



**HRVATSKA POŠTANSKA BANKA d.d.**

Management Board  
Jurišićeva ulica 4, HR-10000 Zagreb  
Phone: +385 1 4804 400, +385 1 4804 409  
Fax: +385 1 4810 773

|                                |                                               |
|--------------------------------|-----------------------------------------------|
| LEI                            | 529900D5G4V6THXC5P79                          |
| Home Member<br>State of Issuer | Republic of Croatia                           |
| ISIN                           | HRHPB0RA0002                                  |
| Stock Exchange<br>Identifier   | HPB-R-A                                       |
| Regulated Market/<br>Segment   | Zagreb Stock Exchange Inc.<br>Official Market |

Zagreb, October 30, 2025

No: F21-7/2025-MŠ

**Zagreb Stock Exchange Inc.**

**Croatian Financial Services Supervisory Agency ("HANFA")**

**Croatian News Agency OTS HINA**

**Subject: HRVATSKA POŠTANSKA BANKA, p.l.c.**  
**- Other non-regulated information**

Hrvatska poštanska banka, p.l.c. announces Investor's materials for the period ended September 30, 2025.

**Hrvatska poštanska banka, p.l.c.**



HRVATSKA POŠTANSKA BANKA

# Investor information

October 2025

9M 2025

# Limitation of liability

- ☑ The information and data contained in this presentation are intended as general background information on Hrvatska poštanska banka p.l.c. (hereinafter referred to as the Bank or HPB) and its activities. They are provided in summary form and therefore do not necessarily represent complete information. Certain statements contained herein may be statements of future expectations and other forward-looking statements about HPB, which are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements which are forward-looking by reason of context, words such as "may," "will," "should," "expects," "plans," "contemplates," "intends," "anticipates," "estimates," "potential" or "continues" and similar expressions typically identify forward-looking statements. By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. As such, forward-looking statements cannot be guaranteed. Accordingly, we cannot guarantee the realization of such forward-looking statements, nor should full reliance be placed on such forward-looking statements. Many factors may affect our results of operations, financial conditions, liquidity, and developments in the industry in which we operate, and these may differ materially from those expressed or implied by the forward-looking statements contained herein.
- ☑ This presentation contains financial and non-financial information and statistical data related to HPB. Such information and data are presented for illustrative purposes only. This presentation may include information and data derived from publicly available sources that have not been independently verified, and therefore HPB hereby expressly makes no representation of warranty of any kind including, but not limited to the accuracy, completeness or reliability of the information and data provided. This presentation is for information purposes only and does not contain a recommendation to buy or sell or an offer to sell or subscribe for shares, nor does it constitute an invitation to make an offer to sell shares.
- ☑ This presentation has been prepared and the information in it has been checked with the greatest possible care. Nevertheless, rounding and transmission cannot be excluded. When adding up rounded amounts and percentages, differences may appear.

# Statement of the President of the Management Board



On the occasion of releasing the nine-month financial results for 2025, **Marko Badurina, President of the Management Board of Hrvatska poštanska banka**, stated:

*"Another successful, but also demanding quarter, is behind us. Effects of repositioning of the balance sheet that was carried out in the first half of 2025 have manifested in the current reporting period, with which we almost completely neutralized the drop in reference interest rates and the impact of that drop on revenue. These movements resulted in doubling of the new lending volume in HPB and a return on equity of 12.5 percent in the reporting period.*

*In addition to the revenue aspect, significant resources and specialized HPB teams are fully dedicated to preparing the Bank for the future, i.e. for a comprehensive digital transformation - from the core transaction system to peripheral applications, processes and organization architecture. All the before mentioned improvements are demanding both technologically and financially, but are also inevitable – our goal is to continuously deliver improvements in user experience, but also new and current possibilities and better service to our clients."*



Executive  
Summary

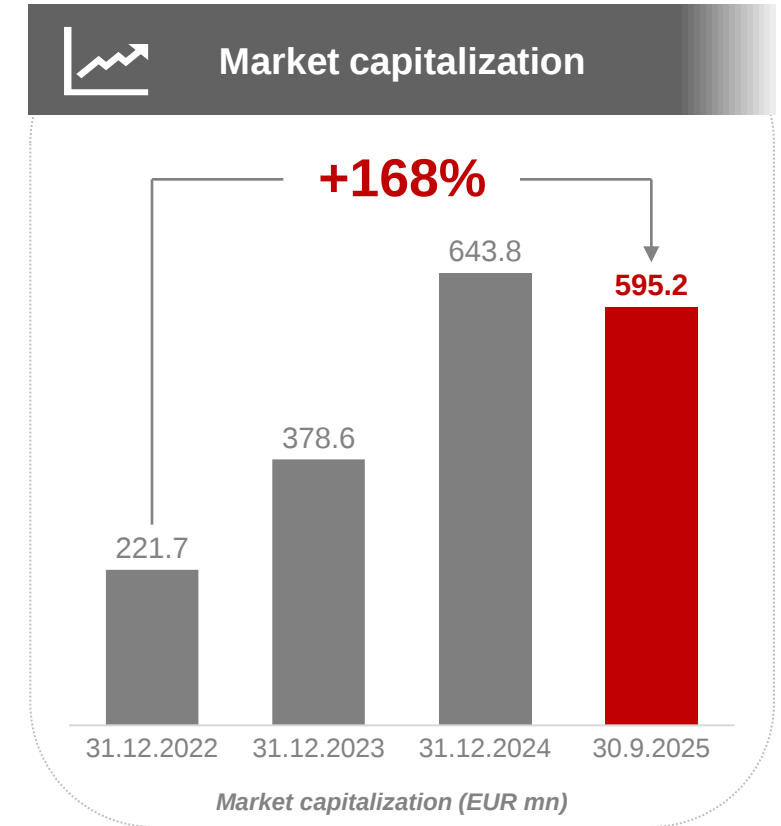
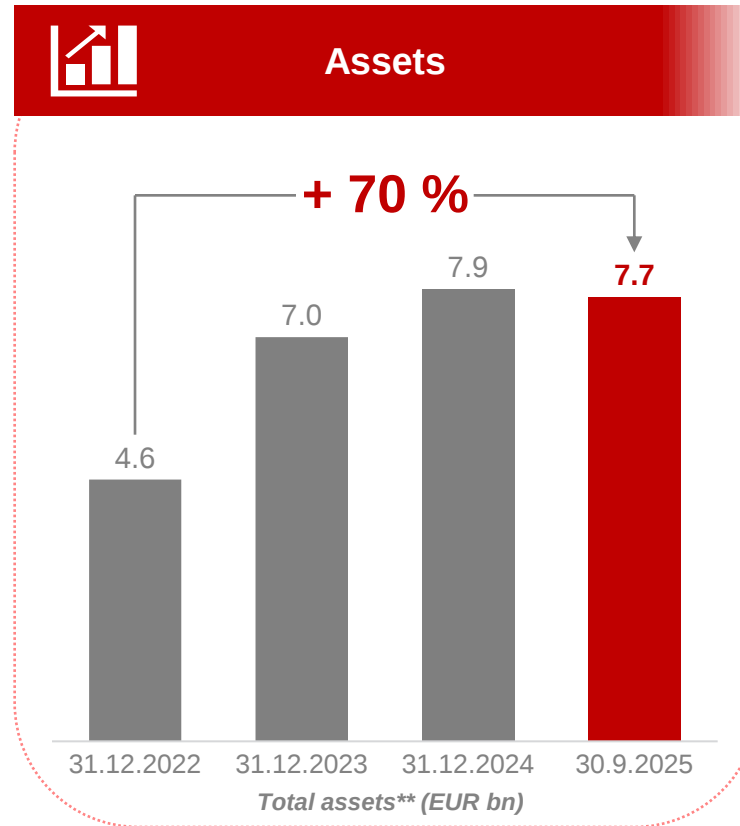
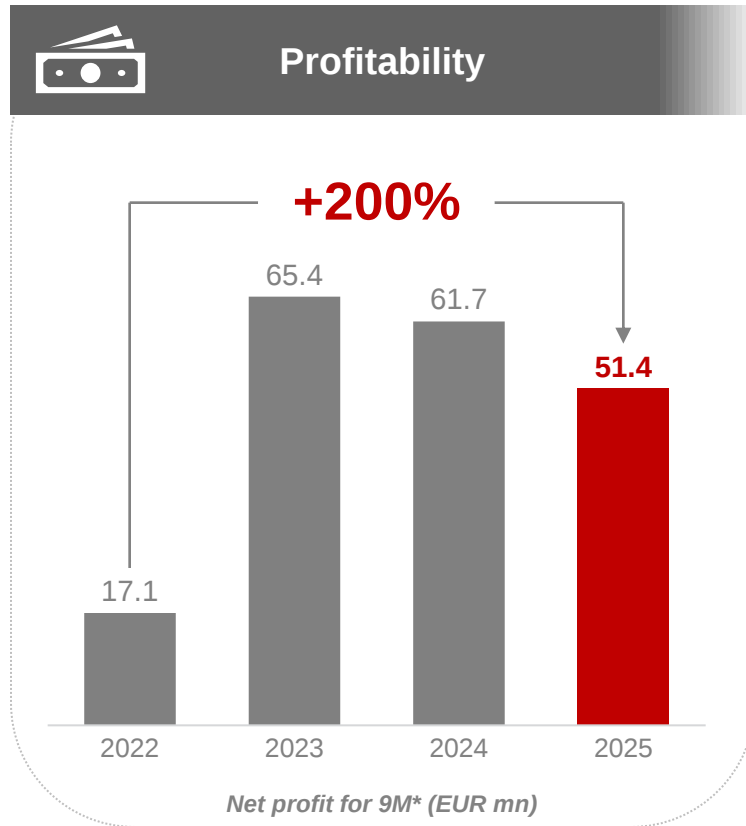
Macroeconomic  
Environment

Financials

Risk  
Management

Additional  
Information

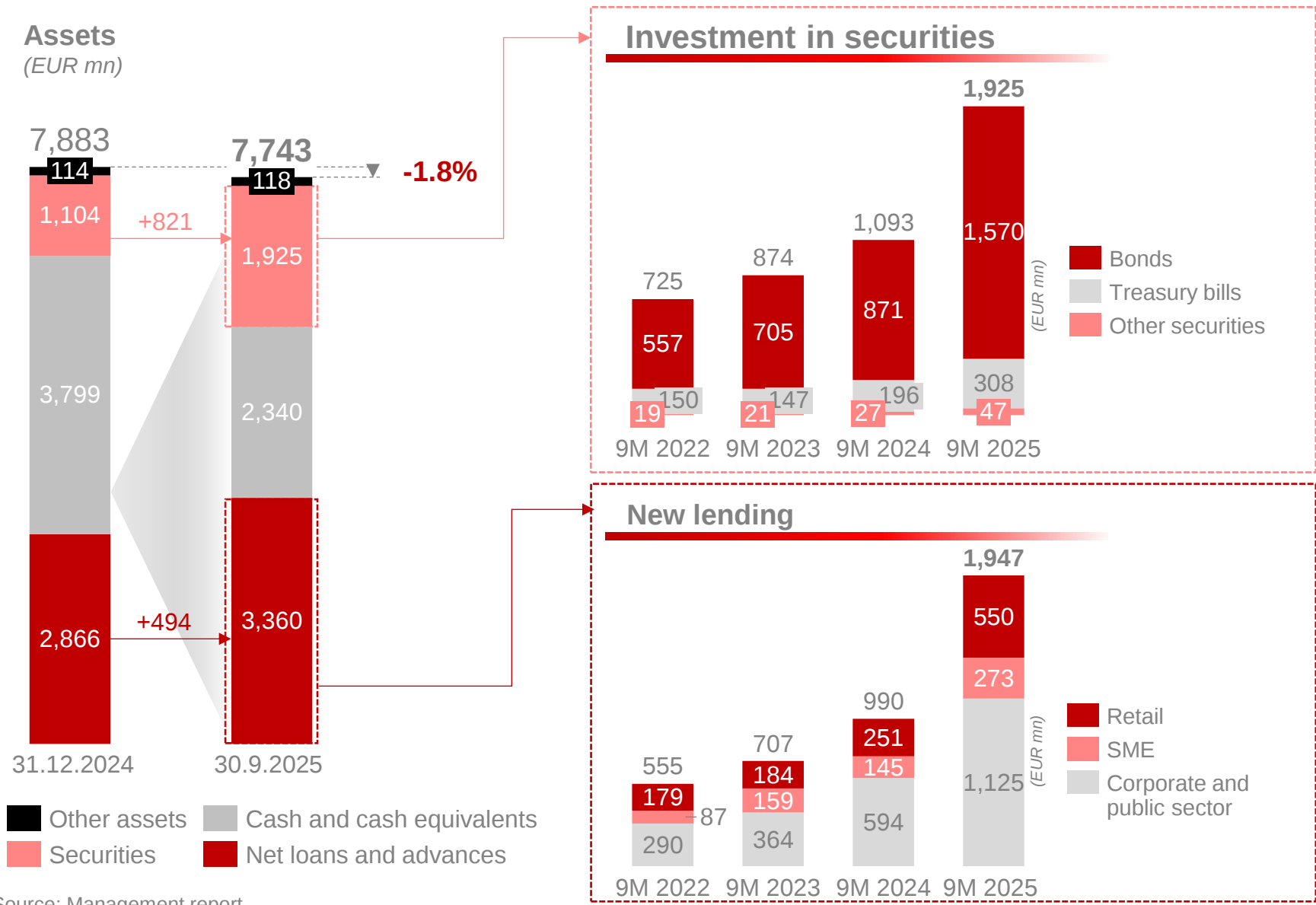
# Resilience and adaptation for long-term profitability



