

# **The German impact bank for South Eastern & Eastern Europe**

May 2025








**ProCredit**  
H O L D I N G

# Impact-oriented business practices embedded into our DNA

“ *Responsible banking in transition economies allows to combine comprehensive positive impact with attractive and sustainable returns for investors* ”



 8 DECENT WORK AND ECONOMIC GROWTH	 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	<b>~200k</b> jobs supported by our MSME clients <sup>(1)</sup>	<b>62%</b> of our business loans for capital formation of clients	 7 AFFORDABLE AND CLEAN ENERGY	 13 CLIMATE ACTION	<b>~20%</b> green loans for renewable energy & energy efficiency	<b>Net-zero</b> SBTi <sup>(2)</sup> commitment to net-zero	 5 GENDER EQUALITY	<b>Extensive training</b> part of holistic staff training	<b>~20%</b> of our loan clients are woman-owned MSMEs
--	--	---	--	---	--	---	---	--	--	--



# The German impact bank for SEE and EE



**ProCredit**  
HOLDING

- ▶ Frankfurt listed, member of the SDAX
- ▶ BaFin / Bundesbank regulated

*Bank  
Holding*



**ProCredit Bank**

- ▶ 12 self-sufficient green-field banks
- ▶ All 100% owned with high strategic alignment
- ▶ > 20 years experience in every market

*100%  
owned  
subsidiary*



- ▶ Strategic partners on debt and equity side
- ▶ Strong impact orientation with similar goals and alignment on SME lending, green transition and women empowerment

## Strong positioning for increased scale ✓

**11**

SEE/EE countries  
of operation<sup>(1)</sup>

**>290k**

clients

**~€11bn**

balance sheet

## Simple asset and liability structure ✓

**€7.2bn**

loan portfolio

**~19%**

share of  
green loans

**€8.2bn**

deposits

## Good profitability and capitalisation, attractive payout ✓

**10.2%**

RoE in FY-24

**13.1%**

CET1 ratio  
(fully loaded)

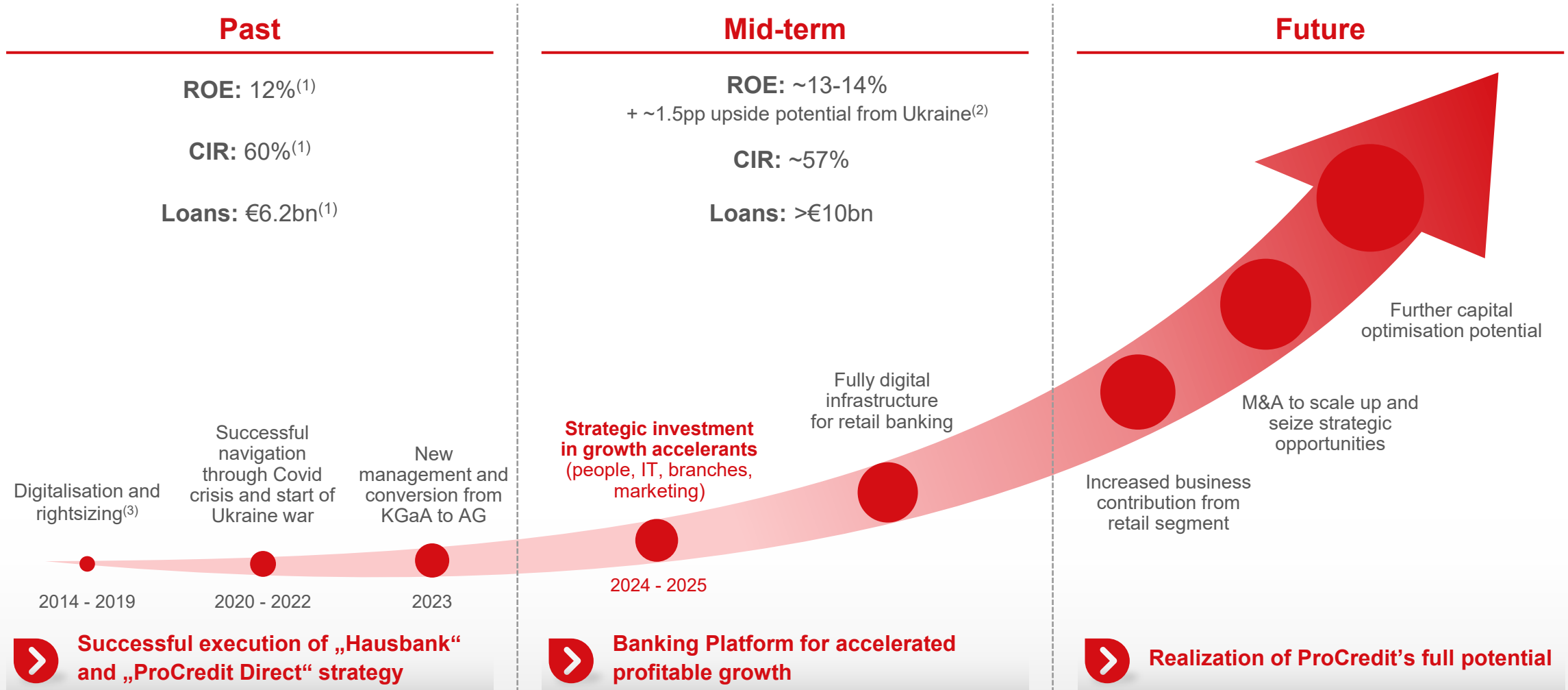
**33%**

dividend payout  
ratio policy



**ProCredit**  
HOLDING

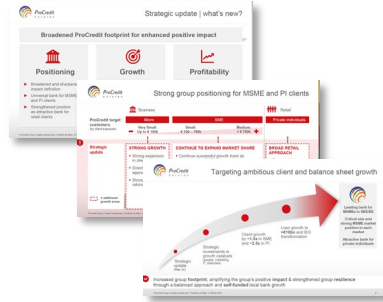
# Management focused to transform ProCredit into thriving banking group



