An impact-oriented group of commercial banks with a focus on SMEs in South Eastern and Eastern Europe

Company presentation, January 2024 (updated as of 14th February 2024)
We strive to be the **leading SME bank** in our markets following **sustainable and impact-oriented** banking practices. Together with our **fully digital offering to private clients**, we want to generate **long-term sustainable returns** and create **positive impact** in the economies and societies we work in.
Group overview & strategy
Key elements of the ProCredit approach

► An impact-oriented group of commercial banks with a focus on SMEs in South Eastern and Eastern Europe. Headquartered in Frankfurt and supervised by BaFin and Bundesbank

► “Hausbank” for SMEs complemented by “ProCredit Direct” for Private Clients

► Strong organic business growth, to consistently grow market share without costly integration

► High-quality loan portfolio based on prudent risk management and long-term business relationships

► Skilled, loyal staff and scalable technology platform with no legacy systems

► Profitable every year since creation as a banking group

► Listed on the Frankfurt Stock Exchange with strong ESG positioning

ProCredit – a unique approach to banking

ProCredit at a glance

<table>
<thead>
<tr>
<th></th>
<th>Hausbank for SMEs</th>
<th>ProCredit Direct for Private Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Impact and development orientation</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ProCredit banks</td>
<td>12</td>
<td>Loan portfolio</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EUR 6,226m</td>
</tr>
<tr>
<td>Loan CAGR ('20-'22)</td>
<td></td>
<td>7.8% p.a.</td>
</tr>
<tr>
<td>CET1 ratio</td>
<td>14.9% (fully loaded)</td>
<td>Rating (Fitch)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BBB (stable)</td>
</tr>
<tr>
<td>RoE (9M-23)</td>
<td></td>
<td>13.6%</td>
</tr>
</tbody>
</table>

Development-oriented shareholder base

FREE-FLOAT (Shareholdings below 5%) 38.7% 18.3% zeitinger
TIAA 8.6% 13.2% KFW
European Bank 8.7% 12.5%

Notes: See page 27 of this presentation
<table>
<thead>
<tr>
<th>Impact through business</th>
<th>Environmental responsibility</th>
<th>Comprehensive staff development</th>
<th>Sustainable business model</th>
</tr>
</thead>
<tbody>
<tr>
<td>► Supporting SMEs through the cycle</td>
<td>► Green loan portfolio &gt; €1.2bn, avg. growth 16% p.a. since 2018</td>
<td>► High diversity, gender parity</td>
<td>► Long-term client relationships</td>
</tr>
<tr>
<td>► No focus on consumer lending</td>
<td>► Strict lending standards and exclusion list</td>
<td>► Unique approach to staff recruitment and development</td>
<td>► Steady organic business growth</td>
</tr>
<tr>
<td>► ESG assessment central to client selection and lending</td>
<td>► Internal environmental measures including plastic strategy &amp; energy efficient buildings</td>
<td>► Continuous value-based training in own academy</td>
<td>► Majority longer-term investment loans (&gt; 3 years)</td>
</tr>
<tr>
<td>► Promoting transparency</td>
<td>► Member NZEB &amp; PCAF</td>
<td>► Fair, transparent salary linked to training level; no variable components</td>
<td>► NPLs and write-offs significantly below the banking sectors of operation</td>
</tr>
<tr>
<td>► Signatory of UNEP FI &amp; member of UN Global Compact</td>
<td></td>
<td></td>
<td>► Profitable every year since creation as a banking group</td>
</tr>
</tbody>
</table>

Notes: See page 27 of this presentation
Opening of ProEnergy solar park located in Kosovo
Milestone in achieving group climate neutrality

Opening of group-owned PV park, located in Kosovo

3 MWp production via 5,552 solar panels
450 equivalent households powered

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

Consistent progress towards group climate neutrality...
✓ Mid-term group target of climate neutrality announced (2018)
✓ Reduction of own emissions by 44% (2018 - 2022)
✓ EDGE certification for offices, 5 offices including Kosovo headquarter (2022)
✓ Roll-out of electric vehicles in own fleet, >50% of fleet electric/hybrid plug-in, 272 e-chargers in operation (2022)

