

Šiaulių Bankas

Q4 and Full Year 2024 Financial Results

February 27, 2025

ŠIAULIŲ  BANKAS

Key Financial and Strategic Highlights

- **Exceeding Expectations:** Outperformed FY 2024 guidance across all key metrics and raising our long-term targets
- **Strategic Progress:** Successful execution of the new business strategy, with all key initiatives on track
- **Resilient Income:** NII remains steady, driven by higher volumes and despite lower rates
- **Stronger Fee Contribution:** NFCI grew 44% YoY, increasing its share of total revenue from 10% in FY23 to 13% in FY24, highlighting a more diversified business model
- **Bonds Issuances:** Capital structure and liquidity position strengthened with €50 million AT1, €300 million senior preferred, and €25 million subordinated bond issuances last year
- **Record High Dividends:** Šiaulių Bankas plans to propose a distribution of 50% of its 2024 net profits, or €0.061 per share
- **Share Buybacks:** Šiaulių Bankas will utilise the existing buyback program and intends to allocate up to 5% of its 2024 net profit for additional future repurchases

FY 2024

Net Profit
€78.8m

Adj. Net Profit
€84.9m

RoE
14.0%

Adj. RoE
15.1%

Loan Book
€3.4bn

Cost of Risk
0.35%

CET1 Ratio
17.3%

BVPS
€0.89

Strategic Progress

Successful execution of the new business strategy, with all key initiatives on track

Replatforming

Having completed the discovery phase, the project is now in the implementation phase

- **On-time Delivery:** We are on track for planned go-live in 2026 with major milestones being achieved
- **Scope Enhancement:** Strategic scope increases have been implemented to enhance project value without impacting the timeline
- **Financial Stability:** The project is progressing as planned, with scope expansions carefully managed within budget expectations

Rebranding

Final preparations underway

- We're in the final phase of getting ready to unveil our new brand identity
- More news to come shortly!

Retail Business

Ongoing retail business transformation

- After successful integration of INVL Retail, we continue transforming our retail business by evolving branches into sales hubs, empowering our sales force, expanding our product pipeline, and building stronger cross-selling capabilities

28%
Annual TSR
achieved¹

20% Rate
of Return
Indicated

Outperformed Our Guidance Across All Metrics

Metric	2024 Guidance	2024 Actual Results		Variance
Loan Book	€3.3bn	€3.4bn	✓	+3%
Deposits	€3.3bn	€3.6bn	✓	+8%
Total Operating Income ¹	€202m	€210m	✓	+4%
Net Fee and Commission Income	€27m	€29m	✓	+8%
Cost-to-Income Ratio ¹	49.7%	49.0% ²	✓	(0.7pp)
Return On Equity	13.7%	14.0% ²	✓	+0.3pp
Minimum Payout Policy	50%	55% ²	✓	+5.0pp
20%+ Rate of Return for Investors ³	20%	28% ⁴	✓	+8.0pp

Notes: (1) Total Operating Income and Cost to income ratio calculated excluding Unit linked contracts income (2) Adjusted C/I 45.6% Adjusted ROE 15.1% (3) Proposed distribution (4) Total shareholder return (TSR) for the 2024

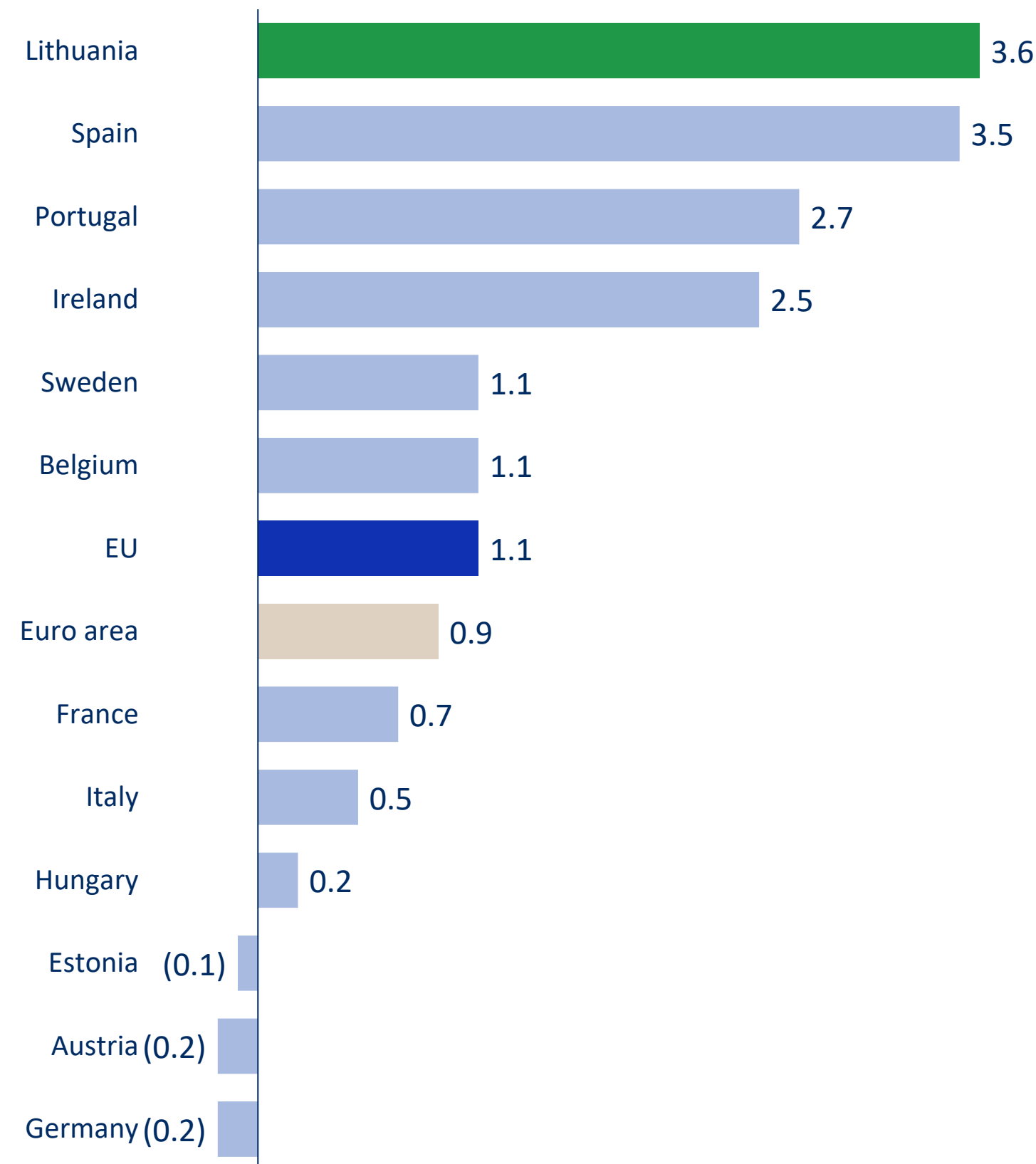
Macroeconomic Overview

Section I

Lithuania: A Resilient Economy Thriving Despite External Challenges

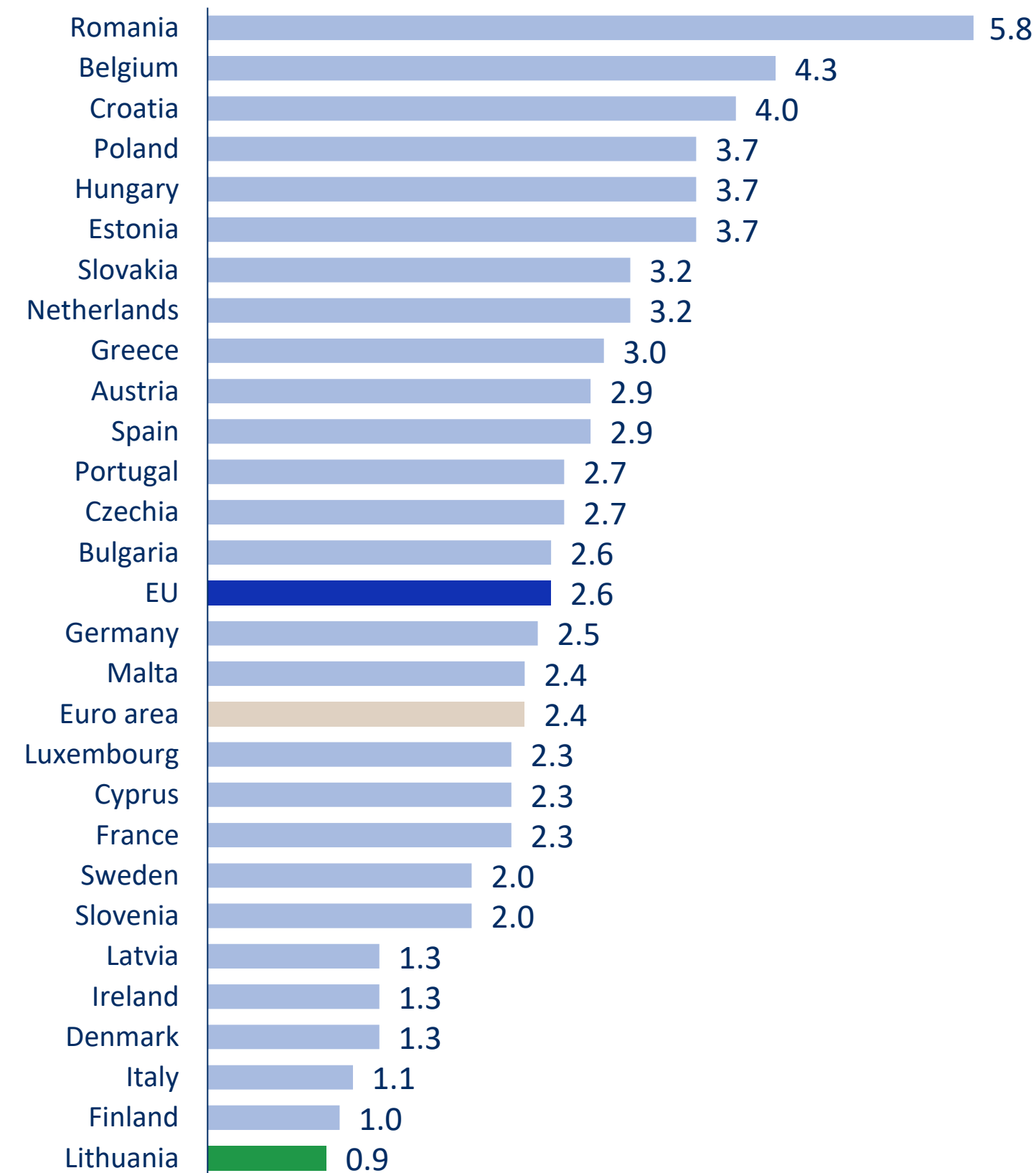
Strong GDP Growth

Real GDP, annual change, 2024 Q4, %



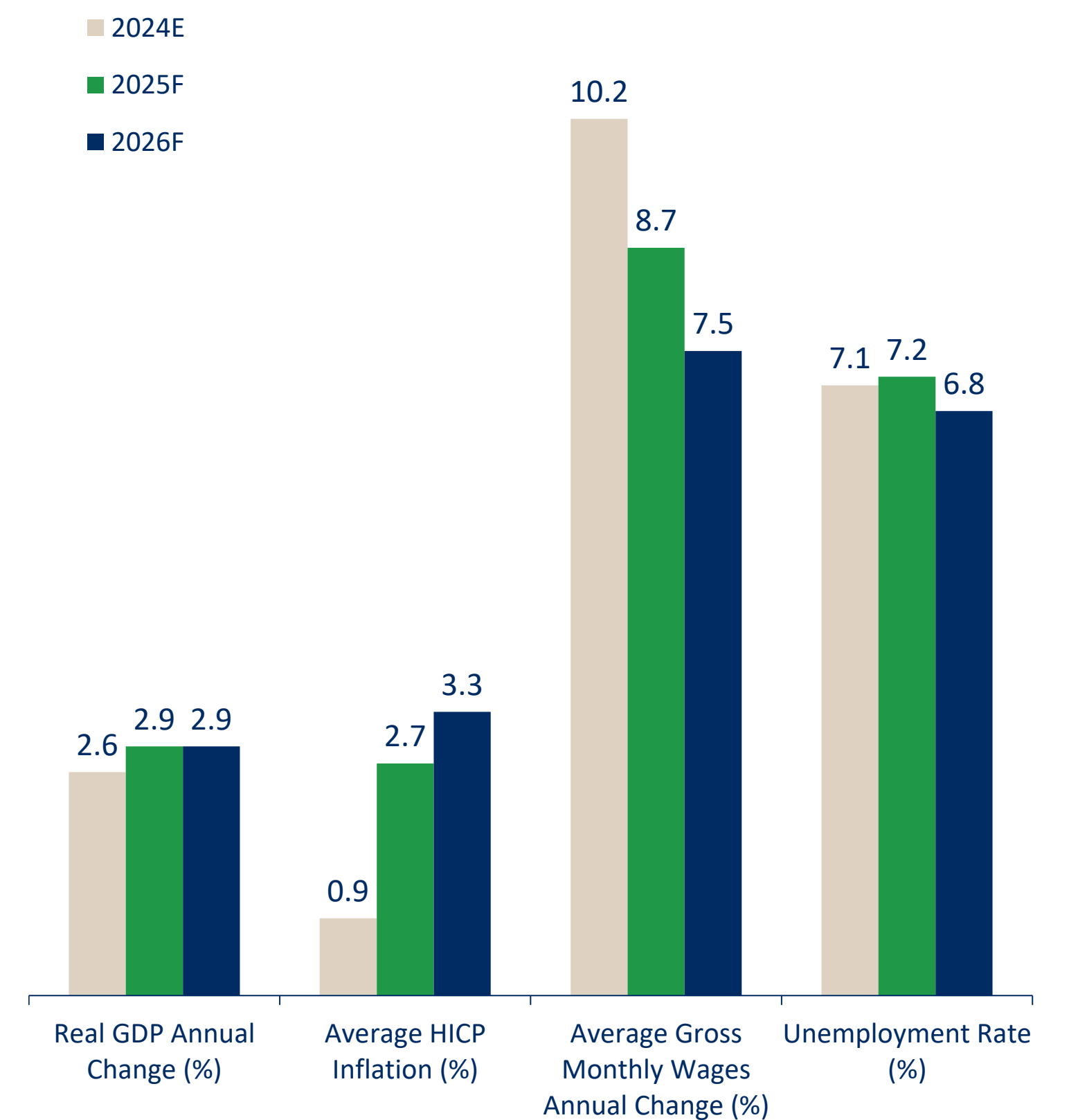
Lowest Inflation in EU

Average annual HICP inflation in 2024, %



Macroeconomic Outlook

Lithuania's macroeconomic forecasts, %



Q4 and FY 2024 Financial Results

Section II

Financial Performance Highlights

Income Statement						
In €`m	Q4`24	Q4`23	%Δ YoY	2024	2023	%Δ YoY
Net Interest Income	39.2	40.8	(4%)	160.2	156.9	2%
Net Fee & Commission Income	8.1	5.7	43%	29.1	20.3	44%
Other	9.5	5.8	65%	34.4	19.4	78%
Total Revenue	56.7	52.2	9%	223.7	196.5	14%
Salaries and Related Expenses	(14.1)	(10.7)	32%	(49.5)	(36.2)	37%
Other Operating Expenses	(20.7)	(23.6)	(12%)	(66.9)	(49.3)	36%
Total Operating Expenses	(34.8)	(34.4)	1%	(116.4)	(85.5)	36%
Operating Profit	21.9	17.9	23%	107.3	111.0	(3%)
Impairment Losses	(4.0)	(6.8)	(41%)	(10.9)	(15.2)	(28%)
Income Tax Expense	(2.8)	(1.4)	104%	(17.7)	(20.4)	(13%)
Net Profit	15.2	9.7	56%	78.8	75.4	5%
<i>Return on Equity²</i>	<i>10.4%</i>	<i>7.5%</i>	<i>+2.9pp</i>	<i>14.0%</i>	<i>15.5%</i>	<i>(1.5pp)</i>
Adjusted Net Profit³	17.2	15.6	10%	84.9	81.3	4%
<i>Adjusted Return on Equity³</i>	<i>11.8%</i>	<i>12.1%</i>	<i>(0.2pp)</i>	<i>15.1%</i>	<i>16.7%</i>	<i>(1.6pp)</i>

Select Balance Sheet Metrics			
In €`m	Dec`24	Dec`23	%Δ YoY
Total Loans	3,435	2,932	17%
Total Assets	4,923	4,809	2%
Total Deposits	3,561	3,178	12%
Total Equity	585	543	8%
<i>Assets under Management¹</i>	<i>1,977</i>	<i>1,556</i>	<i>27%</i>
<i>Assets under Custody</i>	<i>1,936</i>	<i>1,943</i>	<i>0%</i>
<i>BVPS</i>	<i>0.89</i>	<i>0.82</i>	<i>8%</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, INVL acquisition related costs, windfall taxes, as these are considered non-recurring

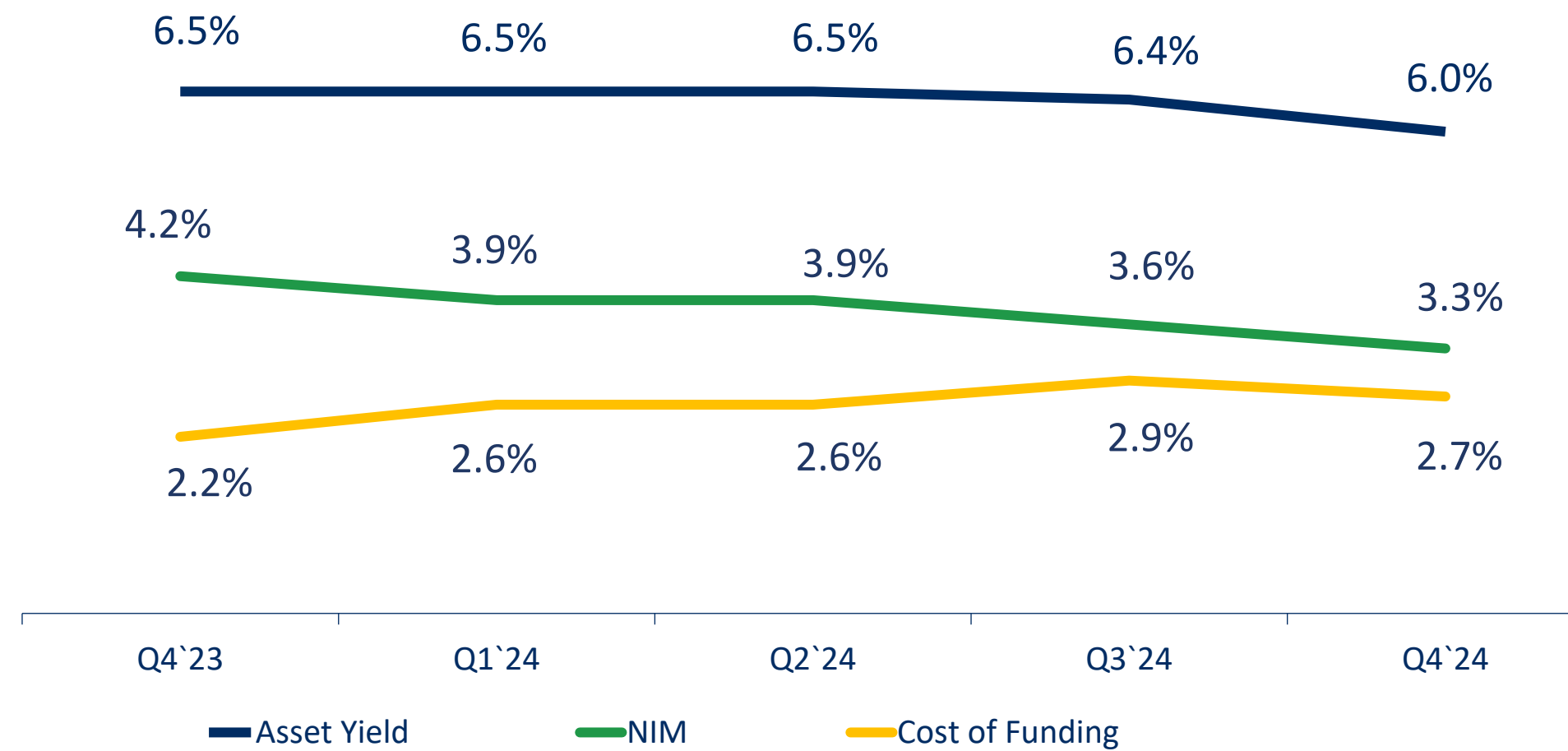
- Record-high total revenues driven by stable net interest income and strong growth in fees and other revenue
- Net interest income (NII) increased, driven by loan book expansion and despite a changing interest rate environment
- Net fees & commission income (NFCI) is up 44% YoY, driven by the asset management business acquisition and continued strong performance in the renovation and capital markets segments
- Other income increase driven by life insurance and trading activities
- Operating expenses increased due to strategic headcount growth, inflationary pressures, and one-off items
- Lower impairment losses reflect resilient asset quality
- Achieved a record net profit of EUR 78.8 million
 - Excluding one-off items, the profit would have been EUR 84.9 million and RoE 15.1%, highlighting the underlying business strength
- Strong loan portfolio growth was mainly financed by sticky local depositors
- Steady AuM growth reflects the strong performance of the asset management business

Net Interest Income

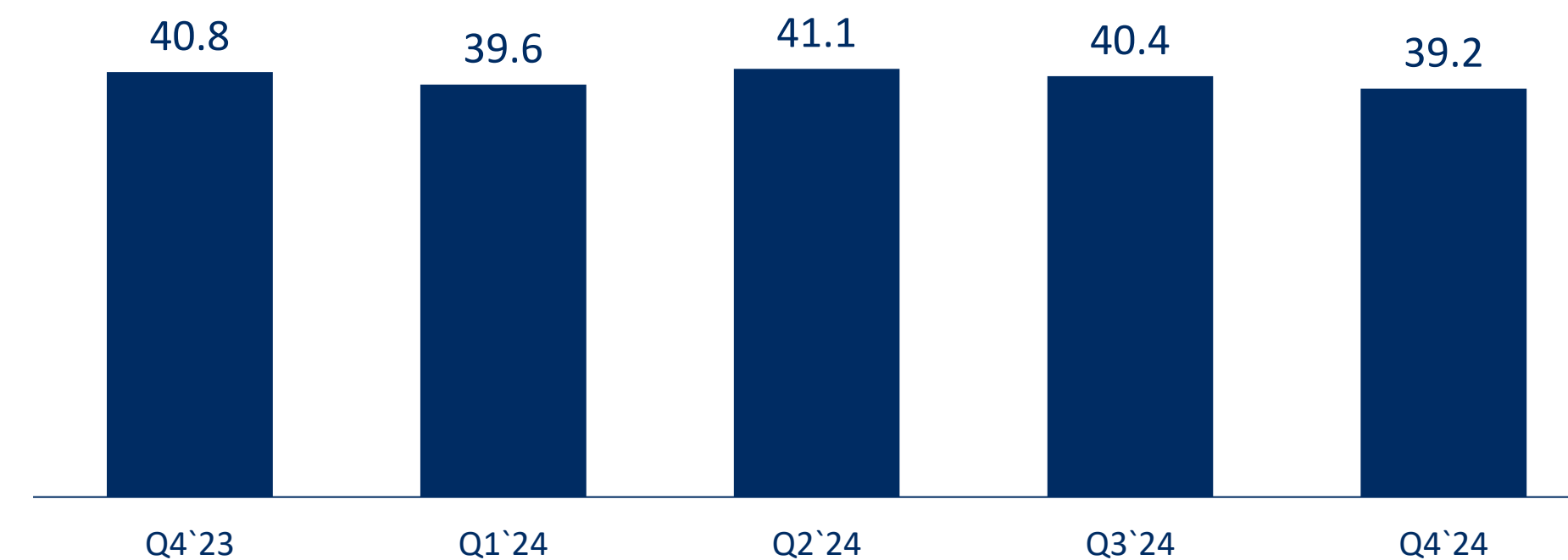
Key Highlights

- Net interest income (NII) increased by 2% in FY 2024, compared to the previous year
- This was primarily driven by a growing loan portfolio, offset by declining net interest margin (NIM)
- NII increased across all major business lines, with Corporate and Treasury contributing the most significant growth
- Cost of funding has peaked in Q3`24 and is expected to moderate in the coming quarter

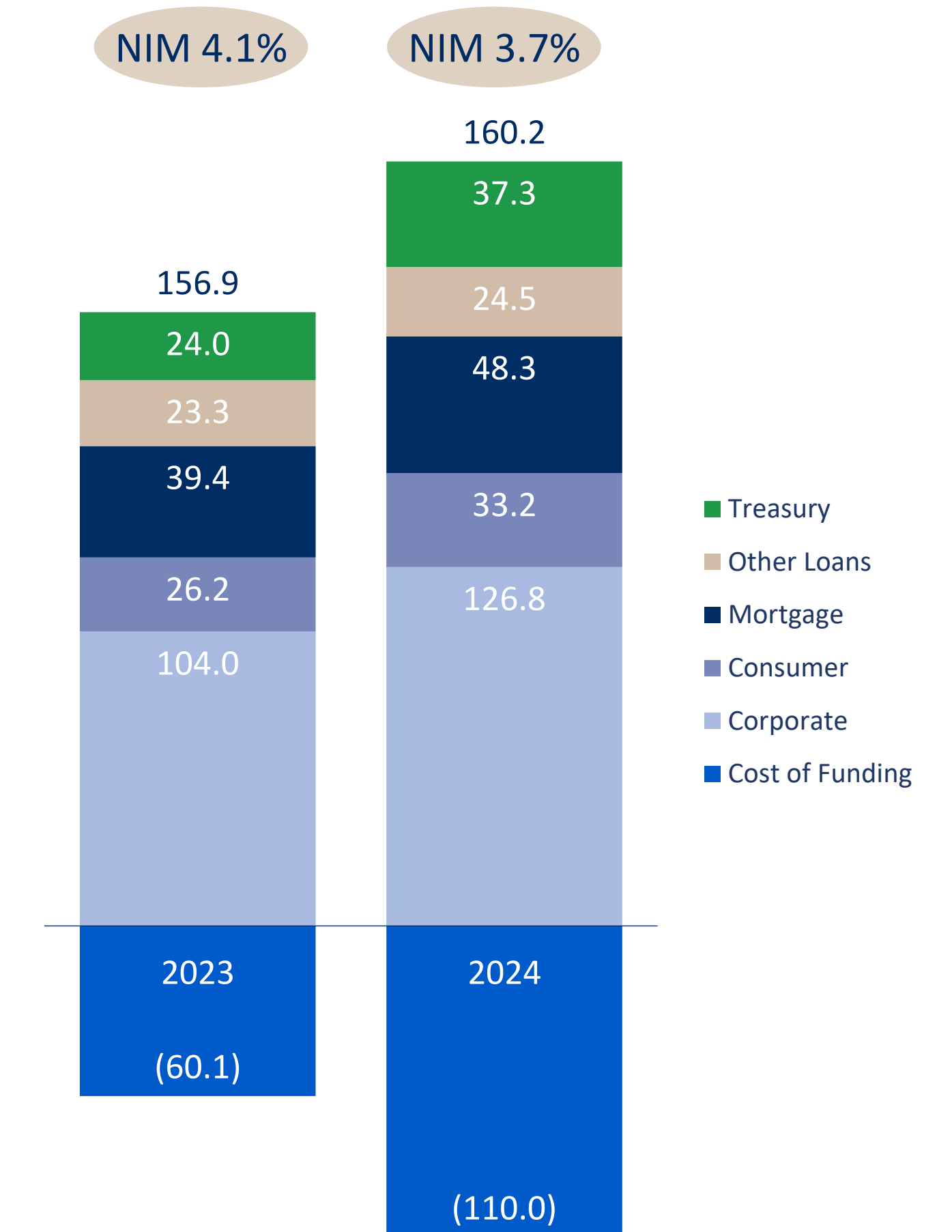
Net Interest Margin (NIM) Dynamics



Net Interest Income QoQ (€`m)



Net Interest Income YoY (€`m)

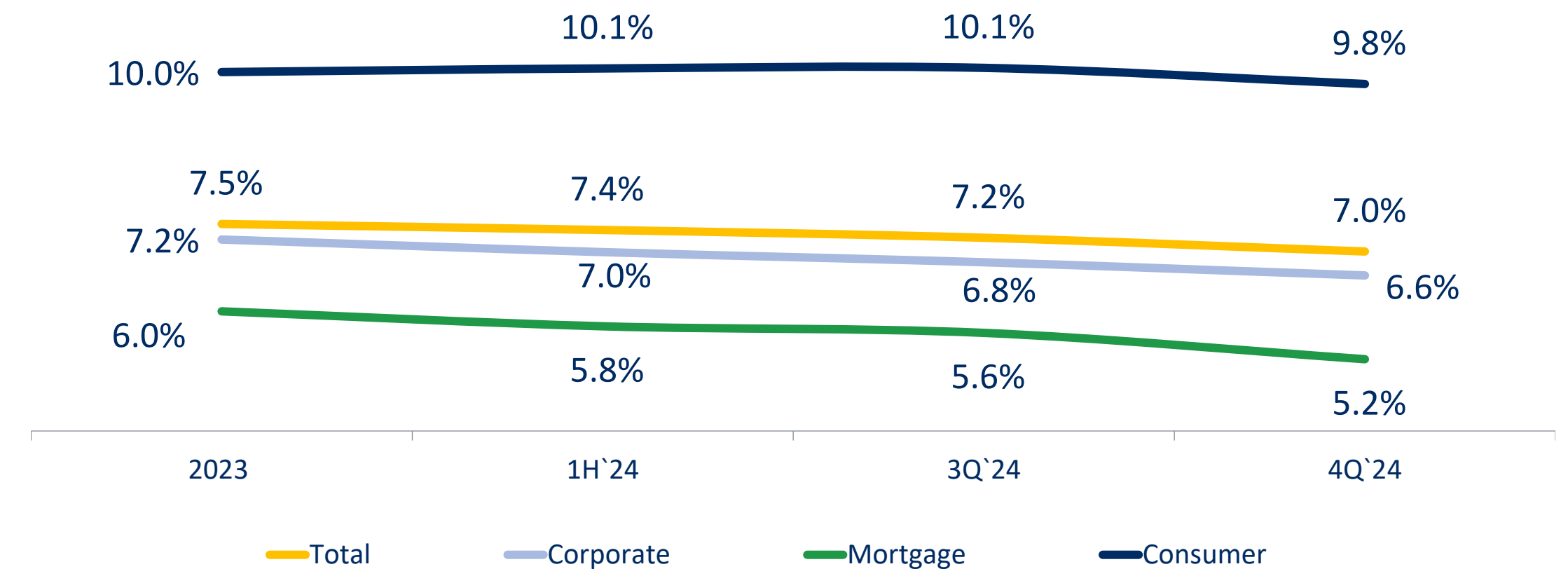


Loan Portfolio

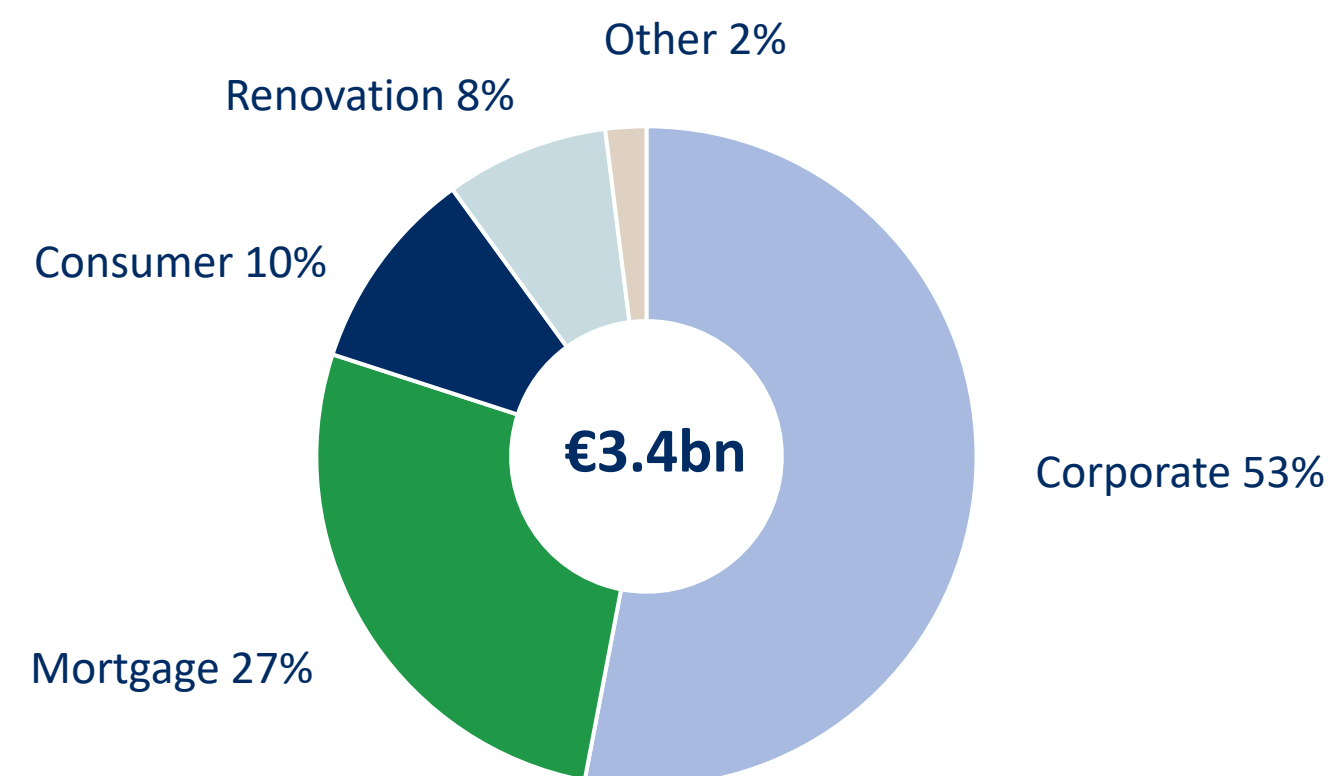
Key Highlights

- Loan portfolio growth continued its strong trajectory in 2024, reaching 17% and surpassing the guidance, with robust performance across all key business segments
- Loan origination volumes reached a record €1.5 billion in 2024, though the loan portfolio's growth rate slowed towards year-end
- Significant growth in corporate book was driven by manufacturing and renewable energy sectors
- Over the first nine months of 2024, market share grew by 1%, reaching 11.2% in a market that was expanding rapidly