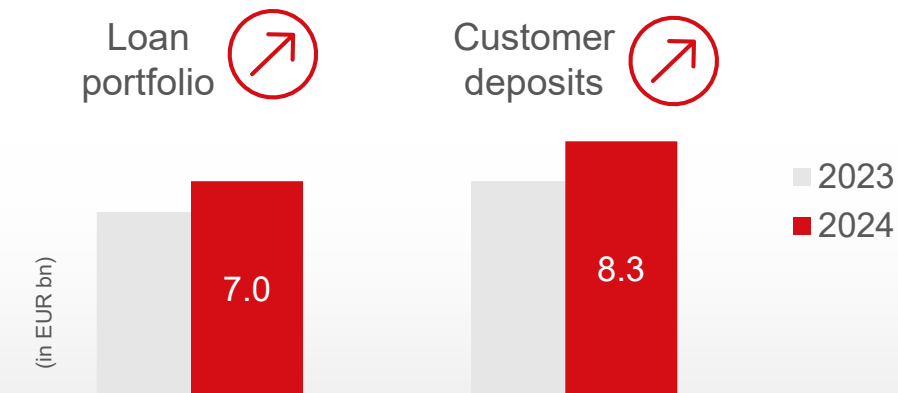
# Delivering on strategic priorities laid out at Capital Markets Day

## 2024: significant step on our growth trajectory

- **New strategy** communicated at Capital Markets Day in Mar-24, positioning ProCredit as **Universal Bank for MSME and private clients**



- **Record business growth in 2024:** loan portfolio surpassing €7bn mark and customer deposits growing by >€1bn



## Balance sheet transformation well underway

- **Lower-volume segments** Small, Micro and Private clients contributing strongly to business growth

- Strong loan growth particularly of **smaller ProCredit banks with strongest scaling potential**

- **Granular private client deposits** as main driver of customer deposit growth

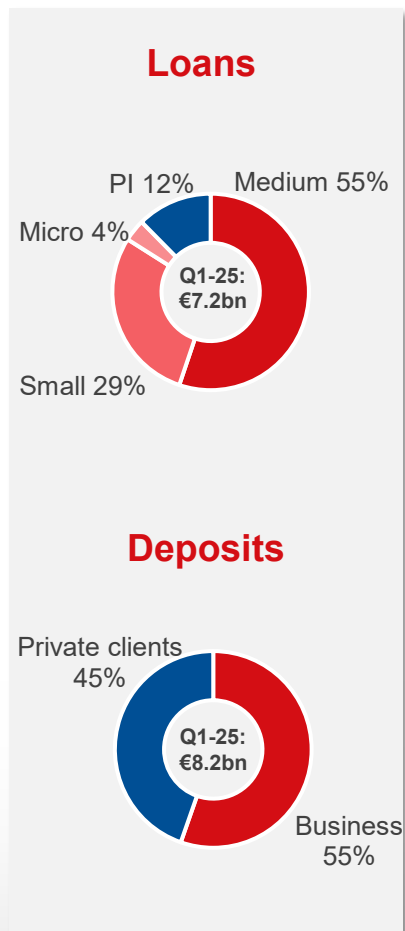
- Growth self-funded on bank level based on **comfortable local deposit-to-loan ratios**

# Investment highlights



- 1** | **Impact banking group regulated and listed in Germany**, with **diversified presence across 13 countries** servicing Micro-, Small- and Medium Enterprises and Private Clients
- 2** | **Focus on EU accession markets in Southern- and Eastern Europe** with attractive economic growth
- 3** | **Prudent lending practices** amid high diversification, careful client selection and strong risk management reflected in low through-the-cycle cost of risk
- 4** | **Attractive and sustainable financial profile** driven by organic growth, strong risk-adjusted earnings and scaling effects; group always profitable in > 20-year history
- 5** | **Simple balance sheet structure** reflecting plain, low-risk approach to banking
- 6** | **Proven track record** to execute strategies and deliver financial and non-financial goals

# 1 | Focus on MSME and Private Individuals as core clients



## Retail

### Private individuals

**Client (exposure)**

Standardised retail

**Service model**

*ProCredit Direct*

Digital Bank + contact centres

**Impact & business rationale**

Transparent pricing  
Avoid client over-indebtedness  
Granular deposit base

**Key products**

Account services  
Mortgages | Consumer loans

**# active clients, target multiplier<sup>(1)</sup>**

~220k  
~2.5x client growth



## Business

### Micro

### SME

Very Small: (Up to € 100k)      Small: (€ 100 – 750k)      Medium: (> € 750k) **+**