In progress: Certification of Kosovo PV park in accordance with Gold Standard

... and overall environmental impact through business
✓ Roll-out of ProCredit Plastic Strategy (since 2020), member of Finance Leadership Group on Plastics
✓ Joined UN Net-Zero Banking Alliance (2022)
✓ 728 MWp total PV capacity financed by ProCredit (2022)
✓ Pioneering role in Kosovo as first banking group owning PV park; c. 90% of electricity in country still from coal-fired power plants

Medium-term outlook: Achieving a share of green loans of 25% and further expand renewable energies portfolio

1) Estimate on an annual basis, subject to successful certification of ProEnergy L.L.C., Lipjan in accordance with Gold Standard; 2) In 2022
Strong regional footprint across South Eastern and Eastern Europe

Customer loan portfolio per country

- Well diversified loan portfolio

- Strong footprint in South Eastern Europe (73% of total loan portfolio) and Eastern Europe (18%)

- Further operations in Ecuador (8%) and Germany (1%)

- Well diversified loan portfolio with operations in 12 countries and largest single bank (Bulgaria) accounting for only 24% of total loan portfolio
We partner with SMEs – the ProCredit “Hausbank” principle

Target SME clients

- Growing, stable businesses
- Forward-looking SMEs investing in innovation and green technology
- SMEs which bank fully with ProCredit: e.g. loans, cards, transactions, deposits

Our approach

- Comprehensive loan and electronic account facilities
- Business Client Advisers’ focus: client and risk
- Trustful long-term relationships and true understanding of clients’ needs and risks

Strong SME market positions
- Routinely ranked amongst the most important banks for SME clients

90% of loan portfolio to SMEs

€1.6bn financing backed by EIF as part of InnovFin initiative for innovative SMEs

3.0% credit impaired loans, significantly better than market, reflecting strong customer relationships

20.2% share of green loan portfolio in total loan portfolio

Growth. Impact. Low credit risk.
360° integrated view on client situation in all cases

Business potential

Client profile and business model

Collateral quality and quantity

Impact & E&S aspects

Financing request

Financial situation / Credit worthiness

Ownership structure, management capabilities & experience, organisation of the company (e.g. succession plan), business model, markets trends and developments

Client’s approach to environmental, social, health, safety impact of business operations

Financial strength and capacity to meet financial obligations in terms of levels of liquidity, profitability and solvency, potential risks to the financial strength and how those risks are managed

Clients’ overall needs apart of complementary to current request and potential future business with the client as part of the Hausbank concept and long-term client relationship

Degree of collateral coverage, based on available collateral and in accordance with the collateral requirements

Rationale, scope, size, “fit” to the overall business approach, quality of the plan/projections, capacity to manage
Target private clients

- Middle income and higher earners
- Associated with SME owners
- Looking for modern, transparent and reliable banking services

Our approach

- All-in digital offer – no over-the-counter transaction
- Low complexity – one account for all products
- High price transparency – standard monthly fee with no hidden costs

€6.9bn of total deposits, 13.3% CAGR p.a. since 2020
Prudent risk management as key pillar of our business model and impact approach

High quality loan portfolio built around

► Careful client selection and strong client relationships
► Well trained staff
► Effective group credit risk assessment and monitoring
► Solid risk profile with consistently low net write offs
► Loan portfolio quality consistently better than market

Consistently low net write-offs

Non-performing loans of ProCredit significantly below local banking sectors

Notes: See page 27 of this presentation
Track record of profitability through the economic cycle

Long-term financial stability and attractive profitability

Average RoE: 8 - 9%

Foundation and expansion:
- First bank founded in Bosnia in 1998; rapid expansion in Eastern Europe, South America and Africa offering loans to very small, small and medium enterprises
- Foundation of ProCredit Holding
- First green loans for energy efficiency and renewable energy investments in 2006
- Start of positioning as “Hausbank” for SMEs in 2008
- Managed financial crisis of 2008 – 2010 with positive results

Strategic refocussing & restructuring:
- Sharpening of group profile in terms of regional focus on SEE/EE and SME finance
- Divestment of operations in Africa and Latin America; strong reduction of staff and branches in remaining markets by ~80%
- Green finance and Direct Banking approach fully implemented
- Listing of ProCredit Holding on the Frankfurt Stock Exchange in 2016

