

NLB Group Factsheet



Emerging market banking group, regulated by ECB, with great potential for growth in its home region.

FY 2023

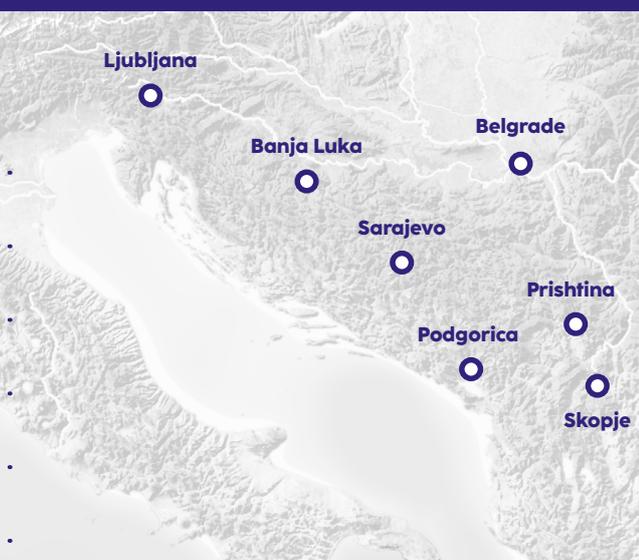
Profile

NLB Group is the leading banking and financial group with headquarters and an exclusive strategic interest in our home region – Southeast Europe.

In addition to NLB d.d., a main entity in Slovenia and a public company, NLB Group is comprised of six subsidiary banks and several companies for ancillary services. The Group utilises a universal banking model and supports its clients through **retail, corporate, and investment banking services**. On six out of seven markets where the Group operates, the market share of member banks **exceeds 10%** (measured by total assets).

Overview

- 2.7** million Customers
- 7,982** Employees
- 418** Branches in 6 Countries
- 550.7** million Profit a.t.
- 25.9** bn Total Assets
- 2.9** bn Total Equity



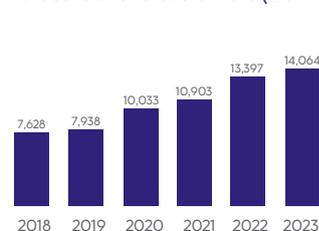
Strategic priorities

- Continuously create value for our shareholders.
- Deliver cost efficient modern banking solutions through digitalization and innovation.
- Be a responsible and sustainable business.
- Connect every part of the region with banking solutions that will help improve the quality of life.
- Actively manage customer journey to increase profitability and customer satisfaction.
- Engage, motivate and develop a talented and diverse team.

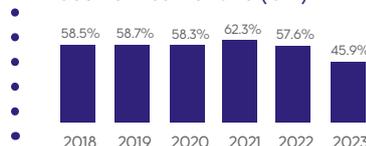
Net operating income (EURm)



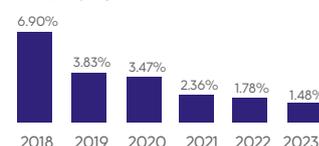
Gross loans to customers (EURm)



Cost to income ratio (CIR)



NPL Ratio



1-12 key financials and outlook

KPI	1-12 2022	1-12 2023	Outlook 2024	Outlook 2025
Regular Income	779.0	1,108.2	> EUR 1,100 million	~ EUR 1,200 million
Cost of Risk	14 bps	-7 bps	20-40 bps	30-50 bps
CIR	57.6%	45.9%	< 50%	< 50%
Loan Growth	23% (14% w/o N Banka)	5%	Mid-single digit	High single digit
Dividends	EUR 100 million	EUR 110 million	EUR 220 million (40% of 2023 profit)	More than 40% of 2024 profit ⁽ⁱ⁾
ROE a.t.	12.2%	21.0%	~ 15%	~ 15%
ROE Normalised ⁽ⁱⁱ⁾	15.6%	29.3%	> 20%	> 20%

(i) Future capital returns will be revised during the new 2030 strategy process.

(ii) ROE normalised = result a.t. divided by average risk-adjusted capital. Average risk-adjusted capital is calculated as a Tier 1 requirement of average RWA reduced for minority shareholder capital contribution.

