

Key highlights of MONETA's 2022-2026 business plan

Prepared for Wood Spring Emerging Markets Conference

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OVERVIEW OF THE MOST RECENT MACROECONOMIC INDICATORS

Macroeconomic indicators ¹	CZSO/MF/Bloomberg		Czech National Bank ⁵		Ministry of Finance ⁶	
	Current	Period	Outlook 2022	Outlook 2023	Outlook 2022	Outlook 2023
GDP growth	4.8%	1Q 22	0.8%	3.6%	1.2%	3.8%
Consumer price index	14.2%	Apr-22	13.1%	4.1%	12.3%	4.4%
Unemployment rate	2.4%	Apr-22	2.4%	2.7%	2.5%	2.6%
Real wage inflation	(2.0%)	4Q 21	(8.5%)	1.0%	(6.8%)	0.0%
Nominal wage inflation	4.0%	4Q 21	4.6%	5.1%	4.6%	4.4%
Industrial production	0.4%	Mar-22	n/a	n/a	n/a	n/a
Foreign trade - import	12.7%	Mar-22	(1.7%)	3.7%	1.3%	4.0%
Foreign trade - export	3.9%	Mar-22	(0.9%)	9.3%	1.5%	4.2%
State budget deficit²						
State budget deficit (CZK bn)	189.3	May-22	n/a	n/a	280.0	n/a
State budget as share on GDP	(7.1%)	May-22	n/a	n/a	(4.2%)	n/a
Exchange rate³						
Exchange rate (CZK/EUR)	24.70	2.6.2022	24.17	24.31	24.40	24.20
Exchange rate (CZK/USD)	23.10	2.6.2022	21.78	21.47	n/a	n/a
Interest rates³						
2-week Repo rate	5.75%	6.5.2022	6.65%	4.82%	n/a	n/a
3-month Pribor	6.21%	1.6.2022	6.96%	5.12%	5.30	4.90
2Y interest rate swap ⁴	6.20%	2.6.2022	5.66%	4.74%	n/a	n/a
3Y interest rate swap ⁴	5.68%	2.6.2022	5.27%	4.63%	n/a	n/a
5Y interest rate swap ⁴	5.22%	2.6.2022	4.95%	4.55%	n/a	n/a
10Y interest rate swap ⁴	4.85%	2.6.2022	4.69%	4.46%	n/a	n/a

PRODUCT DETAIL

Gross Performing Balance				New volume			
Portfolio (CZK bn)	FY 2021	Current Forecast 2022	Forecast YoY %	Portfolio (CZK bn)	2021	Current Forecast 2022	Forecast YoY %
Mortgages	122.6	132.7	8.2%	Mortgages	46.0	23.1	(49.8%)
Consumer lending	47.2	49.0	3.7%	Consumer lending	18.6	17.4	(6.6%)
Auto lending	2.4	2.4	1.8%	Auto lending	1.5	1.3	(11.7%)
CC and Overdrafts	2.5	2.4	(3.3%)	CC and Overdrafts	n/a	n/a	n/a
TOTAL RETAIL	174.8	186.6	6.8%	TOTAL RETAIL	66.1	41.8	(36.8%)
Investment loans	46.2	46.0	(0.4%)	Investment loans	12.0	11.1	(7.1%)
Small business loans	10.0	11.4	14.9%	Small business loans	4.1	4.0	(2.7%)
Working capital	13.7	12.2	(10.8%)	Working capital	n/a	n/a	n/a
Auto lending	6.4	6.9	7.9%	Auto lending	2.5	2.9	13.8%
Leasing	4.6	3.5	(24.2%)	Leasing	1.5	0.9	(36.1%)
TOTAL COMMERCIAL	80.9	80.1	(1.0%)	TOTAL COMMERCIAL	20.1	18.9	(5.7%)
TOTAL PORTFOLIO	255.7	266.7	4.3%	TOTAL PORTFOLIO	86.2	60.7	(29.5%)

CURRENT MARKET SHARES

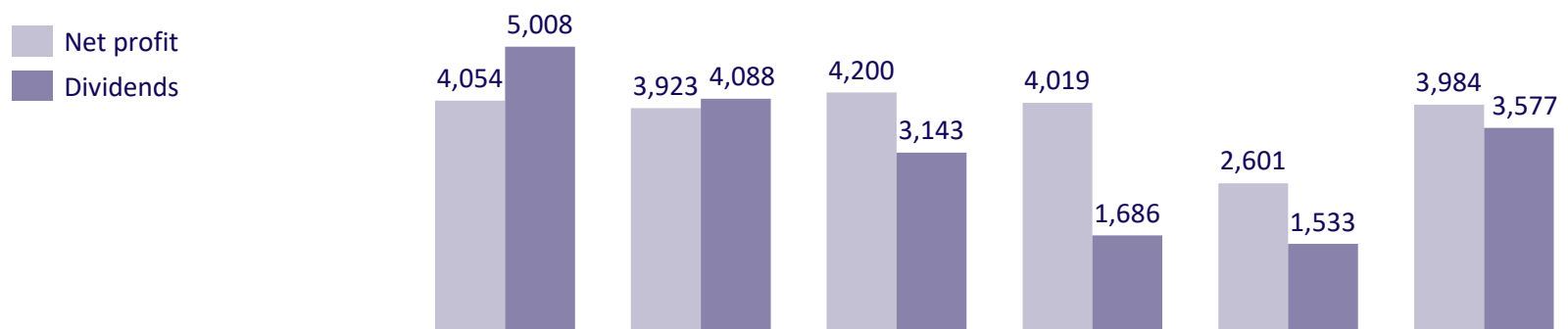
MONETA's medium-term 3-year organic growth targets vs. current position

