

FACT SHEET

2019

WHO WE ARE

Erste Asset Management (ERSTE AM) is an international asset management firm with a strong position in Central and Eastern Europe. Behind Erste Asset Management stands the financial strength of Erste Group Bank AG.

At our locations in Austria, as well as in Germany, Croatia, Romania, Slovakia, the Czech Republic and Hungary, we manage assets of € **57.77** billion (as of 31.12.2018). Erste Asset Management has been successfully active in the market since 1965 (then as Sparinvest)..

OUR KEY FIGURES ASSETS UNDER MANAGEMENT

Assets in EUR billion *	57.77
Total Responsible Volume in EUR bn	5.22
Funds **	394
Private investors in percent	35.9
Institutional investors in percent	50.1
Employees	350

*) 12/2018 Erste Asset Management, **) Erste AM+ERSTE IMMO KAG+CEE

OUR SERVICES

CUSTOMERS: PRIVATE AND INSTITUTIONAL

350 employees of Erste Asset Management advise both retail and institutional investors. Retail investors obtain Erste AM products and services primarily from the branch network of Erste Bank and the Austrian savings banks (Sparkassen), while the Erste AM Institutionals Team and Erste Group Private Banking cater to institutional investors.

FUNDS AND PORTFOLIO SOLUTIONS

We consider ourselves a full-range provider in asset management, meeting every possible requirement via investment funds and portfolio solutions. In addition to our core business, we offer individualised services such as reporting or data services. Our mutual funds are authorised for distribution in Erste AM's core markets and internationally.

OUR CORE BUSINESS

- Extensive range of investment funds for private investors
- Investment solutions for institutional investors (special funds and individual portfolio management)
- Maintenance-free asset allocation solutions (funds and portfolio management)
- Bond management (money market to high-yield funds)
- Equity and fixed income funds with focus on Eastern Europe (incl. country funds)
- Funds managed according to ethical/sustainable criteria (SRI)
- International equity and fixed income funds

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BOARD OF MANAGEMENT

Heinz Bednar: Chairman of the Board

Winfried Buchbauer: Member of the Board, Back Office, Risk Management

Peter Karl: Member of the Board, Product Management Retail Sales Austria

Wolfgang Traindl: Member of the Board, Institutional Sales, Internal Audit

ERSTE ASSET MANAGEMENT IN EUROPE



SALES UNITS

Private investors

Spain
Finland
Bulgaria
Sweden
France

Institutionelle investors additionally

Danmark
Switzerland
Italy

CORPORATE GOVERNANCE INVESTMENT PROCESS

We invest in accordance with clearly defined processes that are based on the following principles:

- **Team approach:** Fund managers and analysts continuously exchange data and knowledge while monitoring the most recent developments.
- **Flexibility:** Proximity of experts and the Chief Investment Officer facilitates quick reaction to external events.
- **Consistence:** Once selected, an investment strategy is pursued consistently and in line with the ongoing development.
- **Traceability:** All decisions taken by our fund managers are clearly traceable. This allows us to assess and improve our investment process on an ongoing basis.

SUSTAINABILITY

Erste Asset Management is committed to socially responsible and environmentally agreeable business practices – and has been so for many years: Erste AM has offered sustainable funds since 2001. With assets under management of EUR 5.22 bn (as of 31 December 2018), Erste Asset Management is Austrian leader in Responsible Investments.

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Erste AM

RISK MANAGEMENT

For Erste AM, risk management is both core competence and day-to-day business. In risk management, we mainly focus on the capital market, managing market risks (volatility), credit risks, and liquidity risks. In addition, we also control operational risks that are affected by internal factors (such as employees and structures) and external factors.

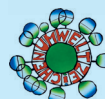
The risk management of Erste Asset Management covers all departments and complies with stringent standards: daily risk control, a comprehensive reporting system, and both external and internal auditing of our risk management system ensure the capital we have been entrusted with is safe.

SEALS OF APPROVAL

The sustainable funds of Erste Asset Management are subject to constant monitoring and scrutiny by various organisations. Their seals of approval illustrate the fact that the sustainable funds of Erste Asset Management are not only called "Responsible", but that they do indeed assume responsibility vis-à-vis society and environment.



European Transparency Logo
for Sustainable Investment Funds (EUROSIF)



The Austrian Eco Label

ERSTE
Asset Management