\* Profit and loss account positions in this presentation for the year 2022 are presented on stand alone basis, while for 2023 include the result of HPB on a stand-alone basis including the result of Nova hrvatska banka for the period from integration till reporting date (3.7.2023 – 30.9.2023) and for 2024 and 2025 includes the result of integrated Bank (HPB + Nova hrvatska banka) in accordance with the integration of Nova hrvatska banka in July 2023

\*\* The balance sheet positions in this presentation on 31.12.2022 show the result of HPB on a stand-alone basis, while the reporting dates 31.12.2023 – 30.9.2025 include results of an integrated Bank (HPB + Nova hrvatska banka) in accordance with the integration of Nova hrvatska banka in July 2023

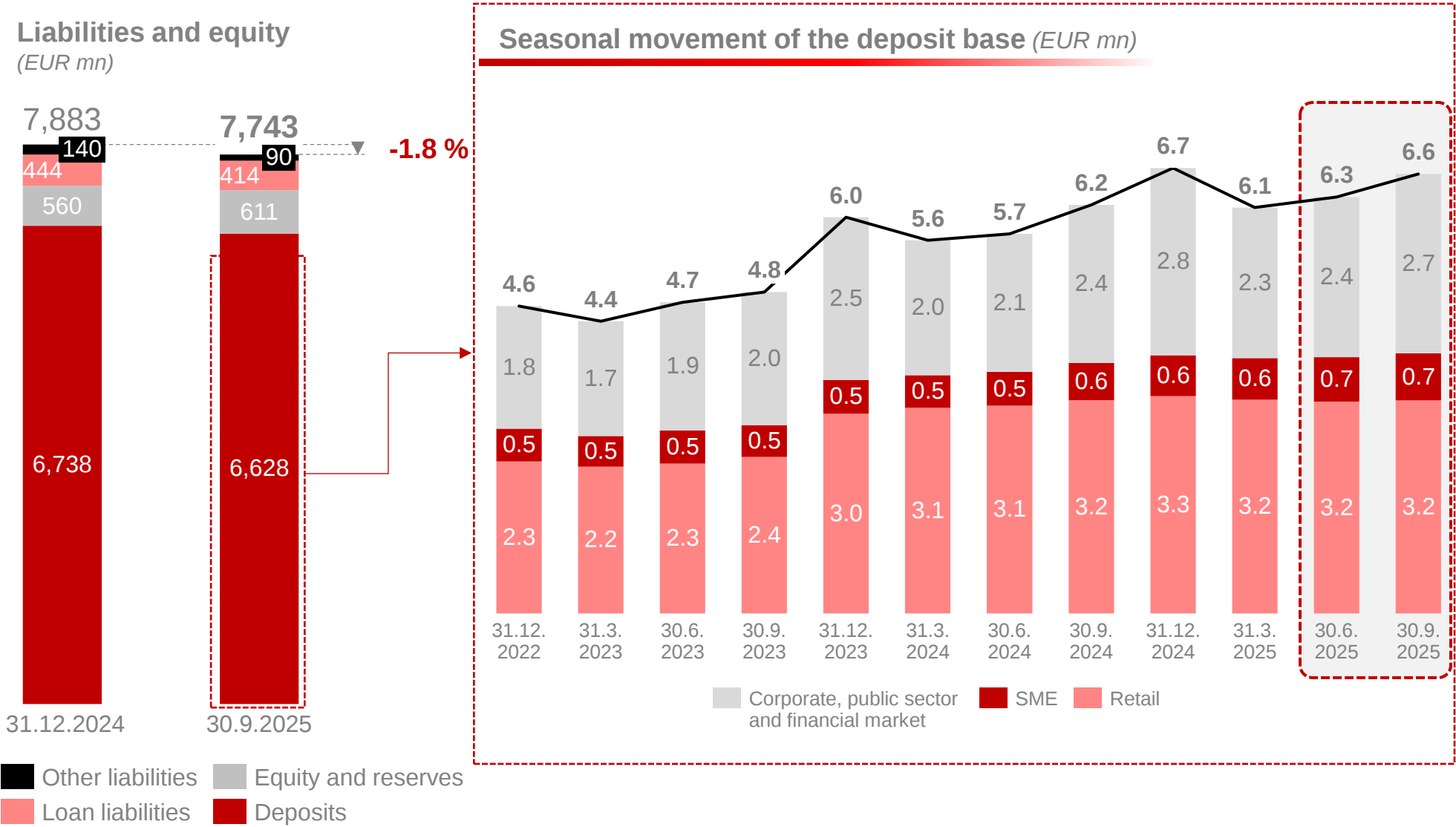
# Balance sheet transformation focused on yield and long term sustainability



In 2025, liquidity surplus is invested in low-risk bonds and treasury bills (mainly Republic of Croatia, Ministry of Finance) with higher average yields, mitigating the impact of declining ECB reference rates on liquid assets (as of 30 September 2025 = 2.0%).

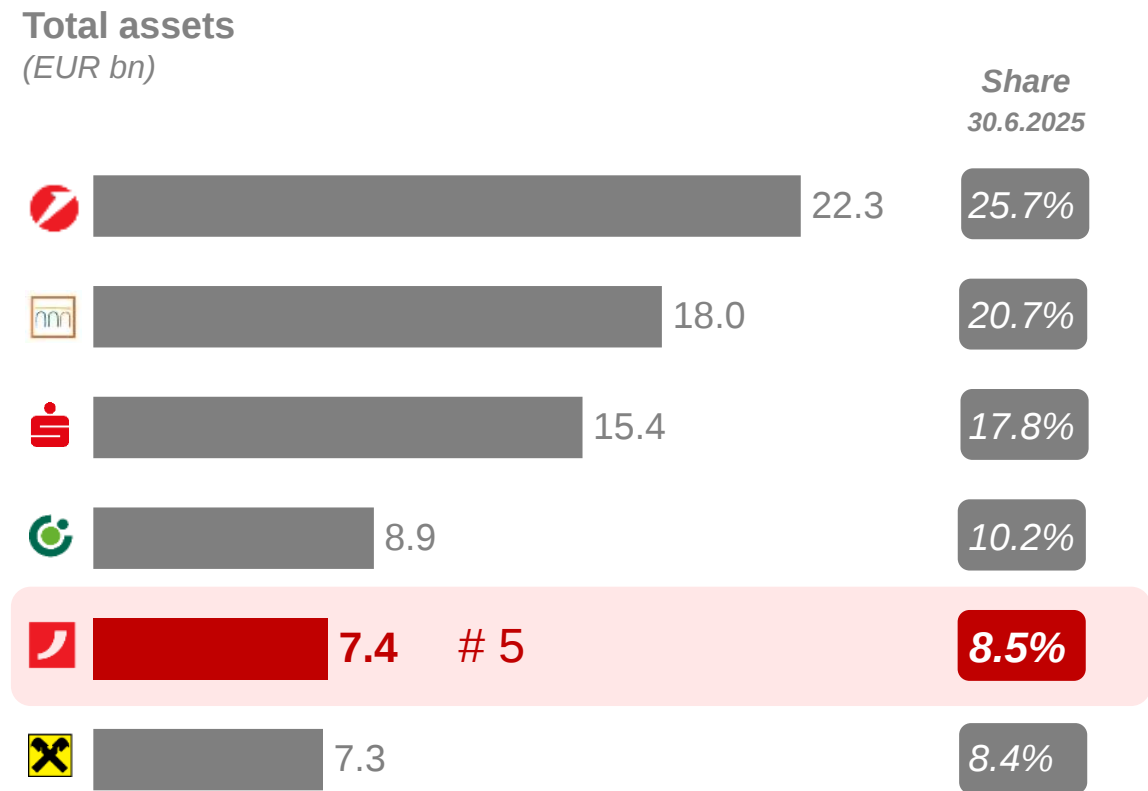
New lending more than doubled in 2025, aimed at yield optimisation.

# Deposit base development reflects client trust

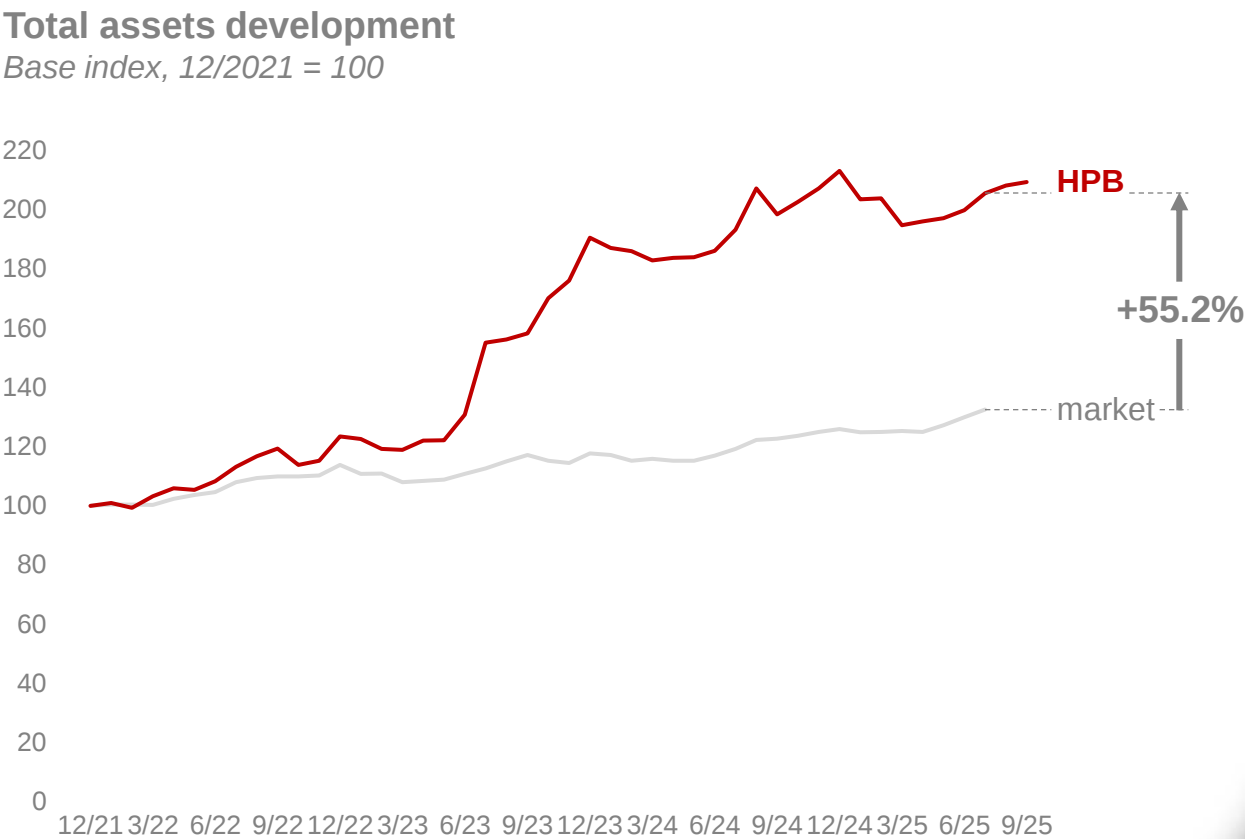


Following the expected seasonal decline in deposits at the beginning of the year, a strong increase was recorded in the third quarter of 2025, exceeding the Q3 2024 level. This growth confirms a stable deposit base, client confidence, and the resilience of the business model.

