

# Bank Austria



## Presentation to Fixed Income Investors

**Investor Relations**

**Vienna, August 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 UC 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 19.9% as of December 2017)**

### 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 remains 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 19.9% <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** 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

UniCredit at a glance

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

**25.9 million** clients<sup>(1)</sup>  
**80%** 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 **13 out of 14** countries<sup>(4)</sup>

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

**€2.8bn**  
joint CIB-Commercial Banking revenues<sup>(5)</sup>

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

**94%** revenues in EU  
**54%** outside Italy

(1) Data as of FY2017 includes 100% clients in Turkey (2) Business division revenues as of FY17, CB Italy, CB Germany, CB Austria, CEE, Fineco (3) Data as of 9M2017 or latest available, ranking between #1 and #5 of market share in terms of total assets according to local accounting standard (4) Italy, Germany, Austria, Czech Republic, Slovakia, Hungary, Slovenia, Croatia, Bosnia and Herz., Serbia, Russia, Romania, Bulgaria, Turkey (data as of 9M2017) (5) Data as of Dec. 2017 includes revenues on GTB, ECM, DCM, M&A, Markets products from Commercial Banking clients and structured finance products from Corporate clients Note: revenues data as of FY2017

Sources: for total assets, central bank statistics, if available, or local company reports



# Strong competitive advantage across countries and products

UniCredit at a glance

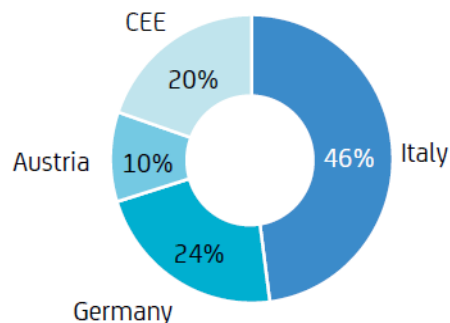
## Strong local Commercial Banks

# clients, m<sup>(1)</sup>

Rank by assets in Europe<sup>(2)</sup>

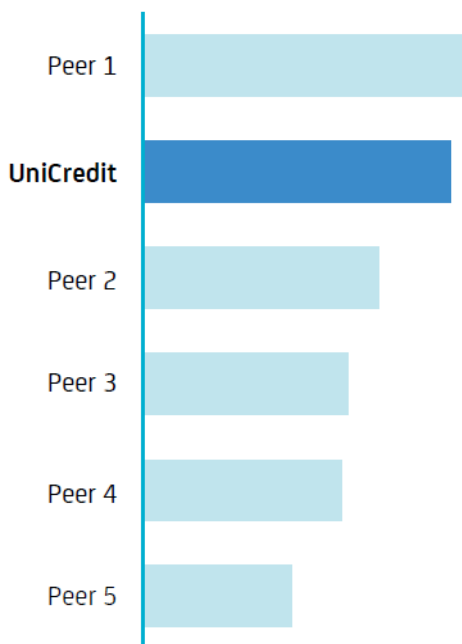
Italy	8.9	2
Germany	1.6	3
Austria	1.7	1
CEE	13.8	1

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>

EMEA Bonds in Euro by # of transactions<sup>(5)</sup>

1

Syndicated Loans in Italy<sup>(5)</sup>

1

Syndicated Loans in Germany<sup>(5)</sup>

1

Syndicated Loans in Austria<sup>(5)</sup>

1

Syndicated Loans in CEE<sup>(5)</sup>

1

## Awards



**EuroMoney Market Leader in Trade Finance in 8 countries + CEE; Global Best Services in Trade Finance<sup>(6)</sup>**



**EuroMoney Market Leader in Cash Management in 11 countries<sup>(6)</sup>**

**Global Finance best SCF provider in CEE<sup>(7)</sup>**

(1) Data as of FY17 includes 100% clients on Turkey (2) Data as of 9M17, for Austria domestic assets as of end of 2015 on local GAAP (source OeNB), for Germany data as of FY16, only private banks; for CEE compared to Erste, KBC, Intesa Sanpaolo, OTP, RBI, Société Générale (data as of 9M17) (3) Data as of FY17 based on regional view