*Hausbank*

Digital Bank + contact centres

Business Client Advisor + digital channels

High quality services | Client formalisation | Green finance  
“MSMEs who invest, employ, train, and are open for innovation and ecological transformation”

Credit lines | Working capital loans | Investment loans | Overdrafts  
Business accounts | Documentary business | Trade finance

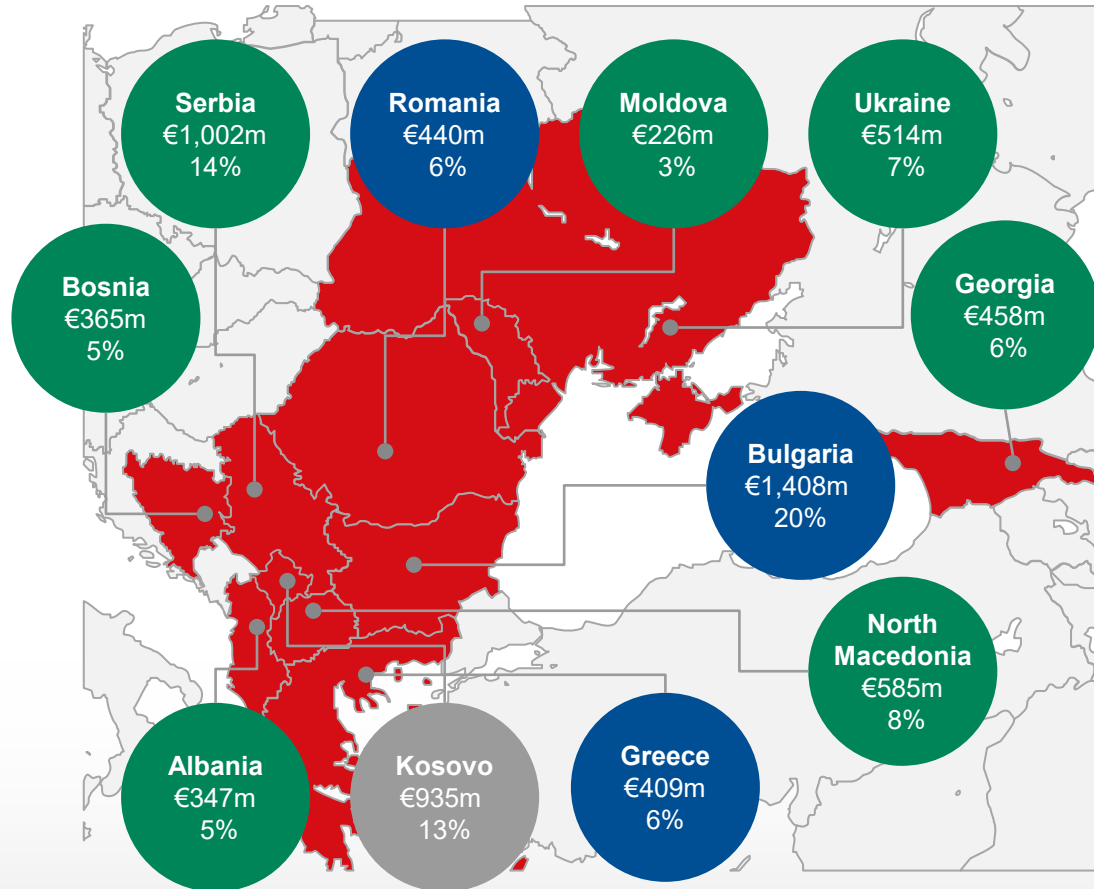
~30k  
~2.0x client growth

~45k  
~1.5x client growth

## 2 | Strong regional footprint in highly attractive markets

### Group focus on attractive SEE/EE region

- ▶ Countries with high GDP growth and low banking sector penetration
- ▶ High impact potential due to elevated industrial emission levels, significant informal sector, and inadequate banking services for MSMEs
- ▶ Attractive margins allowing for sustainable returns
- ▶ EU accession process major factor for positive region outlook



