

# Bank Austria



## Presentation to Fixed Income Investors

Investor Relations

November 2018

Banking that matters.



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## Opening remarks



# CEE Demerger, leading to a new role of Bank Austria

## Focus on Austrian market

Opening remarks

### Bank Austria

#### CEE Demerger Details

- Effective as of **1<sup>st</sup> October 2016**
- **Transfer of CEE business from BA AG to UniCredit SpA**  
(including shift of management function for the CEE subsidiaries to UniCredit) by way of a **spin-off of CEE Division**
- CEE Division **represented approx. half** of Bank Austria's previous **assets and liabilities**
- Also parts of capital were spun off, however **new Bank Austria with high capital ratios (CET1 ratio 19.2% as of June 2018)**

#### CEE Demerger Rationale

- **CEE Demerger** rationale:
  - **Lower risk** going forward
  - **Better capital structure** with **lower volatility**
  - **Improvement of funding and market access**
  - In future, **lower complexity** and **higher focus on the Austrian business**



# Bank Austria, a leading bank in the local market

Opening remarks

**Leading domestic bank in Corporate Banking, Corporate & Investment Banking and Private Banking**

*High client shares in business with corporate customers  
Leading institution in Private Banking*

**Vienna remains the CEE competence center of UniCredit Group**

*No impact of CEE transfer on Bank Austria clients*

**BA by far the largest bank in Austria at individual institution level**

*With **assets of about € 100 bn**, largest Austrian bank on unconsolidated level*

**Bank Austria is one of the best capitalized large banks in the country**

***Solid CET1 ratio of 19.2% <sup>1)</sup>***



# Bank Austria – strategic measures to improve profitability

## Transformation measures embedded in UniCredit's Strategic Plan “Transform 2019”

Opening remarks

- **Cost measures including**

- **Reduction of branch network** → Transform 2019 goal already achieved
- **Right-sizing of Corporate Center (CC) activities** → streamlining of CC set-up
- **Reduction of staff costs** via socially responsible instruments → done
- **Measures regarding pensions for active employees** → done
- **Streamlining of IT, operations and organizational set-up** → ongoing

- **Revenue initiatives including**

- Leveraging on **leading market position** in the Austrian market → ongoing
- Increasing **Cross-selling** and **penetration** in CIB and Corporates → ongoing
- Increase in **sale of asset management products** to Affluent and Private Banking customers → ongoing
- Pushing **digital and multi-channel sales** → ongoing

... Transforming Bank Austria into a bank that is even more attractive for our customers while improving its cost/income ratio and profitability!



# Agenda

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## 1 UniCredit Group

### 2 Overview Bank Austria

- Business Model & Strategy
- Profit & Loss
- Balance Sheet & Capital Ratios

### 3 Liquidity & Funding

- Funding Strategy & Position
- Cover Pool

### 4 Annex



# UniCredit: a simple successful Pan European Commercial Bank with inherent competitive advantages and CIB fully plugged-in

1 2 3 4

UniCredit at a glance

Commercial Banking model delivering **unique Western, Central and Eastern European** network to extensive Retail and Corporate client franchise

**26.1 million** clients<sup>(1)</sup>  
**81%** revenues from Commercial Banking<sup>(2)</sup>

**"One Bank"** business model replicated across full network, driving synergies and streamlined operations

Commercial Banks with leadership position<sup>(3)</sup> in **12 out of 14** countries<sup>(4)</sup>

**CIB plugged into Commercial Banking**, enabling cross-selling and synergies across business lines and countries

**€1.3bn** joint CIB-Commercial Banking revenues<sup>(5)</sup>

**Low risk profile** business model benefiting from diversification and a more stable macro/regulatory environment

**51%** revenues outside Italy

(1) Data as of 2Q18 includes 100% clients in Turkey

(2) Business division revenues as of 1H18: CB Italy, CB Germany, CB Austria, CEE, Fineco

(3) Data as of ranking between #1 and #5 of market share in terms of total assets according to local accounting standard

(4) Austria, Bosnia & Herzegovina, Bulgaria, Croatia, Czech Republic, Germany, Hungary, Italy, Romania, Serbia, Slovakia, Slovenia

(5) Data as of June 2018 includes revenues on GTB, ECM, DCM, M&A, Markets products from Commercial Banking clients and structured finance products from Corporate



# Strong competitive advantage across countries and products

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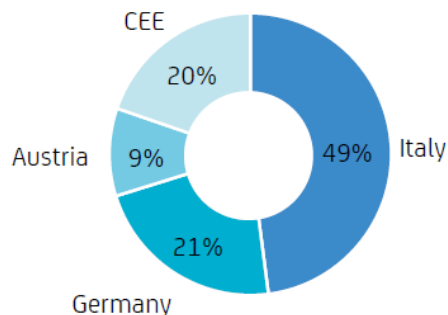
UniCredit at a glance

## Strong local Commercial Banks

# clients, m<sup>(1)</sup> Rank by assets in Europe<sup>(2)</sup>

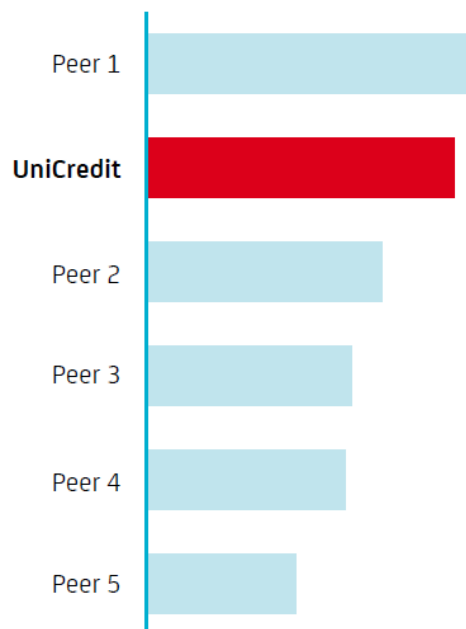
Italy	8.9	2
Germany	1.6	3
Austria	1.6	1
CEE	14.0	1

Revenues by geography<sup>(3)</sup>



## "Go to" bank for European "Mittelstand" Corporates

Loans to corporates in EU zone, €bn<sup>(4)</sup>



## Best-in-class CIB product provider

EMEA rankings<sup>(5)</sup>

All Bonds in Italy and Germany <sup>(5)</sup>	1
Syndicated Loans in Italy, Austria, CEE <sup>(5)</sup>	1
EMEA Bonds in Euro by # of transactions <sup>(5)</sup>	2

## Awards



- #1 Global Trade Finance Best Services Provider in 2018 <sup>(6)</sup>
- #1 in CEE, Bosnia & Herzegovina, Bulgaria, Croatia, Hungary, Italy, Romania, Serbia and Turkey in 2018 <sup>(6)</sup>
- #1 Bank for Trade Finance in Austria, Bulgaria, Croatia and CEE in 2018 <sup>(7)</sup>
- #1 Supply Chain Finance Provider in CEE in 2018 <sup>(7)</sup>
- #1 Bank for Liquidity Management Western Europe and in CEE, in Italy and in Austria in 2018 <sup>(7)</sup>
- #1 Sub-custodian Bank in CEE, Austria, Bulgaria, Czech Republic, Serbia and Slovenia in 2018 <sup>(7)</sup>

(1) Data as of 2Q18 includes 100% clients on Turkey

(2) Data as of FY17, based on available public data. For Germany, only private banks, for CEE compared to Erste, KBC, Intesa Sanpaolo, OTP, RBI (data as of FY17)

(3) Data as of 1H18 based on regional view

(4) Data as of 2Q18; peers include: BNP Paribas, Deutsche Bank, Intesa Sanpaolo, Santander, Société Générale

(5) Dealogic as of 4 July 2018; period: 1 Jan – 30 Jun 2018, All Syndicated Loans in Euro, All EMEA Bonds in Euro

(6) Source: [www.euromoney.com](http://www.euromoney.com).

(7) Source: [www.gfnad.com](http://www.gfnad.com)





## STRENGTHEN AND OPTIMIZE CAPITAL

**Capital targets  
updated**  
**MDA buffer confirmed**

- 3Q18 CET1 ratio 12.11%, FY18 CET1 ratio 11.5-12.0%<sup>(1)</sup>
- FY19 CET1 ratio 12.0-12.5%, MDA buffer target of 200-250bps
- Disposals of specific assets including real estate
- Reduction of CET1 ratio BTP sensitivity<sup>(2)</sup> by around 35% by end of FY19

## IMPROVE ASSET QUALITY

**Ongoing de-risking**  
**Accelerated  
Non Core rundown  
by 2021 fully on track**

- 3Q18 Group gross NPE ratio improved to 8.3% (-249bps Y/Y) with Group gross NPEs down 10.3bn Y/Y and 1.8bn Q/Q, of which 1.2bn<sup>(3)</sup> disposals in 3Q18
- Group Core gross NPE ratio 4.3%, down 85bps Y/Y, close to the EBA average<sup>(4)</sup>
- Accelerated Non Core rundown by 2021 proceeding as planned. 3Q18 Non Core gross NPEs at 20.6bn, 19bn target for year end 2018 confirmed

## TRANSFORM OPERATING MODEL

**Transformation ahead  
of schedule**  
**Improved cost  
reduction**

- 41 branch closures in 3Q18 and 831 since December 2015 in Western Europe. 88% of 944 Transform 2019 target already achieved
- FTEs down by 766 Q/Q and 13,100 since December 2015. Transform 2019 target of 14,000 almost reached with 93% achieved, as at 3Q18
- Improved cost reduction in FY18 and FY19

(1) Assuming BTP spreads remain at current levels (as at 5 November 2018).

(2) BTP sensitivity: +10bps parallel shift of BTP asset swap spreads has a -3.5bps pre and -2.5bps post tax impact on the fully loaded CET1 ratio as at 28 September 2018.

(3) Of which 0.4bn in Non Core.

(4) Weighted average of EBA sample banks is 3.6%.

Source: EBA risk dashboard (data as at 2Q18).



## MAXIMIZE COMMERCIAL BANK VALUE

**Multichannel offer/  
customer experience**

**Commercial  
partnerships**

**Success of fully  
plugged-in CIB**

**Leading Debt and  
Trade Finance house  
in Europe**

- In Italy, remote sales<sup>(1)</sup> increased further by +7.4 p.p. Y/Y, reaching 26.0% of total bank sales<sup>(2)</sup> and 93.8% (vs. 95% 2019 target) of basic transactions<sup>(3)</sup> migrated to self-service channels
- In CEE, the mobile user penetration<sup>(4)</sup> improved by 2.3p.p. Q/Q to 38.2%
- First 550 "Easy Export" contracts signed in Italy to support Italian exporting companies, leveraging on partnership with Alibaba.com
- After a successful experience in Italy, UniCredit is the first bank in Hungary to sign an agreement with Alipay
- Success of CIB business model demonstrated by key roles in recent IPOs for Piovan, Knorr-Bremse and Aston Martin, leveraging on strong commercial banking relationships
- Leading franchise confirmed: Ranking #1 in "All Bonds in EUR" in Italy and Germany, #1 in "EMEA All Bonds in EUR" by number of transactions, #2 in "All Syndicated Loans in EMEA EUR" and "Project Finance Europe"<sup>(5)</sup>

## ADOPT LEAN BUT STEERING CENTER

**Group CC streamlining**

- Weight of Group Corporate Centre of total costs at 2.9% in 3Q18 (3.4% in 9M18), -0.7p.p. Q/Q and -1.1p.p. Y/Y (FY15 actual: 5.3%, FY19 target<sup>(6)</sup>: 3.8%)

(1) Transactions concluded through ATM, online, mobile or contact centre.

(2) Percentage of remote sales calculated on total bank products that have a direct selling process.

(3) Includes cash withdrawals, cash deposits and transfers.

(4) Including Yapi at 100%. Ratio defined as number of retail mobile users as percentage of active customers.

(5) Source: Dealogic, as at 1 October 2018. Period 1 January – 30 September 2018; rankings by volume, unless otherwise stated.

(6) FY15 actual and FY19 target recasted as at September 2018, previously 5.2% and 3.6%, respectively.



