



**HPB**

HRVATSKA POŠTANSKA BANKA

**HPB d.d. 3M 2022**

Investor information



**HRVATSKA POŠTANSKA BANKA d.d.**

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

Zagreb, April 29<sup>th</sup>, 2022

No: F21-4/2022-TB

**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 March 31<sup>st</sup>, 2022.

**Hrvatska poštanska banka, p.l.c.**

# Limitation of liability

- The information and data contained in this presentation are intended to be general background information on Hrvatska poštanska banka p.l.c. (hereinafter referred to as the Bank or HPB) and its activities. It is supplied in summary form and therefore not necessarily complete. 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", "believes", "estimates", "predicts", "potential", or "continue" 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, no forward-looking statement can be guaranteed. Undue reliance should not be placed on these forward-looking statements. Many factors could cause our results of operations, financial condition, liquidity, and the development of the industries in which we compete, to differ materially from those expressed or implied by the forward-looking statements contained herein.
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- This presentation has been prepared and the data checked with the greatest possible care. Nonetheless, rounding, transmission, typesetting and printing errors cannot be ruled out. In the summing up of rounded amounts and percentages, rounding-off differences may occur.

# **1 Executive Summary**

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## 2 Macroeconomic environment

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# Successfully completed resolution of Sberbank d.d.



28 Feb 2022

ECB assessed and SRB decided Sberbank d.d. in Croatia is failing or likely to fail

Deterioration of Sberbank d.d. liquidity position

Deposit outflows as a result of the reputational impact of geopolitical tensions

28 Feb 2022

SRB applied a suspension of payments, enforcement and termination rights (moratoria) to Sberbank d.d.

Moratoria until 1 March 23:59:59

During the two-day moratoria, retail and corporate clients (depositors) were able to use a total of up to HRK 7,280 per day

1 Mar 2022

SRB in cooperation with CNB brought the decision on initiation the resolution proceedings of Sberbank d.d.

EC endorsed the resolution decision

Resolution is to be carried out by sale

2 Mar 2022

HPB becomes the new owner of Sberbank d.d.

SRB has accepted HPB's binding offer to purchase a 100% ownership stake in Sberbank d.d.

CNB passed a Decision on issuing prior consent to HPB for direct acquisition of a qualifying holding in Sberbank dd

14 Apr 2022

Council of the Croatian National Bank issued a decision on ending the resolution procedure of Sberbank d.d. - u sanaciji on 13 Apr 2022 at 23:59:59, , whereby HPB takes control of the business from 14 Apr 2022

The CNB confirmed the appointment of new members of the Management Board and Supervisory Board of Nova hrvatska banka d.d.

Bank's acquisition was realized in a short time since HPB team continuously analyze competitors and potential market opportunities

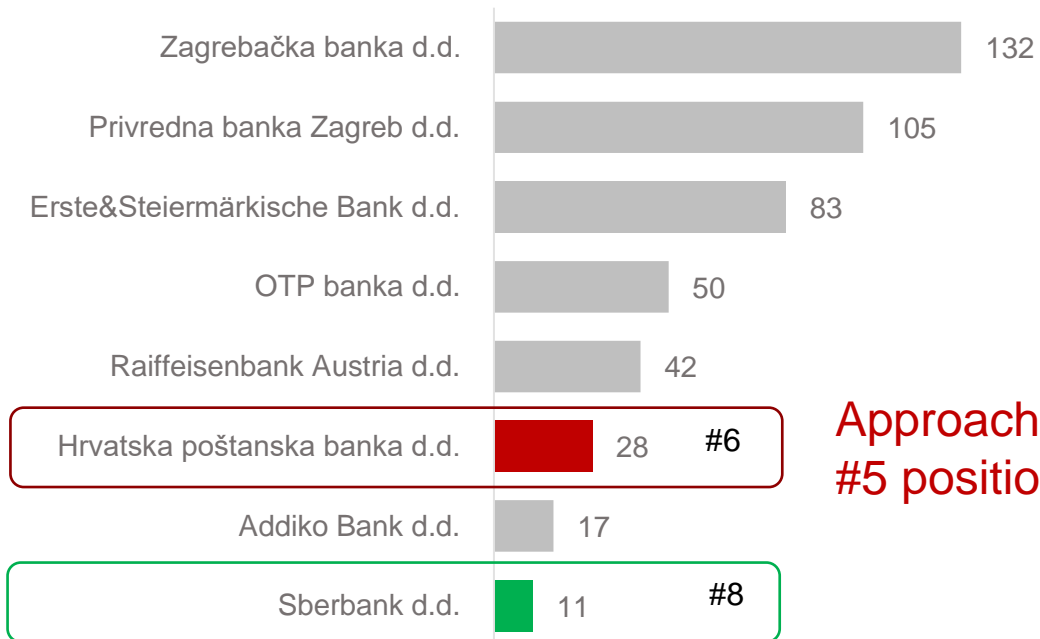


# Nova hrvatska banka in HPB Group

By closing the resolution procedure, the activities of **growth, development and integration** begin

## Stronger market position

Total assets (in HRK bn)



Approaching #5 position

As at 31.12.2021



Bank is expected to merge with the parent company in the next year, with the inclusion of the Bank's financial results in the consolidated financial statements of HPB for 6M 2022.

# Acquisition summary



## Transaction parameters

HPB acquired 100% of Sberbank d.d. in Croatia for a total cash consideration of HRK 71 mn.

A transaction financed from accumulated equity, pro-forma consolidated CET-1 significantly above the regulatory requirement.



## Strategic rationale

- + **Preserving financial stability** and public interest;
- + **Empowering #6 position** by total assets in the Croatian banking market;
- + **Strengthening the presence on the Croatian market** (30 new business centres for retail clients and 12 for corporate clients);
- + **Complementary and qualitative loan portfolio with minimal direct exposure to entities from Russia**, and additional strength for growth and expansion of business through acquired human and financial capital
- + **Expanded client base** (cca 86 ths clients as of 31 December 2021);



## Financial rationale

- + **Attractive investment opportunity** with manageable risks;
- + **Effective use of excess liquidity**;
- + **Financial synergies** (revenue, funding and cost);
- + Funding and comfortable liquidity position maintained;
- + Bargain purchase **positively impacts P&L and capital in long-term**;
- + Additional **growth potential**.



## Closing

- + On April 13, 2022 the resolution procedure ended;
- + **On April 14, 2022 HPB took control** over Sberbank d.d. – u sanaciji;
- + **Preparatory actions for integration have already begun**, preconditions have been created for productive cooperation between teams and achievement of synergy effects;
- + **Integration activities will be carried out in parallel with the process of adopting euro**, which is an absolute priority for both institutions.

# Nova hrvatska banka in HPB Group

NHB's potential as of 31.3.2022



**78 ths**

Retail clients



**5 ths**

Corporate clients



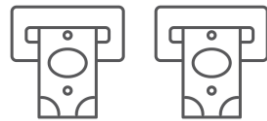
**35 ths**

Digital channel users



**68 ths**

Issued cards



**31**

ATM



**432**

Employees



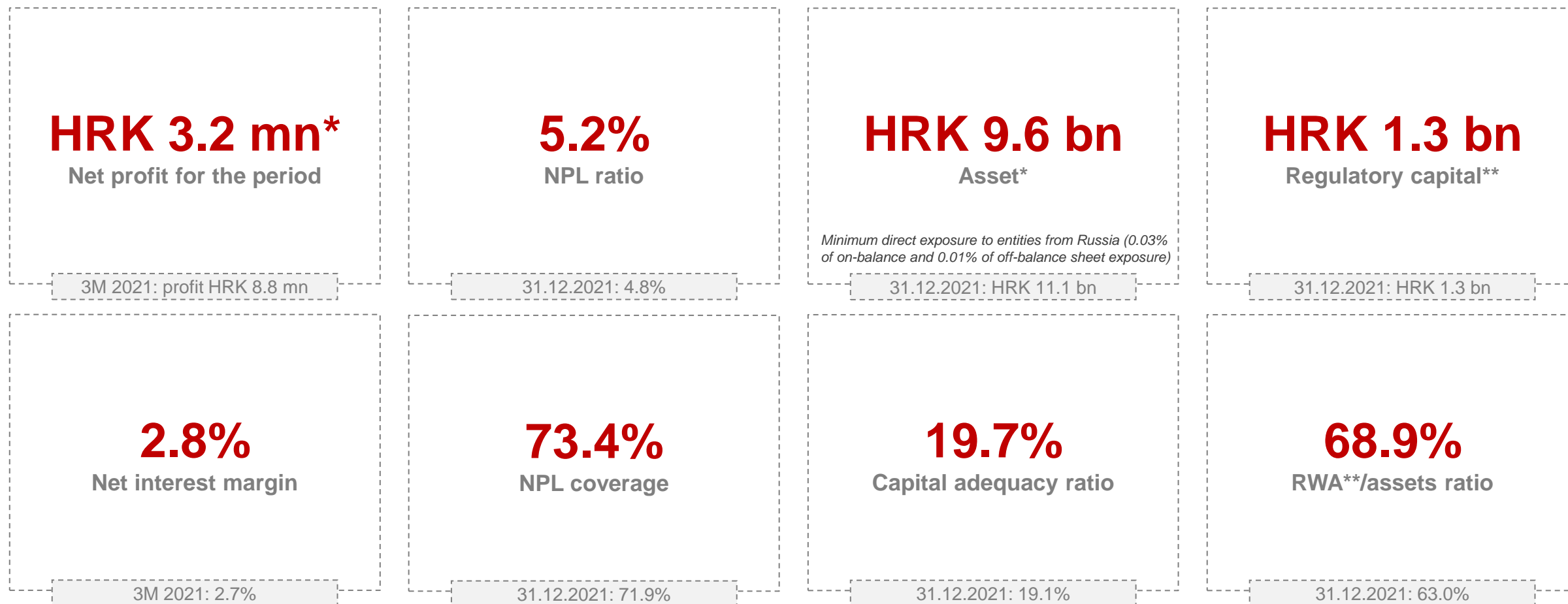
**30**

Retail branches



# Nova hrvatska banka in HPB Group

Financial indicators of Nova Hrvatska banka as of 31.3.2022 or for the period 1.1. – 31.3.2022



Source: Nova hrvatska banka d.d., management reports

\* Net profit for the period without the effect of CHF lawsuits amounts to HRK 9.8 million; *inherited CHF portfolio, possible additional provisions for litigation up to HRK 20 mn after independent confirmation by an external expert*