### Key macro factors

#### Growth outlook

Median real GDP growth '25-'30

3.5%

1.2%

ProCredit countries <sup>(1)</sup>

Euro area

#### Banking sector penetration

Loans / GDP '23

~0.5x

~1.4x

ProCredit countries <sup>(1)</sup>

Euro area

#### High importance of SMEs

in our countries of operation <sup>(2)</sup>

62% of GDP

71% of people employed



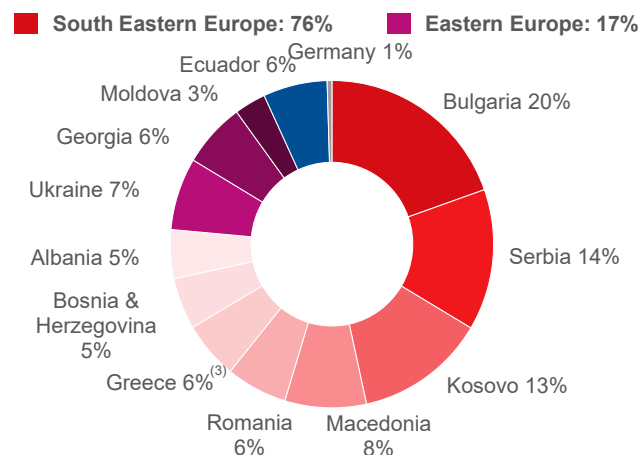
### 3 | Prudent lending practices

#### Lending Strategy

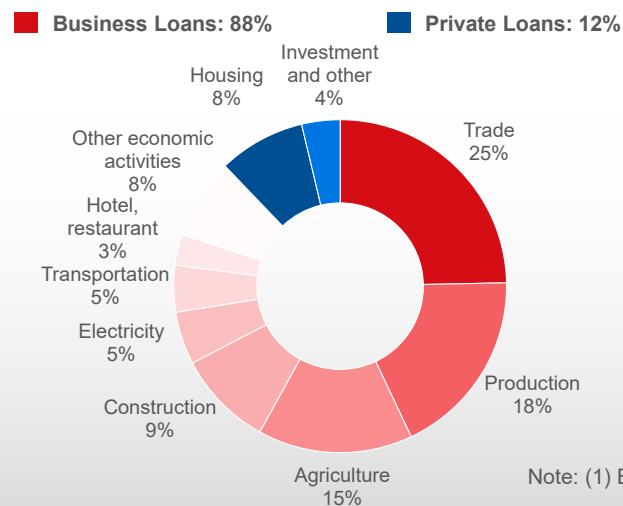
- ▶ Careful client selection and strong client relationships
- ▶ Well trained staff
- ▶ Effective credit risk assessment and monitoring
- ▶ Solid risk profile with low net write offs
- ▶ Loan portfolio quality consistently better than market

#### Well-diversified loan book

##### By geography (Q1-25)



##### By sector (Q1-25)



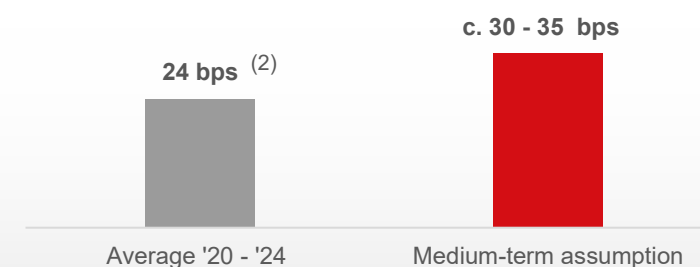
#### Consistently low default rates

##### Share of loan portfolio in Stage 3

**2.2%**  
group loans  
in Stage 3

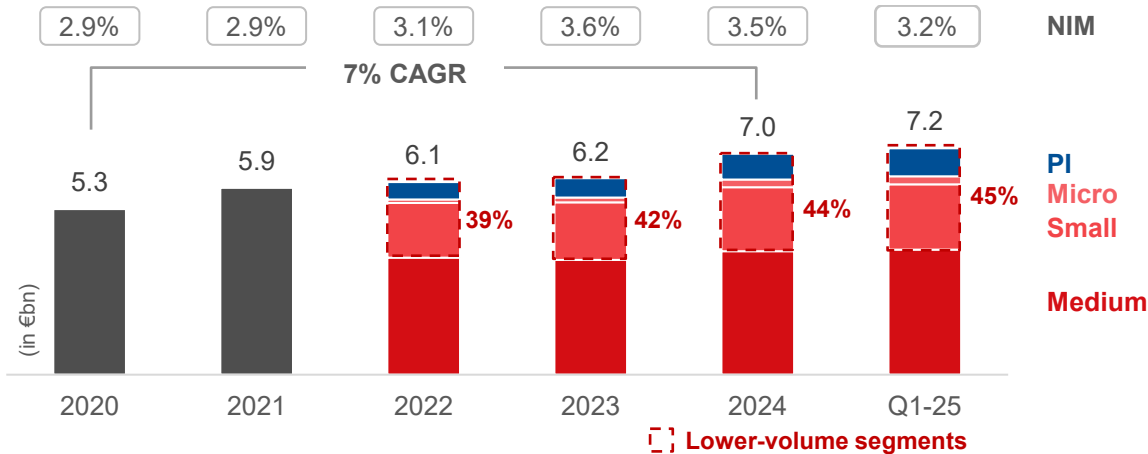
On par of average level of significant  
institutions in the European Union<sup>(1)</sup>

##### Low through-the-cycle cost of risk



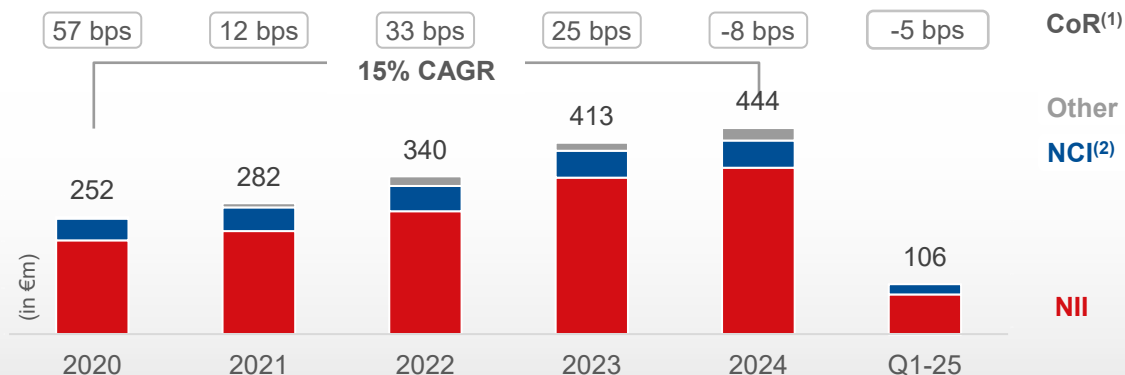
# 4 | Attractive and sustainable financial profile set for growth