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- **Business Model & Strategy**
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3 Liquidity & Funding

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# Bank Austria – at a glance

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Overview Bank Austria  
Business Model & Strategy

## Bank Austria Highlights as of 30 June 2018

- **Member of UniCredit since 2005**
- **Leading corporate bank and one of the largest retail banks in Austria**
- **~ 5,400 FTE and 123 branches in Austria**
- **Solid capital base** (19.2% CET1 ratio)
- **Stable liquidity** with a perfect balance between customer loans and direct funding

	Jun-18	Dec-17 <sup>1)</sup>
Total Assets	100.1	102.1
Customer Loans	60.8	59.8
Direct Funding	69.5	70.5
Equity	8.3	8.3

in € bn

	1H18	1H17
Operating income	1.003	1.005
Operating costs	-626	-669
LLP	87	89
Net profit	354	357

in € mn

	Jun-18
Cost / income ratio	62.4%
CET1 capital ratio <sup>2)</sup>	19.2%
Total capital ratio <sup>2)</sup>	22.3%

Non-performing exposure ratio	3.6%
Coverage ratio	55.1%
Cost of risk	-29 bp

S&P Rating	BBB+	A-2
Moody's Rating	Baa1	P-2

Market shares loans / deposits Austria <sup>3)</sup>	13.9%	12.5%
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1) Figures as of Dec. 2017: 1 January 2018 inclusive IFRS 9 first time adoption and an adjustment in the social capital (i.e. provisions for pensions and other post retirement benefits obligations)

2) Capital ratios as of end of period, based on all risks and according to Basel 3 (transitional) and IFRSs

3) As of June 2018



# Business Model and Market Position in Bank Austria's Home Market

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Overview Bank Austria  
Business Model & Strategy

Bank Austria is one of the strongest banks in Austria

## CIB

- **Leading corporate bank** in the country (7 of 10 large corporates are clients)
- Focus on
  - **Multinational corporates**
  - **International and institutional Real Estate customers** requiring **investment banking solutions** and capital markets-related products
  - **Financial Institutions**
- Clients have access to the **largest banking network in CEE** as well as to **UniCredit branches** in major financial centers **worldwide**

*CIB = Corporate & Investment Banking*

## Commercial Banking Austria

### Corporate Banking

- **Strong market position** in all corporate segments
- The division covers
  - **Corporate customers** (>€3mn turnover)
  - **Real Estate**
  - **Public Sector**
  - **Leasing**
  - **FactorBank**
  - **Real Invest**
- **Nearly every third SME** (€3mn to 50mn turnover) is **customer of Bank Austria**
- **Broad coverage** through a **nationwide branch network**

### Retail Banking

- Retail Banking covers 1,6mn **Retail and Small Business customers** (<€3mn turnover)
- **Broad Multi-channel offer via**
  - **Physical branches**
  - **Online branch** (remote advisory via video telephony)
  - **Online shop and online banking**

### Private Banking

- **Leading Private Banking in Austria** with every fifth Austrian High Net Worth Individual as customer of Bank Austria
- **Tailored financial services** to High Net Worth Individuals and foundations
- **Successful client approach** through BA's PB Area and Schoellerbank



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# P&L of Bank Austria Group – 1H18

Net Operating Profit (NOP) above previous year, Net Profit on last year's level; revenues stable, strong cost savings

Overview Bank Austria

Profit & Loss

	1-6/ 2018	1-6/ 2017	y/y	2Q18	1Q18	2Q17	q/q	y/y
(€ mn)								
Operating income	1,003	1,005	-0.2%	514	489	523	5.1%	-1.8%
Operating costs	-626	-669	-6.4%	-308	-318	-330	-3.0%	-6.6%
Operating profit	377	336	12.3%	206	171	193	20.0%	6.5%
Net write-downs of loans	87	89	-2.2%	47	40	43	15.5%	7.7%
Net operating profit	464	425	9.3%	252	212	237	19.1%	6.7%
Non-operating items	-71	-94	-23.9%	6	-77	10	>-100.0%	-36.0%
Profit (loss) before tax	393	331	18.7%	258	135	246	92.0%	5.0%
P/L discontinued operations	14	58	-75.9%	14	0	33	>-100.0%	-57.0%
Other positions	-53	-32	66.0%	-21	-32	-17	-33.9%	27.8%
Group Net Profit	354	357	-0.9%	252	102	263	>100.0%	-4.3%
Cost/income ratio	62.4%	66.6%	-418 bp	60.0%	65.0%	63.1%	-497 bp	-309 bp

- **Operating Income on 1H17 level**, with fee income slightly up and strong trading, offsetting lower NI and other income
- **Operating Costs down by 6% y/y**, improvements in all major cost categories, reflecting strong cost discipline.  
Substantial improvement of cost/income ratio (-4.2 pp)
- **Net Write-Downs of Loans again positive with € +87 mn** (net releases in all business areas)
- **Non-Operating Items € -71 mn**: mainly systemic charges (€ -114 mn) with some income from real estate sales
- **P/L from discontinued operations: € +14 mn** (1H17: € +58 mn), mainly due to real estate sales by Immo Holding (real estate group held for sale)



# P&L of Bank Austria Group – 1H18 in detail

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Overview Bank Austria

Profit & Loss

(€ mn)

	(in mn €)	1-6/2018	1-6/2017	Δ abs.	Δ in %
Net interest		477	491	-14	-2.8%
Dividends and other income from equity investments		67	76	-8	-10.9%
Net fees and commissions		355	352	3	0.9%
Net trading, hedging and fair value income/loss		71	36	35	98.4%
Net other expenses/income		33	51	-18	-34.9%
<b>Operating income</b>		<b>1,003</b>	<b>1,005</b>	<b>-2</b>	<b>-0.2%</b>
Payroll costs		-320	-349	28	-8.2%
Other administrative expenses		-294	-306	12	-4.1%
Recovery of expenses		0	0	0	-20.1%
Amortisation, depreciation and impairment losses on intangible and tangible assets		-12	-14	2	-14.8%
<b>Operating costs</b>		<b>-626</b>	<b>-669</b>	<b>43</b>	<b>-6.4%</b>
<b>Operating profit</b>		<b>377</b>	<b>336</b>	<b>41</b>	<b>12.3%</b>
Net write-downs of loans and provisions for guarantees and commitments		87	89	-2	-2.2%
<b>Net operating profit</b>		<b>464</b>	<b>425</b>	<b>39</b>	<b>9.3%</b>
Provisions for risks and charges		0	12	-12	>-100.0%
Systemic charges		-114	-113	-1	0.9%
Integration/ restructuring costs		3	0	3	>-100.0%
Net income from investments		40	8	32	>100.0%
<b>Profit (loss) before tax</b>		<b>393</b>	<b>331</b>	<b>62</b>	<b>18.7%</b>
Income tax for the period		-42	-25	-17	67.5%
<b>Net profit</b>		<b>351</b>	<b>306</b>	<b>45</b>	<b>14.7%</b>
Total profit or loss after tax from discontinued operations		14	58	-44	-75.9%
<b>Profit (loss) for the period</b>		<b>365</b>	<b>364</b>	<b>1</b>	<b>0.3%</b>
Non-controlling interests		-11	-7	-4	61.0%
<b>Net Profit attrib. to the owners of the parent company</b>		<b>354</b>	<b>357</b>	<b>-3</b>	<b>-0.9%</b>

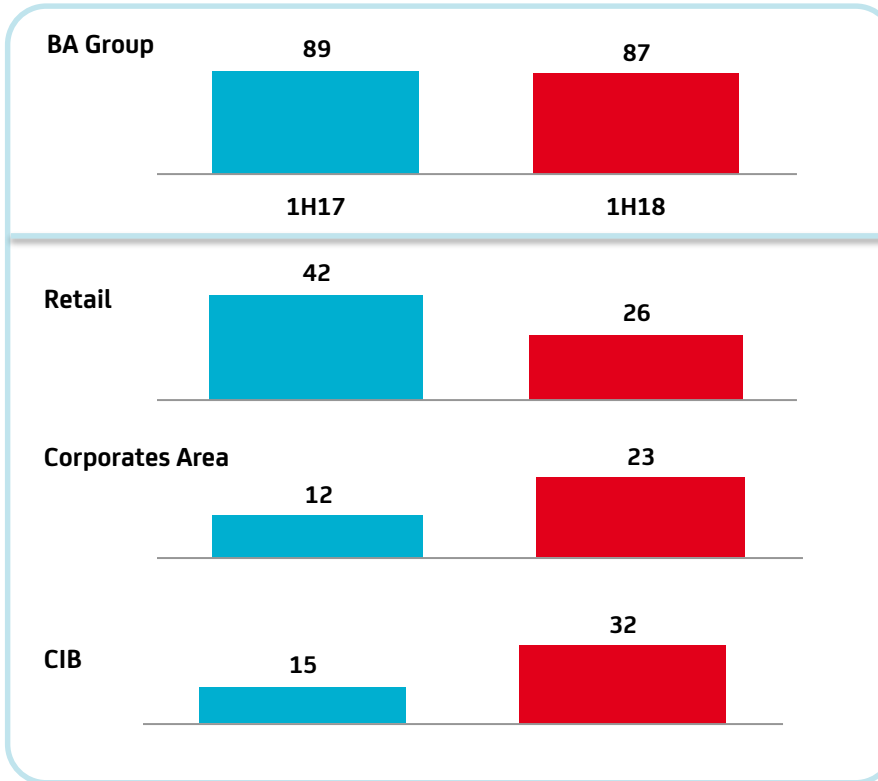




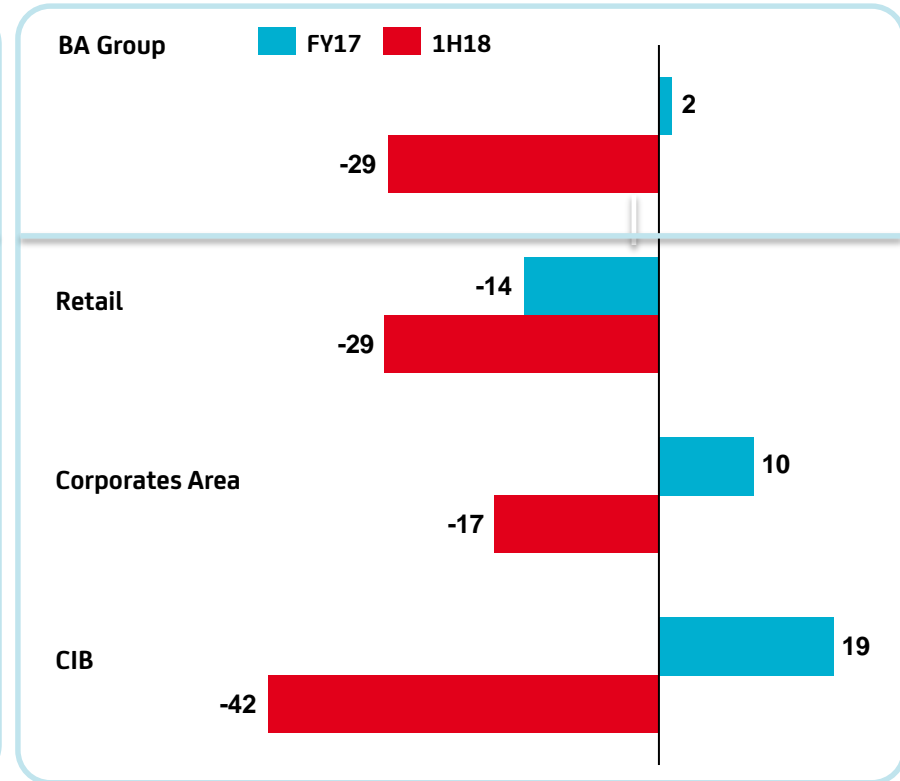
# Net Write-Downs of Loans

In 1H18, continuation of favorable development of **LLP** and **Cost of Risk**

## Total Net Write Downs of Loans by Segment (€ mn)



## Cost of Risk by Segment (bp)



- BA Group in HY18 again with a positive contribution from **Net Write Downs** of € +87 mn
- Surplus of **Net Write Downs** due to net releases in CIB (€ +32 mn), Retail (€ +26 mn) and Corporates Area (€ +23 mn)
- **Cost of Risk:** due to positive LLP at -29 bp for BA Group

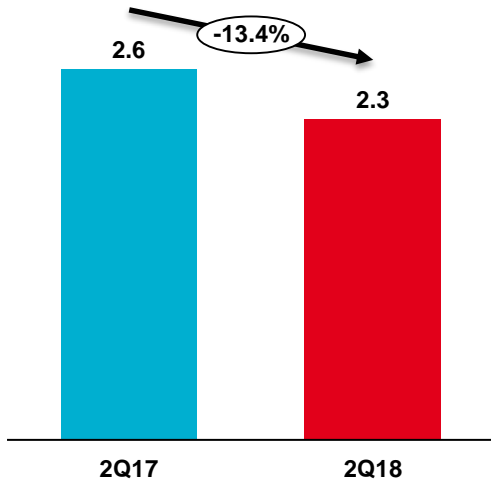


# Solid y/y development of Asset Quality also in 1H18

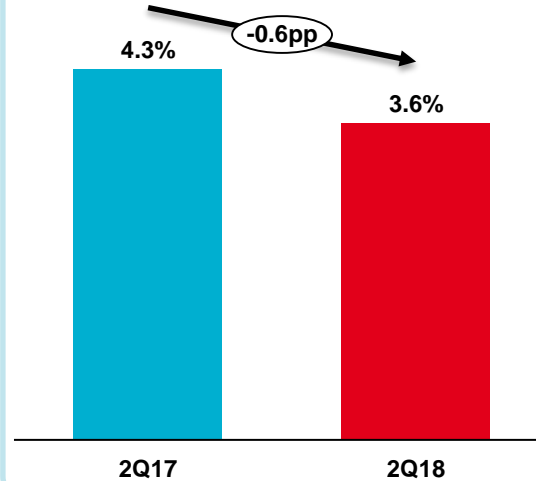
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Overview Bank Austria  
Profit & Loss