\*\* Preliminary calculation

# Successfully acquired Sberbank d.d. despite challenging quarter

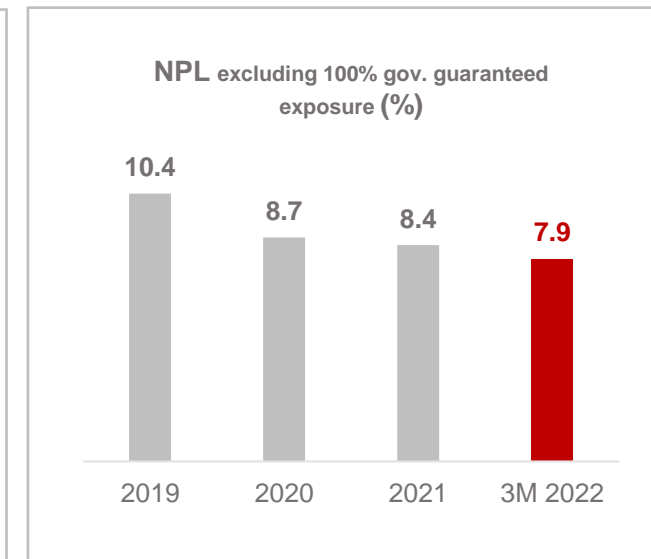
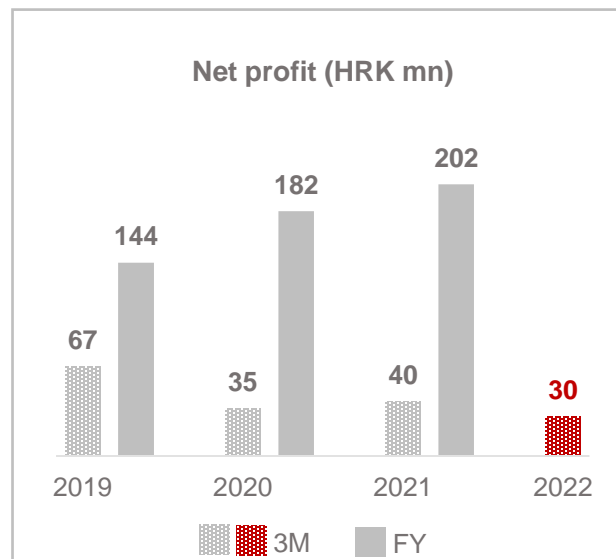
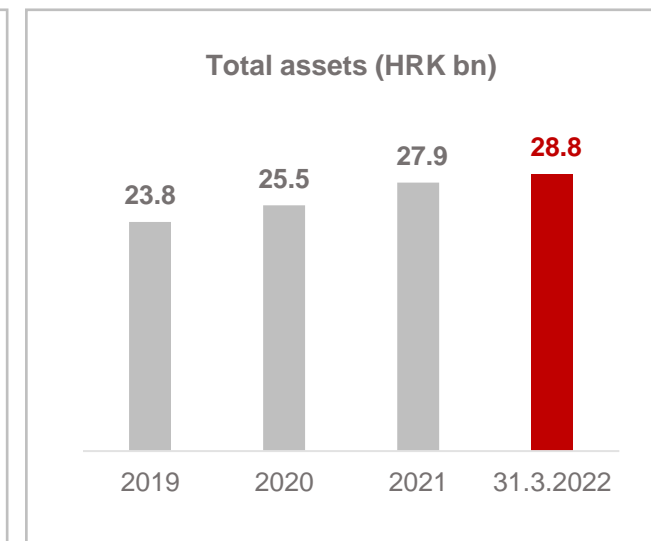
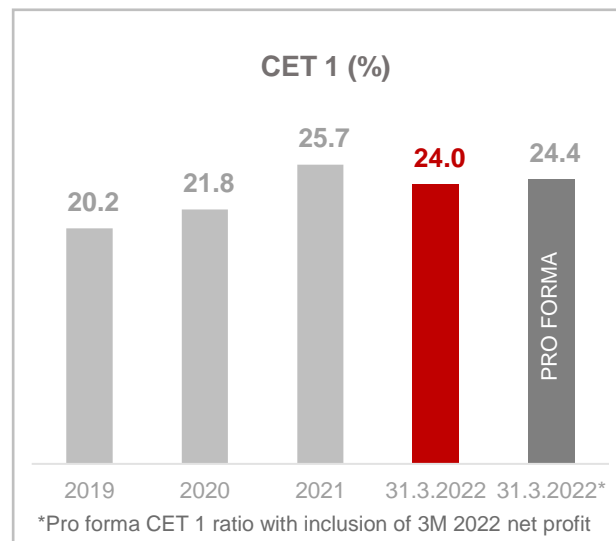


## Increase in market share in 2022

- **Rapid takeover of the NHB** based on a robust capital position that has been intentionally created in the last three years, as well as proverbially massive liquidity;
- **Largest banking business network** through own branch offices and post offices; with the acquisition of NHB we are strengthening our presence on the Croatian market (30 new business centers for retail and 12 for corporate clients);
- Further focus on the **EURO project** as an absolute priority, and the **integration of Nova hrvatska banka**.

## Realized profit in a challenging quarter

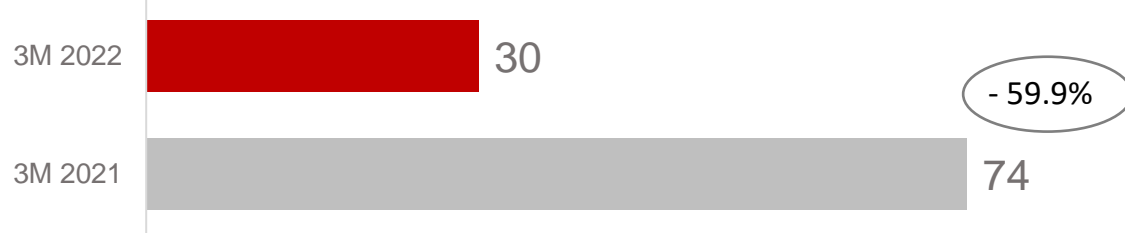
- Decrease in net profit is largely the result of a loss from trading due to government bond falling prices. On the other hand, record prices in real estate segment contributed to the net result of provisions, due to the realization of collateral at higher prices, being significantly above the plan;
- **Asset increase HRK +893 mn** in 2022;
- **Improved portfolio quality** with NPL ratio excluding 100% government guaranteed exposures on historically lowest level.



- Income statement items are shown in cumulative from start of the period until the reporting date; cumulative 1.1 – 31.3;
- Balance sheet items are shown as at reporting date; 31.12. and 31.3.

# Key Financials 2022

## Operating profit (in HRK mn)



Lower operating profit is a result of lower net interest income due to lower volume and pressure on interest rates, and net loss from trading due to rising yields and falling government bond prices, and higher administrative costs.

## Gross loans (in HRK mn)



Increase in gross loans is the result of acquisition activities in the corporate, local government and SMEs segment.

## Profit after tax (in HRK mn)



Despite savings in provisioning costs, net profit was lower than in the previous year, profit after tax driven by operating profit.

## CET 1 capital ratio (in %)



\*Pro forma CET 1 ratio with inclusion of 3M 2022 net profit

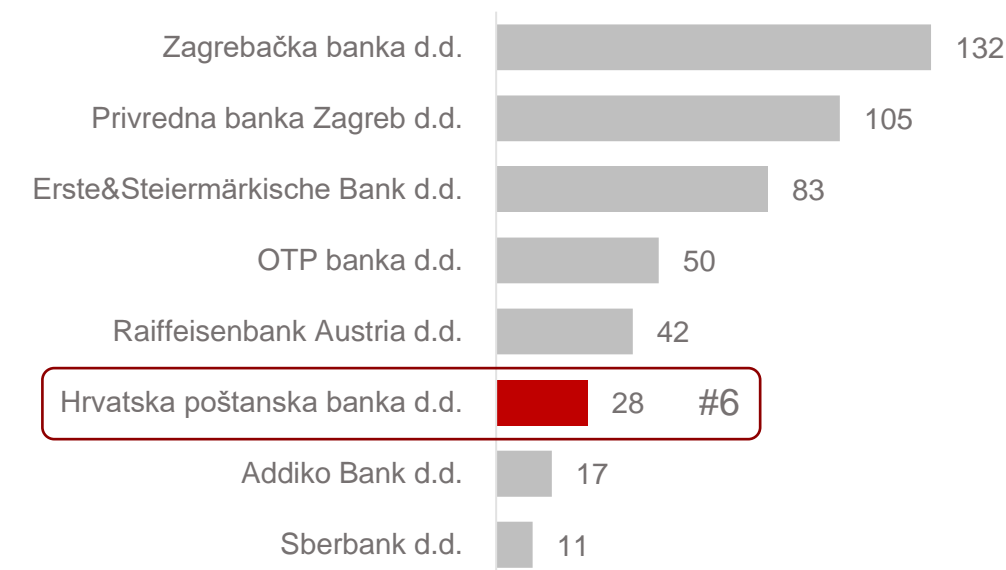
- Income statement items are shown in cumulative from start of the period until the reporting date; cumulative 1.1-31.3;
- Balance sheet items are shown as at reporting date; 31.12. and 31.3.

# Resilient to challenges in first quarter

		31.12.2020	31.12.2021	31.3.2022	
Assets	HRK mn	25,500	27,861	28,754	▲
Net loans to customers	HRK mn	14,725	14,243	14,578	▲
Deposits	HRK mn	21,214	23,191	24,493	▲
Equity	HRK mn	2,473	2,650	2,492	▼
CET 1 capital ratio	%	21.8	25.7	24.0	▼
NPL ratio	%	10.4	9.8	9.2	▼
NPL ratio excl. 100% gov. guaranteed exposure	%	8.7	8.4	7.9	▼
NPL coverage	%	62.2	61.1	62.2	▲
NPL coverage excl. 100% gov. guaranteed exposure	%	74.2	72.1	73.5	▲

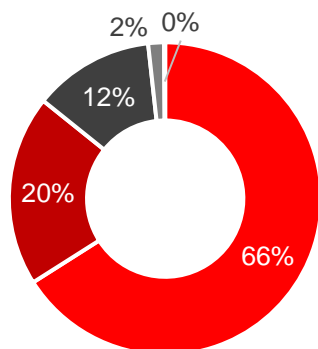
		2020	2021	3M 2021	3M 2022	
Income	HRK mn	1,121	1,143	274	224	▼
Net profit	HRK mn	182	202	35	30	▼
Cost-to-income ratio	%	64.1	62.3	64.6	80.8	▲
Return on equity (ROE)	%	7.4	7.6	6.1	4.8	▼

Market share by total assets as of 31.12.2021 (in HRK bn)

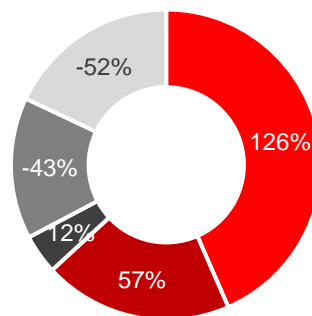


## Results by business segments as of 31.3.2022

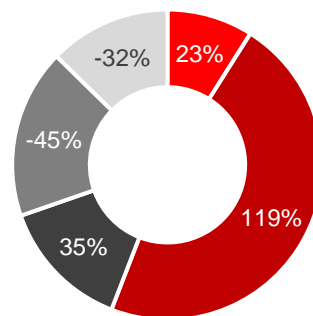
### Net income\*\*



### Operating result\*



### Result after tax\*



- Retail
- Corporate
- SME
- Financial market
- Other

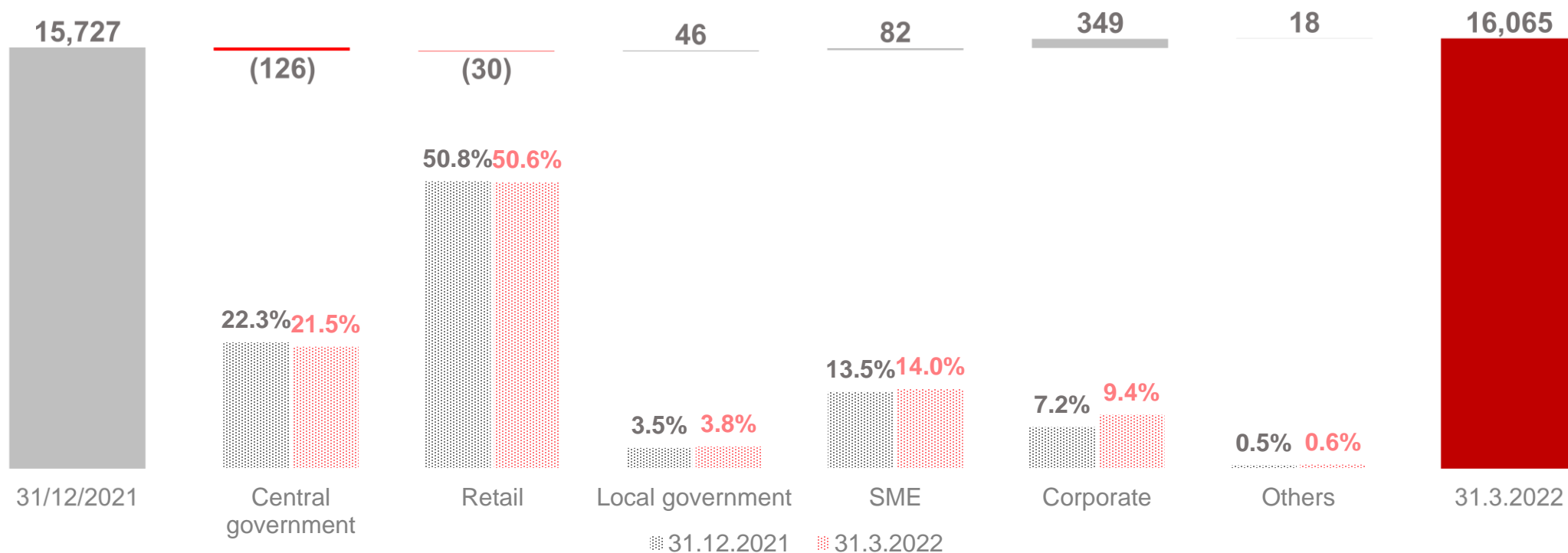
Financial markets segment was negative in operating and after tax results due to strong yield growth and falling government bond prices.