(4) Data as of FY17; peers include: BNP Paribas, Deutsche Bank (9M17 data), Intesa Sanpaolo, Santander, Société Générale (5) Dealogic as of 5 Jan 2018; period: 1 Jan – 31 Dec 2017, All Syndicated Loans in Euro

(6) Source: [www.euromoney.com](http://www.euromoney.com). Market Leader in Trade Finance 2018 in 8 countries (Italy, BiH, BG, HR, HU, RO, RS, TK) and CEE. Best Trade Finance 2018: Global – All services, Products/Payments, Overall execution. EuroMoney Market Leader in Cash Management in 2017 in 11 countries (AUT, BiH, BG, HR, CZ, HU, ITA, RO, RS, SK, TK)

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





# UniCredit Group - Transform 2019 achievements (1/2)

Transform 2019 update

1 2 3 4

## STRENGTHEN AND OPTIMIZE CAPITAL

**Rights issue, Pioneer  
and Pekao  
disposals completed**

**1bn AT1 issued**

- 13bn rights issue, Pioneer and Pekao disposals completed
- CET1 ratio at 13.02% pro forma of IFRS9<sup>(1)</sup> and FINO<sup>(2)</sup>
- Successfully issued 1bn AT1 in December 2017 and the inaugural 1.5bn non-preferred senior in January 2018. Both were underpinned by very strong investor demand
- Moody's upgraded UniCredit SpA's outlook to positive from stable supported by the successful execution of Transform 2019

## IMPROVE ASSET QUALITY

**Balance sheet  
de-risking**

- FINO transaction successfully closed in January 2018
- Disposals of 4.4bn<sup>(3)</sup> NPEs in FY17, of which 2.0bn in 4Q17
- Group Core gross NPE ratio down by 9bps Q/Q to 4.9% in 4Q17, with coverage ratio remaining solid at 55.4%

## TRANSFORM OPERATING MODEL

**Branch and FTE  
reduction**

**IT decommissioning**

- 682 branch closures since December 2015 in Western Europe, 72% of 944 2019 target
- FTEs down 9,000 since December 2015, 64% of 14,000 2019 target. FTEs down 2,113 Q/Q
- Reduction of IT complexity by decommissioning 921 applications, 84% of 2019 target

(1) IFRS9 first time adoption (FTA) on 1 January 2018 estimated at -75bps. The overall "net impact" on the fully loaded CET1 ratio is expected at c.-40bps, as the FTA will be partially compensated by tax effects and lower shortfall over the course of FY18.

(2) The completion of FINO phase 2 in January 2018 and the significant risk transfer (SRT) of the FINO portfolio, for which UniCredit has notified the ECB of its intention to proceed in accordance to regulation, will result in a +17 bps fully loaded CET1 ratio impact in 1Q18. The overall net impact on the fully loaded CET1 ratio will be c.+10 bps, as previously stated in the 17 July 2017 press release, since the SRT positive impact is partially offset by the higher RWA of the underlying FINO portfolio at end of 2017.

(3) Of which 2.4bn in Non Core; NPE = Non-Performing Exposure



# UniCredit Group - Transform 2019 achievements (2/2)

1 2 3 4

Transform 2019 update

## MAXIMIZE COMMERCIAL BANK VALUE

**Commercial engine  
running**

**Network revamp**

**Go-to bank for customers**

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

- FY17 AuM CB Italy net sales of 11bn, three times higher than FY16, with AuM-related commissions up 28% FY/FY
- New "Smart" or "Cashless" branch formats with higher degree of automation implemented in 441 (55% of 800 2019 target) retail branches in Italy, improving customer service
- New service models implemented in Italy for Affluent and Small Business client segments and in Germany for Small-Medium Enterprises
- Ranking #1 in "Syndicated Loans in EUR" in Italy, Germany, Austria and CEE as well as in "EMEA Covered Bonds"<sup>(1)</sup>, #1 by number of transactions in "Combined EMEA Bonds and Loans in EUR" and "EMEA Bonds in EUR". #1 in IPO in Italy, #2 in Germany
- •Best Global Trade Finance Provider for "All Services", "Products/Payments" and "Overall Executions" (Euromoney Trade Finance Survey 2018)