# Bank strategy focused on market share growth and strengthening HPB's position



➤ HPB in the **TOP 5** banks by total assets.





Executive  
Summary

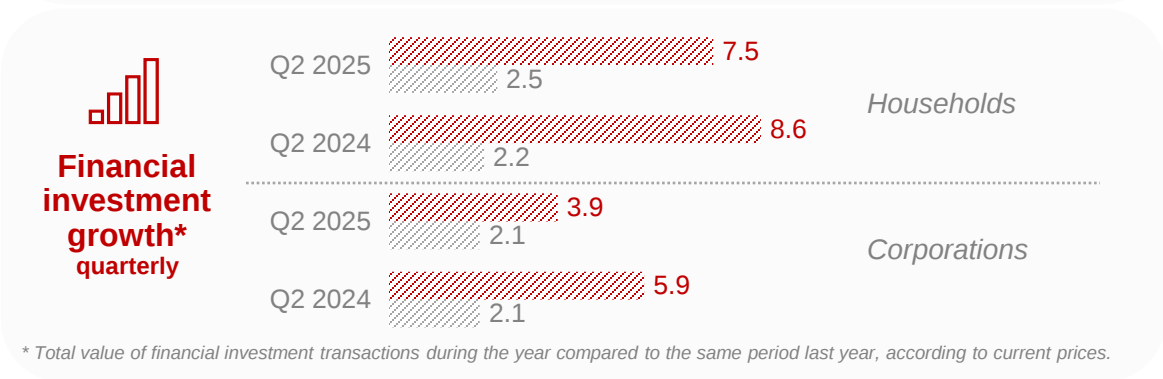
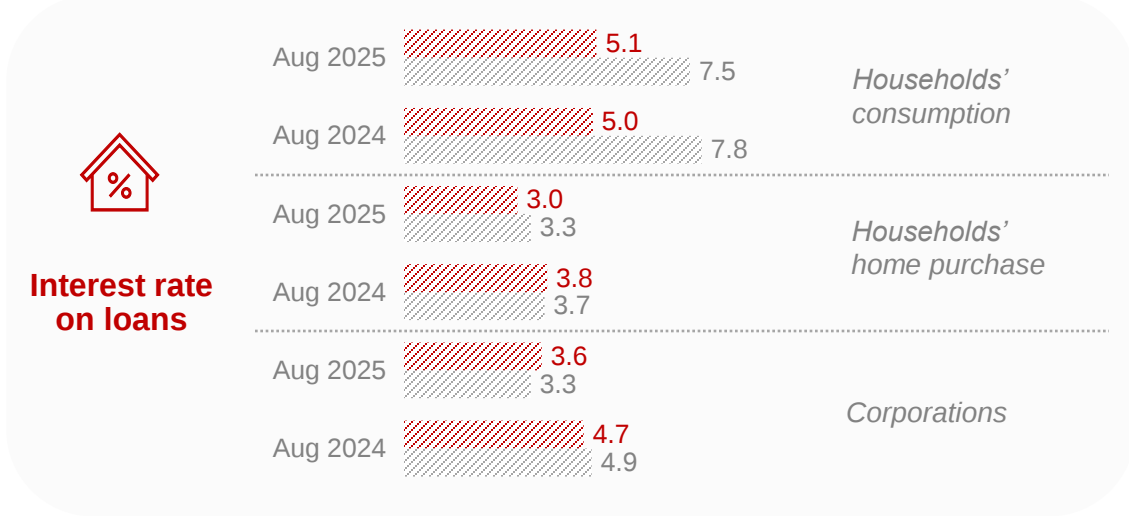
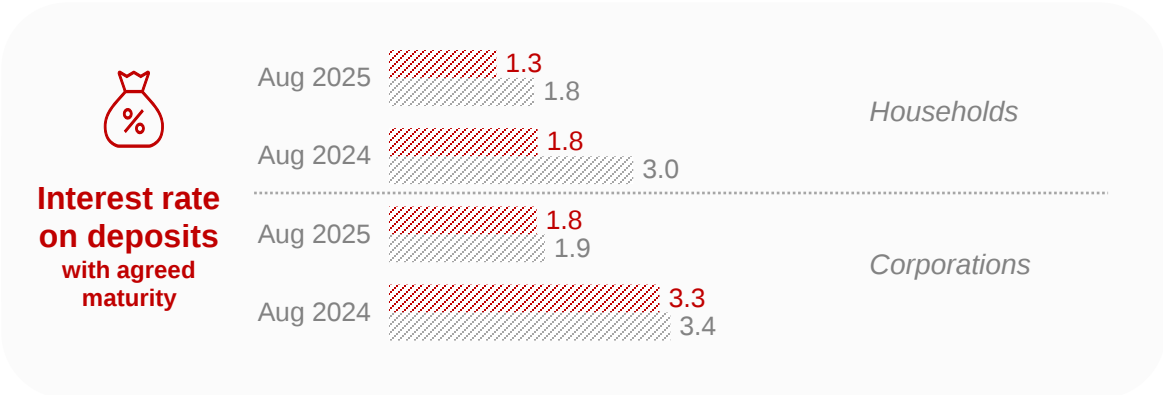
Macroeconomic  
Environment

Financials

Risk  
Management

Additional  
Information

# Macroeconomic indicators



 Croatia, %  Euro area, %



Executive  
Summary

Macroeconomic  
Environment

Financials

Risk  
Management

Additional  
Information

# After two consecutive record years, 2025 brings strategic balance sheet and revenue structure adjustment to ensure sustainable profitability

## Profit and loss account (EUR mn)

|                               | 9M 2024      | 9M 2025      | Y-o-Y         | Y-o-Y %       |
|-------------------------------|--------------|--------------|---------------|---------------|
| Net interest income           | 135.1        | 115.6        | (19.5)        | (14.5)        |
| Net fee and commission income | 26.9         | 28.1         | 1.2           | 4.4           |
| Net other income              | 5.2          | 6.0          | 0.8           | 14.5          |
| <b>Operating income</b>       | <b>167.2</b> | <b>149.6</b> | <b>(17.6)</b> | <b>(10.5)</b> |

|                           |               |               |            |            |
|---------------------------|---------------|---------------|------------|------------|
| Employee expenses         | (40.7)        | (43.0)        | 2.3        | 5.5        |
| Administrative expenses   | (31.7)        | (31.2)        | (0.5)      | (1.7)      |
| Depreciation              | (7.7)         | (7.8)         | 0.0        | 0.5        |
| <b>Operating expenses</b> | <b>(80.1)</b> | <b>(81.9)</b> | <b>1.7</b> | <b>2.2</b> |

|                         |             |             |               |               |
|-------------------------|-------------|-------------|---------------|---------------|
| <b>Operating profit</b> | <b>87.1</b> | <b>67.7</b> | <b>(19.3)</b> | <b>(22.2)</b> |
| Provisions              | (12.3)      | (5.1)       | (7.2)         | (58.8)        |
| Tax                     | (13.1)      | (11.3)      | (1.8)         | (13.9)        |
| <b>Profit after tax</b> | <b>61.7</b> | <b>51.4</b> | <b>(10.3)</b> | <b>(16.7)</b> |

Net interest income is lower by 14.5% compared to the same period in 2024, primarily due to halved interest rates on overnight deposits placed to central banks, which was partially neutralized by increase of lending activities and higher income from securities, hence the **downward trend in interest income stopped in the current quarter**.

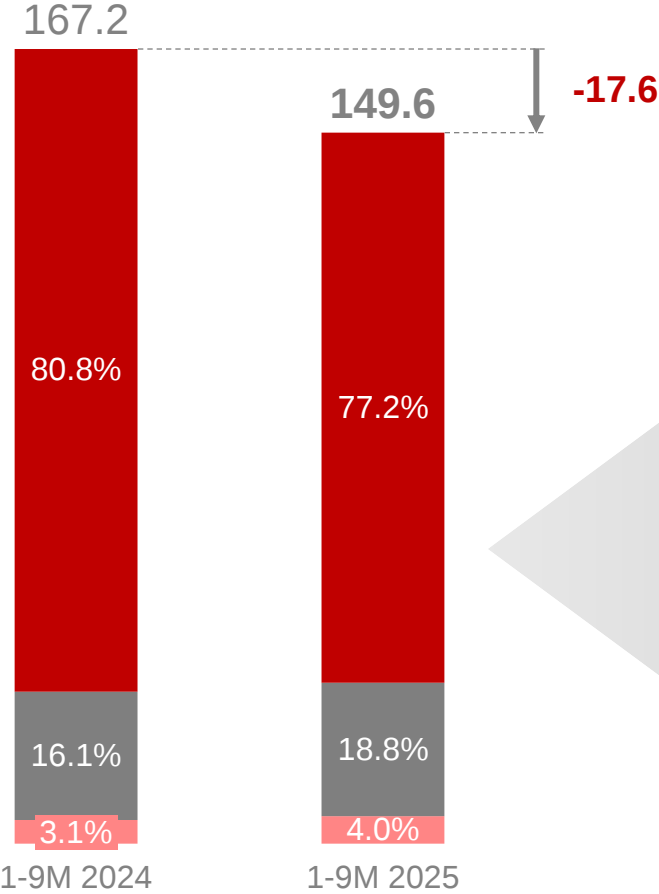
Net fee and commission income continued its growth trend due to higher volume and number of transactions which was induced by increased client activity in accordance with macroeconomic trends.

Efficient management of administrative expenses resulted in savings that were invested in employees to ease the burden of inflation, enhancing employee motivation and competitiveness while laying the groundwork for digital transformation program.

The growth of lending activity is accompanied by prudent provisioning. Provisions for the performing portfolio in 2025 were influenced by increased loan volume, as well as investments in Croatian government securities. Bank recorded higher modification costs due to refinancing part of loan portfolio. In the non-performing loan portfolio, income was generated in the first nine months of 2025 due to positive effects of collection activities which surpassed negative effects of new NPL entries.