Hausbank for SMEs in SEE/EE:
- Banks leveraging lean and digital structures
- SEE/EE account for 91%, SMEs for 90% of total loans
- Strong performance in pandemic 2020/21
- FY-22 positive, in spite of heavy impact from war in Ukraine
- Strong 9M-23 RoE of 13.6%

Notes: See page 27 of this presentation
Loan portfolio
Loan portfolio focused on SEE/EE and loans to SMEs, strong regional footprint and diversification

Loan portfolio by geographical segments

- Bulgaria: 24%
- Serbia: 15%
- Kosovo: 11%
- North Macedonia: 8%
- Romania: 6%
- North: 6%
- Ukraine: 9%
- Albania: 4%
- Bosnia & Herzegovina: 5%
- Ecuador: 8%
- Moldova: 3%
- Georgia: 6%
- Georgia: 3%
- Germany: 1%

Loan portfolio by sector

- Trade: 24%
- Agriculture: 18%
- Production: 20%
- Hotel, restaurant: 3%
- Construction: 9%
- Transportation: 4%
- Electricity: 6%
- Investment and other: 2%
- Other economic activities: 7%
- Housing: 7%
- Total Business Loans: 90%
- Total Private Loans: 10%

Total South Eastern Europe: 73%
Total Eastern Europe: 18%
Environmental responsibility is central to the group’s impact approach

Strong growth of green loan portfolio, attractive risk parameters

2006
year of first green loans granted for energy efficiency and renewable energy investments

47%
of green loan portfolio relating to investments in energy efficiency

1.9%
credit impaired loans in green loan portfolio, c. 1pp lower than overall portfolio

>50%
green loan contribution to total loan portfolio growth in 2022

Notes: See page 27 of this presentation
Financial overview: Business growth resulting in enhanced profitability

Good loan portfolio growth and NIM development …

Operating income expansion at improved cost efficiency …

… paired with strong deposit growth and good deposit-to-loan ratio

… and low risk costs resulting in strongly increased return on equity

Notes: See page 27 of this presentation
Contribution of regional segments to group net income
(9M 2023)

Group functions, e.g. risk management, reporting, capital management, IT, liquidity management, training and development
Includes ProCredit Holding, Quipu, ProCredit Academy Fürth, PCB Germany (EUR 48m loan portfolio; EUR 287m deposits)

<table>
<thead>
<tr>
<th>Region</th>
<th>Group Functions, net of consolidation</th>
<th>Group excl. Ukraine</th>
<th>ProCredit Bank Ukraine</th>
<th>Group (as reported)</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Eastern Europe</td>
<td>72.4</td>
<td>19.9</td>
<td>-1.4</td>
<td>16.4</td>
</tr>
<tr>
<td>Eastern Europe excl. Ukraine</td>
<td>19.9</td>
<td>77.6</td>
<td></td>
<td>1.9</td>
</tr>
<tr>
<td>South America</td>
<td>-1.4</td>
<td></td>
<td></td>
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</tbody>
</table>

Customer loan portfolio (EUR m)
- South Eastern Europe: 4,550
- Eastern Europe excl. Ukraine: 575
- South America: 510
- Group functions, net of consolidation: –
- Group excl. Ukraine: 5,683
- ProCredit Bank Ukraine: 543
- Group (as reported): 6,226

Change in customer loan portfolio
- South Eastern Europe: 3.5%
- Eastern Europe excl. Ukraine: -0.5%
- South America: 2.4%
- Group functions, net of consolidation: –
- Group excl. Ukraine: 2.9%
- ProCredit Bank Ukraine: -6.7%
- Group (as reported): 1.9%

Cost-income ratio
- South Eastern Europe: 53.0%
- Eastern Europe excl. Ukraine: 53.9%
- South America: 103.7%
- Group functions, net of consolidation: –
- Group excl. Ukraine: 62.9%
- ProCredit Bank Ukraine: 32.9%
- Group (as reported): 58.7%

