# Presentation to Fixed Income Investors

# **Bank Austria**

Vienna, October 2024



# Agenda

# **Overview of Bank Austria Group**

Funding & Liquidity

Annex



# Bank Austria, a leading bank and bond issuer in the local market

Macroeconomic and legal environment

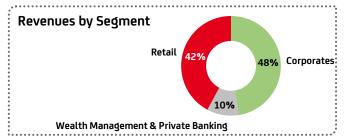
Austria has a diversified economy and one of the highest GDP per capita in the EU

 Harmonized Covered Bond Law in Austria since 2022, based on the respective EU Directive High ratings for Austria from leading rating agencies: AA+ from S&P and Fitch; Aa1 by Moody's



Bank Austria - Highlights

- Member of **UniCredit:** strong presence in 13 European countries
- Leading position in Corporates as well as Wealth Management
   & Private Banking, one of the largest retail banks in Austria
- Strong market shares of 12% both in loans and deposits
- Strategic focus on ESG and Digital





Bank Austria - KPIs

- Recent quarters with the **strongest results ever**
- High cost-efficiency, also compared to peers
- Low cost of risk, reflecting prudent risk approach
- Strong capital base
- Excellent balance between loan business and stable and diversified funding

### **1H24 KPIs:**

RoAC: 25.8%
Cost/Income: 37.6%
Cost of Risk: -1 bp
CET 1 Ratio: 19.4%



Mortgage and Public Sector Covered Bonds

- Covered bonds as a core product, based on Bank Austria's strong position in mortgages and public sector loans
- Mainly residential mortgages
- Cover pools both 100% Austrian
- Already 3 green mortgage covered bonds issued

- Aaa rating by Moody's on both cover pools
- Overcollateralisation: Mortgage 128%, Public Sector 126%
- ECBC Covered Bond Label

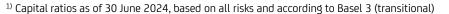


# Excellent 1H24 result, strong capital base

### **Key information**

- Member of UniCredit since 2005
- Leading corporate bank and one of the largest retail banks in Austria
- ~ 4,600 FTE and 104 branches in Austria
- Excellent capital base (19.4% CET1 ratio<sup>1)</sup>)
- **Stable liquidity** with a solid balance between customer loans and deposits
- **High market shares**<sup>2)</sup> in Austria (Loans: 12%, Deposits: 12%)
- Issuer/Deposit Ratings at A3/A2 (Moody's) and BBB+ (S&P); Counterparty Ratings at A2 (Moody's) and A- (S&P)

(in € billion)	Jun-24	Dec-23
Total Assets	113.1	102.7
Customer Loans	62.1	64.0
Customer Deposits	59.7	59.5
Equity	10.2	10.5
(in € million)	1H24	1H23
Operating income	1,359	1,268
Operating costs	-511	-518
LLP	3	29
Net profit	692	565
Cost/income ratio	37.6%	40.9%
	Jun-24	Dec-23
CET1 capital ratio <sup>1)</sup>	19.4%	19.3%
Total capital ratio <sup>1)</sup>	23.4%	23.3%
Non-performing exposure ratio	3.1%	3.4%
Coverage ratio	40.7%	38.4%
Cost of risk	-1 bp	29 bp



<sup>2)</sup> based on data by OeNB (Austrian Central Bank) as of May 2024

### **OVERVIEW OF BANK AUSTRIA GROUP**

### **Business Model and Market Position in Austria**

### **RETAIL**

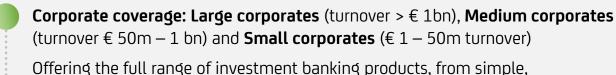


- Covers **1.5m\*) Retail & Small Business customers** (<€ 1m turnover)
- Broad multi-channel offer via physical branch network (with a total of 104 branches), remote advisory (personal advisory services between 8.00 a.m. and 7.00 p.m., also via video telephony), digital services (internet and mobile banking) and support by experts in deposit business and real estate financing business

### **WEALTH MANAGEMENT & PRIVATE BANKING**

- Wealth Management & Private Banking
  - Successful client approach
    - via Private Banking Area (15 locations all over Austria),
    - Wealth Management Area of Schoellerbank (8 branches all over Austria)
    - Schoellerbank Invest AG as a separate fund company
    - Tailor-made financial services to HNWI and foundations (Wealth Planning, Special Funds Solutions, Generation Planning)

### **CORPORATES**



Offering the full range of investment banking products, from simple, standardized products to highly complex tailor-made structures, depending on client structure and client needs

- Multinational corporates in Austria and Nordics
- Financial Institutions, Public Sector clients and Commercial real estate clients
- **Leading role as strategic financial partner in client coverage** which we strive to continuously improve.

