



# Artea Bank

Q2'25 and H1'25 Financial Results

July 30, 2025

# Šiaulių Bankas Rebranded as Artea



## Key Highlights

- The bank evolved from a regional bank to a national bank, prompting the need for rebranding
- Branch network rebranding has been successfully completed
- Website and mobile application rebranding were completed successfully
- The rebranding project was delivered on time and within the budget
- Following the rebranding, we successfully launched multiple new product campaigns under our new brand

The bank for **all of Lithuania**  
Emphasis on **expertise and modernity**  
Group unified under **single brand name**

From 5<sup>th</sup> of May we are Artea, find out more [here](#)



# Key Financial and Strategic Highlights

- **Rebranding:** Our new brand, Artea, has been very well received by clients and investors, strengthening brand loyalty and market position
- **Core banking system:** Cloud-based upgrade is tracking on schedule and within budget, poised to significantly enhance client experience and support future growth
- **Loan book growth:** Loan book growth rebounded in Q2, following a slower Q1, with our mortgage portfolio reaching a significant €1 billion milestone
- **Strong NFCI growth:** Net fees & commission income (NFCI) grew by 10% YoY, reflecting strong momentum in renovation financing, asset management and capital markets businesses
- **Asset management:** Achieved strong results in a tough market, driven by the Index Plus strategy, which reduced volatility and supported a swift recovery through allocation to private assets
- **Robust asset quality:** Strong asset quality maintained, with stable NPLs and cost of risk expected to remain well below our target level
- **Share buyback:** Successfully completed the second phase of our open market share buyback program, reinforcing our commitment to shareholder returns
- **Consistent BVPS growth:** Book value per share (BVPS) continued its consistent growth reflecting our ongoing drive for long-term shareholder value creation, even amidst a strategic investment period

## H1 2025

Net Profit  
**€31.9m**

Adj. Net Profit  
**€36.9m**

RoE  
**11.1%**

Adj. RoE  
**12.8%**

Loan Book  
**€3.7bn**

Cost of Risk  
**0.24%**

CET1 Ratio  
**17.6%**

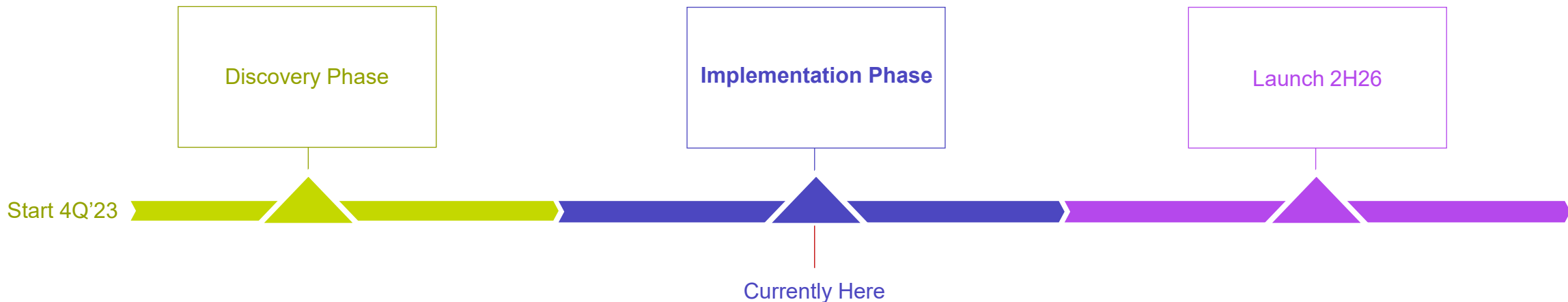
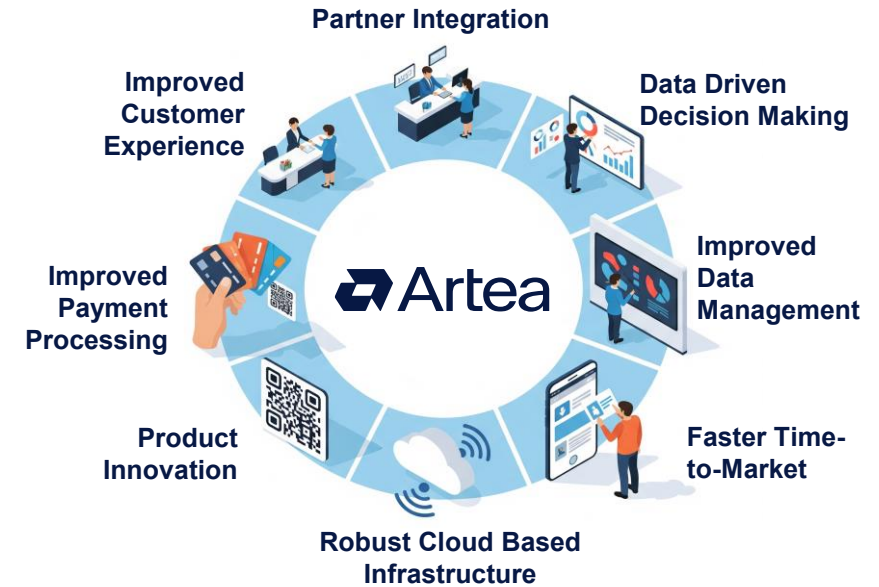
BVPS  
**€0.87**



# Core Banking System Change Project is On Track and Within Budget

## Key Highlights

- Discovery phase was completed on time with limited scope expansion
- Core banking system testing has begun, validating functionality and integrations with other systems
- Data migration testing is underway to ensure data quality and consistency
- Currently project is within scope on track and on budget
- Launch is expected in the second half of 2026



# Regulatory Changes in Lithuania (2025–2026)

## Investment Environment



### Lithuanian ISA (Individual Investment Account)

- Effective: From January 1, 2025
- Details:
  - Residents can invest via a tax-deferred account
  - Taxes on capital gains apply only to funds withdrawn above the original contribution
  - Applies to stocks, bonds, and ETFs - stimulates long-term investing among retail investors
  - Designed to increase participation in capital markets and improve savings culture
  - Expected to increase local market liquidity

### Pillar II Pension Reform

- Effective: From January 1, 2026
- Details:
  - Allows participants to opt out of Pillar II system
  - Participants can withdraw their accumulated funds or transfer them to a private investment account
  - Reform may trigger sizable outflows from pension funds, with potential reinvestment into equities, real estate or other higher margin investment products



## Mortgage Market



### Mortgage Refinancing Reform

- Effective: February 2025
- Details:
  - Make mortgage refinancing free of charge for consumers
  - Would eliminate fees such as notary, property valuation, and early repayment penalties
  - Aims to boost competition among banks and help borrowers access better terms

### Down Payment Rules Revision (*In Discussion*)

- Status: Under review in mid-2025, not yet approved
- Current Rule:
  - 15% minimum down payment for first-time buyers
  - 30% down payment on second property purchases
- Proposal:
  - Reduce down payment for first-time buyers to 10%
  - Aims to improve affordability amid rising housing prices and increased market activity



# Q2'25 and H1'25 Financial Results





# Financial Performance Highlights

## Income Statement

In €'m	Q2'25	Q1'25	%Δ QoQ	H1'25	H1'24	%Δ YoY
Net Interest Income	34.0	34.4	(1%)	68.4	80.6	(15%)
Net Fee & Commission Income	7.6	7.6	(0%)	15.1	13.7	10%
Other	9.4	6.4	48%	15.8	18.1	(13%)
<b>Total Revenue</b>	<b>51.0</b>	<b>48.3</b>	<b>6%</b>	<b>99.3</b>	<b>112.5</b>	<b>(12%)</b>
Salaries and Related Expenses	(13.7)	(14.0)	(2%)	(27.6)	(23.2)	19%
Other Operating Expenses	(18.9)	(9.9)	92%	(28.8)	(32.2)	(11%)
<b>Total Operating Expenses</b>	<b>(32.6)</b>	<b>(23.8)</b>	<b>37%</b>	<b>(56.4)</b>	<b>(55.4)</b>	<b>2%</b>
<b>Operating Profit</b>	<b>18.4</b>	<b>24.5</b>	<b>(25%)</b>	<b>42.9</b>	<b>57.1</b>	<b>(25%)</b>
Impairment Losses	(1.6)	(2.2)	(30%)	(3.8)	(3.9)	(3%)
Income Tax Expense	(2.7)	(4.6)	(42%)	(7.2)	(10.1)	(29%)
<b>Net Profit</b>	<b>14.2</b>	<b>17.7</b>	<b>(20%)</b>	<b>31.9</b>	<b>43.0</b>	<b>(26%)</b>
<i>Return on Equity<sup>2</sup></i>	<i>9.9%</i>	<i>12.4%</i>	<i>(2.5pp)</i>	<i>11.1%</i>	<i>16.2%</i>	<i>(5.1pp)</i>
<b>Adjusted Net Profit<sup>3</sup></b>	<b>17.5</b>	<b>19.4</b>	<b>(10%)</b>	<b>36.9</b>	<b>46.2</b>	<b>(24%)</b>
<i>Adjusted Return on Equity<sup>3</sup></i>	<i>12.2%</i>	<i>13.6%</i>	<i>(1.5pp)</i>	<i>12.8%</i>	<i>17.4%</i>	<i>(4.6pp)</i>

## Select Balance Sheet Metrics

In €'m	Jun'25	Mar'25	%Δ QoQ	Jun'25	Jun'24	%Δ YoY
Total Loans	3,669	3,511	5%	3,669	3,188	15%
Total Assets	5,277	5,286	0%	5,277	5,036	5%
Total Deposits	3,530	3,459	2%	3,530	3,167	11%
Total Equity	575	561	2%	575	555	4%
<i>Assets under Management<sup>1</sup></i>	<i>2,006</i>	<i>1,957</i>	<i>3%</i>	<i>2,006</i>	<i>1,776</i>	<i>13%</i>
<i>Assets under Custody</i>	<i>1,982</i>	<i>1,964</i>	<i>1%</i>	<i>1,982</i>	<i>1,870</i>	<i>6%</i>
<i>BVPS</i>	<i>0.87</i>	<i>0.85</i>	<i>2%</i>	<i>0.87</i>	<i>0.84</i>	<i>4%</i>

Notes:

(1) Includes Asset Management and Modernization Funds AuM

(2) ROE calculated taking annualized YTD result divided by trailing 4 quarters equity

(3) Adjustments exclude costs related to the core banking system upgrade, rebranding, the new office building, windfall taxes, as these are considered non-recurring

- Despite pressure on net interest income from a declining rate environment, proactive funding cost management enabled us to maintain flat NII QoQ
- Net fees & commission income (NFCI) increased by 10% compared to the previous year due to continued strong performance from Asset Management and Renovation segments
- Operating expenses increased in Q2'25, primarily due to higher salary costs and one-off items, including the core banking system upgrade and rebranding efforts
- We are currently undertaking a comprehensive review of our cost base, with cost-cutting initiatives underway
- Achieved a strong net profit figure of € 14.2 million
  - Excluding one-off items, the profit would have been € 17.5 million and RoE 12.2%
- Loan book +15% YoY with main growth areas being corporate and mortgage segments
- We remain committed to delivering on our bottom-line guidance and will focus on ensuring profitability targets are met

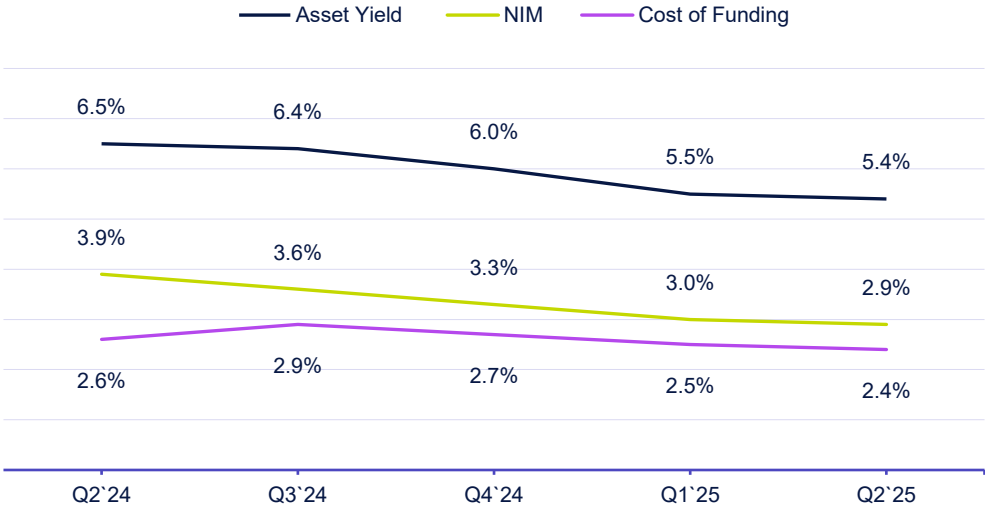


# Net Interest Income

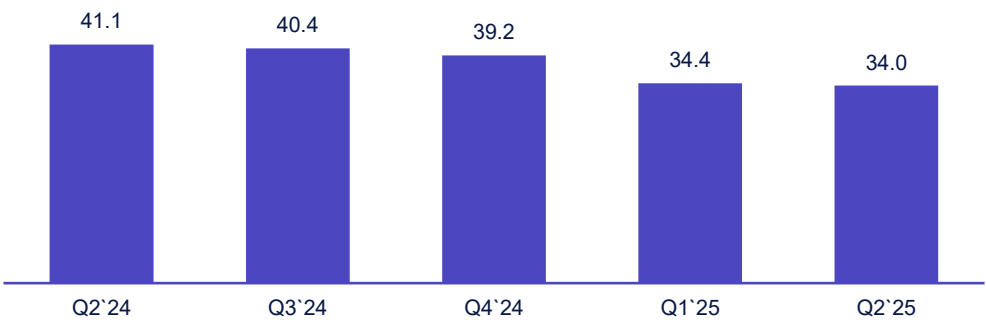
## Key Highlights

- Net interest income remains under pressure in a declining rate environment
- We are actively managing our cost of funding, which is helping to offset the impact of lower rates
- We expect our net interest margin (NIM) to remain stable at current levels through the end of the year

