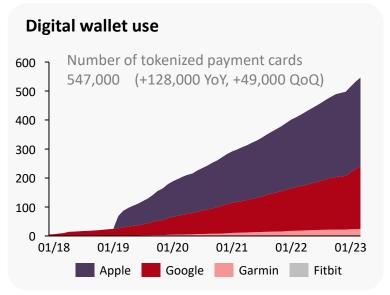
Mobile banking growth continues apace













MREL target and fulfilment status, Tier 2

As of 1 January 2023, the recommended volume of KB Group's MREL was at 17.4% of the consolidated total risk exposure and 5.18% of consolidated total exposure.

As of 31 December 2023, based on the CNB general approach, MREL is expected to reach 21.2% of the consolidated TRE and 5.91% of TE. In addition to the MREL, KB Group must fulfil the combined capital buffer requirement (CBR, at 7.0 % as of 1 April 2023)

In Single Point of Entry concept applied within SG Group, KB will meet its additional requirements stemming from MREL (recapitalisation amount) by gradually taking senior non-preferred loans from Société Générale

The Czech entities within the SG resolution group are Komerční banka and Modrá pyramida

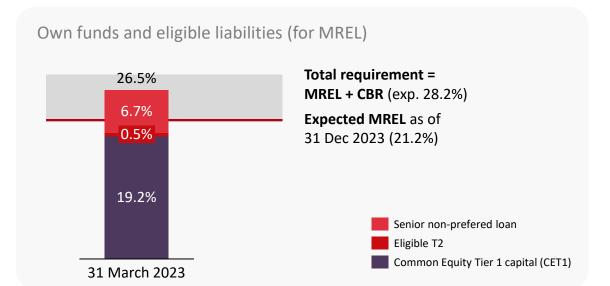
Senior non-preferred loans as of 31 March 2023

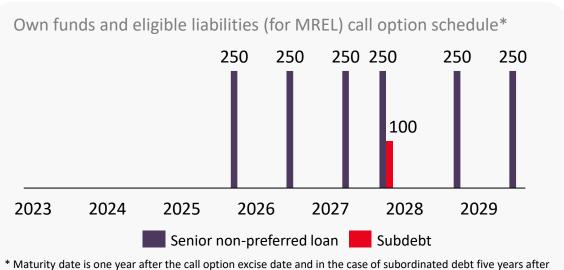
^{*} Maturity date is one year after the call option excercise date.

Subordinated debt as of 31 March 2023

Issue	Principal	Call option date*	Interest rate (ACT/360)
10-Oct-22	EUR 100m	11-Oct-27	3M Euribor + 3.79%

^{*} Maturity date is five years after the call option excercise date.

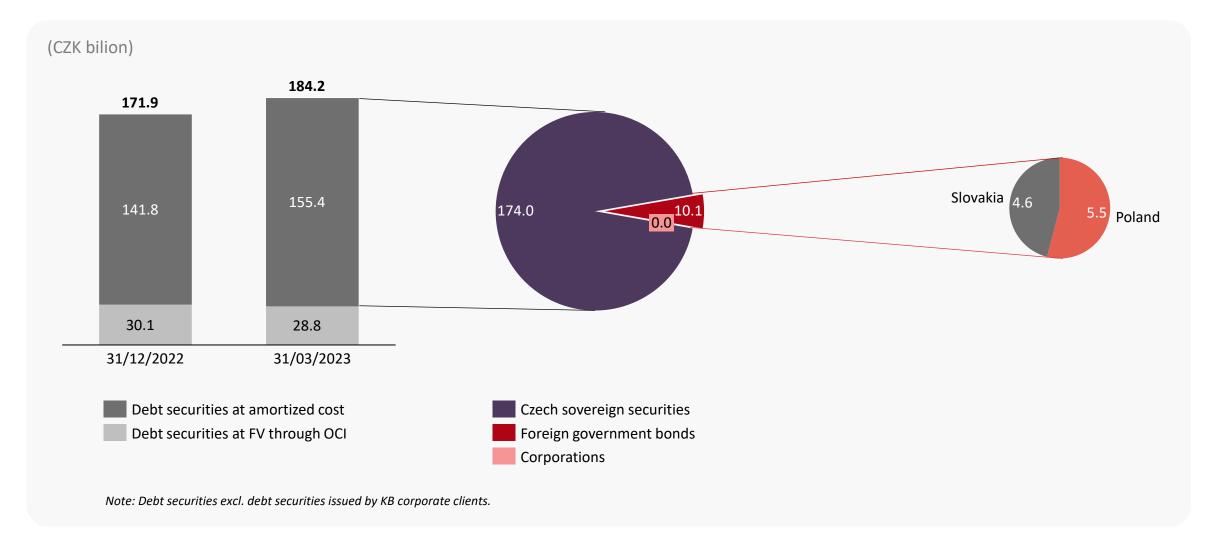




^{*} Maturity date is one year after the call option excise date and in the case of subordinated debt five years after the call option exercise date.