For most of the Austrian Large Corporates, we are the **main banking connection** with a wide range of product offering among all product lines

- Member of UniCredit, a pan-European Commercial Bank with a unique franchise in Italy, Germany, Central Europe/CE and Eastern Europe/EE
  - Unparalleled access to market leading products and services in 13 core markets through our European banking network
  - Leveraging on an international network of representative offices and branches,
     UniCredit serves clients in another 15 countries worldwide



# Excellent profitability, based on a robust operative performance

### **Profit & Loss Development**

- **Operating income** +7% y/y, driven mainly by strong net interest in the current market environment and by higher fee income
- **Operating costs** -1% lower y/y, despite high inflation, due to continued strong cost discipline and further FTE reduction
- Net write-backs of loans (net releases) at € +3m (1H23: € +29m), confirming excellent asset quality
- Group Net Profit increased strongly (+23%) to € 692m, due to the factors mentioned above and also lower systemic charges (no 2024 contribution to Single Resolution Fund/SRF)
- Cost/income ratio: improved further by about 3 p.p. to excellent
   37.6%
- RoAC also improved to outstanding 25.8%

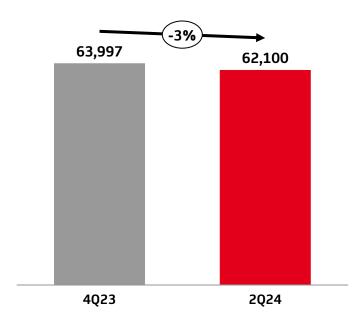
Bank Austria Group
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1H24	1H23	y/y
1,359	1,268	7.1%
-511	-518	-1.4%
848	750	13.0%
3	29	-88.7%
851	780	9.2%
-18	-76	-75.7%
833	704	18.3%
692	565	22.5%
37.6%	40.9%	-3.2 p.p.
25.8%	20.8%	+5.0 p.p.
	1,359 -511 <b>848</b> 3 <b>851</b> -18 <b>833</b> <b>692</b> 37.6%	1,359       1,268         -511       -518         848       750         3       29         851       780         -18       -76         833       704         692       565         37.6%       40.9%



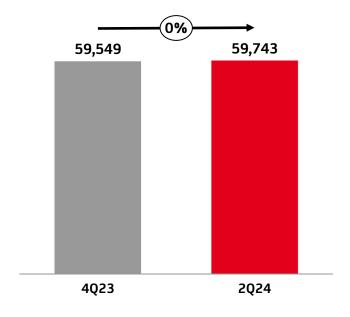
# Well-balanced development of loans and deposits

### **Loans to Customers** (€ m)



- **Loans to customers** decreased by 3% reflecting lower demand, mainly influenced by higher interest rates and the changed macroeconomic environment
- Decrease in loans to large corporates (lower demand) and in mortgage loans in line with market trends, also due to more restrictive regulation

### **Deposits from Customers** (€ m)

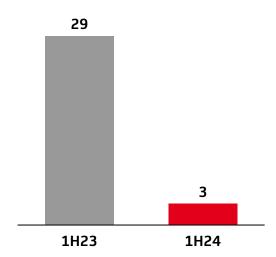


 Deposits from customers at around € 60bn – stable in all business segments



# Ongoing solid asset quality

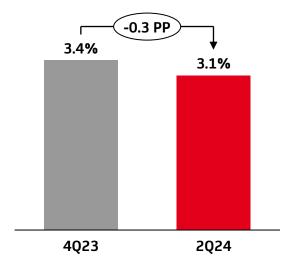
**Total Net Write-Downs/LLPs** (€ m)



 LLPs with net releases of € +3m, due to net write-backs in Retail and in Corporates, partially compensated by loan loss provisions due to model changes on performing loans

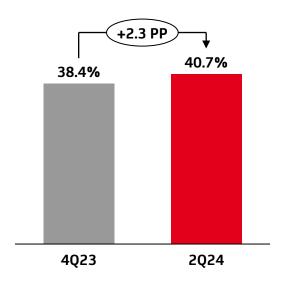
### **Asset Quality**





 NPE ratio down to 3.1%, due to strong repayments and low inflows

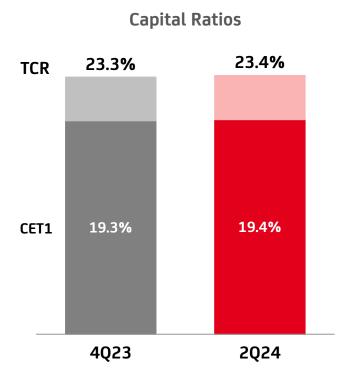
### Coverage Ratio



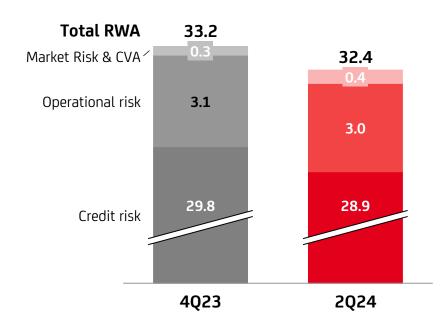
 Coverage Ratio: increase by +2 pp, driven by increased provisioning and shifts back to performing loans



# Further improved capital ratios



### **Risk-Weighted Assets** (RWA, € bn)



- CET1 (Common Equity Tier 1) Ratio increased to 19.4%, well above regulatory requirements
- Total Capital Ratio at excellent 23.4%, increase vs. 4Q23 due to lower RWA (see below)
- Total RWA decreased Q/Q by € 0.8bn to € 32.4bn, mainly due to lower credit risk, driven mainly by exposure dynamics
- Leverage Ratio at strong 5.7%, significantly above regulatory requirements





Overview of Bank Austria Group

**Funding & Liquidity** 

Annex



# Strategic Issuing Platform for UniCredit Group

### UniCredit S.p.A. – Holding

- UniCredit S.p.A. is operating as the Group Holding as well as the Italian operating bank:
  - TLAC/MREL issuer assuming Single-Point of Entry (SPE)
  - Coordinated Group-wide funding and liquidity management to optimize market access and funding costs
  - Diversified by geographies and funding sources

