Presentation to Fixed Income Investors

Bank Austria

Vienna, November 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:

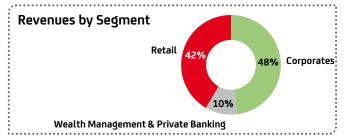
AA+ from S&P and Fitch;

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

9M24 KPIs:

RoAC: 24.9% Cost/Income: 37.3% Cost of Risk: 2 bp CET 1 Ratio: 19.7%

31

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 130%, Public Sector 129%
- ECBC Covered Bond Label



Excellent 9M24 result, strong capital base

Key information

- Member of UniCredit since 2005
- Leading corporate bank and one of the largest retail banks in Austria
- ~ 4,500 FTE and 104 branches in Austria
- Excellent capital base (19.7% CET1 ratio¹⁾)
- Stable liquidity with a solid balance between customer loans and deposits
- **High market shares**²⁾ 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)	Sep-24	Dec-23
Total Assets	108.0	102.7
Customer Loans	61.7	64.0
Customer Deposits	58.5	59.5
Equity	10.6	10.5
(in € million)	9M24	9M23
Operating income	2,050	1,997
Operating costs	-765	-780
LLP	-11	5
Net profit	997	934
Cost/income ratio	37.3%	39.0%
	Sep-24	Dec-23
CET1 capital ratio ¹⁾	19.7%	19.3%
Total capital ratio ¹⁾	23.6%	23.3%
Non-performing exposure ratio	3.0%	3.4%
Coverage ratio	39.1%	38.4%
Cost of risk	2 bp	29 bp

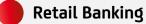
¹⁾ Capital ratios as of 30 September 2024, based on all risks and according to Basel 3 (transitional)

²⁾ based on data by OeNB (Austrian Central Bank) as of August 2024

OVERVIEW OF BANK AUSTRIA GROUP

Business Model and Market Position in Austria

RETAIL

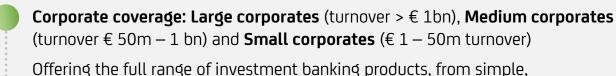


- Covers **1.5m***) **Retail & Small Business customers** (<€ 1m turnover)
- Broad multi-channel offer via physical branch network (with a total of 104 branches), remote advisory (personal advisory services between 8.00 a.m. and 7.00 p.m., also via video telephony), digital services (internet and mobile 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** +3% y/y, driven mainly by net interest confirmed at high levels and by substantially higher fee income
- **Operating costs** -2% lower y/y, despite high inflation, due to continued strong cost discipline and further FTE reduction
- Net write-backs of loans at low levels at € -11m (9M23: € +5m), due to excellent asset quality and successful collection achievements
- Group Net Profit increased further (+7%) to € 997m, 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 2 p.p. to excellent
 37.3%
- RoAC also improved to outstanding 24.9%

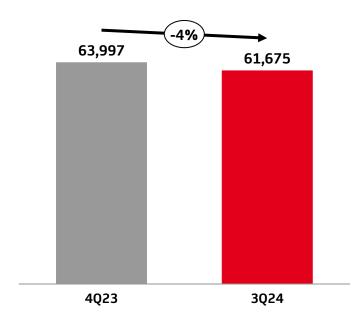
Bank Austria Group

(€ million)	9M24	9M23	y/y
Operating income	2,050	1,997	2.7%
Operating costs	-765	-780	-2.0%
Operating profit	1,286	1,218	5.6%
Net write-downs of loans	-11	5	>-100%
Net operating profit	1,274	1,222	4.3%
Non-operating items	-31	-110	-71.7%
Profit (loss) before tax	1,243	1,112	11.8%
Group Net Profit	997	934	6.7%
Cost/income ratio	37.3%	39.0%	-1.8 p.p.
Return on Allocated Capital (RoAC)	24.9%	23.3%	+1.6 p.p.