## Loan book and net interest margin



- ▶ Track record of **high loan growth at attractive margins**
- ▶ **Average 7% annual growth over past 5 years**, with **acceleration to >12% in 2024** in line with group scaling strategy
- ▶ **Lower-volume segments** (Small, Micro, PI) now stand at 45% of loan book

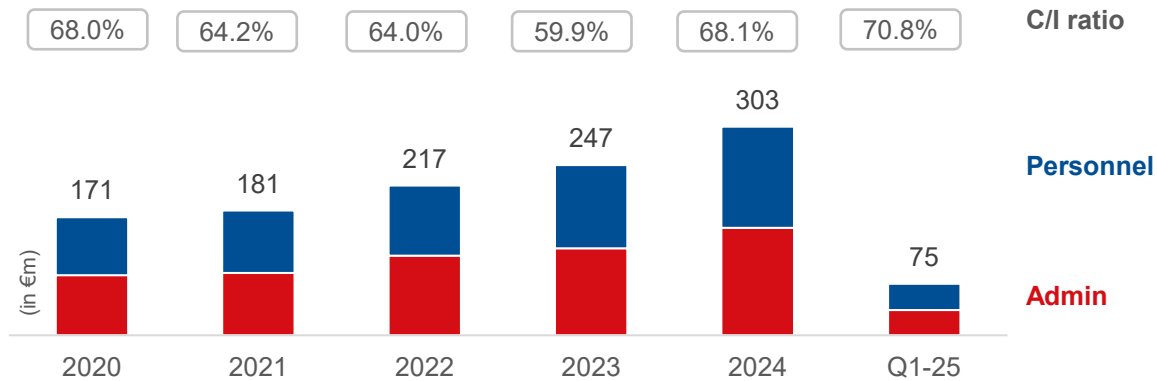
## Operating income and cost of risk



- ▶ **Strong operating income expansion at low risk costs**
- ▶ Driven by **positive volume and pricing effects**
- ▶ **Consistently low risk costs** as result of strong portfolio quality

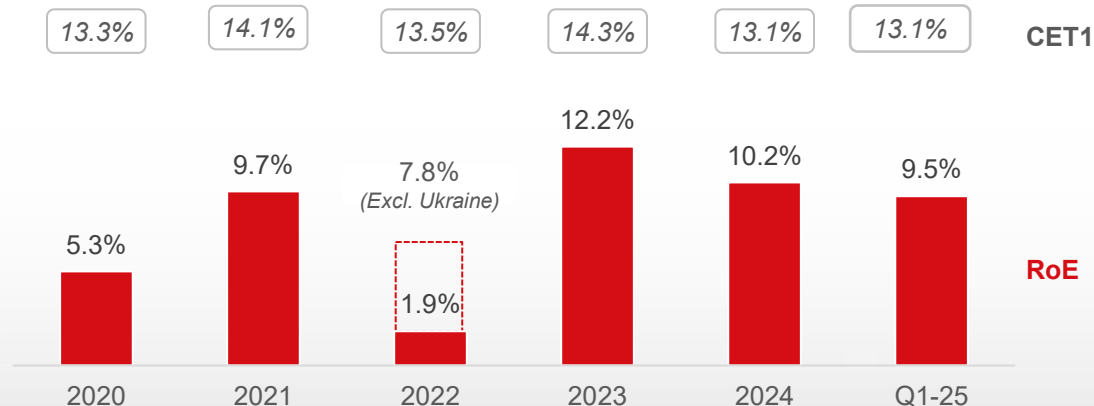
## 4 | Attractive and sustainable financial profile set for growth