### UniCredit Bank Austria AG

- Mortgage- and Public Sector Pfandbriefe
- Senior benchmark
- Housing bank bonds (Wohnbaubank-Anleihen)
- Registered secs. (SSD, NSV\*)
   covered/senior
- Private placements
- Network issues

- Bank Austria acts as Liquidity Reference Bank (LRB) for all Austrian Group Entities and is a Strategic Issuing Platform for UniCredit Group
- Bank Austria has its own Issuing Programs for the respective instruments to be issued
- Bank Austria continues to be present on the local and global markets
- Coordinated approach within UniCredit regarding issuing activities on the global markets



# Funding Strategy Bank Austria Group - Self-Sufficiency Principle

### Key Pillars of Bank Austria Group Funding Strategy

Well-diversified funding base due to Bank Austria's commercial banking model, consisting of

- strong client deposit base related to a variety of products (sight-, savings- and term deposits)
- complemented by medium- and long-term placements of own issues in the capital market in order to cover the medium- and long-term funding needs
- intragroup funding only for the purpose of iMREL compliance, mainly in Senior Non-Preferred (SNP) format

The key pillars described above are part of the self sufficiency principle of Bank Austria's funding strategy which means in particular:

- The self sufficiency principle ensures that the proceeds are used primarily for business development of entities of Bank Austria Group
- It enables Bank Austria to calculate its own funding costs according to its own risk profile



### **FUNDING & LIQUIDITY**

# Clear and strict Risk Management Principles

### Clear Rules and Principles in Bank Austria for the Management of Liquidity and Funding

### Liquidity strategy

- Bank Austria acting as an independent Liquidity Reference Bank (LRB) within UniCredit Group in line with the self-funding principle of the Group Strategy
- Bank Austria manages the liquidity development in Austria (including all Austrian Group entities)

### Clear operative rules

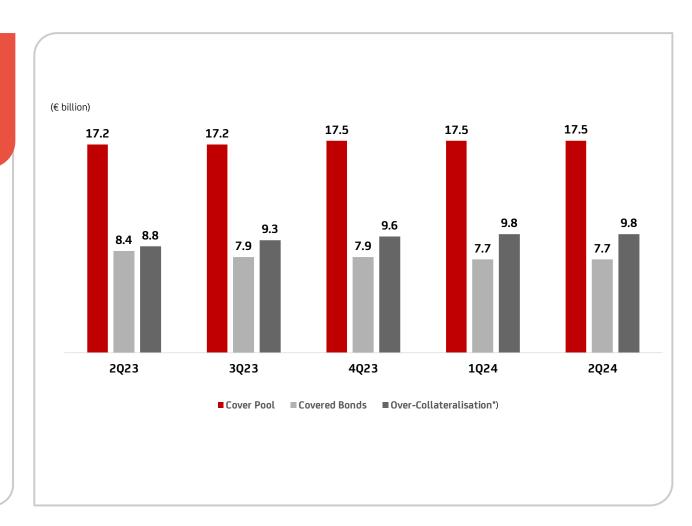
- Active liquidity and funding management by defining short-term and structural liquidity and funding limits for all subsidiaries of BA Group
- All national legal / regulatory constraints have to be followed on single entity level
- Bank Austria establishes a separate Funding and Liquidity Plan for Austria as part of the Funding and Liquidity Plan of UniCredit Group
- Bank Austria enjoys a sound counter-balancing capacity and ensuring compliance with key liquidity indicators (LCR >100%, NSFR >100%)



# Mortgage Cover Pool - Overview and Yearly development

# **Total Value** of the **Cover Pool** (Primary Coverage) as of 30 June 2024: **17,507 million**

- of which Loans: 17,468 million
- of which Bonds: 39 million
- Focus on purely Austrian mortgages
- Moody's-Rating: Aaa
- ECBC Covered Bond Label\*\*)
- No foreign currency risk (only EUR exposures in the cover pool)





# Mortgage Cover Pool - Parameters of Cover Pool and Issues

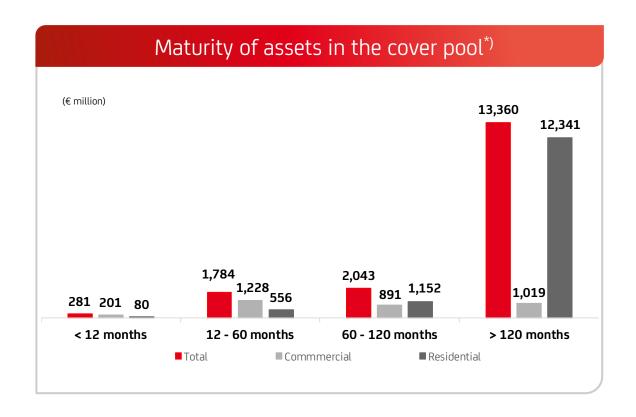
Parameters of Cover Pool <sup>*)</sup>	
Weighted Average Life (in years including Amortization)	10.6
Contracted Weighted Average Life (in years)	18.5
Average Seasoning (in years)	5.7
Total Number of Loans	71,366
Total Number of Debtors	61,964
Total Number of Properties	52,671
Average Volume of Loans (€ million)	0.2
Stake of 10 Biggest Loans	5.9%
Stake of 10 Biggest Debtors	9.6%
Stake of Bullet Loans	10.6%
Stake of Fixed Interest Loans	56.9%
Average Interest Rate	3.3%
Average Loan-to-Value	43.0%
Stake of Defaulted Loans	0.0%
Stake of Loans 90 Days Overdue	0.0%