# Increase in net fee income with stabilisation of net interest income

Operating income  
(EUR mn)

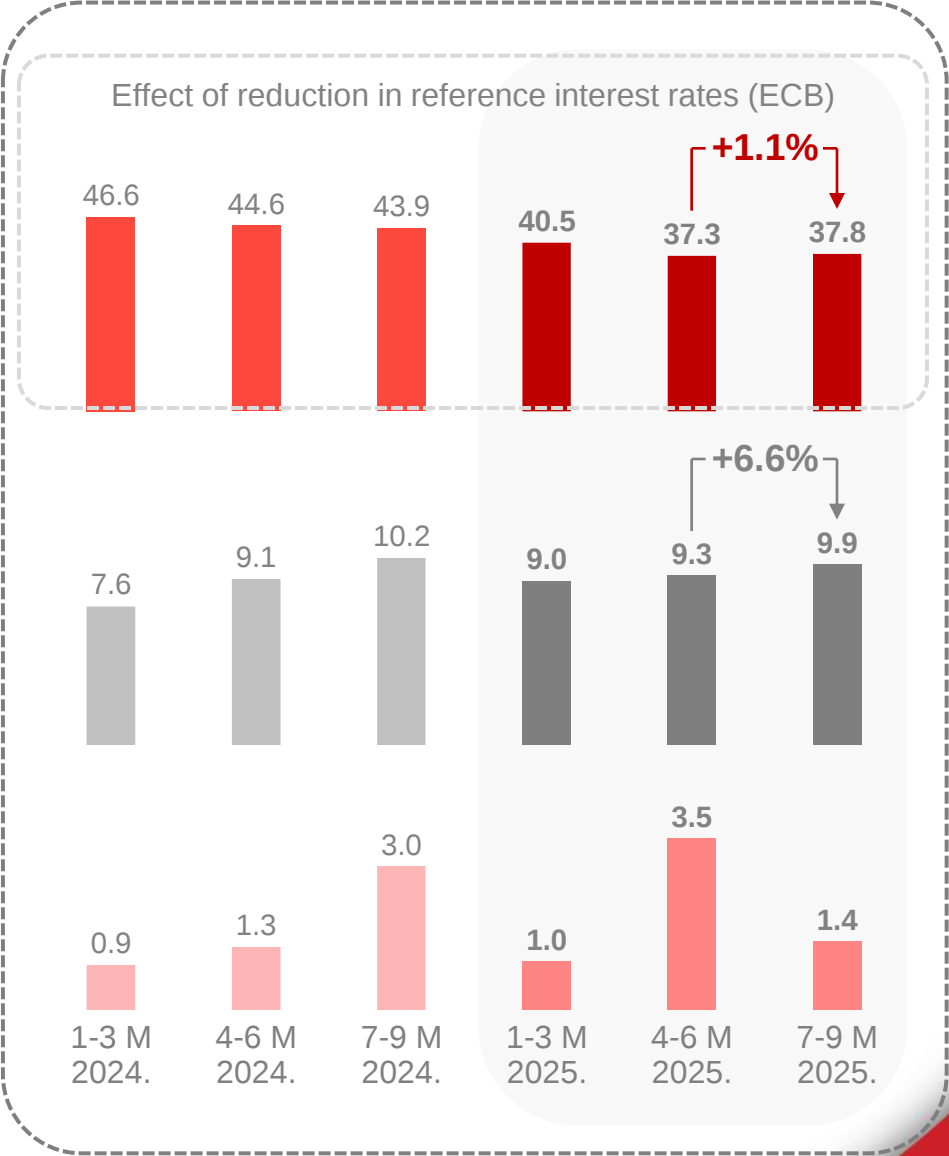


- Net interest income **-14.5%** (Y-o-Y)
- Net fee and commission income **+4.4%** (Y-o-Y)
- Net other income **+14.5%** (Y-o-Y)

Net interest income

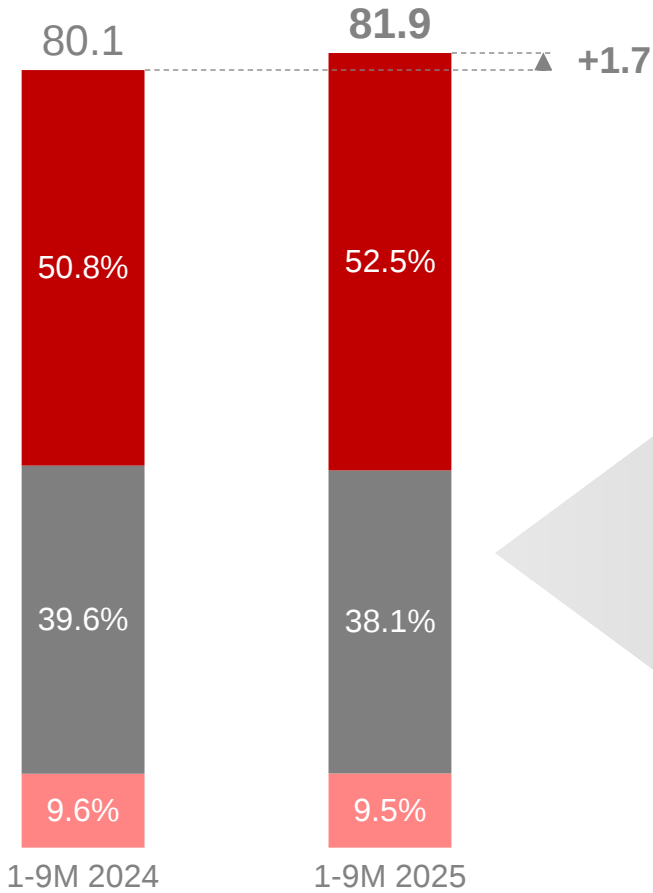
Net fee and commission income

Net other income



# Controlled expenses growth despite strong investments in IT, processes, employees and digital transformation

Operating expenses  
(EUR mn)

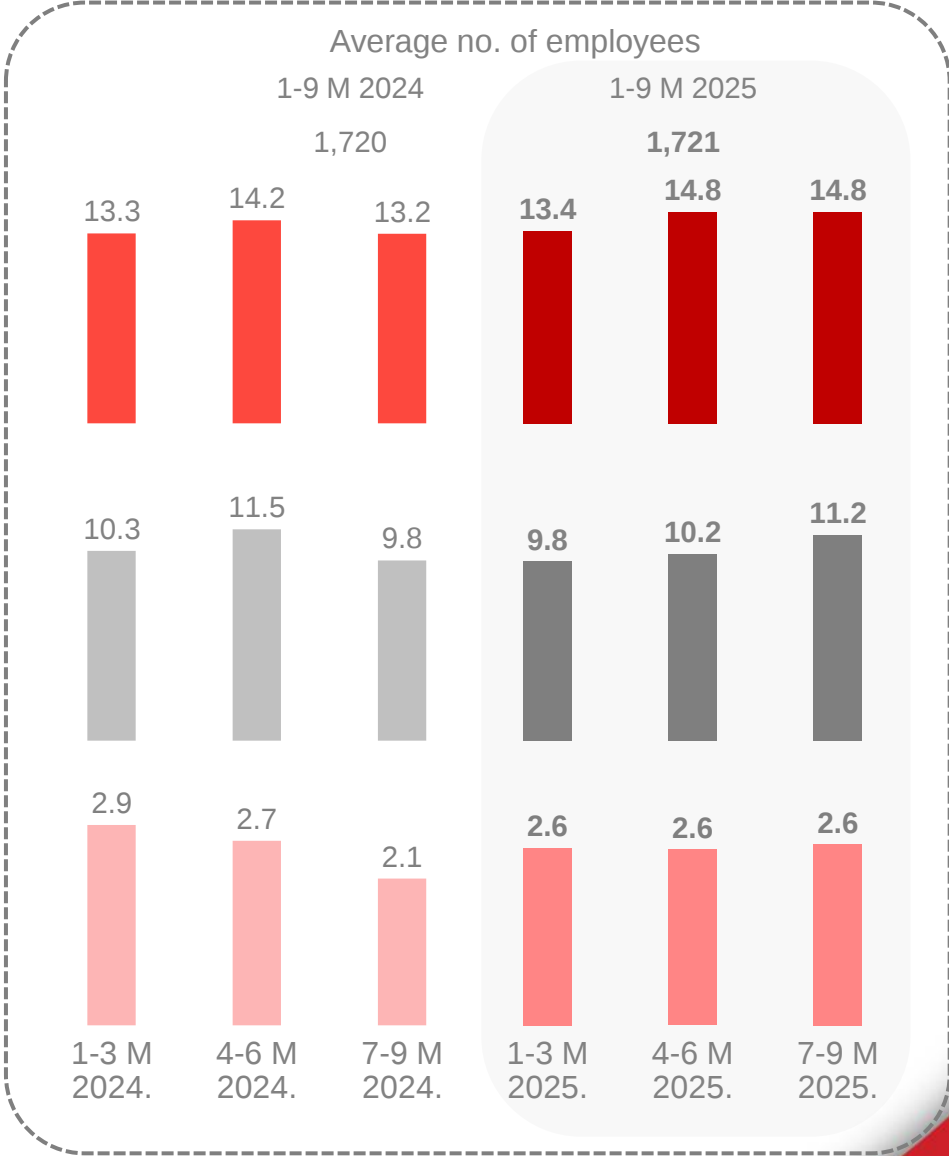


- Employee expenses **+5.5%** (Y-o-Y)
- Administrative expenses **-1.7%** (Y-o-Y)
- Depreciation **+0.5%** (Y-o-Y)