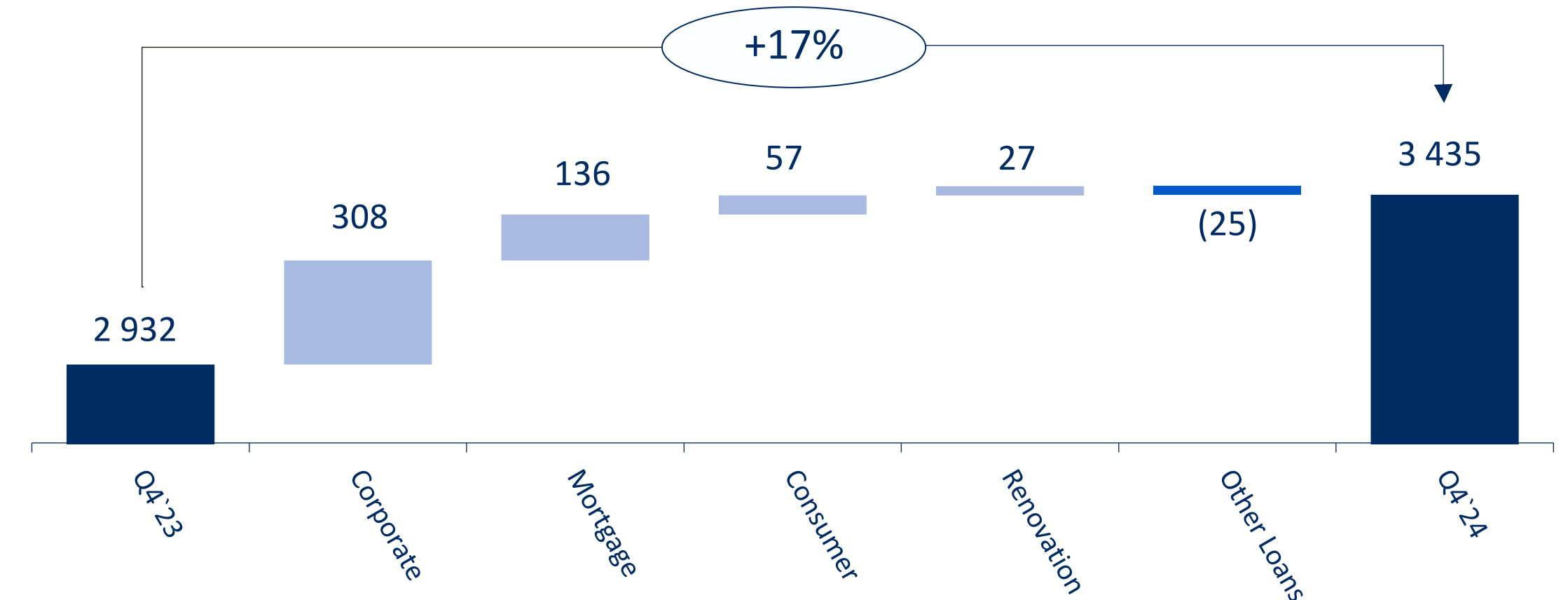
Loan Yields



Loan Book (Dec-24)



Loan Book Development YoY in 2024

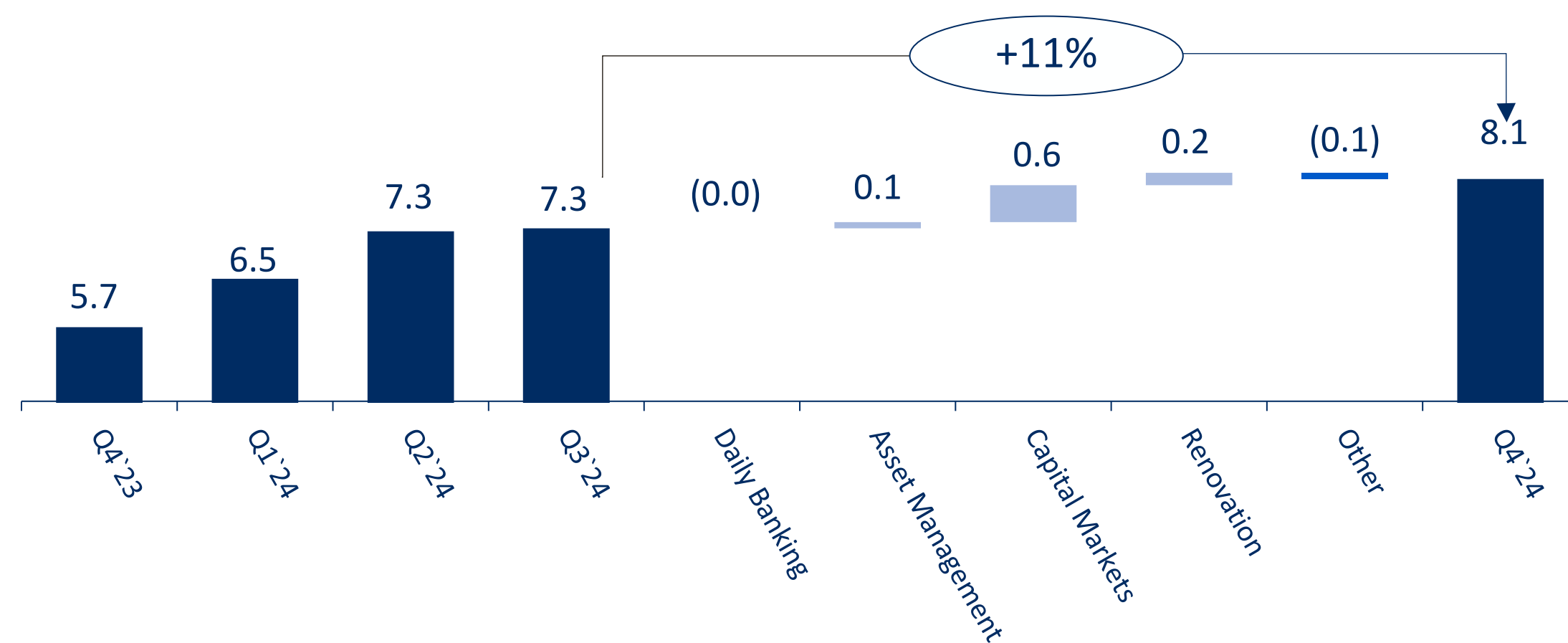


Net Fee & Commission Income

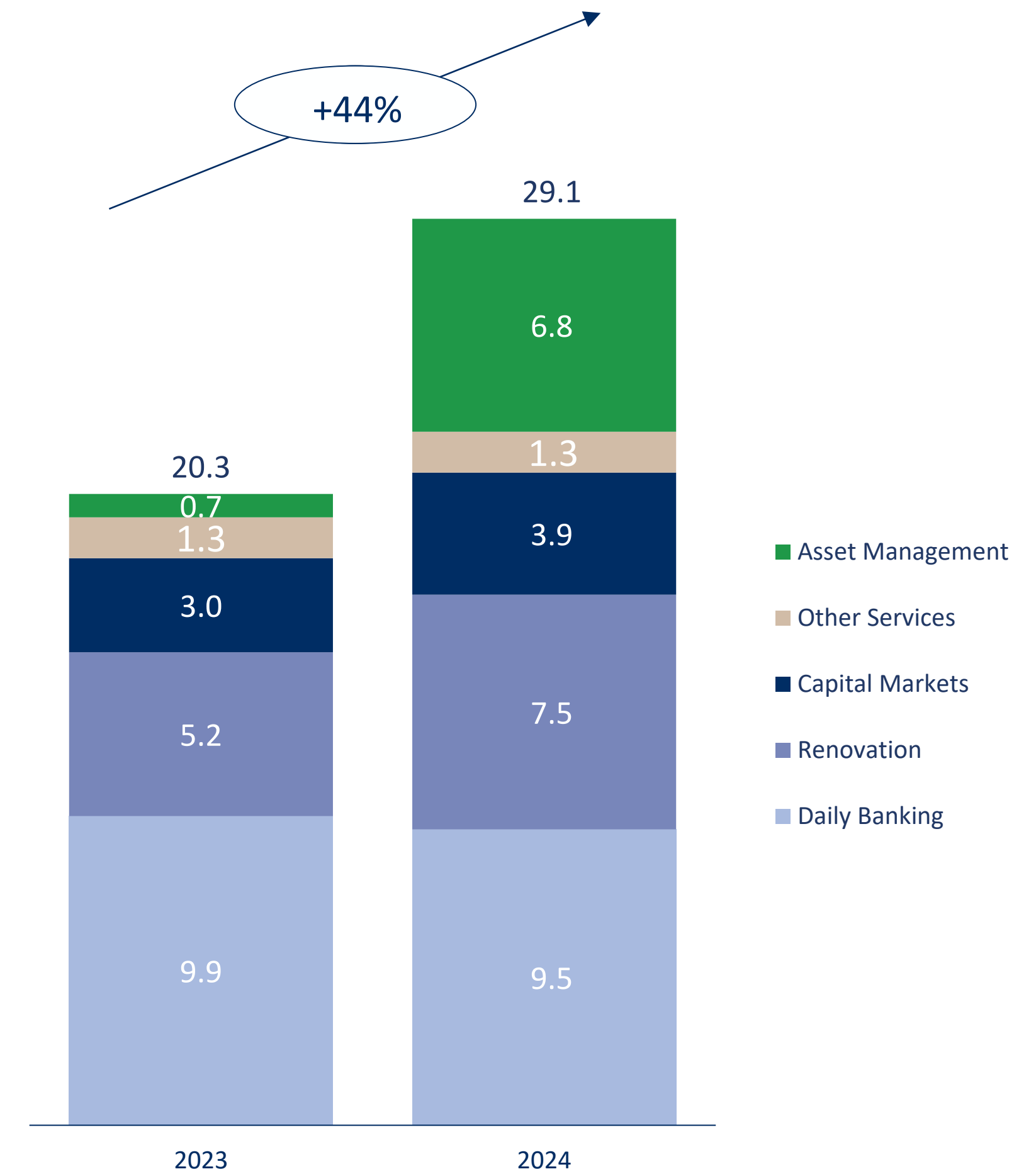
Key Highlights

- Net fees & commission income (NFCI) increased by a solid 44% in FY 2024, compared to the previous year
- Fee income significantly boosted by the acquisition of asset management business (INVL Retail)
- Continued strong performance in the renovation segment and robust capital markets activity further drove fee income growth
- NFCI now accounts for 13% of total revenue, increasing our business diversification

NFCI Development QoQ (€`m)



Net Fee & Commission Income YoY (€`m)

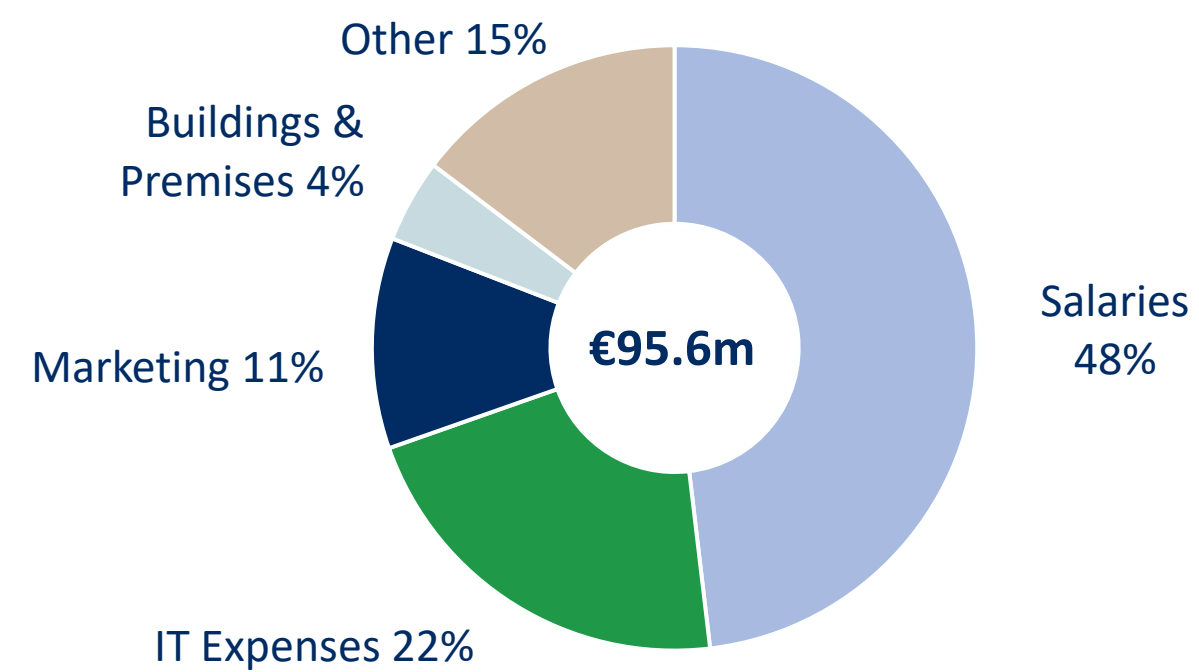


Operating Expenses⁽¹⁾

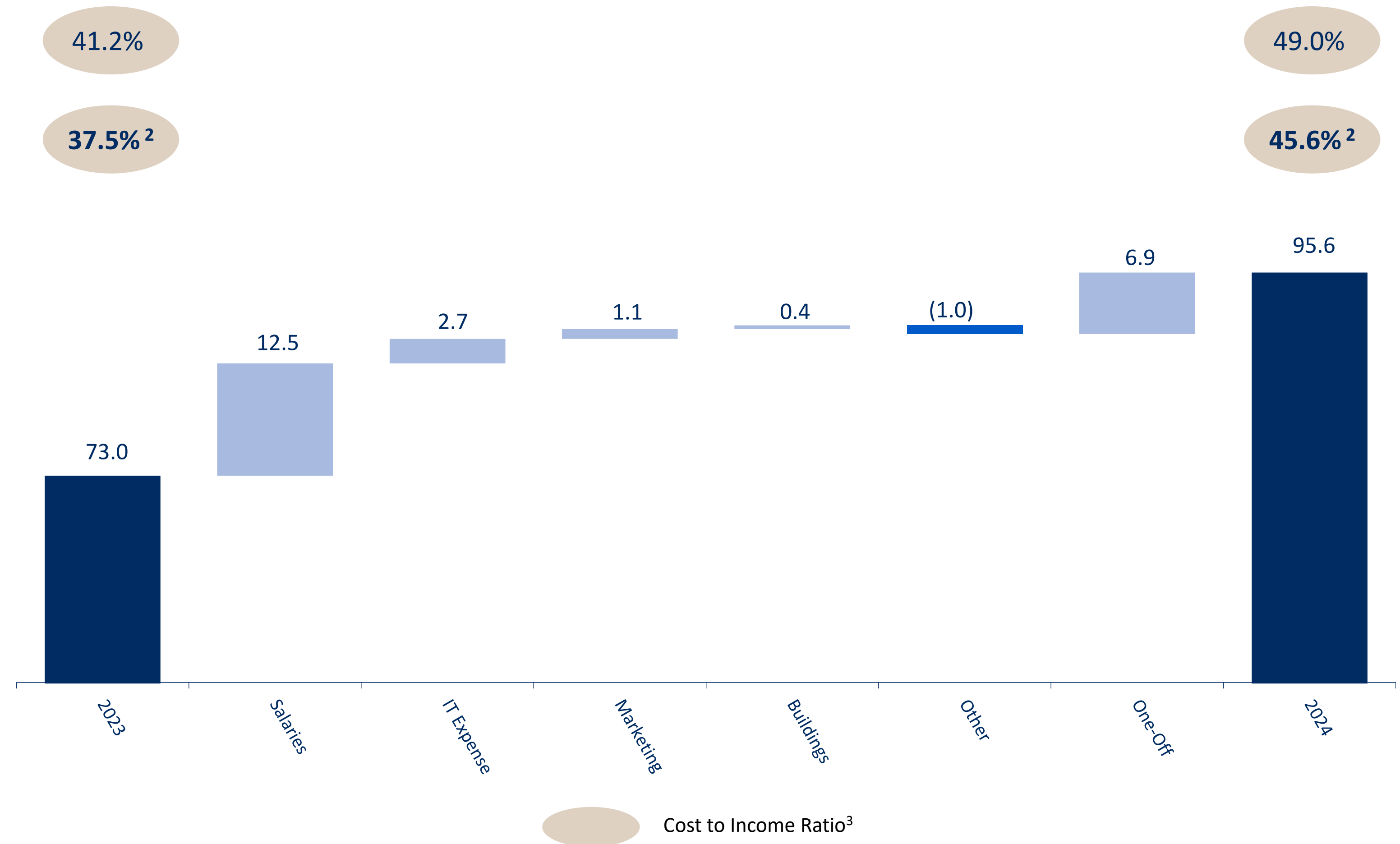
Key Highlights

- 2024 exhibited an increase in operating expenses, driven by rising salary expenses (larger headcount following the merger with INVL Retail and expanding organisation) and several one-off expenses, including:
 - Core banking system change
 - Windfall Tax
 - Premise reallocation
 - Rebranding

Operating Expenses Structure⁽¹⁾ (2024)



Operating Expenses Development YoY (€`m)



Notes:

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

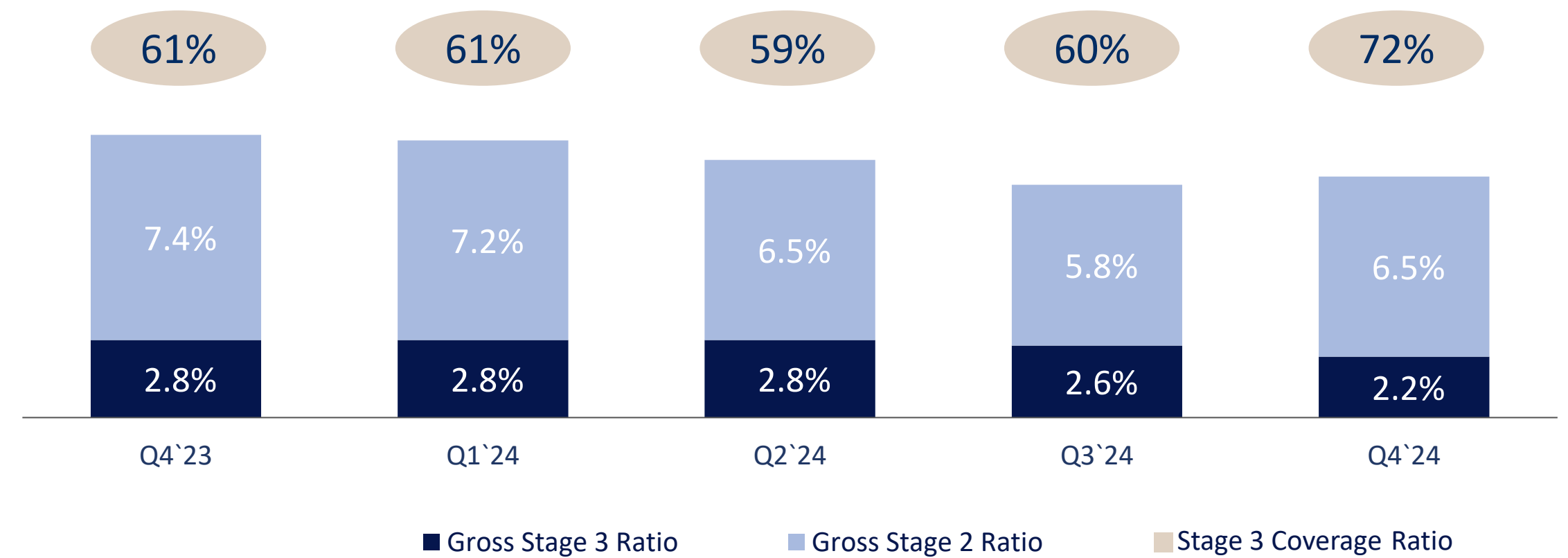
(2) Adjusted Cost-to-income ratio exclude costs related to the core banking system upgrade, rebranding, the new office building, INVL acquisition related costs, windfall taxes, as these are considered non-recurring

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

Key Highlights

- NPL decreased to 2.2% in 4Q, with improved NPL coverage
- €11.3 million in provisions were formed in 2024, driven by rapid loan portfolio growth and adjustments to the impairment loss model
- Cost of risk continues to remain below target of 0.5%

Stage 2 and Stage 3 Dynamics



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

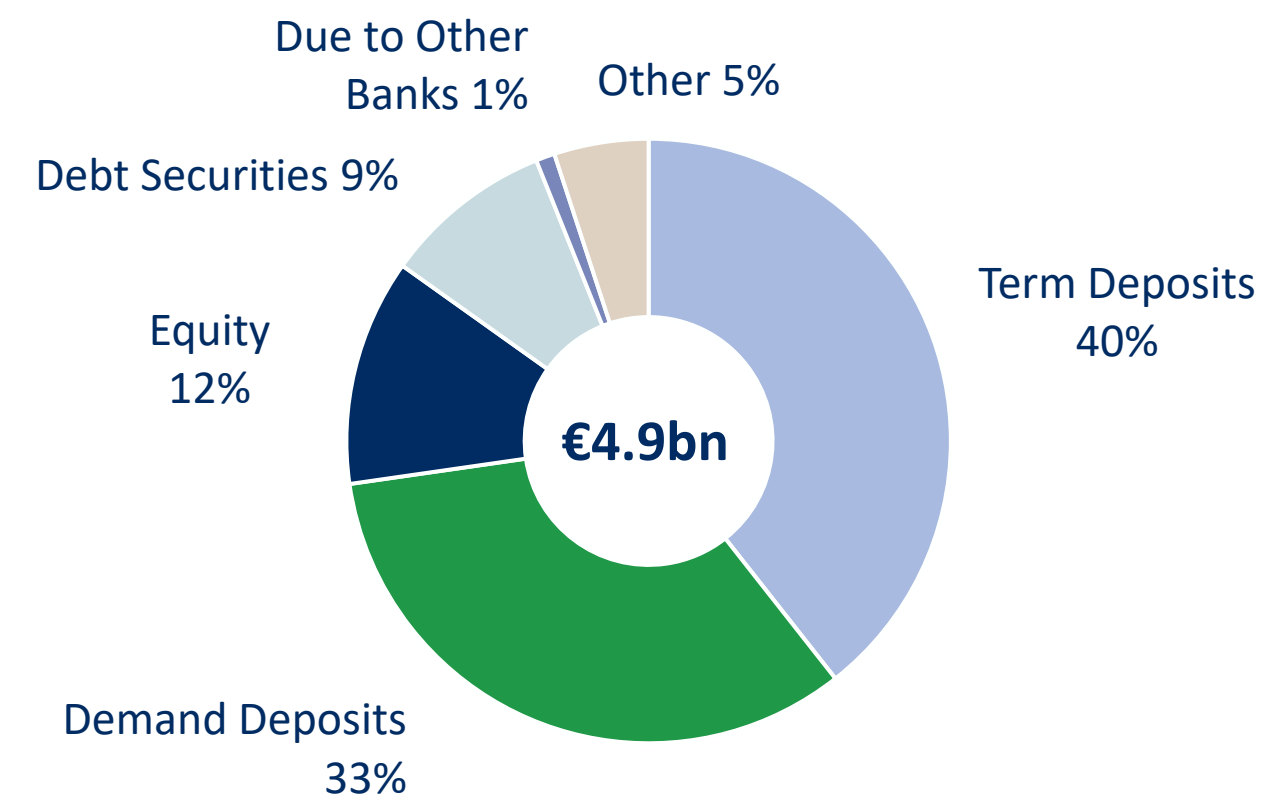
	Q1'23	Q2'23	Q3'23	Q4'23	2023	Q1'24	Q2'24	Q3'24	Q4'24	2024	
Loan impairment Losses	Impact of Parameters and Model Adjustment	(0.5)	1.1	0.7	(7.1)	(5.8)	(2.6)	1.8	3.3	(6.4)	(3.9)
	New Lending, Impact of Individual Assessments	(2.0)	(3.6)	(4.1)	0.2	(9.5)	(0.1)	(3.4)	(6.3)	2.4	(7.4)
	Total	(2.5)	(2.4)	(3.4)	(6.9)	(15.3)	(2.7)	(1.6)	(3.0)	(4.0)	(11.3)
Cost of Risk	Corporate	0.46%	0.27%	0.10%	0.15%	0.24%	(0.31)%	0.08%	0.48%	0.55%	0.22%
	Consumer	1.48%	1.10%	2.18%	6.54%	2.97%	3.08%	2.09%	1.79%	0.95%	1.94%
	Mortgage	0.09%	0.08%	0.60%	(0.42%)	0.08%	0.14%	0.06%	(0.08%)	(0.20%)	(0.03%)
	Total CoR	0.38%	0.35%	0.48%	0.95%	0.54%	0.37%	0.20%	0.36%	0.47%	0.35%

Funding

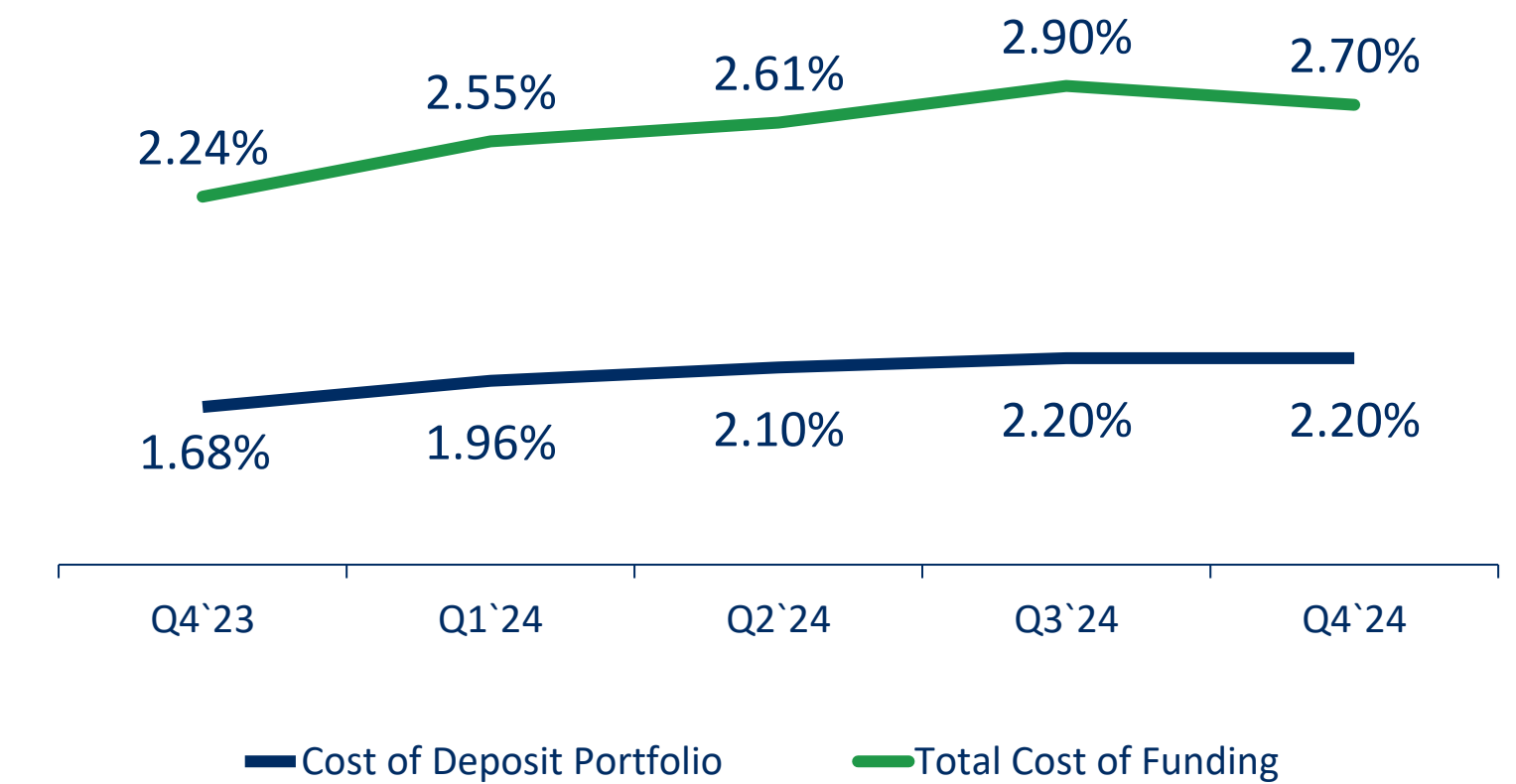
Key Highlights

- Total deposits increased +4% QoQ and +12% YoY
- Funding portfolio remained unchanged QoQ despite the redemption of €210 million bond issue
- An inaugural €50 million issuance of Additional Tier 1 notes was completed in the international markets
- The cost of funding peaked in Q3`24 and is expected to gradually decline going forward