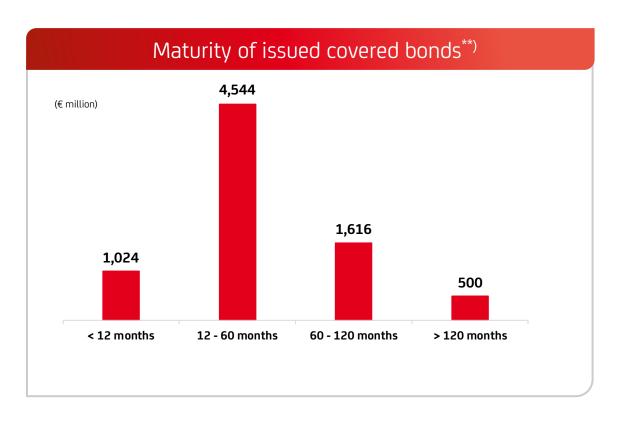
Liquidity Buffer	
Covered Liquidity Buffer Requirement (€ million)	0.0

Parameters of Issues	
Total Number	64
Average Residual Maturity (in years)	3.9



# Mortgage Cover Pool - Maturity Structure of Cover Pool and Issues



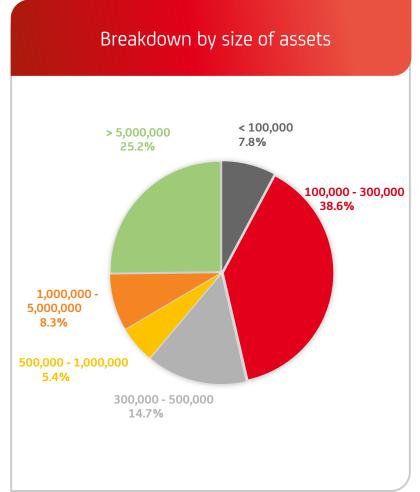


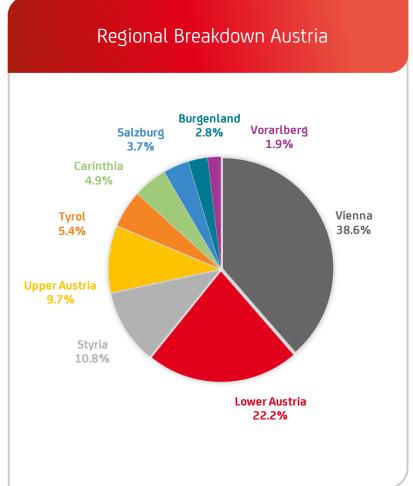
<sup>&</sup>quot;A list of Pfandbriefe and covered bonds of UniCredit Bank Austria AG (including the ISINs of all issues and information on the soft/hard bullet structure) can be found on the Covered Bond Label website (<a href="https://www.coveredbondlabel.com/issuer/60-unicredit-bank-austria-ag">https://www.coveredbondlabel.com/issuer/60-unicredit-bank-austria-ag</a>). The base prospectus for the EMTN program, including the conditions of a potential postponement of maturity, is available on the UniCredit Bank Austria website (<a href="https://www.bankaustria.at/en/about-us-issues-under-base-prospectuses-base-pros

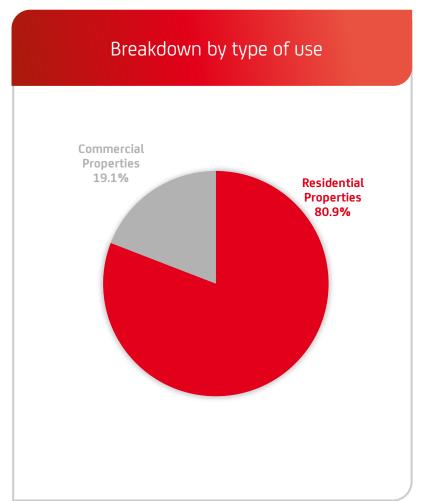


<sup>\*)</sup> Without consideration of the repayment and without bonds

# Mortgage Cover Pool - Breakdown\*)







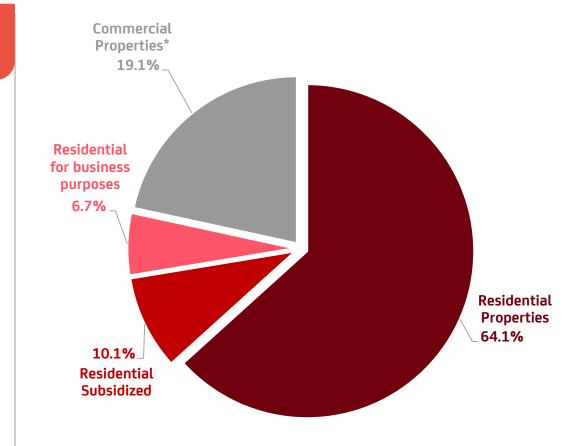


# High Quality Mortgage Cover Pool

High quality assets exclusively in Austria, granular pool composition, high overcollateralization and more than 80% residential