\* Internal profitability

\*\* Accounting methodology

# Gross loans development by segment

## Gross loans (in HRK mn)

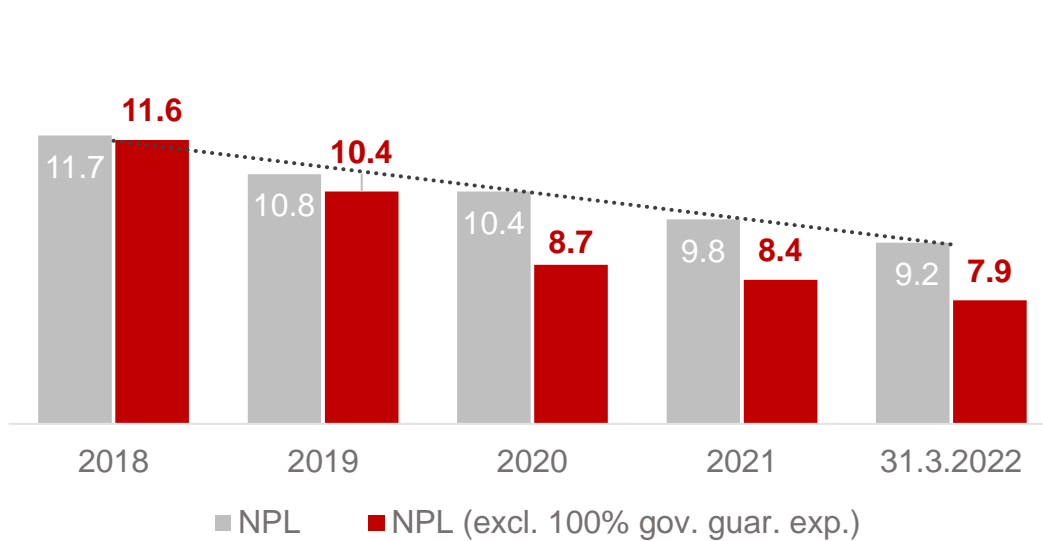


- Retail sector recorded a decline in the gross loan portfolio in the first quarter of 2022 according to lower loan volume due to the processing a large number of APN requests and a significant focus on this type of lending in the first quarter. Time invested in these operations should be seen in the result and the gross loan portfolio (GLP) in the coming months when GLP growth is expected. In addition, the decline in the first quarter was due to the implementation of the Decision of the Civil Protection Headquarters for the mandatory use of COVID certificates when entering branches, which affected the number of received loan applications and disrupted the dynamics of receiving applications at cca 40% clients;
- Corporate segment showed strong recovery in 2021 after the COVID pandemic, and significant credit growth in the first quarter was the result of intensive acquisition activities started in Q4 2021. Although lack of significant investments affected lending activities, the focus was on liquidity requirements and refinancing existing liabilities;
- SME growth is the result of portfolio diversification to a larger number of clients, client acquisitions made through quality refinancing exposures in other banks, monitoring of clients' investments (production plants, warehouses, hotels, ships, halls) which indicate stability and positive trends in their business, monitoring clients in working capital in accordance with their growth and potential. All of the above, although the pressure to reduce interest rates is daily, indicates the sustainable operation of SMEs in the context of income (interest and non-interest).

# Portfolio quality improves

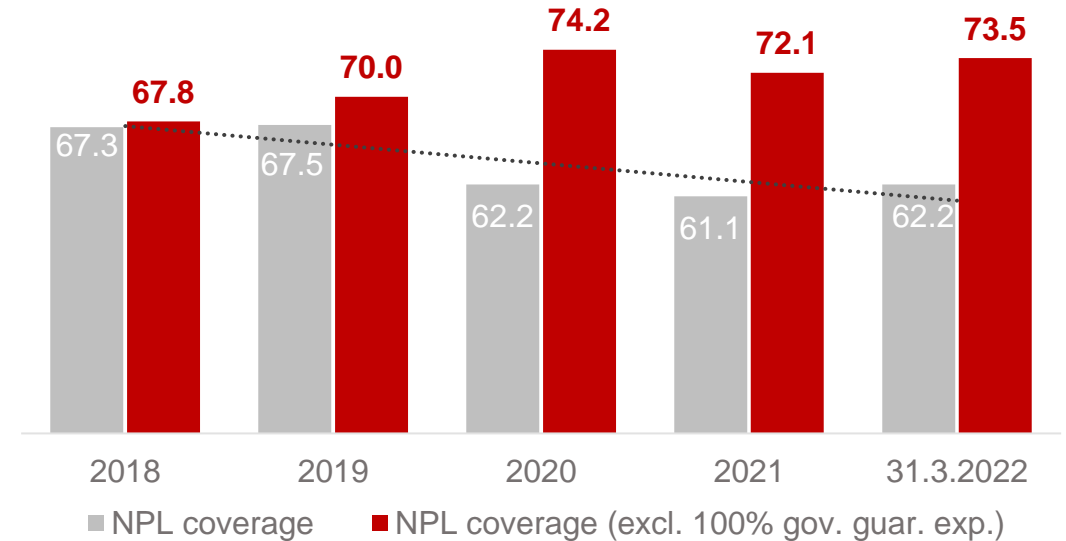
## NPL ratio development (in %)

Market NPL ratio\* 4.3%



## NPL coverage development (in %)

Market NPL coverage\* 63.2%



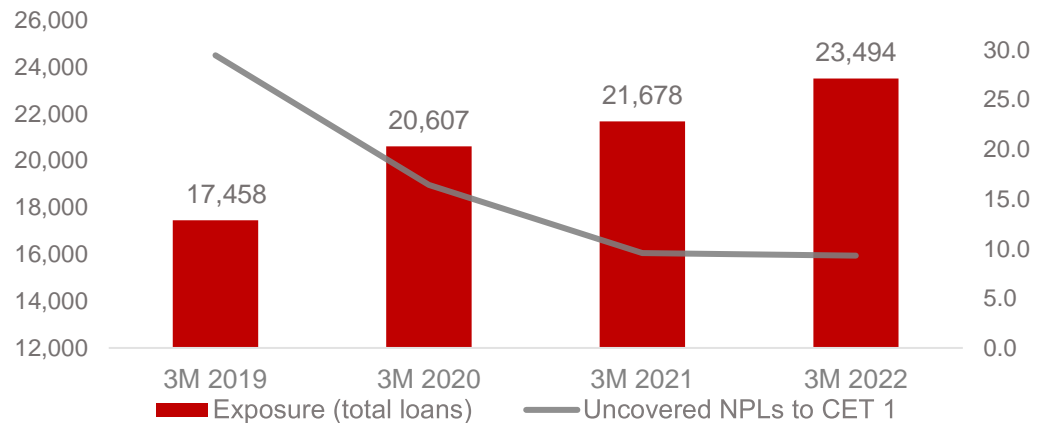
\* As of 31.12.2021

- Trend of reducing the NPL ratio ensured by efficient collection activities continued in 2022, which with the continuous growth of performing loans contributes to the continuation of the long-term trend of reducing the NPL ratio;
- Excluding 100% government guaranteed exposures, the **NPL ratio** falls significantly below the long-term average, to a **record low level**;
- **NPL coverage** is still stable and if we exclude 100% government guaranteed exposures NPL coverage is record high and significantly **above the market average level**.

# Strong NPL coverage

		3M 2019	3M 2020	3M 2021	3M 2022
Exposure (total loans)	HRK mn	17,458	20,607	21,678	23,494
Total NPL stock	HRK mn	2,160	2,149	2,200	2,164
NPL %	%	12.4	10.4	10.1	9.2
Loss allowance for loans	HRK mn	(1,603)	(1,600)	(1,625)	(1,588)
NPL	HRK mn	(1,453)	(1,390)	(1,364)	(1,346)
PL provision	HRK mn	(150)	(209)	(262)	(242)
NPL Coverage	%	67.3	64.7	62.0	62.2
NPLs not covered by provisions	HRK mn	557	549	575	576
NPLs with 100% government guarantees	HRK mn	0	204	357	341
Uncovered NPLs	HRK mn	557	345	219	235
CET1	HRK mn	1,892	2,104	2,285	2,528
Uncovered NPLs to CET 1	%	29.4	16.4	9.6	9.3

### Uncovered NPLs to CET 1 trend



- Active NPL portfolio management with an objective to maintain uncovered NPLs to CET1 ratio at low level;
- NPL coverage by total provisions is 73.4%.

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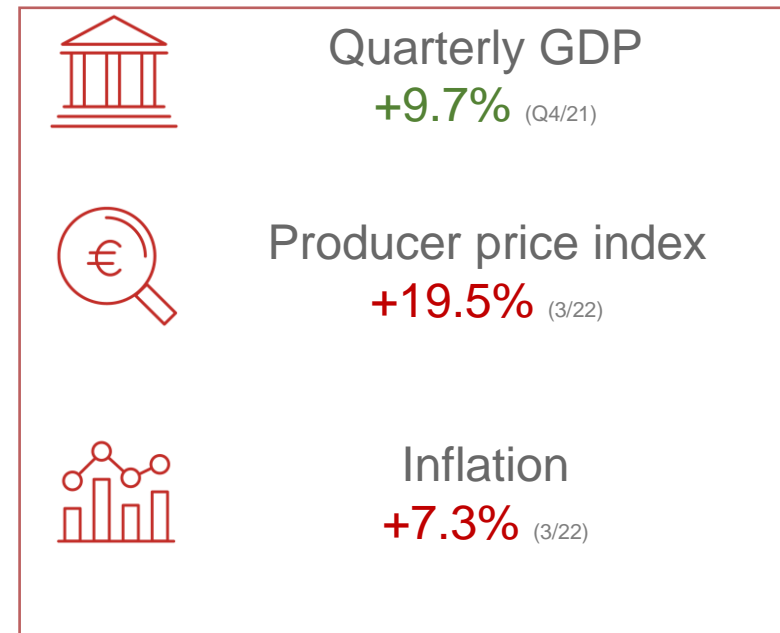
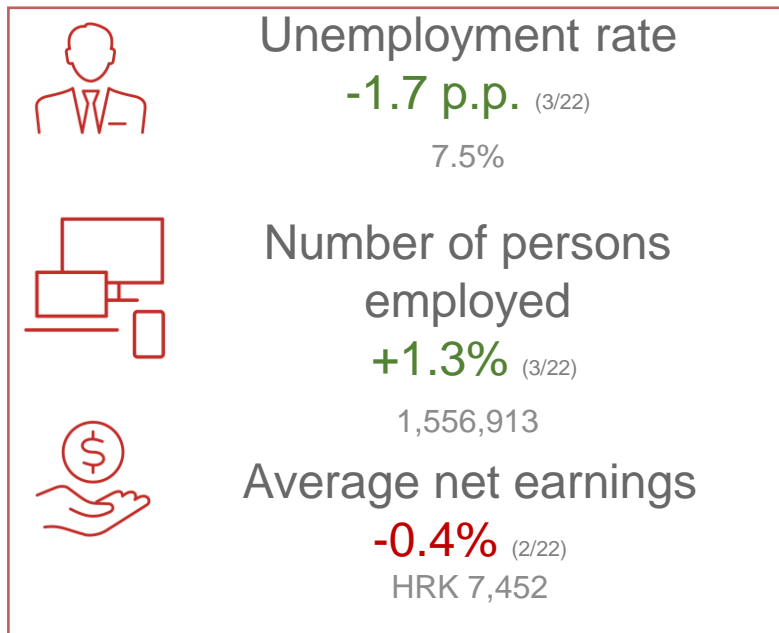
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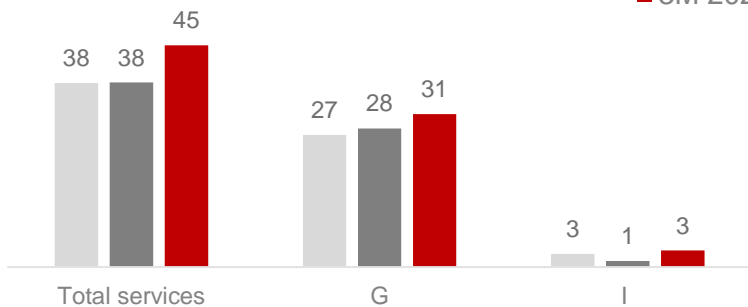
# Economic indicators (y-o-y)



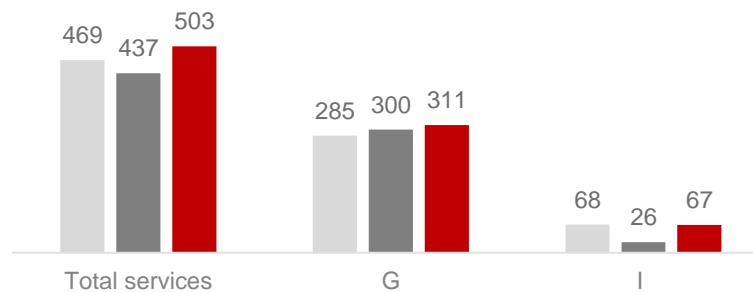
Source: Croatian Bureau of Statistics <https://www.dzs.hr/eng> (December 2021, January, February and March 2022)

Account balance\* (in HRK bn)

