

Kent Bank

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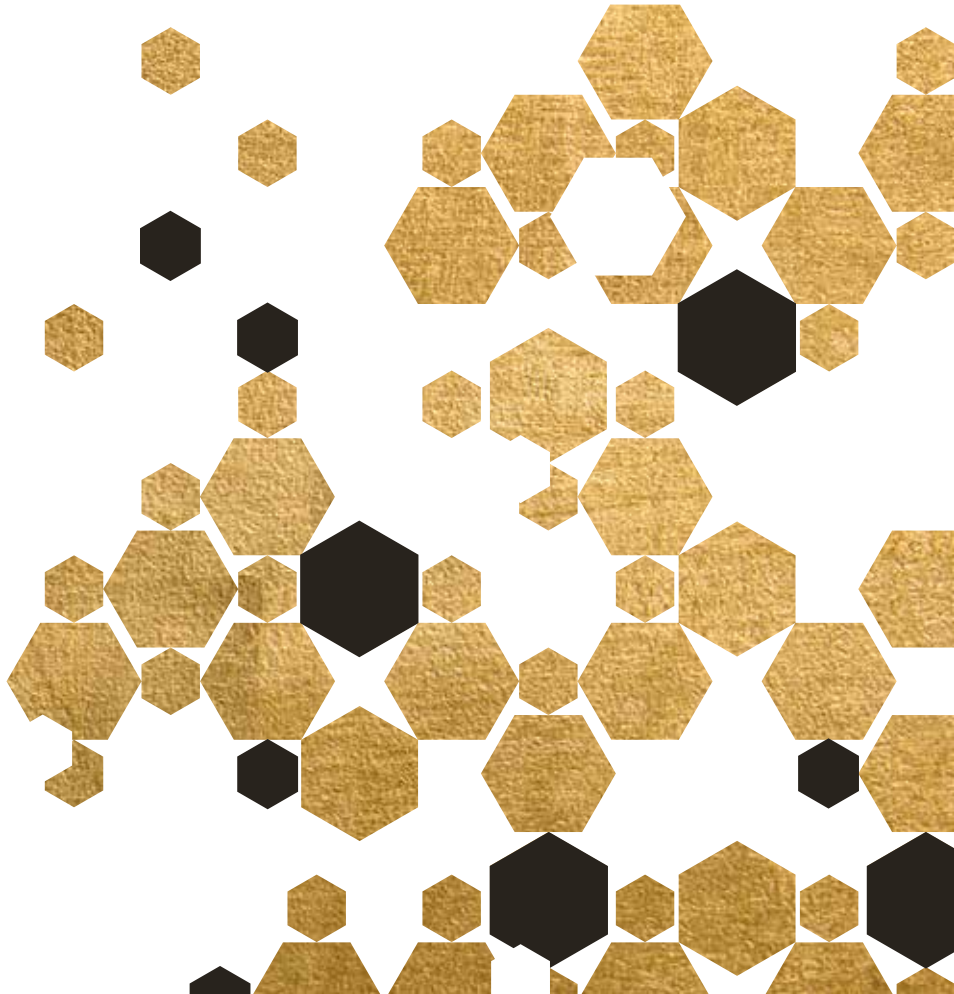
Bank overview

All our bankers are personal

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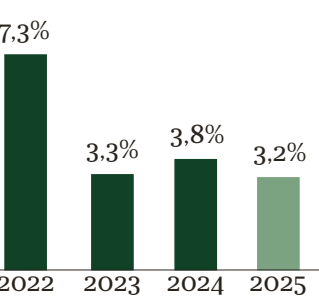
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Macro overview

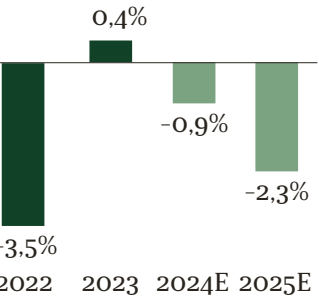


Macroeconomic data

GDP growth (% YoY)



Current account (% of GDP)

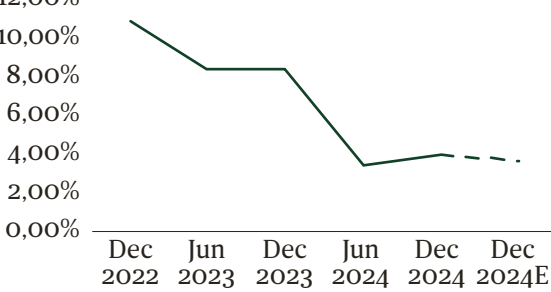


Macroeconomic outlook

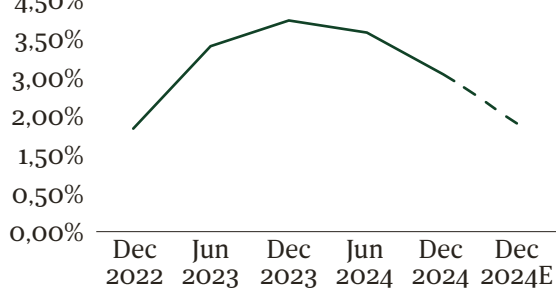
- Croatia continues to overperform EU economies with 3.8% growth in GDP in 2024
- Inflation continues to slow, but remains at high levels
- In 2024 credit rating of Croatia upgraded to A- level for the first time in history