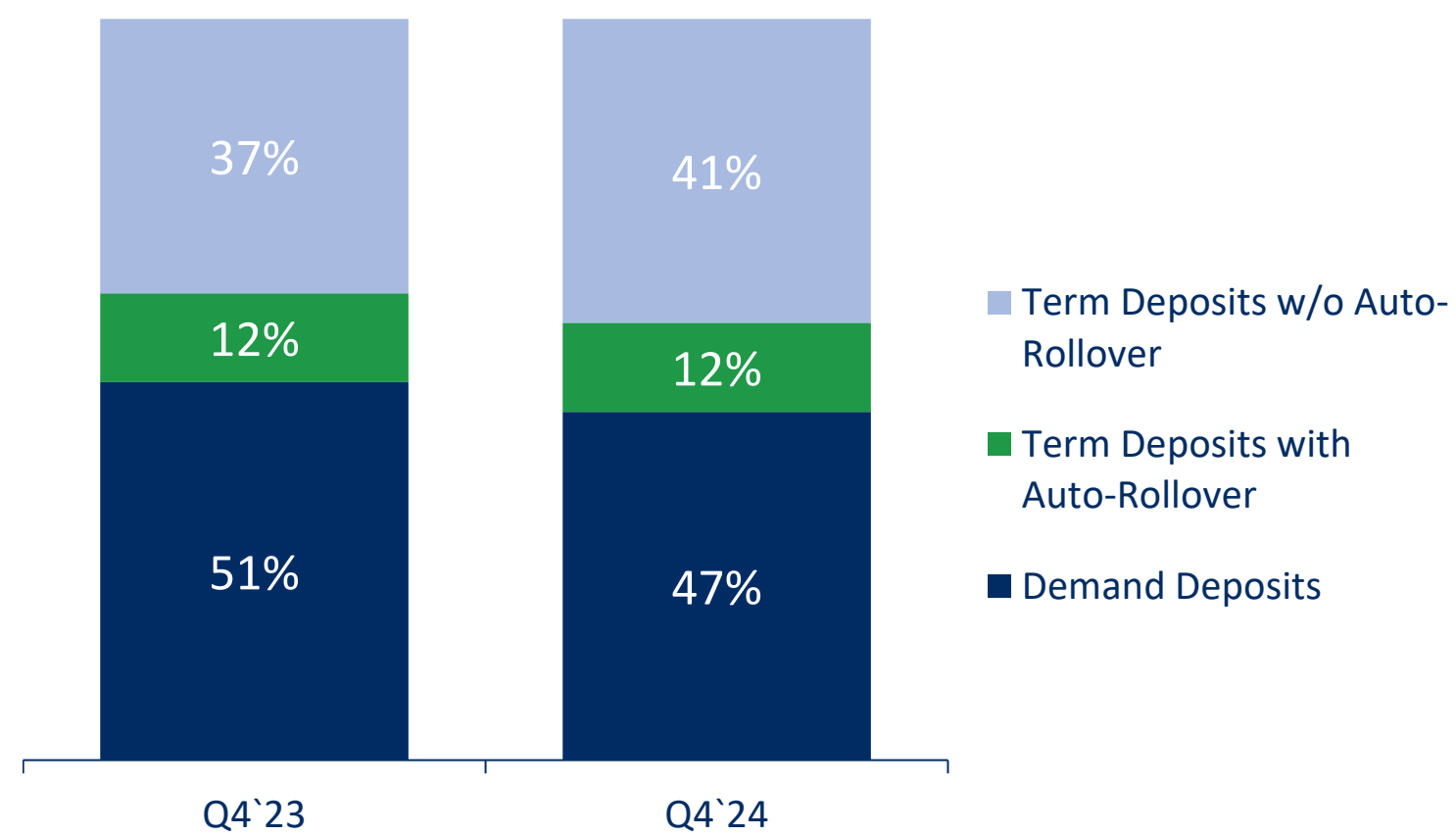
Funding Portfolio Breakdown (Q4`24)



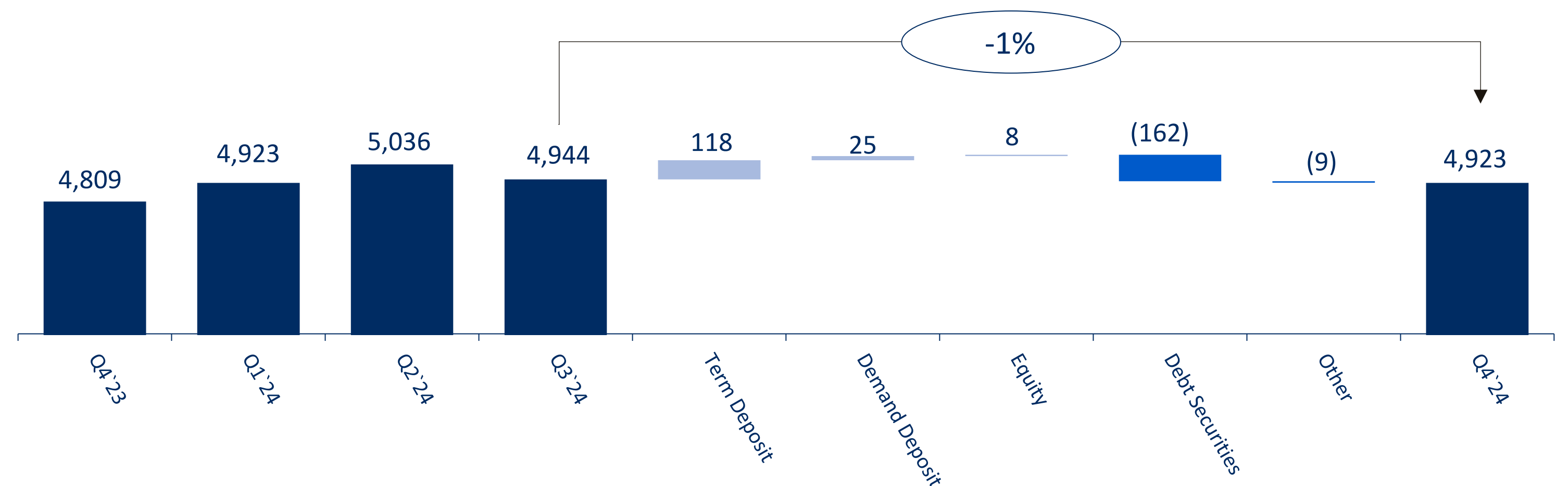
Cost of Funding



Deposit Portfolio Structure



Funding Portfolio Development (€`m)

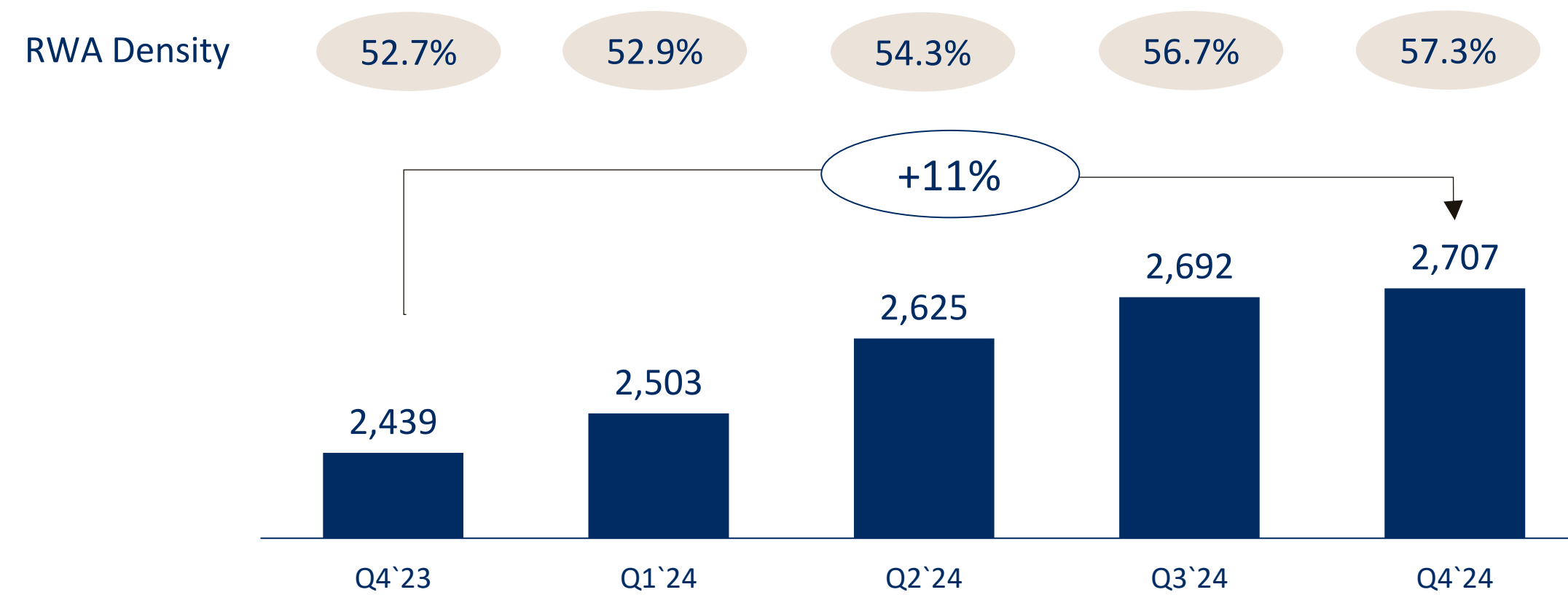


Capital Ratios and Requirements

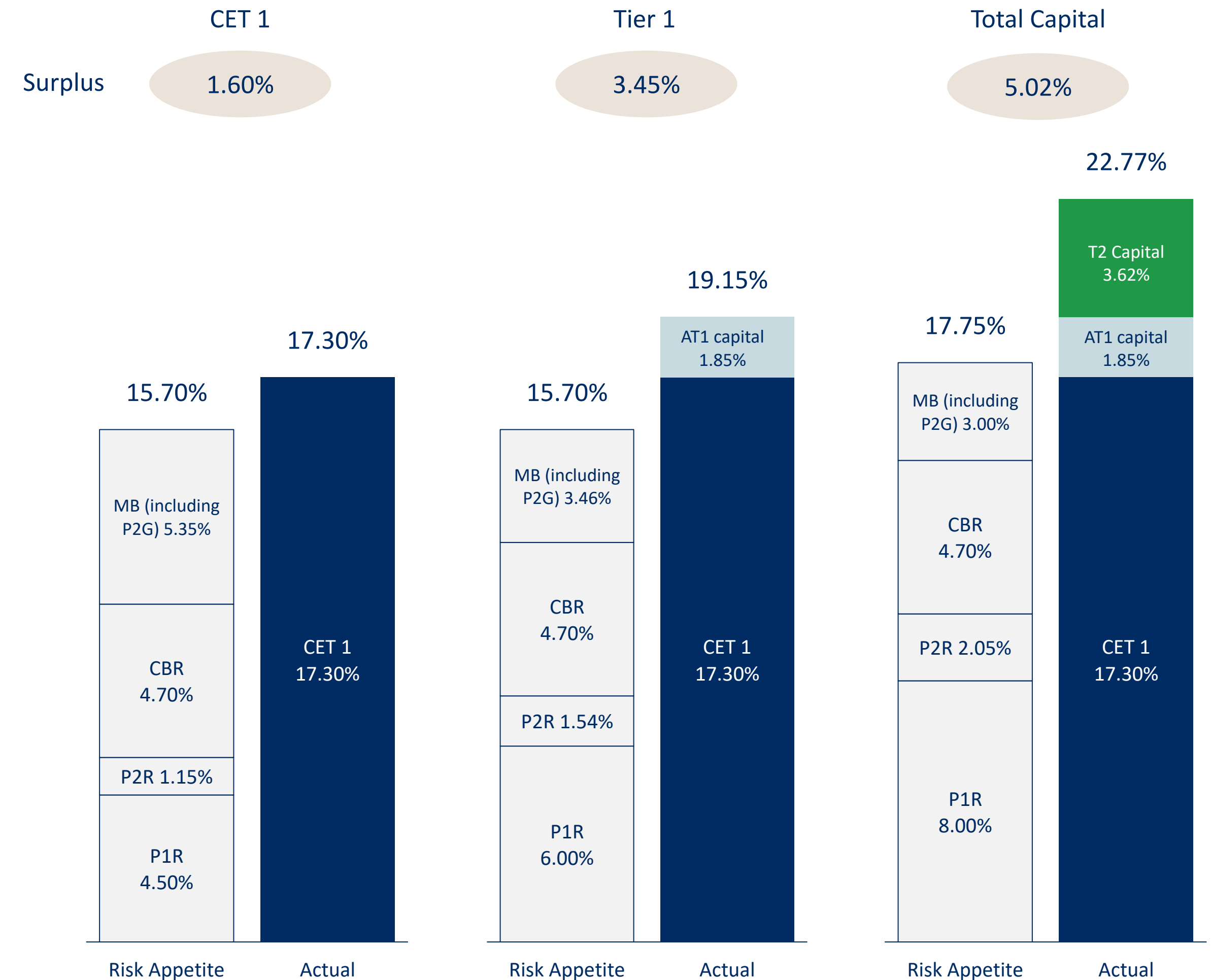
Key Highlights

- Robust capital position to support growth and future capital distribution
- We further strengthened our Total Capital by issuing €50 million in AT1 capital
- In the coming months, we intend to redeem the €20 million subordinated bond issue due in 2029
- The capital structure will be supported by a new €30 million subordinated bond issue in late 2025

Risk Weighted Assets (RWA)



Sufficient Capital to Support Growth Going Forward

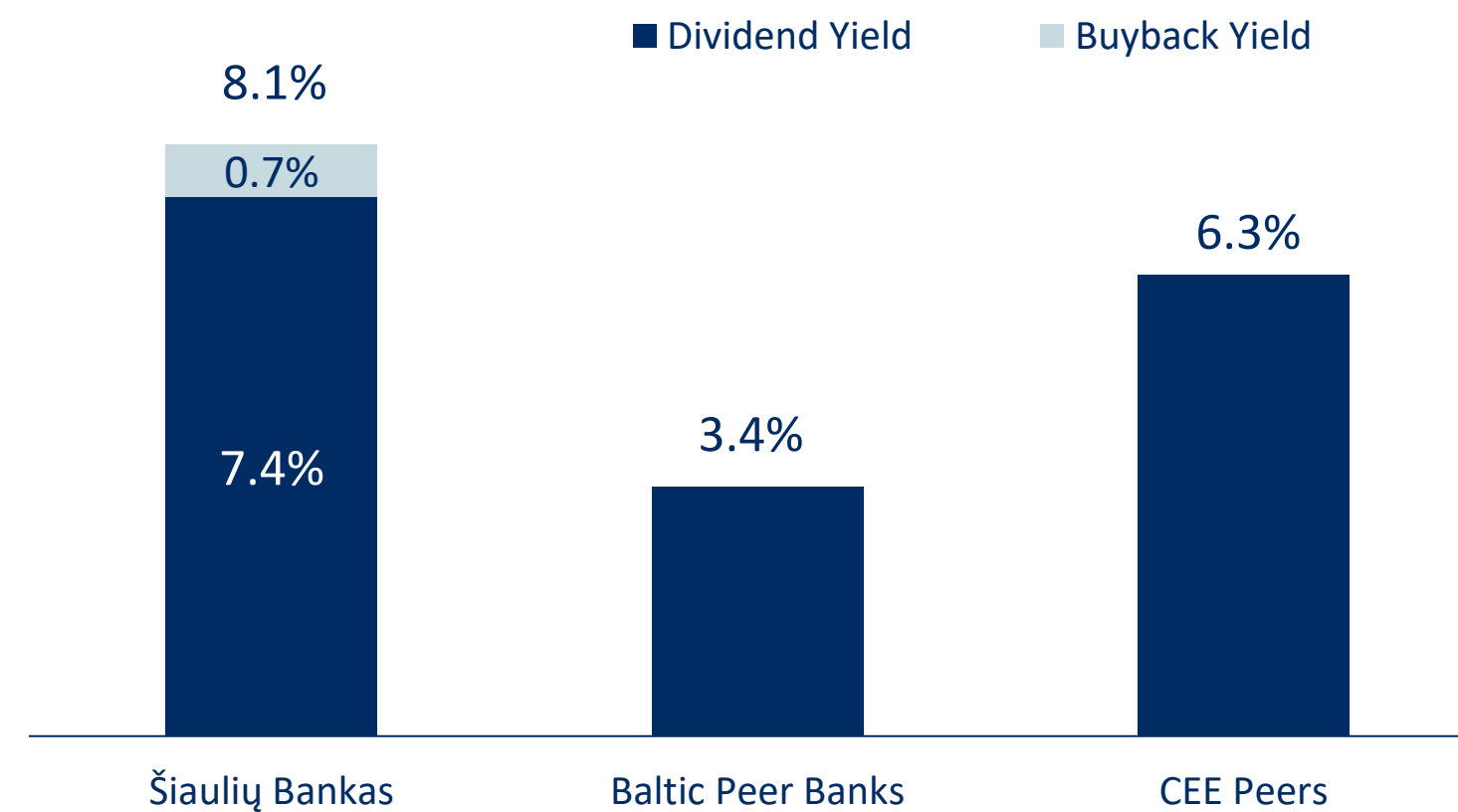


Capital Allocation and Management

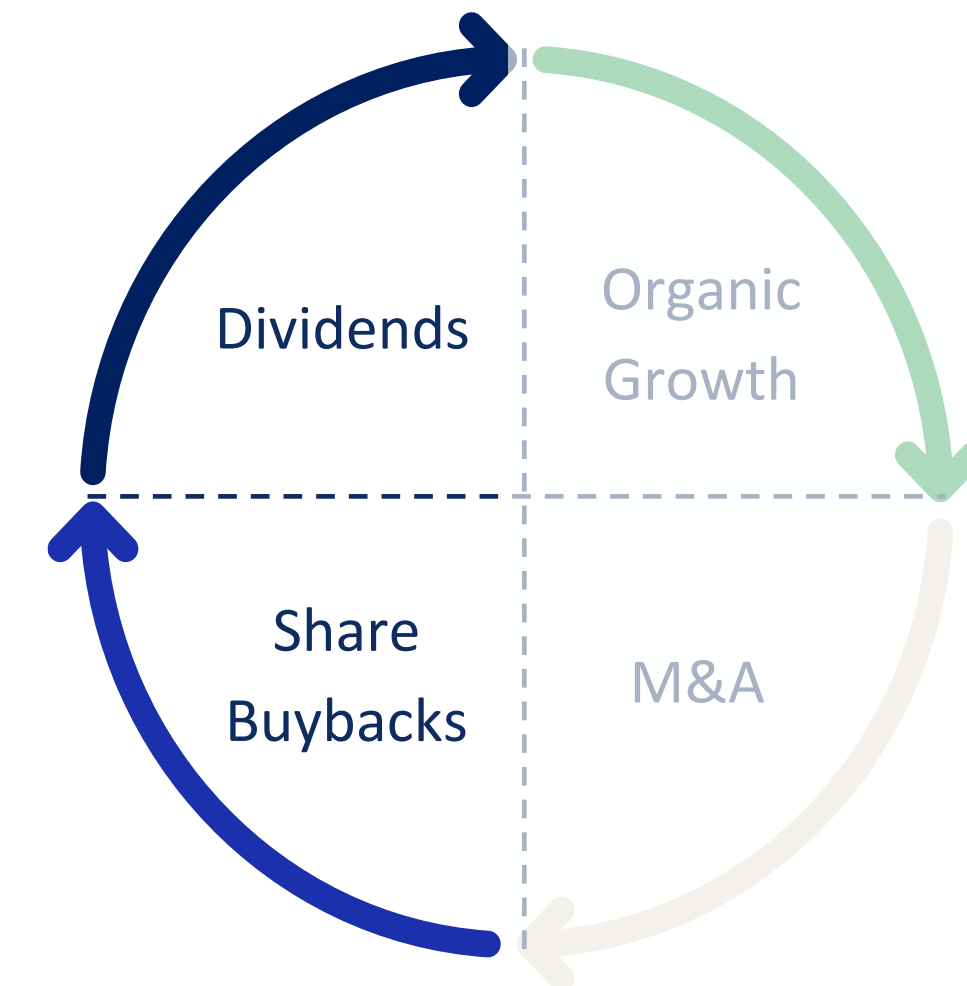
Key Highlights

- On September 30, we announced a new shareholder distribution strategy with a minimum 50% payout ratio
- Management intends to propose a distribution of 50% of its 2024 net profits, or €0.061 per share
- Šiaulių Bankas will fully utilize the existing share buyback permission and intend to allocate up to 5% of its 2024 net profit for additional future repurchases

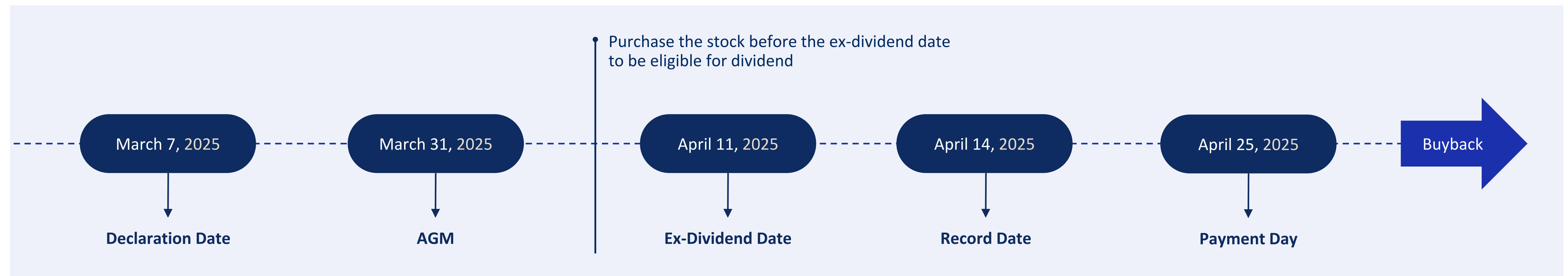
Total Returns Yield 2024¹



Capital Management Framework



Capital Distribution Timeline



Notes: (1) Yields calculated with proposed dividend of €0.061 per share and buyback payout of 5% as of 2024-12-31 date

Guidance Update: Positioning for Growth & Profitability

2025

2026

2027

2028-29

- We convincingly beat our 2024 targets across all key financial metrics, leading to a significant upward revision of our future guidance
- Loan portfolio and income growth expectations have been raised, supported by strong 2024 performance, strong credit demand, robust client activity, and a positive Lithuanian macroeconomic outlook
- We have decided to expense all core banking upgrade costs (Temenos project) rather than amortise them, as this is a more capital-efficient approach
- Frontloading these costs into 2025 and 2026 will lead to higher reported expenses in the short term but will result in a lower C/I ratio and improved profitability in later years
- Our long-term financial position remains strong, with this investment driving future growth, efficiency, and profitability

		2025	2026	2027	2028-29
Growth	Loan Book	€4.1bn	€4.6bn	€5.3bn	CAGR: ~8%
	Deposits	€3.9bn	€4.4bn	€4.8bn	CAGR: ~10%
	Total Operating Income ¹	€222m	€256m	€288m	CAGR: ~10%
	NFCI	€30m	€33m	€37m	CAGR: ~25%
Efficiency	C/I Ratio	59.7%	54.4%	48.2%	Below 45%
	Adj. C/I Ratio ²	51.3%	48.3%	46.8%	
Profitability	RoE	11.1%	13.5%	16.0%	Above 17.0%
	Adj. RoE ²	13.7%	15.4%	16.5%	
	Net Profit	€65m	€86m	€112m	CAGR: ~15%
	Adj. Net Profit ¹	€80m	€98m	€115m	
Shareholder Returns	Dividend Policy	Minimum 50% Pay-out			

Notes: (1) Calculated excluding Unit linked contracts income

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

Concluding Remarks

- **Exceeded Expectations:**
Surpassed FY24 guidance across all key metrics and raising our long-term targets
- **Strategic Progress:**
Effectively executing our new business strategy, keeping all key initiatives on track
- **Strong Financial Results in FY24:**
Delivered a record net profit of € 78.8 million (adj. net profit € 84.9 million)
- **Exceptional Capital Returns:**
A record dividend per share of €0.061, complemented with ongoing share buybacks

COMMITMENT TO
SHAREHOLDER VALUE

50%

Minimum Dividend Pay-out

>17%

Long-term ROE Target

>20%

Total Shareholder Return

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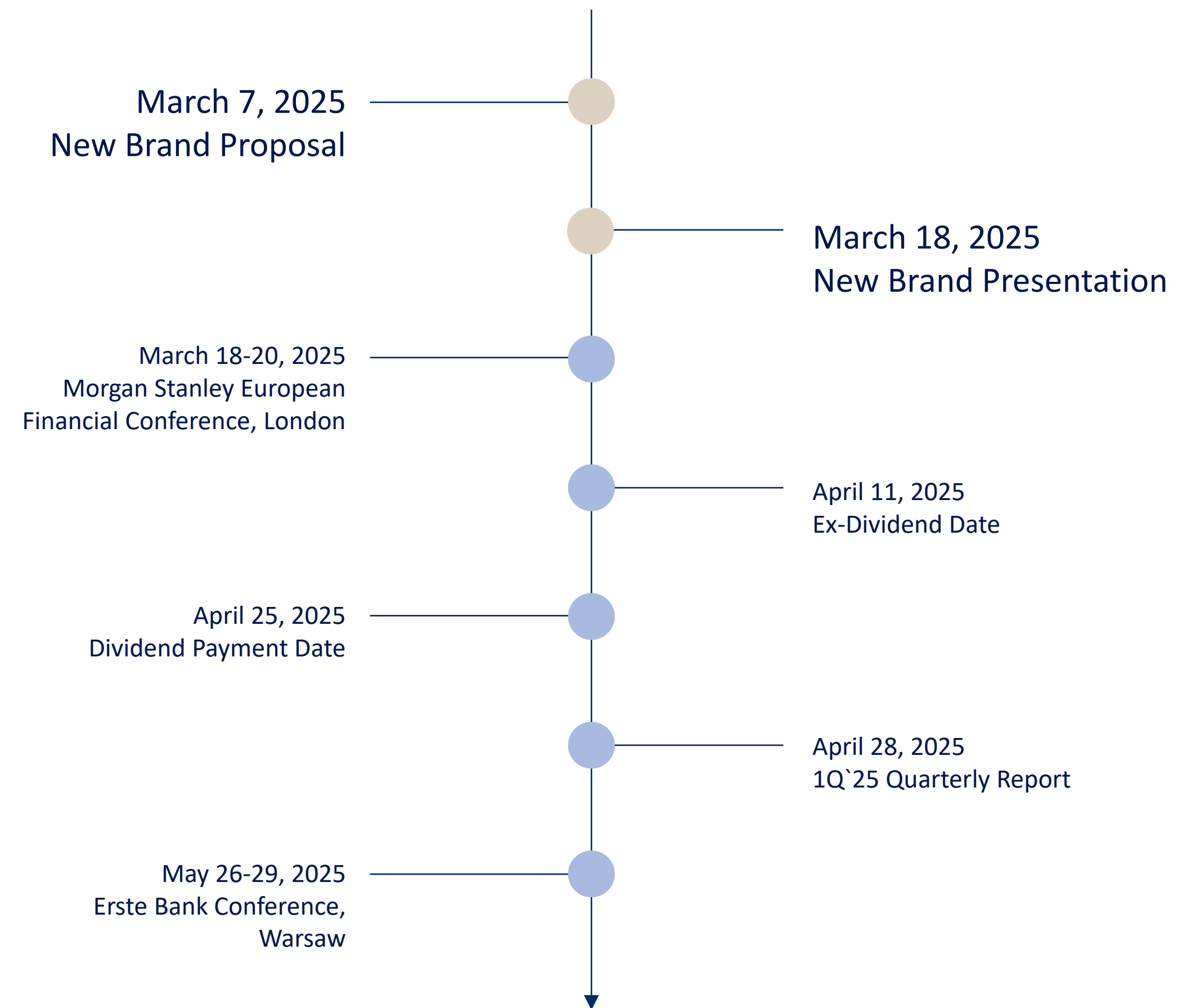
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Business Segment Results

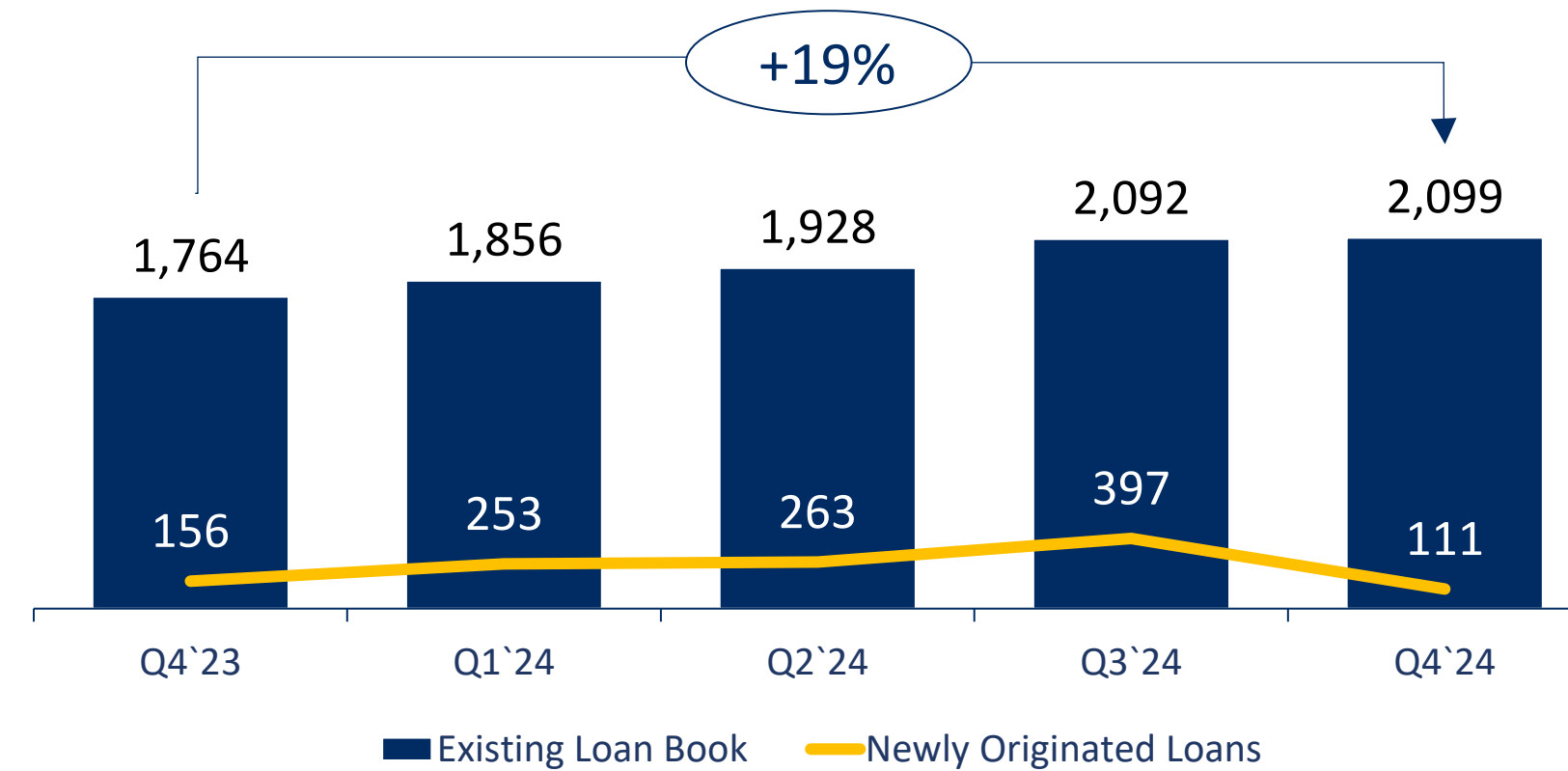
Section III

Corporate Clients Segment Development

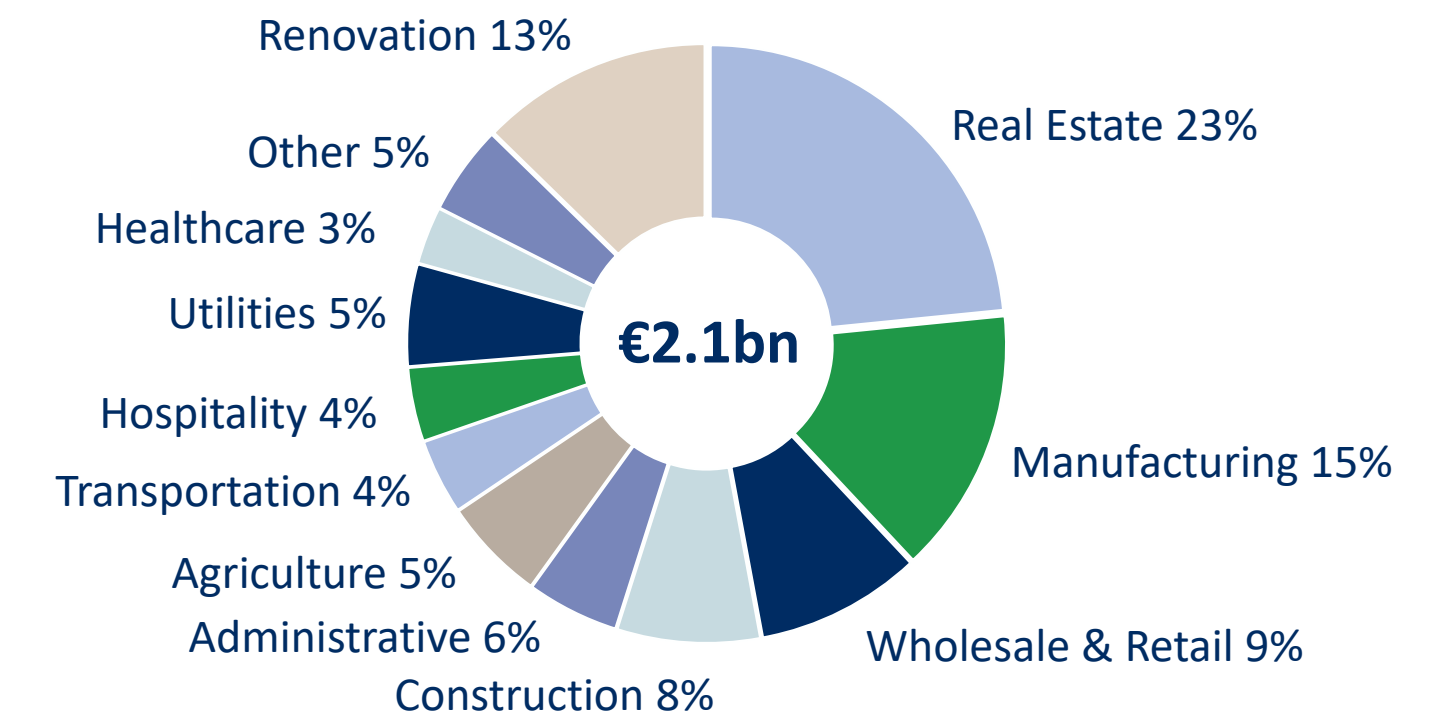
Key Highlights

- The corporate loan book expanded by 19% YoY, driven by record-high new loan originations totaling € 1 billion in 2024
- Significant growth was seen in the manufacturing and renewable energy sectors, while construction and real estate were not the primary drivers of growth
- In the first nine months of 2024, market share grew by 1%, reaching 14.5% in an expanding market