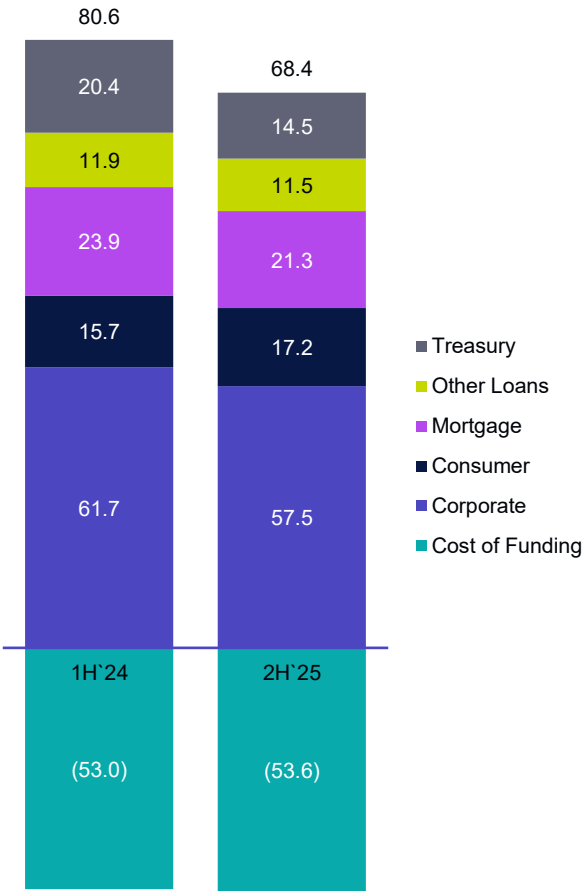
## Net Interest Margin (NIM) Dynamics



## Net Interest Income QoQ (€'m)



## Net Interest Income YoY (€'m)



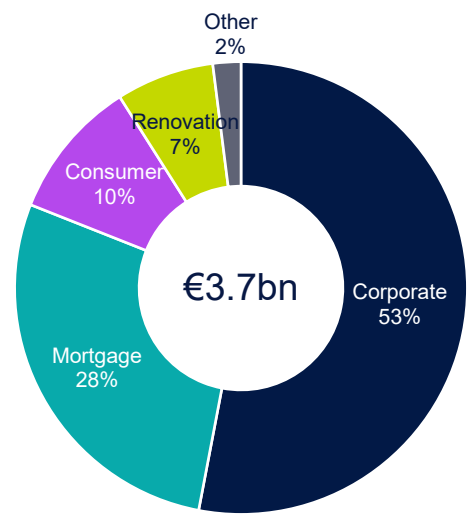


# Loan Portfolio

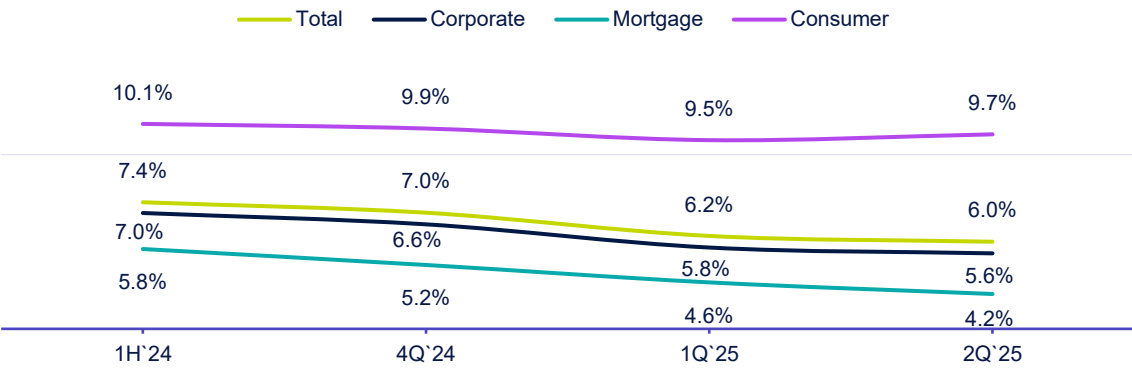
## Key Highlights

- Loan book +15% YoY with main growth areas being corporate and mortgage segments
- We see slight decline in asset yields on the back of interest rate decline
  - Corporate: Increased competition is putting additional pressure on yield
  - Mortgage: Strong demand helps provide support and soften the decline, while regulatory changes and falling rates put pressure on yields
  - Consumer: Introduced dynamic pricing, resulting in elevated yield

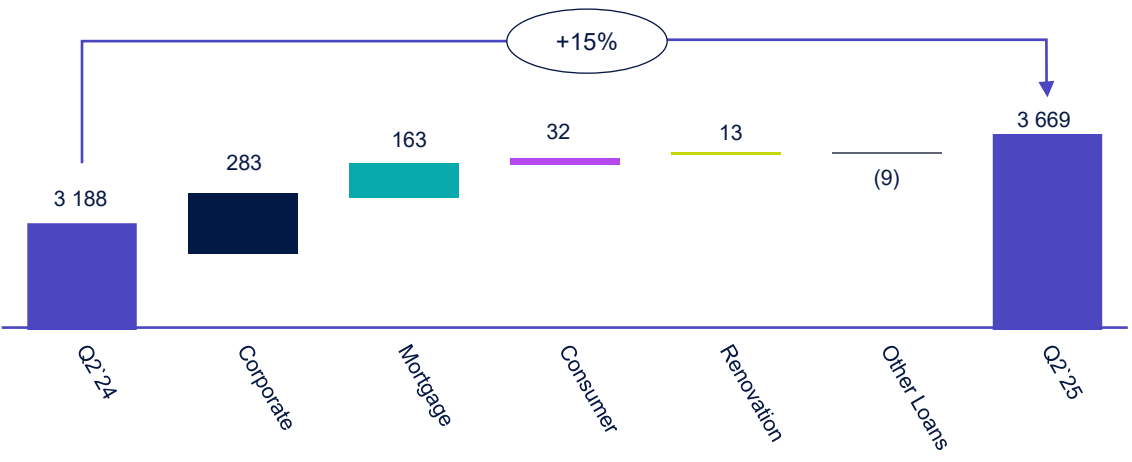
## Loan Book (Q2'25)



## Loan Yields



## Loan Book Development YoY (Q2'25)

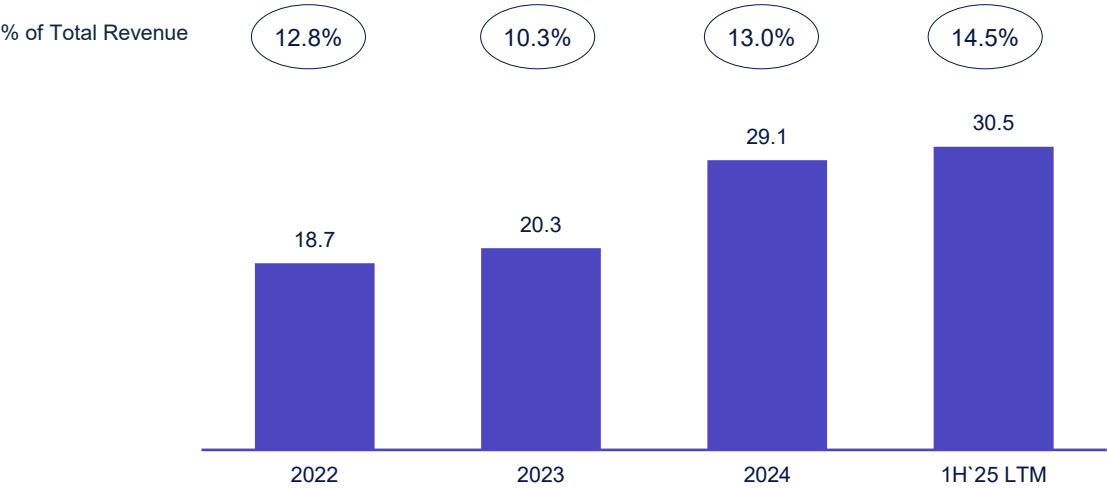


# Net Fee & Commission Income

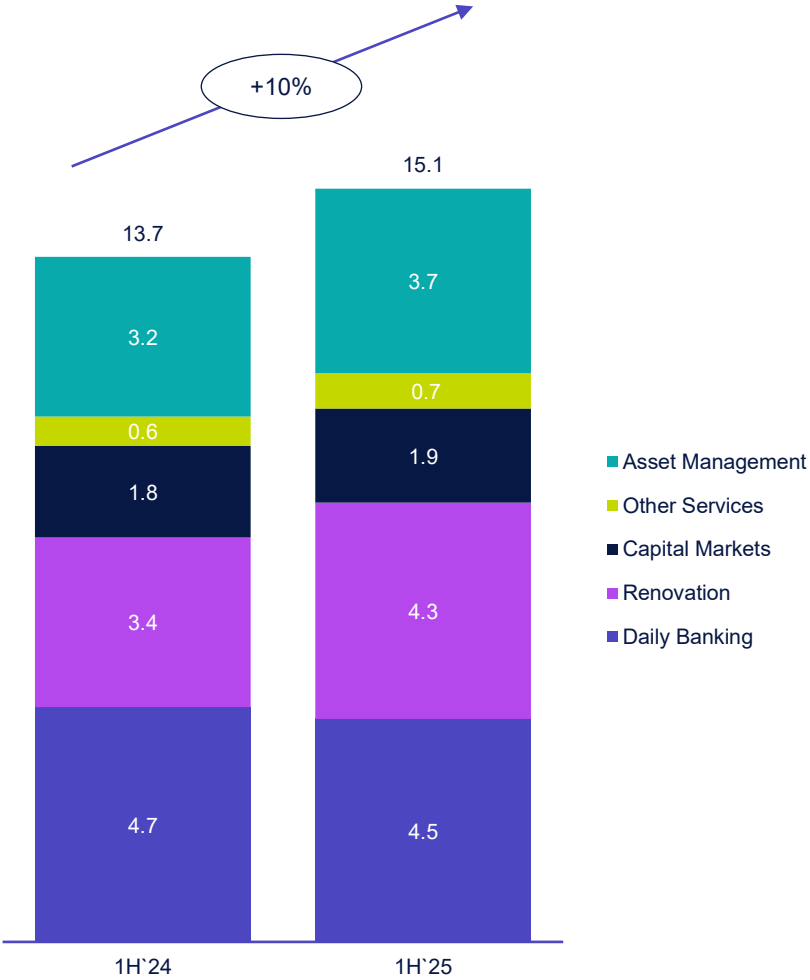
## Key Highlights

- Net fees & commission income (NFCI) increased by 10% compared to the previous year
- Continued strong performance from the Asset Management and Renovation segments
- Asset Management fees were supported by strong capital inflows and solid investment results
- Renovation financing delivered strong results, driven by the distribution of additional funds from the new modernization fund launched in 1H24

## Net Fee & Commission Income (€'m)



## Net Fee & Commission Income YoY (€'m)

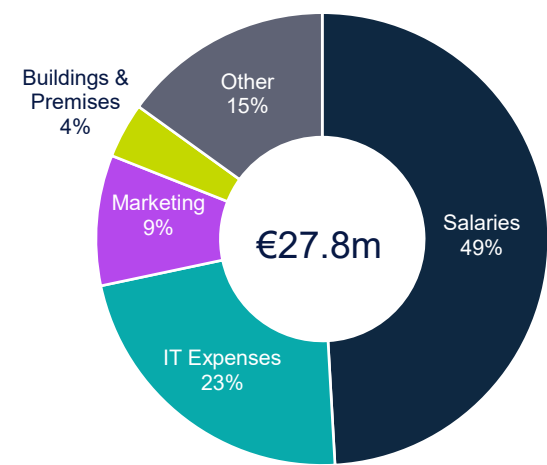


# Operating Expenses<sup>(1)</sup>

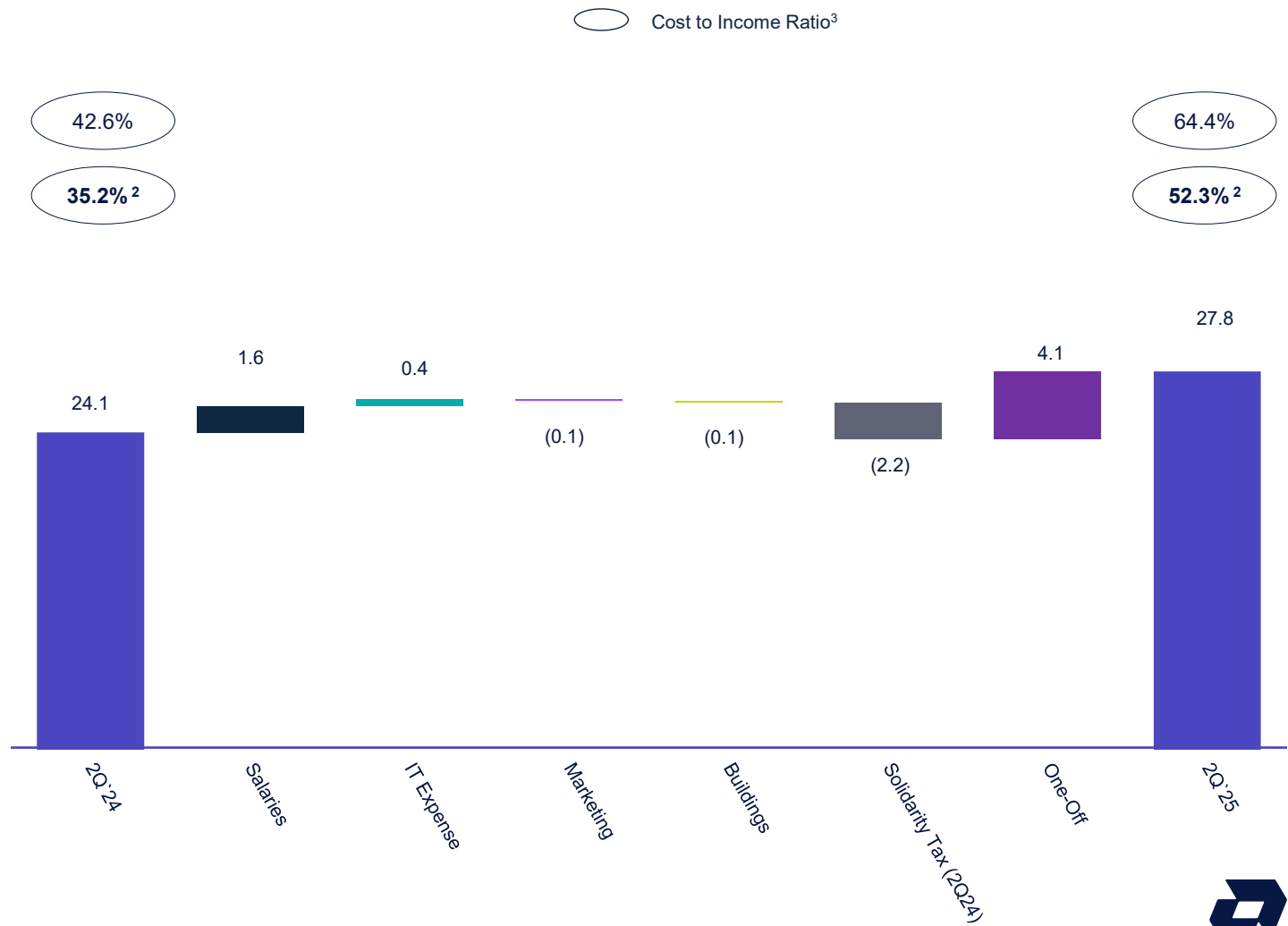
## Key Highlights

- Operating expenses increased in Q2'25, primarily due to higher salary costs and several one-off items, including the core banking system upgrade and rebranding efforts
- We are currently undertaking a comprehensive review of our cost base, with cost-cutting initiatives underway
- Last year's operating expenses included a €2.2 million solidarity tax, a charge we do not anticipate incurring in the current period or going forward

## Operating Expenses Structure<sup>(1)</sup> (Q2'25)



## Operating Expenses Development YoY (€'m)



Notes:

(1) Operating expenses analysis on this page excludes expenses related to insurance activities

(2) Adjusted Cost-to-income ratio exclude costs related to the core banking system upgrade, rebranding, the new office building, windfall taxes, as these are considered non-recurring

(3) Cost to income calculated excluding unit linked contracts impact

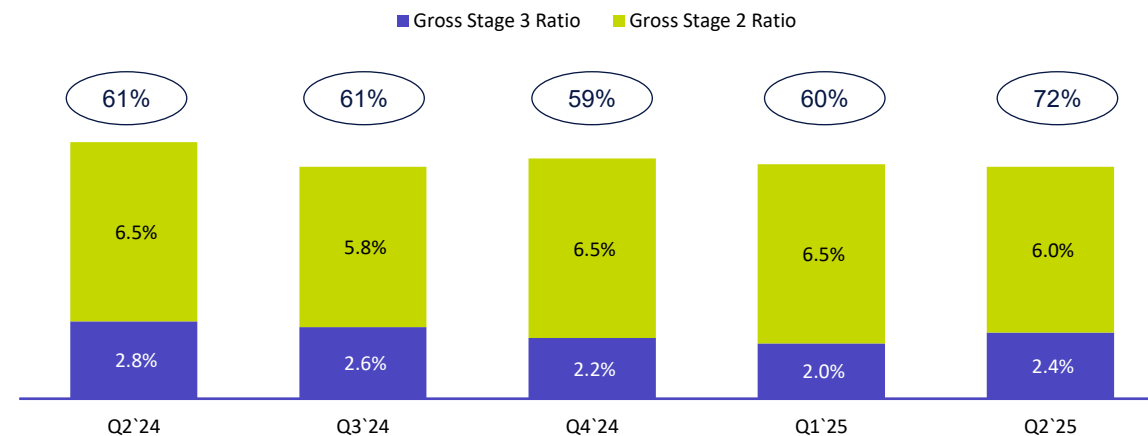


# Asset Quality

## Key Highlights

- In Q2 2025, the increase in NPLs was primarily driven by the reclassification of a single loan (adequately collateralized) from Stage 2 to Stage 3
- Overall we remain comfortable with our NPL levels and no material changes are expected in the near term
- We anticipate our cost of risk to remain below us through the cycle target of 50 basis points in 2025