## ADOPT LEAN BUT STEERING CENTER

**Governance**

**Group CC streamlining**

- Strengthened corporate governance with simplified share capital structure and removal of 5% limit on voting rights, in line with best in class European companies
- Since December 2015, FTEs down 12.4% (-2,200 FTEs). Trend confirmed in 4Q17 and FY17
- Weight of Group Corporate Centre on total costs at 4.1% in FY17, down 0.3p.p. FY/FY (FY15 actual: 5.1%, FY19 target: 3.5%)



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2 **Overview Bank Austria**

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

3 Liquidity & Funding

- Funding Strategy & Position
- Cover Pool

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# Bank Austria – at a glance

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Overview Bank Austria  
Business Model & Strategy

## Bank Austria Highlights as of 31 December 2017<sup>1)</sup>

- **Member of UniCredit since 2005**
- **Leading corporate bank and one of the largest retail banks in Austria**
- **~ 5,500 FTE** and about **140 branches** in Austria<sup>2)</sup>
- **Solid capital base** (19.9% CET1 ratio)
- **Stable liquidity** with a perfect balance between customer loans and direct funding

	Dec-17	Dec-16
Total Assets	102.1	105.8
Customer Loans	60.0	60.9
Direct Funding	70.5	74.0
Equity	8.4	7.9

in € bn

	FY17	FY16
Operating income	2,004	2,081
Operating costs	-1,292	-1,504
LLP	9	6
Net profit	653	-362

in € mn

	Dec-17
Cost / income ratio	64,5%
CET1 capital ratio <sup>3)</sup>	19,9%
Total capital ratio <sup>3)</sup>	22,5%

Non-performing exposure ratio	4,2%
Coverage ratio	53,4%
Cost of risk	-1 bp

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

Market shares loans / deposits Austria <sup>4)</sup>	14,1% / 13,0%
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1) Following the CEE carve-out dated Oct. 1, 2016, prior year figures have been recast, i.e. CEE perimeter not included anymore

2) o/w 123 Retail branches

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

4) As of December 2017



# 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** (€3-50mn 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 – Full Year 2017

NOP and net profit significantly above previous year; gap in revenues overcompensated by cost savings; previous year impacted by one-offs

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Overview Bank Austria

Profit & Loss

(€ mn)	1-12 2017	1-12 2016	y/y
Operating income	2,004	2,081	-3.7%
Operating costs	-1,292	-1,504	-14.1%
Operating profit	711	577	23.4%
Net write-downs of loans	9	6	43.4%
Net operating profit	720	583	23.6%
Non-operating items	-149	-862	-82.7%
Profit (loss) before tax	571	-279	>-100.0%
P/L discontinued operations	114	38	>100.0%
Other positions	-32	-121	-73.7%
Group Net Profit	653	-362	>-100.0%
Cost/income ratio	64.5%	72.3%	-780 bp

- **Operating Income lower in FY17 (-4%) vs. a strong FY16**, due to last year's sale of VISA shares (€ 95 mn contribution) and a gap in net interest due to difficult market environment and lower funding to CEE (run-off of funding to previous CEE subsidiaries following the CEE carve-out)
- **Operating Costs down by 14% y/y**, with improvements in all major cost categories, reflecting strong cost discipline and restructuring-related savings, but also benefiting from positive one-offs. Substantial improvement of cost/income ratio
- **Net Write-Downs of Loans positive with € +9 mn**, i.e. on the level of last year's € 6 mn (also net releases)
- **Non-Operating Items € -149 mn**: mainly systemic charges (€ -102 mn) and releases from provisions (€ +4 mn); prior year (€ -852 mn) was impacted by high restructuring costs
- **P/L from discontinued operations** amounts to € +114 mn due to Immo Holding (real estate group held for sale)