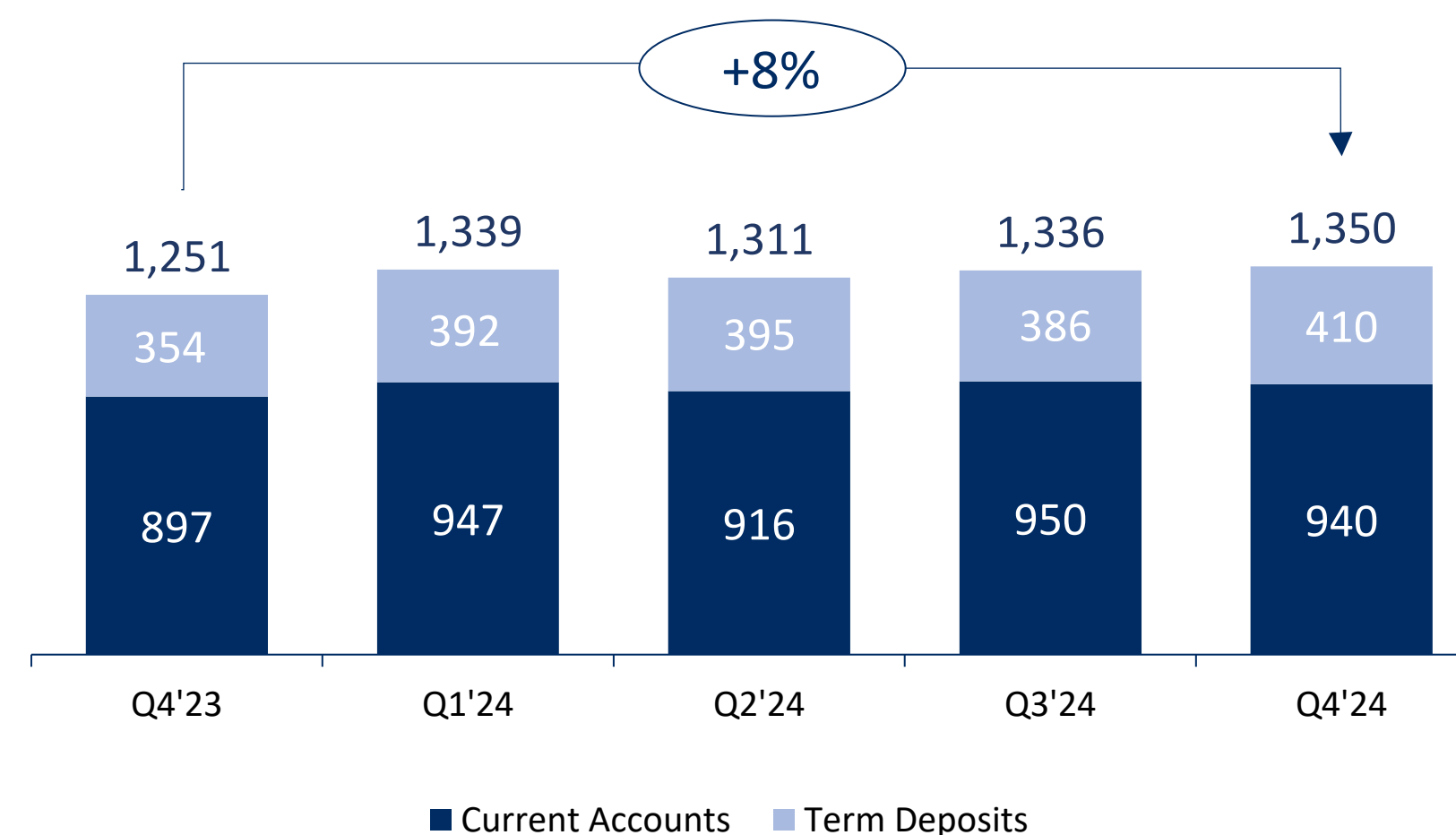
Corporate Loans¹ (Q4`24) (€`m)



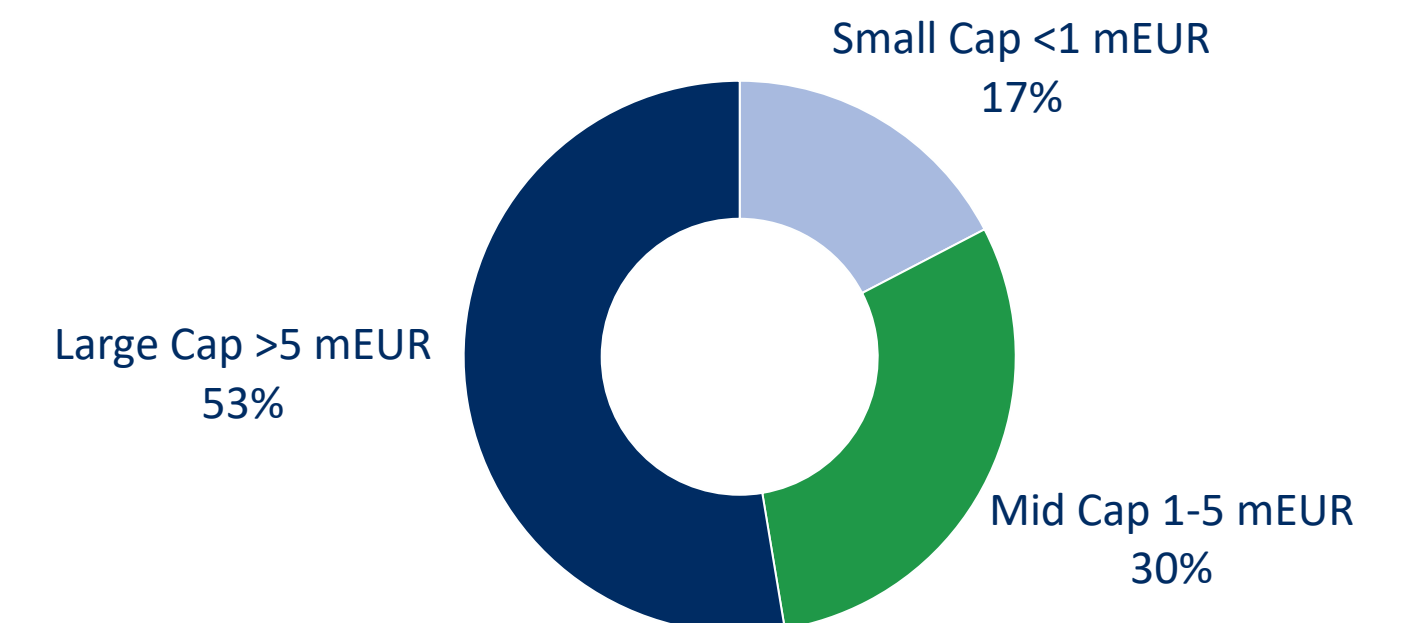
Corporate Loans by Sectors¹ (Q4`24)



Deposits from Corporate Customers (Q4`24) (€`m)



Corporate Book by Client Type (Q4`24)

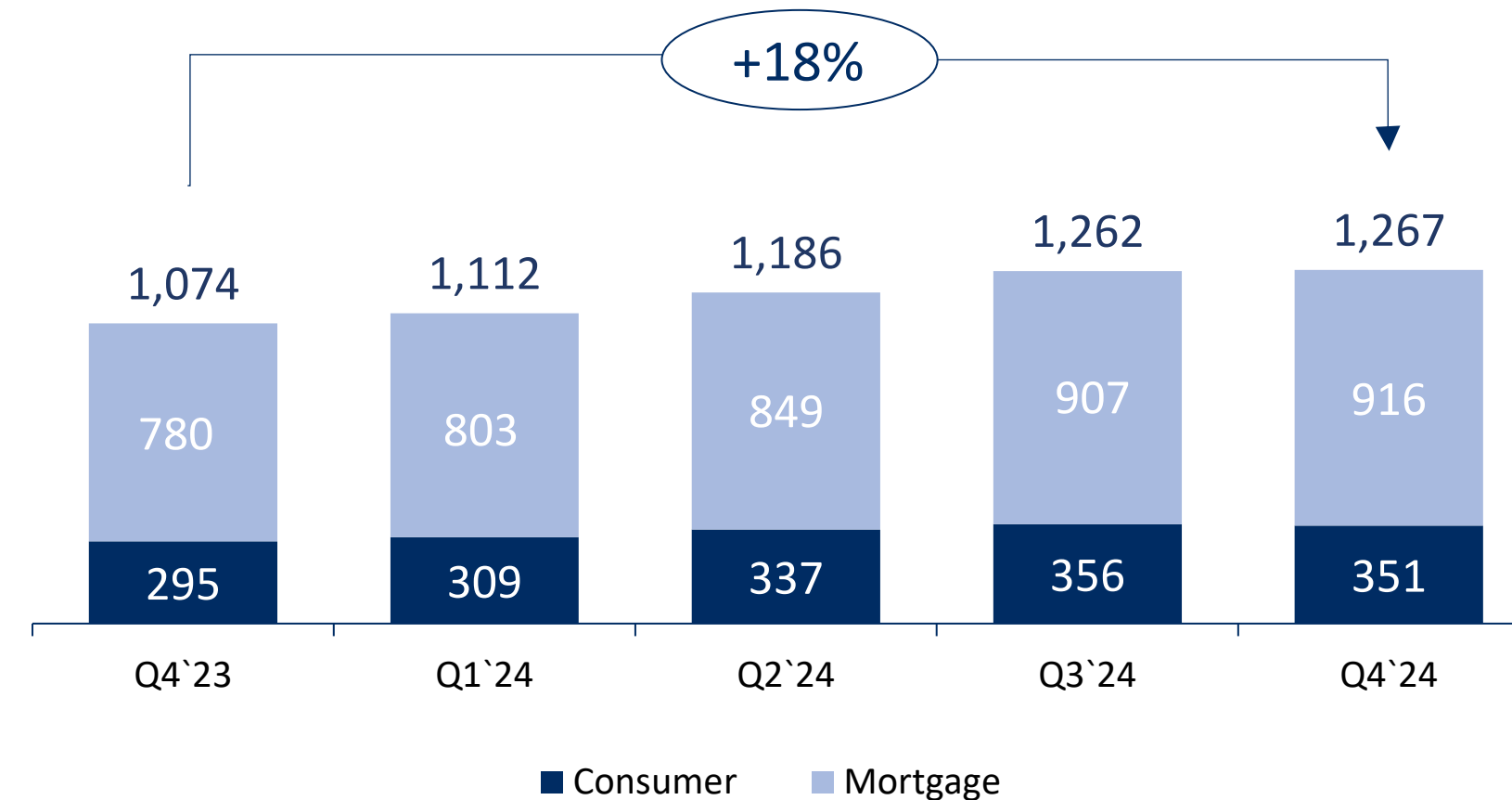


Private Clients Segment Development

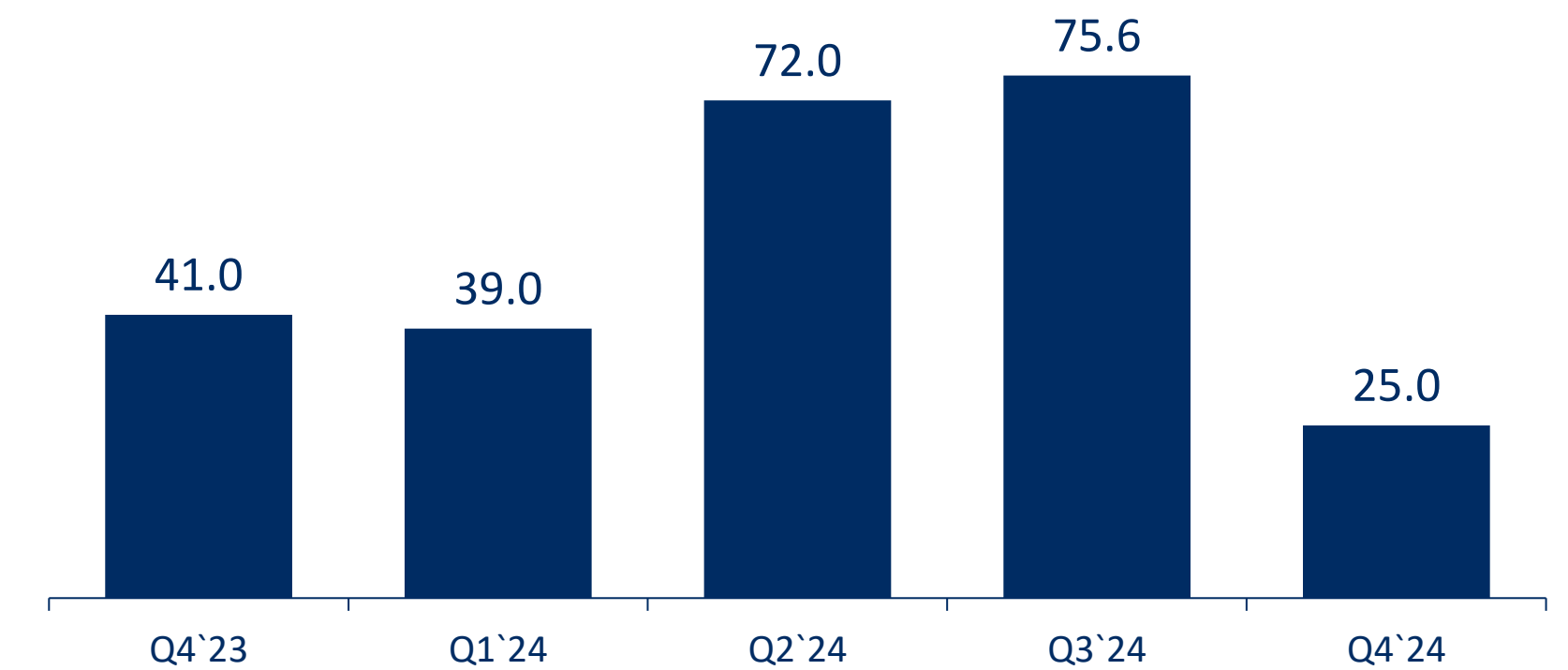
Key Highlights

- Strong demand for mortgages led to record-high private lending volumes, increasing by 18% YoY
- Deposit collection remains high, with total retail deposits increasing by 14% YoY
- Preparation for cross-selling post-INVL acquisition and growth in higher-value segments continues

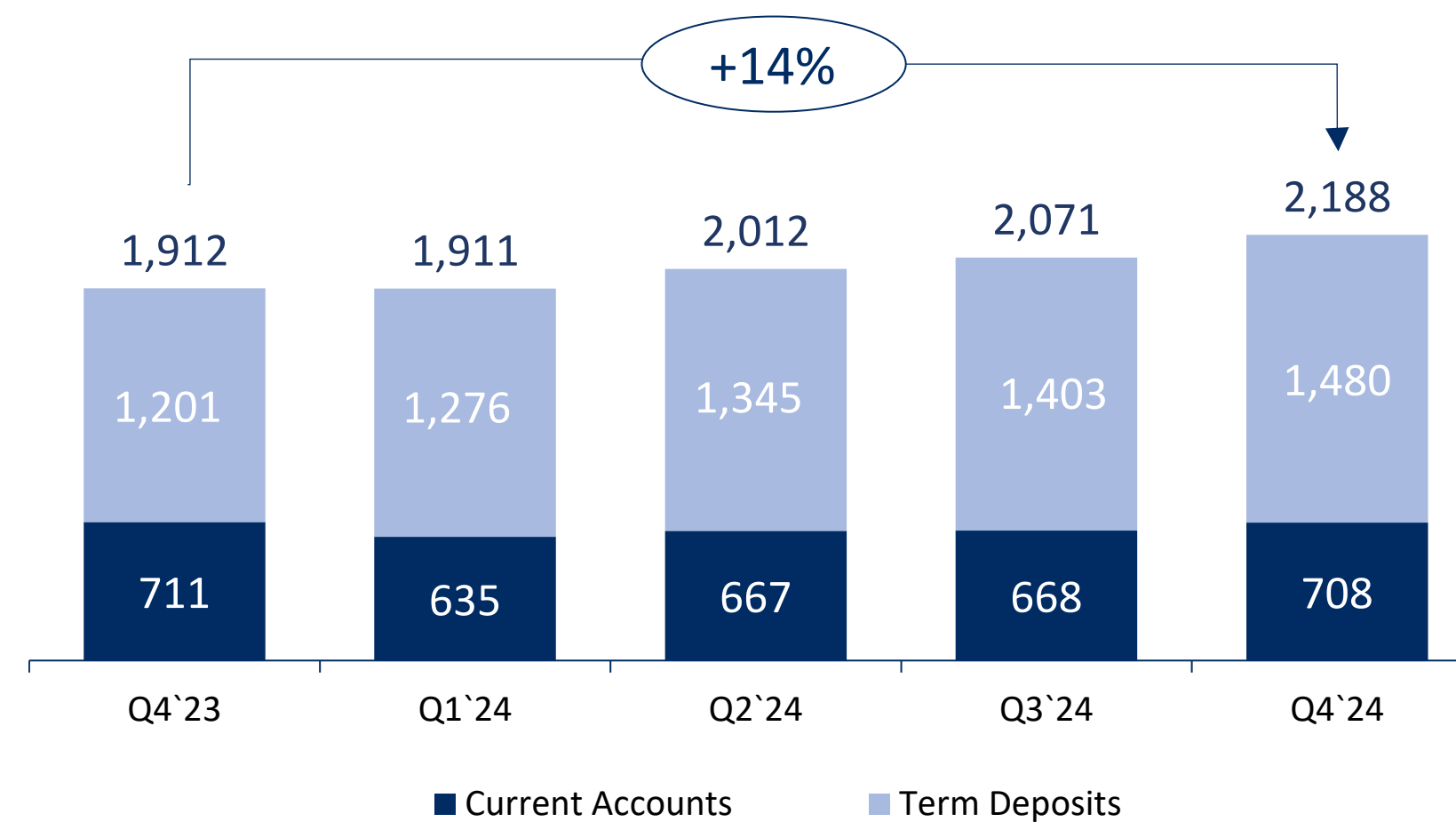
Private Loans (Q4`24) (€`m)



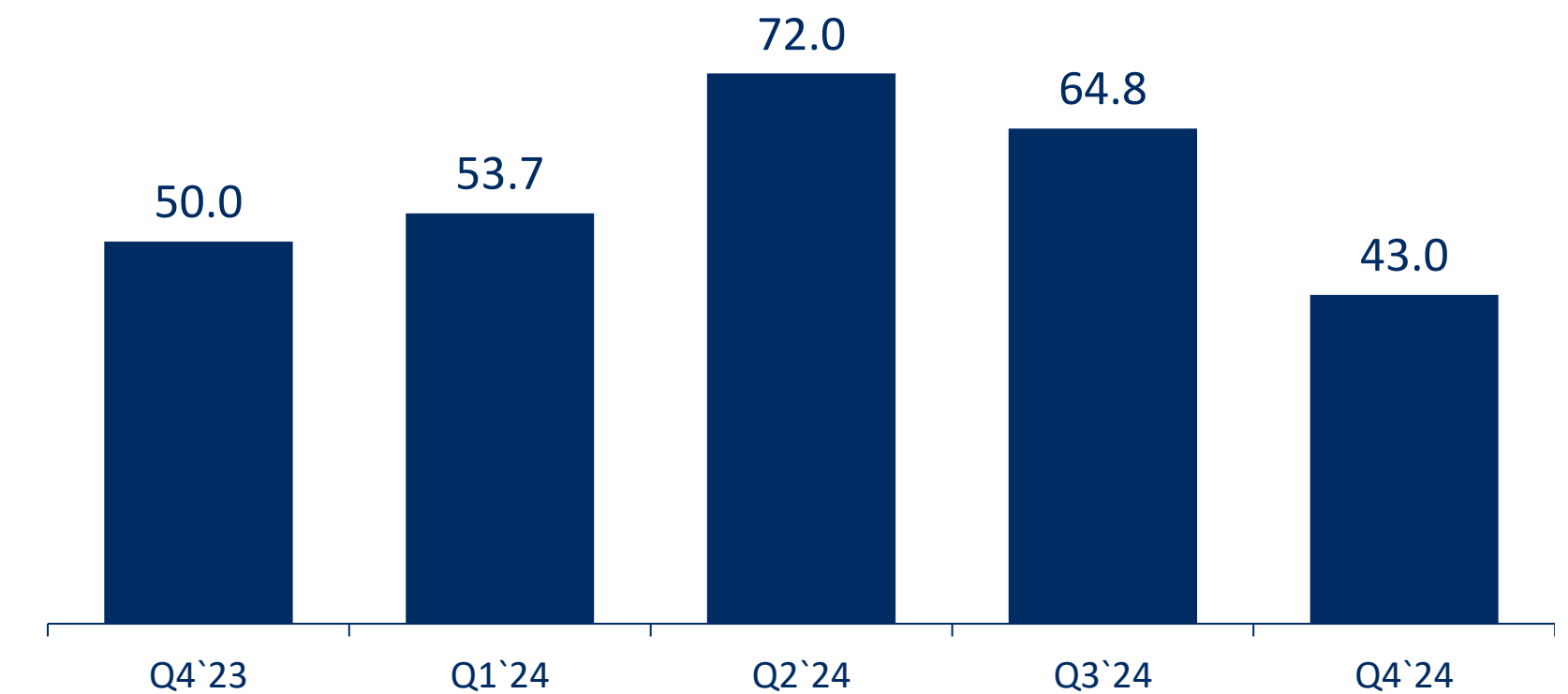
New Mortgage Agreements (Q4`24) (€`m)



Private Client Deposits (Q4`24) (€`m)



New Consumer Financing Agreements (Q4`24) (€`m)

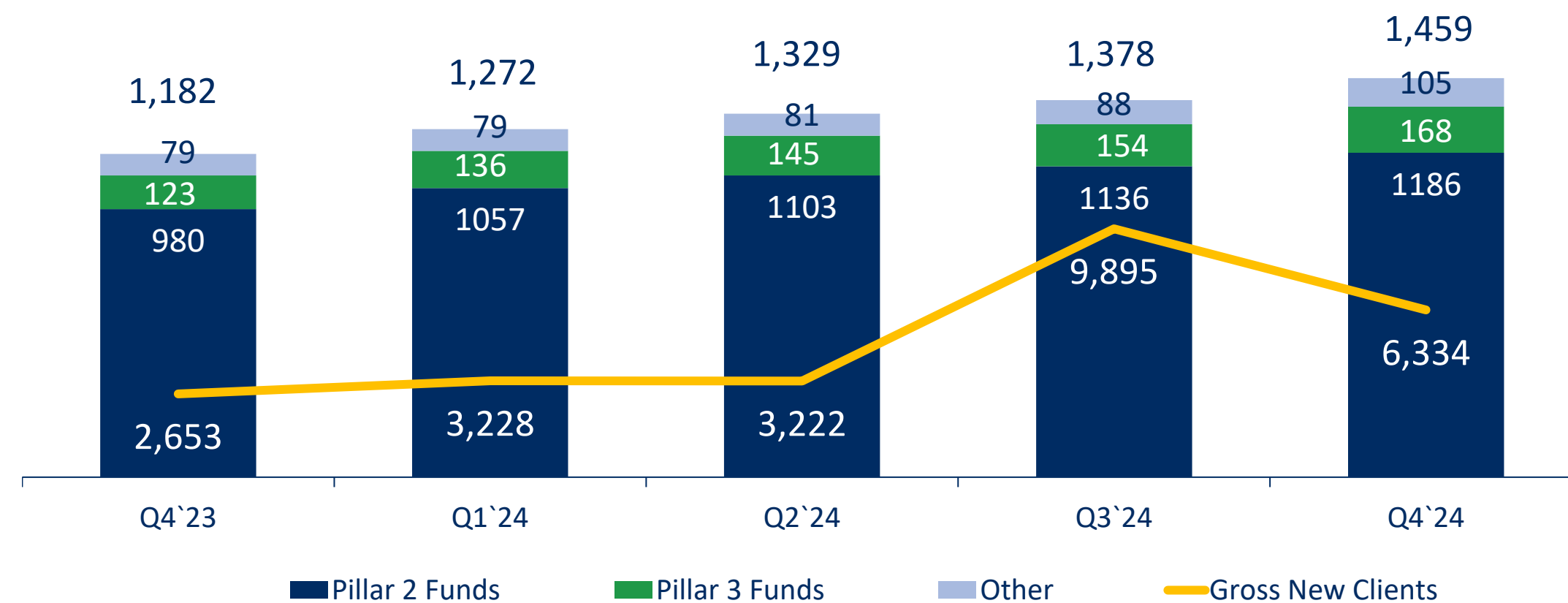


Investment Clients Segment Development

Key Highlights

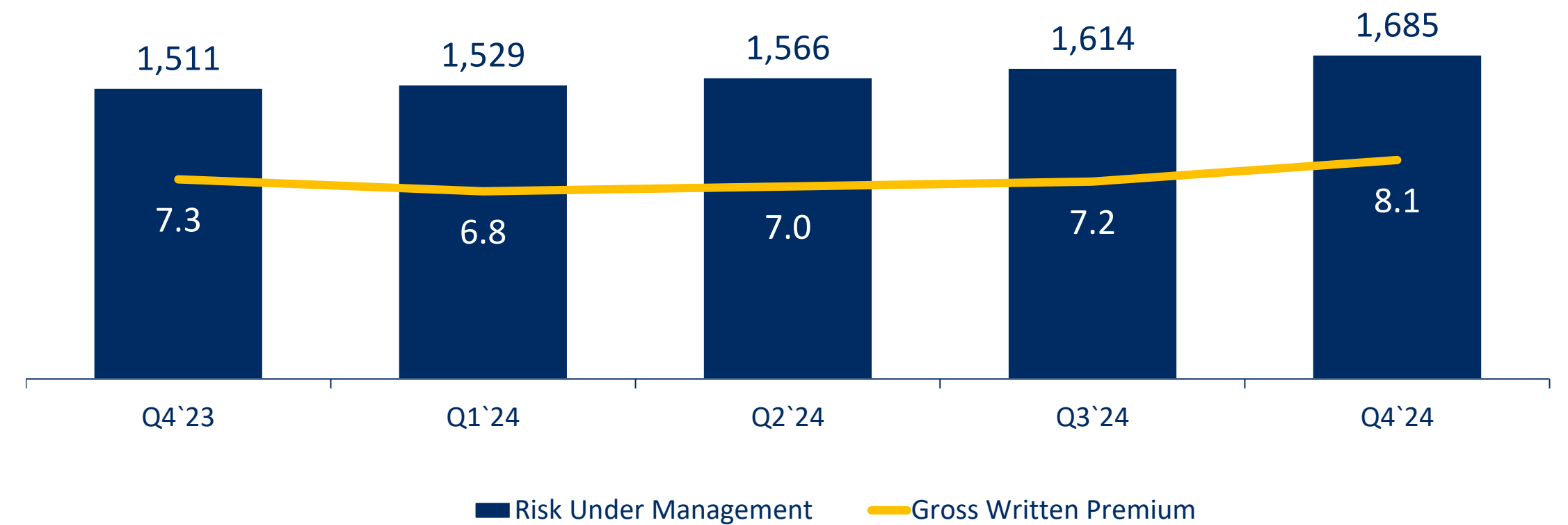
- Asset Management AuM continued to grow strongly, driven by both client inflows and positive financial market performance. AuM reached €1.46bn, with an increase of €277 million compared to last year
- AIF3 fund, which offers new private markets investment opportunities for Lithuanian investors, successfully raised over €6 million
- The life insurance business arm continued its steady growth in RuM and AuM during Q4 and reached €1.7 billion, with an increase of €174 million compared to last year

Asset Management (€`m)

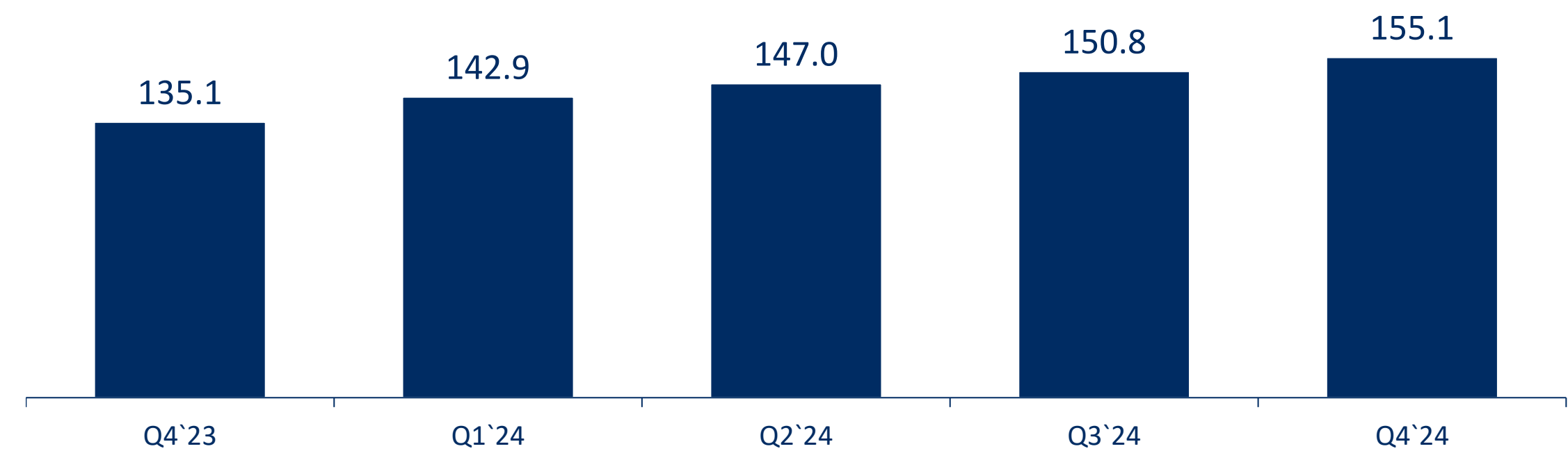


Life Insurance (€`m)

Life Insurance Risk Under Management (RuM) (€`m)



Life Insurance Asset under Management (AuM) (€`m)