Listings

Ljubljana Stock Exchange	Ordinary shares	NLBR
London Stock Exchange	GDRs	NLB
	5 GDRs = 1 ordinary share	

Share information (31.12.2023) EUR

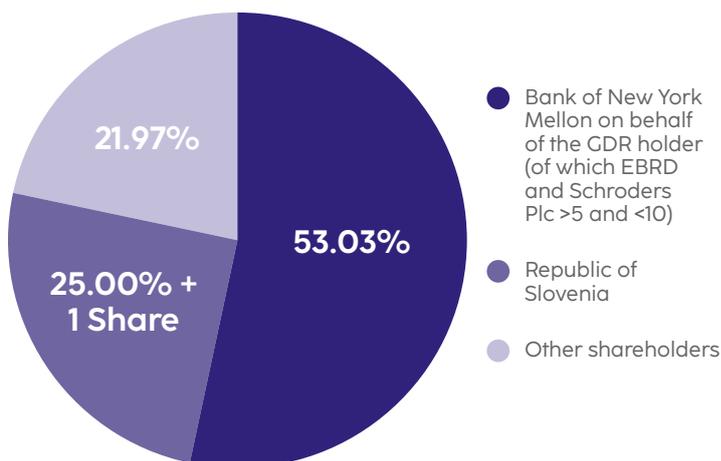
Number of shares	20,000,000
Market capitalization	1,700 mil
Earnings per share (TTM)	27.5
Book value per share	139.9
Dividend yield	6.5%



Issued securities

in EUR millions					
Type	Ticker	Issue Date	Maturity	Interest Rate	Nominal Value
AT1	NLB28	23.9.2022	Perpetual	9.721%	82
T2	NLB27	6.5.2019	6.5.2029	4.20%	45
T2	NOVALJ 3.65	19.11.2019	19.11.2029	3.65%	120 <small>(As of 26.1.2024; 9.9)</small>
T2	NOVALJ 3.4	5.2.2020	5.2.2030	3.40%	120 <small>(As of 26.1.2024; 10.5)</small>
T2	NOVALJ 10 3/4	28.11.2022	28.11.2032	10.75%	225
T2	NOVALJ 6 7/8	24.1.2024	24.1.2034	6.875%	300
SP	NOVALJ 6	19.7.2022	19.7.2025	6.00%	300
SP	NOVALJ 7 1/8	27.6.2023	27.6.2027	7.125%	500
Total Outstanding: 1,472.4					

Shareholder Structure (31.12.2023.)



Credit Rating NLB	31.12.2023	Outlook
Standard & Poor's	BBB	Stable
Moody's ^(*)	A3	Stable

(*) Unsolicited rating.

ESG RATING 2023	16.0 Low Risk	Top 13% Banks
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MORNINGSTAR | SUSTAINALYTICS

Management board

Blaž Brodnjak, CEO

Archibald Kremser, CFO

Andreas Burkhardt, CRO

Andrej Lasič, CMO (Corporate & IB)

Hedvika Usenik, CMO (Retail & Pvt. Banking)

Antonio Argir, Payments & Innovation



This is our home. A region of opportunities. Here are our families, friends, co-workers, neighbours, sportsmen we root for, innkeepers who know how we take our coffee ... Here are our thoughts and our hearts. That's why we can see what this region is capable of firsthand and recognize the potential when nobody else does. We want to take care of our home to the fullest we can and thus improve the quality of life in this region. Because where others see just a spot on the map, we see a region of opportunities.

Blaž Brodnjak, CEO of NLB Group

NLB Group is the 1st Bank Headquartered in SEE to commit to Net-Zero Portfolio Targets

NLB Group is starting its net-zero portfolio journey with four sectors

- **Power Generation**
- **Iron and Steel**
- **Commercial Real Estate**
- **Residential Real Estate**

1.5°C

for all sector targets already use net-zero by-2050 scenarios

Set intermediate 2030 targets for all

4

sectors covered

NLB d.d. commitment to finance at least

30%

of new production in most energy efficient commercial buildings (<50 kg CO₂/m²) by 2030

Retail and Corporate Banking commitment to mobilise

€1.9 Billion

volume in sustainable finance by 2030

NLB d.d. commitment to finance at least

15%

of new production in top-rated mortgages (A & B EPC class) in Slovenia by 2030

Digital innovation in the region

- First Slovenian bank enabling **24/7 opening of personal account** and the only bank with **full digital signing of documents** in M-bank.
- First Slovenian bank to launch chat and **video call** functionalities and the only bank with **multichannel 24/7 support**.
- Only bank with **fully mobile express loan** capabilities (Consumer & SME).
- First Slovenian bank to offer **NLB Smart POS** solution on mobile phone to merchants.
- First Slovenian bank issuing **digital only debit cards**.

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