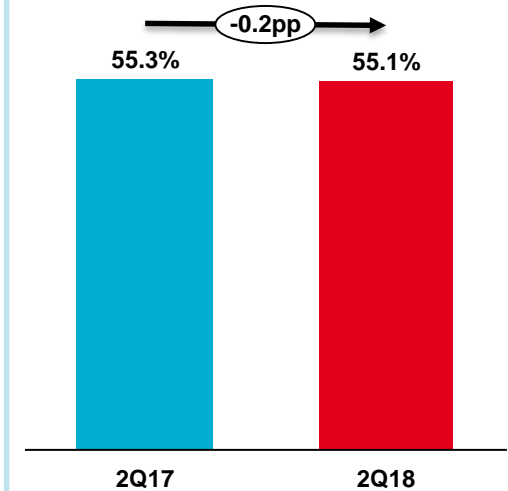
Gross NPE <sup>1)</sup> (€ bn)



% of Gross NPE on Total Loans<sup>1)</sup>



Coverage Ratio on NPE <sup>1)</sup>



- **Further reduced NPE portfolio** on y/y basis, resulting also in a reduced **NPE Ratio**
- **Coverage Ratio** stable at good 55.1%



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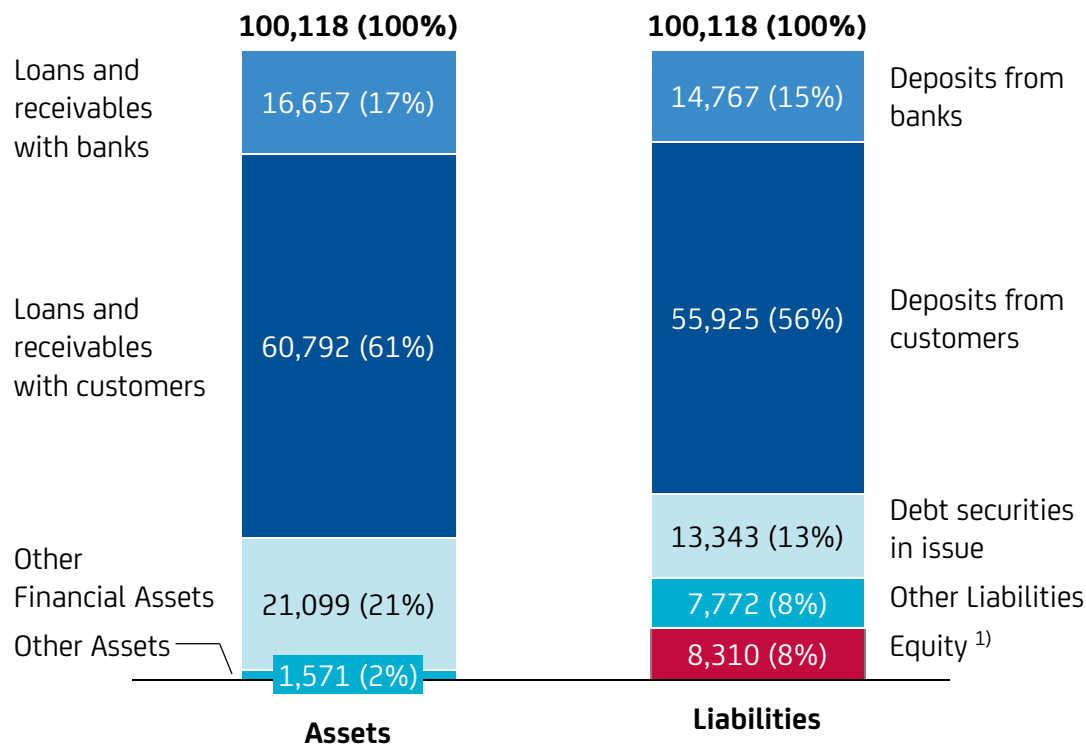
# Balance Sheet structure of Bank Austria

(as of 30 June 2018)

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Overview Bank Austria  
Balance Sheet & Capital Ratios

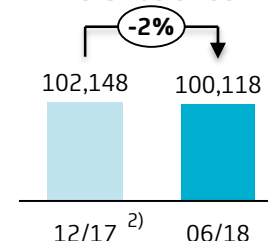
## Balance Sheet (€ mn)



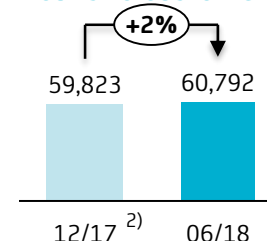
- **Balance sheet** reflects a **classical commercial bank**, with large shares of loans and deposits (details see following page)
- **Strong capital base with a net equity<sup>1)</sup>** of € 8.3 bn
- **Excellent CET 1 Ratio** at **19.2%**

## Change vs. 31 December 2017

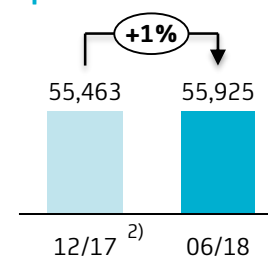
### Balance Sheet



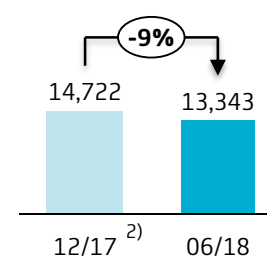
### Loans to customers



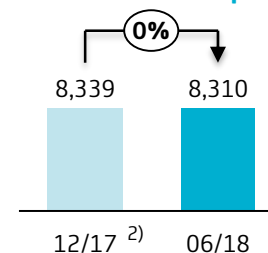
### Deposits from customers



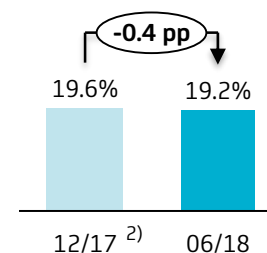
### Securities in issue



### Shareholders' Equity



### CET1 Ratio



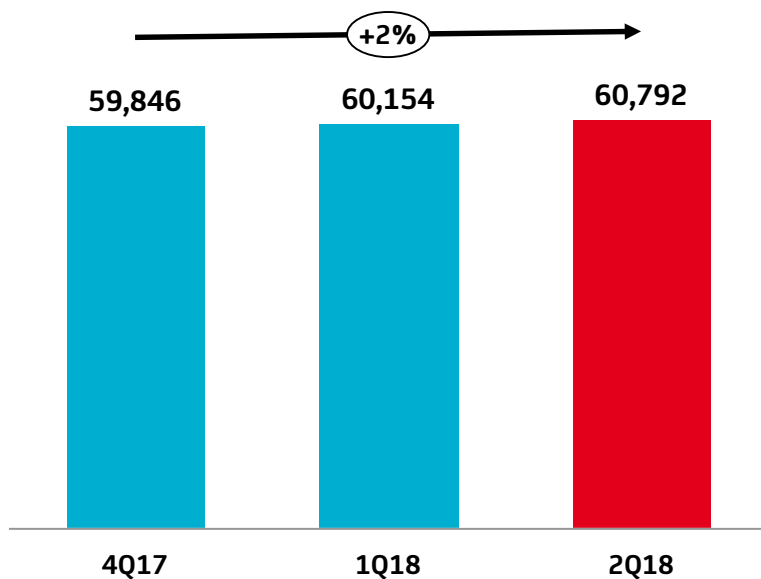
# Loan and Deposit Volumes

Well-balanced development of loans and deposits, very good Loans/Direct Funding Ratio

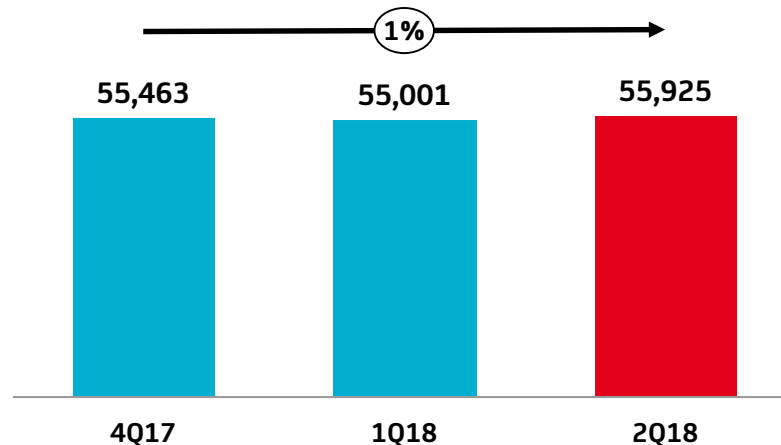
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Overview Bank Austria  
Balance Sheet & Capital Ratios

## Loans to Customers<sup>1)</sup> (€ mn)



## Deposits from Customers<sup>1)</sup> (€ mn)



## Loans/Direct Funding Ratio<sup>2)</sup>

Period	Loans/Direct Funding Ratio
4Q17	85%
1Q18	87%
2Q18	87%

- **Loans to customers** with an increasing trend since YE17, in particular CIB
- **Deposits from customers** slightly increasing as well (driven by Retail and PB)
- Overall excellent funding base, **Loans/Direct Funding Ratio at very good 87%**



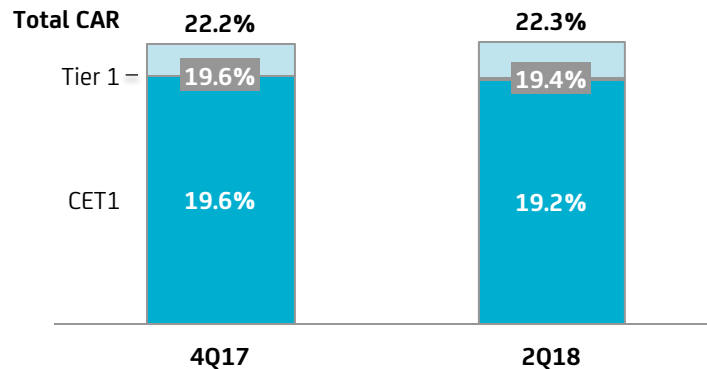
# Capital position BA GROUP IFRS

## Solid capital ratios

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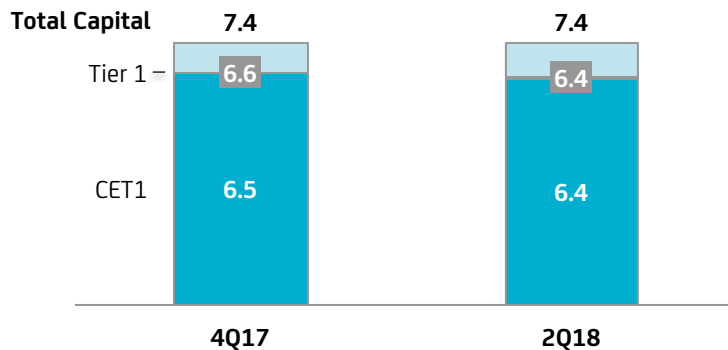
Overview Bank Austria  
Balance Sheet & Capital Ratios

### Capital Ratios

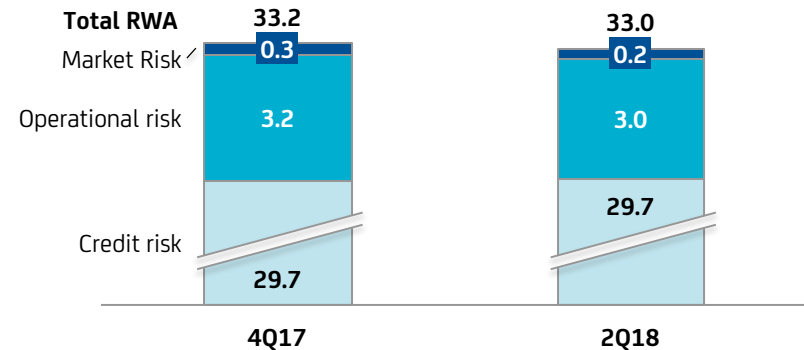


- **Total regulatory capital** stable at € 7.4 bn, with small structural changes (lower CET1) due to end of "phase-in" (transitional) rules
- **Total RWA** slightly down to € 33.0 bn
- **CET 1 Ratio at strong 19.2%** (both transitional and fully loaded), decrease vs. 4Q17 mainly due to expiry of transitional treatments
- **Total Capital Ratio** up to **22.3%**, due to stable regulatory capital and slightly reduced RWA
- **Leverage Ratio** remains at strong **5.9%**