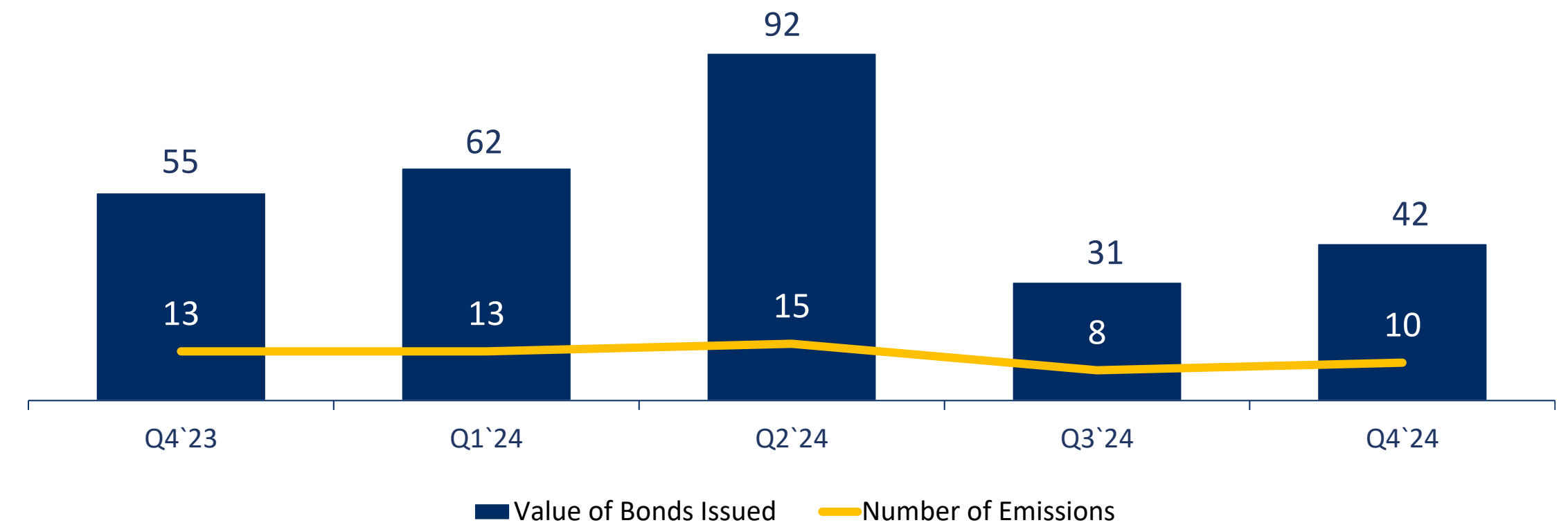


Investment Clients Segment Development

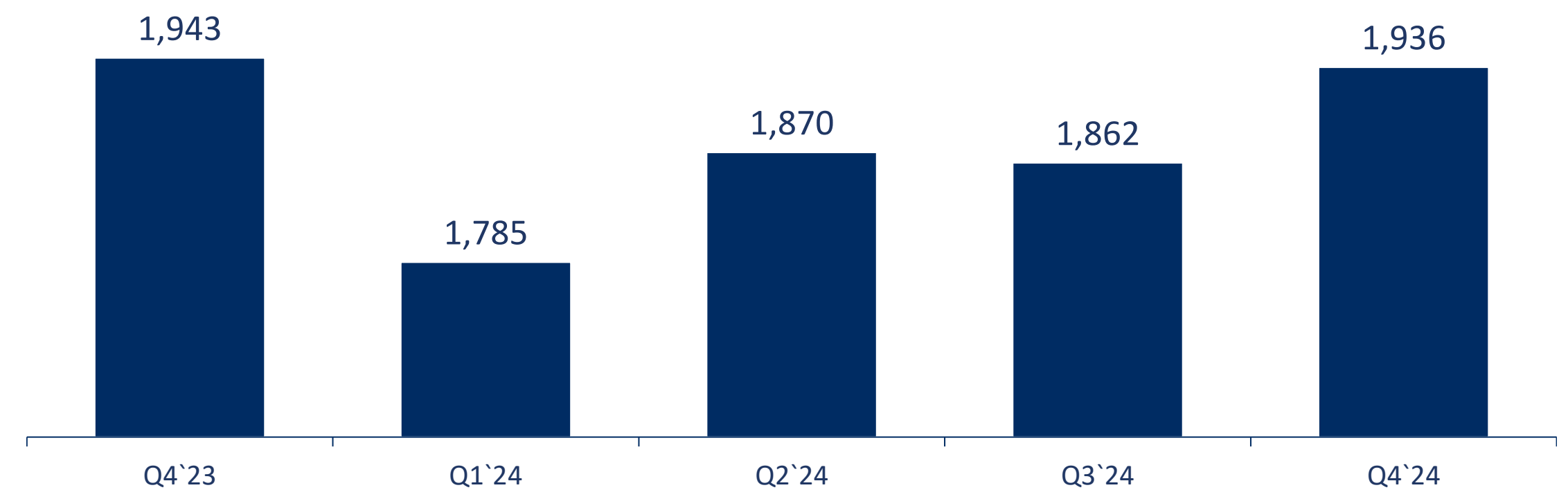
Key Highlights

- New bond originations surged +62% YoY to €226 million in 2024
- Šiaulių Bankas continue to be dominant market leader in corporate bonds origination segment in Lithuania with 86%¹ market share
- The bank worked with multiple well known local companies during the quarter helping them to access capital markets

Bonds Originated by the Bank in Primary Market (Q4`24) (€`m)



Assets Under Custody (Q4`24) (€`m)



OMBERG GROUP
 UAB „Omberg group“
 Public placement
 Acted as Sole Manager
 €4m

15 min
 UAB „15min“
 Public placement
 Acted as Sole Manager
 €16m

ŽALVARIS
 UAB „Žalvaris“
 Public placement
 Acted as Join Lead Manager
 €5m

Yellowstone
 UAB "Jasinskio 14 project"
 Public placement
 Acted as Sole Manager
 €8m

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

Appendix

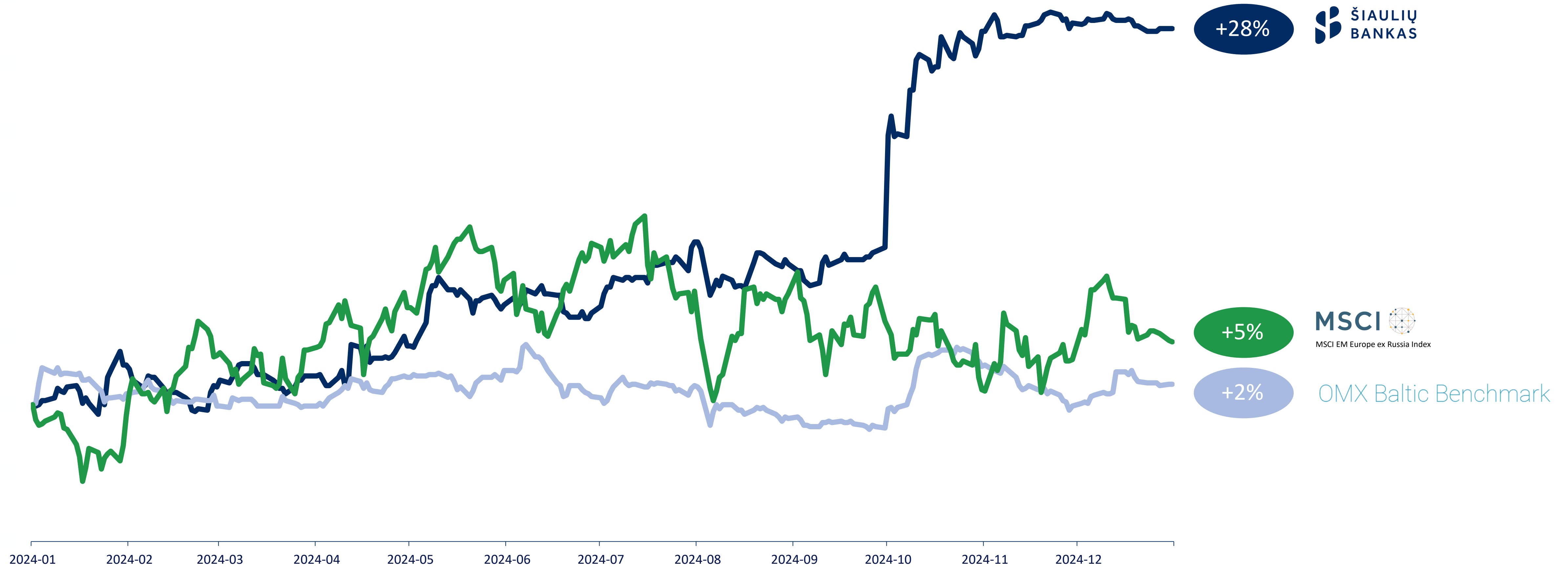
Key Investment Highlights

A Profitably Growing Lithuanian Banking Franchise with New Strategic Expansion Initiatives

- 1 Operating in a structurally attractive market with strong growth potential
- 2 Differentiated and diversified business mix
- 3 A strategic focus on selected lending areas is generating superior risk-adjusted returns
- 4 Proven track record of high growth and strong profitability
- 5 Commitment to shareholder value: robust capital position and generous payouts
- 6 Experienced leadership team
- 7 Driving a new, ambitious strategy to become the best bank in Lithuania by 2029

Creating Shareholder Value: Our Efforts Driving Strong Returns

Total Return Since 2024¹



Notes:

(1) Total shareholder return (TSR) for the 2024

Organisational Structure and Reporting Segments

	Corporate Clients		Private Clients		Investment Clients	
Description	<ul style="list-style-type: none"> 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 		<ul style="list-style-type: none"> 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 (54 branches in 36 cities) 		<ul style="list-style-type: none"> 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 	
	Key Figures	€2.1bn Loans	€1.4bn Deposits	€1.3bn Loans	€2.2bn Deposits	€1.5bn Assets
€164m Gross Revenue		>22k # of clients	€95m Gross Revenue	>513k # of clients	€63m Gross Revenue	€227m Bonds Issued

Income Statement

	Q4`24	Q4`23	%Δ YoY	2024	2023	%Δ YoY
<i>In €'000</i>						
Interest income	59,592	56,745	5%	243,478	195,726	24%
Other similar income	6,787	5,980	13%	26,735	21,242	26%
Interest expense	(27,225)	(21,957)	24%	(110,004)	(60,115)	83%
Net interest income	39,154	40,768	(4%)	160,209	156,853	2%
Fee and commission income	10,377	8,301	25%	38,021	28,610	33%
Fee and commission expense	(2,306)	(2,651)	(13%)	(8,941)	(8,358)	7%
Net fee and commission income	8,071	5,650	43%	29,080	20,252	44%
Net gain from trading activities	4,883	3,894	25%	19,423	11,948	63%
Revenue related to insurance activities	3,418	1,849	85%	13,090	5,684	130%
Other operating income	1,216	40	2941%	1,912	1,714	12%
Total revenue	56,742	52,201	9%	223,714	196,451	14%
Salaries and related expenses	(14,114)	(10,716)	32%	(49,507)	(36,226)	37%
Depreciation and amortization expenses	(2,219)	(1,545)	44%	(8,006)	(5,490)	46%
Expenses related to insurance activities	(5,405)	(7,807)	(31%)	(20,747)	(12,514)	66%
Other operating expenses	(13,080)	(14,278)	(8%)	(38,111)	(31,247)	22%
Total operating expenses	(34,819)	(34,346)	1%	(116,372)	(85,477)	36%
Operating profit before impairment losses	21,923	17,855	23%	107,342	110,974	(3%)
Allowance for impairment losses	(3,989)	(6,775)	(41%)	(10,896)	(15,232)	(28%)
Profit before income tax	17,934	11,080	62%	96,446	95,742	1%
Income tax expense	(2,769)	(1,358)	104%	(17,659)	(20,367)	(13%)
Net profit	15,165	9,722	56%	78,787	75,375	5%

Statement of Financial Position

	2024	2023	%Δ YoY
<i>In EUR'000</i>			
ASSETS			
Cash and cash equivalents	395,136	751,499	(47%)
Securities in the trading book	235,110	207,677	13%
Due from other banks	3,121	3,013	4%
Derivative financial instruments	1,093	251	335%
Loans to customers	3,117,700	2,645,104	18%
Finance lease receivables	316,897	286,533	11%
Investment securities at fair value	43,868	74,500	(41%)
Investment securities at amortized cost	726,937	751,227	(3%)
Investments in subsidiaries and associates	270	100	170%
Intangible assets	43,617	45,138	(3%)
Property, plant and equipment	15,261	15,781	(3%)
Other assets	23,609	28,498	(17%)
Total assets	4,922,619	4,809,321	2%
LIABILITIES			
Due to other banks and financial institutions	65,860	569,994	(88%)
Derivative financial instruments	123	1,041	(88%)
Due to customers	3,537,972	3,162,657	12%
Debt securities in issue	448,159	276,480	62%
Liabilities related to insurance activities	198,432	179,318	11%
Other liabilities	57,420	48,448	19%
Current income tax liabilities	303	6,412	(95%)
Deferred income tax liabilities	6,141	6,125	0%
Special and lending funds	23,037	15,718	47%
Total liabilities	4,337,447	4,266,193	2%
EQUITY			
Share capital	192,269	192,269	0%
Share premium	25,534	25,534	0%
Treasury shares (-)	(8,375)	(1,500)	458%
Reserve capital	756	756	0%
Statutory reserve	61,027	47,803	28%
Reserve for acquisition of own shares	20,000	20,000	0%
Financial assets revaluation reserve	(2,989)	(5,426)	(45%)
Other equity	1,480	1,697	(13%)
Retained earnings	295,470	261,995	13%
Total equity	585,172	543,128	8%
Total liabilities and equity	4 922,619	4,809,321	2%

Life Insurance Income Reconciliation

Net Interest Income			
In €'m	Q4`24	Q4`23	%Δ
Interest income	59.2	56.6	5%
Interest income (unit-linked contracts)	0.4	0.1	178%
Other similar income	6.8	6.0	24%
Interest expense	(27.2)	(22.0)	24%
Net Interest Income	39.2	40.8	(4%)

Other income			
In €'m	Q4`24	Q4`23	%Δ
Net gain from trading activities	1.9	(1.3)	(240%)
Net gain from trading activities (unit-linked contracts)	3.0	5.2	(42%)
Revenue related to insurance activities	3.4	1.8	85%
Other income	1.2	0.0	NA
Total other income	9.5	5.8	65%

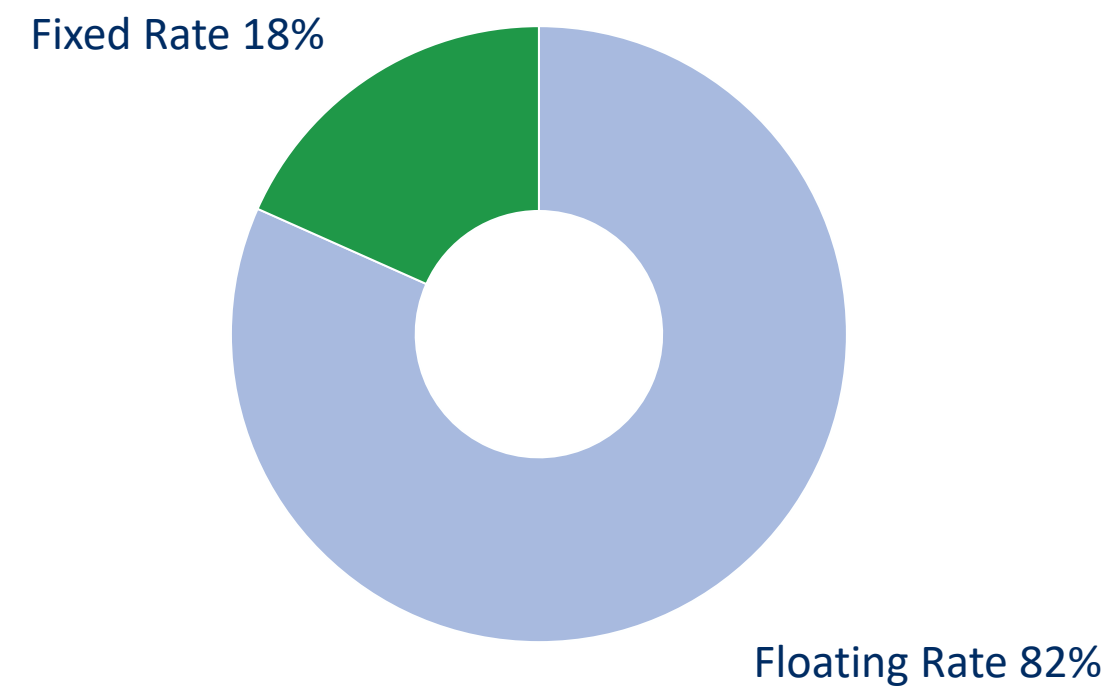
Other operating expense			
In €'m	Q4`24	Q4`23	%Δ
Expenses related to insurance activities	(2.0)	(2.4)	(18%)
Expenses related to insurance activities (unit-linked contracts)	(3.4)	(5.4)	(37%)
Other operating expenses	(13.1)	(14.3)	(8%)
Depreciation and amortization expenses	(2.2)	(1.5)	44%
Other Operating Expenses	(20.7)	(23.6)	(12%)

Revenue related to insurance activities	€3.4m
Net gain from trading activities (unit-linked contracts)	€3.0m
Interest income (unit-linked contracts)	€0.4m
Life insurance revenues	€6.8m
Expenses related to insurance activities (unit-linked contracts)	€(3.4m)
Life insurance revenues (excl. unit linked impact)	€3.4m
Expenses related to insurance activities	€(2.0m)
Life insurance net revenue	€1.4m

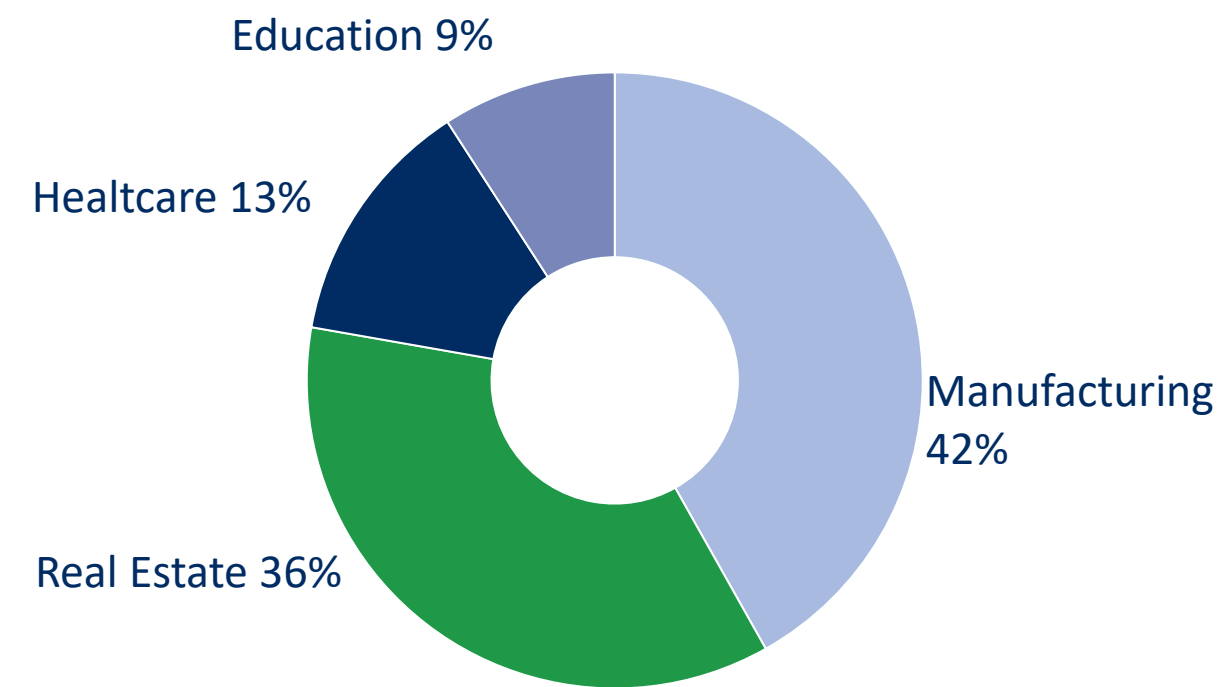
While investment returns and expenses on unit-linked contracts are passed through to policyholders, insurance companies under IFRS 17 are required to recognise this income and expenses on gross basis in its financial statements (net impact is zero)

Robust Loan Portfolio

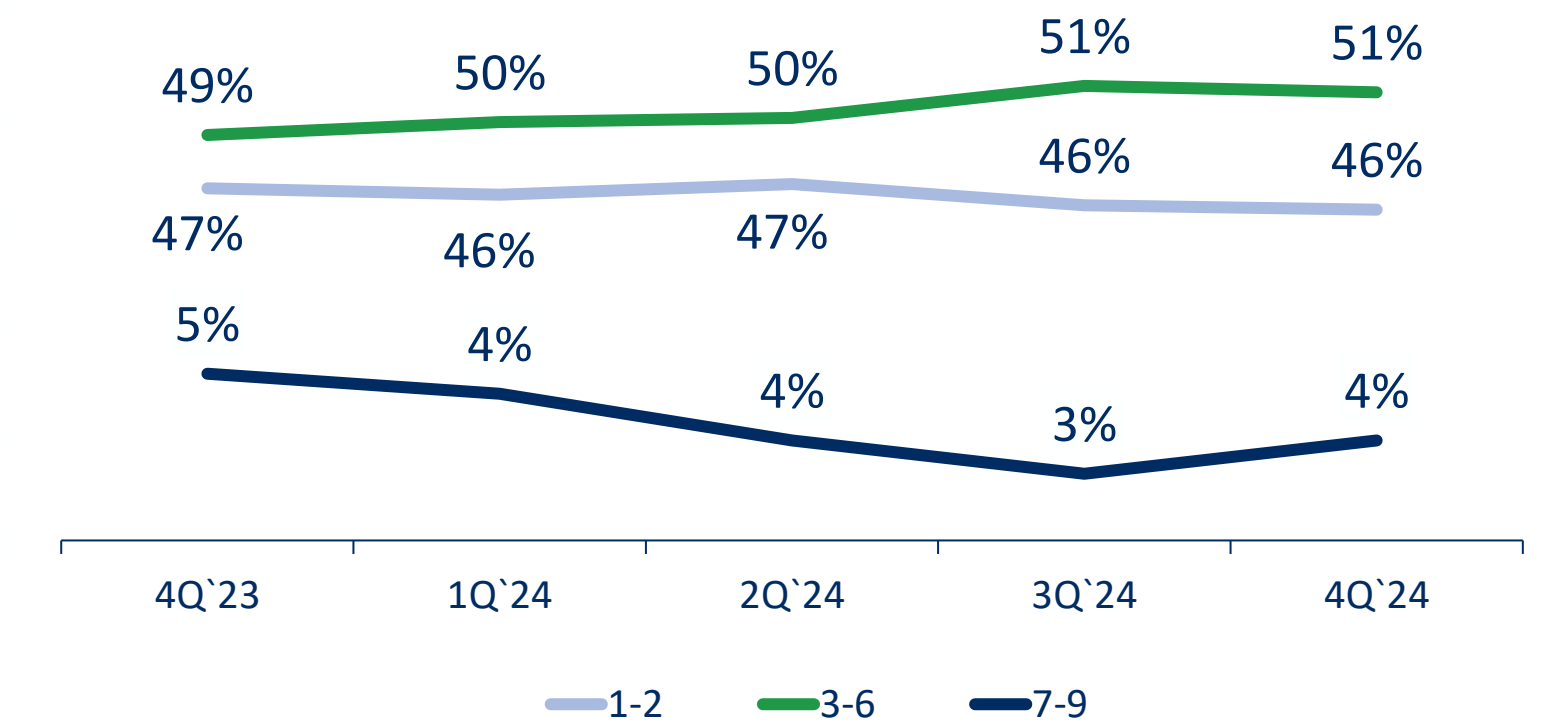
Loan Portfolio Rate Type



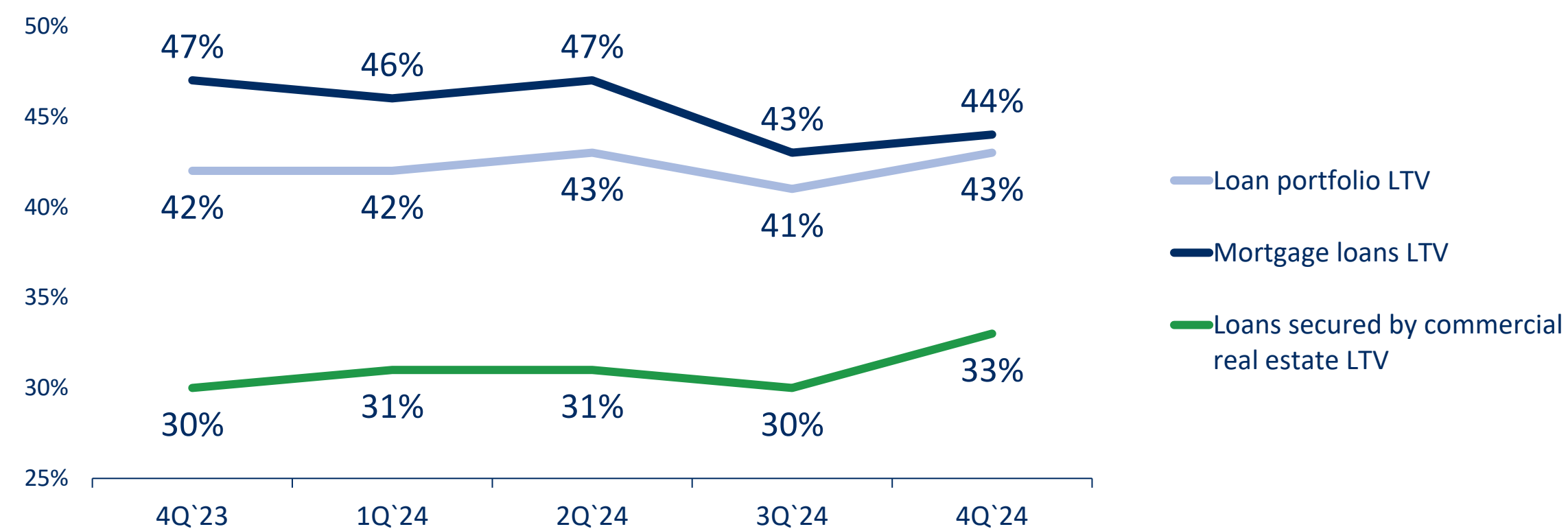
Top 10 Loans by Sector¹



Loan Book Split by Risk Groups



Low LTV Ratios Remains Relatively Stable



Loan Book Collateralization

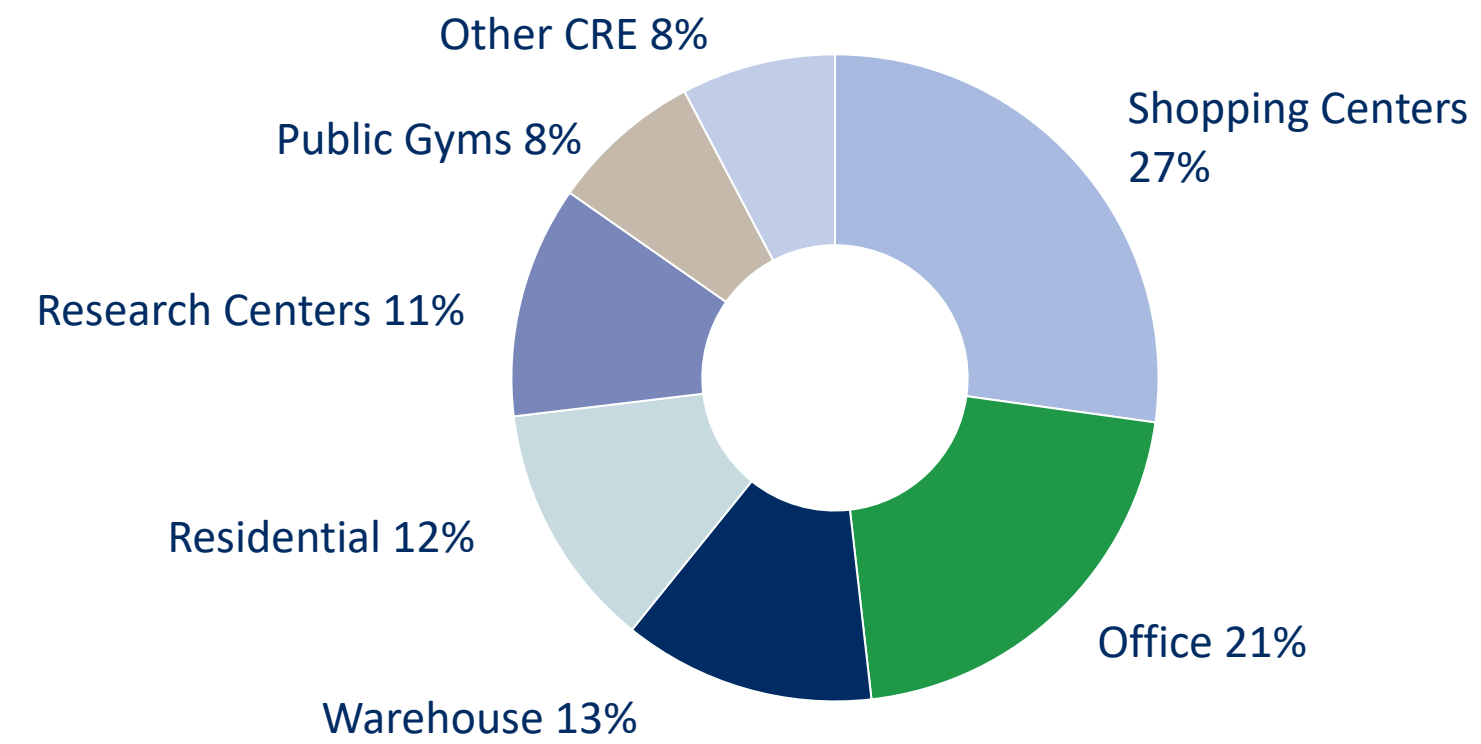
	4Q'23	1Q'24	2Q'24	3Q'24	4Q'24
Loan volume covered by collateral	86%	86%	86%	86%	87%
<i>Of which: LTV from 0 to 30</i>	14%	14%	14%	14%	15%
<i>Of which: LTV from 30 to 70</i>	49%	51%	50%	49%	50%
<i>Of which: LTV more than 70</i>	23%	21%	22%	23%	21%
Mortgage loans covered by collateral	100%	100%	100%	100%	100%
<i>Of which: LTV from 0 to 30</i>	10%	11%	10%	13%	13%
<i>Of which: LTV from 30 to 70</i>	47%	51%	50%	50%	49%
<i>Of which: LTV more than 70</i>	42%	38%	40%	37%	38%
Loans not covered by collateral (excluding consumer)	14%	14%	14%	14%	13%