# Net Write-Downs of Loans

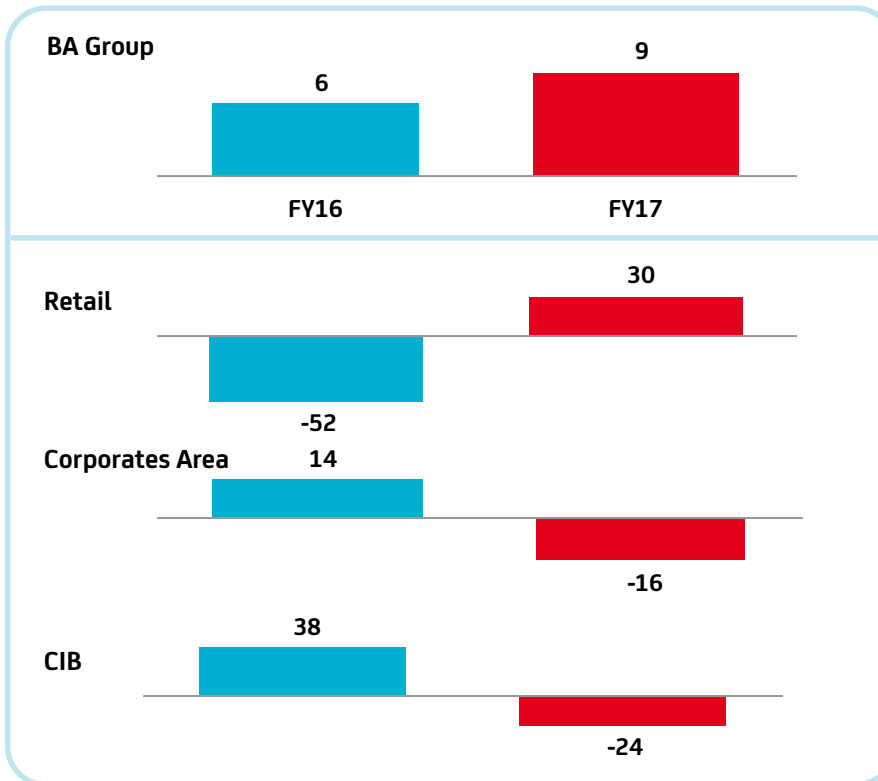
In FY17 continuing of favorable development of **LLP** and **Cost of Risk**