### Regulatory Capital (€ bn)



### Risk-Weighted Assets (RWA, € bn)



# Agenda

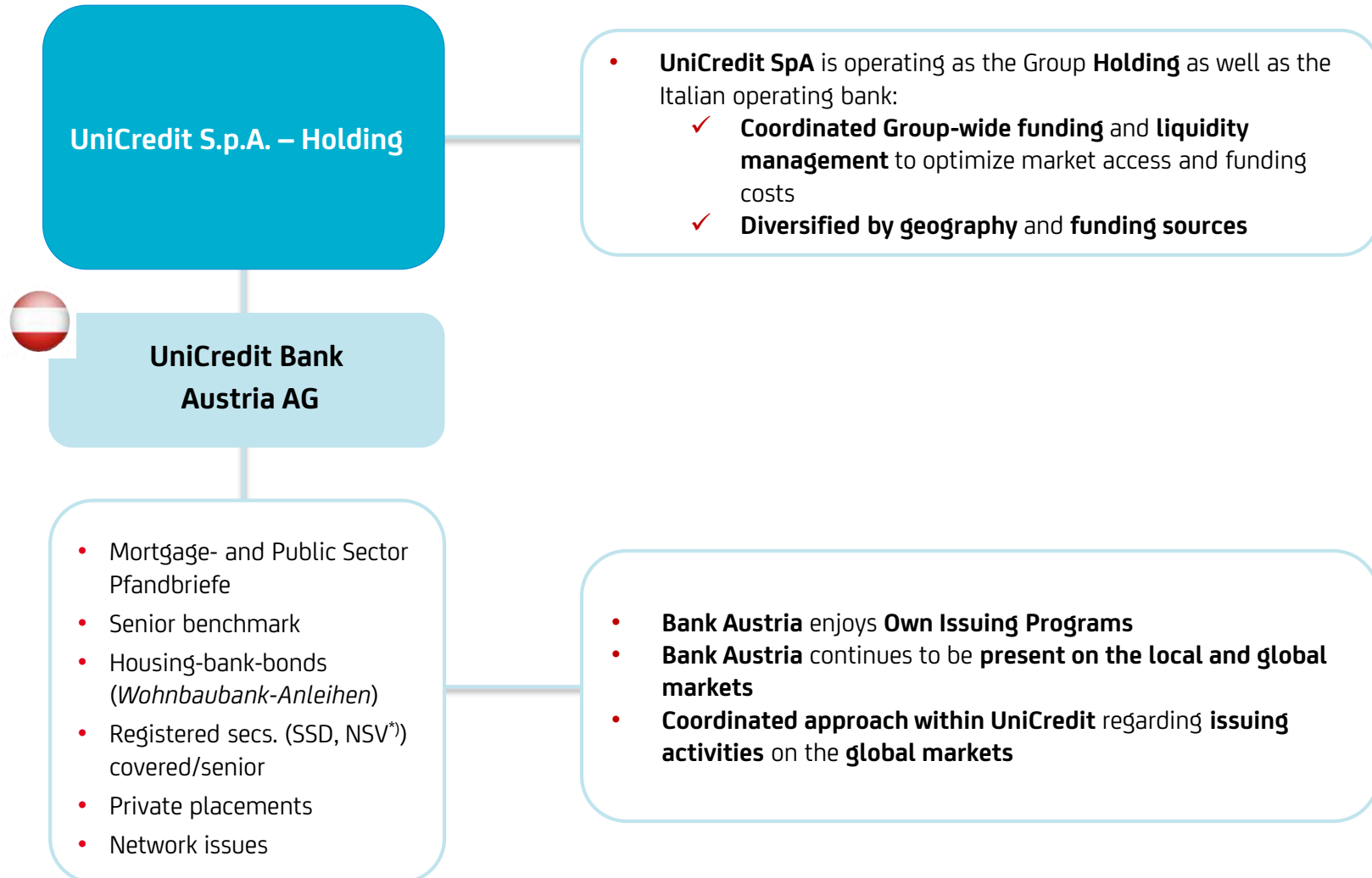
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# Bank Austria Acts as Liquidity Reference Bank (LRB) for all Austrian Group Entities and is a Strategic Issuing Platform for UniCredit Group

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# Funding Strategy Bank Austria Group – Self-Sufficiency Principle

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Liquidity & Funding  
Funding Strategy & Position

## Key Pillars of Bank Austria Group Funding Strategy

- **Well-diversified funding base** due to Bank Austria's commercial banking model.

The **key pillars** are

- **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
- The key pillars described are part of the **self sufficiency principle of Bank Austria's funding strategy**.
  - It ensures that the proceeds are used primarily for business development of entities of Bank Austria Group
  - It enables Bank Austria to reflect its own funding costs according to its own risk profile



# Liquidity and Funding Management within BA Group based on clear and strict Risk Management Principles

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Liquidity & Funding  
Funding Strategy & Position

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

- **Liquidity strategy**
  - Bank Austria AG acting as an **independent Liquidity Reference Bank (LRB)** within UniCredit Group - in line with the **self-funding principle** of the Group Strategy
  - Bank Austria AG **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 AG 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%)



# Agenda

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- 1 UniCredit Group
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  - Profit & Loss
  - Balance Sheet & Capital Ratios
- 3 Liquidity & Funding
  - Funding Strategy & Position
  - **Cover Pool**
- 4 Annex



# Executive Summary

## Bank Austria Mortgage Cover Pool



COVERED BOND  
• L A B E L •

Liquidity & Funding  
Cover Pool

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- **Aaa Rating by Moody's**
- Bank Austria decided to streamline its **Mortgage Cover Pool targeting a simple and transparent pool composition:**
  - focus on **Austrian mortgages only**
  - change to whole loan reporting instead of collateral volume
- **Benefit:**
  - **pure Austrian risk offer** to our investor base
  - no blending of risk, diversification to be decided by investor
  - simple pricing logic
- **No new CHF assets since 2010.** Decrease of total value in CHF in the last three years (2Q15: € 1,796 mn – 3Q18: € 1,138 mn)
- Steady increase of the cover pool (ca. € 1,000 mn in the last year), primarily by residential mortgages
- **ECBC Covered Bond Label** has been granted to the BA Mortgage Cover Pool

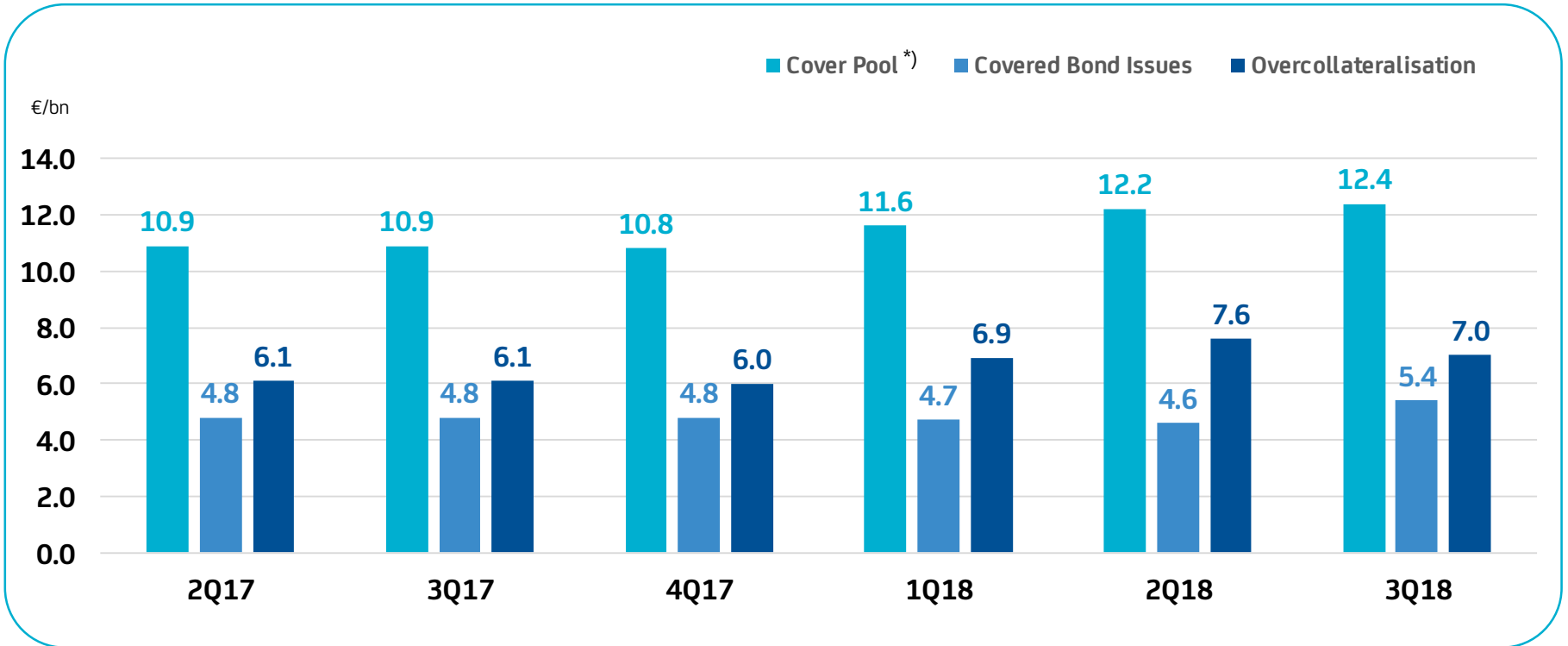


# Mortgage Cover Pool

## Historical trend

1 2 3 4

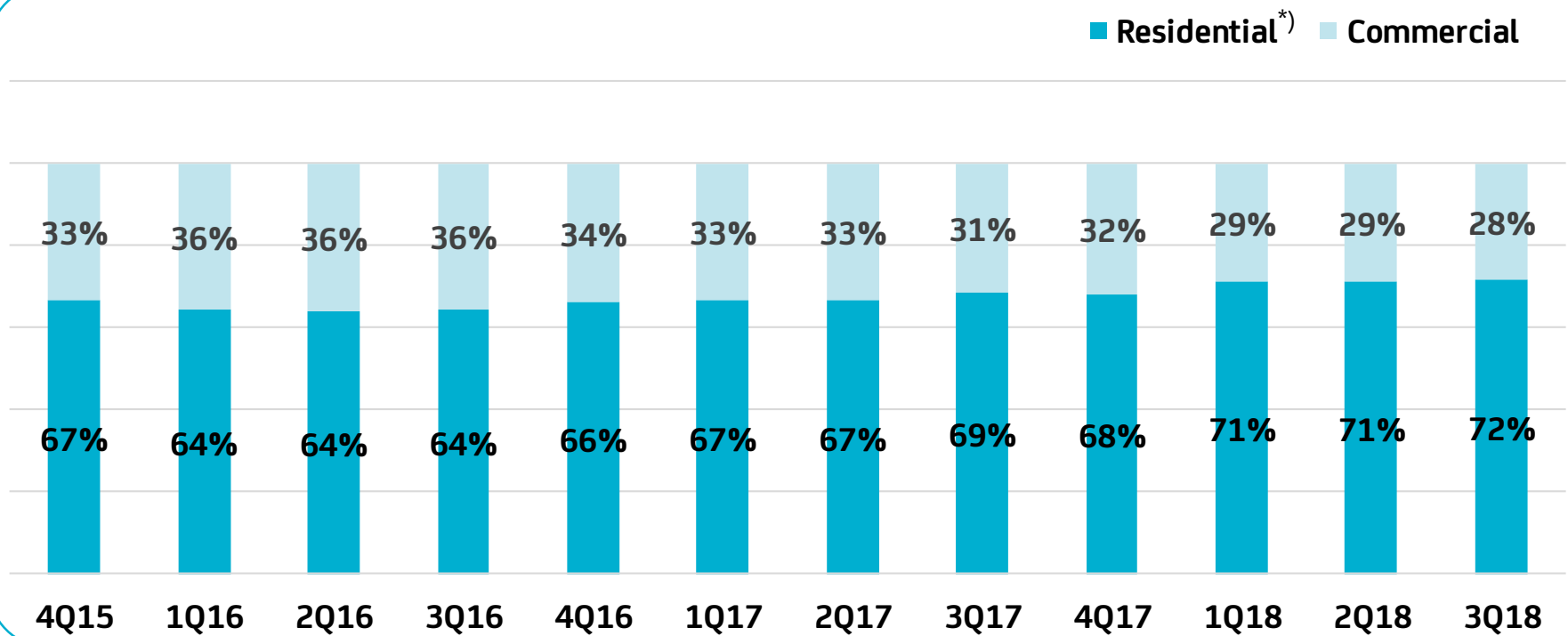
Liquidity & Funding  
Cover Pool



# Mortgage Cover Pool

## Breakdown by type of use - Historical trend

1 2 3 4



- Majority of cover pool consists of residential mortgages which increased steadily during the last three years