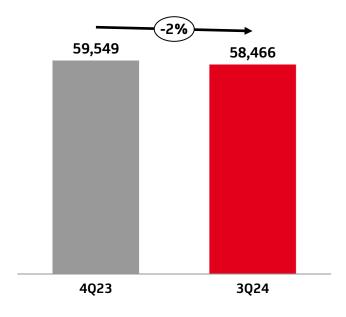
Slight decrease in loans and deposits

Loans to Customers (€ m)



- **Loans to customers** decreased by 4% 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)

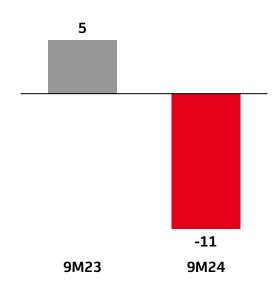


 Deposits from customers stable in Retail and Wealth Management & Private Banking; decrease driven by volatilities in the Corporates segment



Ongoing solid asset quality

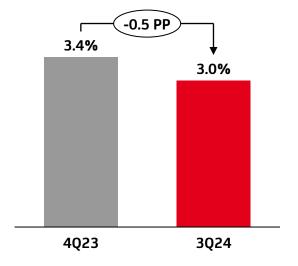
Total Net Write-Downs (LLPs, € m)



• **LLPs:** Excellent risk performance in 9M24 with only €-11m, despite the continuation of the conservative coverage strategy

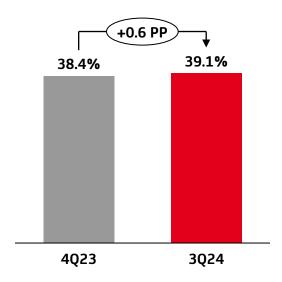
Asset Quality

Gross NPE Ratio 1)



 NPE ratio down to 3.0%, due to strong repayments and low inflows

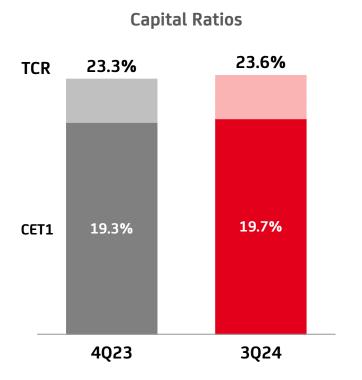
Coverage Ratio



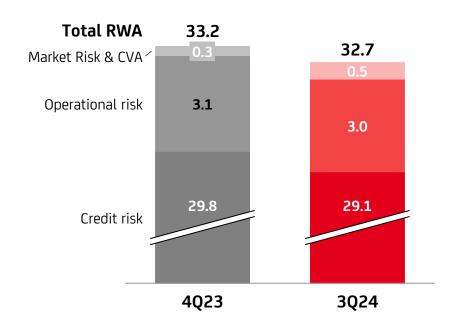
 Coverage Ratio: improvement by +0.6 pp, driven by increased provisioning and shifts back to performing loans



Further improved capital ratios



Risk-Weighted Assets (RWA, € bn)



- CET1 (Common Equity Tier 1) Ratio increased to 19.7%, well above regulatory requirements
- Total Capital Ratio at excellent 23.6%, increase vs. 4Q23 due to lower RWA (see below)
- Total RWA decreased YTD by € 0.5bn to € 32.7bn, mainly due to lower credit risk, driven mainly by exposure dynamics
- Leverage Ratio at strong 6.1%, 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 Covered Bonds - Overview and Yearly Development

