

NLB Group Factsheet



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

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

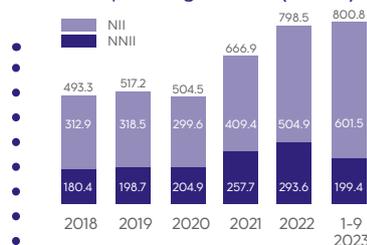
- 2.7** million Customers
- 8,078** Employees
- 420** Branches in 6 Countries
- 386.9** million Profit a.t.
- 25.3** bn Total Assets
- 2.8** bn Total Equity



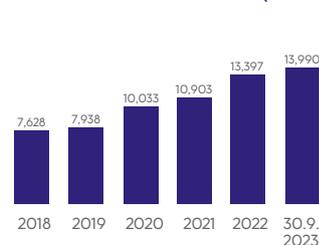
Strategic priorities

- 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.

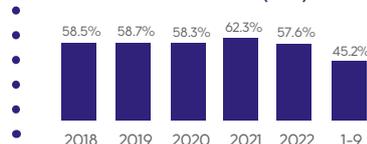
Net operating income (EURm)



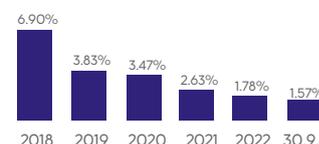
Gross loans to customers (EURm)



Cost to income ratio (CIR)



NPL Ratio



1-9 key financials and outlook

KPI	in EUR millions/%/bps			
	1-9 2022	1-9 2023	Outlook 2023	Outlook 2025
Regular Income	EUR 557.7 million	EUR 801.2 million	> EUR 1,000 million	~ EUR 1,100 million
Costs	EUR 332.6 million	EUR 361.6 million	~ EUR 500 million	~ EUR 530 million
Cost of Risk	-13 bps	-23 bps	~ 0 bps	30-50 bps
CIR	59%	45.2%	~ 46%	< 50%
Loan Growth	21% (12% w/o N Banka)	4%	Mid-single digit	High single digit
Dividends	EUR 50 million	EUR 55 million	EUR 110 million	EUR 500 million (2022-2025)
ROE a.t.	12.5%	20.2%	> 15%	> 14%
ROE Normalised			> 20%	> 20%
Regular profit a.t.	EUR 370.2 million	EUR 386.0 million		> 400 million

Listings

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

Share information (30.9.2023) EUR

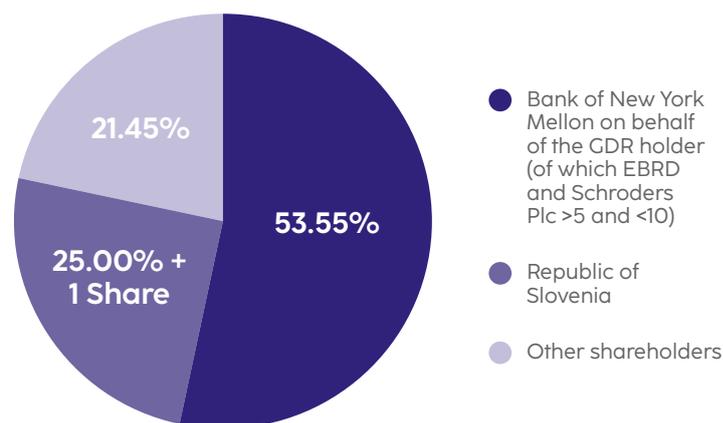
Number of shares	20,000,000
Market capitalization	1,480 mil
Earnings per share (TTM)	22.8
Book value per share	132.6
Dividend yield	~ 7%



Issued securities

in EUR millions					
Type	Ticker	Issue Date	Maturity	Interest Rate	Nominal Value
AT1	NLB28	23.9.2022	Perpetual	9.721%	82
T2	NLB 27	6.5.2019	6.5.2029	4.20%	45
T2	NOVALJ 3.65	19.11.2019	19.11.2029	3.65%	120
T2	NOVALJ 3.4	5.2.2020	5.2.2030	3.40%	120
T2	NOVALJ 10 3/4	28.11.2022	28.11.2032	10.75%	225
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

Shareholder Structure (30.9.2023.)



Credit Rating NLB	30 Sep 2023	Outlook
Standard & Poor's	BBB	Stable
Moody's ⁽¹⁾	A3	Stable

(xi) Unsolicited rating.

ESG RATING 2023 **16.0 Low Risk** **Top 13% Banks**

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



Sustainable Operations in 2023

- NLB Group will disclose all relevant ESG data.
- The focus will be on the analysis and implementation of the **EU Corporate Sustainability Reporting Directive**, as well as the upcoming **EU Corporate Sustainability Due Diligence Directive**.
- NLB Group will implement **Human Rights Management System**.



Sustainable Finance in 2023

- NLB Group will develop and implement the **Net Zero Business Strategy** in line with **UN PRB & NZBA** with the aim to set its lending and investment decarbonization targets.
- First targets related to **reducing its footprint in carbon-intensive industries** will be published.



Contribution to Society in 2023

- Sponsorship and donations** will continue to be based on supporting and following the **UN Sustainable Development Goals**.
- NLB Group will continue with its contributions to local communities**.

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**.

Contact

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