Employee expenses

Administrative expenses

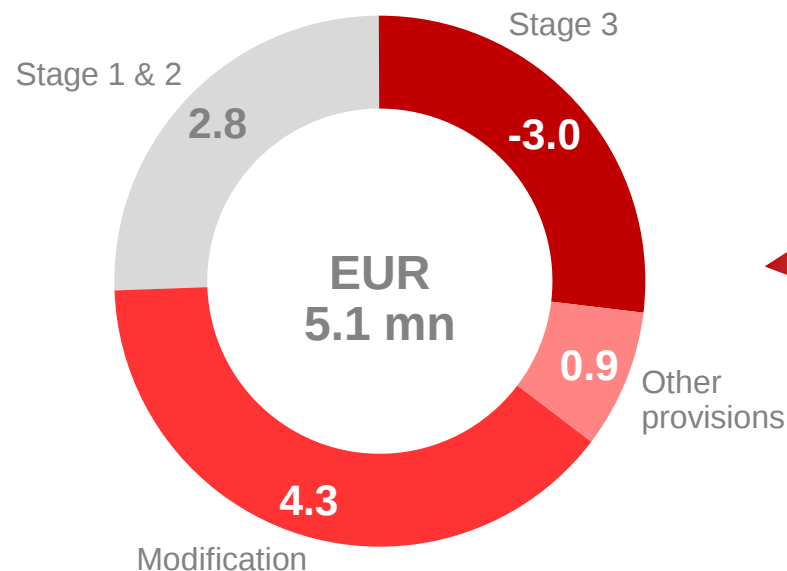
Depreciation



# Stabile quality of loan portfolio with stronger lending activity

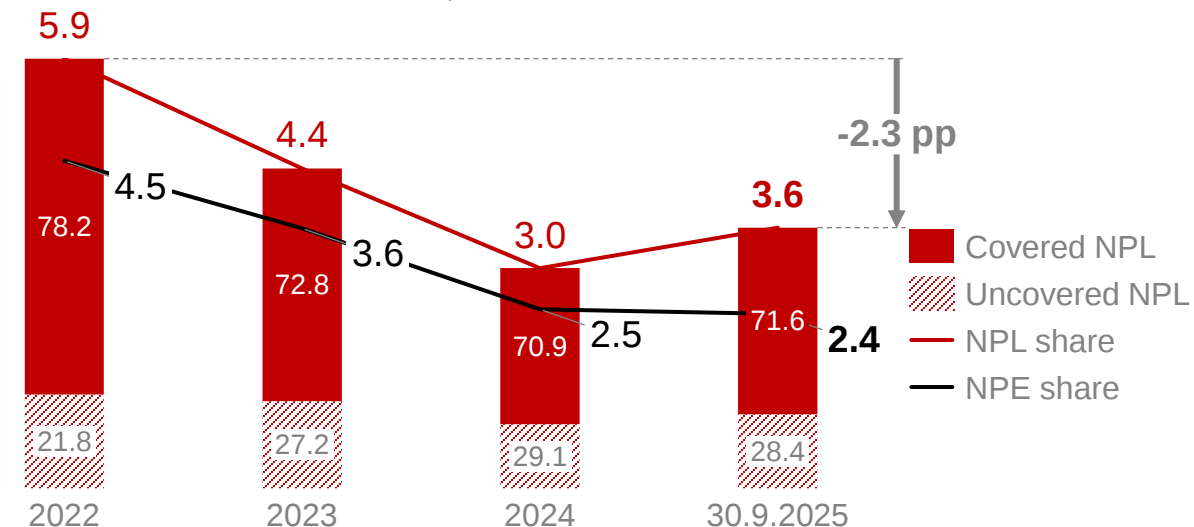
## Structure of provisions

30.9.2025



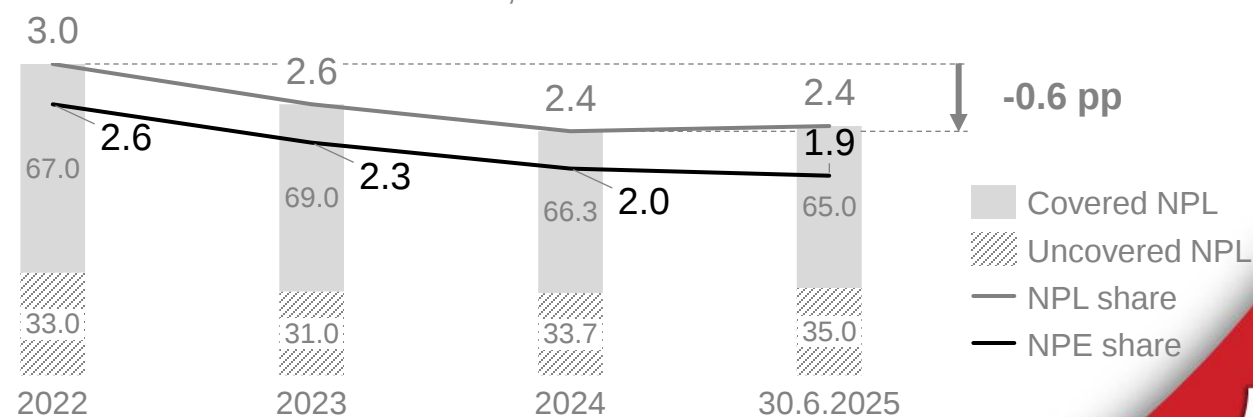
- One-off provision expenses increase in performing portfolio (Stage 1&2 „possible” losses for clients with regular payments of their liabilities to Bank) due to the loan volume growth across all business segments.
- During 2025, income from reversal of provisions for NPL loans (Stage 3) amounted EUR 3.0 mn due to significant positive collection effects and volumes, while entry of new loans in NPL portfolio was insignificant.
- Accounting effect of cash flow modification for refinanced loans increased in accordance with volume growth but this cost will be amortised over the remaining life of loans.
- NPL share in 2025 under the influence of balance sheet transformation (redistribution of liquid assets into bonds) with coverage of non-performing loans constantly above the average level for credit institutions in Croatia.

## HPB - NPL and NPE ratio, %



Source: FINREP regulatory report

## Market - NPL and NPE ratio, %



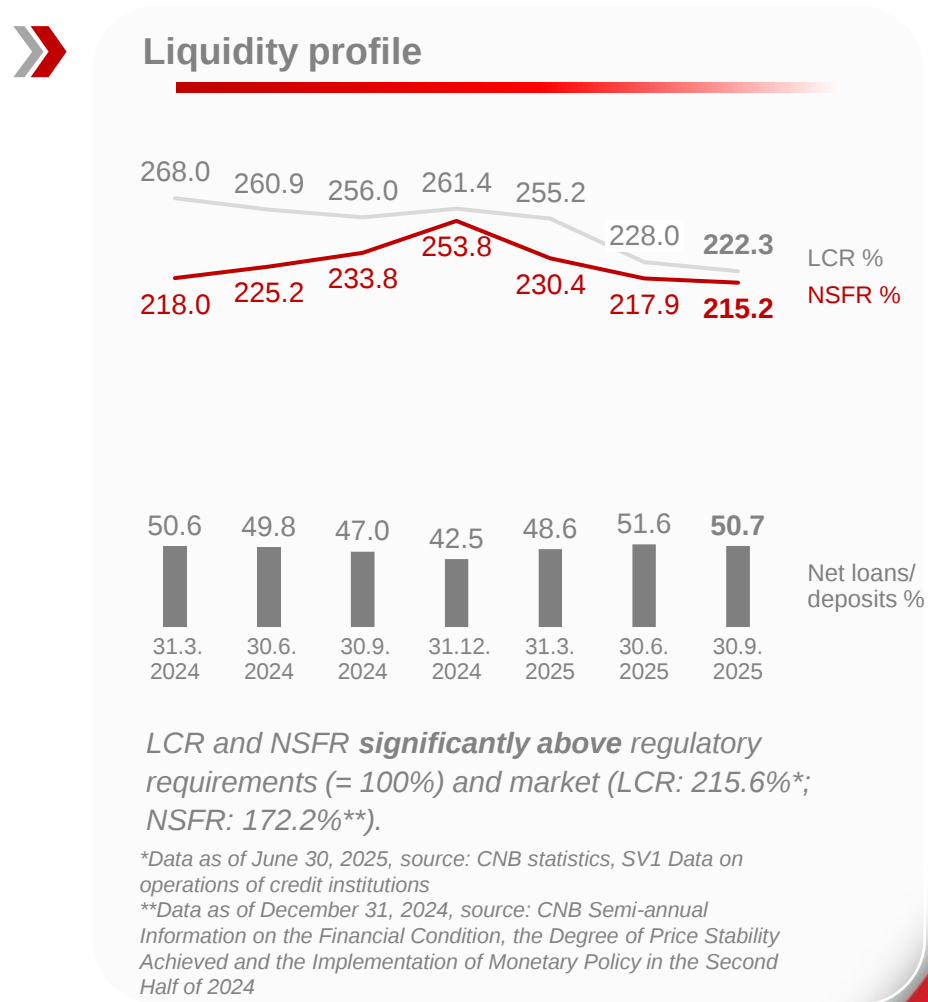
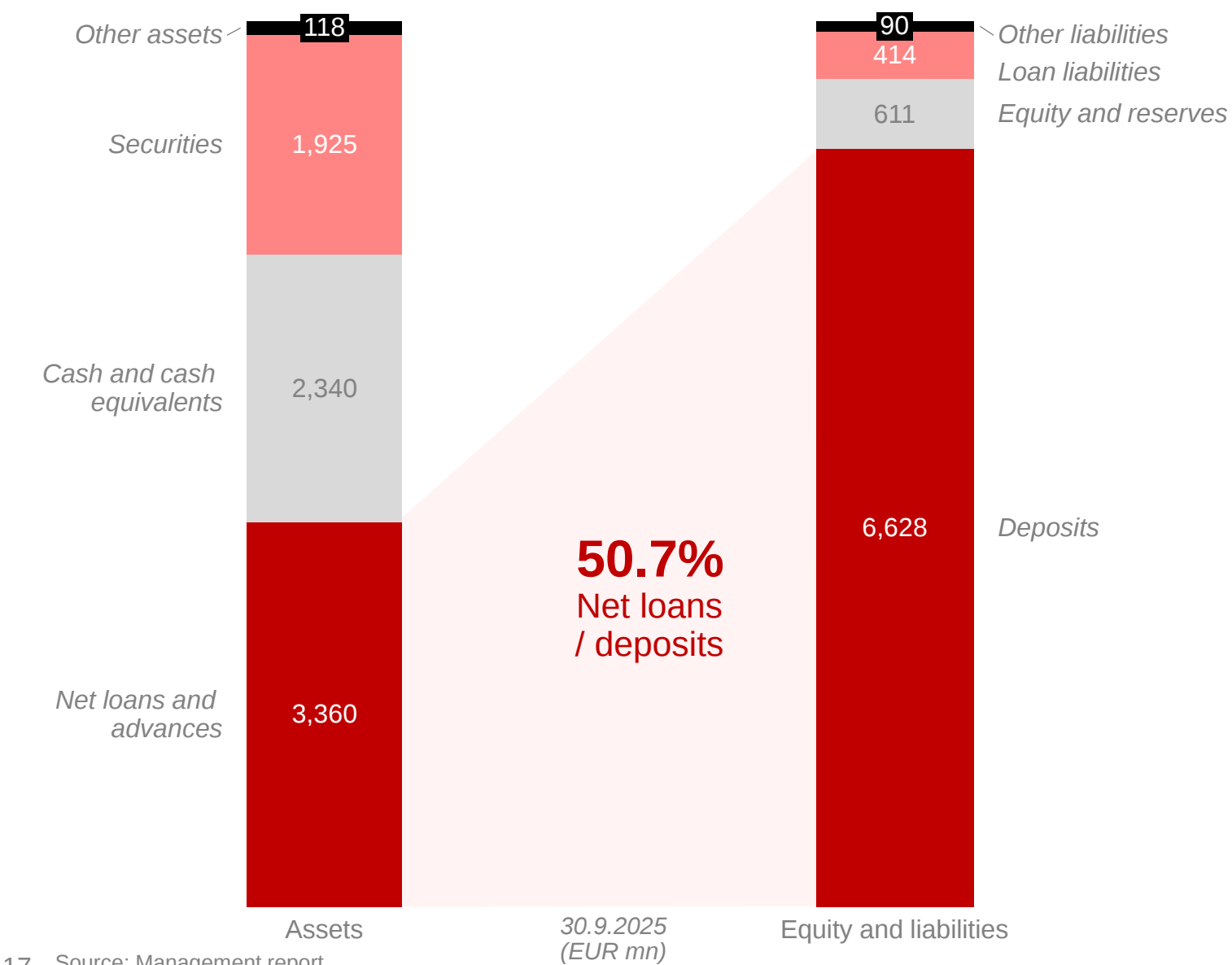
Source: CNB statistics, SV2 Selected indicators of the structure, concentration and operations of credit institutions