## Stage 2 and Stage 3 Dynamics



## Loan Impairment Losses Development (€'m) and Cost of Risk (%)

		Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25
Loan impairment Losses	Impact of Parameters	(2.6)	1.8	3.3	(6.4)	0.5	0.7
	New Lending, Impact of Individual Assessments and Model Adjustment	(0.1)	(3.4)	(6.3)	2.4	(2.4)	(3.0)
	Total	(2.7)	(1.6)	(3.0)	(4.0)	(1.9)	(2.3)

		LTM Q1'24	LTM Q2'24	LTM Q3'24	LTM Q4'24	LTM Q1'25	LTM Q2'25
Cost of Risk (Trailing 12 Months)	Corporate	0.04%	0.00%	0.11%	0.22%	0.22%	0.31%
	Consumer	3.32%	3.44%	3.26%	1.94%	1.30%	1.15%
	Mortgage	0.10%	0.09%	(0.07%)	(0.03%)	0.13%	0.35%
	Renovation and Other	1.39%	1.05%	0.79%	0.43%	0.31%	(0.49%)
	Total CoR	0.54%	0.49%	0.46%	0.35%	0.32%	0.33%

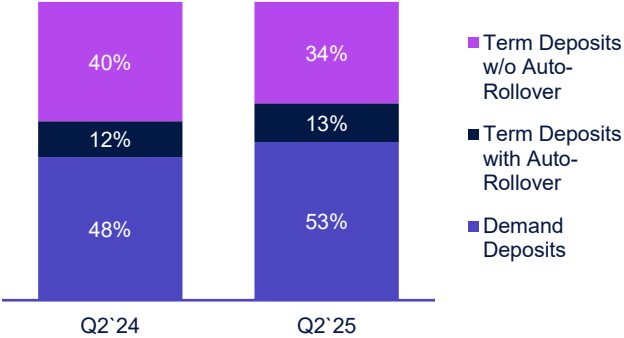


# Funding

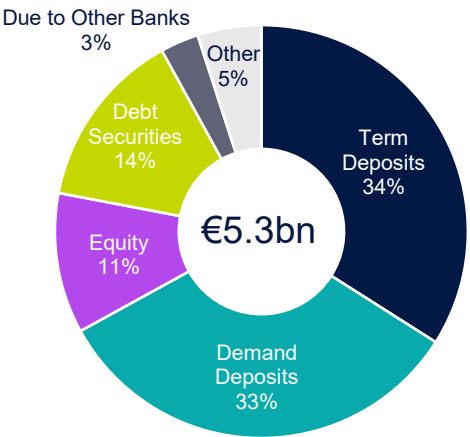
## Key Highlights

- Cost of funding is decreasing in declining interest rate environment
- We are seeing a rotation from term deposits to demand deposits in the lower interest rate environment
- Going forward, we will place more focus on increasing the growth rate of term deposits
- We aim to decrease our loan to deposit ratio over time

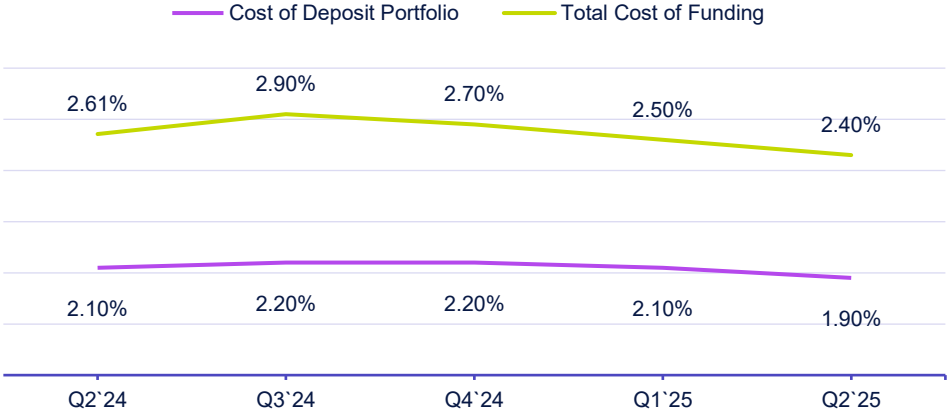
## Deposit Portfolio Structure



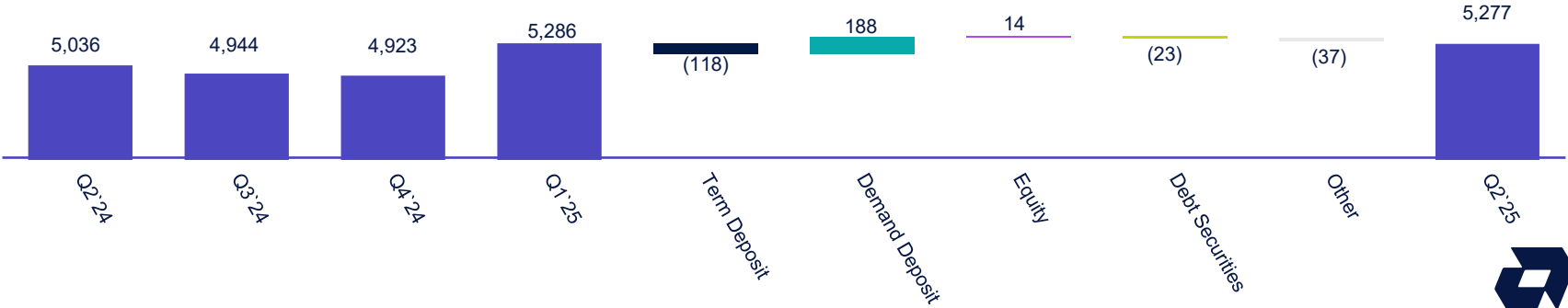
## Funding Portfolio Breakdown (Q2'25)



## Cost of Funding



## Total Funding Portfolio Development (€'m)

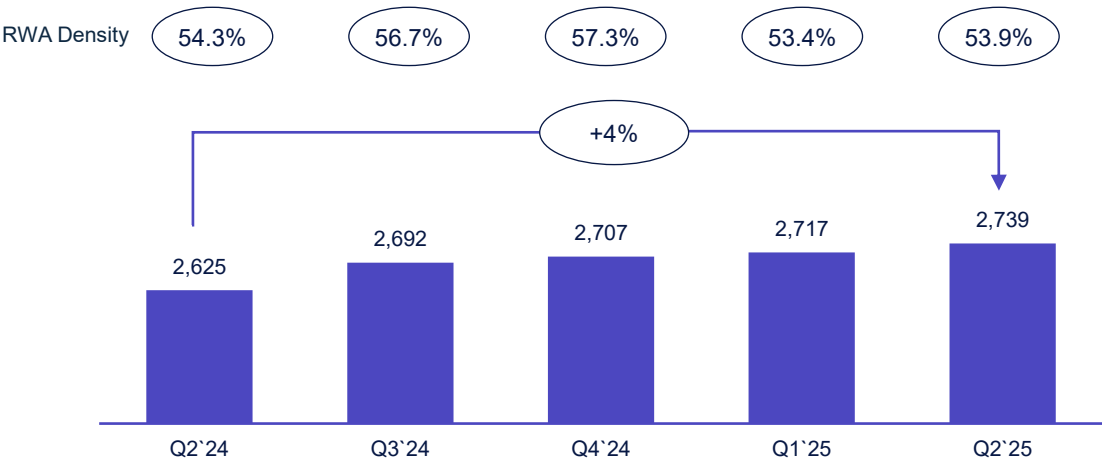


# Capital Ratios and Requirements

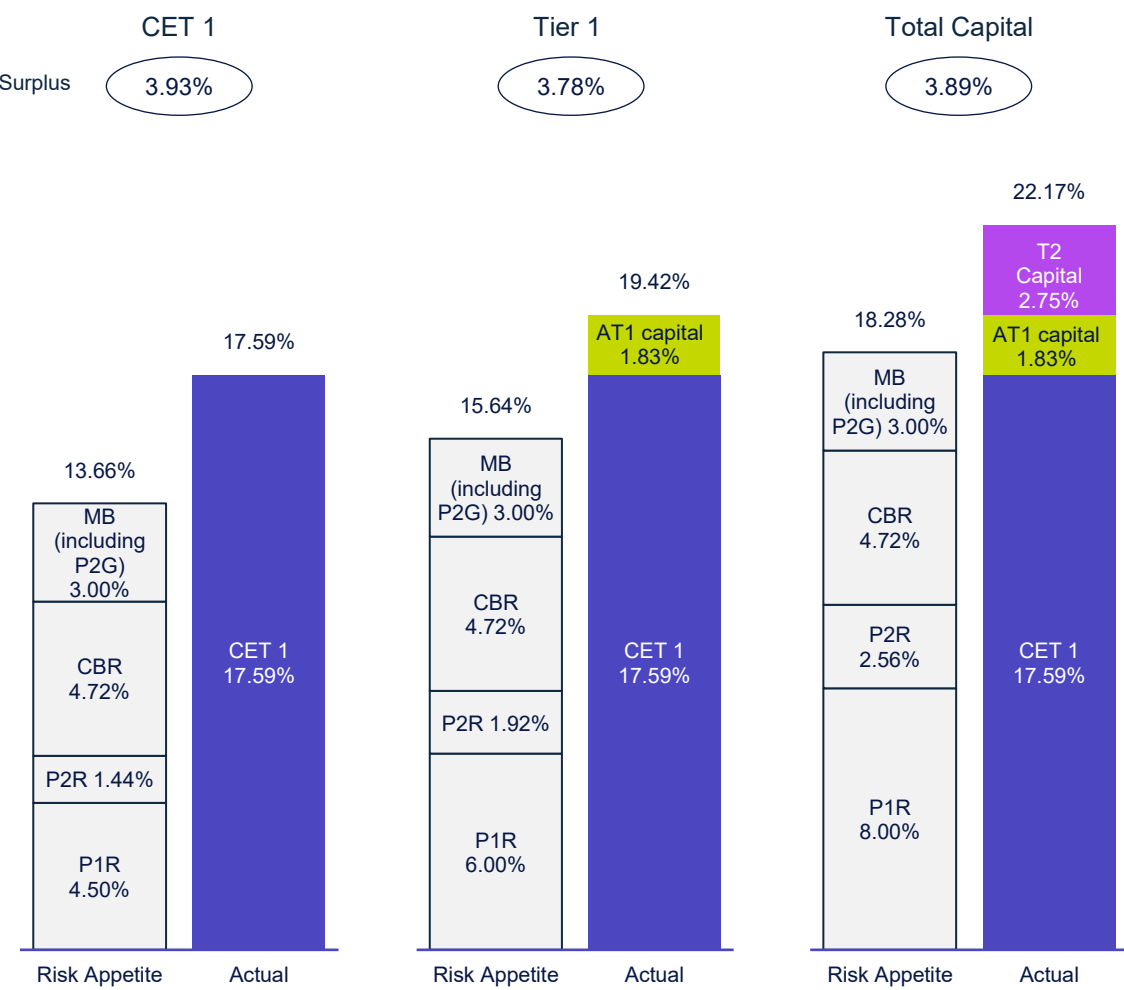
## Key Highlights

- The capital position remains strong, providing a solid foundation for future growth and capital distributions
- RWA density remained stable at a comfortable level, reflecting a balanced risk profile

## Risk Weighted Assets (RWA)



## Sufficient Capital to Support Growth Going Forward

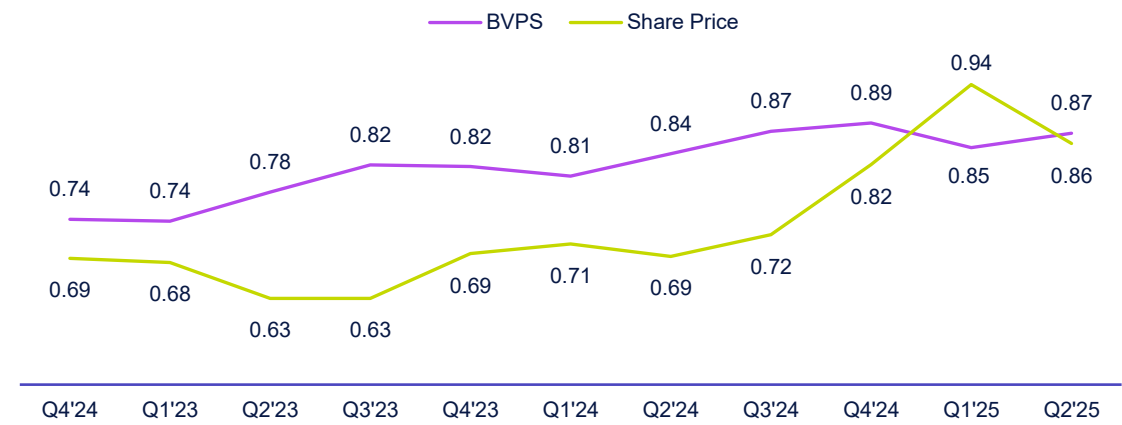


# Shareholder Value Creation

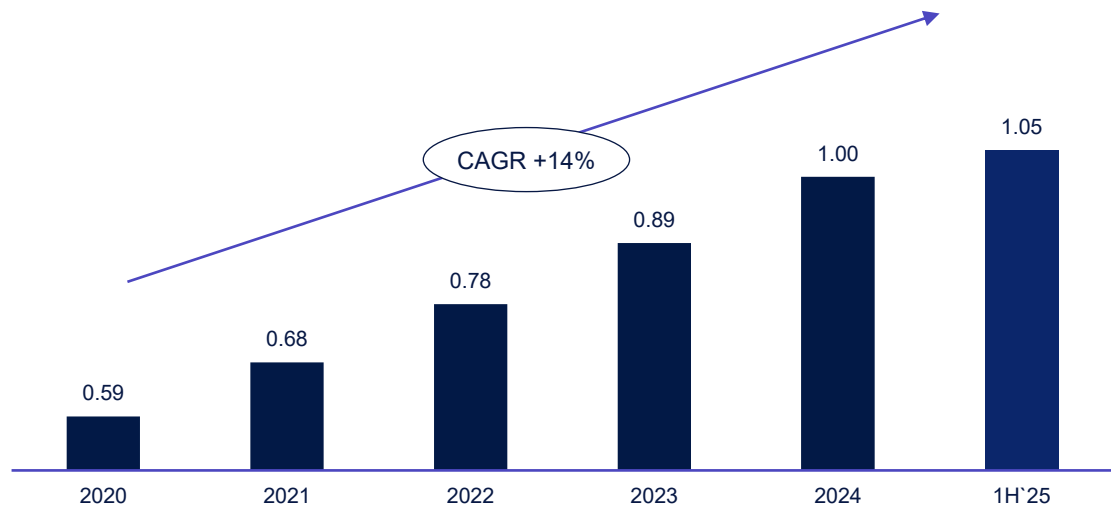
## Key Highlights

- Steadily increasing BVPS as we continue to drive long-term shareholder value
- Expecting to receive ECB buyback approval in August, after which we plan to resume open market buybacks
- We continue to manage capital in alignment with our capital management strategy, ensuring sustainable long-term shareholder value creation