	2025 Strategic Aspiration	Position as of April 2022
Mortgage Market Share	10.0%	8.0% ¹
Unsecured Retail Market Share	17.5%	16.7%
Retail Deposits Market Share	10.0%	7.2%
Asset Management Market Share	7.5%	3.7%

SHAREHOLDER RETURN DEVELOPMENT

Between 2016 and 2021 MONETA distributed to its shareholder dividends in the amount of CZK 37.3 per share which represents pay-out ratio of 84% from net profits

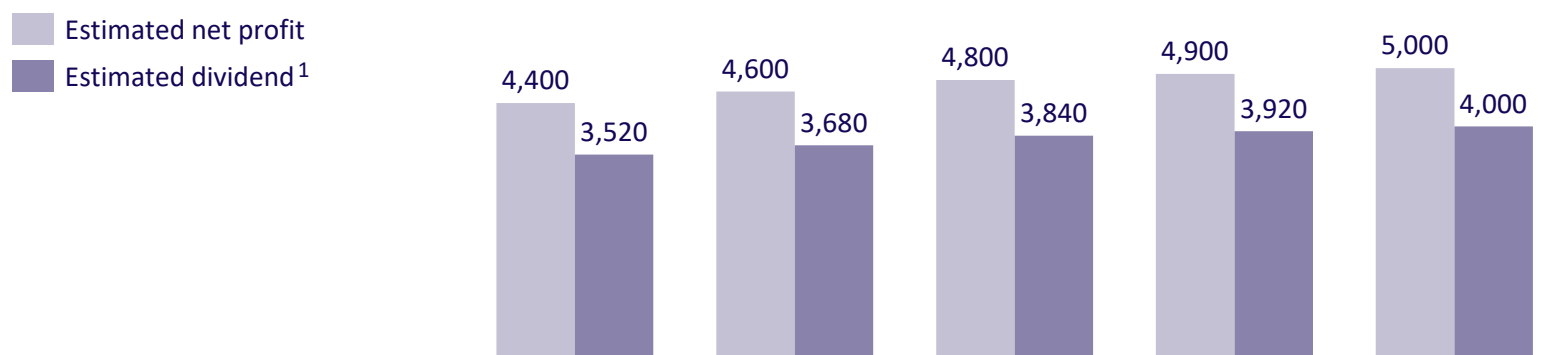
NET PROFIT AND DIVIDEND PAY-OUT (CZK m)



	2016	2017	2018	2019	2020	2021	2016-2021 Cumulative	2016-2021 Average
Earnings per share (CZK)	7.9	7.7	8.2	7.9	5.1	7.8	44.6	7.4
Dividend per share (CZK)	9.8	8.0	6.15	3.3	3.0	7.0	37.3	6.2
Dividend pay-out ratio	124%	104%	75%	42%	59%	90%	n/a	84%
Price to Earnings ratio	10.4	10.7	8.8	10.8	13.4	12.1	n/a	11.0
Dividend yield	12%	10%	9%	4%	4%	8%	n/a	8%
Share price – end of period (CZK)	82.8	82.4	72.5	85.0	68.0	93.8	n/a	80.7

MONETA aspires to distribute in dividends CZK 36.9 per share during 2022-2026

ESTIMATED NET PROFIT AND DIVIDEND PAY-OUT AS PER BUSINESS PLAN 2022 - 2026 (CZK m)



	2022	2023	2024	2025	2026	2022-2026 Cumulative	2022-2026 Average
Earnings per share (CZK)	8.6	9.0	9.4	9.6	9.8	46.4	9.3
Dividend per share (CZK) ¹	6.8	7.2	7.5	7.6	7.8	36.9	7.4
Dividend pay-out ratio	80%	80%	80%	80%	80%	n/a	80%

ISSUED BONDS OVERVIEW

MONETA successfully issued three fixed income instruments in equivalent of EUR 280 million and intends to issue additional EUR 500 million of MREL eligible bonds