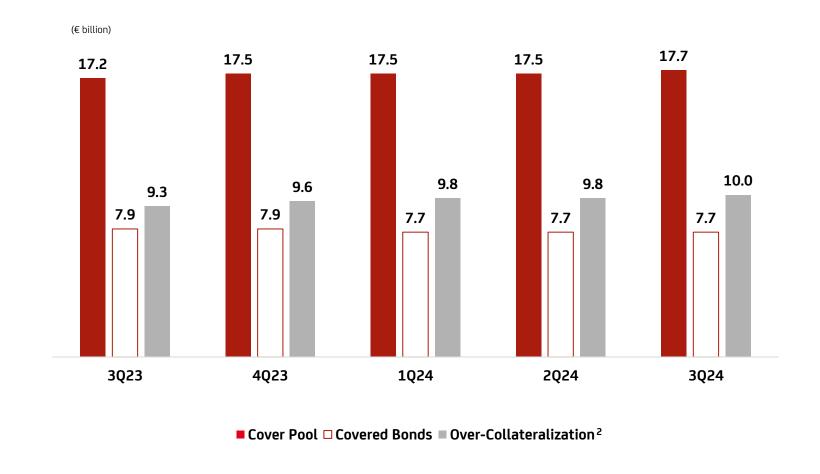
KEY HIGHLIGHTS

Total value of the cover pool (primary coverage) as of 30 September 2024:
 17.675 million

of which LOANS: 17,624 million

of which BONDS: 51 million

- Focus on purely Austrian mortgages
- Moody's rating: Aaa
- ECBC Covered Bond Label¹
- No foreign currency risk
 (only EUR exposures in the cover pool)



¹ List of Pfandbriefe and covered bonds incl. ISINs and information on the soft/hard bullet structure is on the Covered Bond Label Website (https://www.coveredbondlabel.com/issuer/60-unicredit-bank-austria-ag).
² Contains 2% legal Over-Collateralisation of the notional amount of the covered bonds, the remaining part is not bound.





Parameter of Cover Assets and Issues

KEY PARAMETERS¹

AVERAGE LOAN-TO-VALUE

43.4%

STAKE OF 10 BIGGEST LOANS

6.7%

AVERAGE LOAN SIZE

0.2_{mn}

AVERAGE RESIDUAL MATURITY OF BONDS

3.6 years

Weighted Average Life (in years including Amortization) Total Number of Loans

Total Number of Debtors

Stake of 10 Biggest Debtors

Stake of Bullet Loans

Stake of Fixed Interest Loans

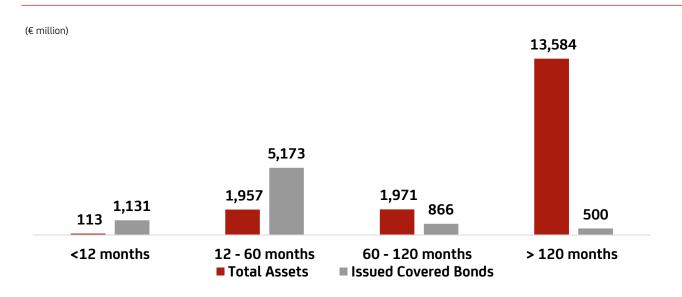
Average Interest Rate

Stake of Defaulted / 90 Days Overdue Loans

Covered Liquidity Buffer Requirement (€ million)

10.5
72,146
62,620
9.6%
12.6%
57.3%
3.2%
0.0%
0.0

MATURITY PROFILE OF ASSETS² AND ISSUED COVERED BONDS



¹ Without bonds / The valuation method for the cover assets is in accordance with § 6 (4) PfandBG



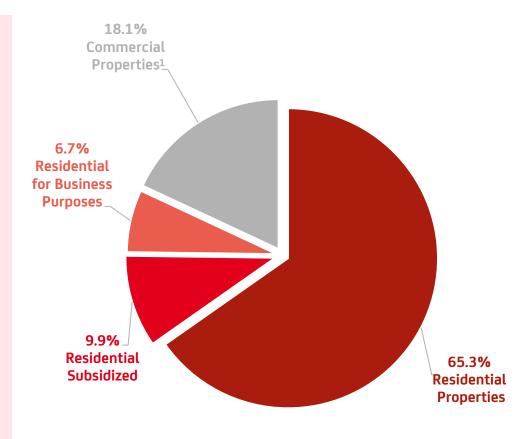
² Without consideration of the repayment and without bonds