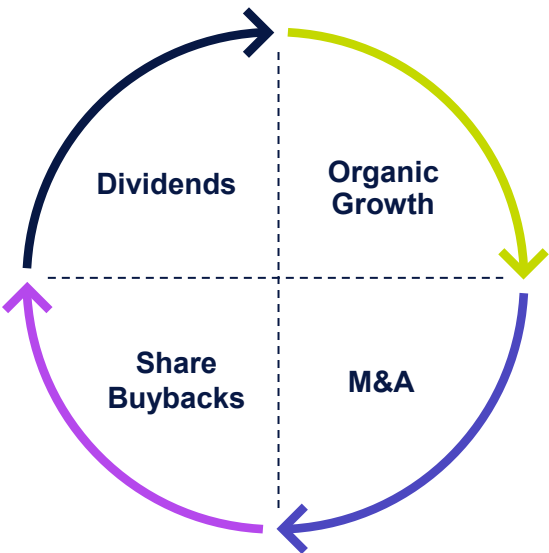
## Consistent BVPS Growth With Share Price Yet to Reflect Fair Valuation



## Proven Track Record of Solid Value Creation



## Capital Management Framework





# Concluding Remarks

- **Strategic initiatives:** Our key strategic and organic growth initiatives are progressing on schedule and within budget, providing a solid foundation for future value creation
- **Loan growth and NII:** Loan growth rebounded strongly in Q2 after a seasonally soft Q1. We expect the impact of declining interest rates to moderate going forward
- **Mortgage portfolio:** Our mortgage book surpassed the €1.0 billion milestone this quarter, continuing its robust growth trajectory with ample runway for future growth
- **Cost management:** Cost discipline remains a top priority. As we navigate current revenue headwinds, expect increasingly proactive cost management
- **Share buyback resumption:** We plan to resume our share buybacks in Q3, reinforcing our commitment to shareholder returns

## Commitment to Shareholder Value

50%

Minimum Dividend Pay-out

>17%

Long-term ROE Target

>20%

Total Shareholder Return



# Investor Relations Calendar



	<b>September 17, 2025</b>	Sevilla	ECBC Covered Bond Conference
	<b>September 17, 2025</b>	Tallinn	Enlight Baltic Conference
	<b>November 7, 2025</b>	Riga	Baltic Capital Markets Conference
	<b>November 17-18, 2025</b>	London	GS Annual CEEMEA One-on-One Conference
	<b>December 2-5, 2025</b>	Prague	The Central & Eastern European Forum - Euromoney
	<b>January 14, 2026</b>	Vienna	WOOD's Winter Wonderland EMEA Conference
	<b>January 18, 2025</b>	Tallinn	Investor Toomas Conference

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# Business Segment Results



# Organisational Structure and Reporting Segments

Description

## Corporate Clients

- Comprehensive daily banking solutions for corporate clients
- Leading provider of financing to Lithuanian SMEs and mid-cap corporations
- The market leader in renovation financing solutions
- Highly diversified loan book across different industries and regions
- Quick decision making and responsiveness
- Robust risk management framework and high asset quality

€2.0bn

Loans

€1.3bn

Deposits

€78m

Gross Revenue

>22k

# of clients

Key Figures

## Private Clients

- **Daily banking** – Comprehensive financial solutions including current accounts, payments, and card services
- **Mortgages** – tailored mortgage solutions
- **Consumer lending** (SB Lizingas) – consumer financing products
- **Private auto leasing** – financing solutions for private car purchases
- Distribution of savings, investment and protection products
- Omnichannel reach with the largest branch network in LTU (51 branches in 36 cities)

€1.4bn

Loans

€2.2bn

Deposits

€45m

Gross Revenue

>510k

# of clients

## Investment Clients

- **Asset management business** – among the strongest in the Baltic region with best risk and return profile of pension funds in LTU
- **Life insurance business** – comprehensive life insurance and protection solutions
- **DCM franchise** – dominant position in Lithuania's debt capital markets
- **Trading and brokerage platform** - convenient online platform for retail investors and tailored brokerage services for corporates and HNWI, including FX, derivative and repo trading

€1.5bn

Assets

€1.7bn

RUM

€35m

Gross Revenue

€67m

Bonds Issued

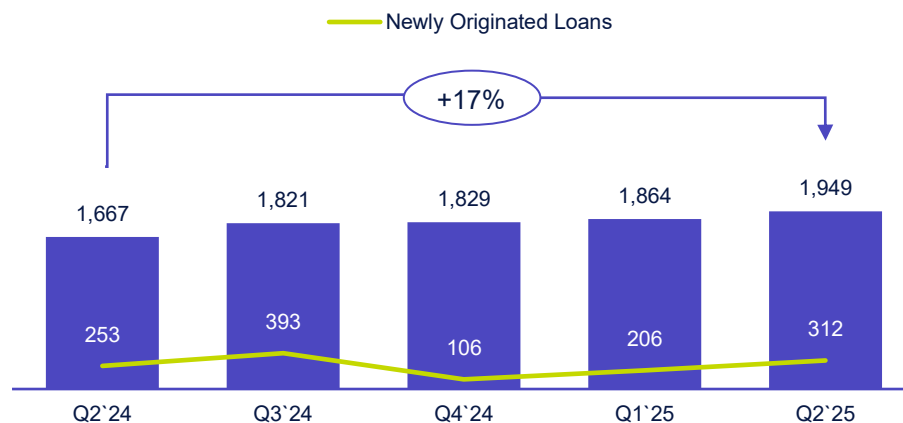


# Corporate Clients Segment Development

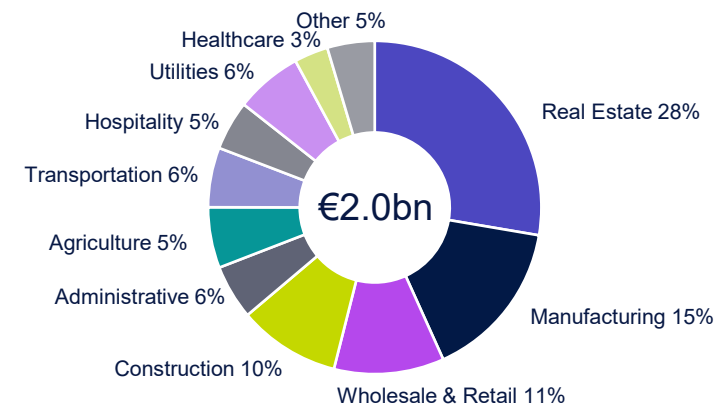
## Key Highlights

- The corporate loan book expanded by 17% YoY
- We have seen particularly strong quarter in terms of new originations
- The bank continues to diversify growth across strategic sectors such as manufacturing, retail and renewable energy
- Deposits showed strong growth at +14% YoY

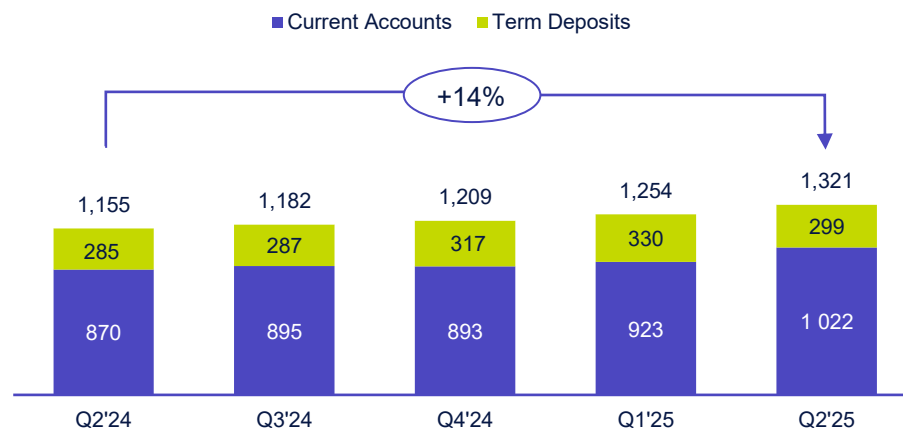
Corporate Loans<sup>1</sup> (Q2'25) (€'m)



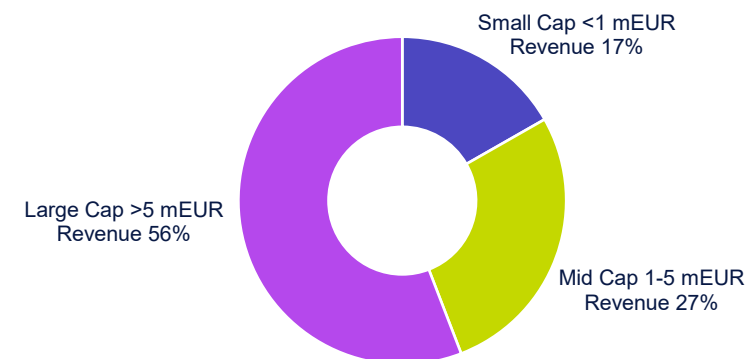
Corporate Loans by Sectors<sup>1</sup> (Q2'25)



Deposits from Corporate Customers (Q2'25) (€'m)



Corporate Book by Client Type (Q2'25)

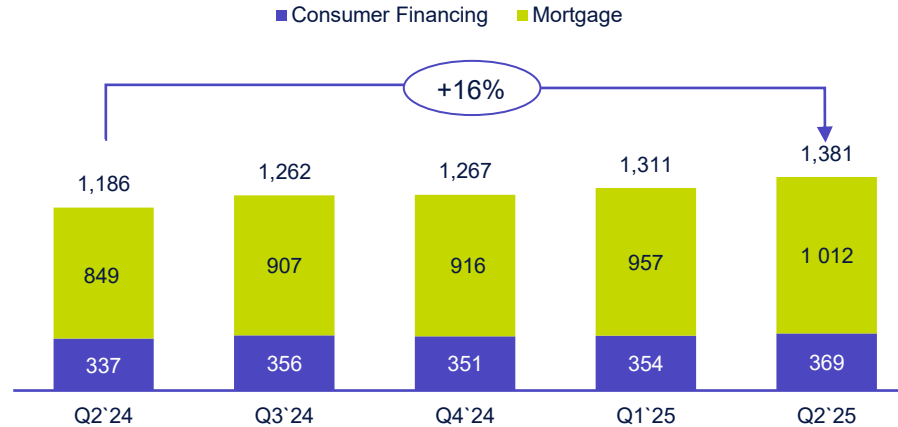


# Private Clients Segment Development

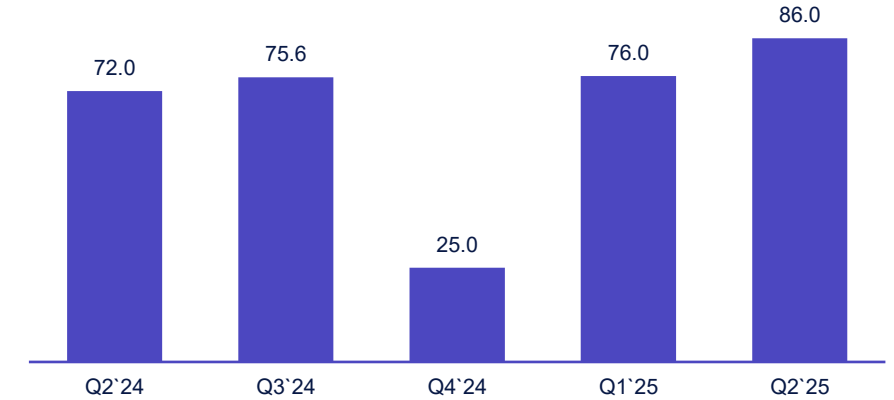
## Key Highlights

- The private clients loan book expanded by 16% YoY
- Mortgage portfolio had an outstanding growth of €86 million this quarter and exceeded €1 billion overall
- Consumer portfolio demonstrated stable growth of +4% QoQ and +10% YoY
- Deposits showed strong growth at +10% YoY

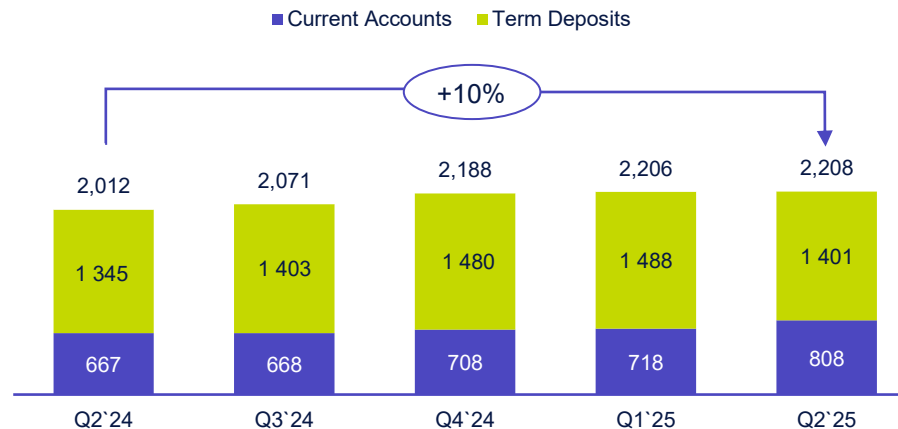
## Private Loans (Q2'25) (€'m)



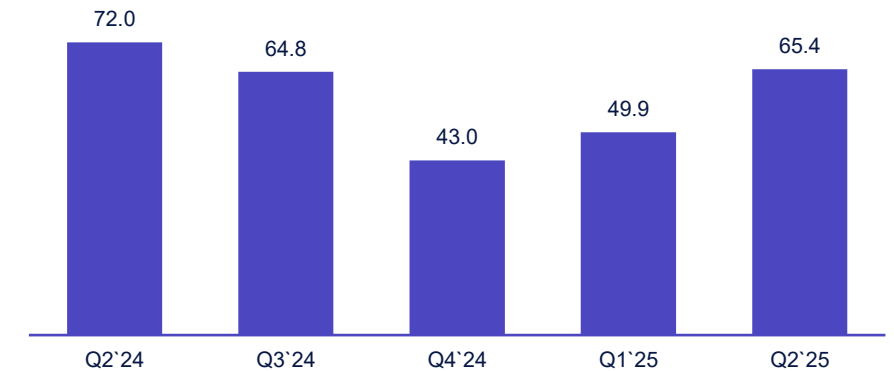
## New Mortgage Agreements (Q2'25) (€'m)