Croatia Foreign Currency	LT Rating	Outlook.
Fitch Ratings	A-	Stable
Moody's	A3	Stable
Standard & Poor's	A-	Positive

HICP Inflation (% YoY)



ECB policy rate (%)



Operating environment

Banking sector (m Eur)

	2023	2024
Total Assets	78.558	84.161
NPL	3.6%	3.2%
NPL Coverage	69%	66%
CAR	23.9%	23.8%
ROE	15.5%	16.4%

Financial position of the Bank in relation to the entire banking sector

Description	Bank		Rank in the sector	
	31/12/2023	31/12/2024	31/12/2023	31/12/2024
Asset (ooo EUR)	727.964	823.990	9	8
Share in sector's asset in %	0.93	0.98	9	8
Asset increase in %	34.56	13.19	2	4
Net profit	6.604	9.557	11	9
Net profit growth in %	57	45	9	3

Banking sector

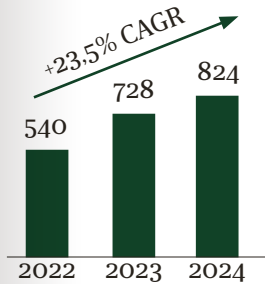
- In 2024, total assets of credit institutions increased by 7% from the end of 2023
- Credit institutions' operations generated EUR 1.5bn in profit in 2024
- Profitability indicators improved from the end of 2023: return on assets (ROA) increased from 1.8% to 1.9% and return on equity (ROE) from 15.5% to 16.4%. This was a result of the increase in (net) operating income from all sectors.

2024 financials

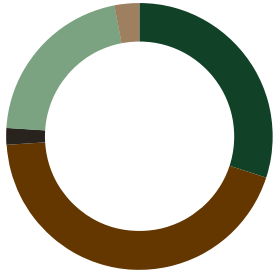


Asset structure

Total asset, m Eur



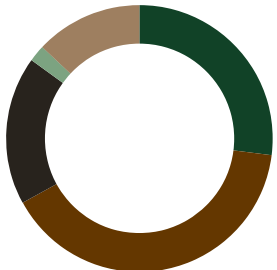
- Maintaining and securing liquidity and focus on funding sources
- Conservative risk management approach
- 13% growth year-on-year, market share reached 0,98% and secured 8th place in the sector



Asset Breakdown

- Cash, Accounts and placement with Banks 31,1%
- Loans 44,9%
- Financial assets at FVTPL 1,2%
- Financial assets amortised cost 21,4%
- Other asset 1,4%

• Diversified balance sheet



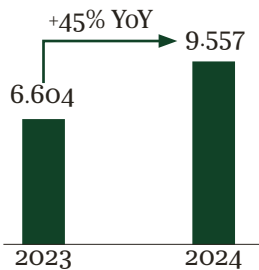
Liabilities Breakdown

- A vista depositors 27,7%
- Term deposits 40,4%
- Interest bearing borrowings 18,3%
- Other 1,4%
- Equity 12,2%

- Retail deposits are the main source of funding
- Deposits represent 68% of total funding sources and Equity represents 12%
- To support further growth of Kentbank in the upcoming years and reaching its targets, Bank's paid in capital was increased by €27 million at the end of 2024

Profitability & efficiency

Net income, 000 EUR



Highest ROAE 2024*

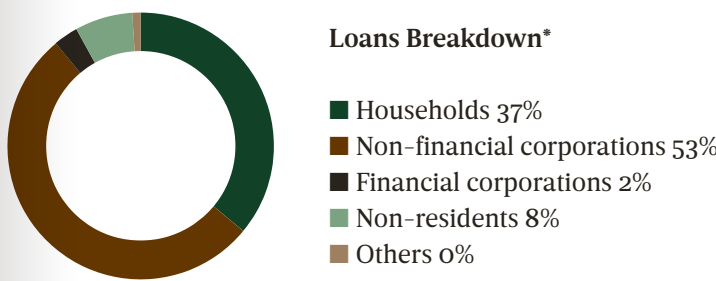
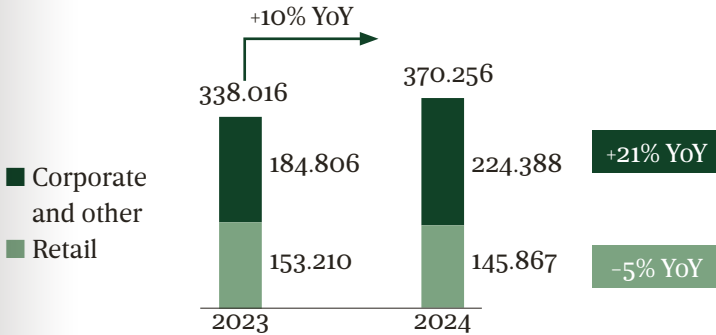