Granular Pool of Austrian Assets with more than 80% Residential Mortgages



HIGH QUALITY MORTGAGE COVER POOL

- Residential properties represent the majority of the mortgage cover pool, while around 18% consist of Commercial properties
- Properties located exclusively in Austria and overall cover pool with low average LTV (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 5.8% (better than peers) and minimum
 Overcollateralization requirement consistent with Aaa rating of 5.0%
- High Overcollateralization in the mortgage cover pool of more than 100% (€ 17.7bn 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



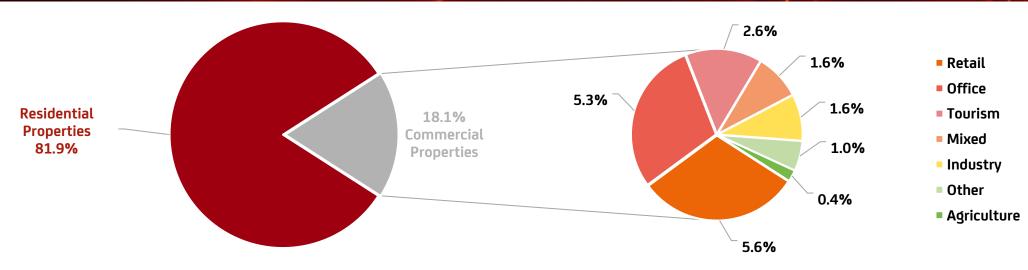
Total
Commercial
€ 3.18bn
LTV ~ 48 %

Total Residential € 14.44bn LTV ~ 42 %



¹ Commercial Properties breakdown on the next slide

Diversified Commercial Real Estate following strict criteria





ORIGINATION

Strict origination criteria for commercial real estate based on cash-flow & asset-based financing approach



COLLATERAL

Focus on **highly collateralized projects** with **conservative valuation** and collateral haircuts



LOCATION

Commercial real estate focused on **prime locations** in the **largest Austrian cities** (mainly Vienna, Graz and Linz)



OBJECT TYPE

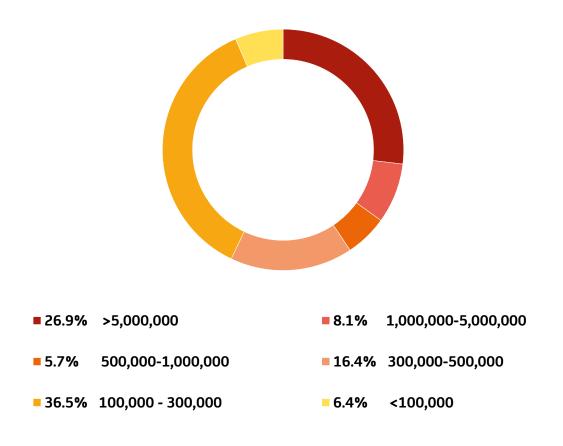
Mainly Office and Retail objects with low vacancy rates and stable cash-flow generation