## Private Client Deposits (Q2'25) (€'m)



## New Consumer Financing Agreements (Q2'25) (€'m)

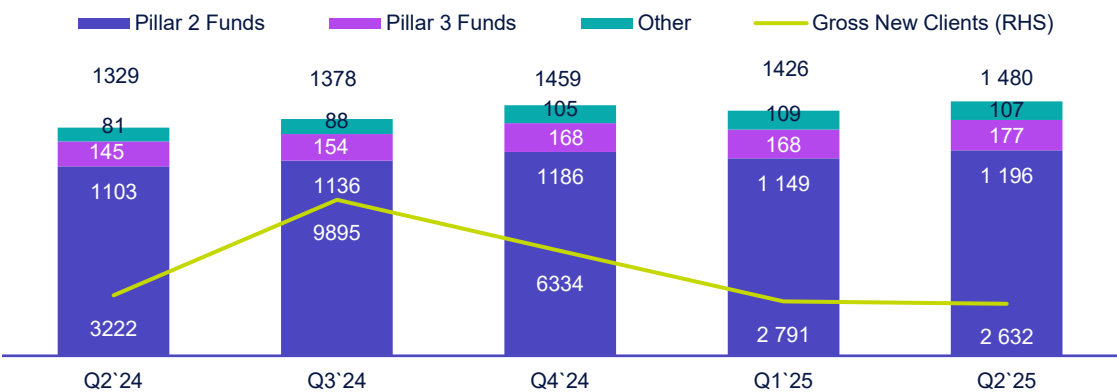


# Investment Clients Segment Development

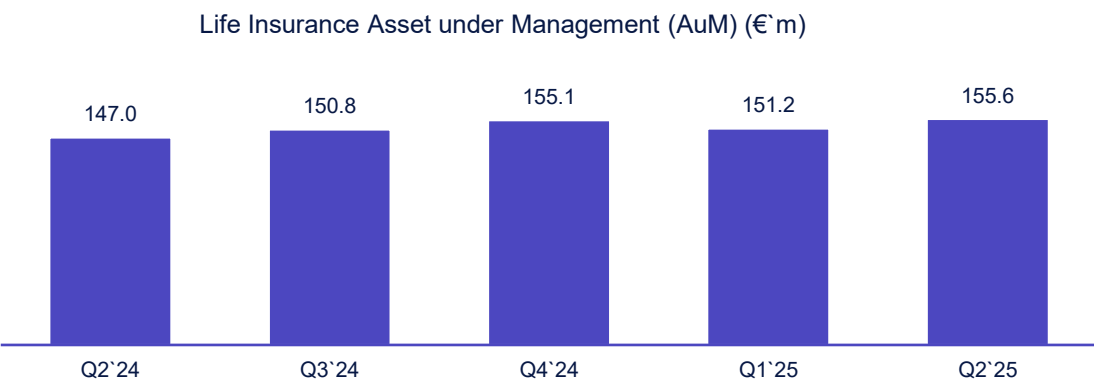
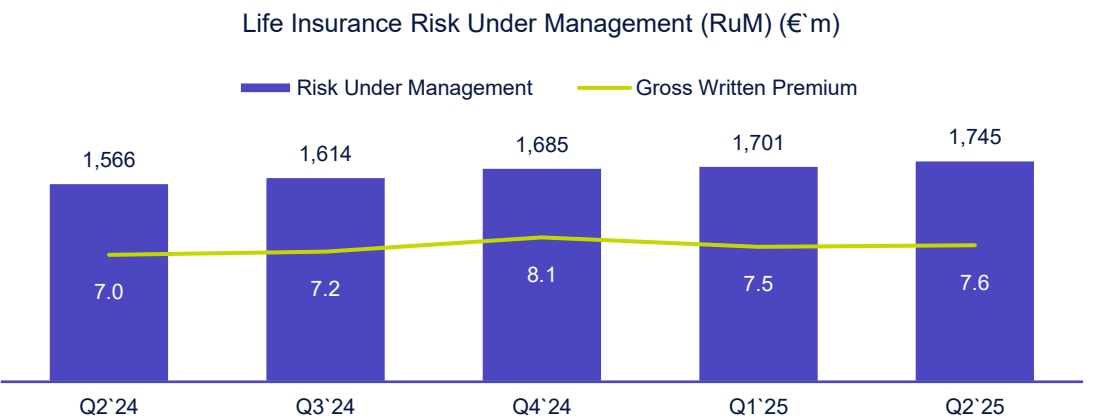
## Key Highlights

- Our Index Plus investment strategy allocating a portion of funds to private debt, real estate, and other private assets has helped reduce volatility during turbulent periods while maintaining strong returns
- This strategy enabled a swift recovery following the challenging first half of the year
- Total assets under management (AUM) are approaching €1.5 billion
- Pillar 3 pension funds recorded strong growth +5% QoQ and +22% YoY
- The life insurance business continued its steady expansion in reserves under management (RuM), reaching €1.75 billion in Q2 an increase of €179 million compared to the same period last year

## Asset Management (€'m)



## Life Insurance (€'m)





# Investment Clients Segment Development

## Key Highlights

- Another strong quarter with 8 new bond issuances worth €67 million
- Asset under custody growing steadily and approaching €2 billion
- The bank worked with multiple well known local companies during the quarter helping them to access capital markets



**AS „PN Project“**  
Public placement  
Acted as Lead Manager  
**€21m**



**AB „HISK“**  
Public placement  
Acted as Sole Manager  
**€8m**

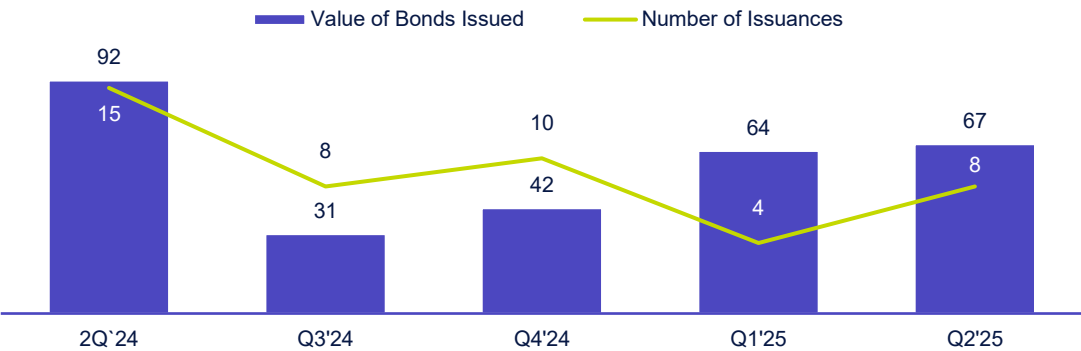


**UAB „Sostinės bokštai“**  
Public placement  
Acted as Joint Manager  
**€10m**

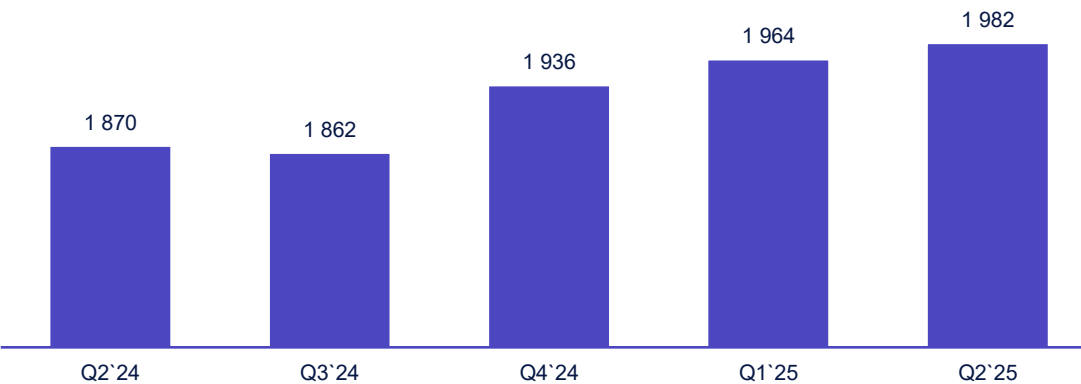


**UAB „Hotrema“**  
Public placement  
Acted as Sole Manager  
**€5m**

Bonds Originated by the Bank in Primary Market (Q2'25) (€'m)



Assets Under Custody (Q2'25) (€'m)



Notes: (1) Market share by quantity of corporate bonds originated

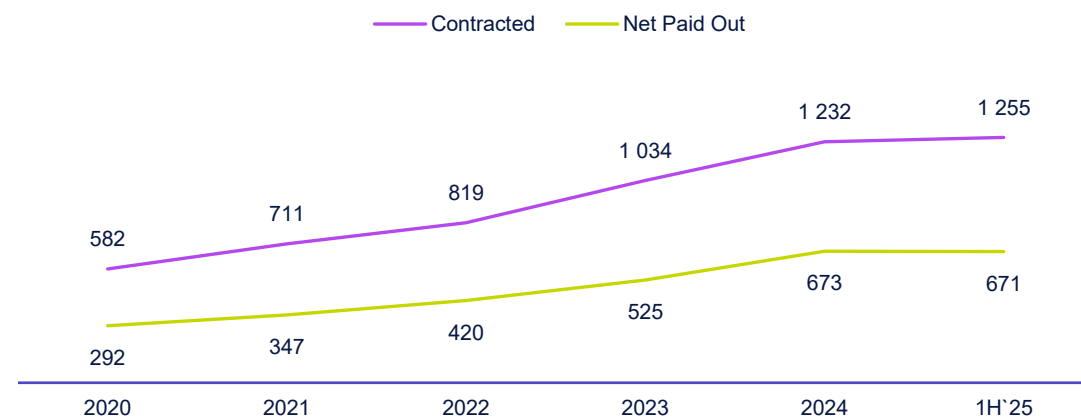


# Renovation Financing

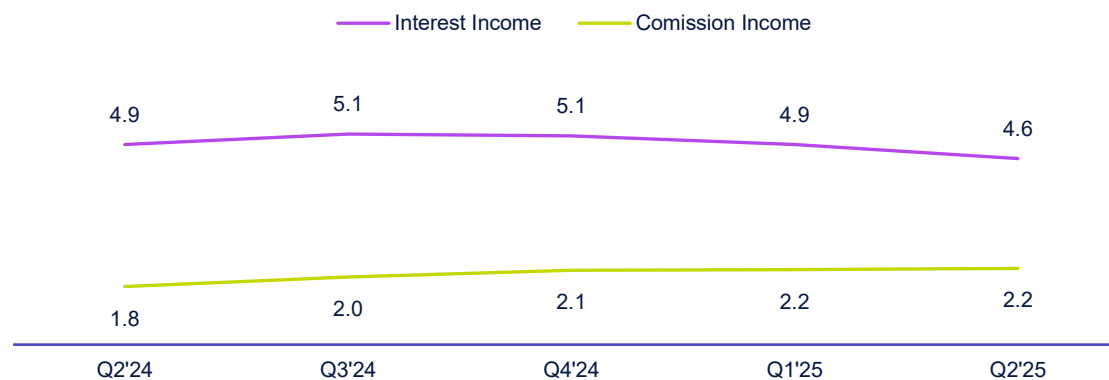
## Key Highlights

- We continue to experience steady growth in our contracted volumes
- Interest income has slowed due to declining interest rates; however, commission income continues to grow
- Asset quality remains strong, with loans delayed over 90 days performing better than the overall bank portfolio

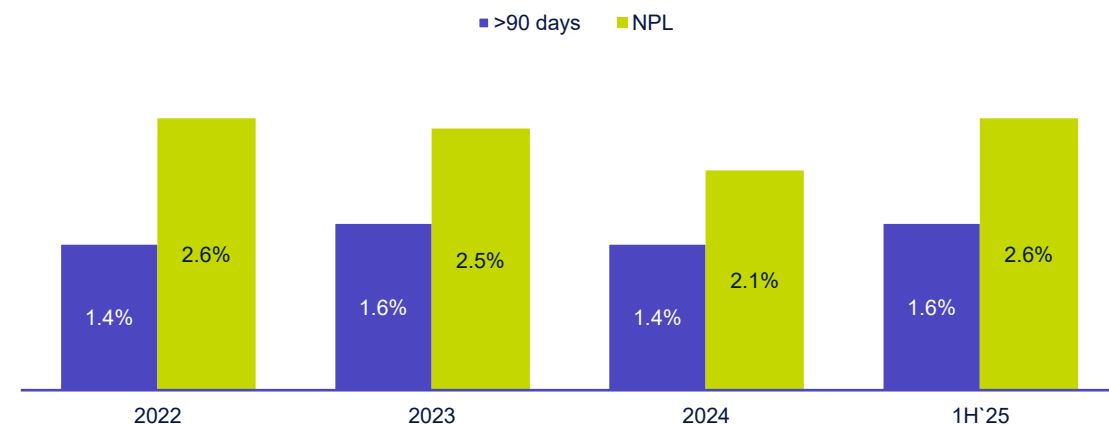
## Renovation Portfolio (€'m)



## Total Interest and Commission Income (€'m)



## Low Levels of NPL



# Appendix



# Income Statement

	Q2'25	Q2'24	%Δ YoY
<i>In €'000</i>			
Interest income	47,826	61,106	(22%)
Other similar income	13,164	7,087	86%
Interest expense	(26,986)	(27,143)	(1%)
<b>Net interest income</b>	<b>34,003</b>	<b>41,050</b>	<b>(17%)</b>
Fee and commission income	9,973	9,430	6%
Fee and commission expense	(2,419)	(2,176)	11%
<b>Net fee and commission income</b>	<b>7,554</b>	<b>7,254</b>	<b>4%</b>
Net gain from trading activities	5,879	3,706	59%
Revenue related to insurance activities	3,497	2,977	17%
Other operating income	57	57	0%
<b>Total revenue</b>	<b>50,990</b>	<b>55,044</b>	<b>(7%)</b>
Salaries and related expenses	(13,655)	(11,885)	15%
Depreciation and amortization expenses	(2,050)	(1,874)	9%
Expenses related to insurance activities	(4,786)	(3,865)	24%
Other operating expenses	(12,071)	(10,375)	16%
<b>Total operating expenses</b>	<b>(32,561)</b>	<b>(27,999)</b>	<b>16%</b>
<b>Operating profit before impairment losses</b>	<b>18,429</b>	<b>27,045</b>	<b>(32%)</b>
Allowance for impairment losses	(1,562)	(1,723)	(9%)
<b>Profit before income tax</b>	<b>16,866</b>	<b>25,322</b>	<b>(33%)</b>
Income tax expense	(2,650)	(4,795)	(45%)
<b>Net profit</b>	<b>14,216</b>	<b>20,527</b>	<b>(31%)</b>



# Statement of Financial Position

	Jun'25	Jun'24	%Δ YoY
<i>In €'000</i>			
<b>ASSETS</b>			
Cash and cash equivalents	575,315	675,846	(15%)
Securities in the trading book	230,588	218,793	5%
Due from other banks	2,614	3,354	(22%)
Derivative financial instruments	263	856	(69%)
Loans to customers	3,329,700	2,874,480	16%
Finance lease receivables	339,672	313,542	8%
Investment securities at fair value	43,840	59,455	(26%)
Investment securities at amortized cost	666,050	797,902	(17%)
Investments in subsidiaries and associates	270	200	35%
Intangible assets	41,142	44,846	(8%)
Property, plant and equipment	14,070	15,389	(9%)
Other assets	33,963	31,563	8%
<b>Total assets</b>	<b>5,277,487</b>	<b>5,036,226</b>	<b>5%</b>
<b>LIABILITIES</b>			
Due to other banks and financial institutions	182,593	576,629	(68%)
Derivative financial instruments	1,017	213	377%
Due to customers	3,529,632	3,340,229	6%
Debt securities in issue	731,907	305,169	140%
Liabilities related to insurance activities	196,064	189,053	4%
Other liabilities	54,488	60,516	(10%)
Current income tax liabilities	216	2,702	(92%)
Deferred income tax liabilities	6,241	6,149	1%
<b>Total liabilities</b>	<b>4,702,158</b>	<b>4,480,660</b>	<b>5%</b>
<b>EQUITY</b>			
Share capital	192,269	192,269	0%
Share premium	25,534	25,534	0%
Treasury shares (-)	(11,085)	(900)	1132%
Reserve capital	756	756	0%
Statutory reserve	76,516	61,027	25%
Reserve for acquisition of own shares	20,000	20,000	0%
Financial assets revaluation reserve	(2,372)	(4,368)	(46%)
Other equity	1,627	1,480	10%
Retained earnings	272,084	259,674	5%
<b>Total equity</b>	<b>575,329</b>	<b>555,472</b>	<b>4%</b>
<b>Total liabilities and equity</b>	<b>5,277,487</b>	<b>5,036,132</b>	<b>5%</b>



# Life Insurance Income Reconciliation

## Net Interest Income

In €'m	Q2'25	Q2'24	%Δ
Interest income	47.6	60.6	(22%)
Interest income (unit-linked contracts)	0.3	0.5	(41%)
Other similar income	13.2	7.1	86%
Interest expense	(27.0)	(27.1)	(1%)
<b>Net Interest Income</b>	<b>34.0</b>	<b>41.1</b>	<b>(17%)</b>