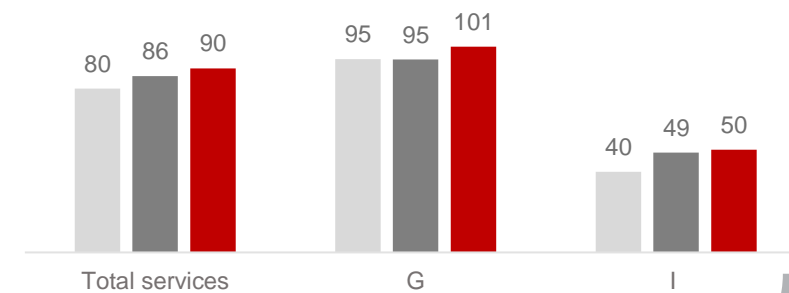
■ 3M 2020  
■ 3M 2021  
■ 3M 2022



Number of accounts\* (in mn)



Average account balance\* (in HRK)



\*G- WHOLESALE AND RETAIL TRADE OF MOTOR VEHICLES AND MOTORCYCLES, REPAIR OF MOTOR VEHICLES AND MOTORCYCLES "  
\*I- ACCOMMODATION AND FOOD SERVICE ACTIVITIES "

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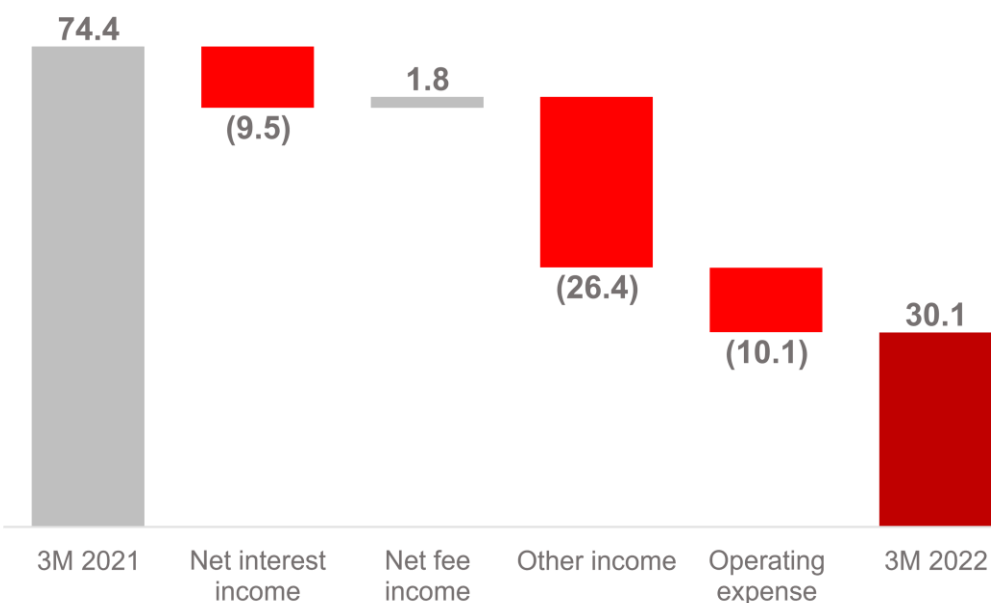
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# Key financials – Income statement

		3M 2021	3M 2022	Δ y-o-y	
Net interest income	HRK mn	135	126	(9.5)	▼
Net fee income	HRK mn	42	43	1.8	▲
Operating income	HRK mn	191	157	(34.2)	▼
Operating expense	HRK mn	(116)	(126)	10.1	▲
Operating profit	HRK mn	74	30	(44.3)	▼
Provisioning	HRK mn	(25)	0	(25.7)	▼
Net profit	HRK mn	40	30	(10.6)	▼
Cost-to-income ratio	%	61.0	80.8	19.8	▲
Net interest margin	%	2.1	1.8	(0.3)	▼

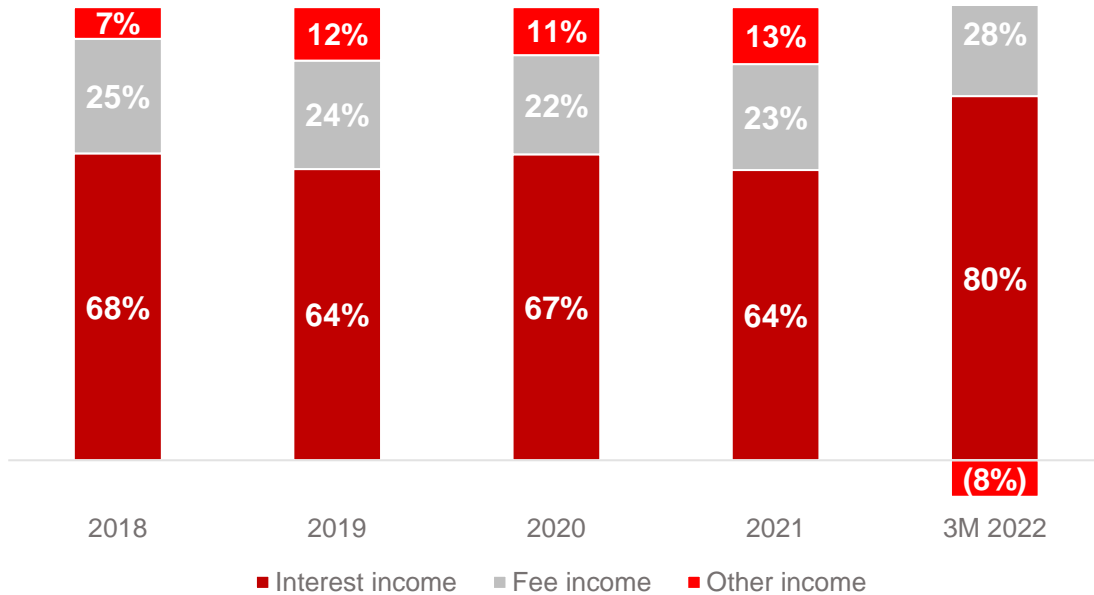
Operating profit development (in HRK mn)



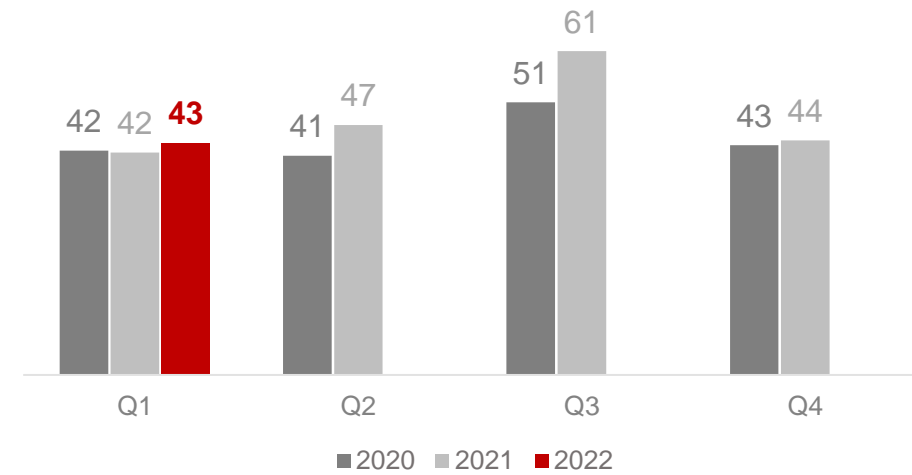
- NII lower by 7.1% due to lower market interest rates, lower gross loans portfolio and strong price competition on banking market; interest expenses management in first quarter 2022 (-35.5%) did not neutralise decrease in interest income (-8.6%) vs PY;
- NFCI higher by 4.2% due to recovery of economic activity, in first quarter highest net income from fees and commissions in the last five years was achieved;
- Net loss from trading is main driver for lower operating income (-28.8 mn vs Q1 21), as a result of strong yield growth and falling government bond prices due to accelerated inflation, tightening monetary policies of the ECB and FED, which was further intensified by the war in Ukraine;
- Lower operating profit (-44.3 mn) as a result of realized loss from trading activities, lower NII and increased administrative costs due to intensive activities initiated on all regulatory projects (EURO, ESG and other);
- Despite savings in provisioning costs, net profit driven by lower operating profit.

# Net income development

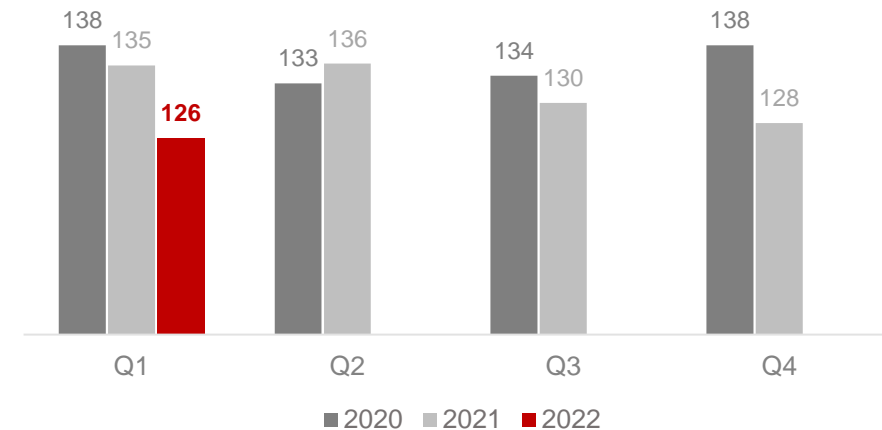
## Composition of net income



## Net fee income (in HRK mn)



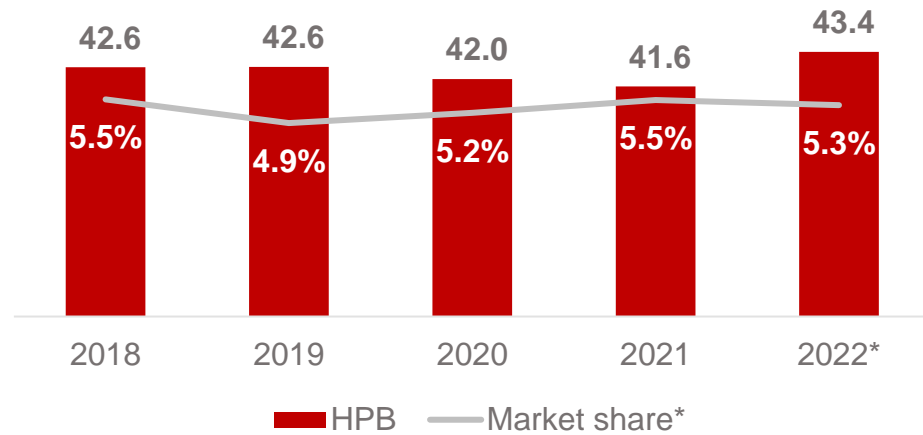
## Net interest income (in HRK mn)



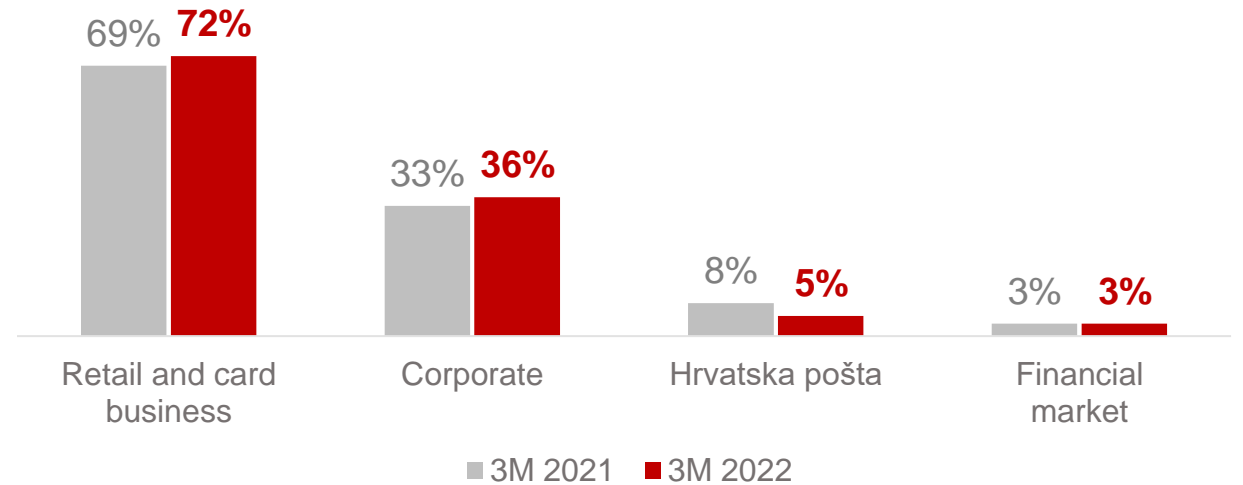
- Higher NFCI as a result of increased fees from credit card transactions, in 3M 2022 recovery above pandemic years and highest in last 5 years;;
- NII lower in comparison with PY due to the strong price competition on the market and lower loan portfolio;
- Lower other income in 2022 as a result of realized losses from trading due to the falling government bond prices.