- Profitability:
- Highest profitability in Bank's history exceeding 9,5M, 45% higher YoY and reaching 12,5% in ROAE
 - 3rd in the market for profit growth
 - Sustainable profitability

*Based on average regulatory capital

Loans

Loans, 000 EUR



Loan portfolio

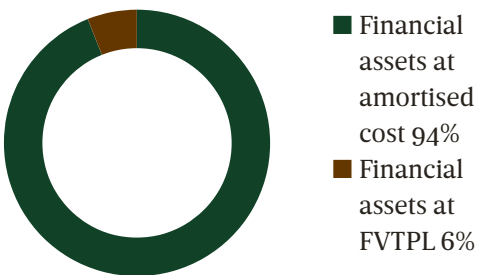
- Total loans recorded a growth of 10% year-on-year and reached €370 million
- The growth in 2024 was primarily driven by SME lending in line with the Bank's strategy
- Bank continued with its lending activities via retail collateralised loans which is visible in the market share with Household – Other loans with 3,82% market share.

Loan Market Shares*	2023	2024
Households	0,72%	0,61%
- Housing loans	0,52%	0,45%
- Any purpose cash loans	0,63%	0,51%
- Other loans	4,16%	3,82%
Non-financial corporations	1,14%	1,36%
Financial corporations	1,20%	1,52%
Non-residents	0,89%	0,66%
Others	0,01%	0,01%

*Breakdown and Market shares are based on Aggregate non-consolidated monthly statistical report of credit institutions

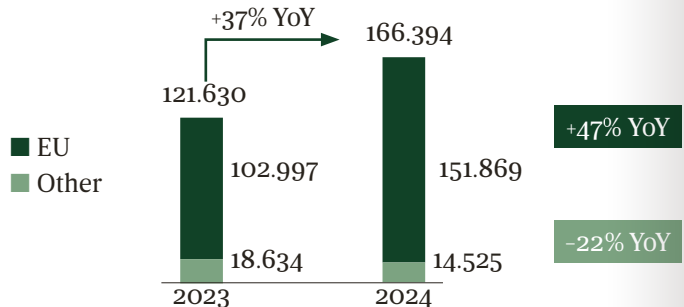
Securities

Securities composition



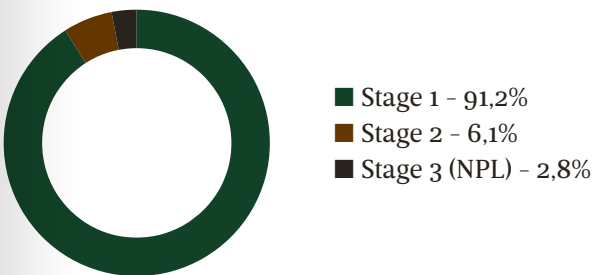
• Average duration of the HTC portfolio – 3 years.

Securities breakdown, 000 EUR



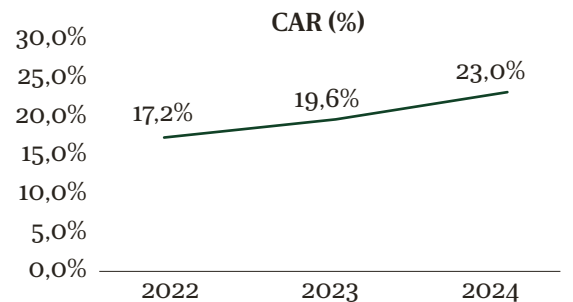
Asset quality

Loans Breakdown



Total Coverage	2024
Stage 1	0,6%
Stage 2	3,1%
Stage 3	43,1%

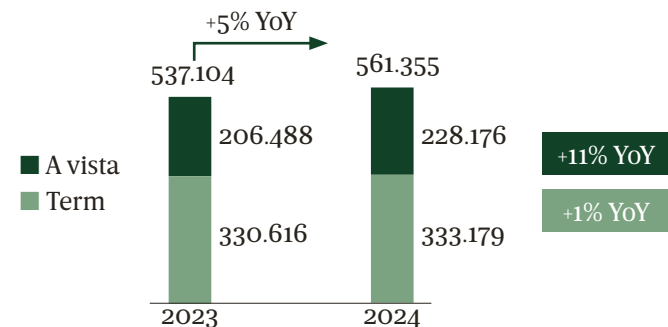
	2022	2023	2024
NPL (nominal, 000 Eur)	12.850	5.496	10.973
NPL ratio	4,4%	1,5%	2,8%



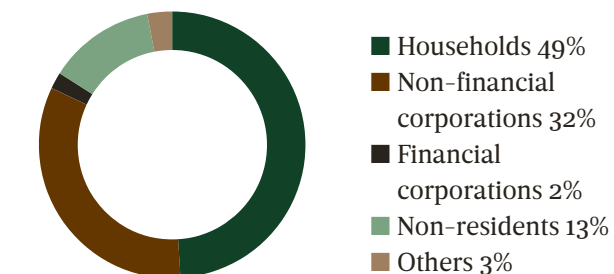
- Lowest NPL ratio in the banking sector in 2023 and it keeps being below the sector average
- In 2024, as a natural outcome of Bank's overgrowth in loans vs. sector averages in the last few years and the NPL sale, share of Stage-3 loans increased to 2,8% in line with the Bank's expectations
- Coverage of Stage-3 loans is at 43% at the end 2024, mainly due to collateral structure of the new NPLs and the recentness of the entries to the portfolio.
- SREP and supervision processes confirmed reinforced risk management
- CAR as of 31.12.2024 is 23% confirms resilience and stability