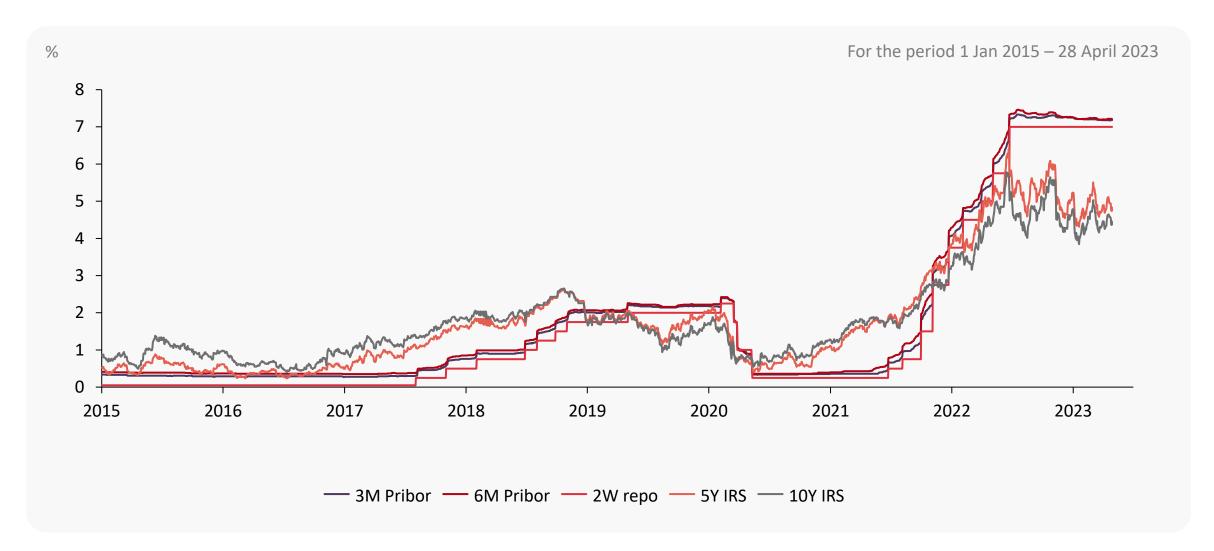


Debt securities portfolio in the banking book



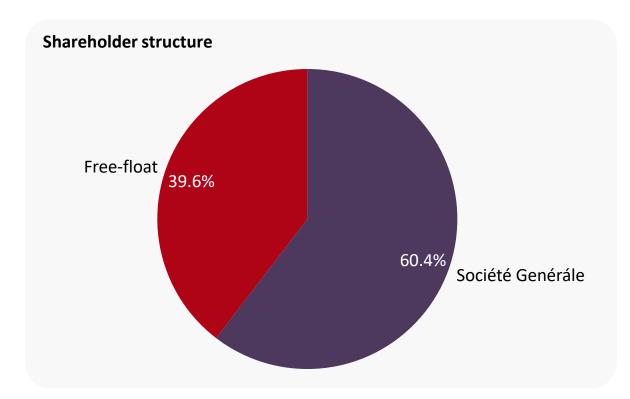


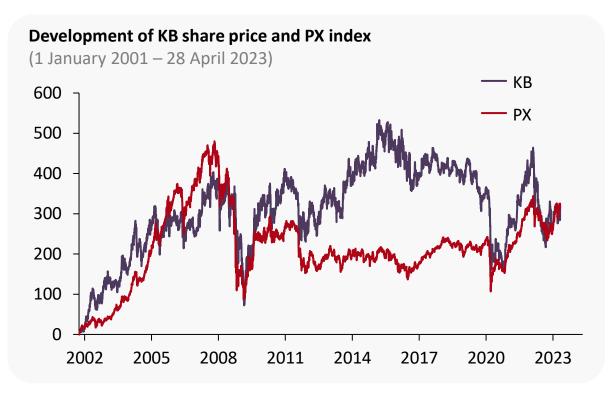
Interest rates evolution





KB #1 listed Czech bank





- The number of shareholders comprised 71,447 corporate entities and private individuals as of 31 March 2022.
- Of the Bank's total share capital of CZK 19,004,926,000 divided into 190,049,260 shares with a nominal value of CZK 100 each, Société Générale S.A. held 60.35%.
- KB held 1,193,360 own shares in treasury, representing 0.63% stake on registered capital



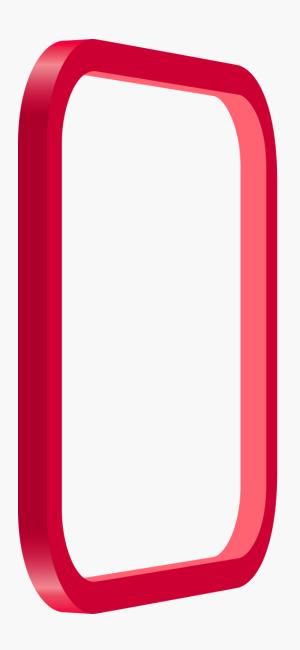
Macroeconomic environment – Czechia

Macroeconomic Indicators	2017	2018	2019	2020	2021	2022	2023*	2024*
Real GDP (%, average)	5.3	3.2	3.0	-5.5	3.6	2.5	0.6	1.8
Inflation (%, average)	2.4	2.2	2.9	3.3	3.8	15.1	11.8	2.0
Household consumption (%, average)	4.0	3.3	2.6	-7.4	4.2	-0.9	-1.7	3.3
Unemployment (%, av., ILO meth.)	2.9	2.2	2.0	2.5	2.8	2.3	2.1	2.2
M2 (%, average)	9.5	5.3	6.9	10.0	9.6	5.5	2.9	1.2
3M PRIBOR (%, average)	0.4	1.3	2.1	0.9	1.1	6.3	7.1	5.4

Potential of the market **	2017	2018	2019	2020	2021	2022	2023*	2024*
Loans / GDP (year-end)	60.3	61.0	59.6	63.0	63.0	59.9	59.0	59.5
Deposits / GDP (year-end)	81.5	82.1	81.8	90.4	90.1	86.2	87.0	86.6
Real estate loans / GDP (year-end)	22.4	23.0	23.0	25.1	26.1	24.6	24.2	24.3
Household loans / GDP (year-end)	28.1	28.6	28.5	30.9	31.9	30.1	29.7	29.8
Corporate loans / GDP (year-end)	32.2	32.4	31.1	32.1	31.1	29.8	29.3	29.7



^{*} KB estimate; ** Banking sector



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