### High quality Mortgage Cover Pool

- Residential properties represents the majority of the mortgage cover pool, while less than 20% consist of Commercial properties
- Properties located exclusively in Austria and overall cover pool with low average LTV ("Loan-to-Value", below 50%)
- Granular mortgage cover pool with average loan volume of € 0.2mn and share of 10 biggest debtors below 10%
- No defaulted loans, no foreign exchange exposure and no derivatives in the cover pool
- Moody's Collateral Score of 6.2% (better than peers) and minimum
   Overcollateralization requirement consistent with Aaa rating of 4.5%
- High Overcollateralization in the mortgage cover pool of more than 100% (17.5bn Total Value of the Cover Pool versus 7.7bn Outstanding Covered Bonds), better than peers
- All assets in the cover pool comply with European legislation (CRR) resulting in European Covered Bonds (Premium)
- Green buildings account for around 20% of the mortgage cover pool volume

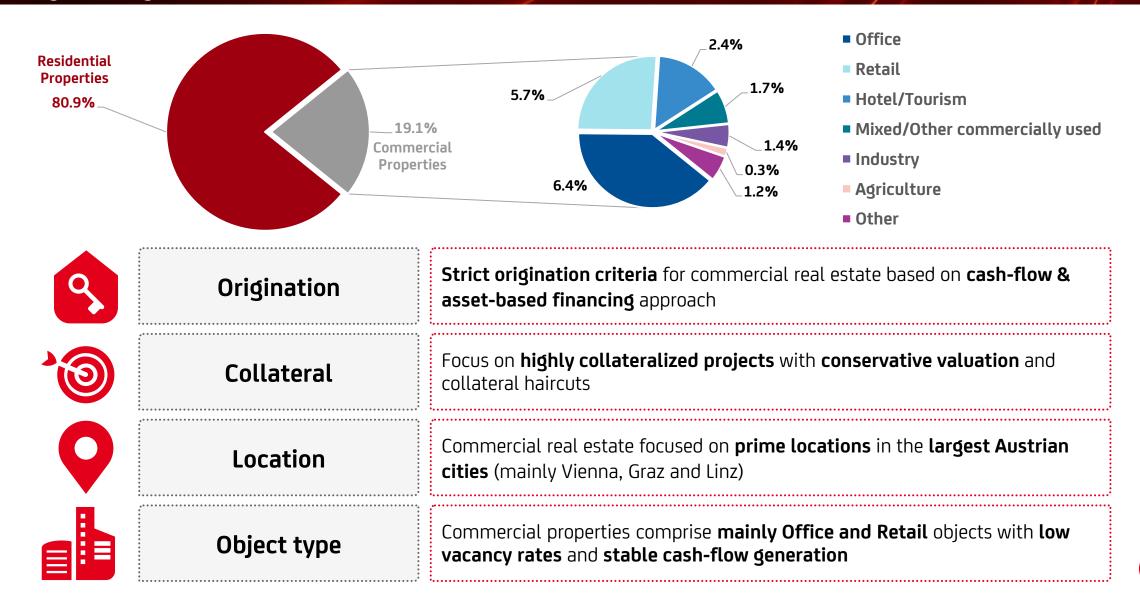


Total Commercial 3.34bn LTV ~ 47% Total Residential 14.13bn LTV ~ 42%



## Mortgage Cover Pool - Diversified Commercial Real Estate objects

following strict origination criteria and conservative valuation





# Mortgage Cover Pool - ESG Overview<sup>1</sup>

HIGHLIGHTS

1st Mortgage Green Covered Bond

2<sup>nd</sup> Mortgage Green Covered Bond

3<sup>rd</sup> Mortgage Green Covered Bond

2022

2023

2024

**Eligible Green Portfolio** 

4.15<sub>bn</sub>

as of 102023

+98%

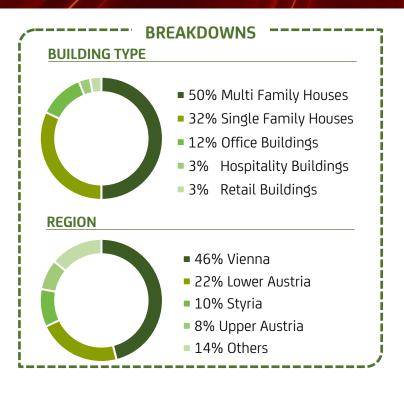
Compared to 3Q2021

Impact

CO<sub>2</sub> savings annually

41,800ton 289,808MWh

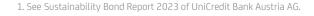
Total Energy savings per Year



- Eligible Green Portfolio comprising Green Buildings
- Eligibility criteria and assessment guided by the UniCredit Sustainability Bond Framework and the ICMA Green Bond Principles