Deposits

Total deposits, 000 EUR



Deposits Breakdown*



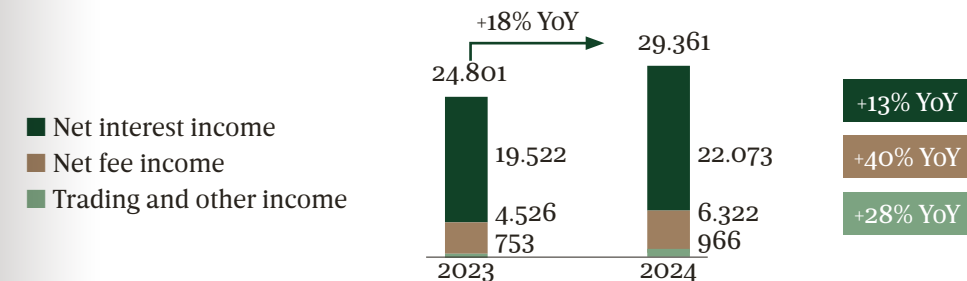
Market Share*	2023	2024
Households	0,70%	0,72%
- avista deposits	0,21%	0,31%
- time deposits	1,75%	1,59%
Non-financial corporations	1,12%	1,07%
- avista deposits	0,98%	1,01%
- time deposits	1,49%	1,21%
Financial corporations	0,70%	0,41%
Non-residents	3,00%	3,45%
Others	0,16%	0,27%

- With its strategic goal to increase its market share and expand its customer base, 2024 was another year of growth with 5% growth year-on-year
- Despite the highest interest rate environment in the last year, the movement from avista deposits to time deposits was limited both on the banking sector and Kentbank
- Kentbank's share of avista deposits in total deposits keeps to be lower than the banking sector with 41% vs. 66%.

* Breakdown and Market shares are based on Aggregate non-consolidated monthly statistical report of credit institutions

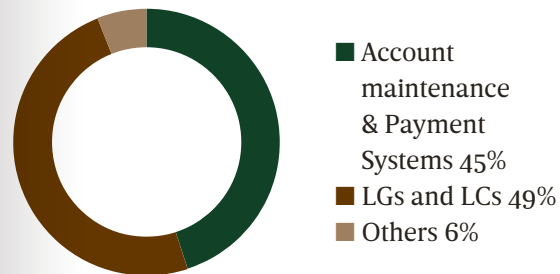
Core banking performance and opex

Operating income, 000 EUR

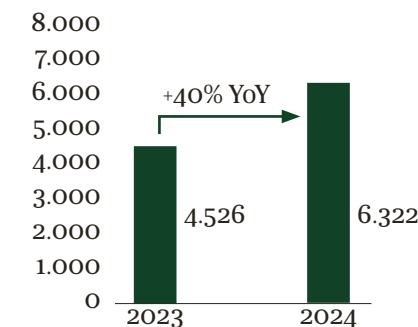


- Bank's total operating income grew by 18% YoY while the same was at 10% for the sector

Fee and Commission Income Breakdown



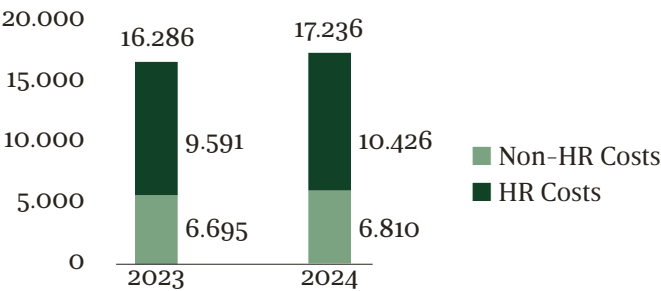
Net F&C Income



- Bank's overperformance in Net Fees and Commissions is an outcome of the growth in all aspects while the market's growth in this area is at high single digit

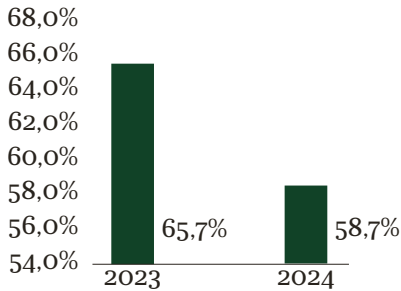
Core banking performance and opex

Operating expenses



• Bank continues to expand and improve its technological infrastructure together with the modernization of its branch premises according to its new branding adopted in 2021