# Fees and commissions

Net fee income overview in 3M (in HRK mn)



Composition of net fee and commission income by sales segments

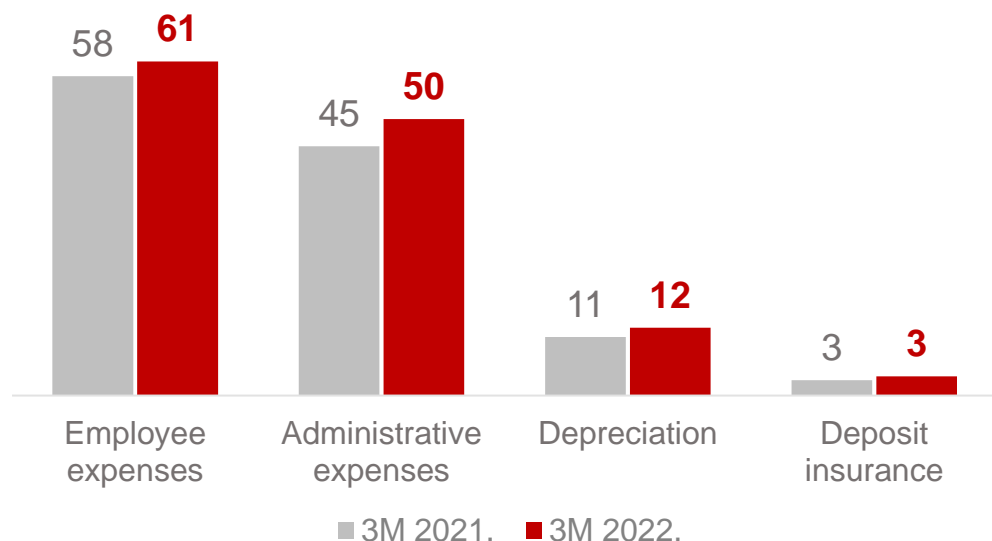


\* Market data available for 12M 2021

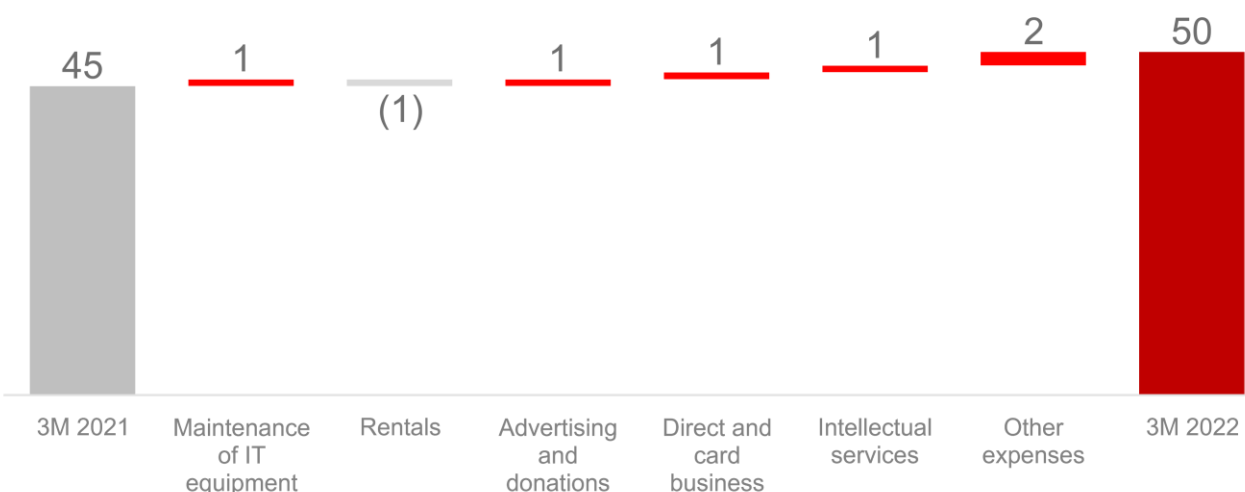
- NFCI in the in the first quarter 2022 exceeded its pre-COVID levels;
- Increase in NFCI mainly driven by recovery of economic activities (net income from card business +38.2%);
- HPB net fee income on par with the banking sector with a relatively stable share.

# Operating expenses

Composition of operating expenses  
(in HRK mn)



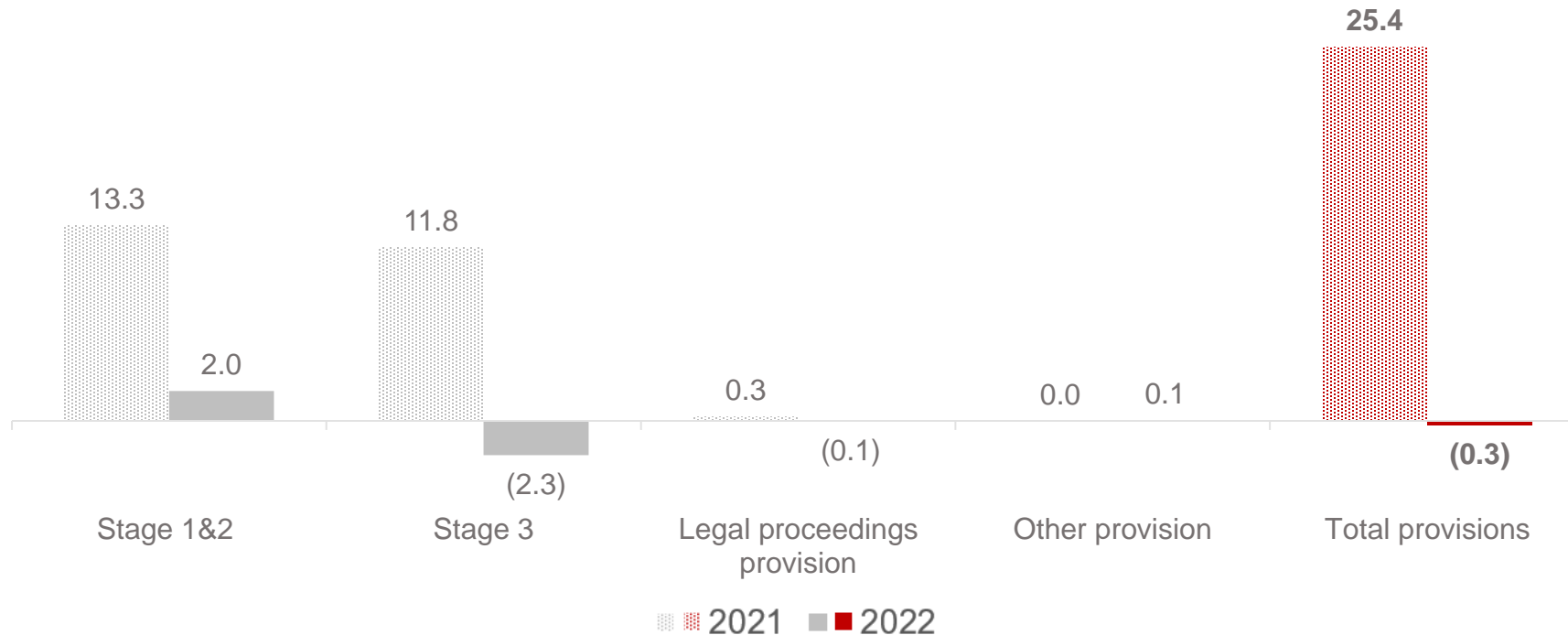
Administrative expenses development  
(in HRK mn)



- Higher operating expenses (+ 10.1 mn or +8.6%) coming from higher administrative costs;
- Employee costs up as a result of investing in IT internal resources and intensive activities on regulatory project Euro;
- Administrative expenses increased (+10.9%) due to the timely addressing regulatory requirements and improvements of Bank's processes in order to eliminate technological debt:
  - Maintenance of IT equipment;
  - Intensive marketing activities used as an acquisition tool due to participation in the new APN tranche;
  - Consultation services due to initiated regulatory projects (Euro, ESG and other).

# Provisioning

## Structure of net provision expenses in 3M 2021/2022 (in HRK mn)



- Provisions for Stage 1 & 2 significantly lower in 2022 due to improved portfolio quality after COVID 19 pandemic;
- Lower stage 3 provisions compared to the realization in 2021 due to record levels of collateral realization where real estates are sold at the first public auctions, which has not been the case so far.

# Key financials – Balance sheet



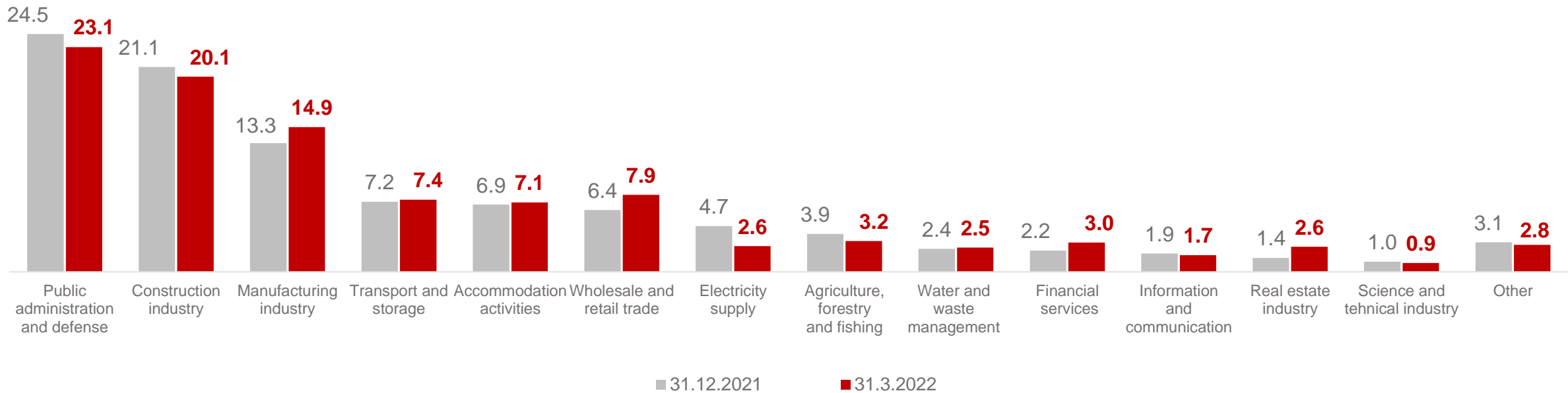
		31.12.2021	31.03.2022	Δ ytd	
Assets	HRK mn	27,861	<b>28,754</b>	893	▲
Gross loans	HRK mn	15,727	<b>16,065</b>	339	▲
Deposits	HRK mn	23,443	<b>24,493</b>	1,050	▲
Equity	HRK mn	2,650	<b>2,492</b>	(159)	▼
Regulatory capital	HRK mn	2,631	<b>2,528</b>	(103)	▼
Loan/deposit ratio	%	60.8	<b>59.5</b>	(1.2)	▼
ROAE	%	7.9	<b>4.6</b>	(3.3)	▼
NPL ratio	%	9.8	<b>9.2</b>	(0.5)	▼
NPL ratio excl. 100% gov. guaranteed exposure	%	8.4	<b>7.9</b>	(0.5)	▼
NPL coverage	%	61.1	<b>62.2</b>	1.1	▲
NPL coverage excl. 100% gov. guaranteed exposure	%	72.1	<b>73.5</b>	1.3	▲
Loss allowance for loans	HRK mn	(1,575)	<b>(1,588)</b>	14	▲

- Assets records continuous growth +3.2% ytd as a result of increase in liquid assets +9.3% primarily due to continuous increase in deposits; gross loans increased +2.2% while securities decreased -5.0%;
- Deposits up +4.5% with largest increase in SMEs +12.1%, the central state and large corporate segment +8.0%, and financial markets +5.2%.