# Structural balance sheet transformation focused on yield and long term sustainability

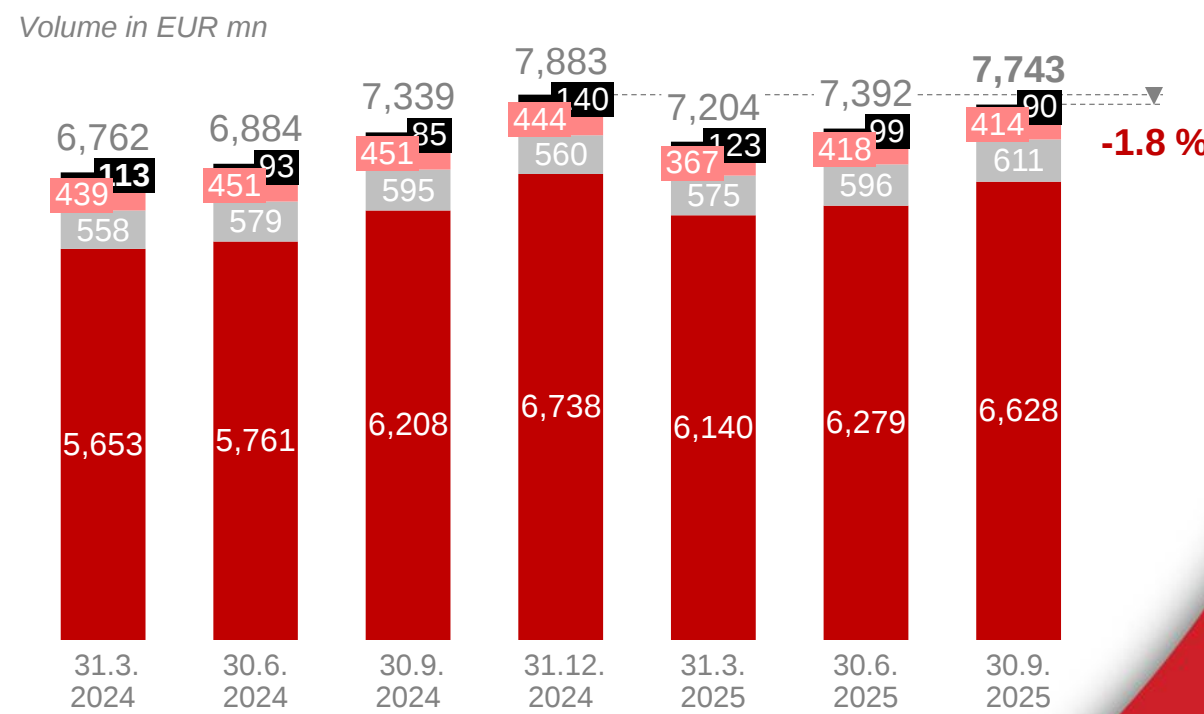
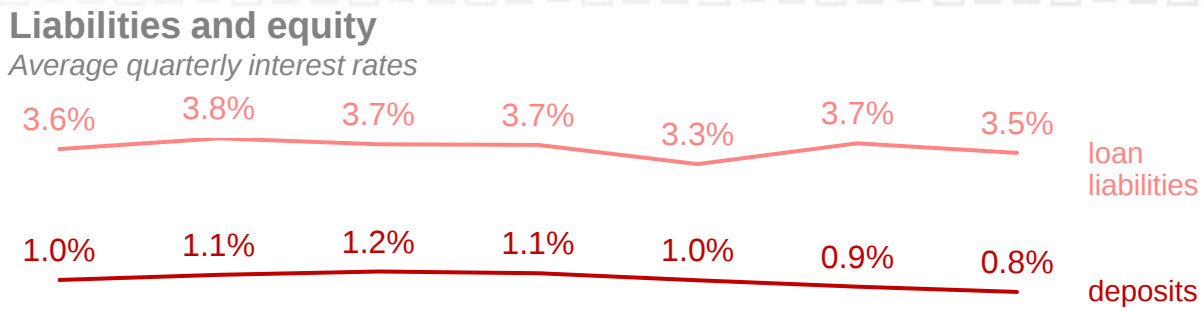
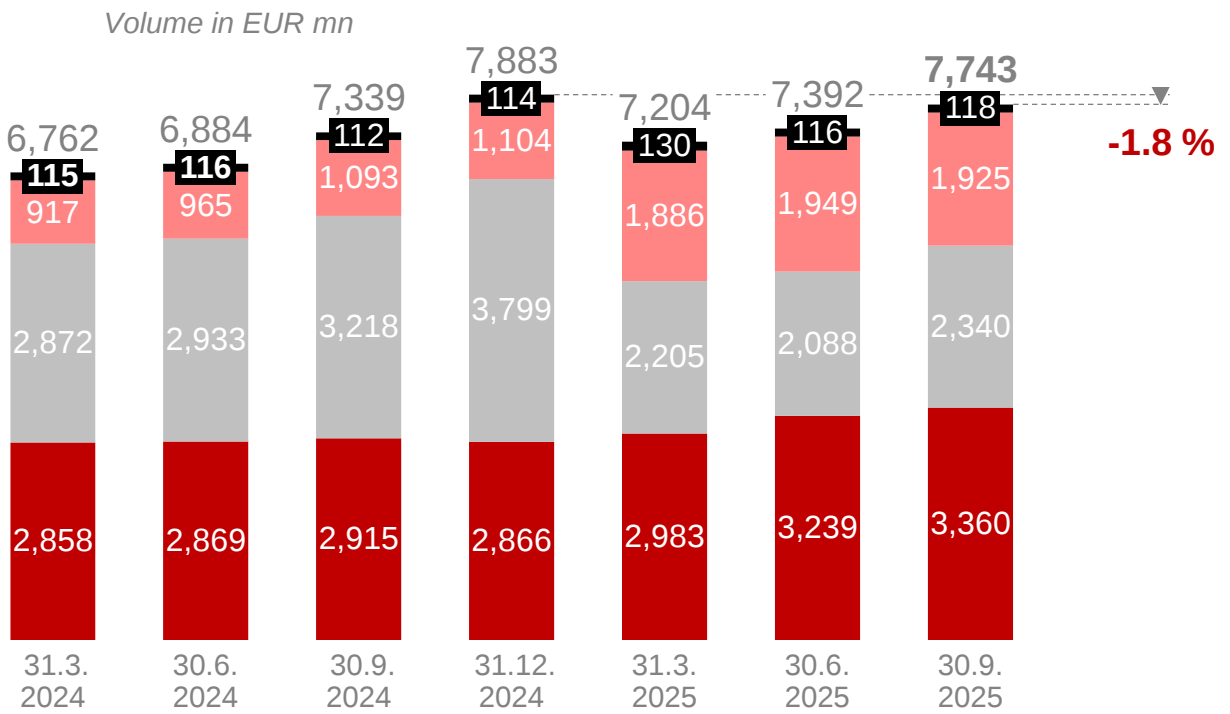
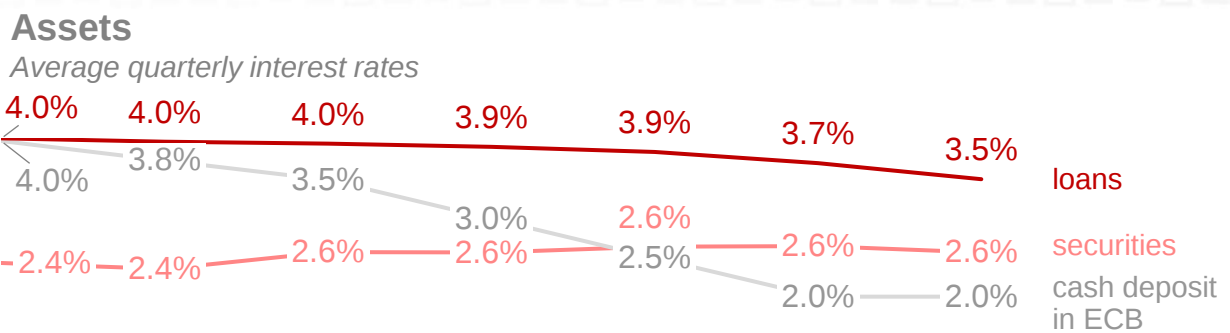
| Balance sheet (EUR mn)           | 31.12.2024   | 30.9.2025    | YTD          | YTD %        |
|----------------------------------|--------------|--------------|--------------|--------------|
| Cash and cash equivalents        | 3,799        | 2,340        | (1,459)      | (38.4)       |
| Securities and other instruments | 1,104        | 1,925        | 821          | 74.4         |
| Net loans and advances           | 2,866        | 3,360        | 495          | 17.3         |
| Other assets                     | 114          | 118          | 4            | 3.4          |
| <b>Total assets</b>              | <b>7,883</b> | <b>7,743</b> | <b>(140)</b> | <b>(1.8)</b> |
| Deposits                         | 6,738        | 6,628        | (110)        | (1.6)        |
| Loan liabilities                 | 444          | 414          | (30)         | (6.7)        |
| Other liabilities                | 140          | 90           | (51)         | (36.2)       |
| <b>Total liabilities</b>         | <b>7,323</b> | <b>7,132</b> | <b>(191)</b> | <b>(2.6)</b> |
| <b>Total equity and reserves</b> | <b>560</b>   | <b>611</b>   | <b>52</b>    | <b>9.2</b>   |

- HPB finished 2024 with an exceptionally high liquidity surplus due to inflows on corporate client's accounts at the year-end. Consequently, seasonal outflow of received deposits was more pronounced at the beginning of 2025 than in previous years resulting with stronger decrease of liquid assets at the beginning of year. Later, during the year, liquidity surpluses were invested in Croatian government securities and loans with strong cross-selling potential to optimise interest income with low risk in a declining interest rate environment and to diversify income sources.
- Strong contribution of HPB Super stambeni kredit towards growth of loan portfolio, with HPB's share in new lending in first 8 months of 2025 amounting to 13.8%\*.
- Although level of received deposits is still slightly lower than at the end of 2024 (-1.6%), outflows from beginning of the year have been almost completely neutralised by growth in the second quarter (+2.3%) and especially in the current quarter (+5.5%).

# Balance sheet structure that reflects strategic focus on market share growth



# 2025 marked by the balance sheet transformation to optimise yield



- Other assets

Cash and cash equivalents

Securities

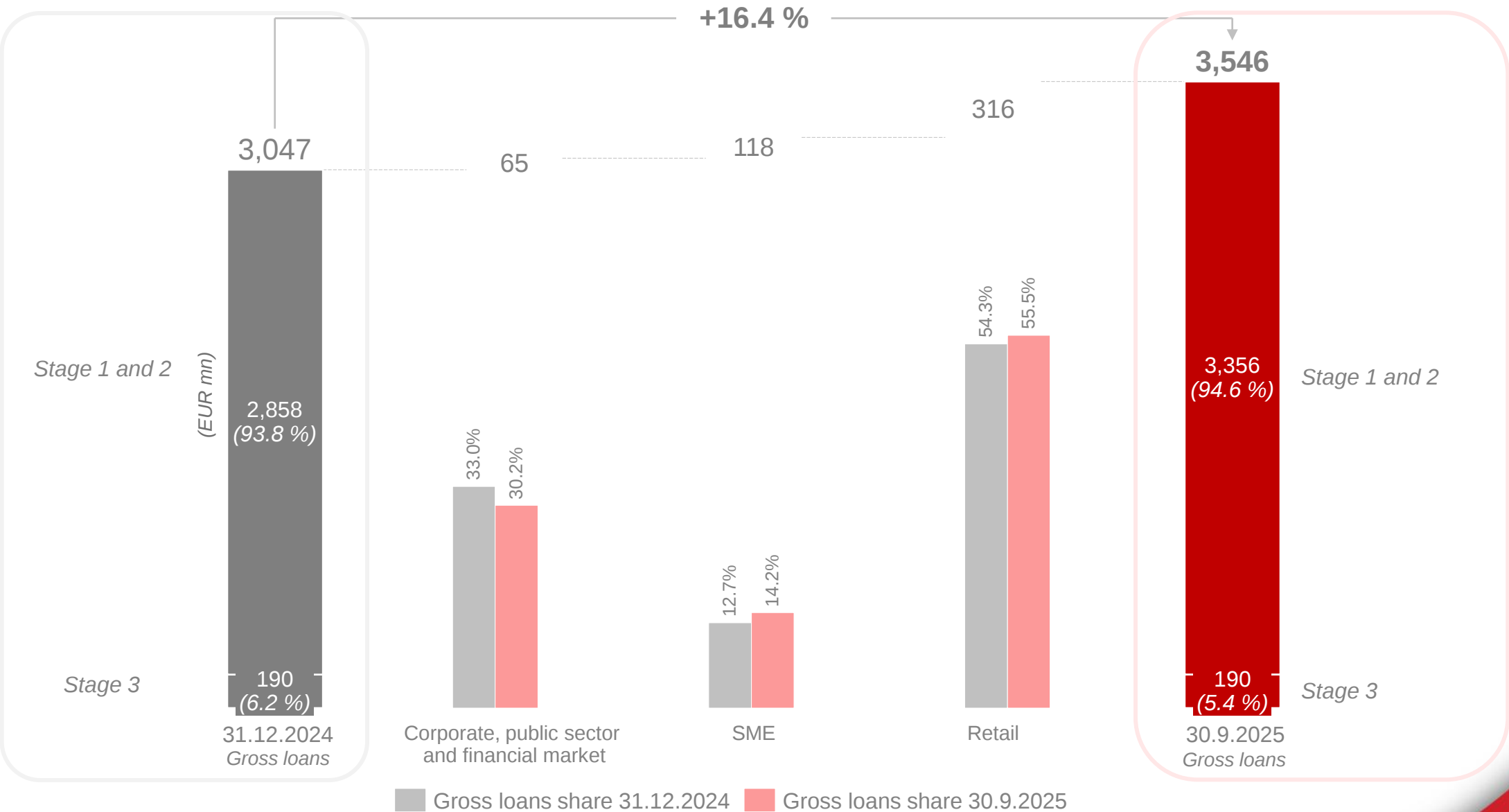
Net loans and advances
- Other liabilities