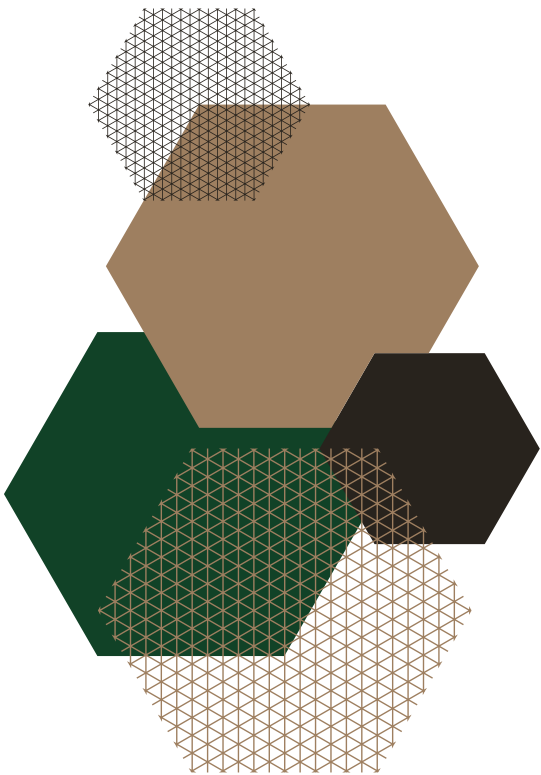
Cost / Income Ratio



• Thanks to the strong growth in total operating income, Bank managed to decrease its C/I ratio by 7pp for the second year in a row despite the ongoing investment cycle

2024 Results overview

m EUR	2024	2024 plan	2024 Actual vs plan, %
Asset Size	824	806	2%
Loans	370	369	0%
Deposits	561	550	2%
Total Equity	101	73	37%
NPL	2,8%	2,9%	(-)0,1pp
NPL Coverage	43%	44%	(-)1pp
Net Profit	9,6	9,2	4%
ROAE	12,5%	12,9%	(-)0,4pp
C/I	59%	60%	(-)1pp
Fee Income /Total Opr. Income	21%	19%	2pp



2025 Guidance

Performing Loans Growth (YoY)	Low double digits	Key Drivers For 2025 <ul style="list-style-type: none">• Macro assumptions:• 3,2% GDP growth• 3,4% year end inflation (CPI) ECB interest rate cut to 2%
Deposits Growth (YoY)	Low double digits	
Net Interest Margin	Flat	
Net Fees and Comissions Growth (YoY)	> 28%	
OPEX Growth (YoY)	19% - 21%	
C/I	< 59%	Strategic goals <ul style="list-style-type: none">• Retention of market share without cost on profitability• Continuation of the investment cycle• ICT Migration & Core System Ownership• Investment Product Licensing
ROAE	10% - 12%	

Appendix: key financial ratios

Values in 000 EUR	2022	2023	2024	24 vs.23
Income Statement	1.1. - 31.12.	1.1. - 31.12.	1.1. - 31.12.	%
Net interest income	12.675	19.522	22.073	13%
Net fee & commission income	3.151	4.526	6.322	40%
Total operating income	19.216	24.801	29.363	18%
Operating expense	(13.898)	(16.286)	(17.236)	6%
Total impairment losses	(144)	(436)	(389)	-11%
Profit after tax	4.201	6.604	9.557	45%
Balance Sheet	31.12.	31.12.	31.12.	%
Loans to customers	302.266	338.016	370.256	10%
Deposits from financial inst.	18.400	32.130	47.046	46%
Deposits from customers	415.011	504.974	514.309	2%
Shareholder's equity	57.432	64.036	100.593	57%
Total assets	540.386	727.953	823.978	13%

Appendix: key financial ratios

Values in 000 EUR	2022	2023	2024	24 vs.23
Key Ratios and Indicators	31.12.	31.12.	31.12.	%
ROAE after tax (1)	8,4%	11,2%	12,5%	1.3 pp
Cost/Income ratio	72,3%	65,7%	58,7%	(-) 7 pp
NPL ratio (2)	4,4%	1,5%	2,8%	1.2 pp
NPL coverage ratio (2)	68%	69%	43%	(-) 26 pp
Liquidity coverage ratio	147%	220%	228%	8 pp
Regulatory Capital (3)	55.680	72.962	98.662	35%
Total capital ratio	17,2%	19,6%	23,0%	3.3 pp
Other	31.12.	31.12.	31.12.	% / No
Employees (FTE)	232	246	245	0%
Branches & business centers	16	17	17	-

(1) Net Profit / Monthly average regulatory capital

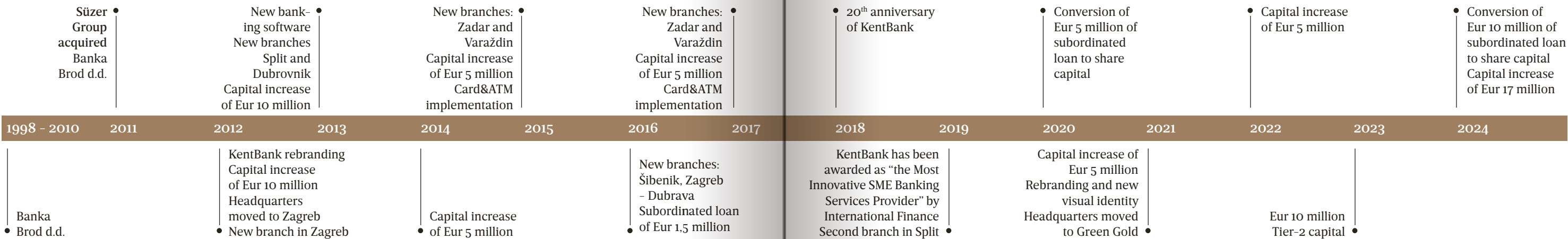
(2) NPL ratio based on EBA risk dashboard methodology
but excluding deposit with central banks