# Corporate portfolio industry distribution

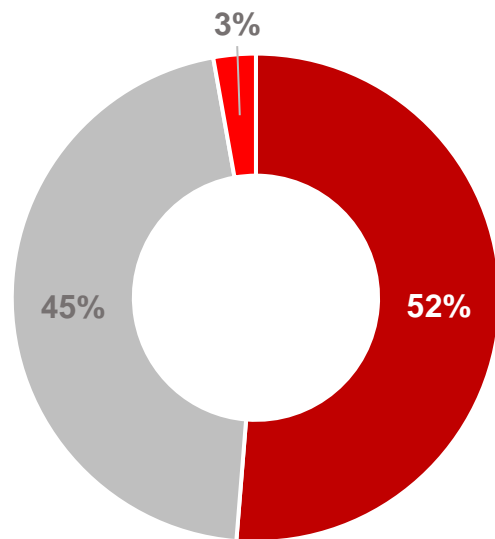
Corporate gross loans per industry (in %)



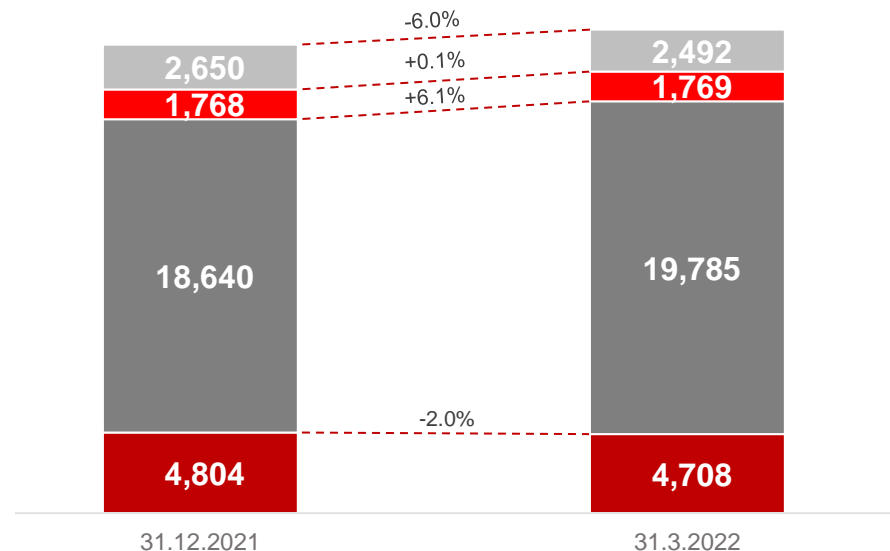
- Recovery of the corporate segment after COVID-19 pandemic is continued in 2022;
- Corporate lending activity is primarily focused on loans for liquid assets and refinancing of existing liabilities and to a lesser extent on lending to investment projects that are partly co-financed by grants from EU funds;
- Increase in the manufacturing and wholesale and retail trade segment is mostly result of new acquisitions;
- Reduction in the electricity supply segment is result of repayment of the part of the allowed overdraft;
- In the real estate segment, a new placement was approved for the purpose of refinancing existing liabilities.

# Composition of equity and liabilities

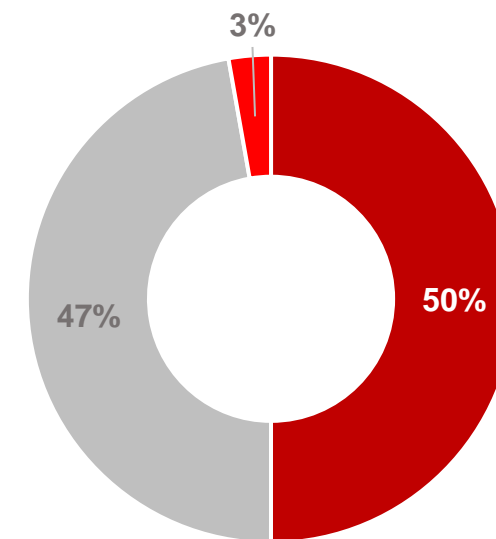
Deposit structure  
31.12.2021



Equity and liabilities structure  
(in HRK mn)



Deposit structure  
31.3.2022

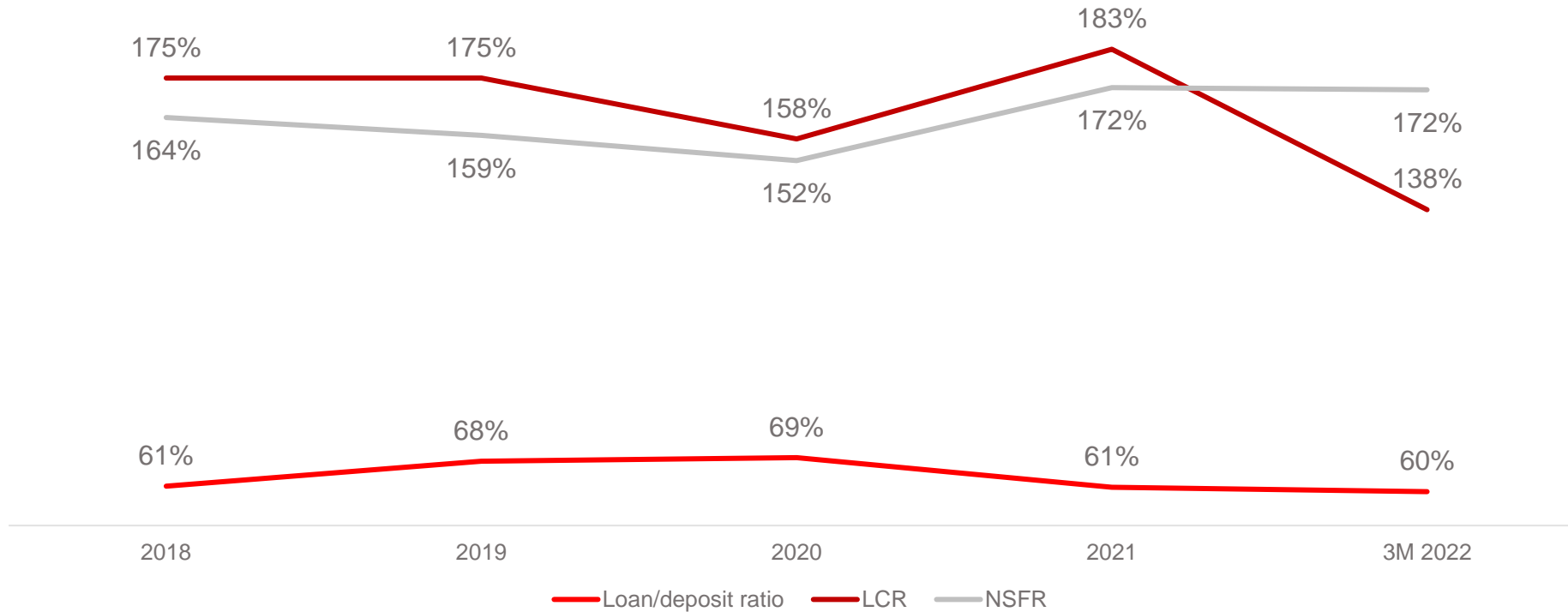


■ Retail    ■ Corporate    ■ Financial market    
 ■ Term deposits    ■ A vista deposits    ■ Other liabilities    ■ Equity    
 ■ Retail    ■ Corporate    ■ Financial market

- Favourable impact on costs from observable trend of reduction of interest rates on deposits and continuous effective interest rate management;
- Customer deposits dominate the funding mix with an 85.2% share
  - Additionally strengthened market position, Bank holds 5.97% of all deposits on a market at 31.1.2022 (31.12.2021 = 5.93%);
- Stable wholesale funding structure – attracted funds through foreign financial institutions, CBRD and CNB repo loans.

# Liquidity Overview

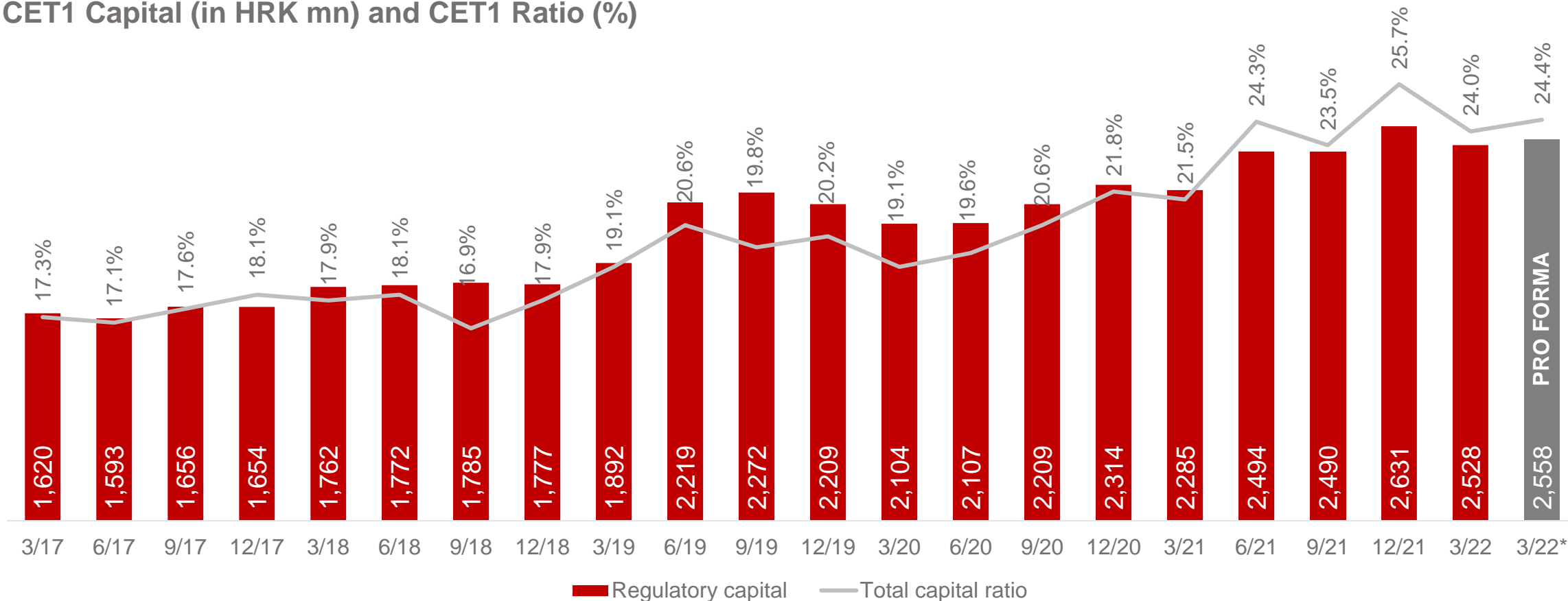
## Liquidity ratios



- Optimization of LCR in 2022 through more efficient liquidity management;
- Continuously low loan-to-deposit ratio;
- High share of customer deposits (85.2%) in financing mix.

# Continuously strong capital position

CET1 Capital (in HRK mn) and CET1 Ratio (%)



- CET-1 lower than in the previous quarter as a result of growth in loans and consequent risk-weighted assets;
- Pro forma CET1 calculation includes 3M 2022 net profit.

1 Executive Summary

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**4 Risk Management**

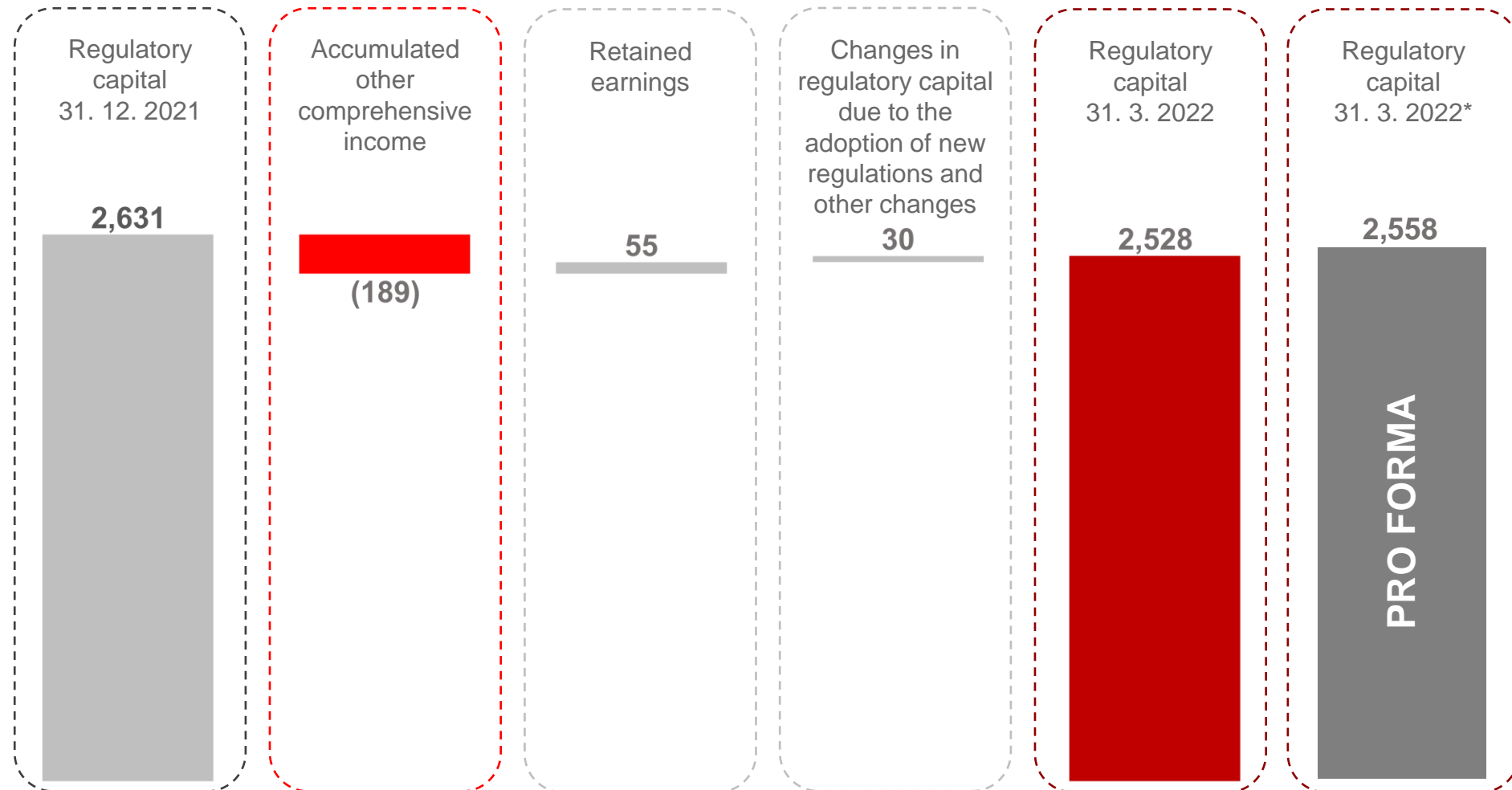
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5 Appendix