# Mortgage Cover Pool

## Parameters of Cover Pool and Issues

<i>Parameters of cover pool</i>	<i>Sep-18</i>
Weighted avg. life (in years incl. amortization)	9.9
Contracted weighted avg. life (years)	16.3
Avg. seasoning (years)	6.1
Tot. number of loans	44,120
Tot. number of debtors	38,602
Tot. number of mortgages	40,998
Avg. loan volume (€)	277,266
Share of 10 biggest loans	10.7%
Share of 10 biggest debtors	14.0%
Share of bullet loans	21.6%
Share of fixed interest loans	30.0%
Volume of 90 days overdue loans	0.0
Avg. interest rate	1.3%

<i>Parameters of issues</i>	<i>Sep-18</i>
Tot. number	85
Avg. maturity (years)	4.4
Avg. volume (€/mn)	63

- Total Value of the **Cover Pool** as of **30 Sept. 2018**  
(EUR equivalent): **12,381 mn**
  - thereof in EUR: 11,094 mn (89.6%)
  - thereof in CHF: 1,138 mn (9.2%)
  - thereof substitute cover in EUR: 149 mn (1.2%)
- **Moody's Rating: Aaa**



# Mortgage Cover Pool

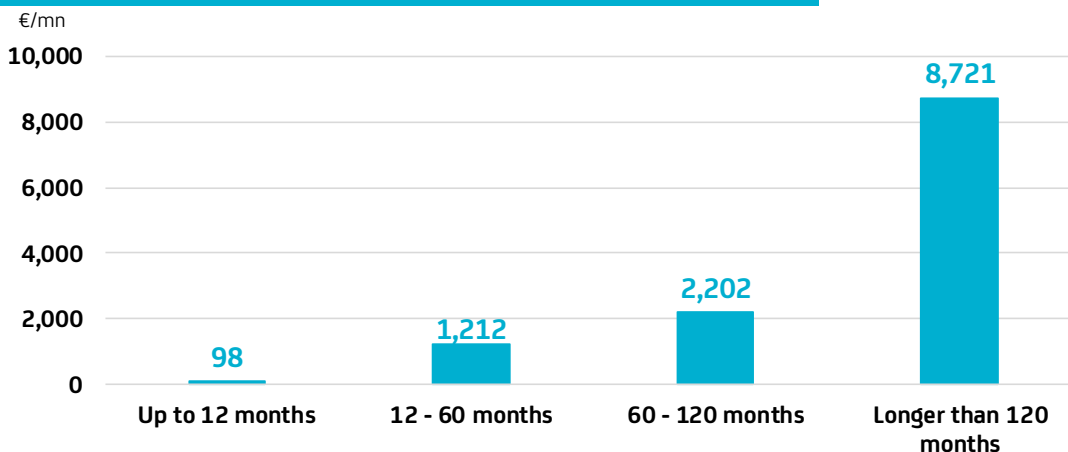
## Maturity Structure of Cover Pool<sup>\*)</sup> and Issues

Liquidity & Funding  
Cover Pool

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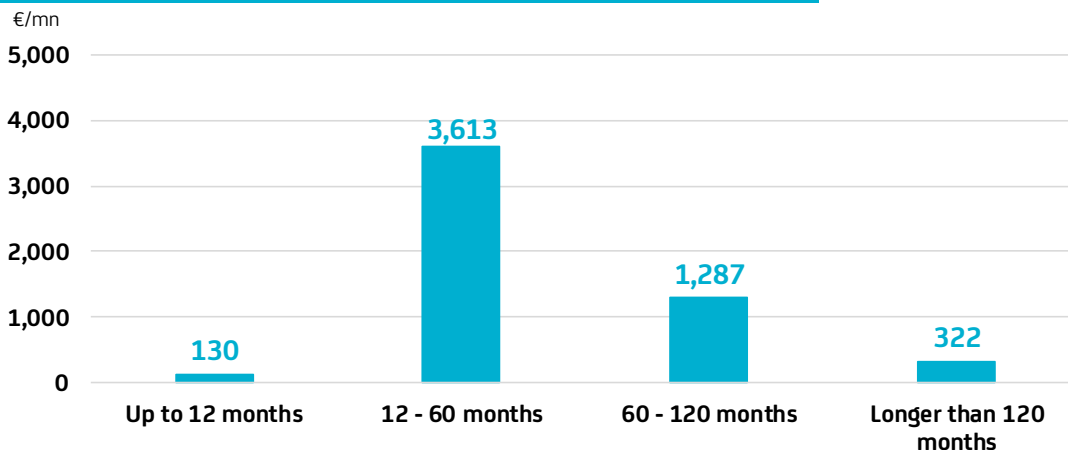
### Maturity of assets in the cover pool – September 2018

Breakdown by maturity	€/mn	%
Up to 12 months	98	0.8%
12 - 60 months	1,212	9.9%
o.w. 12 - 36 months	488	4.0%
o.w. 36 - 60 months	724	5.9%
60 - 120 months	2,202	18.0%
Longer than 120 months	8,721	71.3%
<b>Total</b>	<b>12,233</b>	<b>100%</b>



### Maturity of issued covered bonds– September 2018

Breakdown by maturity	€/mn	%
Up to 12 months	130	2.4%
12 - 60 months	3,613	67.5%
o.w. 12 - 36 months	1,636	30.6%
o.w. 36 - 60 months	1,977	36.9%
60 - 120 months	1,287	24.1%
Longer than 120 months	322	6.0%
<b>Total</b>	<b>5,353</b>	<b>100%</b>





# Mortgage Cover Pool

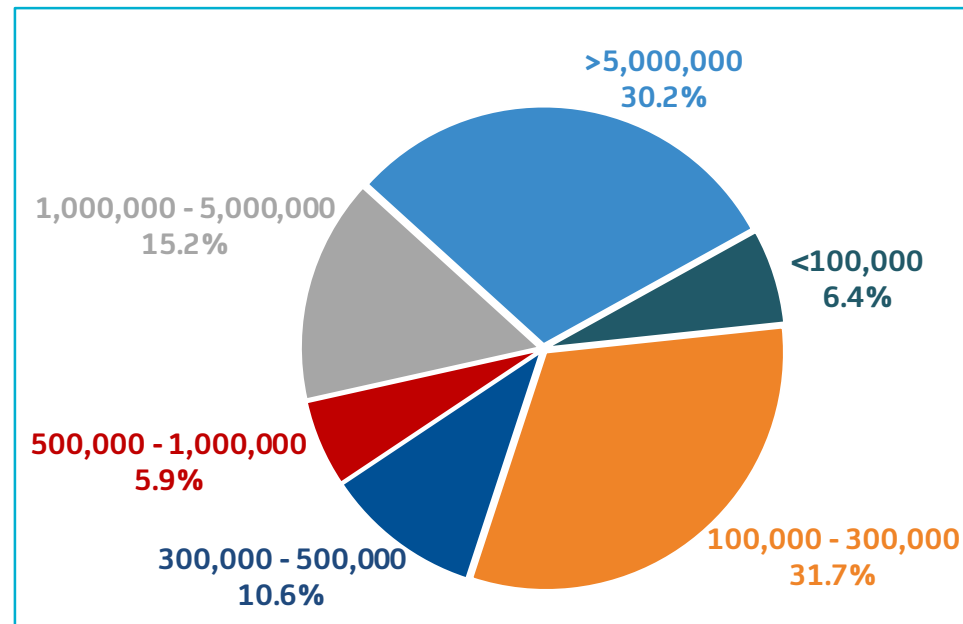
## Assets Volume Breakdown<sup>\*)</sup>

1 2 3 4

Liquidity & Funding  
Cover Pool

### Breakdown by size of mortgages – September 2018

Volume	€/mn	Number
<300,000	4,660	35,293
<100,000	781	13,647
100,000 - 300,000	3,879	21,646
300,000 - 5,000,000	3,879	5,519
300,000 - 500,000	1,297	3,545
500,000 - 1,000,000	719	1,063
1,000,000 - 5,000,000	1,864	911
>5,000,000	3,694	186
<b>Total</b>	<b>12,233</b>	<b>40,998</b>












# Mortgage Cover Pool

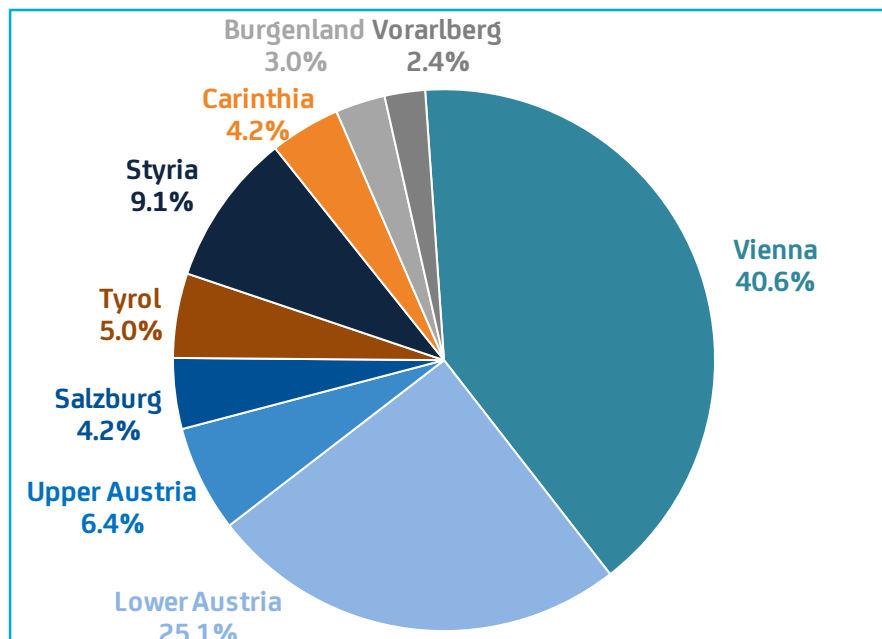
## Regional Breakdown<sup>\*)</sup> of Mortgages in Austria

Liquidity & Funding  
Cover Pool

1 2 3 4

### Regional Breakdown Austria – September 2018

	Regional Breakdown Austria	€/mn	%
	Vienna	4,967	40.6%
	Lower Austria	3,065	25.1%
	Upper Austria	778	6.4%
	Salzburg	517	4.2%
	Tyrol	618	5.0%
	Styria	1,115	9.1%
	Carinthia	515	4.2%
	Burgenland	363	3.0%
	Vorarlberg	295	2.4%
	<b>Total</b>	<b>12,233</b>	<b>100%</b>



# Mortgage Cover Pool

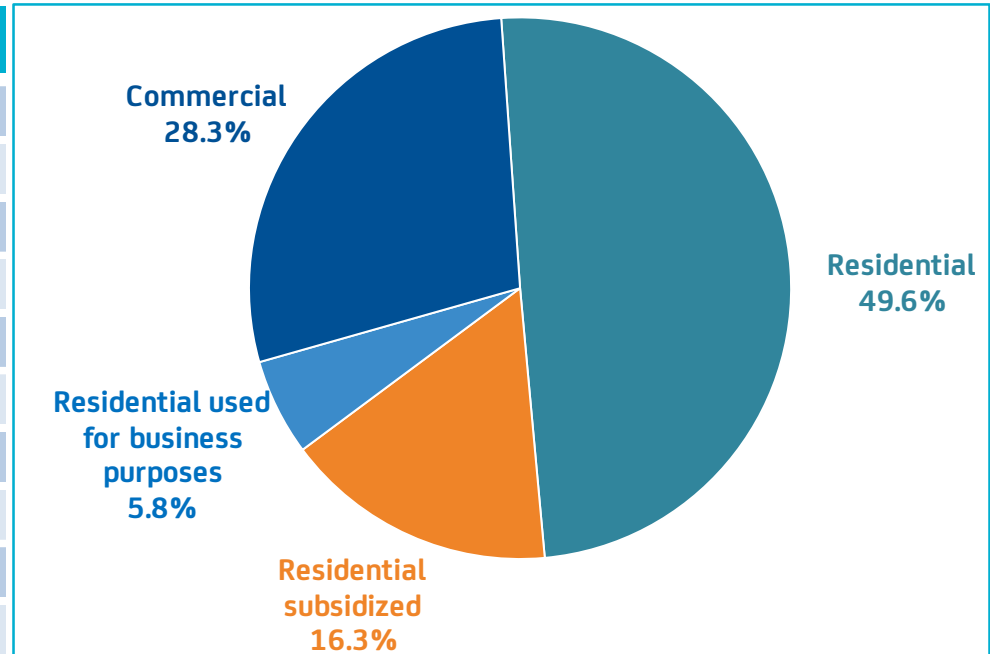
## Breakdown<sup>\*)</sup> by Type of Use

1 2 3 4

Liquidity & Funding  
Cover Pool

### Breakdown by type of use – September 2018

Breakdown by type of use	€/mn	Number
Residential	6,075	36,638
Residential subsidized	1,992	2,142
Residential used for business purposes	706	1,194
Commercial	3,460	1,024
Office	1,525	158
Trade	835	64
Tourism	251	140
Agriculture	37	202
Mixed use / Others	812	460
<b>Total</b>	<b>12,233</b>	<b>40,998</b>