(3) Audited - with retained earnings

History & milestones



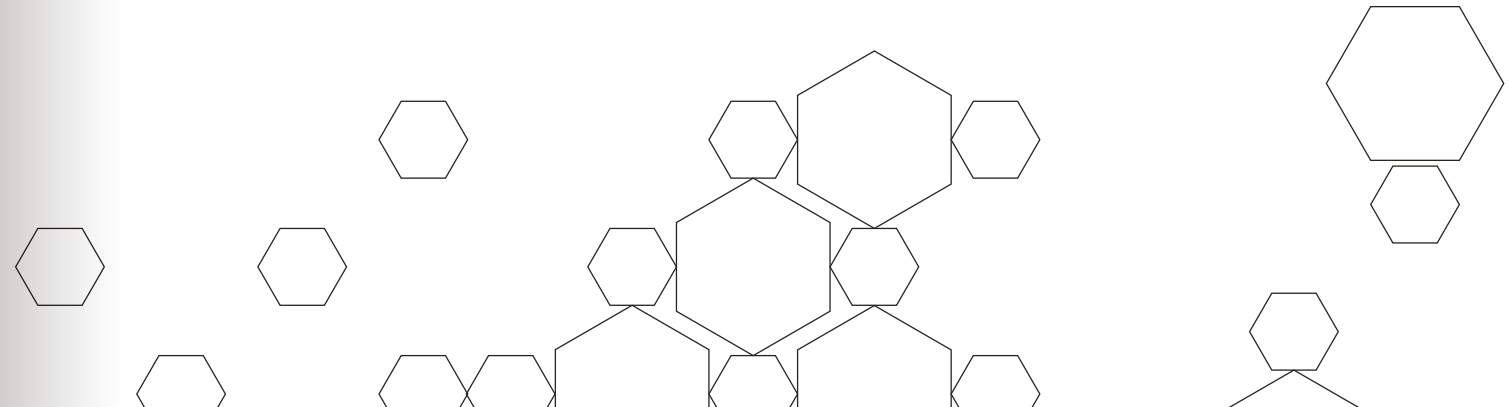
Bank history & ownership structure



About Süzer Group

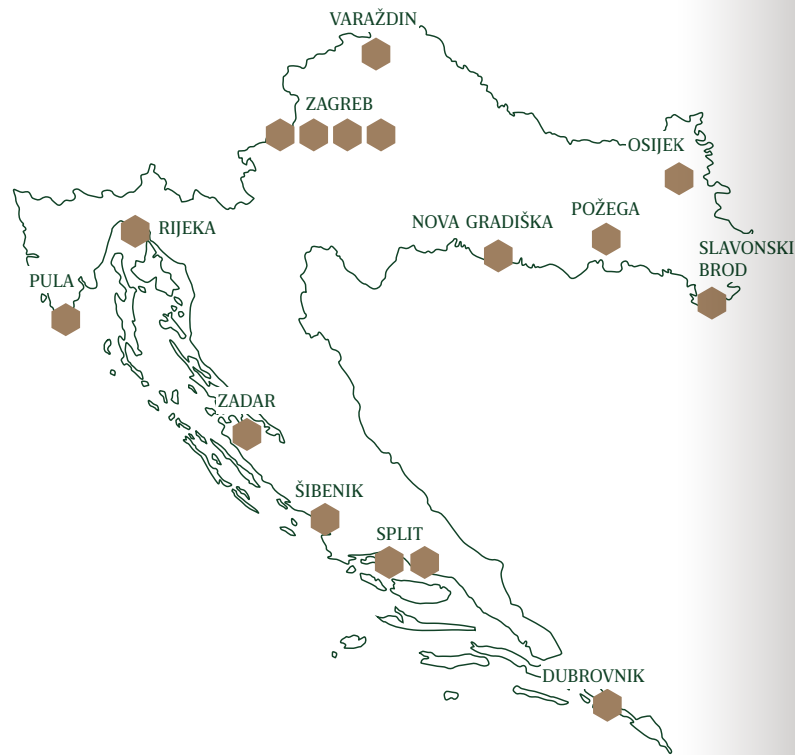
KentBank is entirely owned by Süzer Group which was established in Turkey in 1952. Pursuant to the liberalization of the Turkish economy starting from the 1980's, the group embarked on a phase of growth and became one of the first few Turkish companies

whose foreign trade volume exceeds 1 billion dollars. In 2011 Süzer Group acquired Banka Brod d.d. and has since then, continued to grow together with KentBank d.d. Süzer Group provides a wide range of activities including real estate development, construction, energy, finance, tourism and others.