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# Regulatory Capital Development

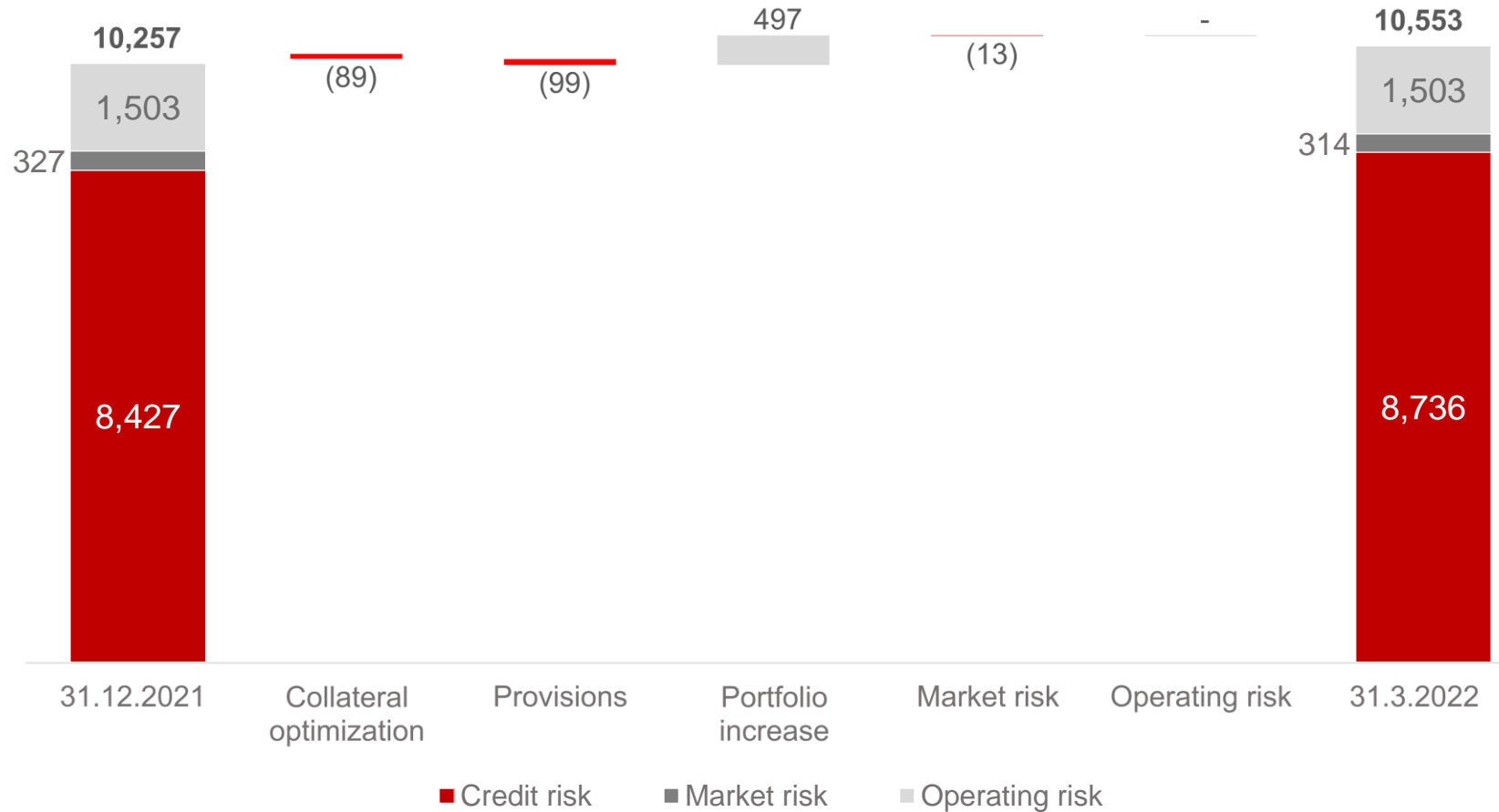
## Regulatory capital development (in HRK mn)



\*Regulatory capital with inclusion of 3M 2022 net profit

# RWA Development

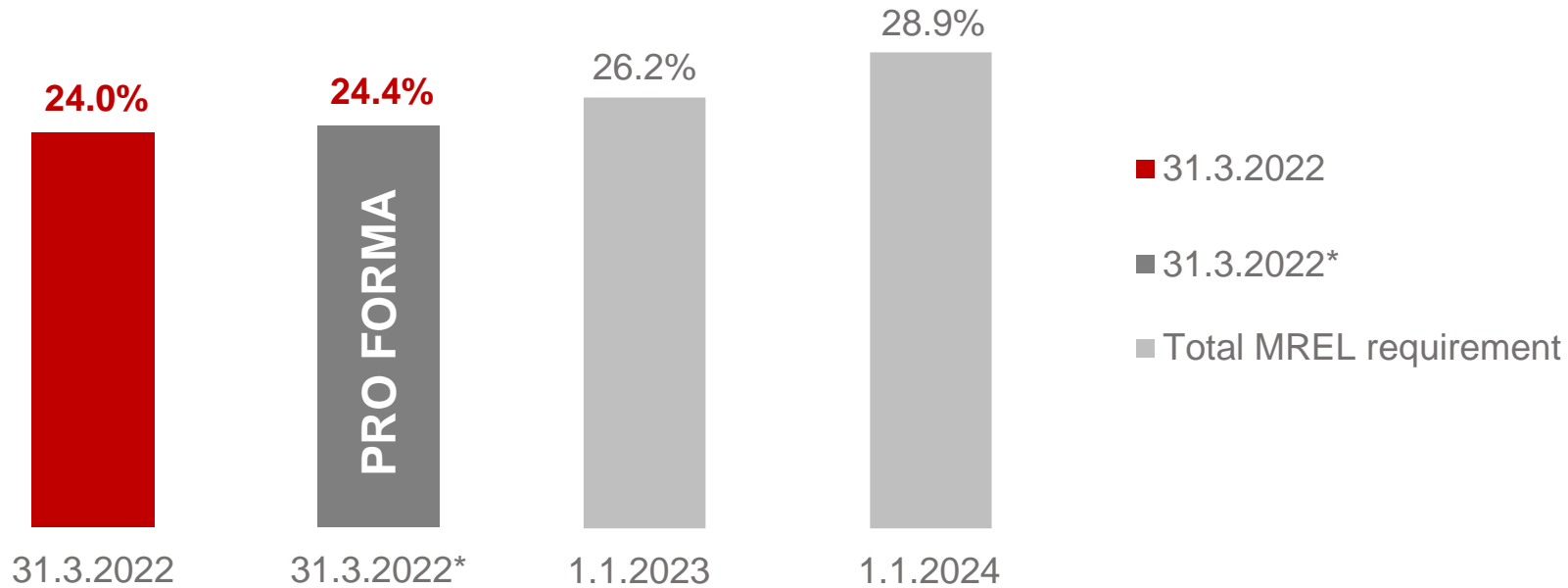
RWA development (in HRK mn)



- Risk-weighted assets higher than in the previous quarter due to the corporate loans growth.

# Meeting MREL requirements

## Actual CET1 ratios vs. total MREL requirement



\* Pro forma CET 1 ratio with inclusion of 3M 2022 net profit

- Bank's total capital ratio in first quarter 2022 above first binding transitional MREL requirement (23.4%) which entered into force on 1 January 2022.



# Exposures and coverage per stage

Segment	Stage	31.12.2021				31.3.2022			
		Exposure	Exposure excluding 100% government guarantees	Coverage	Coverage without 100% government guarantees	Exposure	Exposure excluding 100% government guarantees	Coverage	Coverage excluding 100% government guarantees
CORPORATE	S1	45.9%		1.4%		62.6%		1.6%	
CORPORATE	S2	18.2%		7.6%		7.3%		10.1%	
CORPORATE	S3	35.9%	25.8%	47.8%	75.7%	30.1%	21.0%	45.9%	72.8%
SME	S1	41.4%		1.8%		44.3%		1.8%	
SME	S2	26.6%		8.2%		25.2%		8.0%	
SME	S3	31.9%	31.9%	66.7%	66.7%	30.5%	30.5%	68.0%	68.0%
STATE	S1	98.6%		0.4%		98.4%		0.2%	
STATE	S2	1.4%		2.9%		1.6%		2.7%	
STATE	S3	0.0%	0.0%	2.0%	2.0%*	0.0%	0.0%	2.0%	2.0%*
RETAIL	S1	86.1%		1.3%		85.7%		1.3%	
RETAIL	S2	4.4%		10.8%		4.7%		10.5%	
RETAIL	S3	9.5%	9.5%	72.7%	72.7%	9.6%	9.6%	76.8%	76.8%
TOTAL	S1	84.5%		0.7%		86.3%		0.7%	
TOTAL	S2	5.7%		8.5%		4.5%		9.1%	
TOTAL	S3	9.8%	8.4%	61.1%	72.0%	9.2%	7.9%	62.2%	73.3%

\*Relates to the exposure below HRK 0.5 mn.