# Mortgage Cover Pool

## Breakdown<sup>\*)</sup> by Type of Use

1 2 3 4

- Bank Austria's Mortgage **Cover Pool Value** accounts for **€12,233 mn** as of 30 September 2018 (without substitute cover)
- **All mortgages in cover pool are located in Austria**
  - The main concentration is in the City of Vienna (40.6%) and the state of Lower Austria (25.1%)
- **Breakdown of cover pool by type of use:**
  - 71.7% residential real estate (thereof 16.3% subsidized)
  - 28.3% commercial real estate, of which:
    - Office 12.5%
    - Trade 6.8%
    - Tourism 2.0% and
    - Other / Mixed use 7.0%



# Executive Summary Bank Austria Public Sector Cover Pool



COVERED BOND  
• LABEL •

Liquidity & Funding  
Cover Pool

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- **Aaa Rating** by Moody's
- Focus on **purely Austrian claims**
- Cover Pool Volume as of 30 September 2018 amounts to EUR 6,638 mn
- Average volume of loans is approx. € 1.6 mn
- Average seasoning is 7.7 years
- **ECBC Covered Bond Label** has been granted to the Public Sector Cover Pool of Bank Austria

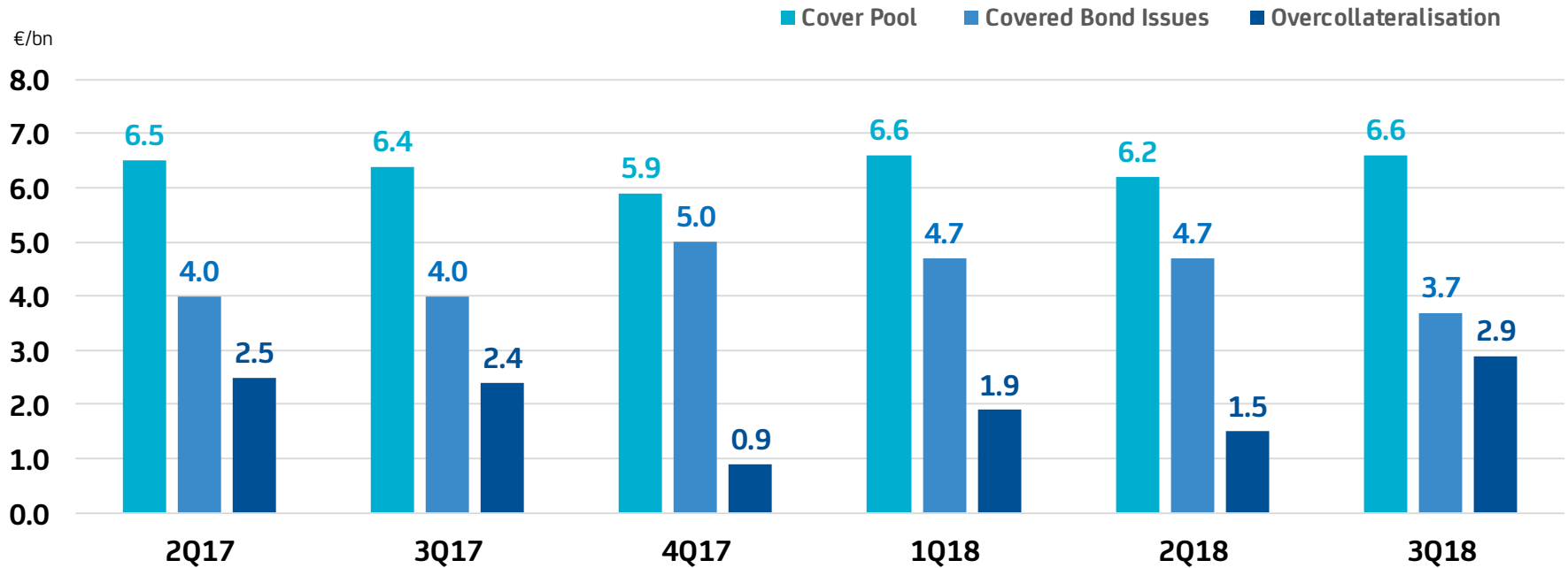


# Public Sector Cover Pool

## Historical trend

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Liquidity & Funding  
Cover Pool



# Public Sector Cover Pool

## Parameters of Cover Pool and Issues

1 2 3 4

<i>Parameters of cover pool</i>	<i>Sep 18</i>
Weighted avg. life (in years incl. amortization)	7.3
Contracted weighted avg. life (years)	10.2
Avg. seasoning (years)	7.7
Tot. number of loans	4,142
Tot. number of debtors	1,464
Tot. number of guarantors	323
Avg. loan volume (€)	1,602,598
Share of 10 biggest loans	26.2%
Share of 10 biggest guarantors	28.3%
Share of bullet loans	55.7%
Share of fixed interest loans	49.3%
Volume of 90 days overdue loans	0.0
Avg. interest rate	1.5%

<i>Parameters of issues</i>	<i>Sep 18</i>
Tot. number	32
Avg. maturity (years)	3.5
Avg. volume (€/mn)	115

- Total Value of the **Cover Pool** as of  
**30 Sept. 2018** (EUR equivalent): **€ 6,638 mn**
  - thereof in EUR: 4,727 mn (71.2%)
  - thereof in CHF: 178 mn (2.7%)
  - thereof public sector bonds in EUR equivalent: 1,733 mn (26.1%)
- **Moody's Rating: Aaa**



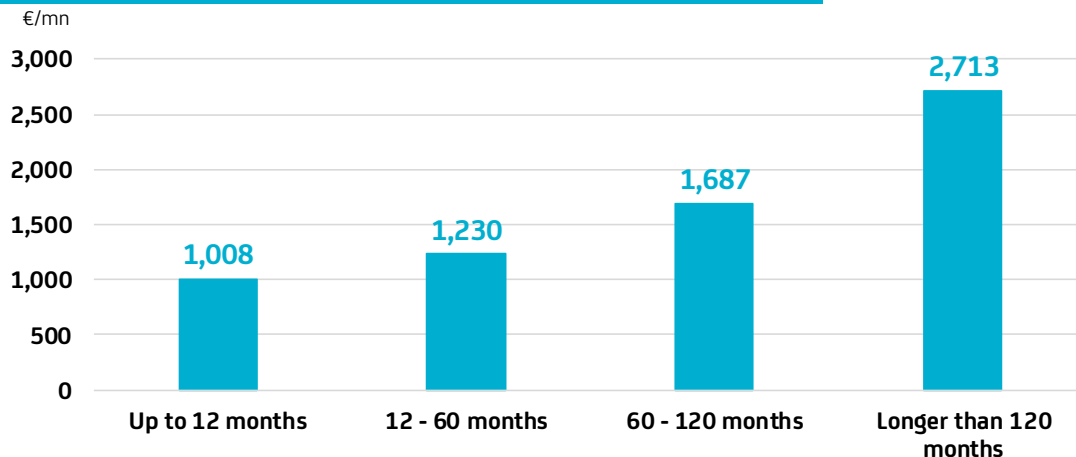
# Public Sector Cover Pool

## Maturity Structure of Cover Pool and Issues

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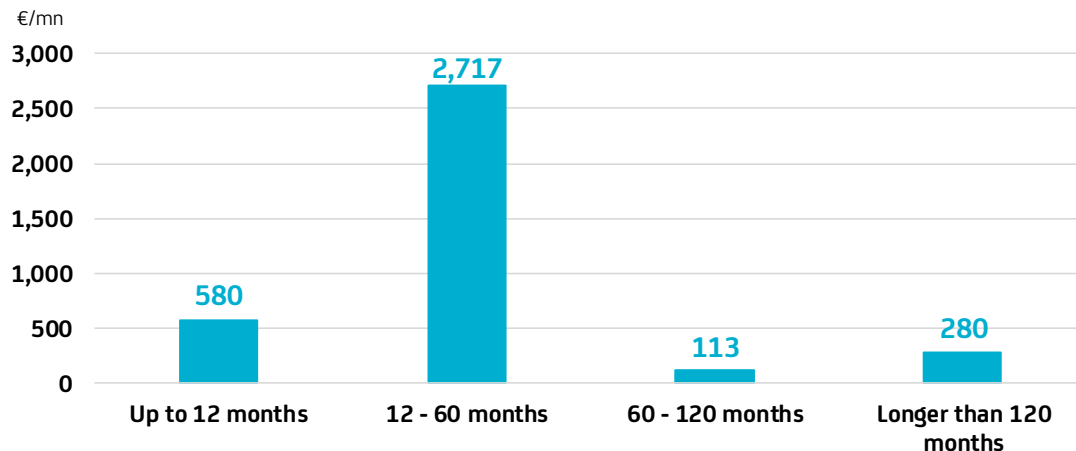
### Maturity of assets in the cover pool – September 2018

Breakdown by maturity	€/mn	%
Up to 12 months	1,008	15.2%
12 - 60 months	1,230	18.5%
o.w. 12 - 36 months	459	6.9%
o.w. 36 - 60 months	771	11.6%
60 - 120 months	1,687	25.4%
Longer than 120 months	2,713	40.9%
<b>Total</b>	<b>6,638</b>	<b>100%</b>



### Maturity of issued covered bonds – September 2018

Breakdown by maturity	€/mn	%
Up to 12 months	580	15.7%
12 - 60 months	2,717	73.6%
o.w. 12 - 36 months	2,000	54.2%
o.w. 36 - 60 months	717	19.4%
60 - 120 months	113	3.1%
Longer than 120 months	280	7.6%
<b>Total</b>	<b>3,690</b>	<b>100%</b>













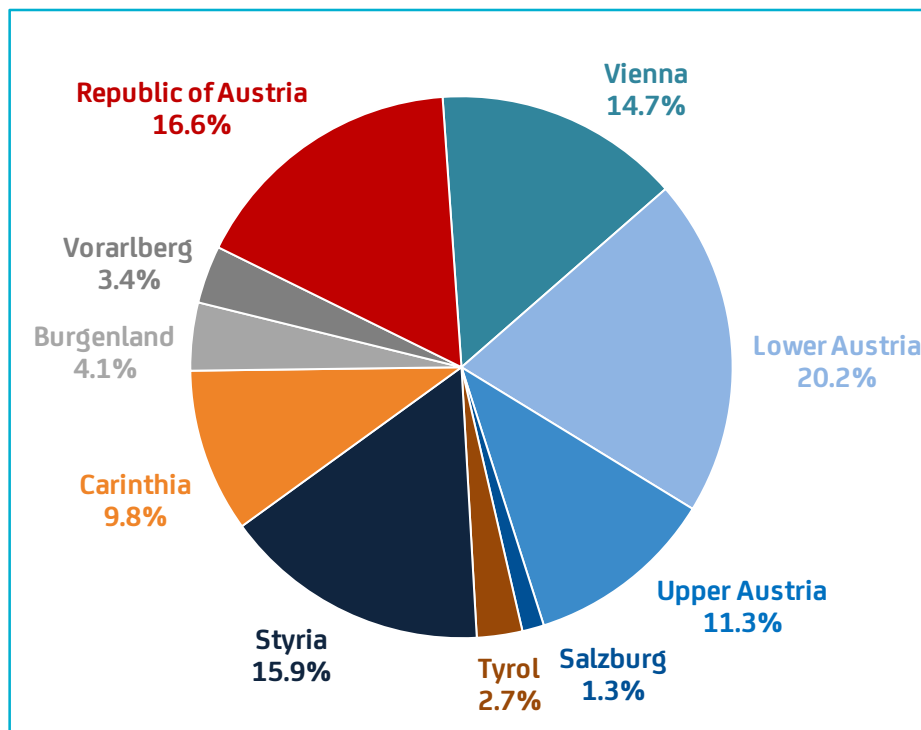


# Public Sector Cover Pool

## Regional Breakdown of Assets<sup>\*)</sup> in Austria

### Regional Breakdown Austria – September 2018

	Regional breakdown	€/mn	%
	Vienna	974	14.7%
	Lower Austria	1,340	20.2%
	Upper Austria	752	11.3%
	Salzburg	86	1.3%
	Tyrol	180	2.7%
	Styria	1,057	15.9%
	Carinthia	649	9.8%
	Burgenland	269	4.1%
	Vorarlberg	229	3.4%
	Republic of Austria	1,101	16.6%
	<b>Total Austria</b>	<b>6,638</b>	<b>100%</b>