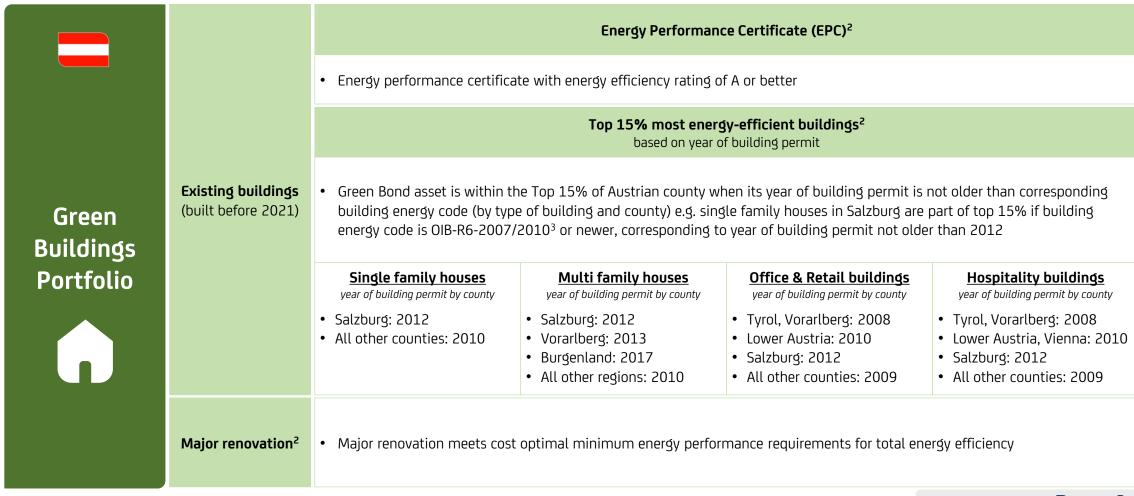


Bank Austria aims to issue at least one Green Covered Bond per year and be a leading green bond issuer in Austria





# Mortgage Cover Pool - Eligibility criteria for green buildings1



Calculations provided by





<sup>&</sup>lt;sup>1</sup> The low carbon building criteria are aligned with the EU Taxonomy (Delegated Act June 2021- technical criteria for climate change mitigation)

Criteria are valid for assets located in Austria. Status: May 2023. Assets do need to comply only with one of the criteria to proof eligibility, according to the corresponding asset category and usage.

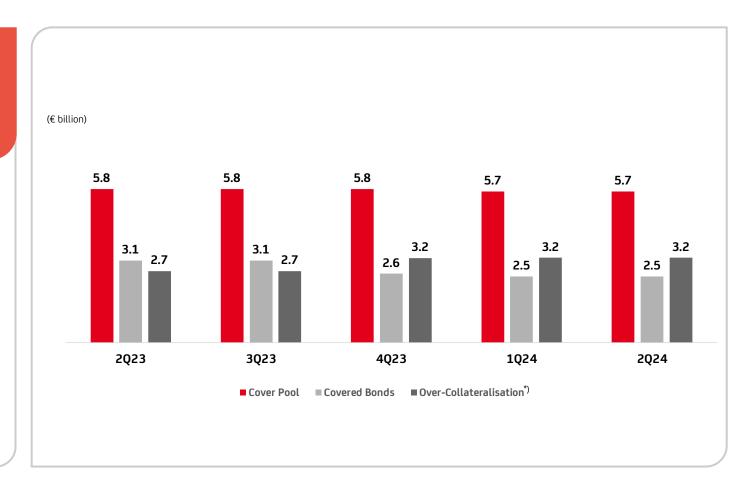
<sup>2</sup> 83.7% based on the top 15% approach, 10.7% based on EPC class 'A' or better and 5.6% based on major renovations. See Sustainability Bond Report 2023 of UniCredit Bank Austria AG.

<sup>&</sup>lt;sup>3</sup> Building energy codes are based on guidelines issued by the Austrian Institute of Construction Engineering.

# Public Sector Cover Pool - Overview and Yearly Development

# **Total Value** of the **Cover Pool** (Primary Coverage) as of 30 June 2024: **5,701 million**

- of which Loans: 5,272 million
- of which Bonds: 429 million
- Focus on purely Austrian claims
- Moody's-Rating: Aaa
- ECBC Covered Bond Label\*\*)
- No foreign currency risk (only EUR exposures in the cover pool)





### **FUNDING & LIQUIDITY**

# Public Sector Cover Pool - Parameters of Cover Pool and Issues

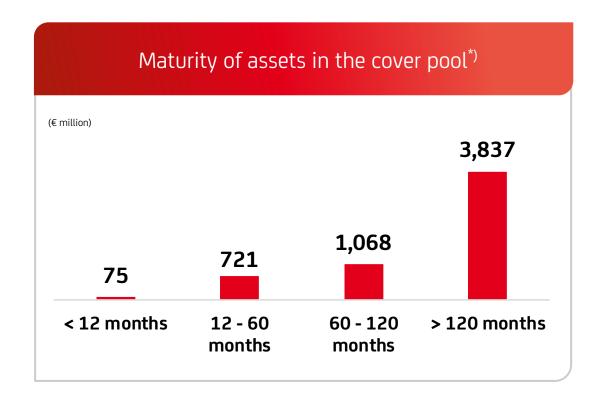
Parameters of Cover Pool	
Weighted Average Life (in years including Amortization)	9.0
Contracted Weighted Average Life (in years)	14.7
Average Seasoning (in years)	6.9
Total Number of Loans	4,087
Total Number of Debtors	1,943
Total Number of Guarantors	274
Average Volume of Loans (€ million)	1.4
Stake of 10 Biggest Loans	23.1%
Stake of 10 Biggest Guarantors	30.5%
Stake of Bullet Loans	27.7%
Stake of Fixed Interest Loans	60.4%
Average Interest Rate	2.8%
Stake of Defaulted Loans	0.0%
Stake of Loans 90 Days Overdue	0.0%

