

# A Profitably Growing Lithuanian Banking Franchise

# **Company Profile**

- The largest independently-owned financial institution in Lithuania
- The oldest operating bank in Lithuania with the widest branch network and the best client service
- Over 1,100 dedicated and experienced financial professionals
- Full-suite product offering with >50 banking, asset management and life insurance products
- The bank is primarily funded by sticky local deposits
- Supervised by ECB and rated Baa1 by Moody's with Stable outlook
- Listed on the Nasdaq Baltic Stock Exchange since 1994 (ticker: SAB1L)

# Key Figures (H1'24)



# **Strong Growth Economy**

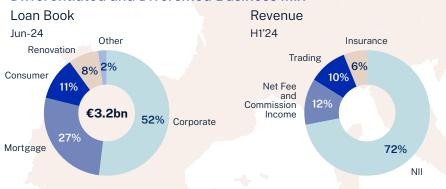




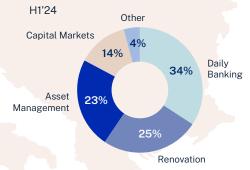
Population Nominal GDP **Credit Ratings** GDP/Capita in PPS **Public Debt** 

2.9 million €72 billion A2/A/A 83% of EU avg. **36% of GDP** 

#### Differentiated and Diversified Business Mix



## Net Fee and Commission Income



# Proven Track Record of Profitable Growth







# Strong Profitability

Return on Equity (%)



#### Robust Balance Sheet

CET1 17.5%

TCR 20.0%

LCR 199% 96%

NPL 2.8%

# Our Ambition: The Best Bank in Lithuania by 2029

The Best Bank in Lithuania by 2029

- The bank that provides the best client experience in Lithuania
- The best known and most beloved brand in the Lithuanian banking sector by 2029
- · Efficient growth, always exceeding the market
- Delivering 20+% rate of return for investors

#### Strategic Priorities

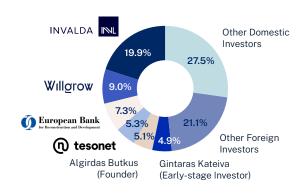
- Rebranding striving to create a strong link between our brand and clients
- Commitment to phygital bridging the physical and digital worlds to create leading client experience
- New core banking platform new growth opportunities, improved efficiency and elevated client experiences
- Customer centricity delivering exceptional client experiences while ensuring stringent compliance and focus on ESG standards

# **Key Financial Targets**

		2024	2025	2026	2027–2029
Growth	Loan Book	€3.3bn	€3.7bn	€4.1bn	CAGR: ~8%
	Deposits	€3.3bn	€3.6bn	€4.0bn	CAGR: ~10%
	Total Operating Income	€202m	€211m	€243m	CAGR: ~10%
	Net Fee Income	€27m	€29m	€33m	CAGR: ~20%
Efficiency	C/I ratio	49.7%	53.2%	48.8%	Below 47.5%
Profitability	RoE	13.7%	13.1%	15.0%	Above 15.0%
Shareholder Returns	Minimum Payout Policy	25 % Dividends + Share Buy-backs			

# **Shareholders Structure**

Jun-24



#### **Total Shareholders Returns**

Šiaulių Bankas (SAB1L) TSR Performance vs. Market Index – Last 5 Years



Data as of June 30, 2024

#### **Share Information**

Number of Shares	662,996,646
Market Capitalization	€ 457 million
Earnings per Share	0.07
Book Value per Share	0.84
Dividend Yield	7.0%1

#### **Debt Securities Issue**

Security name	Interest rate	Maturity	Туре
SIAULIU BANKAS/8D 771 20251007	1.05%	Oct 7, 2025	Senior Preferred
SIAULIU BANKAS/BD 287 20291223	6.15%	Dec 23, 2029	Subordinated
SIAULIU BANKAS/BD 751 20330622	10.75%	Jun 22, 2033	Subordinated
SIAULIU BANKAS/BD 7.70 20340522	7.70%	May 22, 2034	Subordinated

Data as of June 30, 2024

(1) Calculated based on 2023 dividend and the share price as of June 30, 2024