# Public Sector Cover Pool

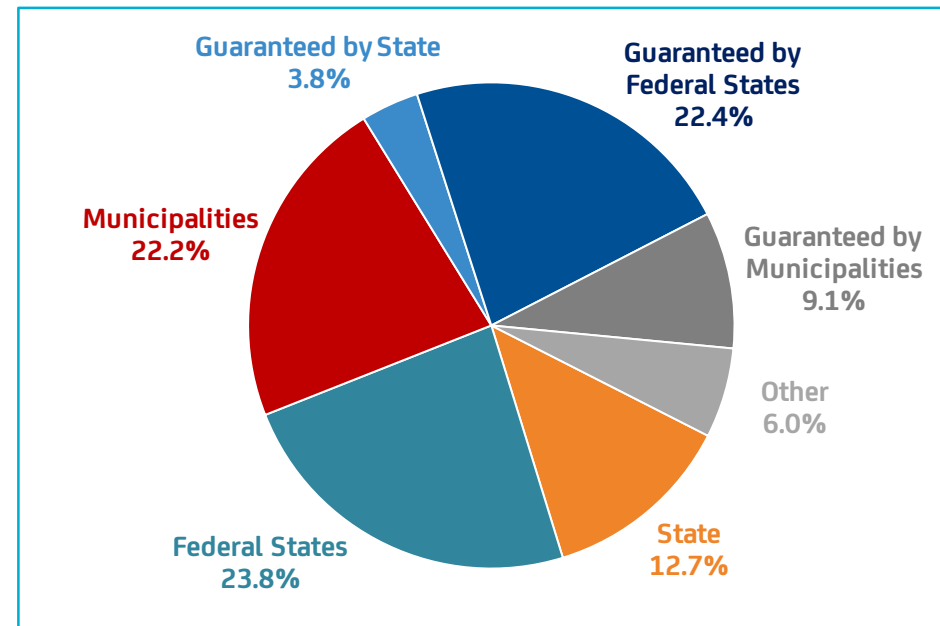
## Assets Volume Breakdown by Type of Debtor / Guarantor

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Liquidity & Funding  
Cover Pool

### Breakdown by type of debtor / guarantor – September 2018

Breakdown by type	€/mn	Number
State	846	5
Federal States	1,577	46
Municipalities	1,474	2,612
Guaranteed by State	255	130
Guaranteed by Federal States	1,485	247
Guaranteed by Municipalities	604	534
Other	397	568
<b>Total</b>	<b>6,638</b>	<b>4,142</b>



# Public Sector Cover Pool

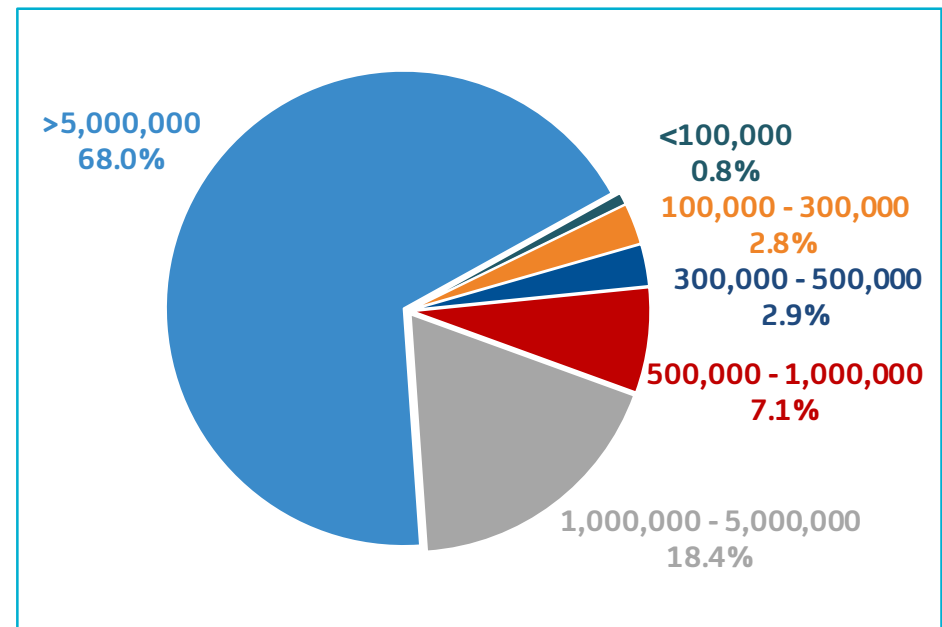
## Volume breakdown by Size of Assets

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Liquidity & Funding  
Cover Pool

### Breakdown by size of assets – September 2018

Volume	€/mn	Number
<300,000	240	2,247
o.w. <100,000	54	1,230
o.w. 100,000 - 300,000	186	1,017
300,000 - 5,000,000	1,882	1,765
o.w. 300,000 - 500,000	189	482
o.w. 500,000 - 1,000,000	474	660
o.w. 1,000,000 - 5,000,000	1,218	623
>5,000,000	4,517	130
<b>Total</b>	<b>6,638</b>	<b>4,142</b>



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- Balance Sheet & Capital Ratios

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- **Liquidity & Funding - Transactions**
- Economic Conditions in Austria
- Ratings Overview
- Real Estate Market Austria
- Legal Situation – Austrian Covered Bonds



# Overview of outstanding Pfandbrief Benchmark Issues 2014 & 2015

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Annex  
Liquidity & Funding Transactions

Bank Austria Mortgage Pfandbrief	0.75%	08/09/2022	€ 500 mn	Sept 2015	MS + 5bps
Bank Austria Mortgage Pfandbrief	0.75%	25/02/2025	€ 500 mn	Feb. 2015	MS + 3bps
Bank Austria Mortgage Pfandbrief	0.5%	16/01/2020	€ 500 mn	Sept. 2014	MS + 7bps
Bank Austria Public Sector Pfandbrief	1.375%	26/05/2021	€ 500 mn	May 2014	MS + 25bps
Bank Austria Mortgage Pfandbrief	1.25%	14/10/2019	€500 mn	April 2014	MS + 23bps
Bank Austria Mortgage Pfandbrief	2.375%	22/01/2024	€ 500 mn	Jan. 2014	MS + 35bps



# Overview of outstanding covered bond issues prior to 2014

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Annex  
Liquidity & Funding Transactions

Bank Austria Public Sector Pfandbrief	1.875%	29/10/2020	€ 500 mn	Oct 2013	Mid-Swap +25
Bank Austria Public Sector Pfandbrief	2.625%	25/04/2019	€ 500 mn	Apr 2012	Mid-Swap +88
Bank Austria Public Sector Pfandbrief	4.125%	24/02/2021	€ 1 bn	Feb. 2011	Mid-Swap +69



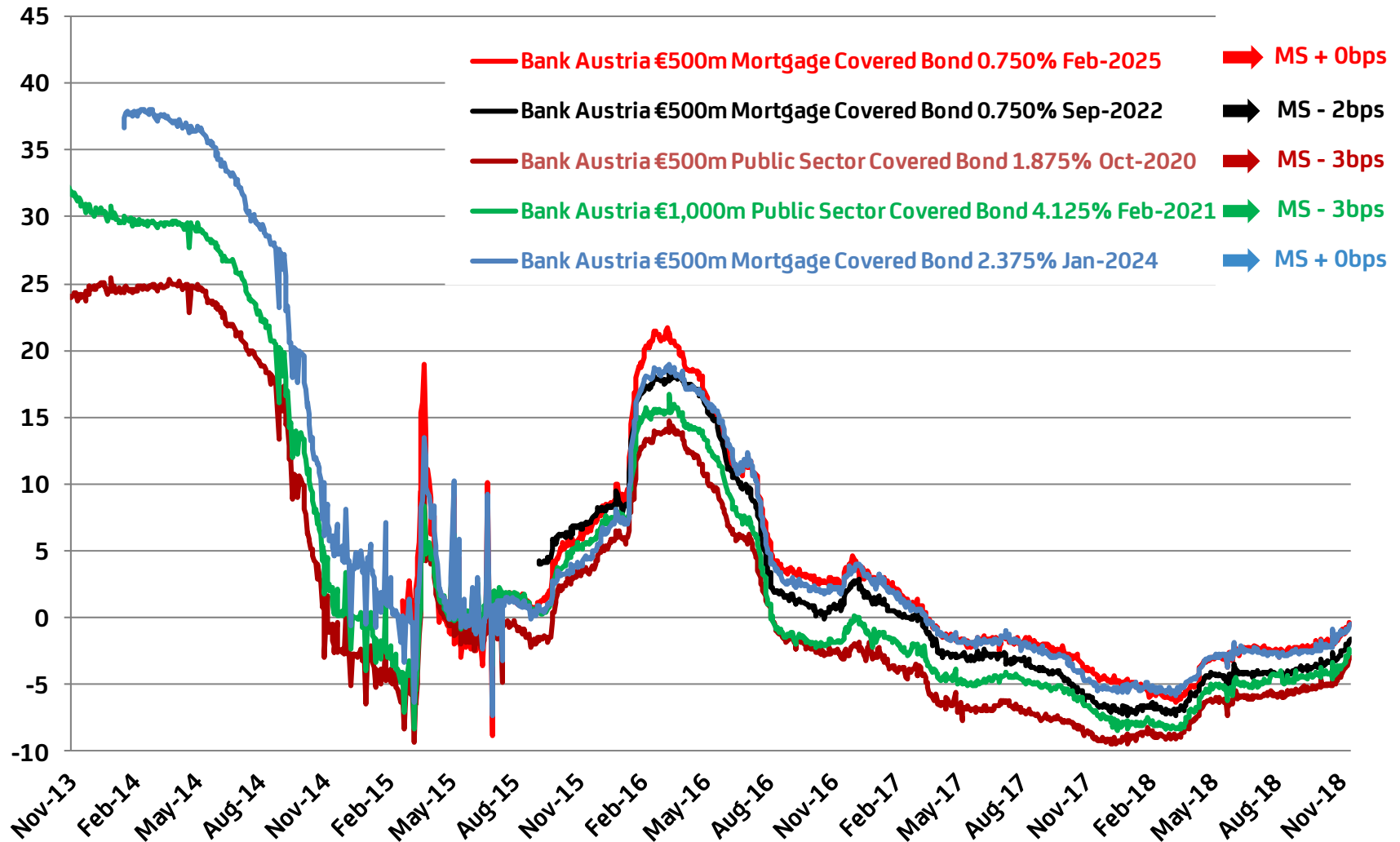
# UniCredit Bank Austria Covered Bond Spread Comparison

Annex

Liquidity & Funding Transactions

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Mid Asset Swap  
Spread



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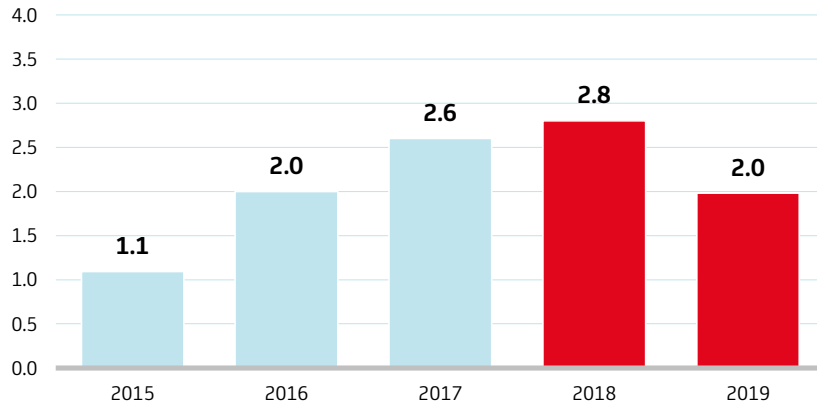
# Economic Conditions in Austria

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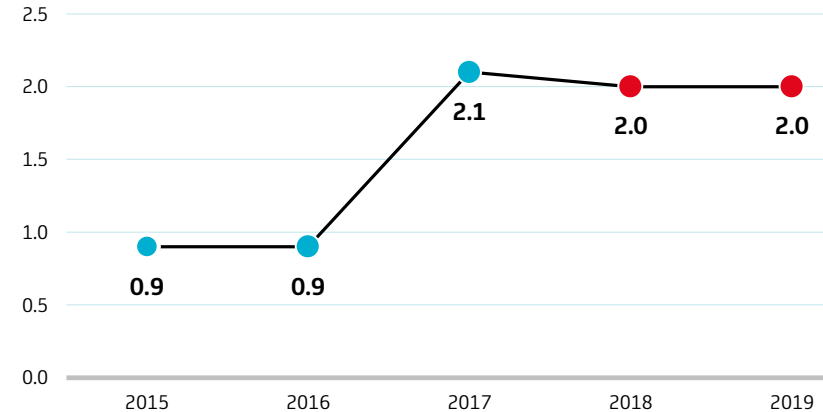
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Economic Conditions in Austria

## Economic growth (real, yoy in %)

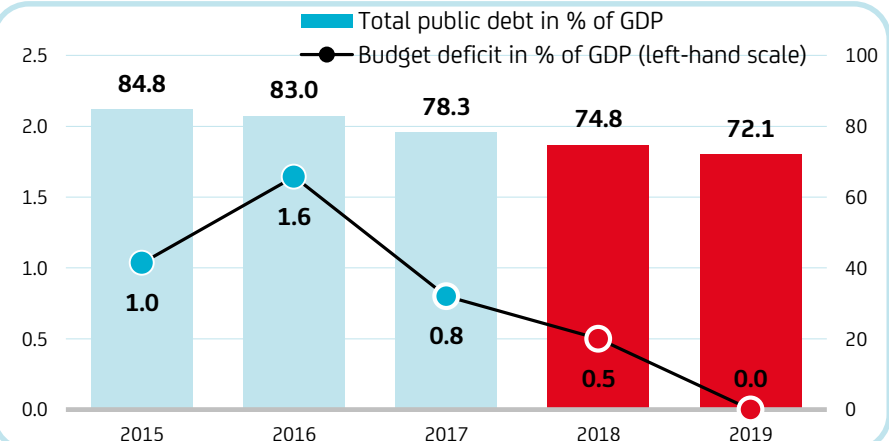


## Inflation rate (yearly average, in %)



- According to the most recent revision, economic growth in 2017 was "only" 2.6% instead of 3%. However, in the first half of 2018, GDP even increased by 3.2% year-on-year. Growth remains strong, but the slowdown in the economy will continue. Thanks to the strong start to the year, economic growth of 2.8% is in sight for 2018.
- Since the beginning of the 2<sup>nd</sup> half of the year, inflation in Austria has risen above 2% yoy. In the coming months, however, increasing inflationary pressure beyond the oil price can be expected. After an average of 2.0% in 2018, inflation should also reach 2.0% in 2019.
- In the first eight months of the year, tax revenues increased by 3.9% yoy. Both revenues from income tax and corporate tax were above budget. Total public debt as a percentage of GDP will be noticeably lower in 2018 thanks to the further reduction of bad bank's portfolios, low new borrowing and high growth.