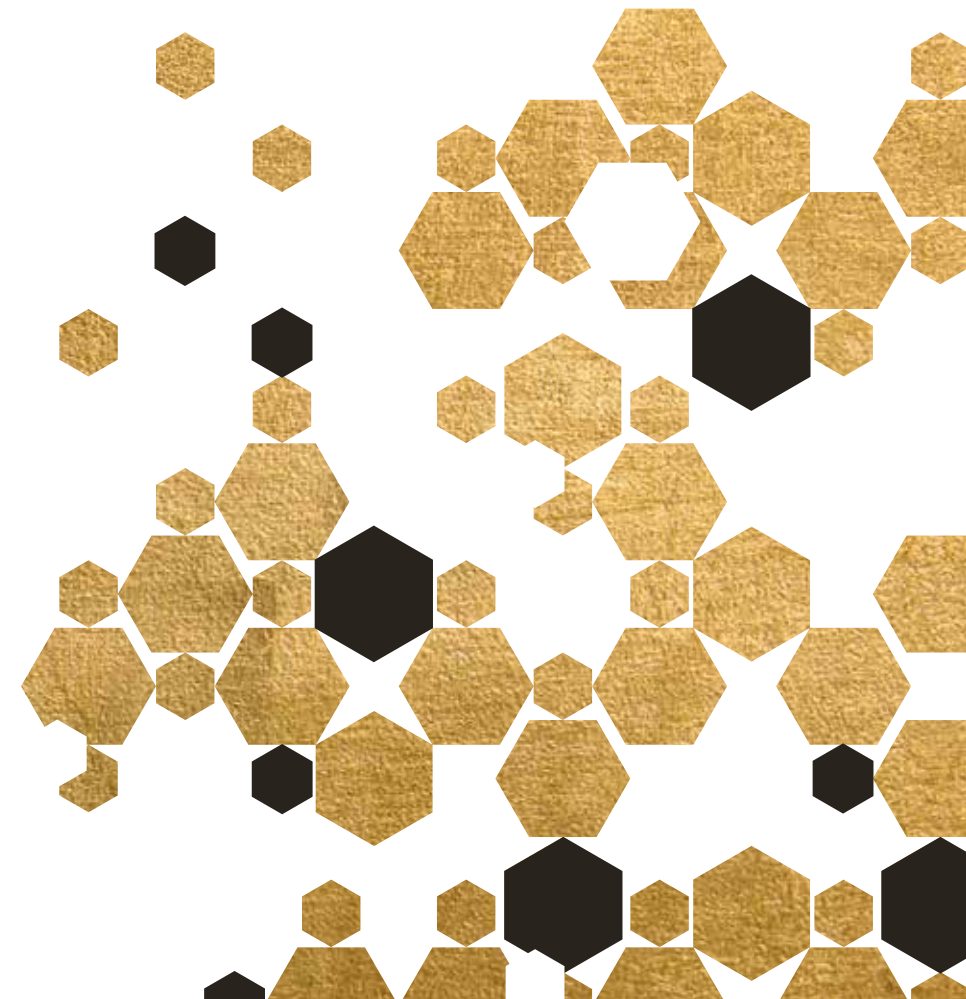


Milestones

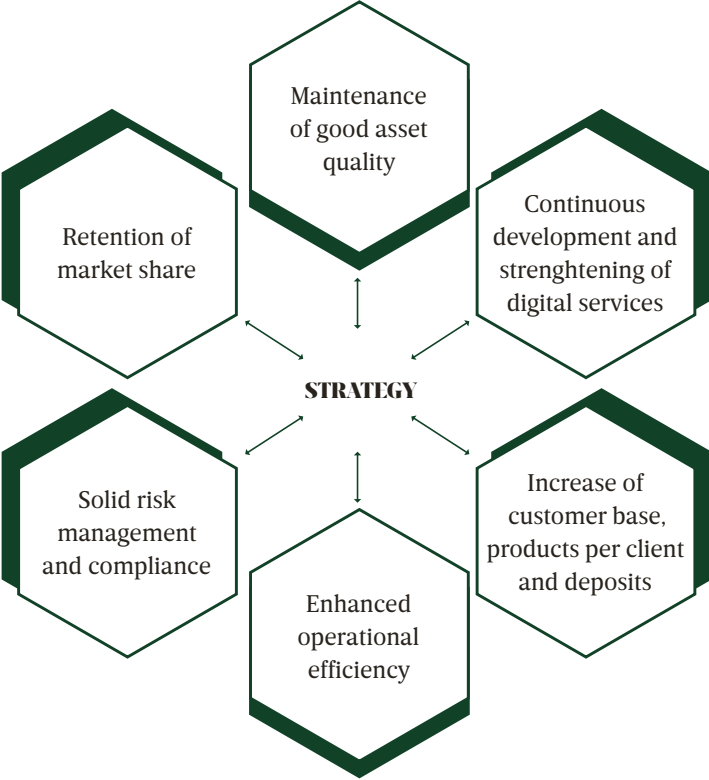
- In 2017 Bank opened its Representative office in Turkey
- In 2018 Bank celebrated its 20th anniversary
- In 2019 KentBank has been awarded as “the Most Innovative SME Banking Services Provider” by International Finance
- Strong support of the shareholder by increasing the share capital by more than 100% over 4 years (2020-2024)
- In 2024 the Bank achieved its highest ever profit reaching EUR 9,6m with 12,5% ROAE
- In 2024 asset size exceeded EUR 824m and Bank secured the 8th place in the Banking sector
- 17 branches and business centers across major cities in Croatia