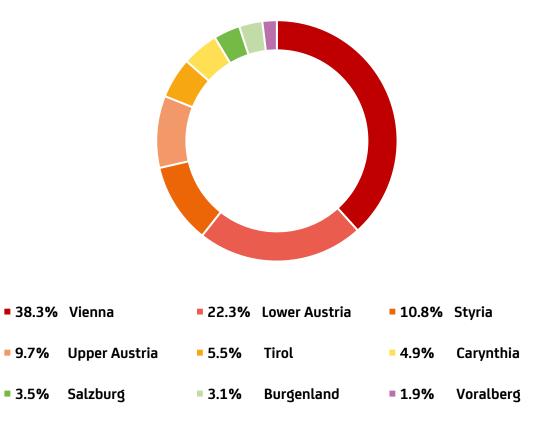
FUNDING & LIQUIDITY

Mortgages by Size and Region

BREAKDOWN BY SIZE



REGIONAL BREAKDOWN





FUNDING & LIQUIDITY

ESG Overview¹



HIGHLIGHTS

1st Mortgage Green Covered Bond

500mn

2022

2nd Mortgage Green Covered Bond

750mn

2023

3rd Mortgage Green Covered Bond

750_{mn}

2024

Eligible Green Portfolio

4.15_{bn}

as of 1Q2023

+98%

Compared to 3Q2021

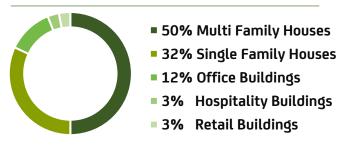
Impact

41,800tons

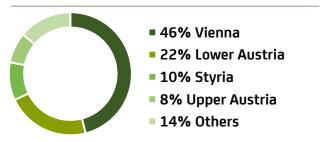
CO₂ savings annually

289,808 mwh
Total Energy savings per Year

BREAKDOWN BY BUILDING TYPE



BREAKDOWN BY REGION



- » 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



¹ See Sustainability Bond Report 2023 of UniCredit Bank Austria AG.

Eligibility Criteria for Green Buildings¹



GREEN BUILDINGS PORTFOLIO

EXISTING BUILDINGS (built before 2021)

ENERGY PERFORMANCE CERTIFICATE (EPC)²

→ Energy performance certificate with energy efficiency rating of A or better

TOP 15% MOST ENERGY-EFFICIENT BUILDINGS² (based on year of building permit)

→ Green Bond asset is within the Top 15% of each Austrian county when its year of building permit is not older than corresponding building energy code (by type of building and county) e.g. single family houses in Salzburg are part of top 15% if building energy code is OIB-R6-2007/2010³ or newer, corresponding to year of building permit not older than 2012

Sing	le f	amily	/ hou	ses

year of building permit by county

- Salzburg: 2012
- All other counties: 2010

Multi family houses

year of building permit by county

- Salzburg: 2012
- Vorarlberg: 2013
- Burgenland: 2017
- All other regions: 2010

Office & Retail buildings

year of building permit by county

- Tyrol, Vorarlberg: 2008
- Lower Austria: 2010
- Salzburg: 2012
- All other counties: 2009

Hospitality buildings

year of building permit by county

- Tyrol, Vorarlberg: 2008
- Lower Austria, Vienna: 2010
- Salzburg: 2012
- All other counties: 2009

MAJOR RENOVATIONS²

• Major renovation meets cost optimal minimum energy performance requirements for total energy efficiency

Calculations provided by





^{2 83.7%:} top 15% approach, 10.7%: EPC class 'A' or better and 5.6%: major renovations. See Sustainability Bond Report 2023 of UniCredit Bank Austria AG.



³ Building energy codes are based on guidelines issued by the Austrian Institute of Construction Engineering.

Public Sector Covered Bonds - Overview and Yearly Development

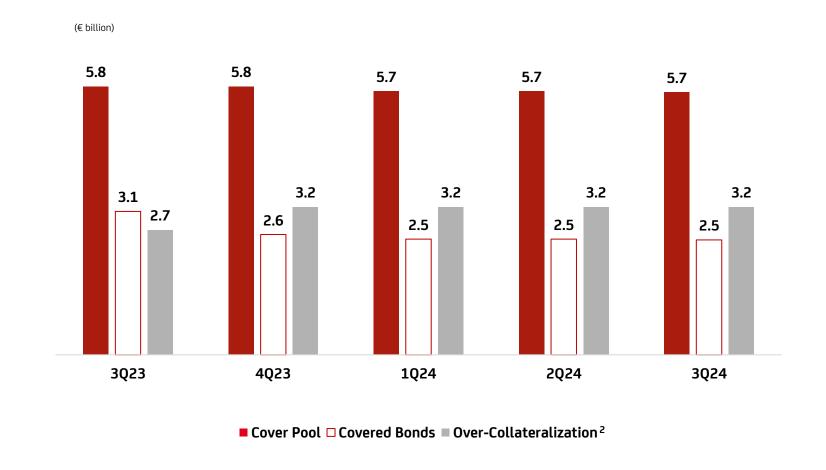
KEY HIGHLIGHTS

Total value of the cover pool (primary coverage) as of 30 September 2024:
 5.678 million