## Budget deficit and total public debt (in % of GDP)



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# Rating Overview

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Rating Overview

	Moody's			S&P		
	Long-Term	Short-Term	Subordinated <sup>1)</sup>	Long-Term	Short-Term	Subordinated <sup>1)</sup>
<b>Bank Austria</b> <sup>2)</sup>	<b>Baa1</b> Developing	<b>P-2</b>	<b>Ba1</b>	<b>BBB+</b> Negative	<b>A-2</b>	<b>BBB-</b>
Public Sector Covered Bond	<b>Aaa</b>			-		
Mortgage Covered Bond	<b>Aaa</b>			-		
<b>UniCredit S.p.A.</b>	<b>Baa1</b> Stable	<b>P-2</b>	<b>Ba1</b>	<b>BBB</b> Negative	<b>A-2</b>	<b>BB+</b>

(as of 15 November 2018)

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

<sup>2)</sup> Securities issued before 31 Dec. 2001 which benefit from a secondary liability by the City of Vienna (grandfathered debt) are also rated as shown above by Standard & Poor's, while by Moody's the corresponding senior securities are rated A2 and the subordinated ones are rated Baa2



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# Austrian Real Estate Market

## Overview

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Real Estate Market Austria

- 2018 is expected to become again a very strong year in commercial real estate in Austria. The investments in 2017 with nearly € 5 bn significantly outperformed the record year 2015. The first half year of 2018 started somewhat weaker; due to a lack of appropriate offer, the record volume of the previous year will not be reached until year-end 2018. With about 60% of all investments in the first half of 2018, office properties were the most important asset category – with strong demand and a limited offer having led to declining yields in all office locations.
- The Austrian real estate market has the well-earned reputation as a relatively stable market. Real estate analyst IPD/MSCI annually analyses an Austrian portfolio consisting of office, retail, residential, logistics and other properties. Though annual total return has never achieved double digit growth since the beginning of the analysis, it has also never dropped into negative growth. Even in the crisis years 2008/2009, annual total return amounted to around 4%.
- Residential real estate prices in Vienna have risen considerably in recent years. Nevertheless, price increases slowed down in the first half of 2018. Price development in Austria (excluding Vienna) develops more robustly than in the capital.



# Austrian Real Estate Market

## Prices for residential real estate

1 2 3 4

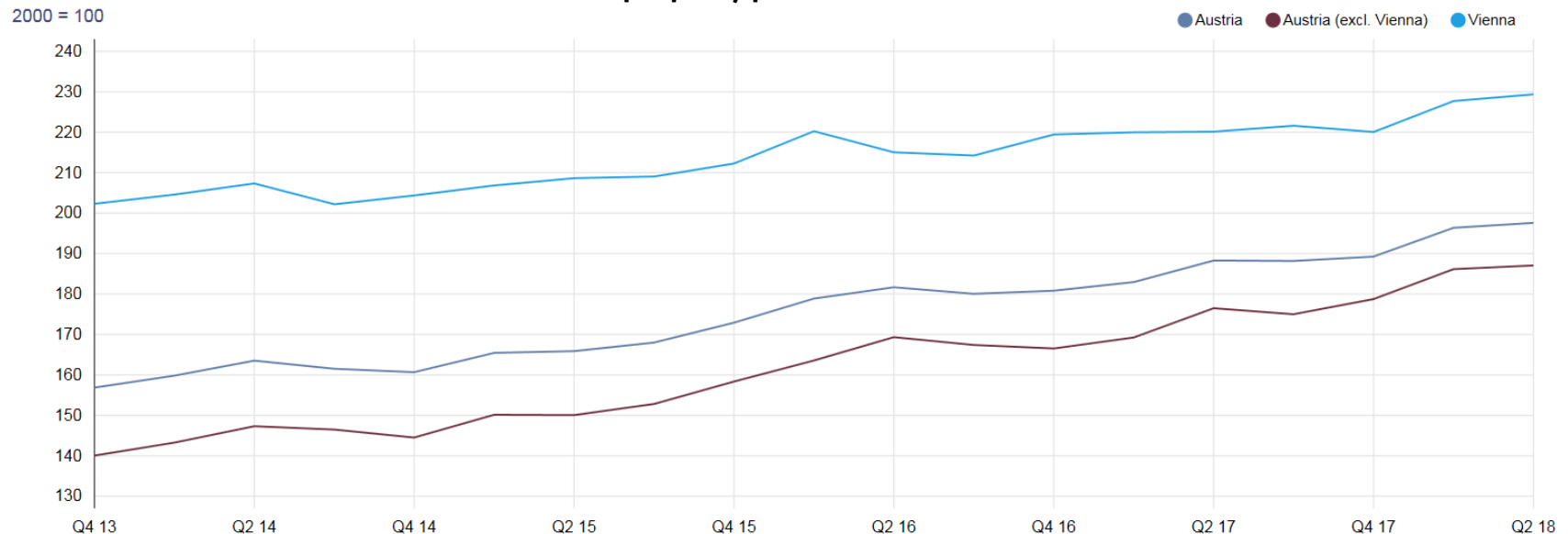
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Real Estate Market Austria

- After a consolidation at the end of 2017, the prices in Vienna increased once more in the first half of 2018. In the second quarter of 2018, prices rose continuously by approx. 2%. The forecast for the whole year 2018 is an increase of approx. 4.25%.
- In comparison, prices in Austria (excl. Vienna) - with 2.8 % since the end of 2017 - have shown a stronger development than in Vienna.

Source: OeNB, Technical University Vienna, Department für Raumplanung

### Residential property price index



# Austrian Real Estate Market

## Investment Property Databank (IPD)

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Real Estate Market Austria

- Real estate remains attractive for investors looking for yield.
- As long as property investments offer higher yields than alternatives such as government bonds, demand for real estate will remain high.

### Top yields for real estate investments vs. yields for Austrian government bonds

- |   |       |
|---|-------|
| • Office top yield in 2017                  | 3.75% |
| • Yield for Austrian Government Bonds (10Y) | 0.63% |
| • Spread                                    | 3.12% |



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# Austrian Legal Framework

## Mortgage and Public Sector Pfandbriefe

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Legal situation – Austrian covered bonds

### Austrian Covered Bonds

#### Pfandbriefe

#### Fundierte Schuldverschreibungen

**Hypothekendarbankgesetz**  
(Mortgage Banking Act 1899)

**Pfandbriefgesetz**  
(Pfandbrief Law 1938)

**Law of 1905**

**Bank Austria**



# Comparison Austria vs. Germany

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Legal situation – Austrian covered bonds

Criteria of Pfandbrief law / Hypothekendarstellungsgesetz	Austria	Germany
Pfandbrief law in place	YES	YES
Mortgage and public sector collateral assets in separate pools	YES	YES
Cover register	YES	YES
Collateral assets limited to Europe	YES	X
Legally required minimum over- collateralization	YES	YES
Cover pool monitoring (Trustee)	YES	YES
Special proceedings in case of insolvency	YES	YES
Pfandbriefe remain outstanding in case of issuer's bankruptcy	YES	YES
NPV matching	YES <sup>*)</sup>	YES

- Austrian „Hypothekendarstellungsgesetz“ was initially based on the German legislation
- Important changes to the German "Pfandbrief" - legislation were followed by the Austrian "Hypothekendarstellungsgesetz", which continues to reflect the principal features of the German "Pfandbriefgesetz"
- Main differences in the current version are:
  - German law also allows collateral assets from non-European countries
  - German law includes compulsory NPV-matching, whereas in Austria a voluntary commitment is foreseen to be stipulated in the articles of association. Bank Austria, accordingly, included such clause in its articles of association



# Bank Austria's Whole Loan Approach

## Whole Loan Approach and its Benefits for Investors

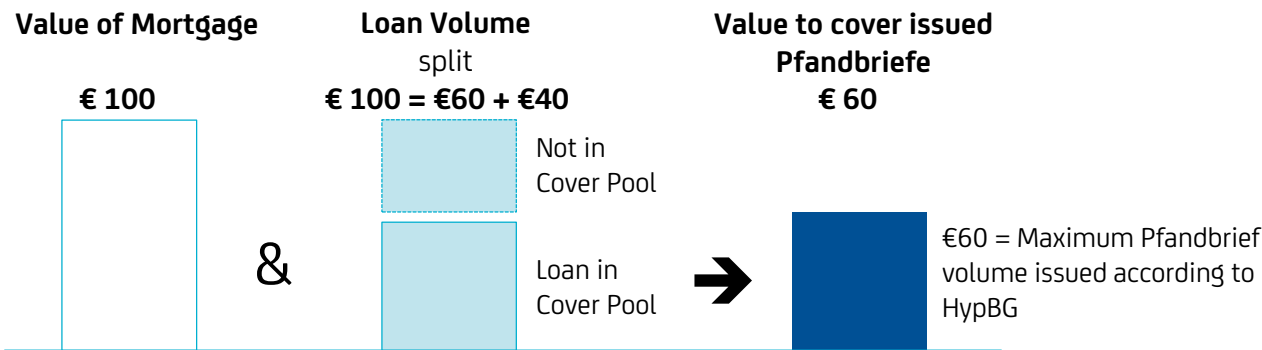
1 2 3 4

Annex

Legal situation – Austrian covered bonds

According to the Austrian Mortgage Banking Act (HypBG), the maximum coverage volume of "*Beleihungswert*" is 60% (maximum current outstanding of the loan)

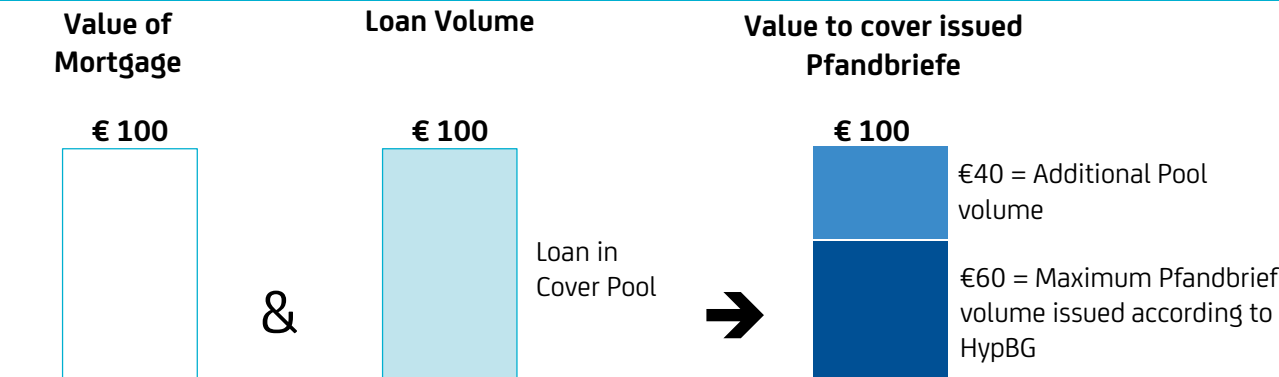
### Scenario I: Split Loan Approach = Minimum Approach



For optimization of its collateral value loans are split into 2 parts:

1. included in cover pool and
2. not included in cover pool

### Scenario II = Approach of Bank Austria = Whole Loan Approach



The whole loan – and not only its legally assigned value – is included in the cover pool to collateralize BA's issued Mortgage Pfandbriefe.

**Thus, investors benefit from collateralization above legal requirement in BA's cover pool.**



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## **Imprint**

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## CFO Division

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