## Other income

In €'m	Q2'25	Q2'24	%Δ
Net gain from trading activities	3.5	10.2	(65%)
Net gain from trading activities (unit-linked contracts)	2.3	(6.5)	(136%)
Revenue related to insurance activities	3.5	3.0	17%
Other income	0.1	0.1	0%
<b>Total other income</b>	<b>9.4</b>	<b>6.7</b>	<b>40%</b>

## Other operating expense

In €'m	Q2'25	Q2'24	%Δ
Expenses related to insurance activities	(2.2)	(12.2)	(82%)
Expenses related to insurance activities (unit-linked contracts)	(2.6)	8.4	(131%)
Other operating expenses	(12.1)	(10.4)	16%
Depreciation and amortization expenses	(2.0)	(1.9)	9%
<b>Other Operating Expenses</b>	<b>(18.9)</b>	<b>(16.1)</b>	<b>17%</b>

Revenue related to insurance activities	€3.5m
Net gain from trading activities (unit-linked contracts)	€2.3m
Interest income (unit-linked contracts)	€0.3m
<b>Life insurance revenues</b>	<b>€6.1m</b>

Expenses related to insurance activities (unit-linked contracts)	€(2.6m)
<b>Life insurance revenues (excl. unit linked impact)</b>	<b>€3.5m</b>

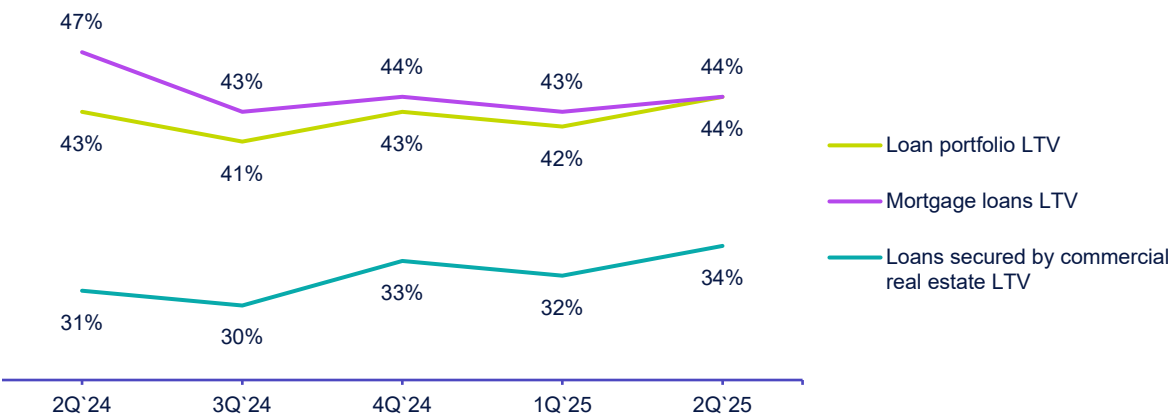
Expenses related to insurance activities	€(2.2m)
<b>Life insurance net revenue</b>	<b>€1.3m</b>

While investment returns and expenses on unit-linked contracts are passed through to policyholders, insurance companies under IFRS 17 are required to recognise this income and expenses on gross basis in its financial statements (net impact is zero)

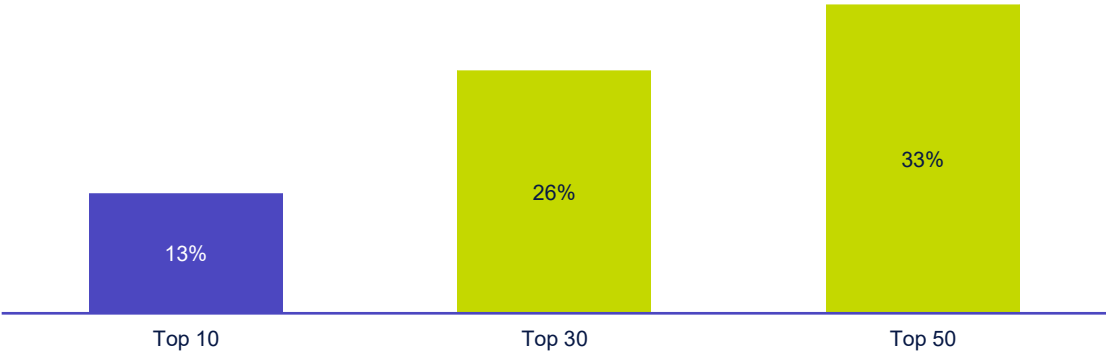


# Robust Loan Portfolio

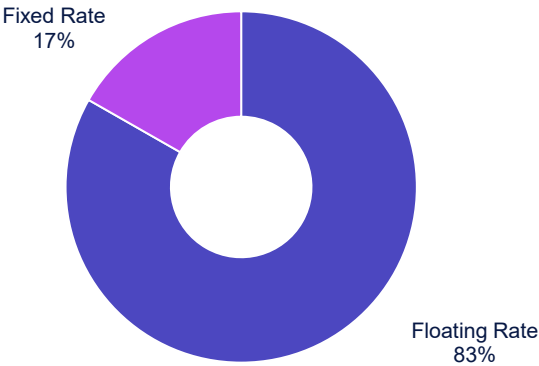
## Low LTV Ratios Remains Relatively Stable



## Top Loans Concentration<sup>1</sup>



## Loan Portfolio Rate Type



## Loan Book Collateralization

	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25
Loan volume covered by collateral	86%	86%	87%	87%	85%
Of which: LTV from 0 to 30	14%	14%	15%	16%	15%
Of which: LTV from 30 to 70	50%	49%	50%	51%	49%
Of which: LTV more than 70	22%	23%	21%	20%	21%
Mortgage loans covered by collateral	100%	100%	100%	100%	100%
Of which: LTV from 0 to 30	10%	13%	13%	13%	12%
Of which: LTV from 30 to 70	50%	50%	49%	52%	50%
Of which: LTV more than 70	40%	37%	38%	35%	37%
Loans not covered by collateral (excluding consumer)	14%	14%	13%	13%	15%

Notes: (1) Top Loans excluding loans to government as % of total loan book

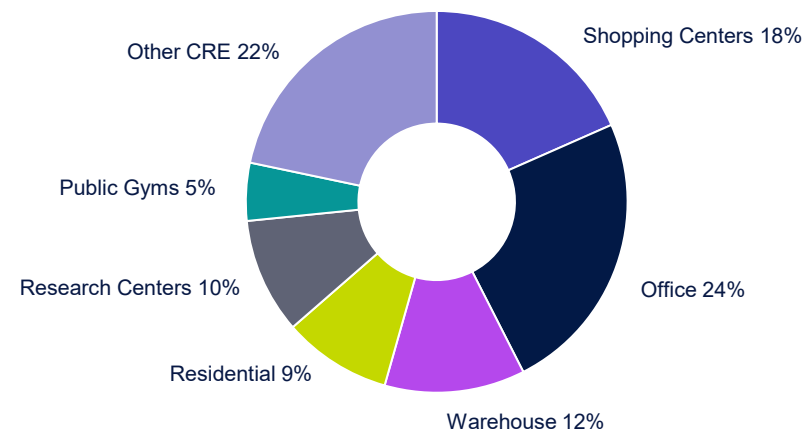




# Conservative and Diversified CRE Portfolio

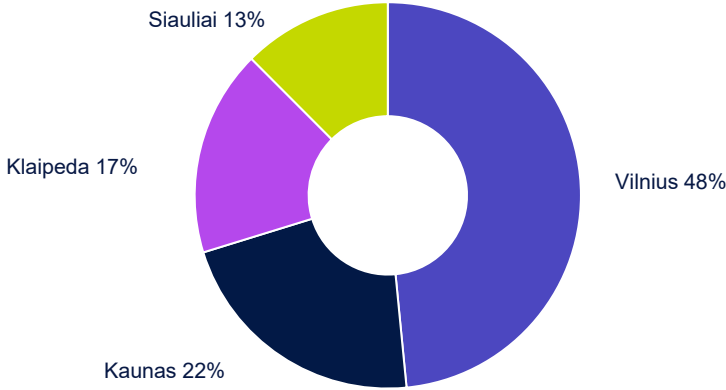
## CRE: Underlying Property Types

Top 20 Corporate Real Estate Client Breakdown by Asset Class (Q2'25)

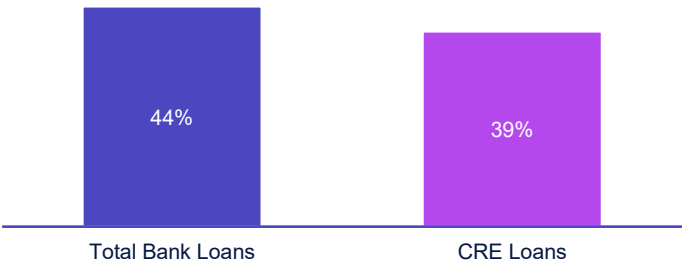


## CRE: High Geographic Diversification

CRE Split by Region (Q2'25)



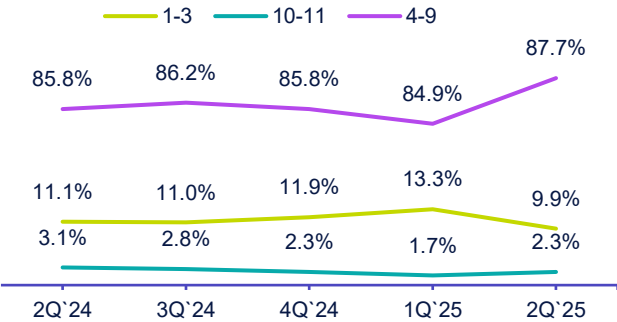
## CRE Portfolio Defined by Low LTV Ratios (Q2'25)



## Low NPL Levels Across CRE Loans (Q2'25)



## CRE Loan Book Split by Risk Groups<sup>1</sup>

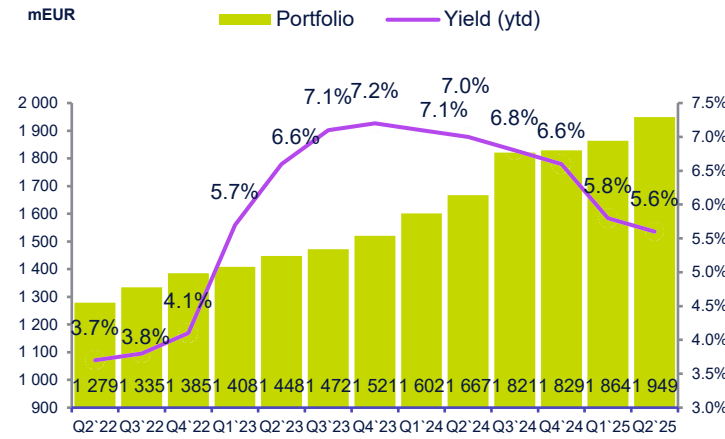


Notes: (1) Excluding Renovation loans

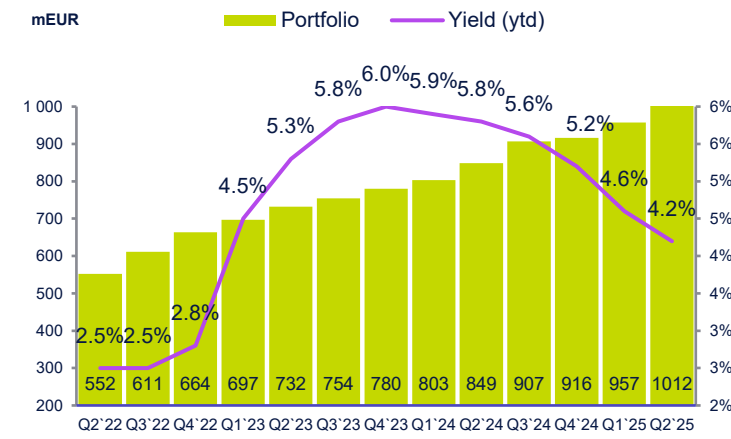


# Loan Portfolio Segments Performance

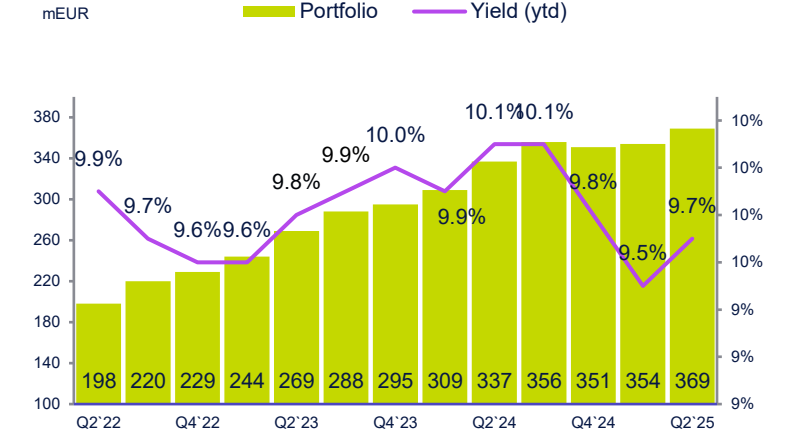
## Corporate Lending – Portfolio<sup>1</sup>



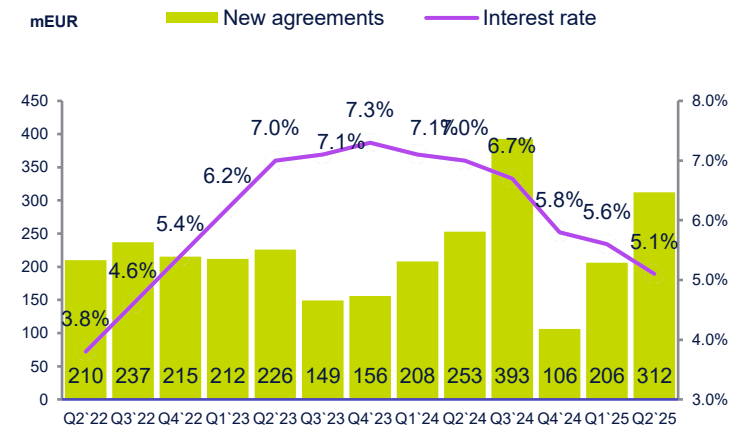
## Mortgage – Portfolio



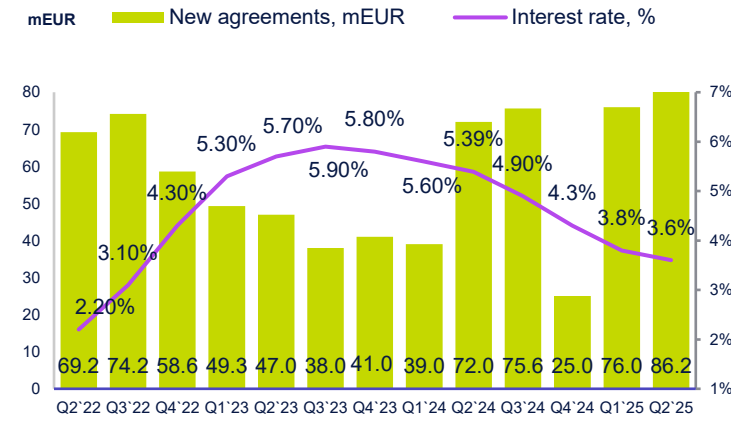
## Consumer Financing – Portfolio



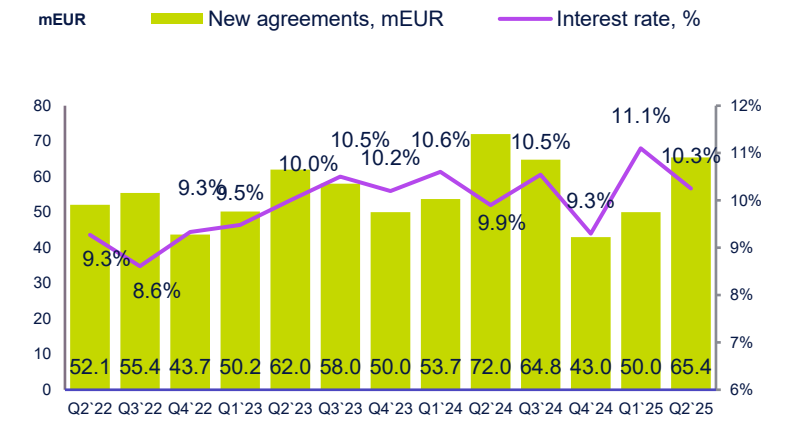
## Corporate Lending – New Agreements Signed<sup>1/2</sup>