### Operating expenses and C/I ratio



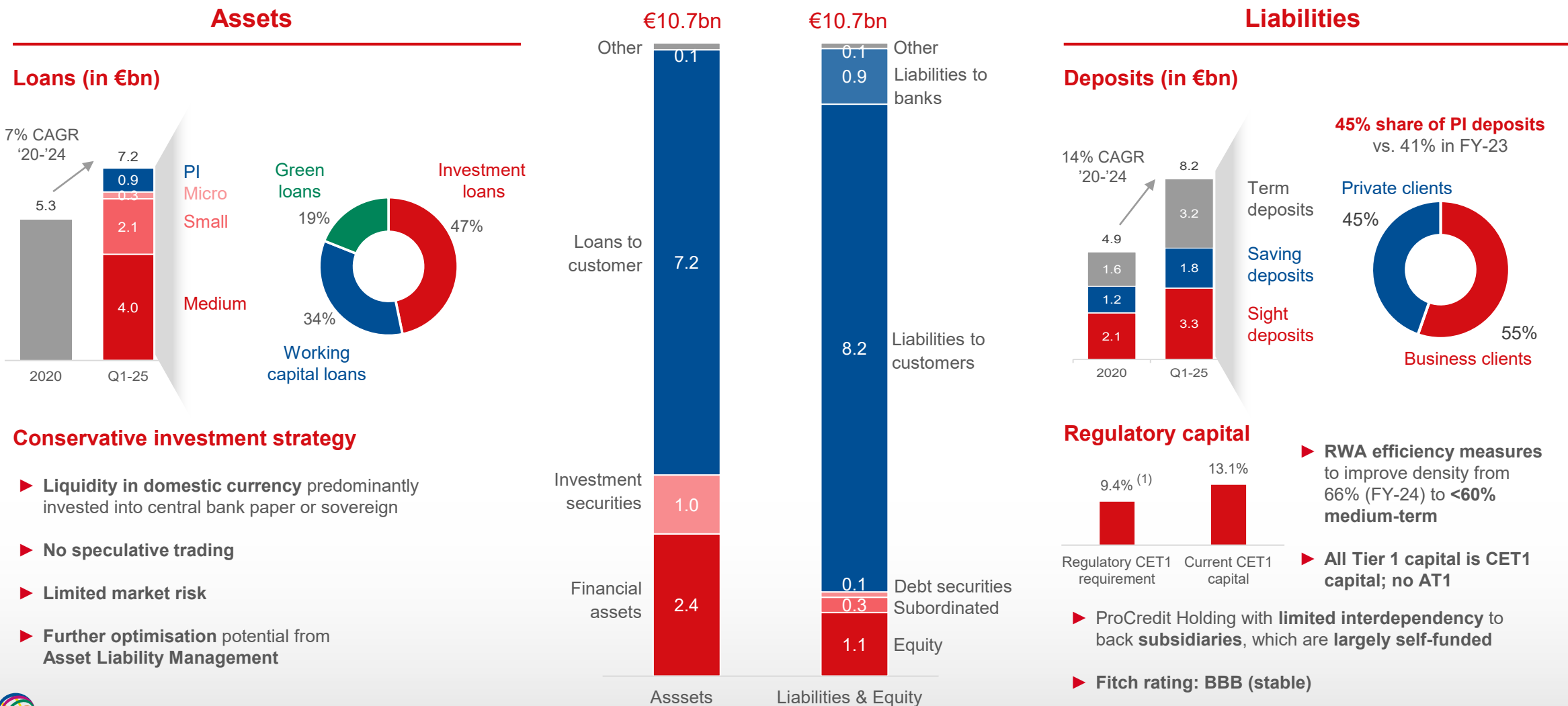
- ▶ **Efficiency well improved** until 2023 to ~60% C/I ratio
- ▶ **Strategic growth investments into staff, branches, IT and marketing** drive temporarily higher C/I ratio in 2024/25
- ▶ **Continued strict underlying cost discipline**

### RoE and CET1 ratio



- ▶ **Enhanced structural profitability at solid capitalisation**
- ▶ **Good profitability in transition year 2024 and 2025 YTD**
- ▶ **Regional segments SEE and EE with strong RoE of 15.5%<sup>1</sup> in 2024, underlining group potential**

# 5 | Low-risk balance sheet with local deposit funding



# 6 | Experienced Management focused to deliver on set financial goals

## Senior Management leading ProCredit Holding



**Hubert  
Spechtenhauser**

*CEO*  
Legal, Communications



**Christian  
Dagrosa**

*CFO*  
Finance, Funding,  
Investor Relations



**Christoph  
Beeck**

*CHRCO*  
HR, Compliance, Audit



**Eriola  
Bibolli**

*CCO<sup>(1)</sup>*  
Retail, MSME,  
Sustainability, Economics



**Georgios  
Chatzis**

*CRO*  
Risk



**Dr. Gian Marco  
Felice**

*CTO*  
IT

## Local ProCredit banks



**Collective training** in own  
ProCredit Academy



Shared vision with ~4,700 employees  
working **purpose driven**



**Clear Group framework** with strict  
operating, business and risk guidelines

## Strong track record of delivering on RoE guidance

**FY 2017**



**FY 2018**



**FY 2019**



**FY 2020**



**FY 2021**



**FY 2022**

Limited  
guidance due  
to Ukraine war

**FY 2023**



**FY 2024**



# ProCredit's medium-term ambitions

## Medium-term guidance

### >€10bn loan portfolio

(based on significant growth in # of clients)

### Return on equity ~13-14%

(w/o ~1.5pp upside potential from Ukraine)

### Cost income ratio ~57%

(w/o one-off effects)

### Offer attractive dividends

(33% payout ratio in line with group dividend policy)

## Target operating model



Leading bank for **MSMEs** in our region



Attractive bank for **private clients** with superior customer experience



Increased **size and scale** for enhanced medium-term profitability



Strong **sustainability** commitment



***ProCredit***  
H O L D I N G

## Appendix



***ProCredit***  
H O L D I N G

## Our approach to banking



# Attractive and highly relevant region - *particularly in context of EU accession*

*ProCredit active  
in 13 countries*

*Serving  
>290k clients*

*Responsible  
banking partner*

## **South Eastern Europe**

Albania, Bosnia,  
Bulgaria, Greece  
Kosovo, North  
Macedonia,  
Romania, Serbia