Notes:
(1) Top 10 Loans excluding loans to government are 11% of total loan book

Conservative and diversified CRE portfolio

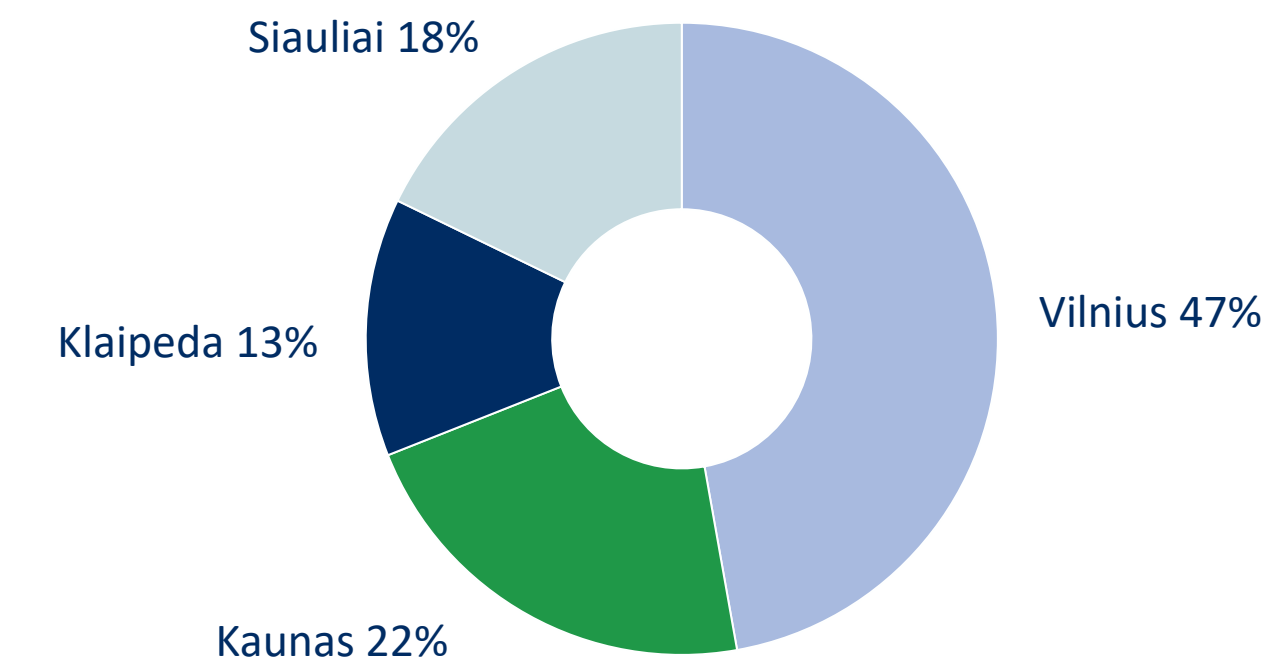
CRE: Underlying Property Types

Top 20 Corporate Real Estate Client Breakdown by Asset Class



CRE: High Geographic Diversification

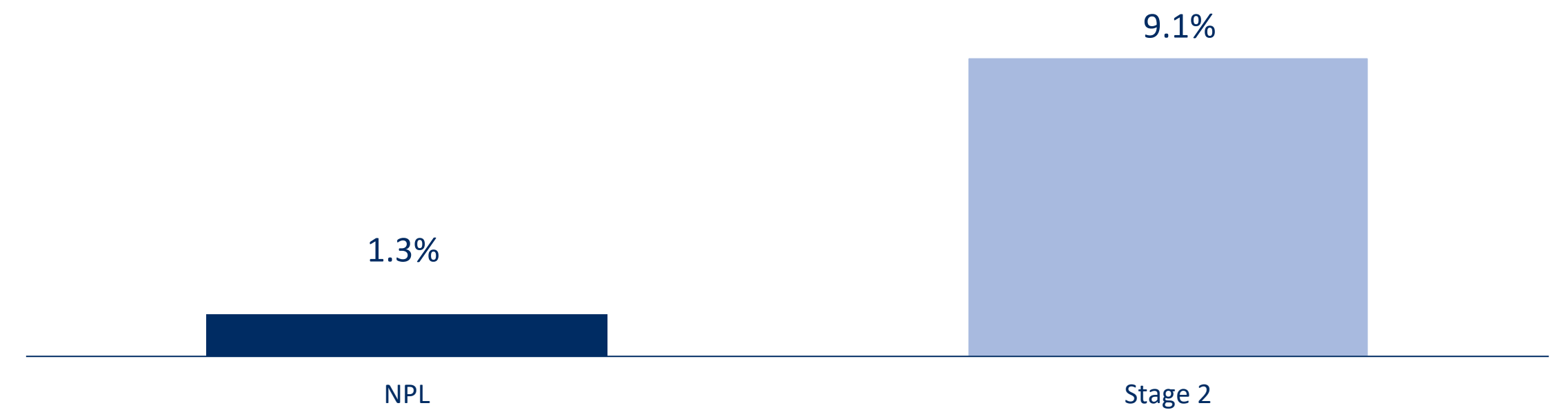
CRE Split by Region (Q4`24)



CRE Portfolio Defined by Low LTV Ratios (Q4`24)

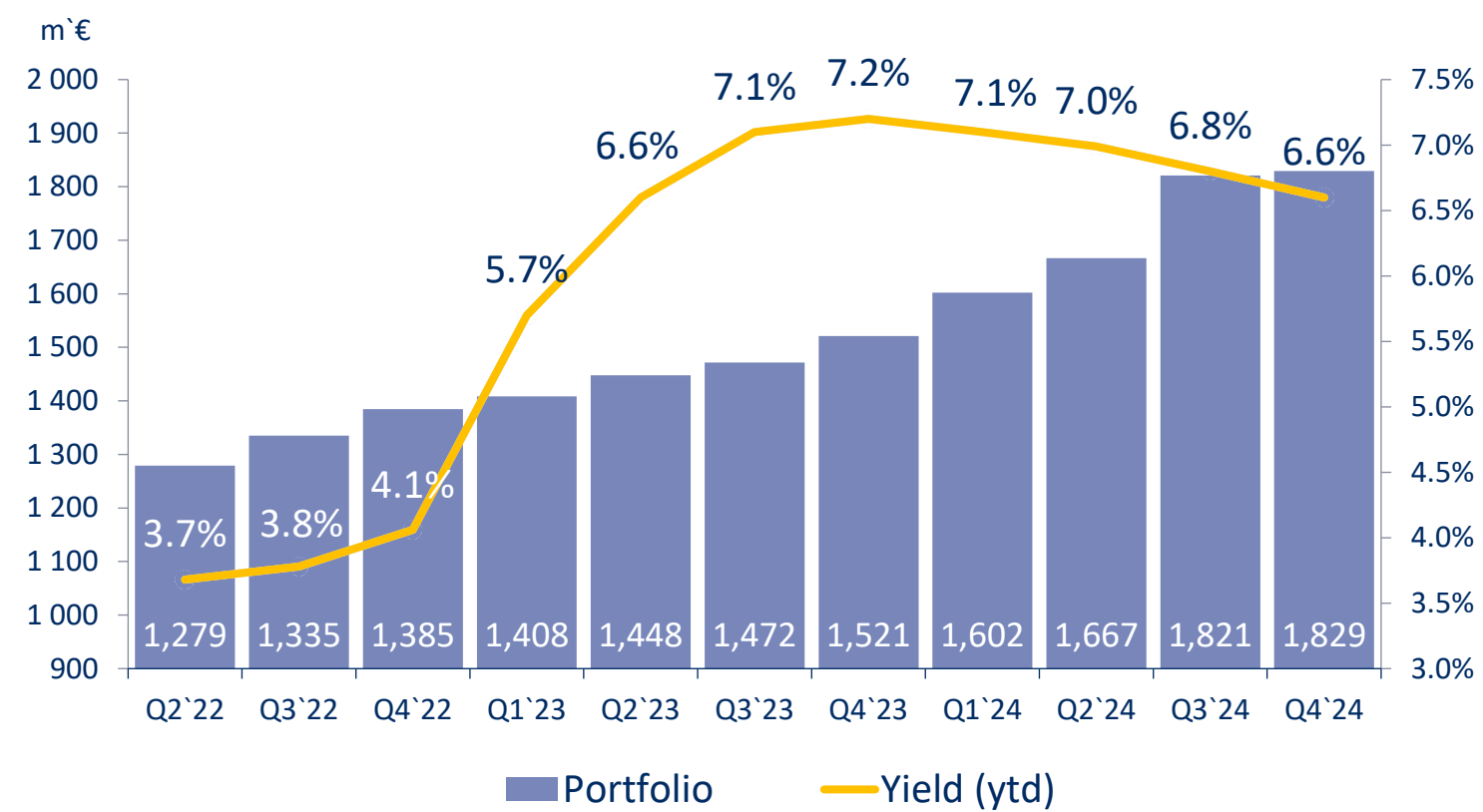


Low NPL Levels Across CRE Loans (Q4`24)

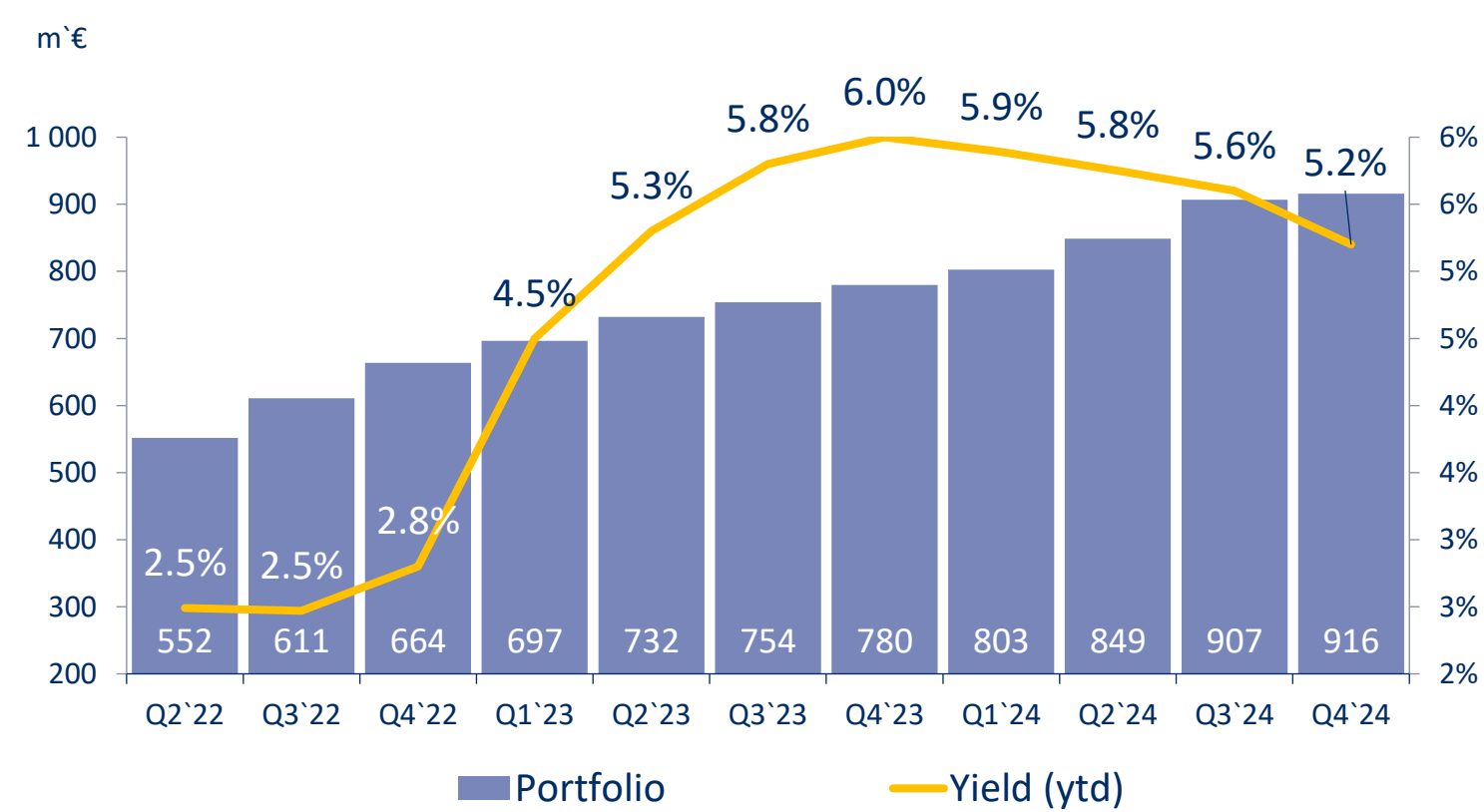


Loan Portfolio Segments Performance

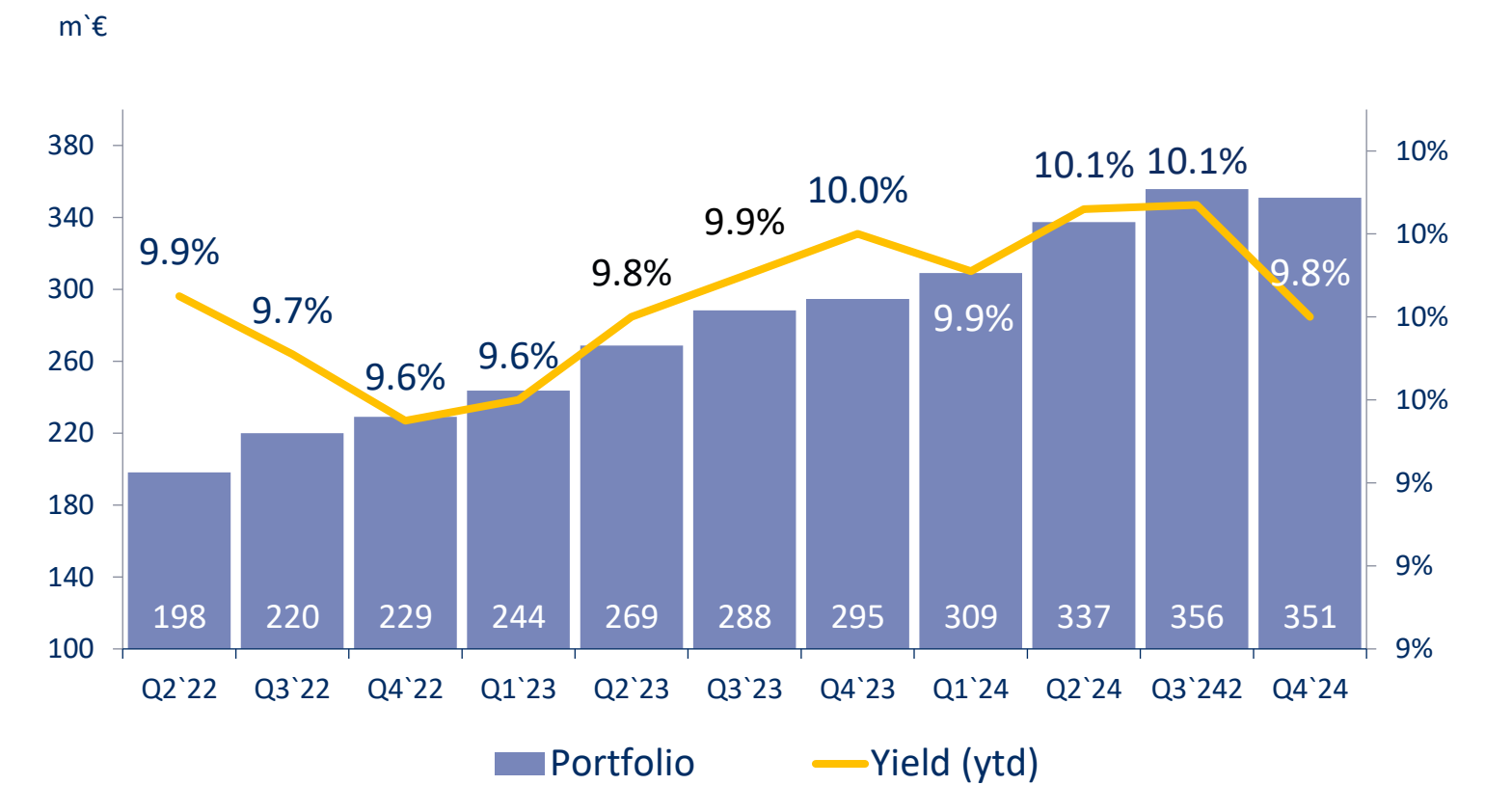
Corporate Lending – Portfolio¹



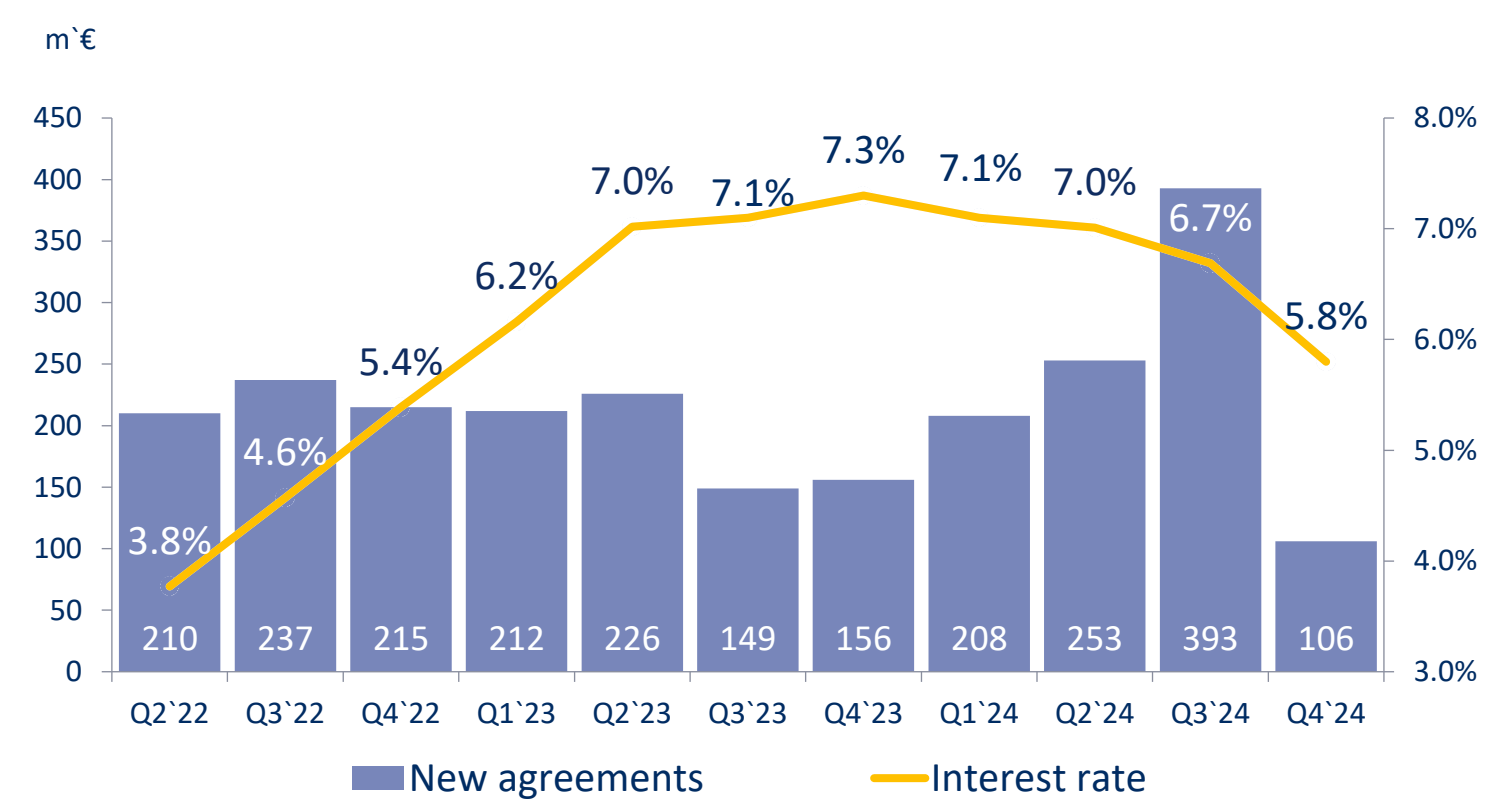
Mortgage – Portfolio



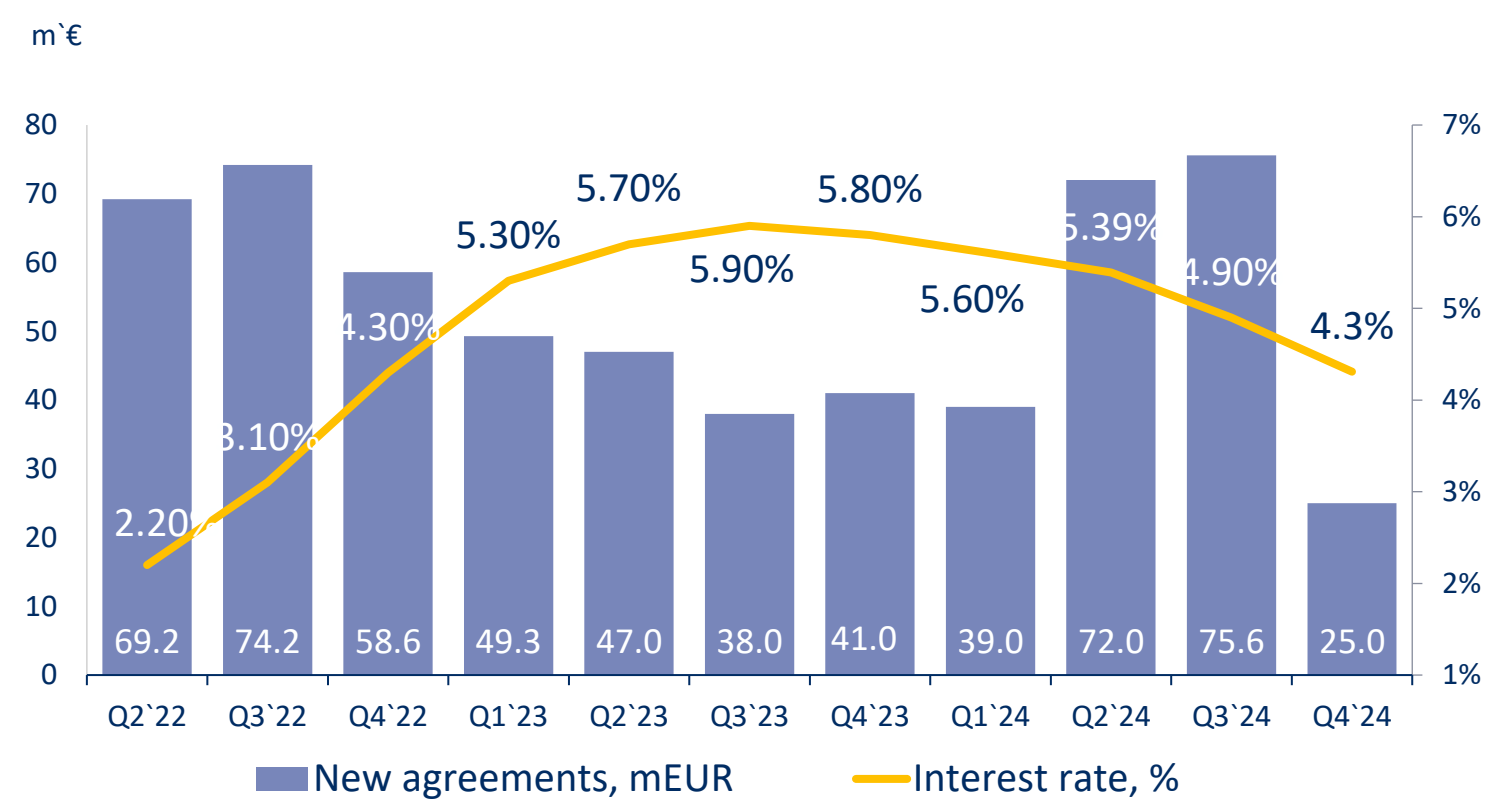
Consumer Financing – Portfolio



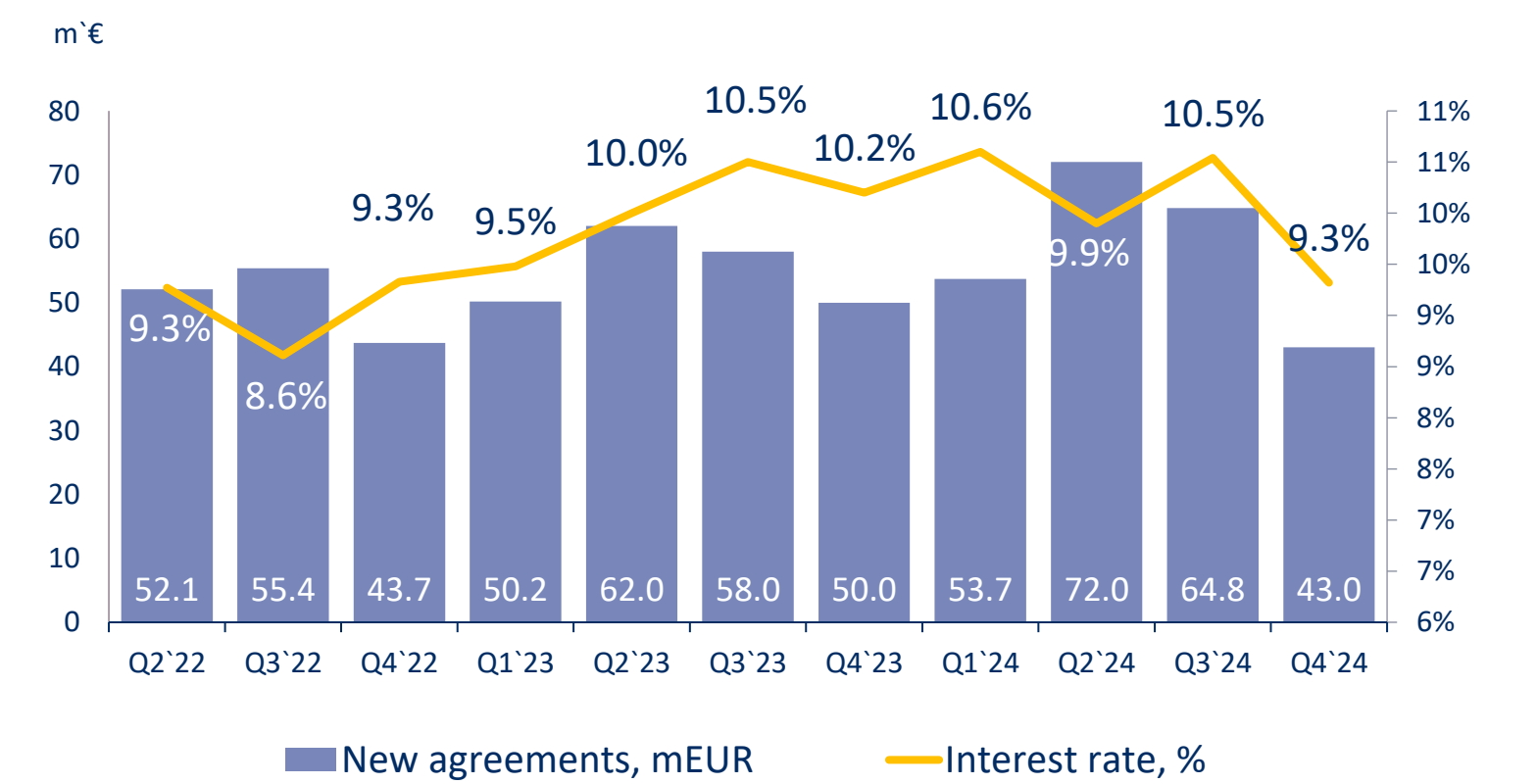
Corporate Lending – New Agreements Signed^{1/2}



Mortgage – New Agreements Signed



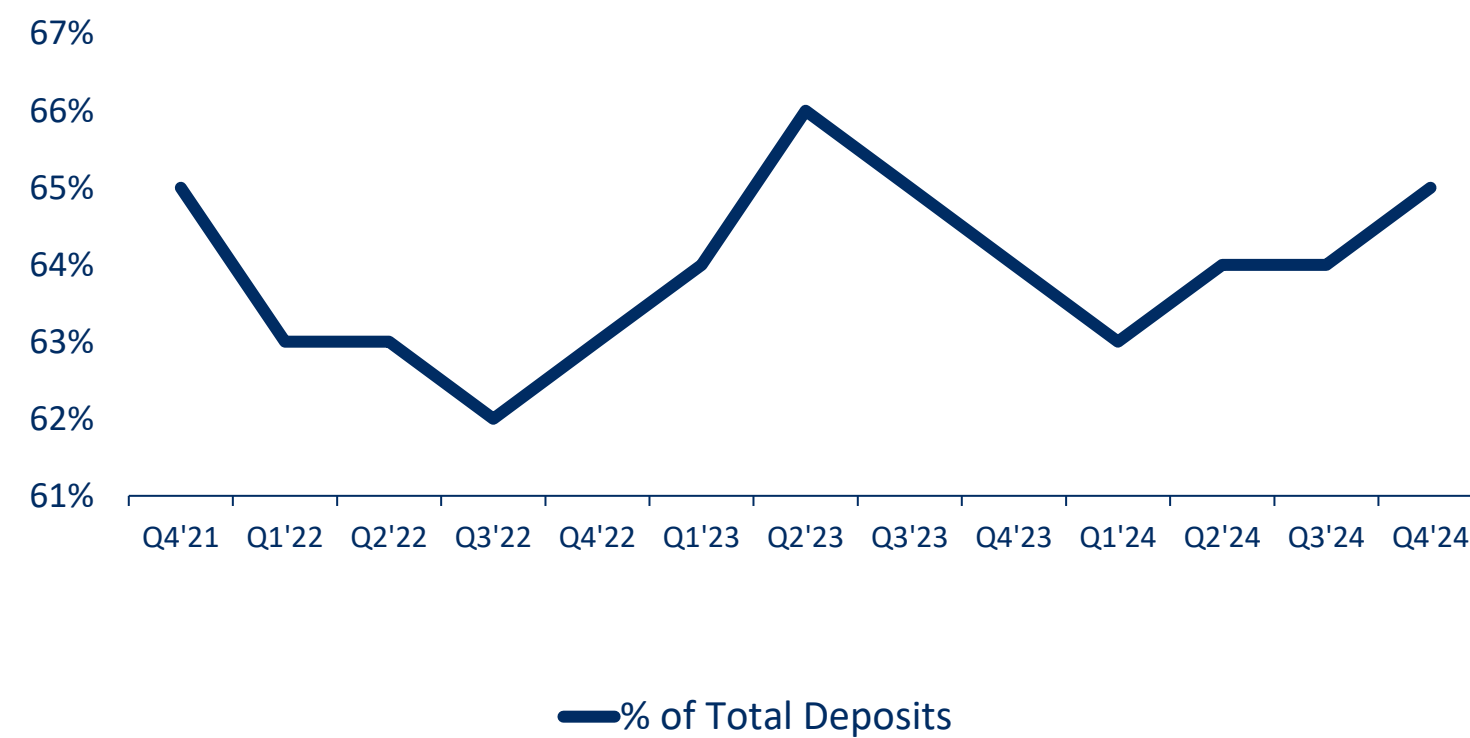
Consumer Financing – New Agreements Signed



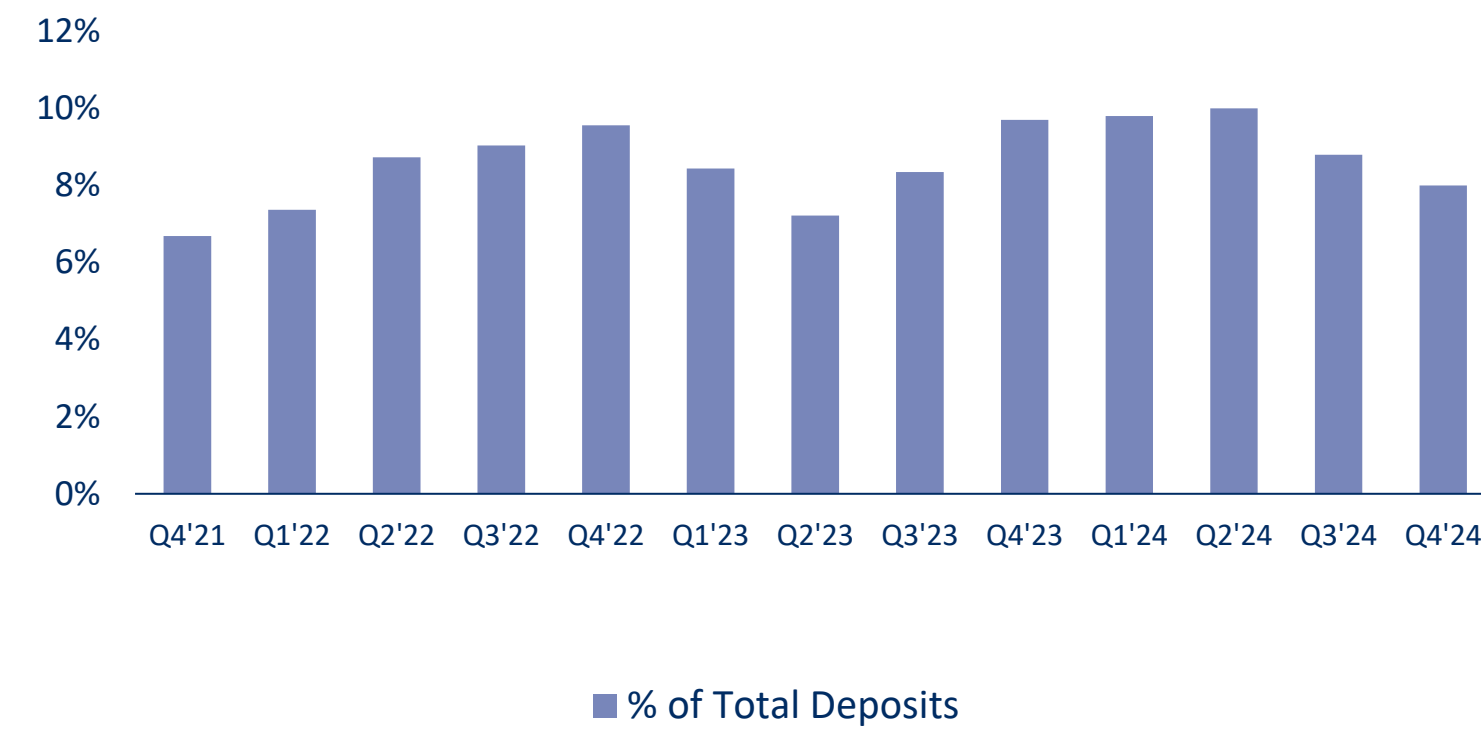
Notes: (1) Includes Financial Institutions (previously allocated to Other segment).
(2) Excluding renovation financing