Equity and reserves

Loan liabilities

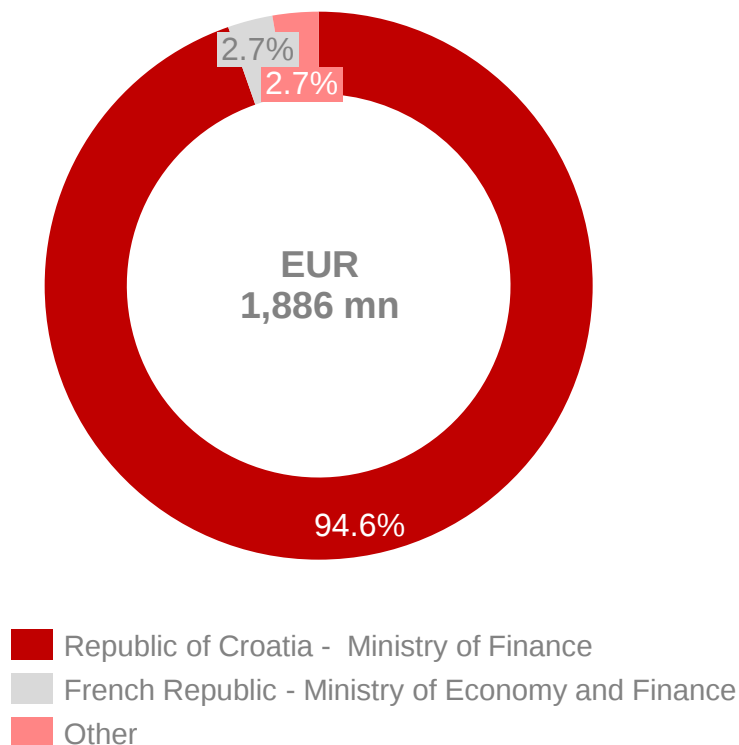
Deposits

# Lending expansion with improved portfolio quality

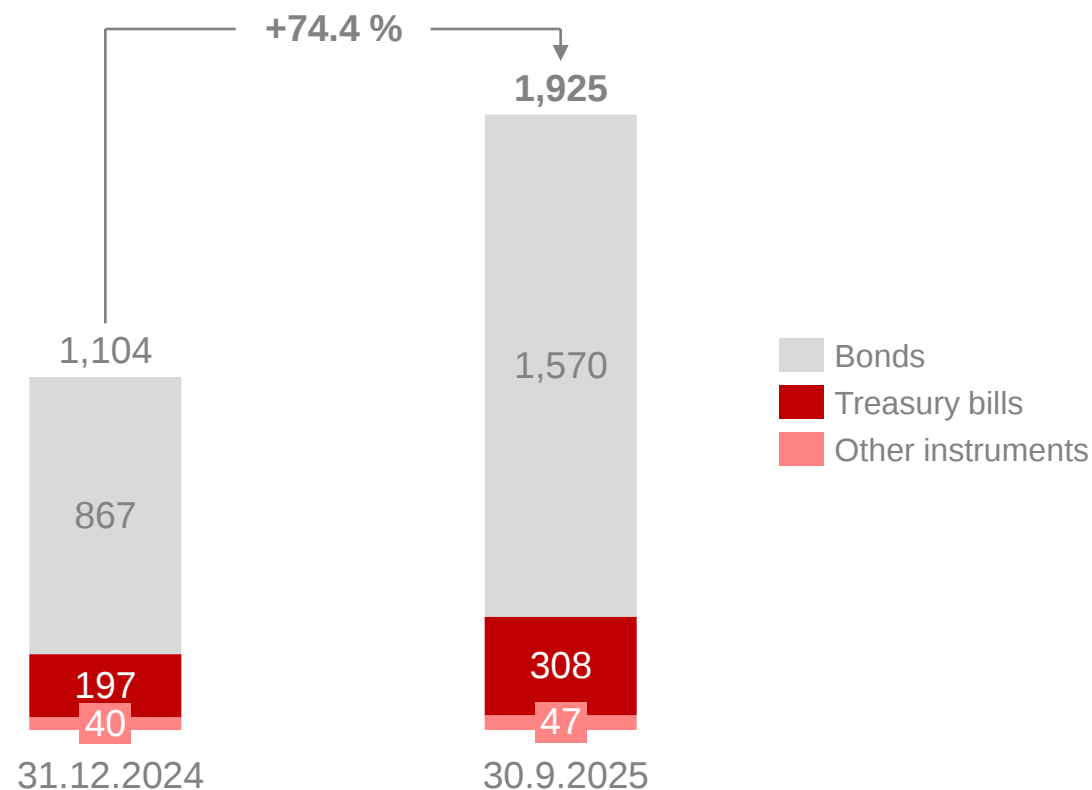


# Focus on stable yield with low-risk investments

Securities\* by issuer



Movement of securities and other instruments



\*Securities are presented in nominal amount as of September 30, 2025



The securities portfolio consists of 83.5% bonds, with government bonds covering 80.8% of the total portfolio as the most significant investment.



Executive  
Summary

Macroeconomic  
Environment

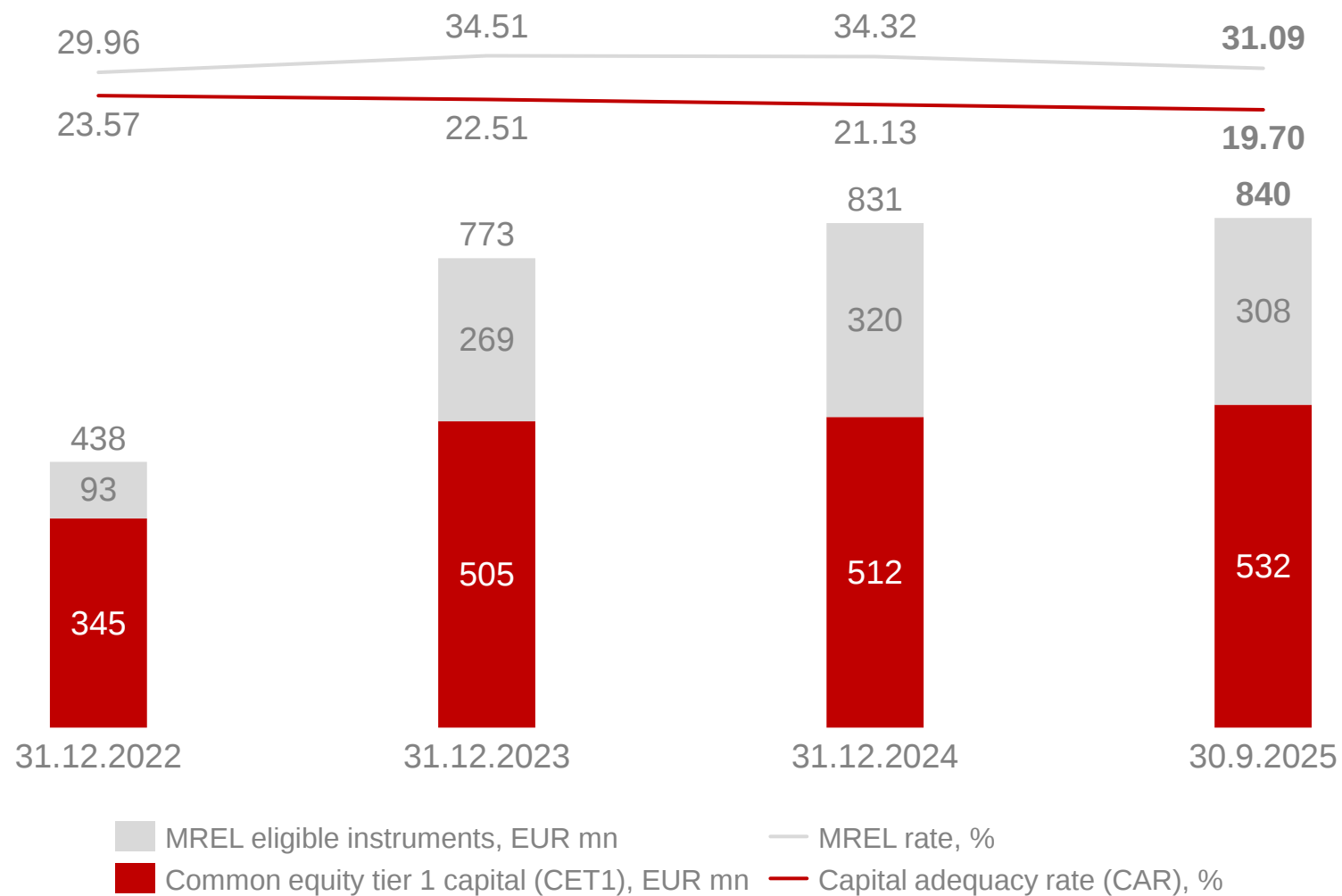
Financials

Risk  
Management

Additional  
Information

# Stable capital framework

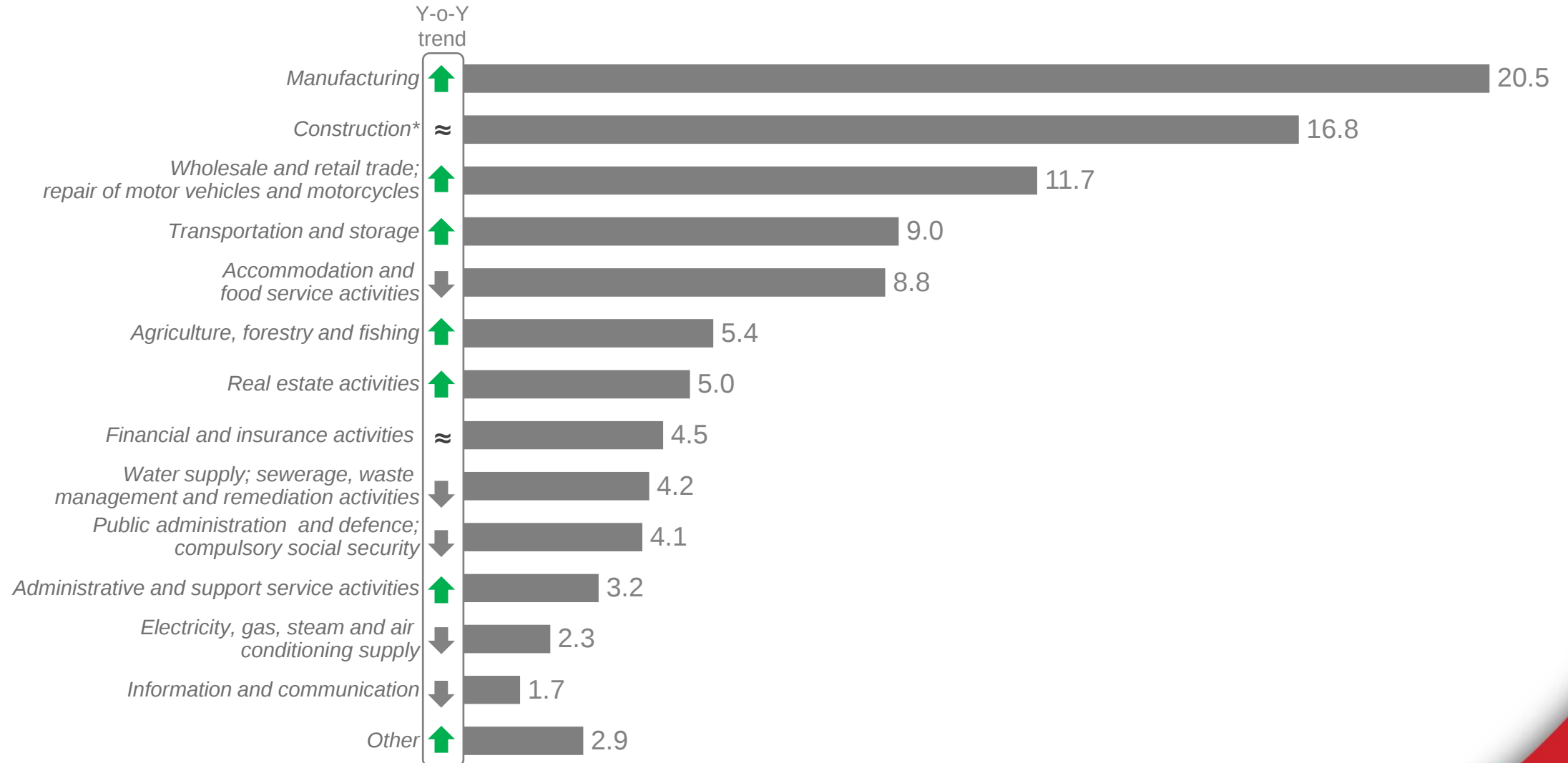
Regulatory capital and MREL eligible instruments development