Allocated equity (EUR m)
- South Eastern Europe: 711
- Eastern Europe excl. Ukraine: 150
- South America: 52
- Group functions, net of consolidation: –
- Group excl. Ukraine: –
- ProCredit Bank Ukraine: 74
- Group (as reported): 974

Return on equity (ann.)
- South Eastern Europe: 14.2%
- Eastern Europe excl. Ukraine: 18.3%
- South America: -3.5%
- Group functions, net of consolidation: –
- Group excl. Ukraine: 11.0%
- ProCredit Bank Ukraine: 33.4%
- Group (as reported): 13.6%

Notes: See page 27 of this presentation
### Capital structure

<table>
<thead>
<tr>
<th>in EUR m</th>
<th>Sep-23</th>
</tr>
</thead>
<tbody>
<tr>
<td>CET1 capital</td>
<td>907</td>
</tr>
<tr>
<td>Additional Tier 1 capital</td>
<td>0</td>
</tr>
<tr>
<td>Tier 1 capital</td>
<td>907</td>
</tr>
<tr>
<td>Tier 2 capital</td>
<td>74</td>
</tr>
<tr>
<td>Total capital</td>
<td>982</td>
</tr>
</tbody>
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<thead>
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<tbody>
<tr>
<td>CET1 capital ratio</td>
<td>14.9%</td>
</tr>
<tr>
<td>Total capital ratio</td>
<td>16.1%</td>
</tr>
<tr>
<td>Leverage ratio</td>
<td>9.3%</td>
</tr>
</tbody>
</table>

### RWA structure (in EUR m)

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<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Credit risk</td>
<td>508</td>
</tr>
<tr>
<td>Market risk (currency risk)</td>
<td>661</td>
</tr>
<tr>
<td>Operational risk</td>
<td>4,941</td>
</tr>
</tbody>
</table>

### Comfortable capital position and outlook

**Capital:**
- Capital ratios well above regulatory capital requirements of 9.2% CET1 capital, 11.4% T1, 14.3% Total capital

**Leverage:**
- Leverage ratio of 9.3% well above peers and banking sector
- Very comfortable level as further key indicator of prudent group capitalisation

**RWA:**
- Standardized approach for RWA calculation
- RWA mainly driven by credit risk; RWA / asset ratio of 64.4%
- Application of standardized approach resulting in relatively limited impact of Basel IV implementation in 2025
Track record of guidance achievement as strong basis for group medium-term outlook

Delivery on guidance in past years

- FY 2017 ✓
- FY 2018 ✓
- FY 2019 ✓
- FY 2020 ✓
- FY 2021 ✓
- FY 2022 ✓

Limited guidance due to Ukraine war

Positive short-term forecast even under adverse macroeconomic conditions

Updated guidance FY 2023

- Loan growth: Low to medium single digit percentage growth
- RoE: ~12% 
  (based on up to 30 bps risk cost)
- Cost-income ratio: 60% – 62%
- CET1 and leverage ratio: >13.0% and c. 9%

Medium-term outlook with enhanced profitability level

- Loan growth: Medium to high single digit percentage growth p.a.
- RoE: ~12% 
  (based on 25 – 30 bps risk cost over the cycle)
- Cost-income ratio: ~57% (without one-off effects)
- Green loans: share of 25%

Ukraine upside case on medium-term outlook (post-war reconstruction scenario):

Assumption of double-digit loan growth rates p.a. of PCB Ukraine; i.e. return to pre-war situation in terms of growth and profitability.

Such scenario would result in an indicative medium-term upside potential on group RoE of +1.0 – 1.5% p.a.

Notes: See page 27 of this presentation
Appendix
**Selected key historic milestones**

**ENVIRONMENTAL MANAGEMENT AND GREEN ACHIEVEMENTS**

1980: Origin of ProCredit with IPC Consulting of financial institutions in developing countries

1997-1998: First microfinance bank in Bosnia and Herzegovina founded as a greenfield bank (ProCredit Holding)

2003: Creation of ProCredit as a banking group with key shareholders IPC (investment arm since transferred to Zeitinger Invest), DOEN, KfW, IFC and ProCredit Staff Invest