Sticky Local Deposits

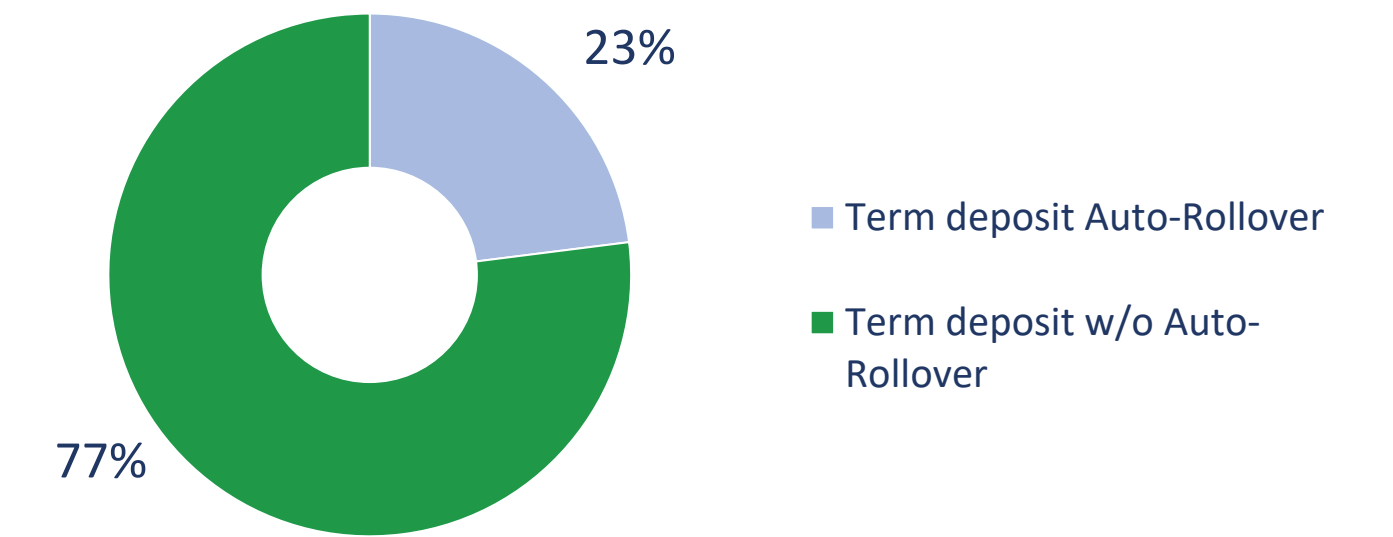
Share of Insured Deposits



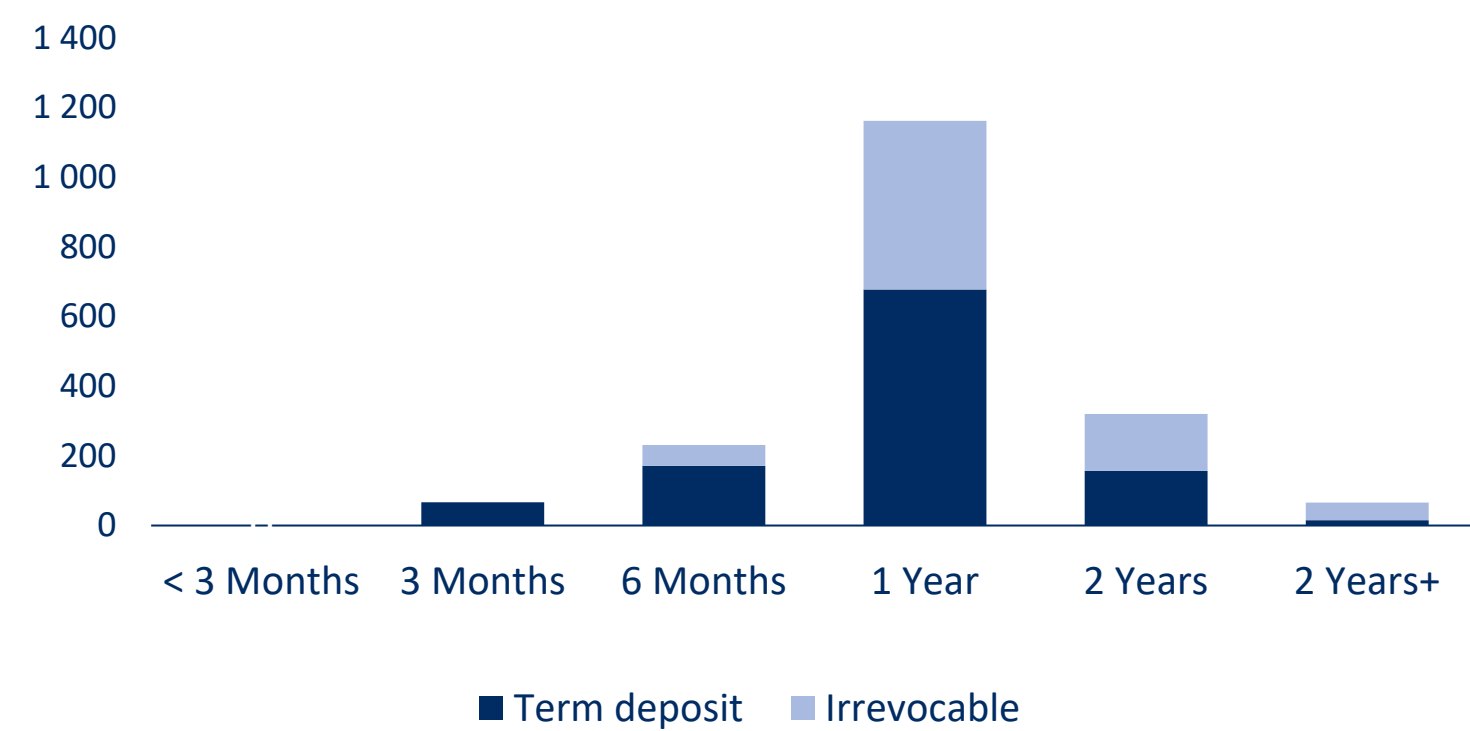
Top 10 Depositors¹



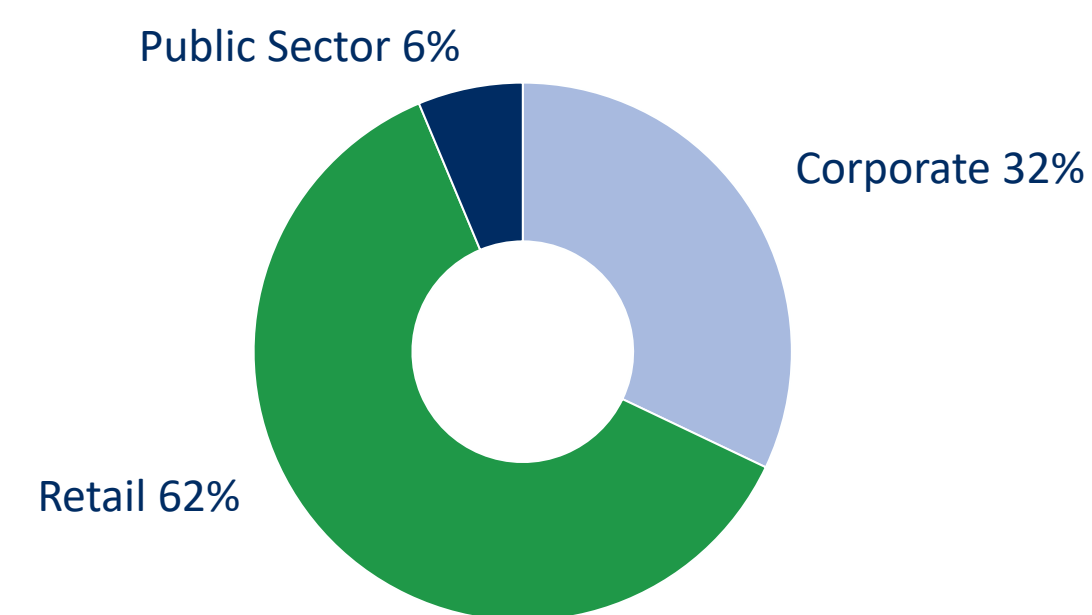
Term Deposits with Auto-Rollover (Dec-24)



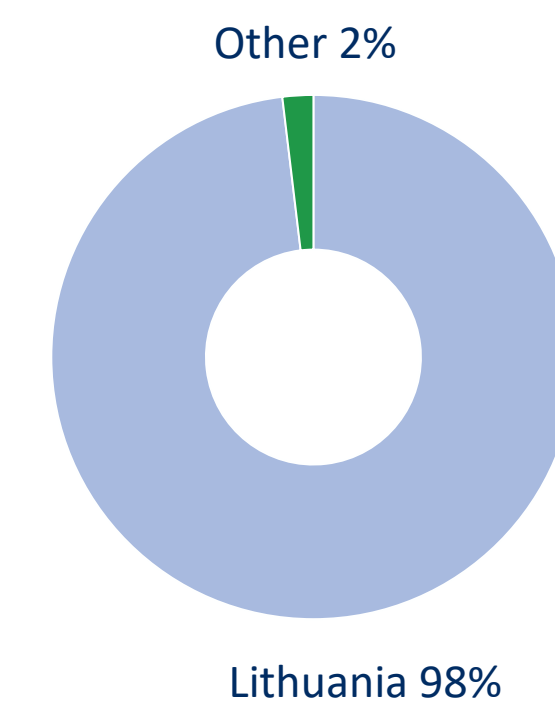
Term Deposits by Maturity (€`m) (Dec-24)



Deposits by Client Type (Dec-24)



Deposits by Client Location (Dec-24)



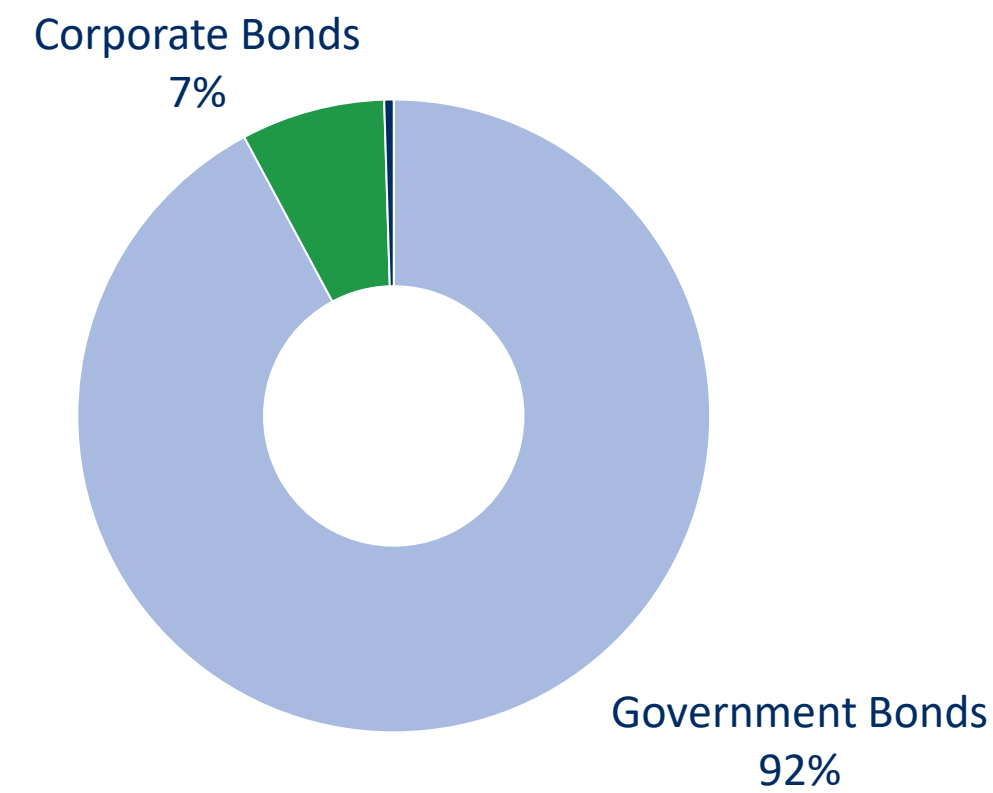
Source: Company disclosure

(1) Out Of Top 10 Depositors 35% is public sector, 13% SB Modernizavimo Fondas, 52% Corporate Clients

Solid Liquidity Position

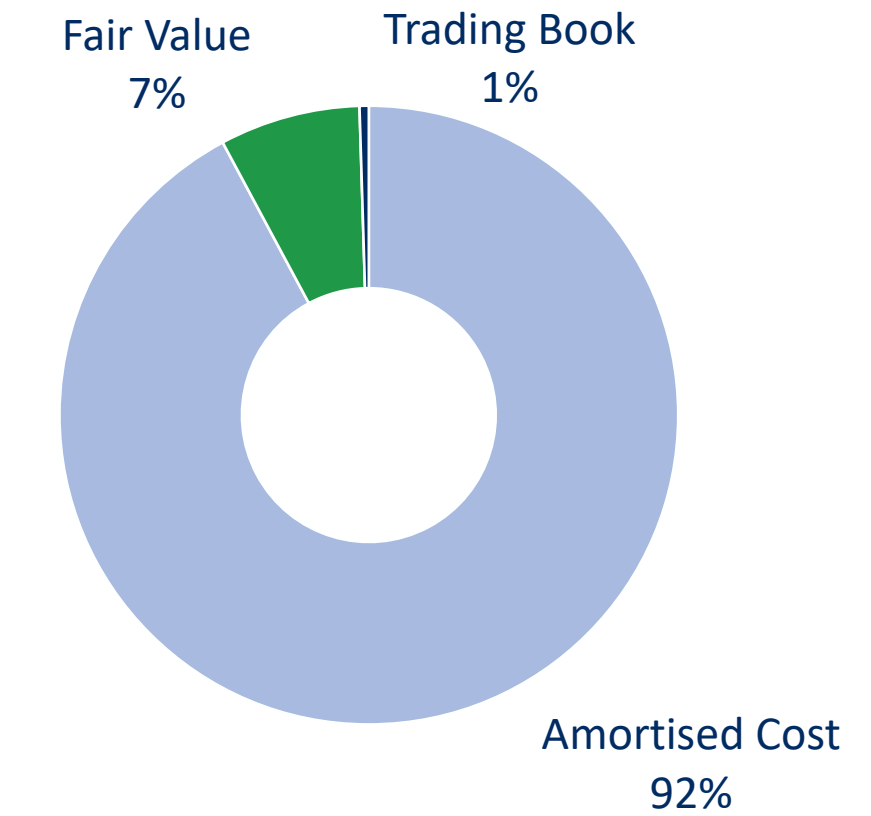
Securities Portfolio (Q4`24)

By Security Type, Bank-only



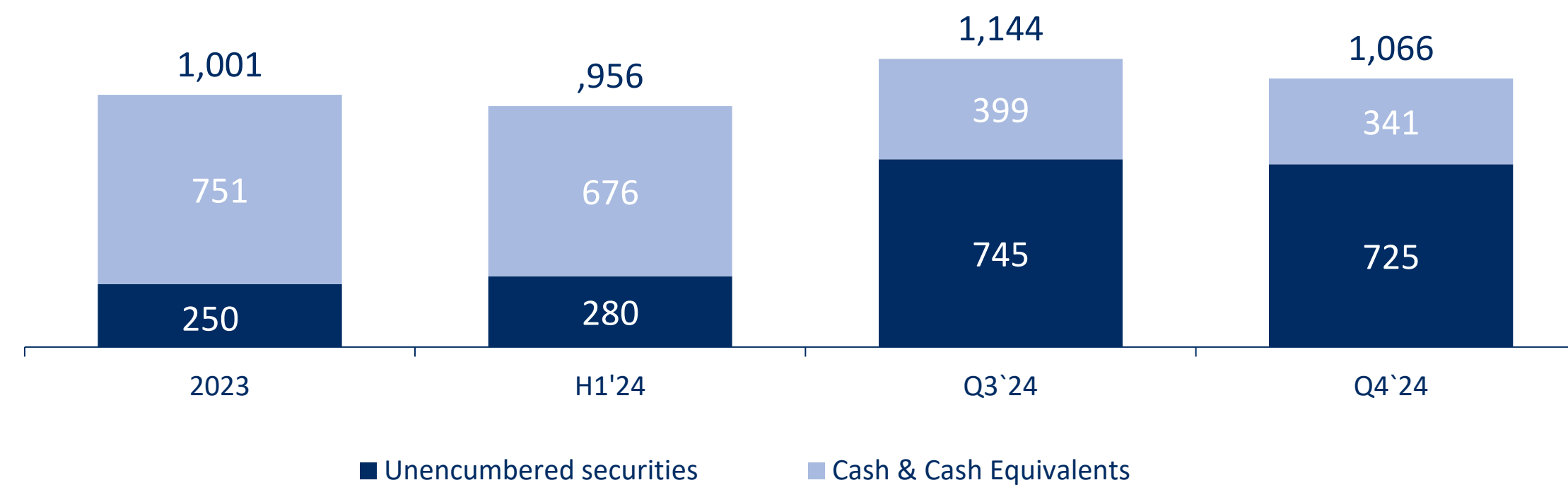
Securities Portfolio (Q4`24)

By Accounting Method, Bank-only



Liquid Assets (€`m)

Group Figures



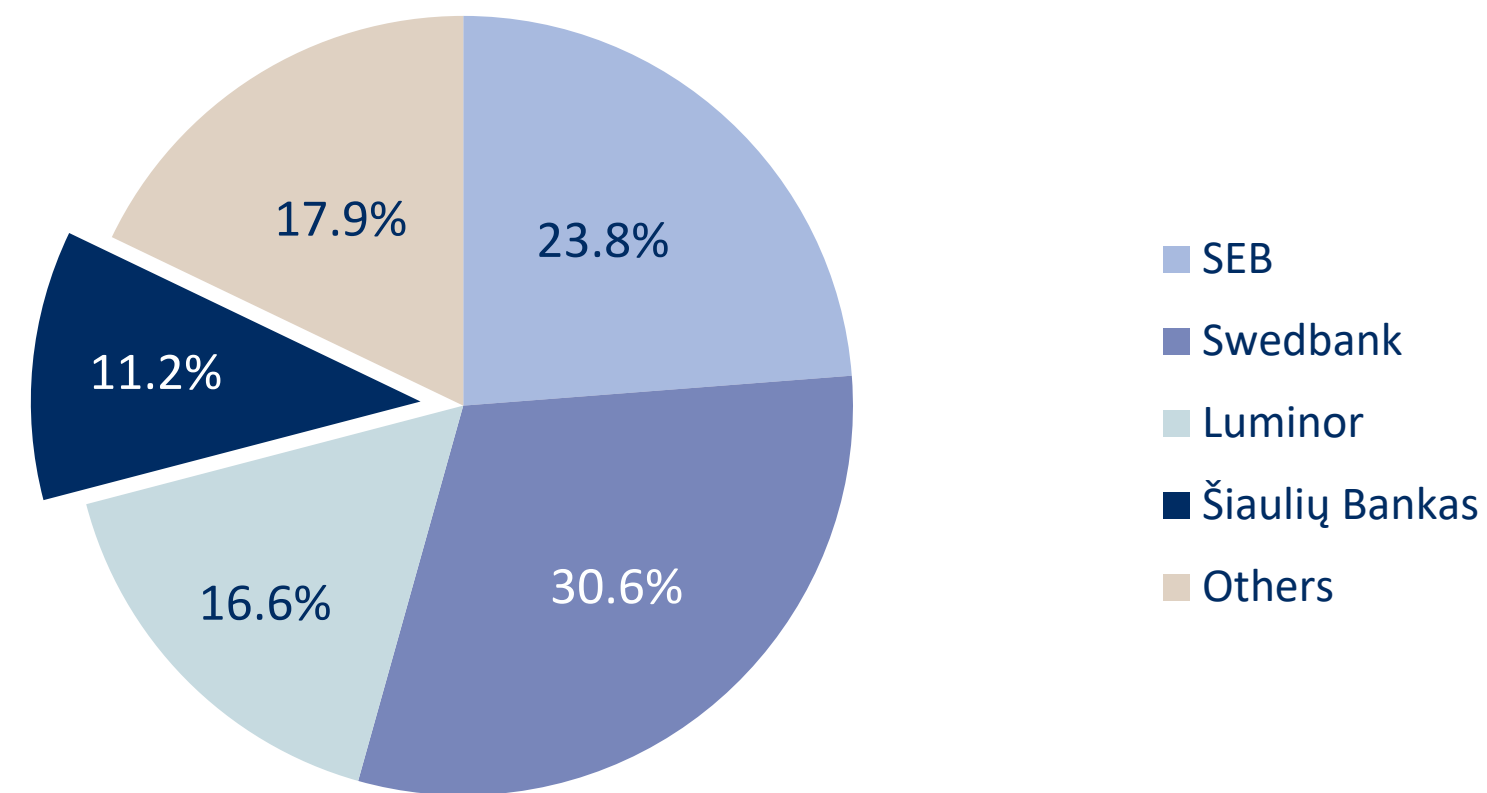
Strong Liquidity Position (Q4`24)

Group Figures

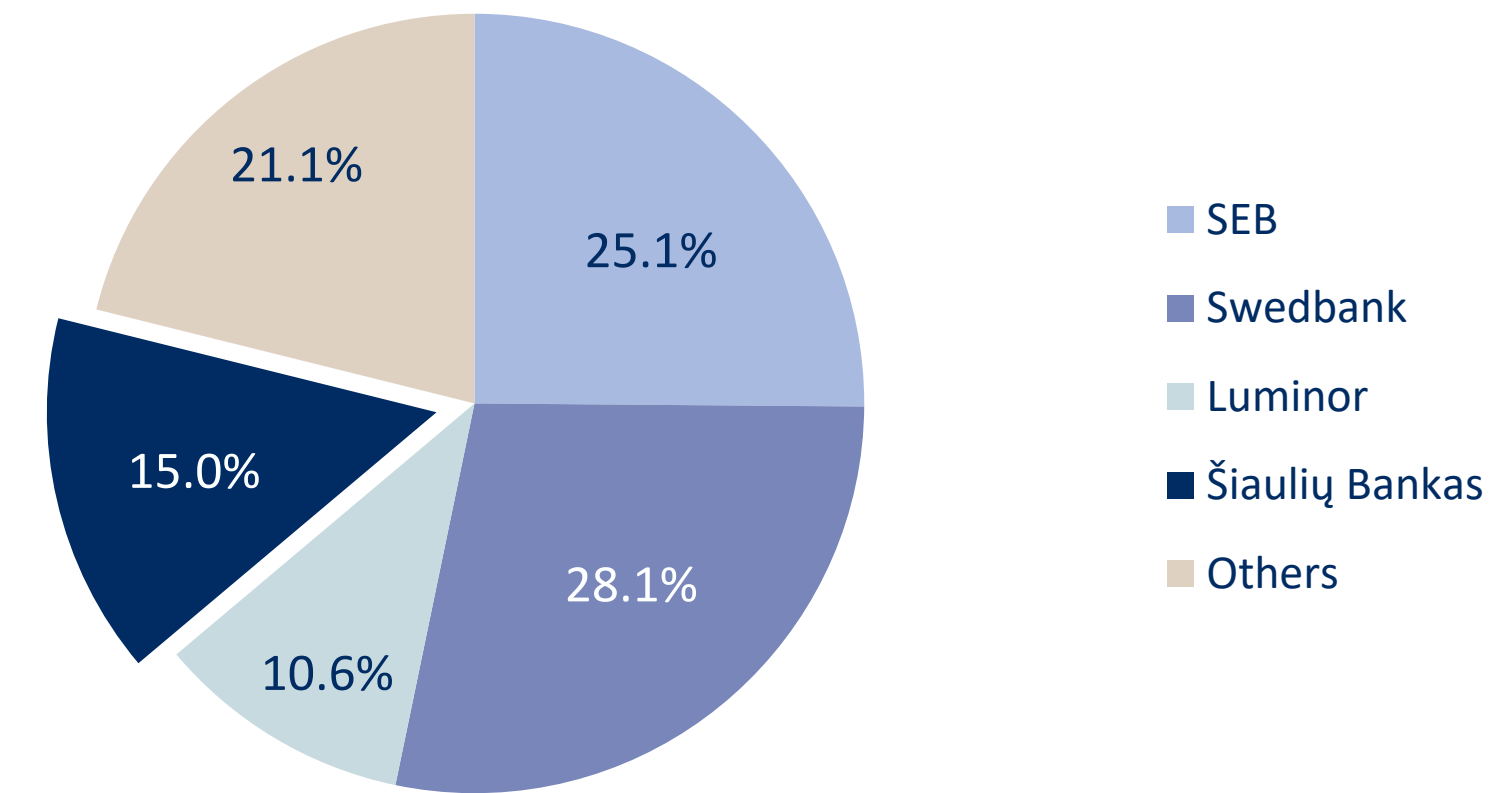


Šiaulių Bankas Market Share in Lithuania

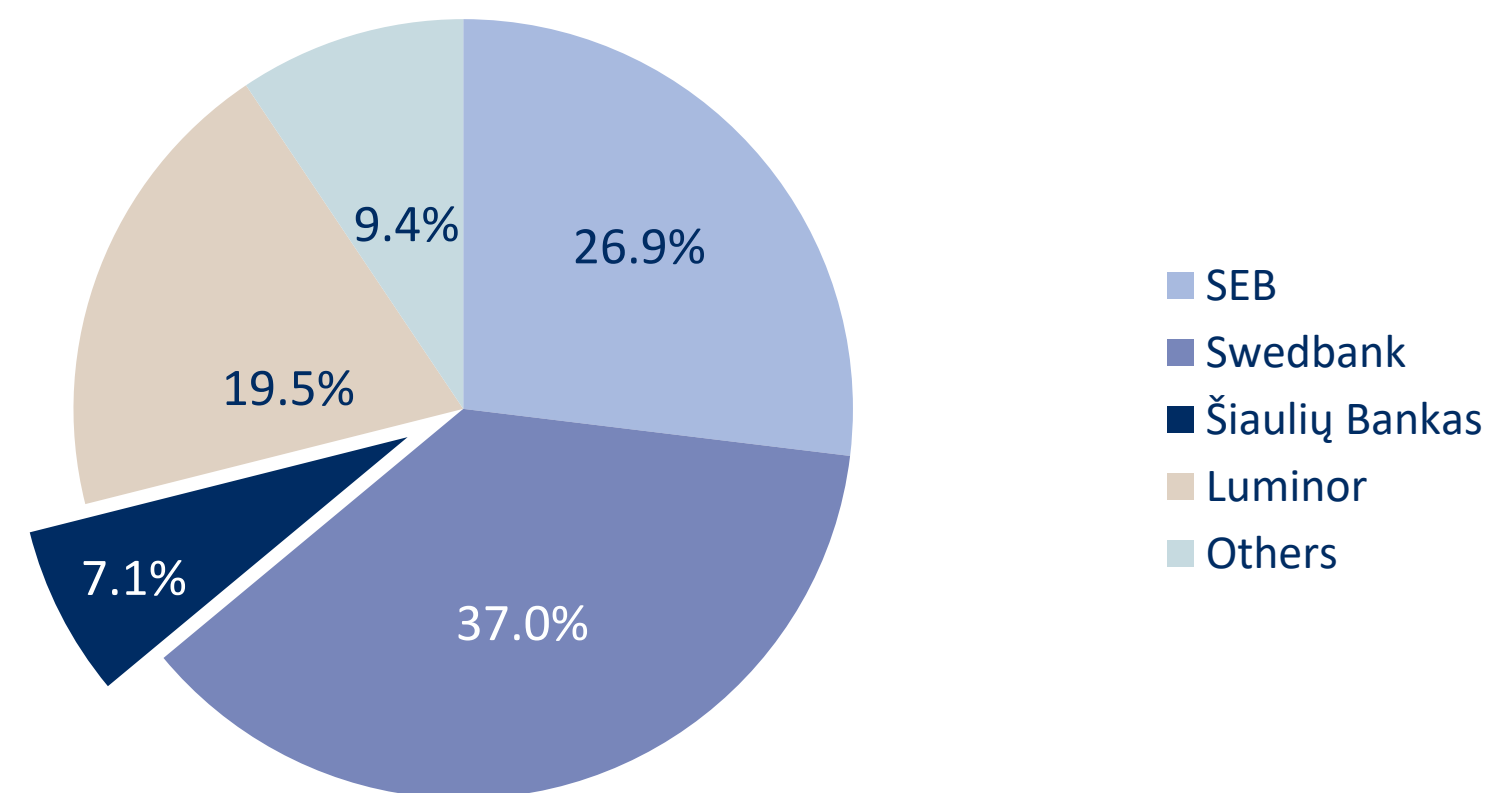
Loan Portfolio Market⁽¹⁾



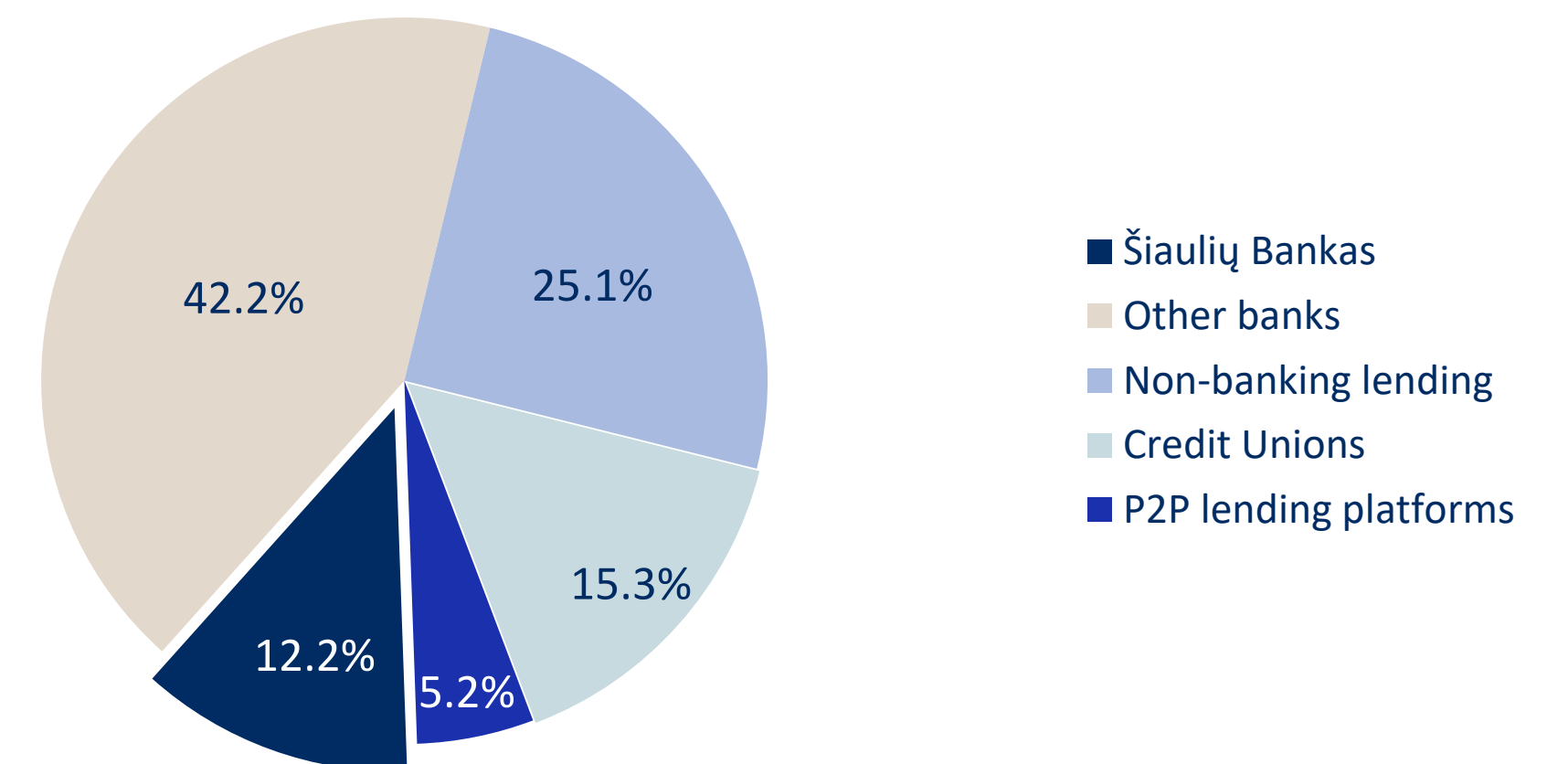
Corporate Lending⁽¹⁾



Mortgage⁽¹⁾



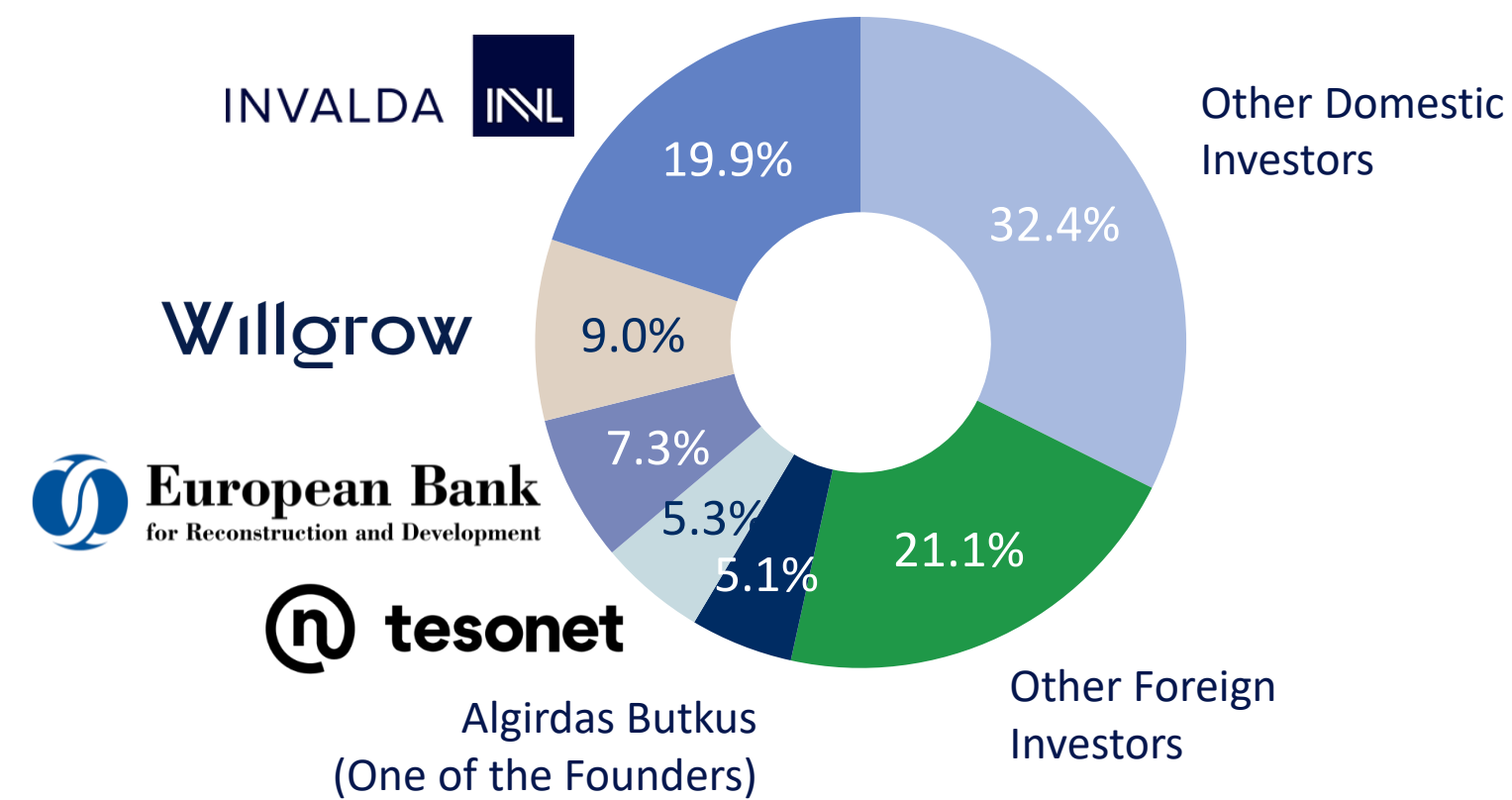
Consumer Financing⁽¹⁾



Notes: (1) Market share statistics as of September 2024
Source: Bank of Lithuania (BoL) and Lithuanian Banking Association (LBA)