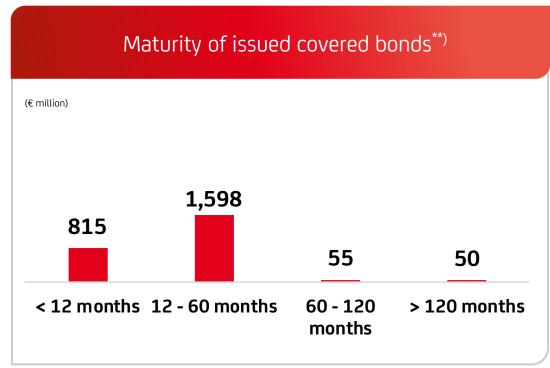
Liquidity Buffer	
Covered Liquidity Buffer Requirement (€ million)	0.0

Parameters of Issues	
Total Number	18
Average Residual Maturity (in years)	2.1



# Public Sector Cover Pool - Maturity Structure of Cover Pool and Issues



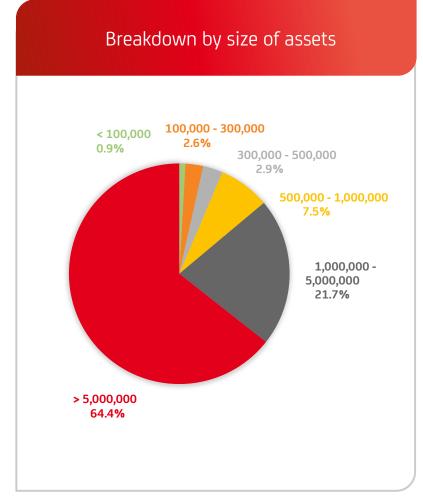


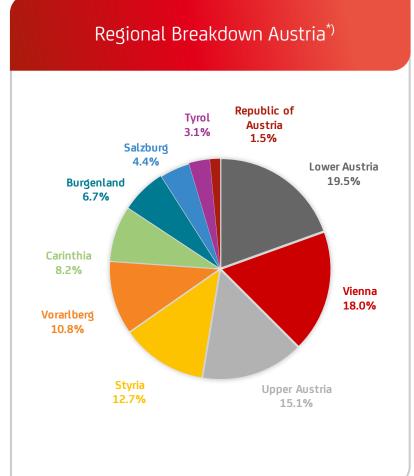
<sup>&</sup>quot;) A list of Pfandbriefe and covered bonds of UniCredit Bank Austria AG (including the ISINs of all issues and information on the soft/hard bullet structure) can be found on the Covered Bond Label website (<a href="https://www.coveredbondlabel.com/issuer/60-unicredit-bank-austria-ag">https://www.coveredbondlabel.com/issuer/60-unicredit-bank-austria-ag</a>). The base prospectus for the EMTN program, including the conditions of a potential postponement of maturity, is available on the UniCredit Bank Austria website (<a href="https://www.bankaustria.at/en/about-us-issues-under-base-prospectuses-base-pr

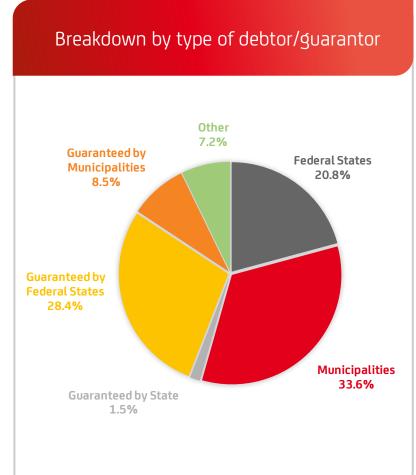


<sup>\*)</sup> Without consideration of the repayment

### Public Sector Cover Pool - Breakdown\*)









# Agenda

# Overview of Bank Austria Group

Funding & Liquidity

### Annex

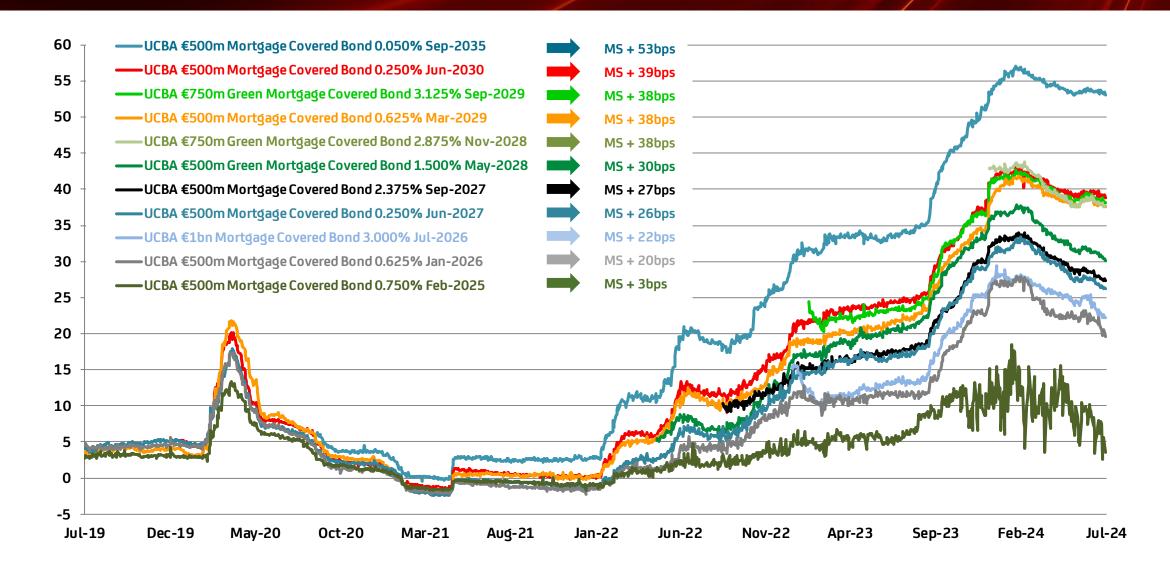
- Pfandbrief Benchmark Issues
- Ratings Overview
- Legal Situation Austrian Covered Bonds