2006: Establishment of ProCredit Holding

2006: Establishment of the ProCredit Academies

2008: Shift from product-oriented microfinance provider to Hausbank for SMEs

2010: Introduction of group-wide three-pillar approach to environmental management

2011: First ENVIRONMENTAL COURSES introduced at the ProCredit Academies

2011: First GROUP ENVIRONMENTAL STEERING COMMITTEE

2012: Introduction of semi-annual group-wide GREEN SEMINARS

2011: First GROUP ENVIRONMENTAL STEERING COMMITTEE

2012: Introduction of group-wide three-pillar approach to environmental management

2013: All ProCredit banks apply the green lending and E&S risk management concept

2013: All ProCredit institutions CERTIFIED under ISO 14001 or EMAS

2014: First GREEN BOND placement for emerging countries with the IFC for green investments by SMEs

2015: MIGA provides MANDATORY RESERVES COVERAGE for eight ProCredit Subsidiaries

2015: First report on the GHG emissions associated with the loan portfolio (Scope 3 emissions)

2016: Financing of PV PLANTS FOR ENERGY COMMUNITIES in Greece

2018: FIRST CAPITAL INCREASE as a listed company (10% of share capital)

2019: Joined the PARTNERSHIP FOR CARBON ACCOUNTING FINANCIALS (PCAF)

2019: First report on the GHG emissions of the loan portfolio (Scope 3 emissions)

2020: Published the group-wide guidance OUR RESPONSE ON FORCED LABOUR ALLEGATIONS to facilitate credit decisions related to photovoltaic panel production in Xinjiang

2021: Joined the NET-ZERO BANKING ALLIANCE and will disclose near- and long-term emissions reductions in accordance with the SCIENCE BASED TARGETS INITIATIVE’S NET-ZERO STANDARD

2022: Joined the UN GLOBAL COMPACT to align operations and strategies with 10 universally accepted principles in the areas of human rights, labour, environment and anti-corruption

2023: Published the group-wide guidance OUR RESPONSE ON FORCED LABOUR ALLEGATIONS to facilitate credit decisions related to photovoltaic panel production in Xinjiang

**KEY HISTORIC MILESTONES**

**INSTITUTIONAL DEVELOPMENT**
ProCredit is committed to foster sustainability

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

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

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

Key facts and selected achievements in 2022
- 3.3% (2.4% w/o Ukraine) credit-impaired loans; well below banking sectors of countries of operation
- +6.9% continued good LP growth outside Ukraine dominated by SME lending
- 91% of loan portfolio is to SMEs
- 71% of people employed by SMEs in SEE/EE
- ProCredit taking differentiated view: exclusion of finance for PV projects with PV panels potentially linked to forced labour (China’s Xinjiang region)
- Introduction of animal welfare assessment
- MSCI ESG rating: A
- +44% CO2 reduced since 2018 from Scope 1 and 2 emissions
- -145 kilotonnes CO2 equivalent of RE project financed in operation
- 20.2% share of green loans in total loan portfolio
- 52% electric and hybrid plug in car fleet; 272 publicly available-chargers
- Own 3 MWp PV park (‘ProEnergy’)
- Member NZEB & PCAF with a commitment to disclose the emissions and set targets according to SBTi Net-Zero Standard
- 48% / 52% diversity of women / men in middle management
- 100% of employees with min. B1 English proficiency
- 139 training hours per employee, total of 493,514 hours
- €7.4m training cost in FY 2022
- Trainings can be delivered in person or online
- Successful back-to-office transition
## Summary of Key Financial Indicators (Q3 2023)