## Mortgage – New Agreements Signed



## Consumer Financing – New Agreements Signed

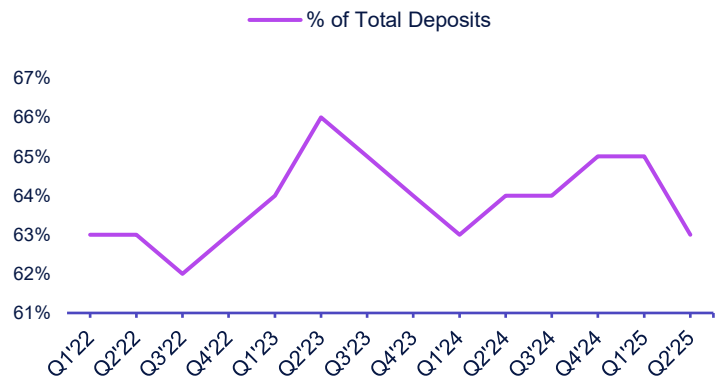


Notes: (1) Includes Financial Institutions (previously allocated to Other segment).  
(2) Excluding renovation financing

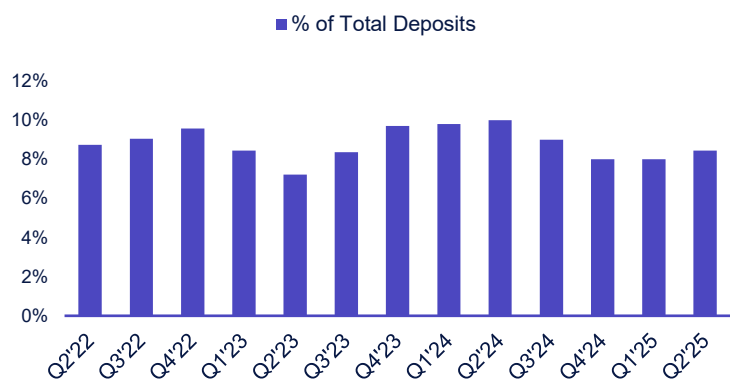


# Sticky Local Deposits

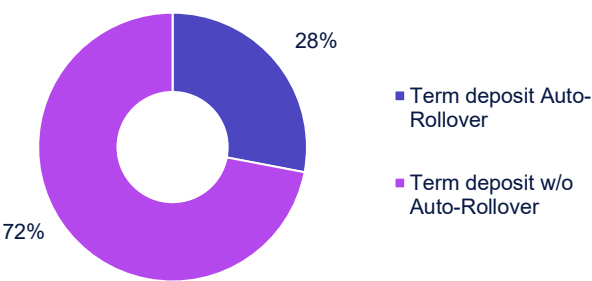
Share of Insured Deposits



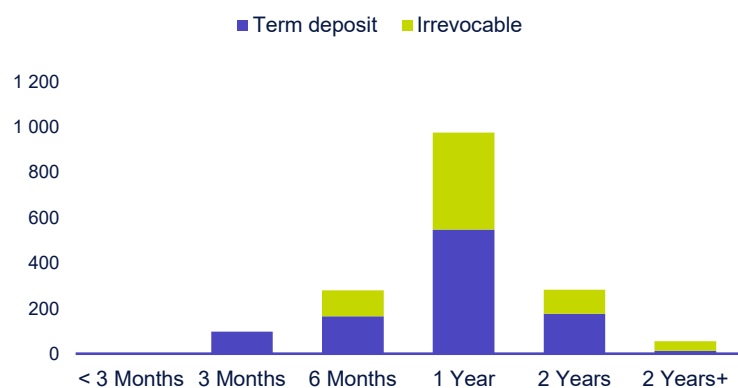
Top 10 Depositors<sup>1</sup>



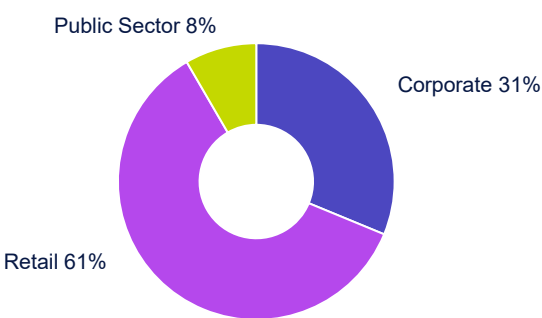
Term Deposits with Auto-Rollover (Jun-25)



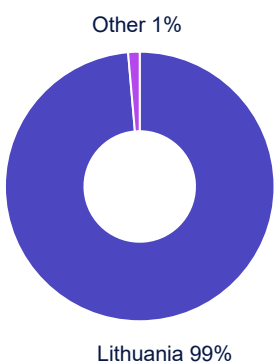
Term Deposits by Maturity (€'m) (Jun-25)



Deposits by Client Type (Jun-25)



Deposits by Client Location (Jun-25)



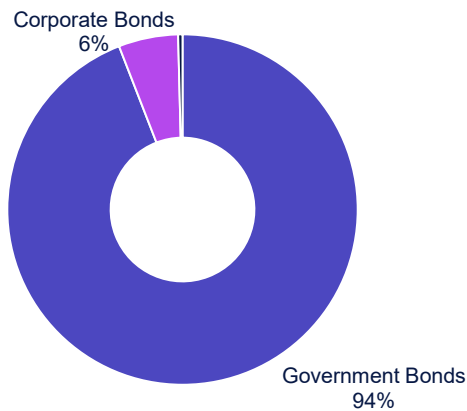
Source: Company disclosure  
(1) Out Of Top 10 Depositors 31% is public sector, 69% Corporate Clients



# Solid Liquidity Position

## Securities Portfolio (Q2'25)

By Security Type, Bank-only



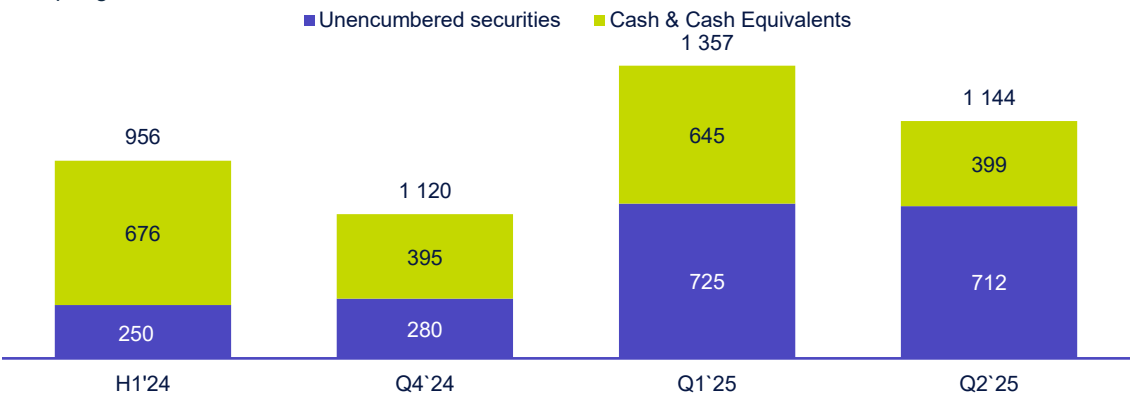
## Securities Portfolio (Q2'25)

By Accounting Method, Bank-only



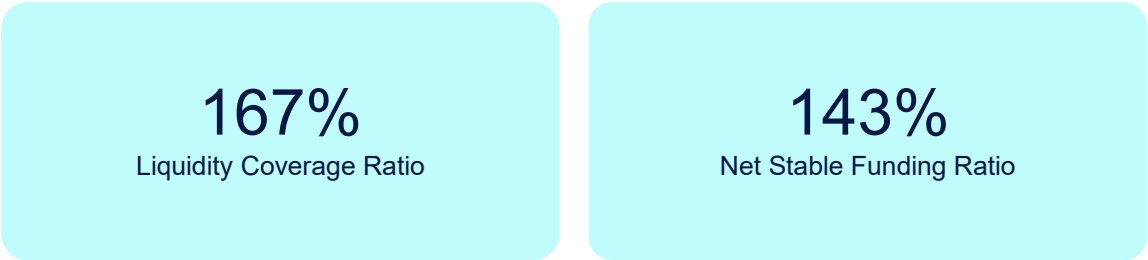
## Liquid Assets (€'m)

Group Figures

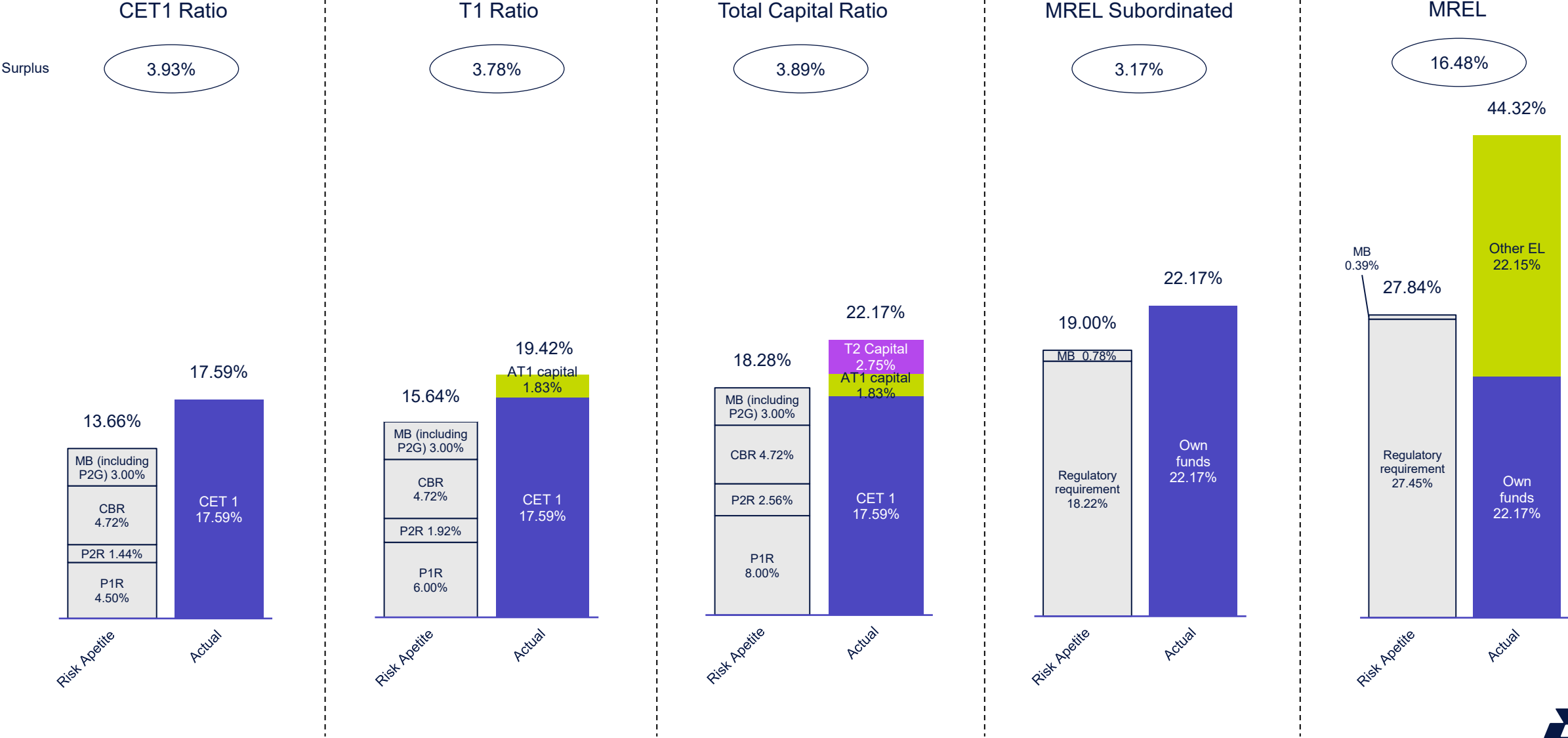


## Strong Liquidity Position (Q2'25)

Group Figures

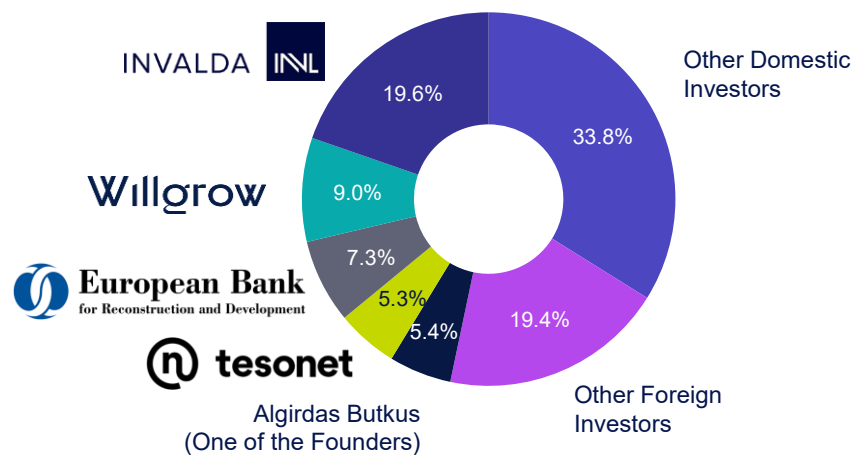


# Capital Ratios and Requirements



# Group Shareholder Structure

Shareholder Structure (Jun'25)



Listed Baltic asset management group established in 1991 and currently managing around €1bn AUM



Family office investing surplus capital of Girtaka (Europe's leading asset-based road transportation company with >€2bn yearly turnover)