Overview Bank Austria

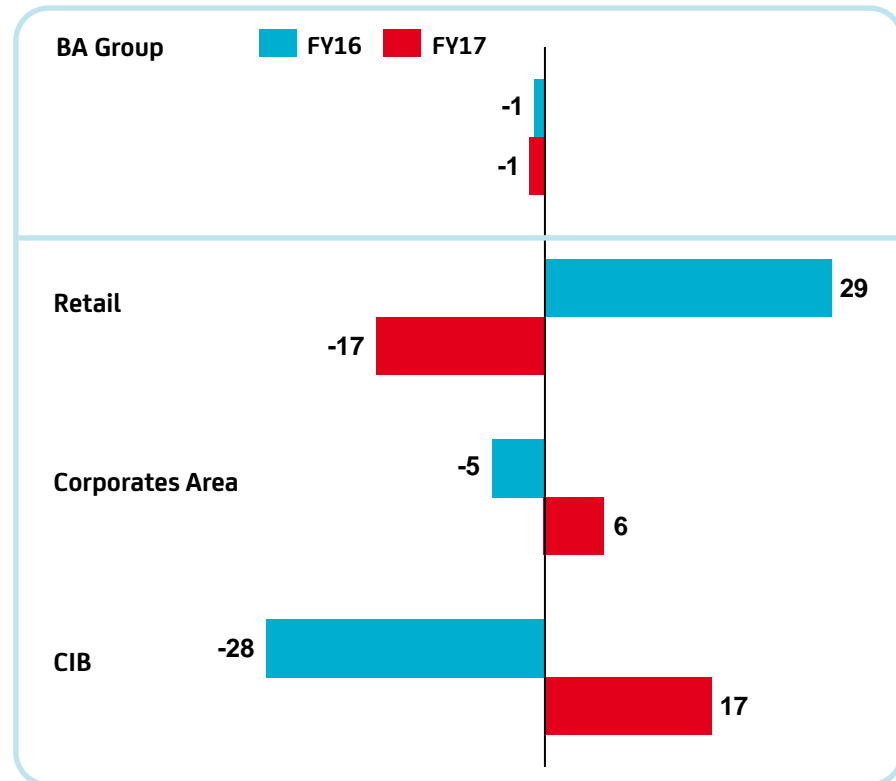
Profit & Loss

1 2 3 4

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



## Cost of Risk by Segment (bp)



- BA Group 2017 again with a positive contribution from **Net Write Downs** of € +9 mn (2016: € +6 mn)
- Surplus of **Net Write Downs** due to net releases in Retail (€ +30 mn) – with low net write-downs in Corporates Area (€ -16 mn) as well as in CIB (€ -24 m)
- **Cost of Risk:** according to positive LLP at -1 bp for BA Group (like in 2016)

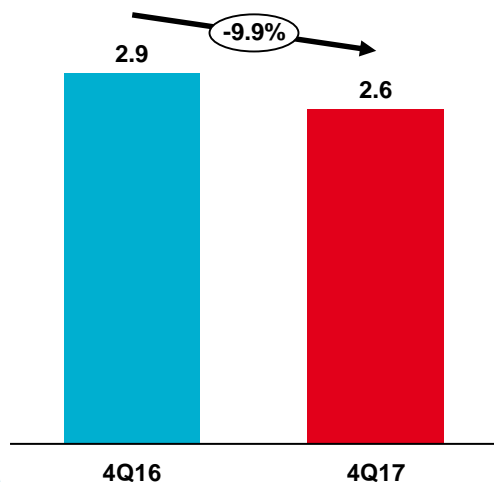




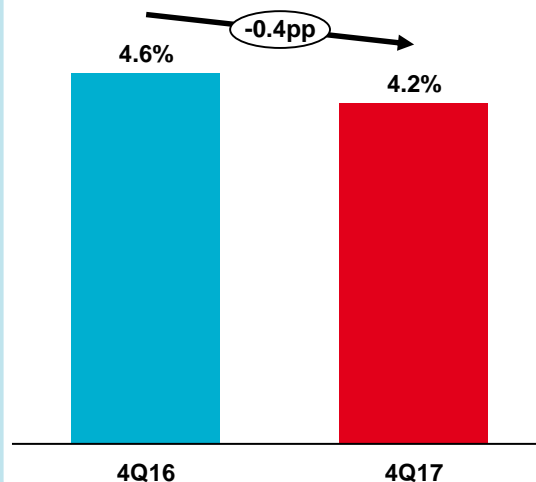
# Solid y/y development of Asset Quality in FY17

1 2 3 4

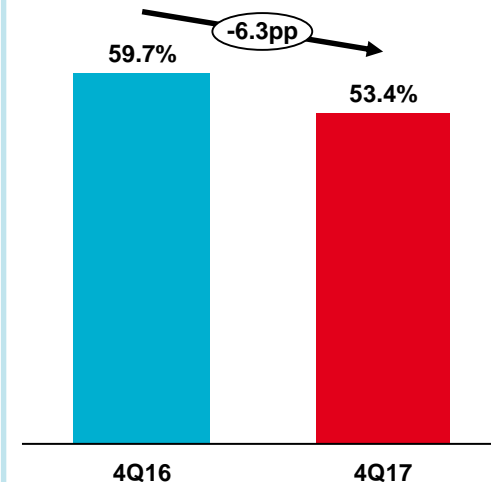
Gross NPE <sup>1)</sup> (€ bn)