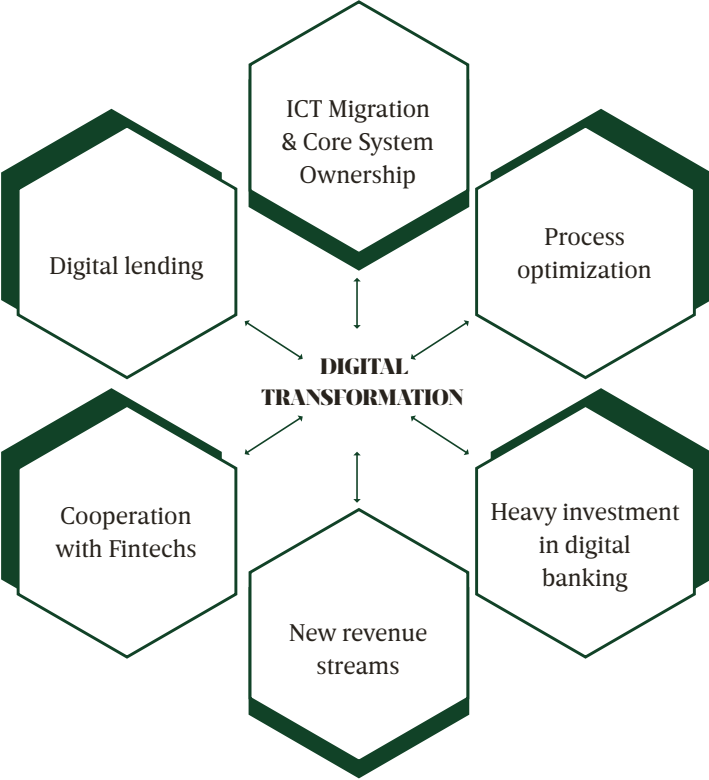
Business model



Kentbank's strategy



Digital transformation roadmap



Kent Club



Kent Club

Great people deserve great partners!

Kent Club, a unique place and a unique concept within the banking sector in Croatia. Specially arranged space in the bank branch in Ilica is intended for gathering and networking of the bank's clients and exchange of knowledge and ideas for the purpose of their growth and development, personal and business. Kent Club provides each member with personalized access, connectivity, superior service, and the ability to use Quintessentially's unique concierge service. Quintessentially, members enjoy 24-hour support and assistance, no matter where or when they need it, as well as a range of exclusive benefits that save them time and money.

We aim to track and support aspirations and ambitions through unique financial services, learning, sharing experiences and networking through our new KentClub platform.

Kent Club is available to clients with specially designed packages Kent Club Black, Gold, Green. Packages include banking, non-banking and premium KentClub lounge services and Quintessentially services.





Representative office and Turkish desk

- Turkish desk established in 2015 in the Bank
- Representative office opened in Istanbul at the end of 2017
- KentBank pays special attention to economic cooperation between Croatian and Turkish companies and provides information and advisory support to partners and customers
- Our aim is to create new business opportunities for entrepreneurs from Croatia and Turkey and to be a bridge that connects the economies of these two countries
- Corporate and SME entrepreneurs have full access to comprehensive solutions for all their trade finance and corporate banking needs as well as an access to international banking products and services.



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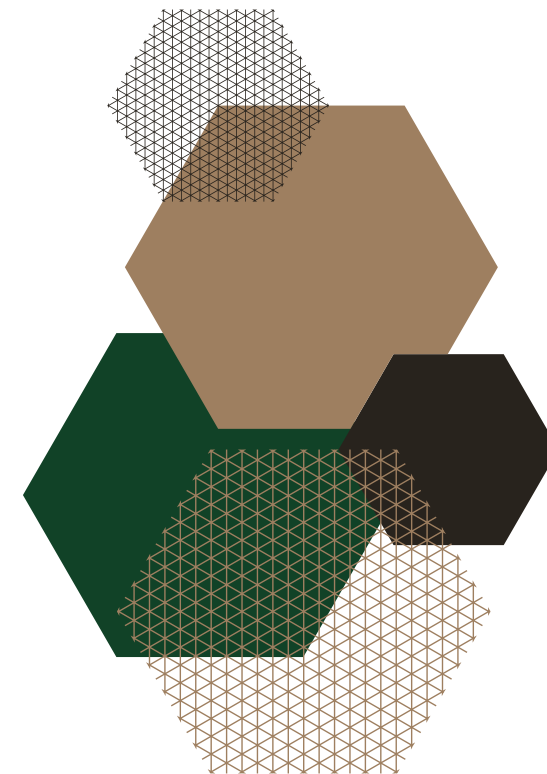
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