of which LOANS: 5,253 million

of which BONDS: 425 million

- Focus on purely Austrian claims
- Moody's rating: Aaa
- ECBC Covered Bond Label¹
- No foreign currency risk
 (only EUR exposures in the cover pool)



¹ List of Pfandbriefe and covered bonds incl. ISINs and information on the soft/hard bullet structure is on the Covered Bond Label Website (https://www.coveredbondlabel.com/issuer/60-unicredit-bank-austria-ag).
² Contains 2% legal Over-Collateralisation of the notional amount of the covered bonds, the remaining part is not bound.



Parameter of Cover Pool and Issues

KEY PARAMETERS¹

AVERAGE LOAN SIZE

STAKE OF 10 BIGGEST GUARANTORS

AVERAGE RESIDUAL MATURITY OF BONDS

1.4mn

9.0 years

WEIGHTED AVERAGE LIFE OF ASSETS²

30.5%

1.9 years

Total Number of Loans

Stake of 10 Biggest Loans

Total Number of Debtors

Total Number of Guarantors

Stake of Bullet Loans

Stake of Fixed Interest Loans

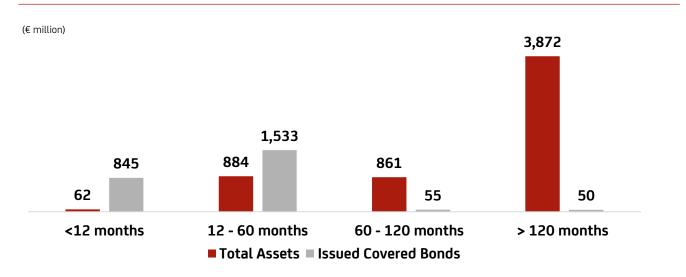
Average Interest Rate

Stake of Defaulted / 90 Days Overdue Loans

Covered Liquidity Buffer Requirement (€ million)

3,987
23.4%
1,887
271
28.4%
58.3%
2.7%
0.0%
0.0

MATURITY PROFILE OF ASSETS³ AND ISSUED COVERED BONDS





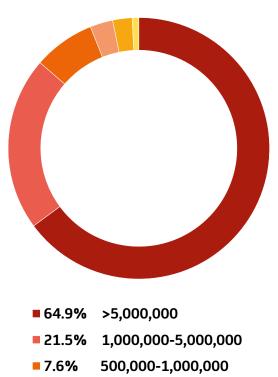
¹ The valuation method for the cover assets is in accordance with § 6 (4) PfandBG