% 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** on y/y basis
- Decrease in **Coverage Ratio** is also related to the positive development of the asset quality, resulting in releases of loan loss provisions for highly covered receivables



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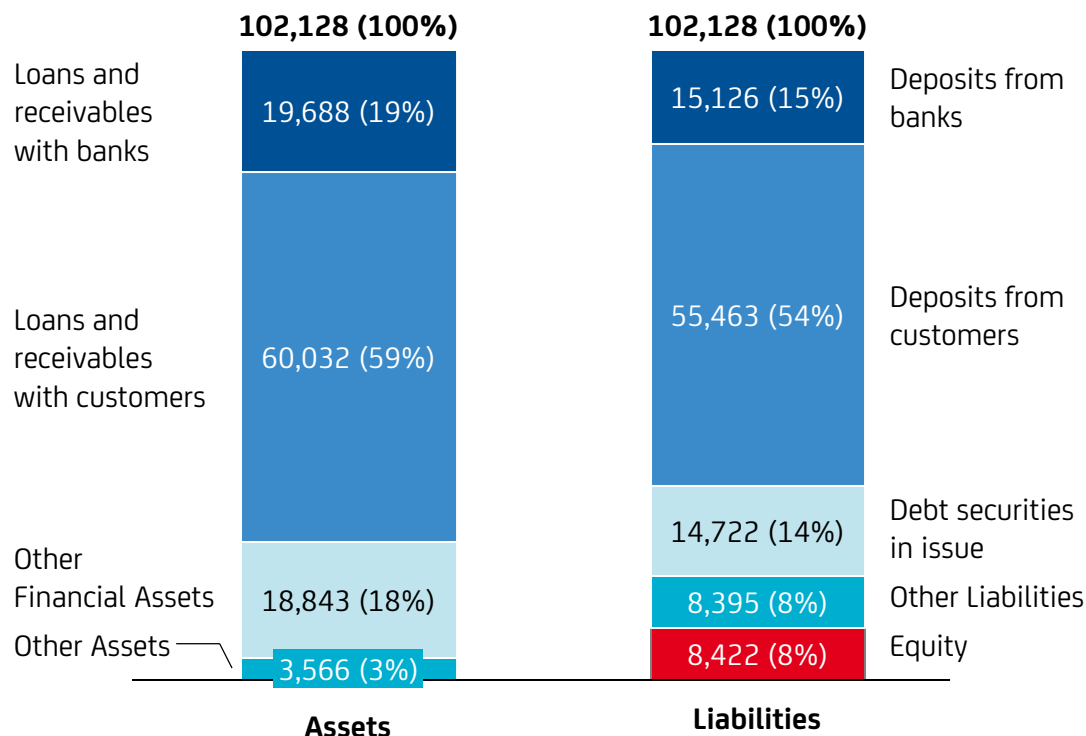


# Balance Sheet structure (as of 31 December 2017)

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Overview Bank Austria  
Balance Sheet & Capital Ratios

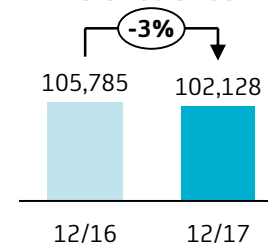
## Balance Sheet (€ mn)



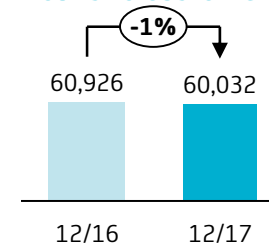
- **Balance sheet** reduced by almost 3% vs. year-end 2016
- **Net equity<sup>1)</sup>** of € 8.4 bn up vs. year end, mainly benefiting from inclusion of net profit for the period (€ 653 mn)
- **Excellent Leverage Ratio** at **5.9%**