## **Eastern Europe**

Georgia, Moldova,  
Ukraine

## **Other**

Ecuador, Germany



**Economic transformation  
& impact potential**



**Attractive growth  
prospects**



**Increased geopolitical  
importance**



# We make a difference for our clients

## **Economic development**

Trusted,  
long-term  
banking partner

MSMEs often  
underserved

## **Responsibility**

Act responsibly  
towards clients,  
environment & societies

Promote savings  
culture & avoid  
over-indebtedness

## **Transparency**

Transparent and  
fair banking  
products

Positive impact in  
markets with weak  
customer protection

## **Environmental sustainability**

Comprehensive  
approach throughout  
organization

Support transition  
through green lending

# How we work with our clients

## ProCredit customer-centric approach:

rigorous client  
selection

+

high service quality

+

long-term  
relationships



## Prudent credit risk

Central role of Business  
Client Advisers  
Responsible lending  
Good portfolio quality

## Strict customer focus

Hausbank approach  
Cater all main client demands  
True understanding of clients'  
needs and risks

## Strong digital channels

Evolving client demands  
Superior customer experience  
Efficient internal operations

# A team with shared values

**Our key strength is our ~4,700 people**

**Carefully selected,  
well-trained  
and loyal staff**

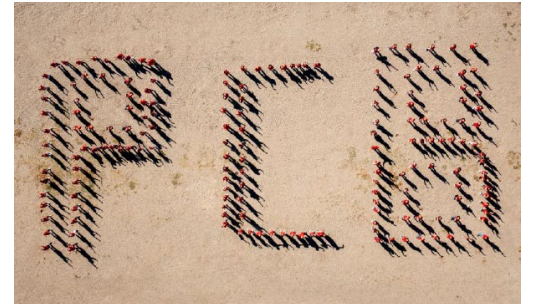
**Develop staff  
capacities in own  
academies**

**Clear salary  
structures and  
career options**

**Share best  
practices and  
become  
one team**

**Professional  
development in banking  
and humanities**

**Strong commitment to the  
business and impact orientation  
of the group**





***ProCredit***  
H O L D I N G

## Q1 2025 and FY 2024 results

# Q1 2025: Good start into the year



**Group advances on its growth and transformation strategy:** loan growth across all client segments; lower-volume segments and smaller ProCredit banks contribute strongly



Good level of profitability maintained in Q1: **€25m net result or 9.5% RoE**  
C/I ratio temporarily higher but **strategic investments in growth catalysts begin to level out**



Solid capitalisation good basis for **proposed dividend per share of EUR 0.59 for FY 2024 result** at upcoming AGM on 4 June 2025 (in line with 1/3 dividend payout policy)



ProCredit Holding **promoted to German small cap index SDAX**, achieving an important strategic milestone as a publicly listed company

# Q1 2025 results at a glance

In EUR m		Q1-24	Q1-25	Y-o-Y
Income statement	Net interest income	90.1	85.0	-5.1
	Net fee and commission income	21.0	22.6	1.5
	Other operating income (net)	-3.9	-1.9	2.0
	Operating income	107.2	105.6	-1.6
	Personnel expenses	32.2	38.1	5.8
	Administrative expenses	33.9	36.7	2.8
	Loss allowance	0.3	-0.8	-1.1
	Tax expenses	7.2	6.5	-0.7
	Profit after tax	33.5	25.2	-8.3
Key performance indicators	Change in customer loan portfolio	3.0%	2.5%	-0.5 pp
	Cost-income ratio	61.7%	70.8%	9.1 pp
	Return on equity (annualised)	13.4%	9.5%	-3.9 pp
	CET1 ratio (fully loaded)	14.3%	13.1%	-1.2 pp
Additional indicators	Net interest margin	3.7%	3.2%	-0.5 pp
	Net write-off ratio	0.0%	-0.1%	-0.1 pp
	Credit impaired loans (Stage 3)	2.6%	2.2%	-0.4 pp
	Cost of risk	2 bps	-5 bps	-7 bp
	Stage 3 loans coverage ratio	57.8%	50.5%	-7.3 pp
	Book value per share (EUR)	17.3	18.2	0.9
	Deposit-to-loan ratio	116.2%	114.7%	-1.6 pp

# FY 2024 results at a glance

In EUR m		FY-23	FY-24	Y-o-Y
Income statement	Net interest income	337.2	358.2	21.0
	Net fee and commission income	57.5	59.2	1.6
	Other operating income (net)	17.8	26.9	9.1
	Operating income	412.5	444.3	31.8
	Personnel expenses	120.6	146.8	26.1
	Administrative expenses	126.3	156.0	29.7
	Loss allowance	15.5	-5.2	-20.7
	Tax expenses	36.6	42.4	5.7
	Profit after tax	113.4	104.3	-9.1
Key performance indicators	Change in customer loan portfolio	1.9%	12.6%	10.6 pp
	Cost-income ratio	59.9%	68.1%	8.3 pp
	Return on equity	12.2%	10.2%	-2.0 pp
	CET1 ratio (fully loaded)	14.3%	13.1%	-1.2 pp
Additional indicators	Net interest margin	3.6%	3.5%	-0.1 pp
	Net write-off ratio	0.5%	0.3%	-0.2 pp
	Credit impaired loans (Stage 3)	2.7%	2.3%	-0.4 pp
	Cost of risk	25 bps	-8 bps	-33 bp
	Stage 3 loans coverage ratio	57.6%	49.9%	-7.8 pp
	Book value per share (EUR)	16.7	17.9	1.2
	Deposit-to-loan ratio	116.5%	118.3%	1.8 pp