### Income Statement

<table>
<thead>
<tr>
<th></th>
<th>Q3-22</th>
<th>Q3-23</th>
<th>9M-22</th>
<th>9M-23</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>67.2</td>
<td>89.0</td>
<td>192.1</td>
<td>244.7</td>
<td>52.6</td>
</tr>
<tr>
<td>Net fee and commission income</td>
<td>14.0</td>
<td>14.4</td>
<td>40.2</td>
<td>43.2</td>
<td>3.0</td>
</tr>
<tr>
<td>Other operating income (net)</td>
<td>5.2</td>
<td>6.0</td>
<td>14.3</td>
<td>13.2</td>
<td>-1.1</td>
</tr>
<tr>
<td>Operating Income</td>
<td>86.4</td>
<td>109.4</td>
<td>246.6</td>
<td>301.2</td>
<td>54.5</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>25.6</td>
<td>31.4</td>
<td>72.5</td>
<td>87.8</td>
<td>15.3</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>27.9</td>
<td>31.0</td>
<td>77.2</td>
<td>89.1</td>
<td>11.9</td>
</tr>
<tr>
<td>Loss allowance</td>
<td>21.8</td>
<td>8.5</td>
<td>79.1</td>
<td>9.0</td>
<td>-70.1</td>
</tr>
<tr>
<td>Tax expenses</td>
<td>1.5</td>
<td>8.6</td>
<td>0.4</td>
<td>21.3</td>
<td>20.9</td>
</tr>
<tr>
<td>Profit after tax</td>
<td>9.6</td>
<td>29.9</td>
<td>17.3</td>
<td>94.0</td>
<td>76.6</td>
</tr>
</tbody>
</table>

### Key Performance Indicators

<table>
<thead>
<tr>
<th></th>
<th>Q3-22</th>
<th>Q3-23</th>
<th>9M-22</th>
<th>9M-23</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in customer loan portfolio</td>
<td>0.0%</td>
<td>1.1%</td>
<td>6.2%</td>
<td>1.9%</td>
<td>-4.3 pp</td>
</tr>
<tr>
<td>Cost-income ratio</td>
<td>61.9%</td>
<td>57.1%</td>
<td>60.7%</td>
<td>58.7%</td>
<td>-2.0 pp</td>
</tr>
<tr>
<td>Return on equity</td>
<td>4.4%</td>
<td>12.5%</td>
<td>2.7%</td>
<td>13.6%</td>
<td>10.9 pp</td>
</tr>
<tr>
<td>CET1 ratio (fully loaded)</td>
<td>13.6%</td>
<td>14.9%</td>
<td>13.6%</td>
<td>14.9%</td>
<td>1.3 pp</td>
</tr>
</tbody>
</table>

### Additional Indicators

<table>
<thead>
<tr>
<th></th>
<th>Q3-22</th>
<th>Q3-23</th>
<th>9M-22</th>
<th>9M-23</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest margin</td>
<td>3.2%</td>
<td>3.9%</td>
<td>3.0%</td>
<td>3.6%</td>
<td>0.5 pp</td>
</tr>
<tr>
<td>Net write-off ratio</td>
<td>0.2%</td>
<td>0.9%</td>
<td>0.1%</td>
<td>0.4%</td>
<td>0.2 pp</td>
</tr>
<tr>
<td>Credit impaired loans (Stage 3)</td>
<td>3.1%</td>
<td>3.0%</td>
<td>3.1%</td>
<td>3.0%</td>
<td>-0.1 pp</td>
</tr>
<tr>
<td>Cost of risk</td>
<td>139 bps</td>
<td>55 bps</td>
<td>173 bps</td>
<td>20 bps</td>
<td>-153 bp</td>
</tr>
<tr>
<td>Stage 3 loans coverage ratio</td>
<td>57.1%</td>
<td>59.5%</td>
<td>57.1%</td>
<td>59.5%</td>
<td>2.4 pp</td>
</tr>
<tr>
<td>Book value per share (EUR)</td>
<td>15.1</td>
<td>16.5</td>
<td>15.1</td>
<td>16.5</td>
<td>1.5</td>
</tr>
<tr>
<td>Deposit-to-loan ratio</td>
<td>95.1%</td>
<td>111.4%</td>
<td>95.1%</td>
<td>111.4%</td>
<td>16.3 pp</td>
</tr>
</tbody>
</table>

### Key Points
- Net interest income increased from Q3-22 to Q3-23 by 22% and from 9M-22 to 9M-23 by 10%.
- Personnel expenses showed a slight increase from Q3-22 to Q3-23 and a significant increase from 9M-22 to 9M-23.
- The cost-income ratio improved slightly from Q3-22 to Q3-23 but decreased from 9M-22 to 9M-23.