## Change vs. 31 December 2016

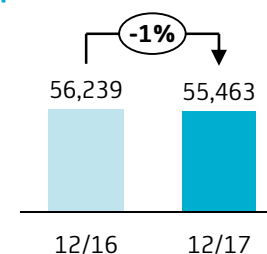
### Balance Sheet



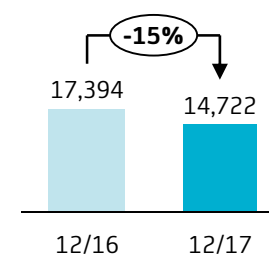
### Loans to customers



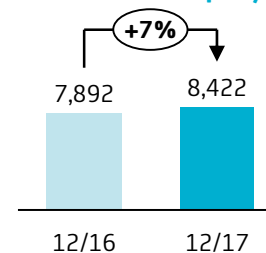
### Deposits from customers



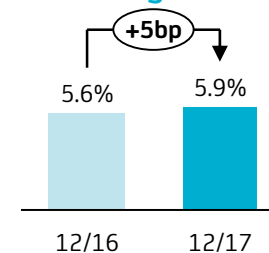
### Securities in issue



### Shareholders' Equity



### Leverage ratio



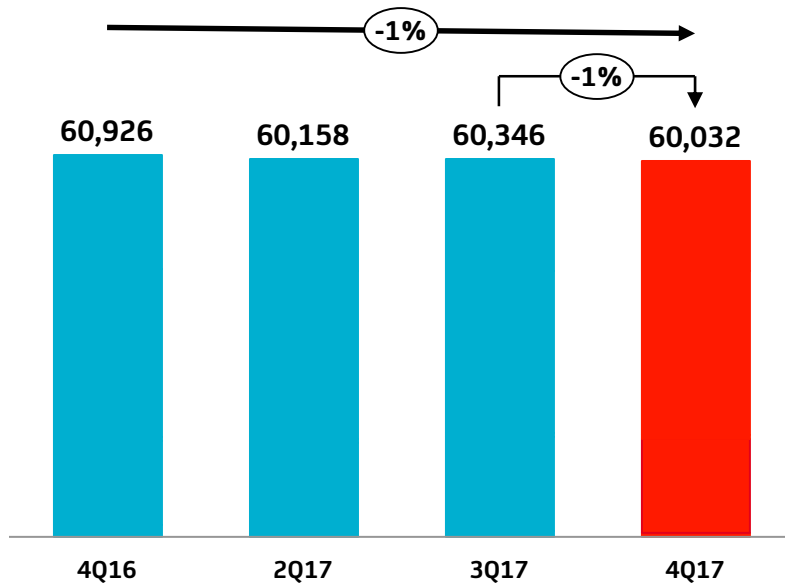
# Loan and Deposit Volumes

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

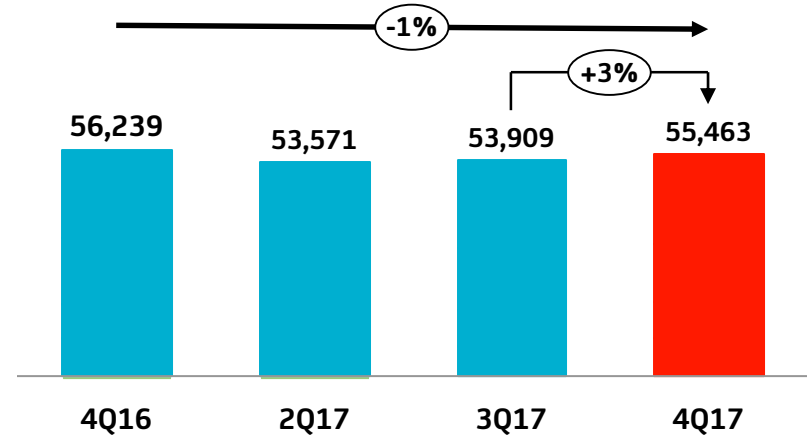
1 2 3 4

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>

83%      87%      87%      86%

- **Loans to customers y/y** overall with a decreasing trend driven by reduction of funding to CEE leasing subsidiaries and q/q stable (Austrian business slightly increasing y/y)
- **Deposits from customers y/y** decreasing (driven by corporate customers); q/q stable
- Overall excellent funding base, **Loans/Direct Funding Ratio at very good 86%**