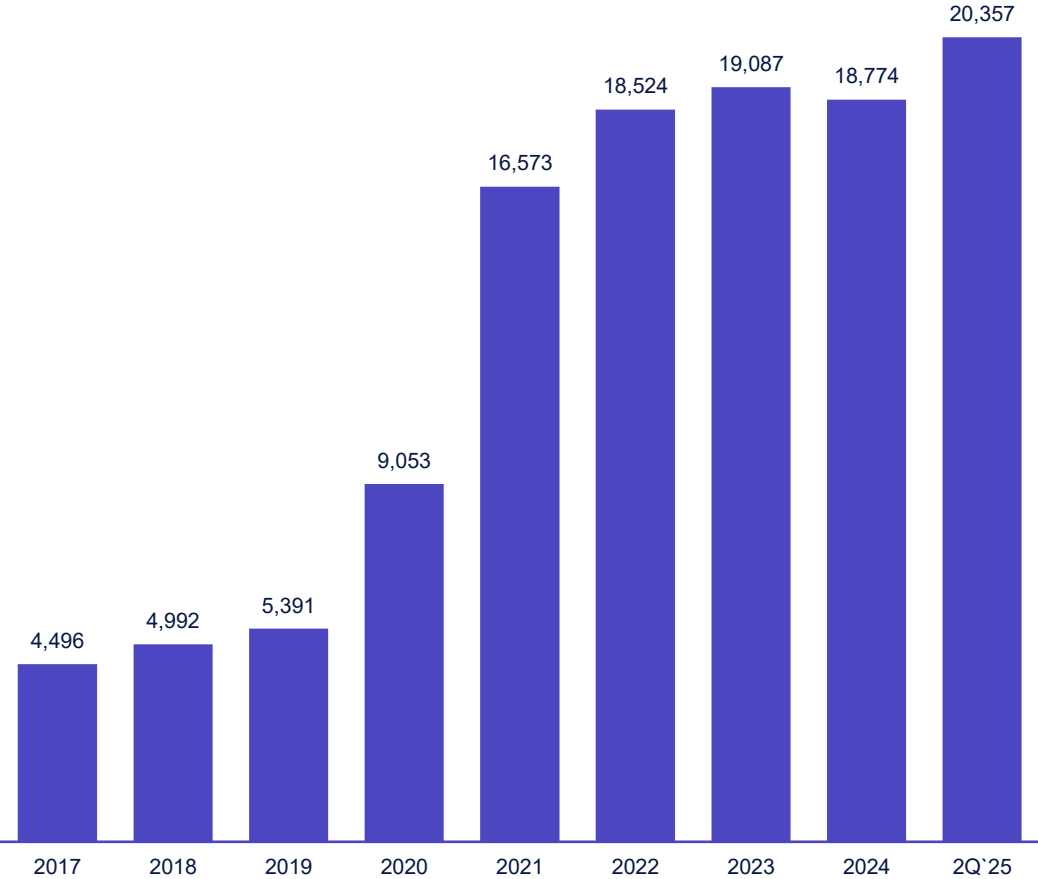


Multilateral developmental investment bank with >€70bn AUM using investment as a tool to build market economies



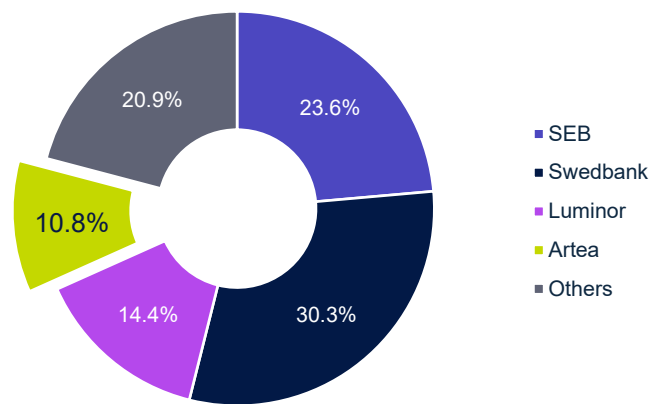
Business accelerator and investor that, among other companies, kickstarted cybersecurity powerhouse Nord Security and Surfshark, web intelligence collection platform Oxylabs, Cyber Care, and more. Implied valuation post latest funding of >€3bn

Number of Shareholders

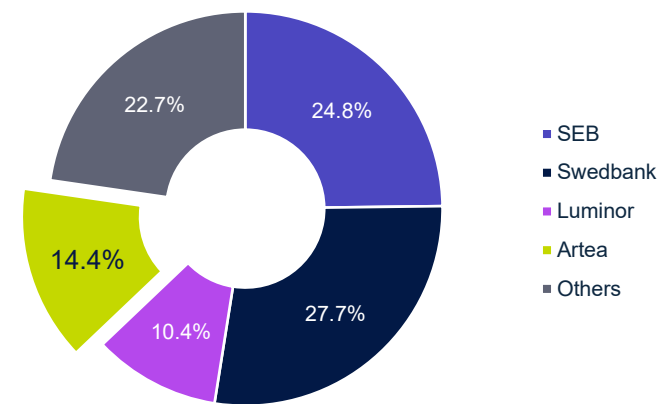


# Artea Market Share in Lithuania

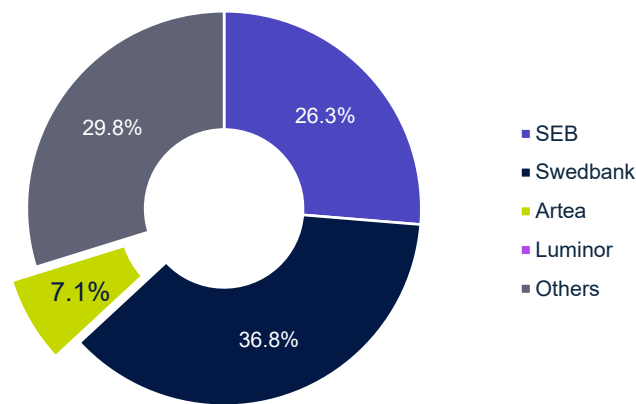
Loan Portfolio Market<sup>(1)</sup>



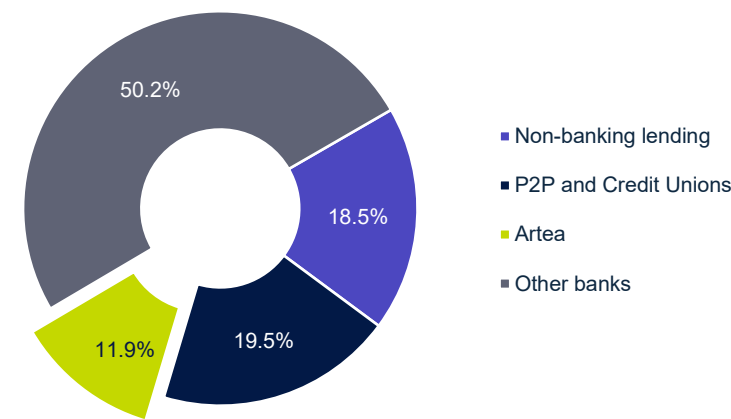
Corporate Lending<sup>(1)</sup>



Mortgage<sup>(1)</sup>



Consumer Financing<sup>(1)</sup>



Notes: (1) Market share statistics as of 1Q'25  
Source: Bank of Lithuania (BoL) and Lithuanian Banking Association (LBA)



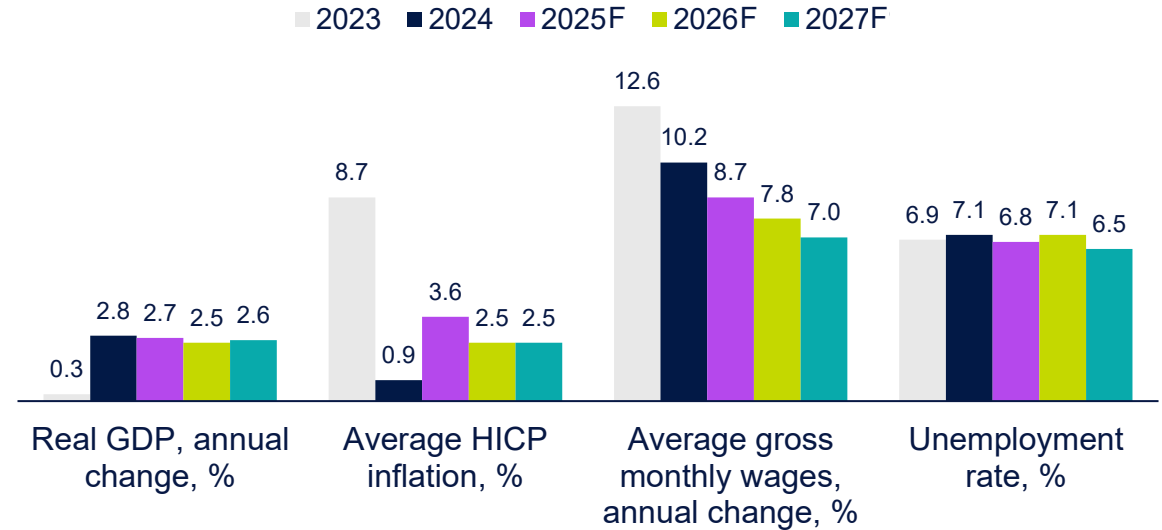


# Recent Trends and Macroeconomic Outlook

## GDP to Grow 2.7% in 2025, Though Political Risks Persist

- Lithuania's economy began 2025 on a high note, recording the most robust GDP performance in the EU
- Overall economic activity is being stimulated by decreasing interest rates and accelerating credit growth
- Higher-frequency data suggests that, despite external headwinds, the country's economic **growth has remained broad-based and is likely to maintain momentum**
- **Investment is expected to accelerate** due to the cyclical recovery, projected increases in EU structural and RRF funding, and both EU and local fiscal expansion in line with the pledge to raise defence spending to 5–6% of GDP
- After a respite in 2024, **inflation is expected to rebound** again this year driven by the increase in the food prices, increased excise duties and the CO2 component for fuel and the wage-inflation spiral, evident in services sectors
- Official simulation results from the Ministry of the Economy and Innovation and the Bank of Lithuania indicate **that the impact of the tariff war on Lithuania's economic performance would be limited**, reducing the country's GDP by 0.65–1.35% over the next four years

Lithuania's macroeconomic forecasts, %



### UPSIDE RISKS

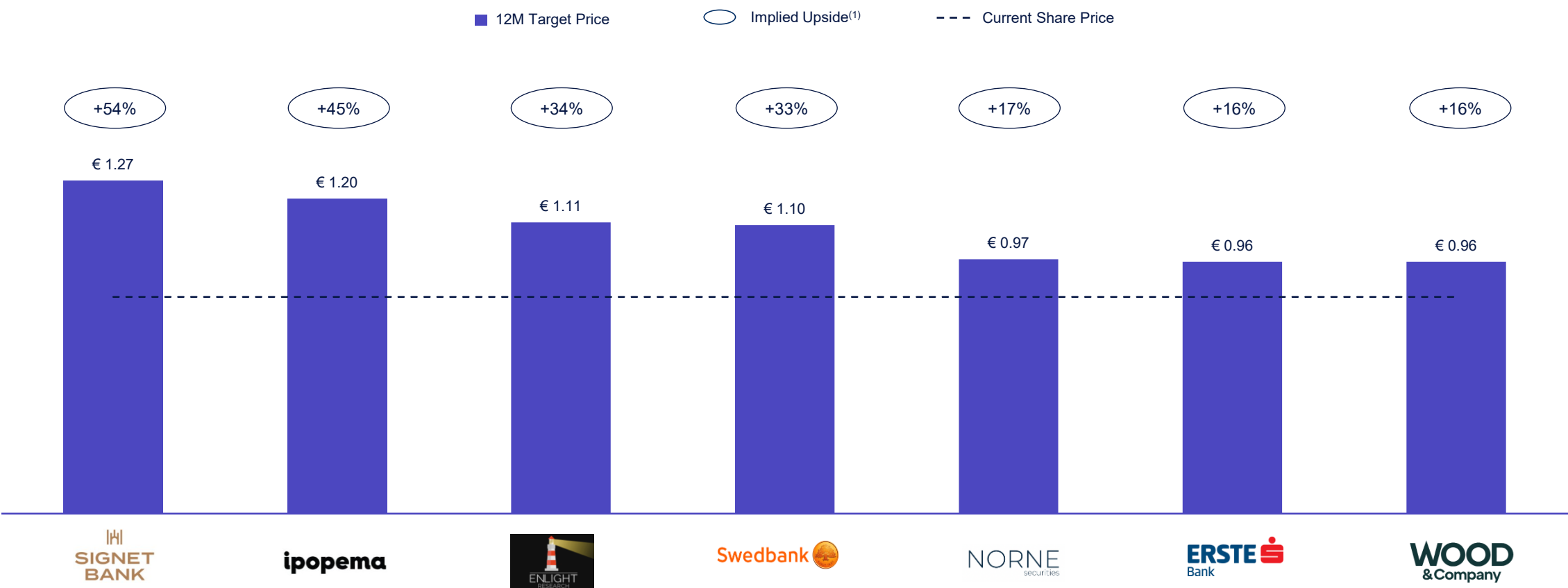
- Pension reform and short-term consumption boom
- Sharp increase in defence spending
- End of the Ukraine-russia war
- Stronger-than-expected appetite for LT exports

### DOWNSIDE RISKS

- Escalation of tariff wars
- Tax / pension reform ripple effects on competitiveness
- Geopolitical risks: capital flight, emigration
- Surging labour costs pressuring labour-intensive industries

# Broker Coverage Highlights Strong Upside Potential

Analyst Assessments Imply Average Upside of 31%



Note: (1) Based on ROE1L share price of €0.826 as of 2025.07.24



# Debt Securities in Issue

Type	ISIN Code	Volume of Issue	Interest rate	Maturity	Issue date	Currency
Senior Preferred	XS3025213102	300,000,000	4.60%	Jun 25, 2030	Mar 25, 2025	EUR
AT1	XS2922133363	50,000,000	8.75%	Oct 17, 2029	Oct 17, 2024	EUR
Senior Preferred	XS2887816564	300,000,000	4.85%	Dec 5, 2028	Sep 5, 2024	EUR
Subordinated	LT0000409013	25,000,000	7.70%	May 22, 2034	May 22, 2024	EUR
Subordinated	LT0000407751	50,000,000	10.75%	Jun 22, 2033	Jun 12, 2023	EUR
Subordinated	LT0000404287	20,000,000	6.15%	Dec 23, 2029	Dec 20, 2019	EUR



# Management Board



Vytautas Sinius

- Chief Executive Officer
- Chairman of the Management Board

Artea Bankas:  
12 years

Financial Industry:  
25 years



Daiva Šorienė

- Head of Corporate Clients
- Deputy Chief Executive Officer

Artea Bankas:  
25 years

Financial Industry:  
30 years



Donatas Savickas

- Chief Financial Officer
- Deputy Chief Executive Officer

Artea Bankas:  
25 years

Financial Industry:  
25 years



Mindaugas Rudys

- Head of Service Development Division

Artea Bankas:  
13 years

Financial Industry:  
23 years



Laura Križinauskienė

- Head of Private Clients
- Former CEO of INVL Asset Management

Artea Bankas:  
1 year

Financial Industry:  
20 years



Algimantas Gaulia

- Chief Risk Officer

Artea Bankas:  
11 years

Financial Industry:  
22 years



Tomas Varenbergas

- Head of Investment Clients
- Chairman of the Board of Artea Asset Management
- Chairman of the Board of Artea Insurance

Artea Bankas:  
8 years

Financial Industry:  
16 years



# Board of Directors (Supervisory Council)

Source: Company disclosure



Valdas Vitkauskas

- Chairman of the Supervisory Council of Artea Bankas since August 2022
- Member of the Supervisory Council of Artea Bankas since June 2022
- Previously Senior Banker at EBRD



Mindaugas Raila

- Chairman at Willgrow, Girteka Logistics and SIRIN Development
- Member of the Supervisory Council of Artea Bankas since January 2022



Gintaras Kateiva

- Chairman of the Board at Litagra
- Member of the Supervisory Council of Artea Bankas since 2008



Tomas Okmanas

- Co-founder and CEO of Tesonet and Nord Security
- Investor, advisor and board member in multiple technology companies
- Member of the Supervisory Council of Artea Bankas since February 2022



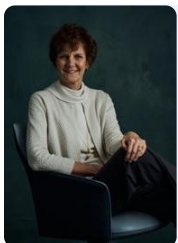
Darius Šulnis

- Chief Executive Officer of Invalda INVL
- Board member at Litagra
- Member of the Supervisory Council of Artea Bankas since May 2016



Monika Nachyla

- Partner at Abris Capital responsible for IR, communication, and ESG
- Over 25 years of international C-suite experience in banking and finance
- Member of the Supervisory Council of Artea Bankas since June 2024



Susan Gail Buyske

- Non-executive Director of Advans SICAR, Non-executive Director and Chair of Risk Committee of First Ukrainian International Bank
- Member the Supervisory Council of Artea Bankas since July 2020



John Michael Denhof

- Director at Subtle Insights - strategic consulting services
- Over 27 years of international C-suite experience in banking and finance
- Former CEO of OTP Bank Slovenia with 25 years of experience at Citigroup



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