### Notes
See page 27 of this presentation.
Update on ProCredit Bank Ukraine

Current status of operations

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

Risk situation of the bank

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

Regional risk classification

<table>
<thead>
<tr>
<th>Risk zone by business location</th>
<th>% of PCB Ukraine loan portfolio</th>
<th>% of PCH group loan portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dark Red</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Red</td>
<td>6.2%</td>
<td>0.5%</td>
</tr>
<tr>
<td>Yellow</td>
<td>9.9%</td>
<td>0.9%</td>
</tr>
<tr>
<td>Green</td>
<td>83.9%</td>
<td>7.4%</td>
</tr>
</tbody>
</table>

Note: Loans to private individual included in green category

Risk situation of the bank

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

25
Long-standing and well-interconnected management teams at group and local level

Experienced management collaborating at Holding and local level

Hubert Spechtenhauser
(Chairman)
- Corporate Office
- Group Communications
- Legal
- Group and PCH Internal Audit

Eriola Bibolli
- Group Credit Risk Management
- Group and PCH Risk Control
- Group Financial Risk Management
- Group Operational Risk Management
- Group and PCH Human Resources
- Fraud Prevention and Compliance and Group and PCH AML

Christian Dagrosa
- Accounting and Taxes
- Supervisory Reporting and Capital Planning
- Group Funding and Treasury
- Controlling
- Reporting and Data Management
- Investor Relations
- Administration and Translation

Dr Gian Marco Felice
- Group Environmental Management and Impact Reporting
- Group and PCH IT
- Business Support and Development

Local ProCredit banks
33 key management members

Collective training...
- Central training in Fürth
- English as lingua franca
- Regular specialist events and regional meetings

...as catalyst for a shared vision and teamwork...
- Common set of values
- Closely-knit network
- Rapid diffusion of best practices

...supported by clear framework
- Strict common operating standards and policy guidelines
- Strong, standardised MIS reporting
- Holding management with supervisory board seats at local banks involved in strategic business processes

On average 13 years of experience with ProCredit
General note
Return on equity, net interest margin, cost of risk and net write-off ratio are consistently annualised for all interim (quarterly and half-year) figures.

Slide 3
The Fitch Issuer Default Rating of BBB has been last re-affirmed on 23 June 2023.
The shareholder structure shown is according to the voting right notifications, and voluntary disclosure of voting rights as published on our website www.procredit-holding.com.

Slide 4
ProCredit Holding is a signatory of UNEP FI Principles for responsible banking (PRB) and member of UN Global Compact, Net-Zero Banking Alliance (NZEB) and Partnership for Carbon Accounting Financials (PCAF) with a commitment to disclose the emissions and set targets according to SBTi Net-Zero Standard.

Slide 10
NPL figures for banking sectors are derived from respective central or national banks as per Dec-22.

Slide 11
RoE since 2005 as disclosed in “Bundesanzeiger” (German Federal Gazette)
Figures and ratios for Dec-13 relate to the disclosures in the consolidated financial statements as of 2013.
Dec-22 result negatively impacted by significant loan loss provisions in Ukraine due to the war against Ukraine.
Consolidated result and RoE: EUR 16.5m; 1.9%
Result and RoE excl. PCB Ukraine: EUR 68.5m; 7.8%

Slide 14
Green loan portfolio figures from previous periods have been adjusted according to the current scope of continuing operations.

Slide 16
RoE and cost of risk excluding the negative contribution from Ukraine for FY-22.

Slide 17
Return on equity on this slide based on average allocated segment equity; (1) for “Group excluding Ukraine” RoE is calculated on the basis of the consolidated equity, excluding the result contribution of PCB Ukraine in 9M-2023.

Slide 19
The potential expansion of the war to further areas of Ukraine and the continued suspension of the Black Sea Grain Initiative represent significant risk factors for our guidance and could be reflected in increased cost of risk.
Additional risk factors include negative economic impacts related to major disruptions in our countries of operation, intensified supply-chain and energy-sector disruptions, adverse changes in our funding markets, significant changes in foreign trade or monetary policy, a deterioration in interest rate margins particularly in countries with rate ceilings (Bosnia and Herzegovina, Ecuador and Kosovo), increasing inflationary pressures, pronounced exchange rate fluctuations and the conflict in the Middle East.
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