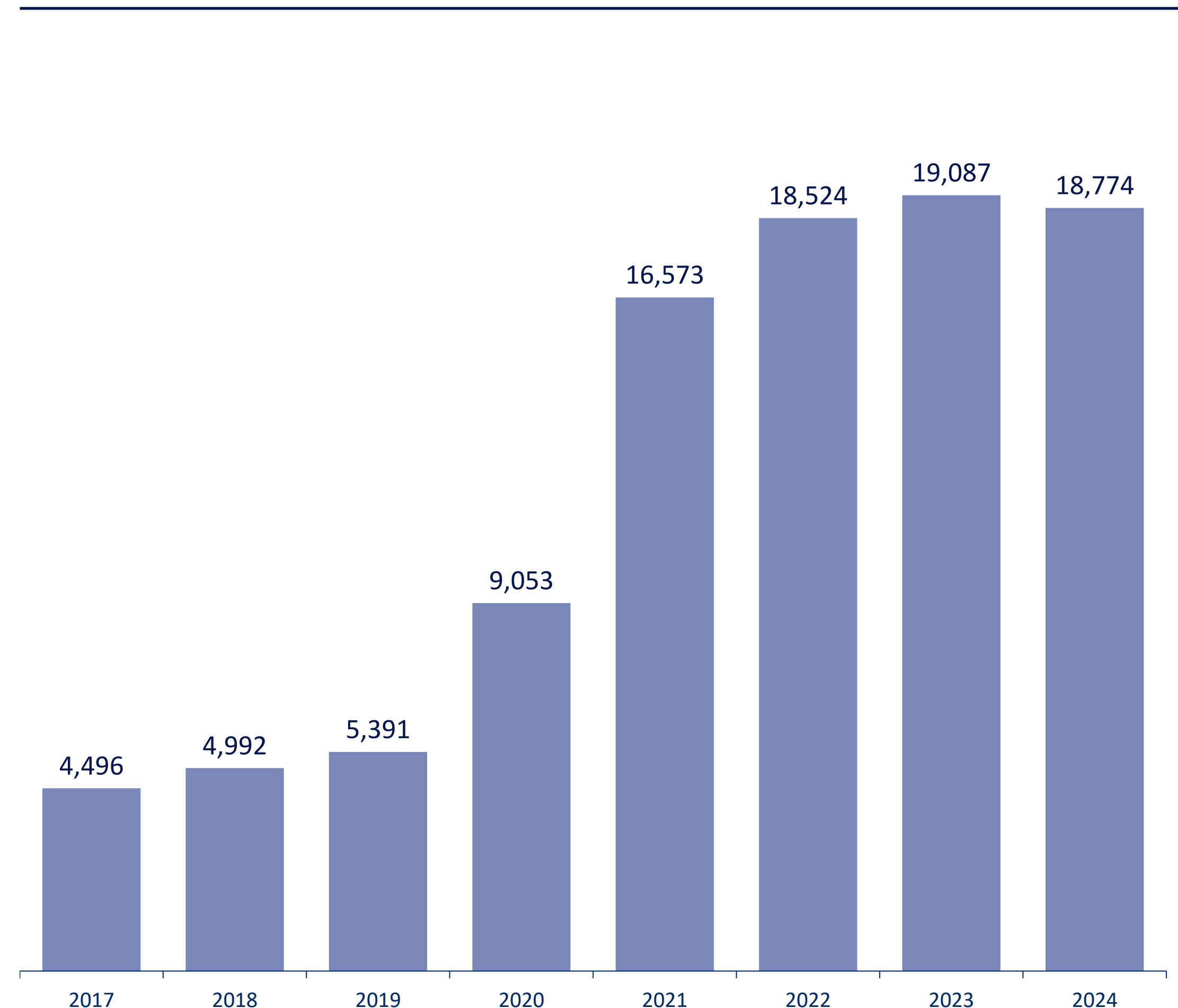
Group Shareholder Structure

Shareholder Structure (Dec`24)

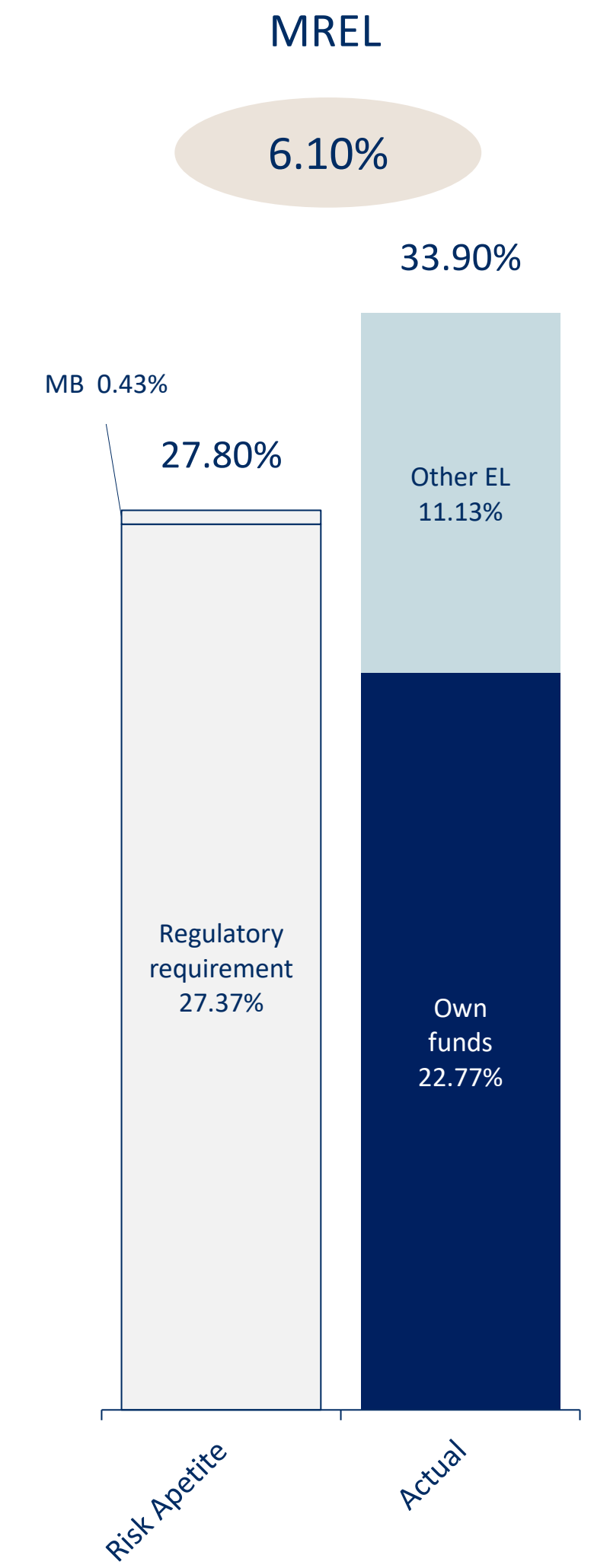
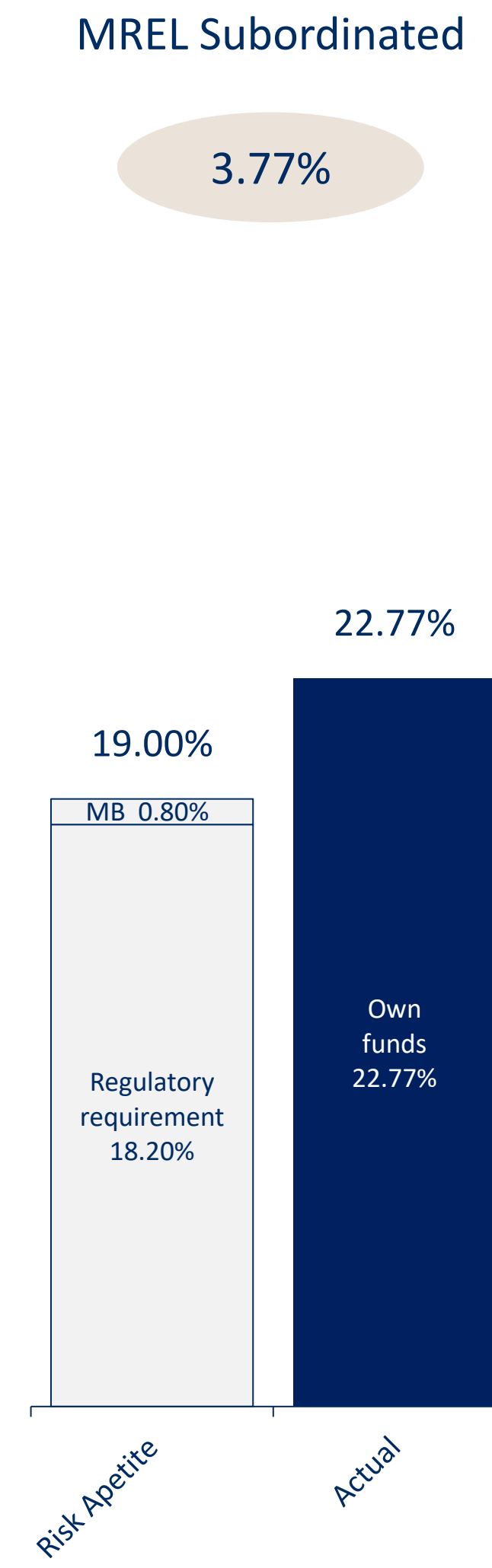
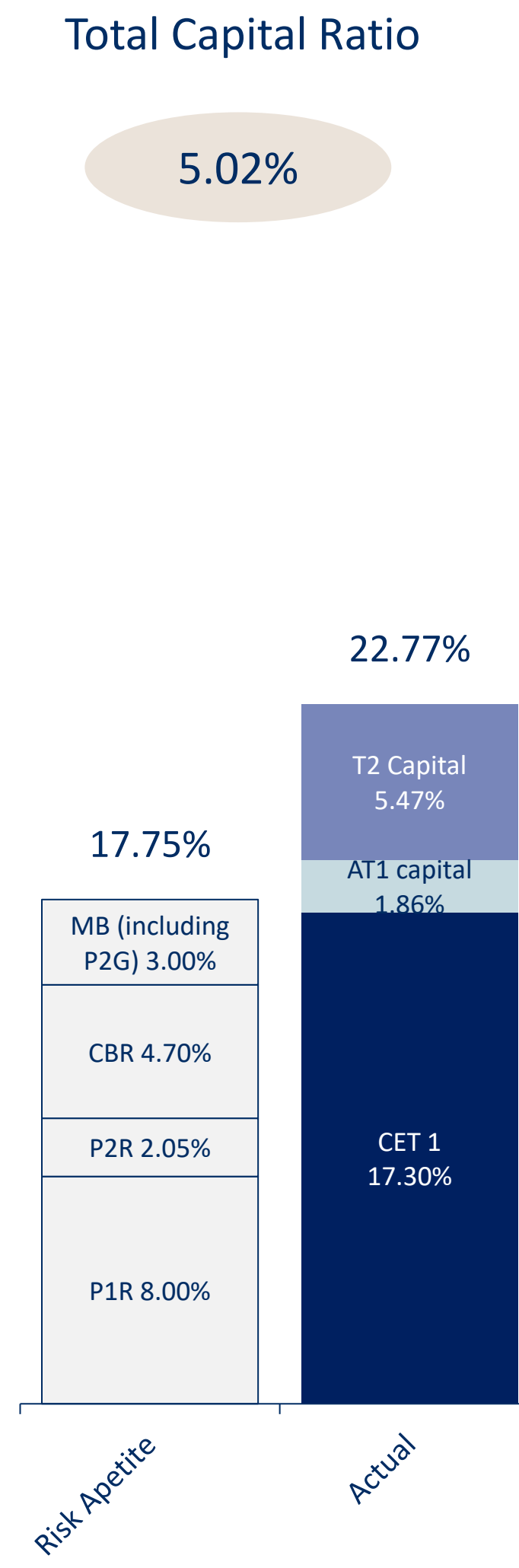
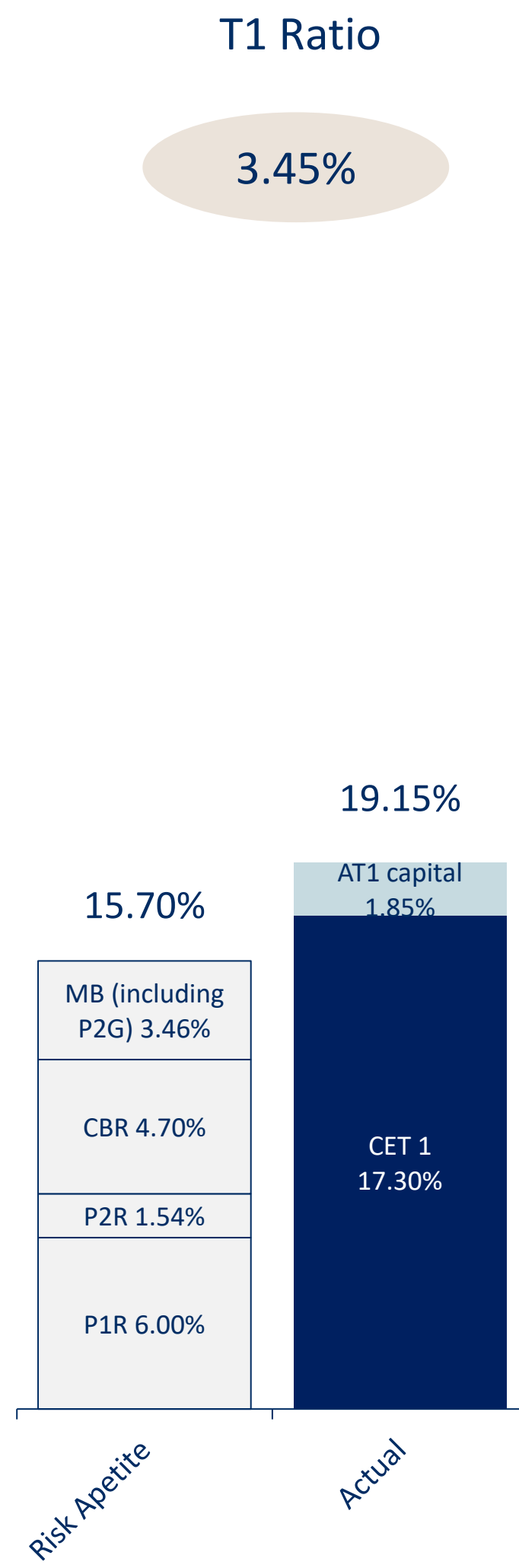
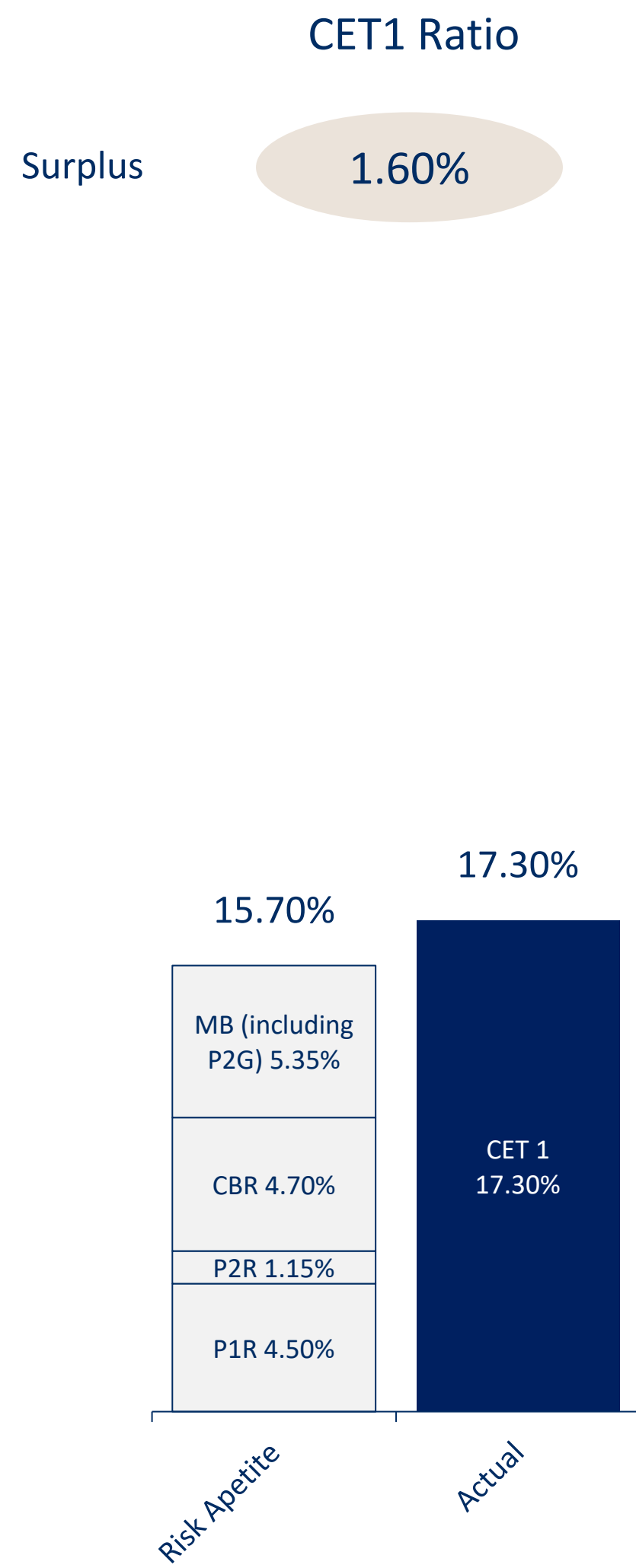


INVALIDDA	Listed Baltic asset management group established in 1991 and currently managing around €1bn AUM
Willgrow	Family office investing surplus capital of Girteka (Europe`s leading asset-based road transportation company with >€2bn yearly turnover)
European Bank	Multilateral developmental investment bank with >€70bn AUM using investment as a tool to build market economies
tesonet	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



Capital Ratios and Requirements 2024



Successful AT1 Issuance

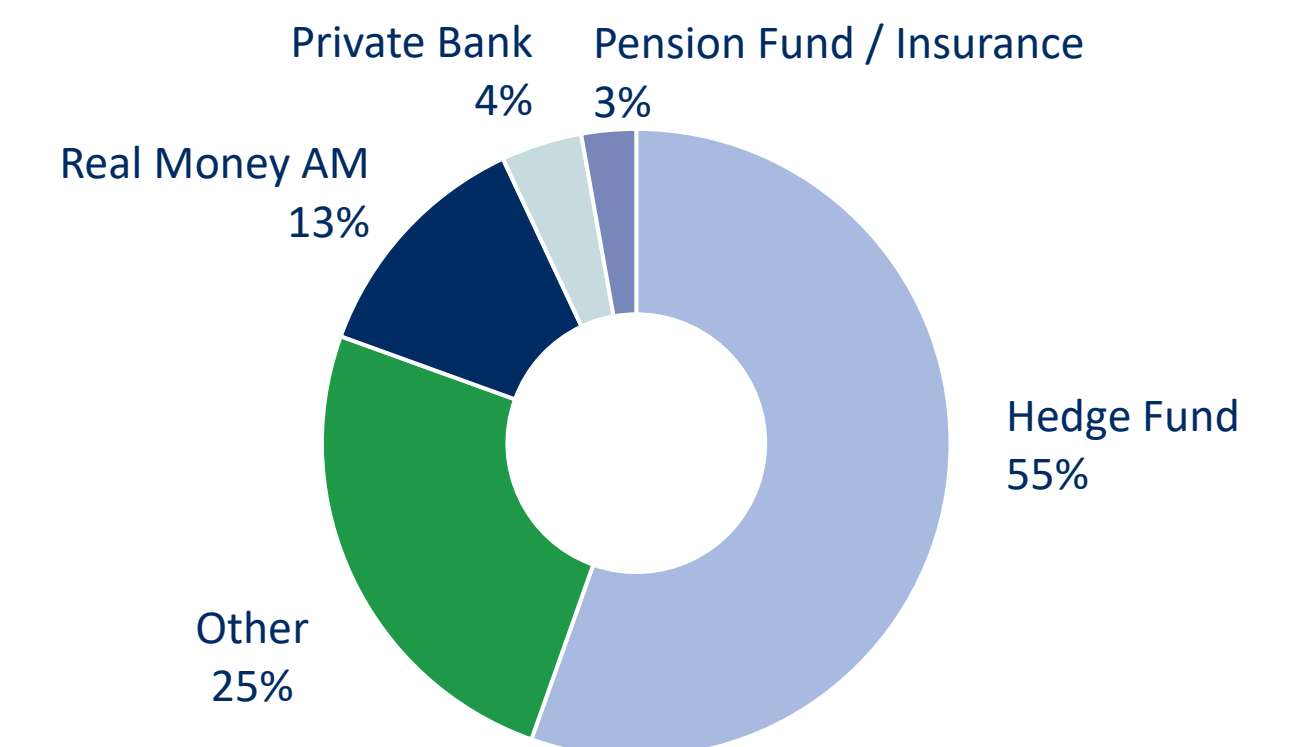
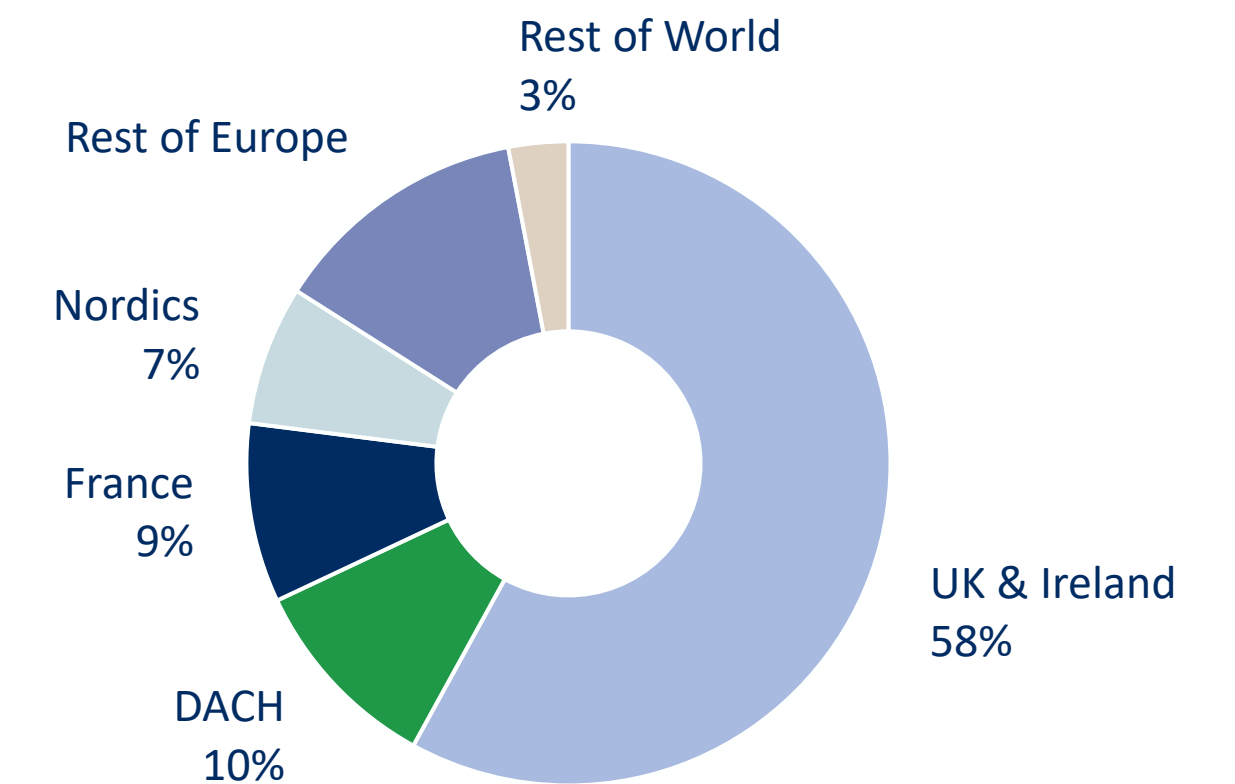
Transaction Summary

- AT1 transaction for Šiaulių bankas (Ticker: SABLLH)
- Inaugural AT1 transaction in Lithuania
- PerpNC5 €50 million
- The annual fixed rate coupon on the notes up to the reset date of 8.75 %
- Goldman Sachs Bank Europe SE acting as a Sole Bookrunner

Rationale

- Contribute towards the implementation of the bank's strategic plan
- Further optimise and enhance the bank's capital structure
- Contribute to the compliance of current and future capitalization targets
- Diversify the group's investor base and enhance the Bank's profile in the international markets
- Further improve the bank's liquidity and capital position, facilitating ability to expand balance sheet









Diversified Pool of Investors



Debt Securities in Issue

Type	ISIN Code	Volume of Issue	Interest rate	Maturity	Issue date	Currency
Senior Preferred	XS2887816564	300,000,000	4.85%	Dec 5, 2028	Sep 5, 2024	EUR
Subordinated	LT0000404287	20,000,000	6.15%	Dec 23, 2029	Dec 20, 2019	EUR
Subordinated	LT0000407751	50,000,000	10.75%	Jun 22, 2033	Jun 12, 2023	EUR
Subordinated	LT0000409013	25,000,000	7.70%	May 22, 2034	May 22, 2024	EUR
AT1	XS2922133363	50,000,000	8,75%	Oct 17, 2029	Oct 17, 2024	EUR

Management Board

	<p>Vytautas Sinius</p> <ul style="list-style-type: none"> Chief Executive Officer of Šiaulių Bankas Chairman of the Management Board of Šiaulių Bankas 	<p>Šiaulių Bankas: 12 years</p> <p>Financial Industry: 25 years</p>		<p>Daiva Šorienė</p> <ul style="list-style-type: none"> Head of Corporate Clients Deputy Chief Executive Officer of Šiaulių Bankas 	<p>Šiaulių Bankas: 25 years</p> <p>Financial Industry: 30 years</p>
	<p>Donatas Savickas</p> <ul style="list-style-type: none"> Chief Financial Officer of Šiaulių Bankas Deputy Chief Executive Officer of Šiaulių Bankas 	<p>Šiaulių Bankas: 25 years</p> <p>Financial Industry: 25 years</p>		<p>Mindaugas Rudys</p> <ul style="list-style-type: none"> Head of Service Development Division at Šiaulių Bankas 	<p>Šiaulių Bankas: 13 years</p> <p>Financial Industry: 23 years</p>
	<p>Laura Križinauskienė</p> <ul style="list-style-type: none"> Head of Private Clients Former CEO of INVL Asset Management 	<p>Šiaulių Bankas: 1 year</p> <p>Financial Industry: 20 years</p>		<p>Algimantas Gaulia</p> <ul style="list-style-type: none"> Chief Risk Officer 	<p>Šiaulių Bankas: 11 years</p> <p>Financial Industry: 22 years</p>
	<p>Tomas Varenbergas</p> <ul style="list-style-type: none"> Head of Investment Clients Chairman of the Board of SB Asset Management Chairman of the Board of SB Draudimas 	<p>Šiaulių Bankas: 8 years</p> <p>Financial Industry: 16 years</p>		<p>Agnė Duksienė</p> <ul style="list-style-type: none"> Chief Compliance Officer 	<p>Šiaulių Bankas: 2 years</p> <p>Financial Industry: 15 years</p>

Board of Directors (Supervisory Council)



Valdas Vitkauskas

- Chairman of the Supervisory Council of Šiaulių Bankas since August 2022
- Member of the Supervisory Council of Šiaulių 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 Šiaulių Bankas since January 2022



Gintaras Kateiva

- Chairman of the Board at Litagra
- Member of the Supervisory Council of Šiaulių 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 Šiaulių Bankas since February 2022



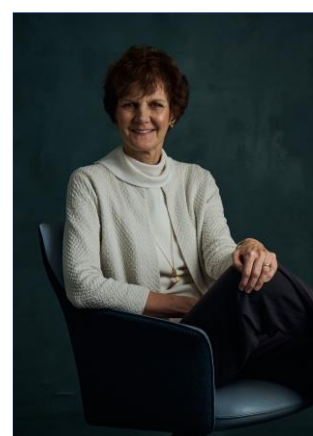
Darius Šulnis

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



Monika Nachyła

- 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 Šiaulių 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 Šiaulių Bankas since July 2020

Disclaimer

General

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