

## **ADDRESS BY THE PRESIDENT OF THE MANAGEMENT BOARD OF NOVA KREDITNA BANKA MARIBOR d.d. TO SHAREHOLDERS AND BUSINESS PARTNERS**

**Dear Shareholders and Business Partners,**

Please allow me to greet you first, and to introduce myself.

On 9 March 2012, the Supervisory Board of Nova Kreditna banka Maribor d.d. unanimously appointed me as the President of the Bank's Management Board for a period of five years. I was granted a licence by the Governing Board of the Bank of Slovenia to hold the office of President of the Bank's Management Board on 17 April 2012, and I officially started working at the Bank on 24 April 2012.

On this occasion, dear shareholders and business partners, I am addressing you with this letter, which is sent in a spirit of goodwill and whose purpose is to establish an excellent relationship with all of you. Nova KBM is a bank with 150 years of outstanding tradition. Our predecessors founded and built this Bank with great enthusiasm and positive expectations that it would operate successfully going forward. Today, Nova KBM is a modern and well-respected financial institution, inspired by the past and dedicated to the future. The Bank started forming the financial group soon after Slovenia gained independence in 1991, and the Nova KBM Group is now ranked among the largest financial groups in the region.

I have joined the Bank at a time when its operations are faced with numerous demanding challenges. We hope that the measures adopted by the local and other governments will soon provide a new impetus to the Slovene economy. The role of Nova KBM is important in this context, too. It is my intention that the Bank should again become gradually more involved in providing funds to companies and entrepreneurs, and in this way help businesses to start a new economic cycle and create new jobs. Retail customers and other operating activities of the Bank will be supported financially as well.

The future goals of the Bank's operations, which are set out in my vision presented to the Supervisory Board, are undoubtedly demanding, and achieving them will require a certain amount of time. We will first examine and revise the existing strategy of the Bank. Based on the findings of a review of existing business processes, we will set up a new organisational structure of both the Bank and the Group. The streamlining of operations, which was initiated by the previous Management Board, will be continued. As regards the organisational structure of the Bank, we will endeavour to integrate similar or related business areas. Further, a greater emphasis will be put on the development function of the Bank and on back-office operations, particularly the management of all types of risk and information technology. In order to respond effectively to the challenges that are ahead of us, we will expand and strengthen the Management Board.

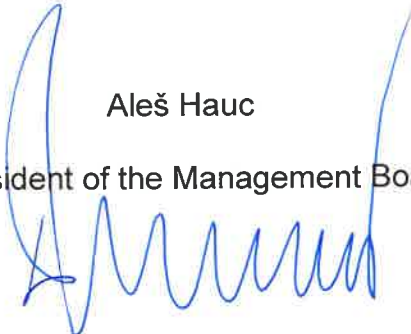
Comprehensive changes, some of which I have outlined in this letter, will be made to simplify the operations of both the Bank and the Group as well as to reduce all types of risks to which the Bank and the Group are exposed. Moreover, the proposed changes are expected to have a positive effect on the performance and efficiency of the Bank's and the Group's operations in general, which will boost the Nova KBM share price. The banking sector across the globe has seen dramatic changes in the last 20 years. We at Nova KBM must keep pace with all new developments, otherwise we will never be able to achieve excellence, and a commitment to excellence is the hallmark of modern and successful

banking groups. The fight for market share is a tough and brutal one, but the future of banks and banking groups, and of all bank employees, depends on how successfully an institution can compete in the market.

Excellence can be achieved only through hard work, a highly professional approach, consideration of moral and ethical standards, and the highest possible degree of commitment, as expected from a professional banker. Excellence is also our duty towards our predecessors, and in particular towards our descendants and all the stakeholders of the Bank and the Group, among which are also, and primarily, you, dear shareholders and business partners. I am confident that we will achieve all the goals we have set for ourselves. I sincerely thank you in advance for your support in reaching our goals, and particularly for your confidence. We are grateful to you for both.

Yours faithfully.

Aleš Hauc  
President of the Management Board



Maribor, May 2012