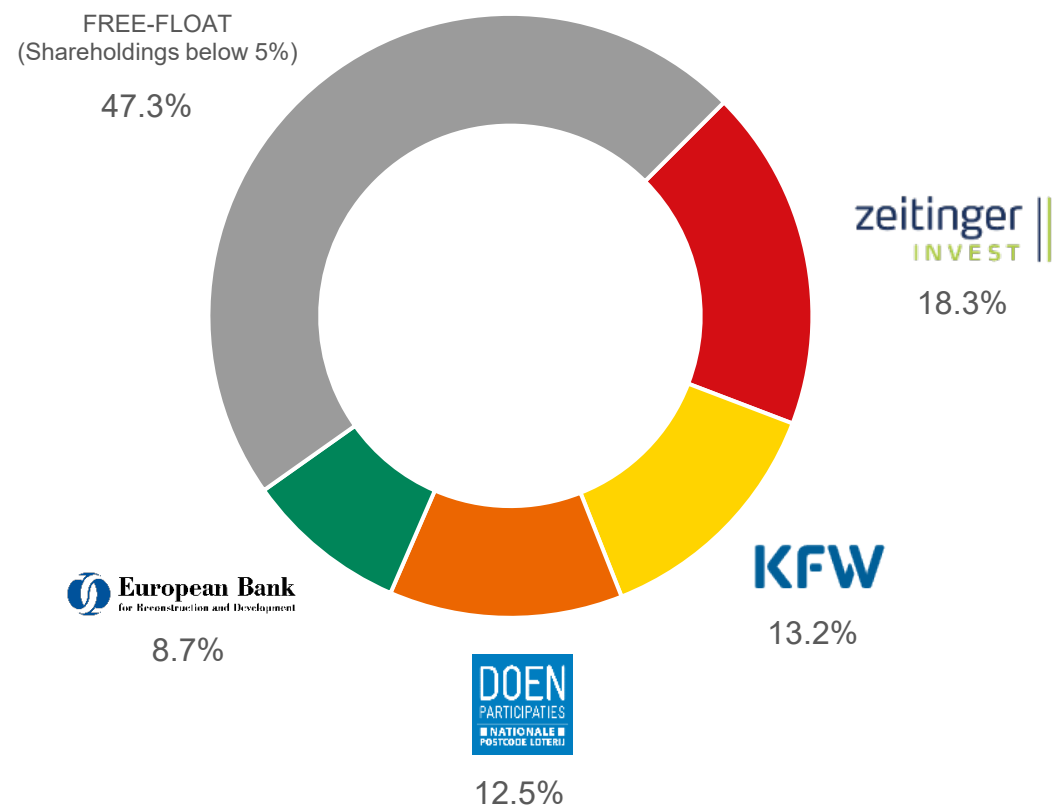


***ProCredit***  
H O L D I N G

## Shareholder structure

# ProCredit ownership

## Shareholder structure of ProCredit Holding AG



## Key information

Stock Exchange	Frankfurt Stock Exchange
Segment	Prime Standard
Trading symbol	PCZ
Index membership	SDAX

# Disclaimer

The material in this presentation and further supporting documents have been prepared by ProCredit Holding AG, Frankfurt am Main, Federal Republic of Germany (“ProCredit Holding”) and provide general background information about the ProCredit group’s current activities as of the date of this presentation (12 May 2025). This information is given in summary form and does not purport to be complete. The information in this presentation and further supporting documents, including forecasted financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing, or selling any securities or other financial products or instruments. The information does not take into account the particular investment objectives, financial situation or needs of individuals, so before acting on any information contained in this presentation, readers are advised to consider the appropriateness of the information in relation to any of the aforementioned activities, as well as the appropriateness of any relevant offer document, for their particular objectives, and in particular, it is recommended to seek independent financial advice. All securities and financial product or instrument transactions involve risks, which include, among others, the risk of adverse or unanticipated market, financial or political developments and, in international transactions, currency risk.

This presentation and further supporting documents may contain forward-looking statements, including statements regarding our intent, belief or current expectations with respect to market conditions, ProCredit Holding’s or the ProCredit group’s business and operations, results of operations and financial conditions, capital adequacy, specific provisions and risk management practices. Such forward-looking statements are based on the Management of ProCredit Holding’s current expectations and specific assumptions, which are partly beyond the control of ProCredit Holding. The forward-looking statements are therefore subject to a multitude of uncertainties. Readers are cautioned not to place undue reliance on them. Insofar as it is not required by law, ProCredit Holding does not undertake to release any revisions to these forward-looking statements to reflect errors regarding the underlying expectations and assumptions or their evaluation by ProCredit Holding, or events or circumstances occurring after the date of this presentation (12 May 2025) to reflect the occurrence of unanticipated events. While due care has been used in the preparation of forecasted information, actual results may vary in a materially positive or negative manner. Past performance is not a reliable indication of future performance.