² Including Amortization

³ Without consideration of the repayment

Assets by Size, Region and Type of Debtor/Guarantor

BREAKDOWN BY SIZE



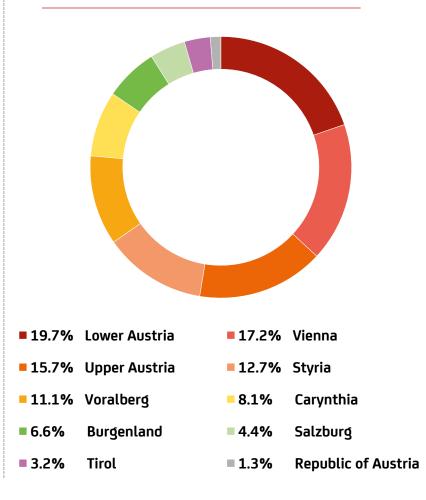
2.8% 300,000-500,000

2.4% 100,000 - 300,000

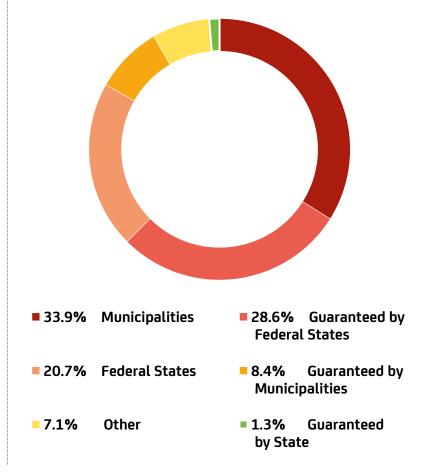
0.8% <100,000



REGIONAL BREAKDOWN¹



BREAKDOWN BY TYPE OF DEBTOR/GUARANTOR





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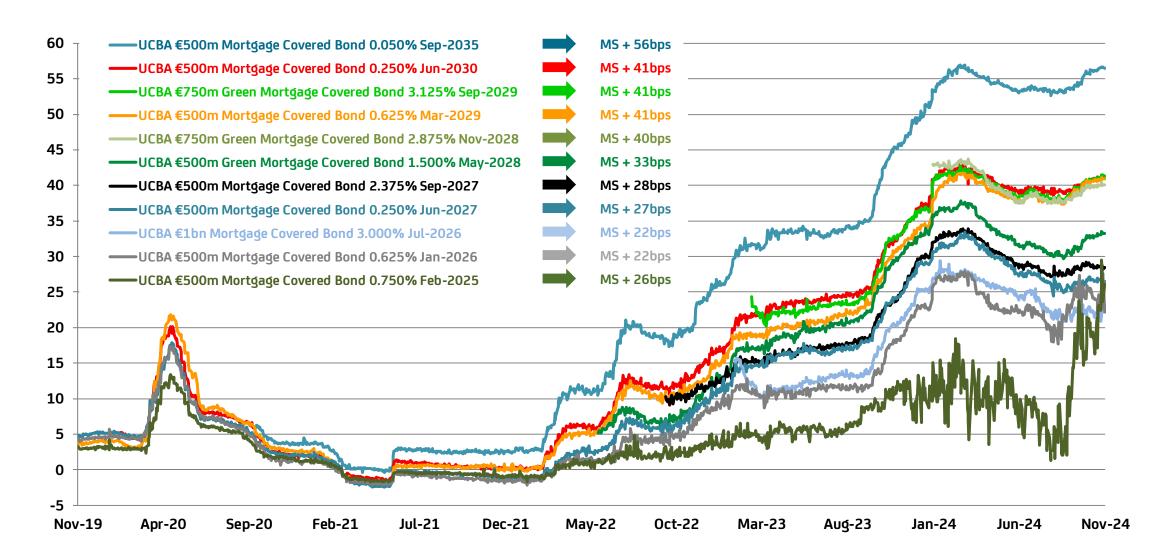
- Pfandbrief Benchmark Issues
- Ratings Overview
- Legal Situation Austrian Covered Bonds



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 1)	Counterparty Risk	Long-Term/ Deposits	Long-Term/ Senior Unsecured	Short-Term	Subordinated 1)	Counterparty Risk	Long-Term/ Deposits	Long-Term/ Senior Unsecured	Short-Term	Subordinated 1)
Bank Austria ²⁾	A 2	А3	P-1	Baa3	A1 / P-1	A- / BBB+ ³⁾	BBB+	A-2	BBB-	Α-		-	-	-
		Positive					Stable					-		
Public Sector Covered Bond	Aaa													
 Mortgage Covered Bond	Aaa					-					-			
 	Baa1	Baa1	P-2	Baa3	Baa1 / P-2	ВВВ	ВВВ	A-2	BB+	BBB+	Α-	BBB+	F2	BBB-
UniCredit S.p.A.		Stable					Stable					Stable		

(as of 7 November 2024)

¹⁾ Subordinated (Lower Tier II)

²⁾ 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

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