# Stability of the credit portfolio through sectoral diversification

## Corporate gross loans structure per industry, %

30.9.2025



\* Hrvatske autoceste are included in construction industry, with a share of 49.18% of the total exposure to that industry



Executive  
Summary

Macroeconomic  
Environment

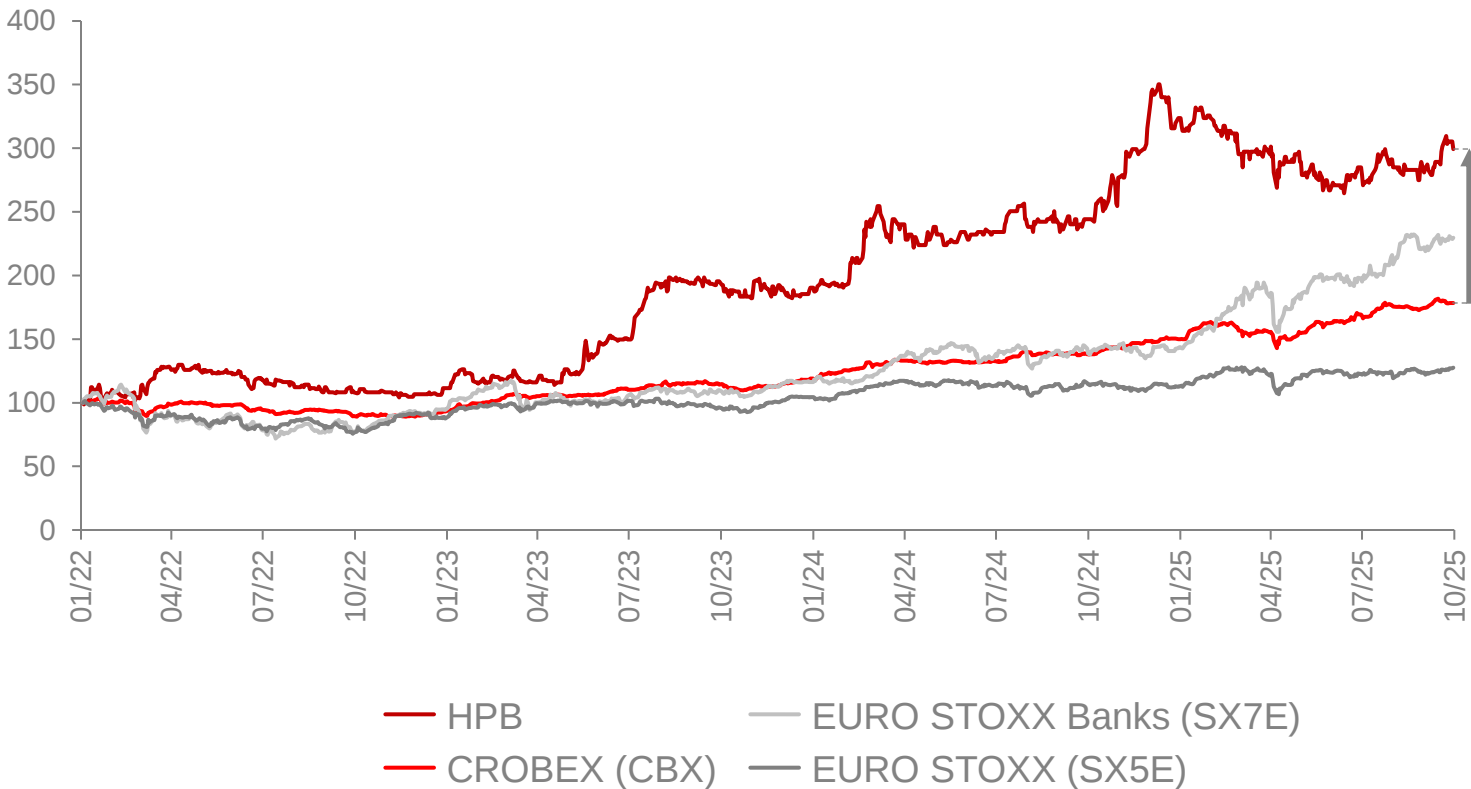
Financials

Risk  
Management

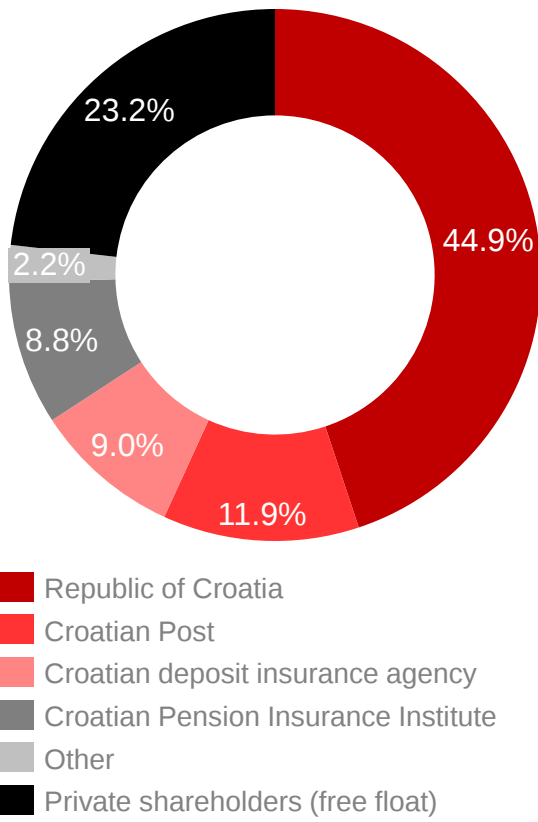
Additional  
Information

# HPB share still above relevant market indices

HPB share price movement index and CROBEX, EURO STOXX and EURO STOXX Banks indices



Ownership structure  
30.9.2025



For the second year in a row and for the third time in its history, HPB pays out a dividend. In 2024, a EUR 23.90 dividend was voted in two equal parts of EUR 11.95. The first part was paid on January 7, 2025, the second on June 26, 2025.

# Sustainability – Q3 2025

## Sustainability as a Core Pillar of Responsible Development

- ☑ Sustainability is one of the fundamental pillars of HPB Group business model development
- ☑ Our mission is creating conditions for a better life in Croatia
- ☑ Continuous improvement of HPB Group ESG Policy which defines our sustainability principles and a way to manage sustainability topics
- ☑ Focus in aligning business practices with regulatory framework
- ☑ HPB Group Climate Strategy and Transition Plan sets ambitious plans and goals to achieve carbon neutrality by 2050
- ☑ HPB Group operates in full compliance with the ISO 26000:2020 international standard for social responsibility

## Activities in third quarter 2025

### Collection of sustainability data from our clients



- ☑ Data collection via a national ESG questionnaire containing around 250 questions, depending on the client's economic activity
- ☑ Second calling and educational campaign implemented for the target group – clients with more than 500 employees (44 clients)
- ☑ 30% client response
- ☑ 92,3% ESG questionnaires rated as Acceptable (highest score)

### New goals set in Climate Strategy



- ☑ Two new metrics introduced that cover the impact of environmental risks on individuals and businesses across three time horizons:
  - low income share in general purpose cash loans
  - corporate banking exposures with significant environmental risk

### Own business energy efficiency



- ☑ Pilot project launched in May 2025, in three locations: Bank's headquarters, Center Maksimirska and Regional center Šibenik
- ☑ The goal is to increase energy efficiency by establishing a system for monitoring and controlling heating, cooling, lighting and electrical devices
- ☑ Further reduce energy consumption for 3-5% through employee education

## Our Focus in 2025

### New initiatives



- ☑ New environmental sustainability related initiatives:
  - ❖ developing sustainable products
  - ❖ managing greenhouse gas emissions
- ☑ New social sustainability related initiatives:
  - ❖ improving processes in the human resources management
- ☑ Integration of the ESG questionnaire for our suppliers:
  - ❖ determining the supplier ESG score
- ☑ Conduct of educational programme for our clients:
  - ❖ application of EU Taxonomy
  - ❖ sustainability reporting requirements

## Awards and Recognitions



- ☑ HPB Super štednja - Best Buy product according to customers
- ☑ #BeCROactive - award in the Workplace category
- ☑ Company Friendly to Health – certificate valid for five-years
- ☑ Employer Partner Certificate - certificate for excellence human resource management practices

# Abbreviations

| Abbreviation   | Definition                                                 |
|----------------|------------------------------------------------------------|
| CAR            | Capital Adequacy Ratio                                     |
| CET 1          | Common Equity Tier 1                                       |
| CNB            | Croatian National Bank                                     |
| CROBEX         | Croatian Benchmark Stock Exchange Index                    |
| ECB            | European Central Bank                                      |
| ESG            | Environmental, Social and Governance                       |
| GDP            | Gross Domestic Product                                     |
| HICP           | Harmonised index of consumer prices                        |
| HPB            | Hrvatska poštanska banka                                   |
| ISIN           | International Securities Identification Number             |
| LCR            | Liquidity Coverage Ratio                                   |
| MREL           | Minimum Requirement for Own Funds and Eligible Liabilities |
| NPE            | Non Performing Exposures                                   |
| NSFR           | Net Stable Funding Ratio                                   |
| Q              | Quarter                                                    |
| RWA            | Risk-Weighted Assets                                       |
| Stage 1 and 2  | Performing Loans                                           |
| Stage 3 or NPL | Non-Performing Loans                                       |
| Y-o-Y          | Year-over-Year                                             |
| YTD            | Year to Date                                               |
| ZSE            | Zagreb Stock Exchange                                      |
| 9M             | Nine-month period                                          |

# Indices calculation

| Indicator                       | Calculation                                                                                       |
|---------------------------------|---------------------------------------------------------------------------------------------------|
| Liquidity coverage ratio (LCR)  | The ratio of liquid assets to net liquidity outflow                                               |
| NPE ratio                       | Ratio of non-performing exposures to total loans                                                  |
| NPL coverage                    | Ratio of accumulated impairments for non-performing loans to total non-performing loans           |
| NPL ratio                       | Ratio of non-performing loans to total loans                                                      |
| Net stable funding ratio (NSFR) | Ratio of the available amount of stable funding relative to the required amount of stable funding |
| Loan to deposit ratio           | Ratio of net loans to deposits as of the reporting date                                           |
| Common Equity Tier 1 (CET 1)    | Common Equity Tier 1 (CET1) capital to risk-weighted assets (RWA) ratio                           |



HRVATSKA POŠTANSKA BANKA

*We are creating conditions for a better life in Croatia.*

**HEADQUARTER**

Address: Jurišićeva ulica 4  
HR-10000 Zagreb

Telephones: 072 472 472  
0800 472 472  
+385 1 4805 057

Fax: +385 1 4810 773

E-mail: [hpb@hpb.hr](mailto:hpb@hpb.hr)



[HPB](#)



[HPB LinkedIn](#)