# Overview of Bank Austria's outstanding Pfandbrief Benchmark Issues

Type of Pfandbrief	Interest rate	Due date (dd/mm/yyyy)	Volume	Date of issuance	Mid Swap + number of basis points
Green Mortgage Pfandbrief: AT000B049952	2.875%	10/11/2028	€ 750m	Jan. 2024	MS + 47bps
Green Mortgage Pfandbrief: AT000B049945	3.125%	21/09/2029	€ 750m	Feb. 2023	MS + 26bps
Mortgage Pfandbrief : AT000B049937	3.00%	31/07/2026	€ 1 bn	Jan. 2023	MS + 17bps
Mortgage Pfandbrief: AT000B049929	2.375%	20/09/2027	€ 500m	Sept. 2022	MS + 10bps
Green Mortgage Pfandbrief: AT000B049911	1.50%	24/05/2028	€ 500m	May 2022	MS + 6bps
Mortgage Pfandbrief: AT000B049846	0.05%	21/09/2035	€ 500m	Sept. 2020	MS + 9bps
Mortgage Pfandbrief: AT000B049796	0.25%	21/06/2030	€ 500m	Jan. 2020	MS + 6bps
Mortgage Pfandbrief: AT000B049788	0.25%	04/06/2027	€ 500m	June 2019	MS + 7bps
Mortgage Pfandbrief: AT000B049754	0.625%	20/03/2029	€ 500m	March 2019	MS + 15bps
Mortgage Pfandbrief: AT000B049739	0.625%	16/01/2026	€ 500m	Jan. 2019	MS + 18bps
Mortgage Pfandbrief: AT000B049572	0.75%	25/02/2025	€ 500m	Feb. 2015	MS + 3bps

# UniCredit Bank Austria Covered Bond Spread Comparison





# Rating Overview

			Moody's			S&P			Fitch				
	Long-Term/ Deposits	Long-Term/ Senior Unsecured	Short-Term	Subordinated	Counterparty Risk	Long-Term/ Deposits	Long-Term/ Senior Unsecured	Short-Term	Subordinated 1)	Counterparty Risk	Long-Term	Short-Term	Subordinated 1)
Bank Austria <sup>2)</sup>	A2	<b>A3</b> Positive	P-1	Baa3	A1 / P-1	3) A- / BBB+	<b>BBB+</b> Stable	A-2	ввв-	A-	-	-	_
Public Sector Covered Bond			Aaa					-			    	-	
Mortgage Covered   Bond			Aaa					-				-	
UniCredit S.p.A.	Baa1	<b>Baa1</b> Stable	P-2	Baa3	Baa1 / P-2	ВВВ	<b>BBB</b> Stable	A-2	BB+	BBB+	BBB BBB	F2	BB+

(as of 2 October 2024)



<sup>1)</sup> Subordinated (Lower Tier II)

<sup>2)</sup> Securities issued before 31 December 2001 which benefit from a secondary liability by the City of Vienna ("grandfathered debt" – only subordinated debt outstanding) are rated Aa3 by Moody's and BBB- by Standard & Poor's.

### Austrian Covered Bond Law - Mortgage and Public Sector Covered Bonds

- On 8 July 2022, the **new Covered Bond Law** (*Pfandbriefgesetz PfandBG*) entered into force in Austria. The Covered Bond Law is based on an EU Directive, which harmonized the rules for Covered Bonds within the EU
- The Covered Bond Law offers investors in Mortgage and Public Covered Bonds a safety net by i.a. the following provisions:
  - The issuer has to maintain an **overcollateralization** of at least 2% of the nominal amount of the Covered Bonds issued at all times
  - The credit institution must at any time maintain a **liquidity buffer**, which covers the net liquidity outflows of the respective Covered Bond Program over the next 180 days
  - Each credit institution, which issues covered bonds, is obligated to appoint an internal or external Trustee
  - In case of insolvency of the issuer, the **assets in the Cover Pool are being separated** from the rest of the assets and the holders of Public Covered Bonds or Mortgage Covered Bonds have a preferential claim on the cover assets. A special cover pool administrator will then be appointed to manage the cover pools
- Covered Bonds are declared as gilt-edged under Austrian Civil Law



### **ANNEX**

### **Your Contacts**

### **CFO ALM & Funding**

UniCredit Bank Austria AG

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