

**Erste Bank placed HRK 4.8 million in student loans last year**

Zagreb, February 24, 2010 – Erste&Steiermärkische Bank d.d. (Erste Bank) placed a total of 120 loans for schooling fees and the financing of schooling expenses worth a total of close to HRK 4.8 million last year, which is an increase of 27.7% number-wise and a 58% increase in terms of loan amounts compared 2008, when 94 loans were placed worth a total of HRK 3.03 million. These are Erste Club loans for schooling fees and Erste Club loans for expenses during schooling, and a positive trend is also expected to continue in the future considering Erste Bank’s favorable crediting conditions.

Proportionally to the number of students who opt for a certain form of education, the majority of loans were placed for pre-graduate and graduate studies, and fewer loans were realized for post-graduate studies. Erste Bank offers even more favorable crediting conditions in this segment for certain courses or counties. These are loans that are additionally subsidized, depending on conditions of cooperation, either in terms of interest rates, fees or interim interest. This pertains to business cooperation with the City of Bjelovar, Bjelovar-Bilogorje County, the City of Zupanja, Primorsko-Goransko County, the Faculty of Economy in Zagreb and the RRIF School of Financial Management.

Students can use above-mentioned loans to settle all their specific needs, from schooling fees for pre-graduate and post-graduate studies in Croatia, but also abroad, to the settling of expenses for housing, food, study trips, books or even the purchase of IT, laboratory or other equipment.

Erste Club loans are intended primarily for Erste Club package customers (including Erste Club checking accounts; electronic banking services - Erste NetBanking, Erste mBanking, Erste Fon and Erste SMS, as well as Diners student cards), but also for all other interested clients. If a beneficiary is older than 25 or is permanently employed, the use of the Erste Club package is not required. If, however, a client has a current account at Erste Bank to which he has redirected his regular monthly earnings, he also realizes the right to a 0.3 to 0.5 percent lower interest rate on above-mentioned loans. Beneficiaries have to be of legal age and citizens of the Republic of Croatia. If a beneficiary is not permanently employed or is on maternity leave, a co-debtor with credit standing is necessary for the realization of the loan. This is also the case in terms of studies abroad.

The bank offers three schooling loan models:

<b>Erste Club loans for schooling fees</b>						
<b>Purpose</b>	The loan is intended for Erste Club package users to settle schooling fees, for pre-graduate and post-graduate studies in Croatia and abroad. The loan is paid out in full or in tranches according to the submitted documentation.					
<b>Loan amount</b>	up to 40,000.00 EUR, in the equivalent value in HRK with a currency clause					
<b>Repayment period</b>	up to 7 years, with the option of a 12 month grace period					
<b>Interest rate *</b>	5.60%	5.75%	6.10%	5.90%	6.05%	6.40%
<b>Fee</b>	1.00%, min. 250 HRK					
<b>Effective interest rate</b>	6.06%	6.22%	6.59%	6.38%	6.54%	6.91%

*S oko 2.000 zaposlenika, više od 700 tisuća klijenata koje uslužuje putem 124 poslovnice i više od 500 bankomata, Erste & Steiermärkische Bank d.d.predstavlja jednu od vodećih finansijskih institucija u Republici Hrvatskoj. Na dan 30.09.2009. Erste & Steiermärkische Bank d.d. imala je ukupnu aktivnu od 47,7 milijardi kuna, neto dobit od 471,9 milijuna kuna te povrat od kapitala od 11,9 %.*

# PRESS RELEASE



<b>Client status</b>	required	not required
<b>Security instruments</b>	up to 10,000.00 EUR without additional security instruments from 10,000.01 to 20,000.00 EUR guarantor with credit standing or life insurance policy along with a 10% deposit or mortgage with a ratio of 1:1.5 from 20,000.01 to 40,000.00 EUR mortgage with a ratio of 1:1.5	

The effective interest rate was calculated with the listed conditions, a loan amount of EUR 40,000.00 and a repayment period of 84 months.

\*depending on a client's appraised credit rating

## Erste Club credits for expenses during schooling

<b>Purpose</b>	The loan is intended for Erste Club package users to finance schooling expenses during pre-graduate and post-graduate studies in Croatia and abroad (housing, food, study trips, books and equipment)					
<b>Loan amount</b>	up to 40,000.00 EUR, in the equivalent value in HRK with a currency clause					
<b>Repayment period</b>	up to 7 years, with the option of a 12 month grace period					
<b>Manner of use</b>	single or monthly or quarterly installments to the completion of studies (max. 7 years)					
<b>Interest rate *</b>	6.00%	6.15%	6.50%	6.50%	6.65%	7.00%
<b>Fee</b>	1.50%, min. 250 HRK					
<b>Effective interest rate</b>	6.65%	6.81%	7.18%	7.18%	7.35%	7.72%
<b>Client status</b>	Required			not required		
<b>Security instruments</b>	up to 10,000.00 EUR without additional security instruments from 10,000.01 to 20,000.00 EUR guarantor with credit standing or life insurance policy along with a 10% deposit or mortgage with a ratio of 1:1.5 from 20,000.01 to 40,000.00 EUR mortgage with a ratio of 1:1.5					

The effective interest rate was calculated with the listed conditions, a credit amount of EUR 40,000.00 and a repayment period of 84 months.

\*depending on a client's appraised credit rating, which is calculated in the bank

## Erste Club consumer credits

<b>Loan amount</b>	up to 10,000.00 EUR, in the equivalent value in HRK with a currency clause					
<b>Repayment period</b>	up to 5 years					
<b>Interest rate*</b>	8.50%	8.65%	9.00%	9.00%	9.05%	9.40%
<b>Fee</b>	2.00%, min. 250 HRK					
<b>Effective interest rate</b>	9.77%	9.92%	10.31%	10.20%	10.36%	10.75%
<b>Client status</b>	required			not required		

The effective interest rate was calculated with the listed conditions, a credit amount of EUR 10,000.00 and a repayment period of 60 months.

\*depending on a client's appraised credit rating

S oko 2.000 zaposlenika, više od 700 tisuća klijenata koje uslužuje putem 124 poslovnice i više od 500 bankomata, Erste & Steiermärkische Bank d.d. predstavlja jednu od vodećih finansijskih institucija u Republici Hrvatskoj. Na dan 30.09.2009. Erste & Steiermärkische Bank d.d. imala je ukupnu aktivu od 47,7 milijardi kuna, neto dobit od 471,9 milijuna kuna te povrat od kapitala od 11,9 %.

\*\*Loans are approved in the equivalent of HRK with a EUR currency clause  
Monthly installments are paid in HRK according to Erste Bank's middle exchange rate for EUR on the payment day.

The biggest advantage of loans for schooling expenses is that they can be used for the entire duration of the studies (up to 7 years), while interest is only paid on the used credit amount during that time. Once the overall contracted loan amount has been paid out or once the contracted deadline has expired, the loan goes to repayment in annuities.

If a client does not wish to start repayment immediately, he can agree on a grace period of one year and will only pay interest during that time. With this, the bank strives to accommodate recently graduated clients considering that it is not an easy task to find employment after the completion of studies.

**For additional information:**

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