Bond type/ISIN	Issue date	Currency	Nominal (million)	Interest type	Interest rate	Call option	Maturity	Moody's rating
Tier 2 CZ0003704918	25 Sep 2019	CZK	2,001	Fixed to float	3.30% pa first five years	After 5 years	25 Sep 2029	Baa2
Tier 2 CZ0003705188	30 Jan 2020	CZK	2,601	Fixed to float	3.79% pa first five years	After 5 years	30 Jan 2030	Baa2
Senior Unsecured XS2435601413	3 Feb 2022	EUR	100	Fixed to float	1.73% pa first five years	After 5 years	3 Feb 2028	A3

Planned issuance

Senior Unsecured	3Q 2022	EUR	500	Fixed to float				
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KEY PERFORMANCE INDICATORS

	1Q 2022	Target 2022	Target 2025
Profitability			
NIM (% Avg Int Earning Assets) ^{1,2}	2.8%	2.8%	2.7%
Yield (% Avg. Net Customer Loans)	4.0%	4.2%	4.6%
Cost of Funds (% Avg Deposits and Received Loans) ³	0.96%	1.8%	1.5%
Cost of Funds on Core Customer Deposits (% Avg Deposits)	0.91%	1.4%	1.3%
Cost of Risk (% Avg Net Customer Loans)	(0.15)%	0.3%	0.5%
Cost to Income Ratio	50.3%	47.5%	44.0%
RoTE	18.8%	16.0%	16.0%
RoE	16.8%	15.0%	15.0%
Liquidity and Leverage			
Core Loan to Deposit ratio ⁴	87.6%	87.5%	87.5%
Total Equity / Total Assets	8.4%	8.4%	8.4%
Capital Adequacy			
Total CAR (%) ⁵	17.7%	≥15.6%	≥16.6%
Tier 1 Ratio (%) ⁵	15.0%	≥12.7%	≥13.7%
Asset Quality			
Non-Performing Loan Ratio (%)	1.8%	≤2.0%	≤2.0%
Core Non-Performing Loan Coverage (%)	57.3%	52.0%	49.0%
Total NPL Coverage (%)	120.5%	117.0%	96.0%

ANALYST RECOMMENDATION AND TARGET PRICE

Most analysts recently reconfirmed MONETA share target prices based on standalone market guidance; target prices ranging between CZK 88.4 and CZK 117.0 with median at CZK 102.8

Company	Recommendation	Current Target Price	Last Report Date
Fio Banka	Buy	117.0	31-May-22
HSBC	Buy	112.0	31-May-22
Komerční banka	Buy	109.7	31-May-22
Wood & Company	Hold	105.6	31-May-22
J&T Banka	Buy	105.0	31-May-22
Ipopema Securities	Buy	103.6	26-Jul-21
Erste Bank	Hold	102.0	16-Dec-21
Pekao	Hold	100.5	28-Mar-22
mBank	Hold	95.5	03-Dec-21
Patria Finance	Buy	94.0	31-May-22
Citi	Neutral	92.0	31-May-22
PKO BP Securities	Buy	88.4	01-Jun-22
AVERAGE TARGET PRICE		102.1	
MEDIAN		102.8	

CAPITAL & REGULATORY REQUIREMENTS

Management capital target at 14.6% as at March 2022 will further increase due to changes in the countercyclical buffer

DEVELOPMENT OF CAPITAL REQUIREMENT ON CONSOLIDATED BASIS

	1 Jan 2022	1 March 2022	1 July 2022	1 Oct 2022	1 Jan 2023	1 April 2023	31 Dec 2023
Pillar I – CRR requirement	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Pillar II – SREP requirement	2.4%	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%
CRR capital conservation buffer	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
CRR countercyclical buffer	0.5%	0.5%	1.0%	1.5%	2.0%	2.5%	2.5%
Total regulatory requirement for capital and eligible liabilities¹	13.4%	13.6%	14.1%	14.6%	15.1%	15.6%	15.6%
Management capital buffer	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
MANAGEMENT TARGET REQUIREMENT FOR CAPITAL AND ELIGIBLE LIABILITIES¹	14.4%	14.6%	15.1%	15.6%	16.1%	16.6%	16.6%

DEVELOPMENT OF CAPITAL REQUIREMENT ON INDIVIDUAL BASIS

	1 Jan 2022	1 March 2022	1 July 2022	1 Oct 2022	1 Jan 2023	1 April 2023	31 Dec 2023
Pillar I – CRR requirement	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Pillar II – SREP requirement	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
MREL requirement – recapitalisation amount	3.1%	3.1%	3.1%	3.1%	4.7%	4.7%	6.7%
TOTAL MREL requirement	13.5%	13.5%	13.5%	13.5%	15.1%	15.1%	17.1%
CRR capital conservation buffer	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
CRR countercyclical buffer	0.5%	0.5%	1.0%	1.5%	2.0%	2.5%	2.5%
Total regulatory requirement for capital and eligible liabilities	16.5%	16.5%	17.0%	17.5%	19.6%	20.1%	22.1%
Management capital buffer	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
MANAGEMENT TARGET REQUIREMENT FOR CAPITAL AND ELIGIBLE LIABILITIES	17.5%	17.5%	18.0%	18.5%	20.6%	21.1%	23.1%

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