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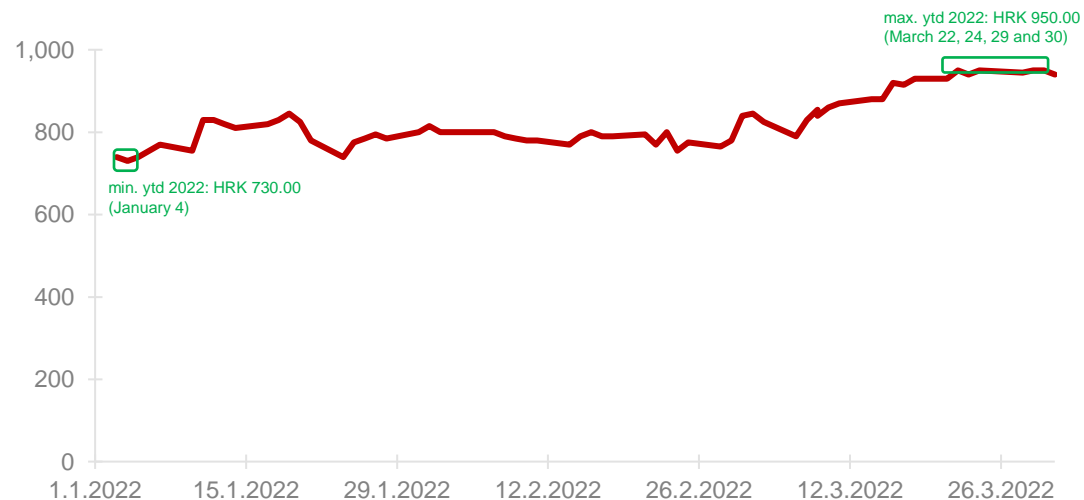
4 Risk Management

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**5 Appendix**

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# HPB-R-A stock during the reporting period



## Stock data and details

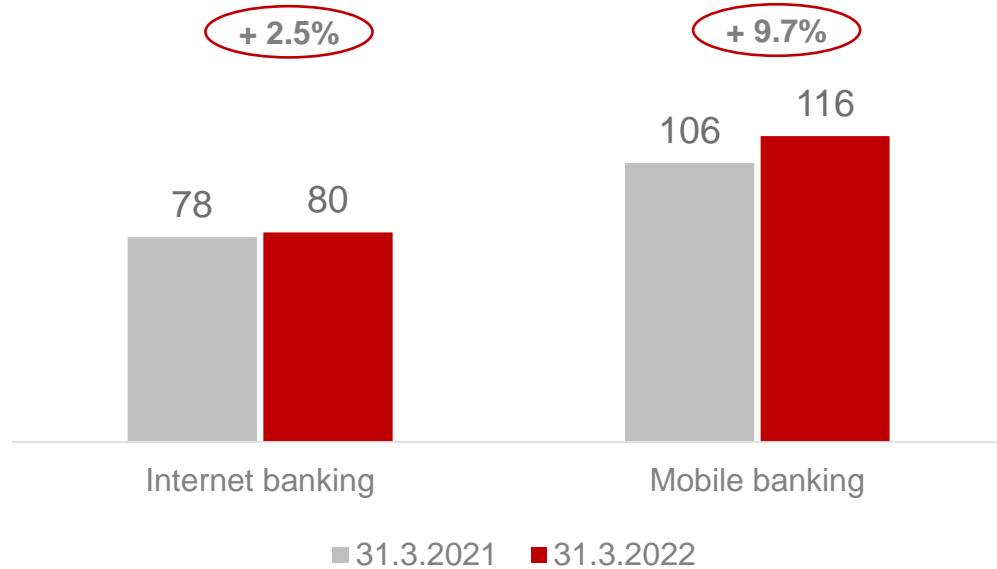
Issue date	December 12, 2000
ISIN	HRHPB0RA0002
Segment	Official market of the Zagreb Stock Exchange
Listed quantity	2,024,625
Share price as at March 31, 2022 (in HRK)	940.00
Market capitalisation (in HRK million)	1,903.15

## Shareholders

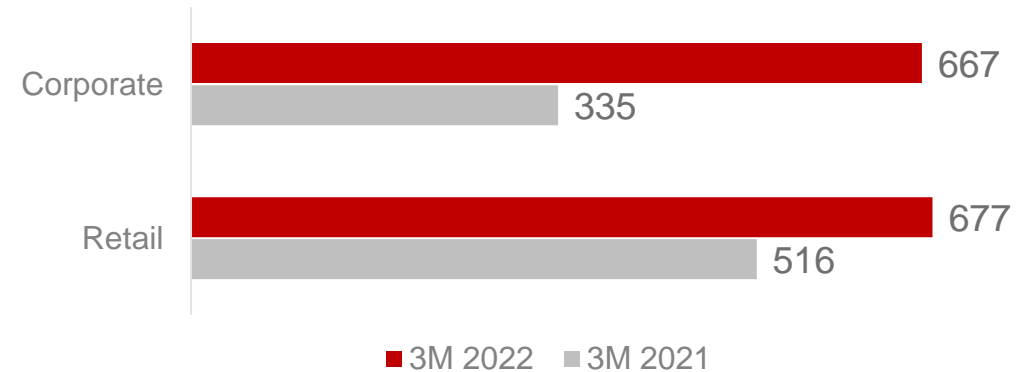
Shareholders	Ownership stake (%)
Republic of Croatia	44.90
Croatian Post PLC	11.93
Croatian Deposit Insurance Agency	8.98
Croatian Pension Insurance Institute	8.76
Other shareholders (each under 5% of share of the equity capital)	25.43
<b>Total shares</b>	<b>100.00</b>

# Direct channels

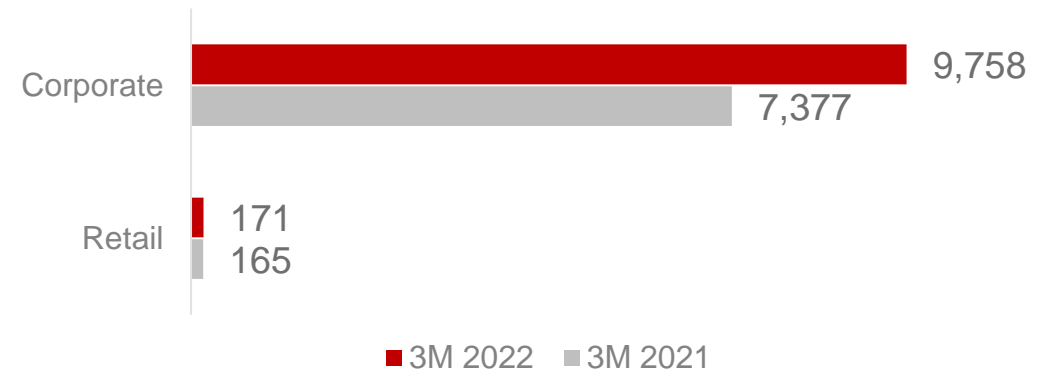
Number of users (in ths)



Transaction volume - Mobile banking (in HRK mn)



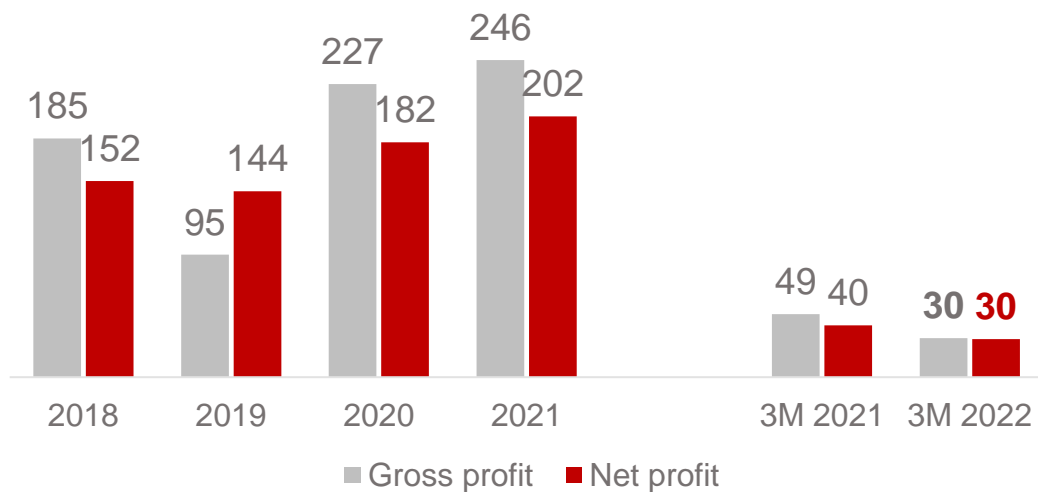
Transaction volume - Internet banking (in HRK mn)



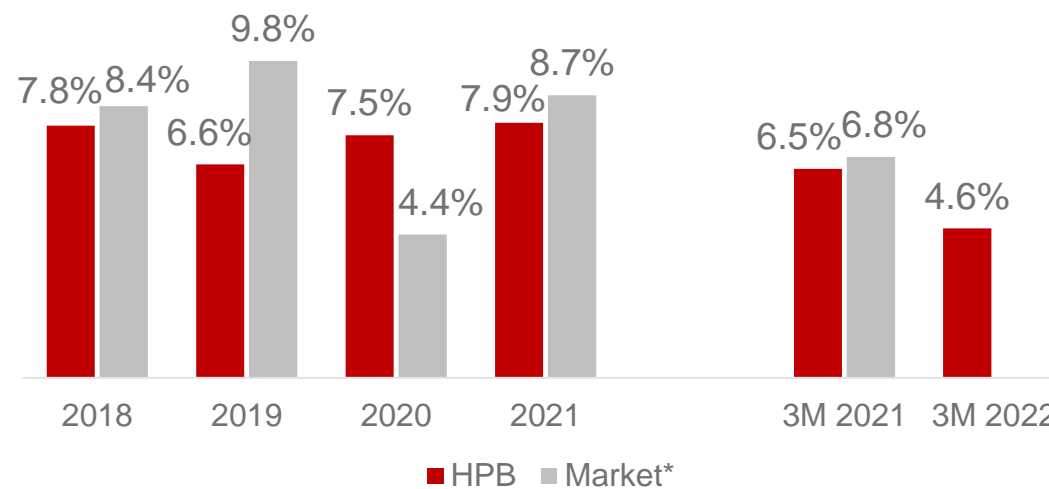
- **Continuous growth in digital channels** with focus on m-banking; m-banking users + 9.65% and transaction volume + 57.89% vs 3M 2021;
- In retail segment m-banking transaction volume is continuously growing; 83% in 3M 2022;
- Further increase in e-banking users (+ 2.48%) and transaction volume (+ 31.6%) is generated primarily by growth in the corporate segment.

# Profitability

## Profit development (in HRK mn)



## Return on Average Equity ROAE

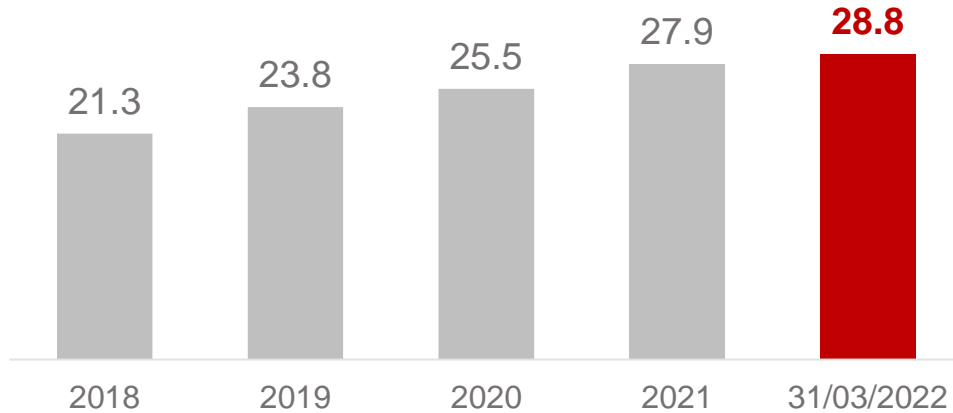


\* Market share data for 3M 2022 not available at the time presentation was published

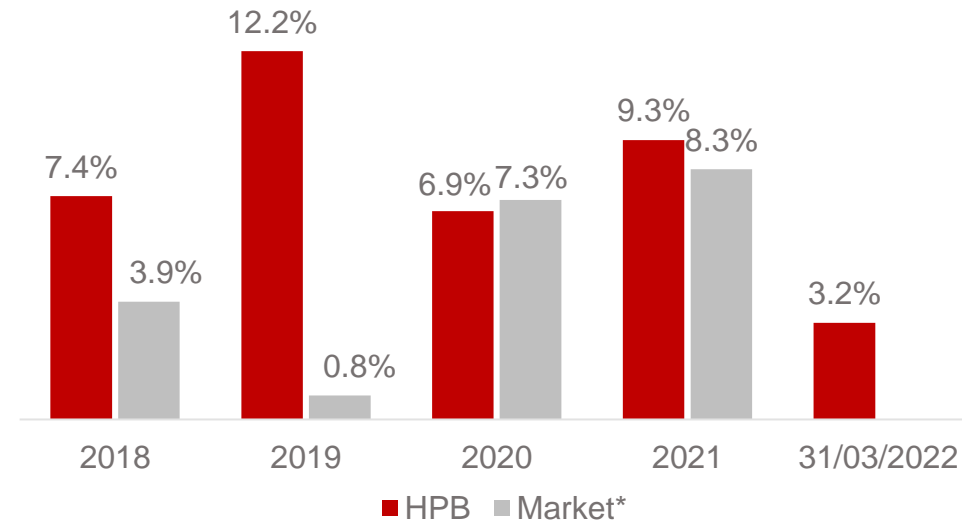


# Asset development

HPB's Asset development  
(in HRK bn)



Comparative asset growth rates



\* Market data were not available for 3M 2022 at the time this presentation was published

- Bank's growth continued in 2022, asset up HRK +0.9 bn;
- LCR (Liquidity Coverage Ratio) as of 31.3.2022 is at 138.3%.

## HPB together with strategic partner Hrvatska pošta is accessible at over 1,000 locations

Products and services are offered to our current and potential clients in:

### 12 regional centers Retail and SME

- 51 offices and 6 branch offices for retail clients;
- 12 offices for corporate clients.

### Post offices

- Payment services in HRK and contracting Bank's products and services in 1,015 post offices for retail clients while services for corporate clients are available at 987 locations;
- Loan services to retail clients in HP financial corner at 142 locations.