<sup>1)</sup> All figures recast

<sup>2)</sup> Loans / (deposits + securities in issue + financial liabilities at fair value)



# Capital position BA GROUP IFRS

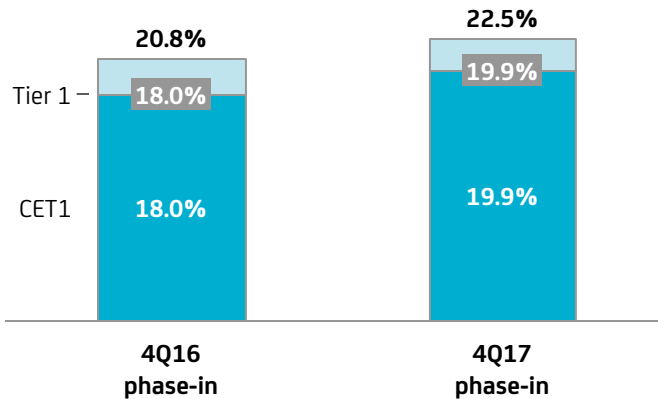
## Solid capital ratios

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Overview Bank Austria  
Balance Sheet & Capital Ratios

### Capital Ratios

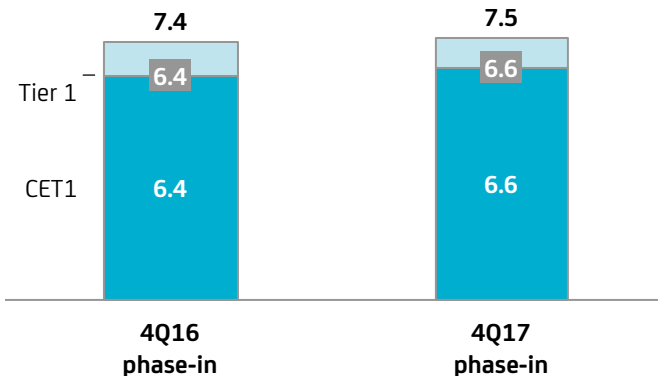
#### Total CAR



- **Total regulatory capital** with € 7.5 bn stable
- **Total RWA** down to € 33.2 bn, driven by a decline in credit RWA due to lower financing volume of CEE units and other units of UniCredit Group, model changes and optimization in the portfolio of equity investments
- **CET 1 Ratio 4Q17** at 19.9% (transitional) resp. 19.5% (fully loaded); significant improvement y/y, driven by the decrease in RWA
- **Leverage Ratio** at strong **5.9%**

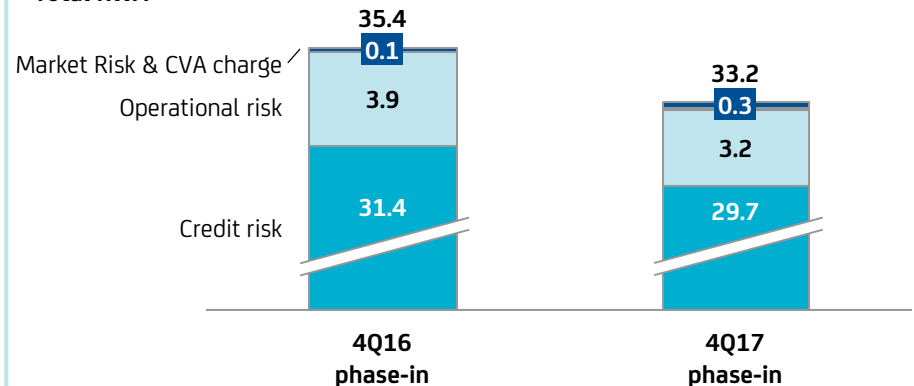
### Regulatory Capital (€ bn)

#### Total Capital



### Risk-Weighted Assets (RWA, € bn)

#### Total RWA



# Agenda

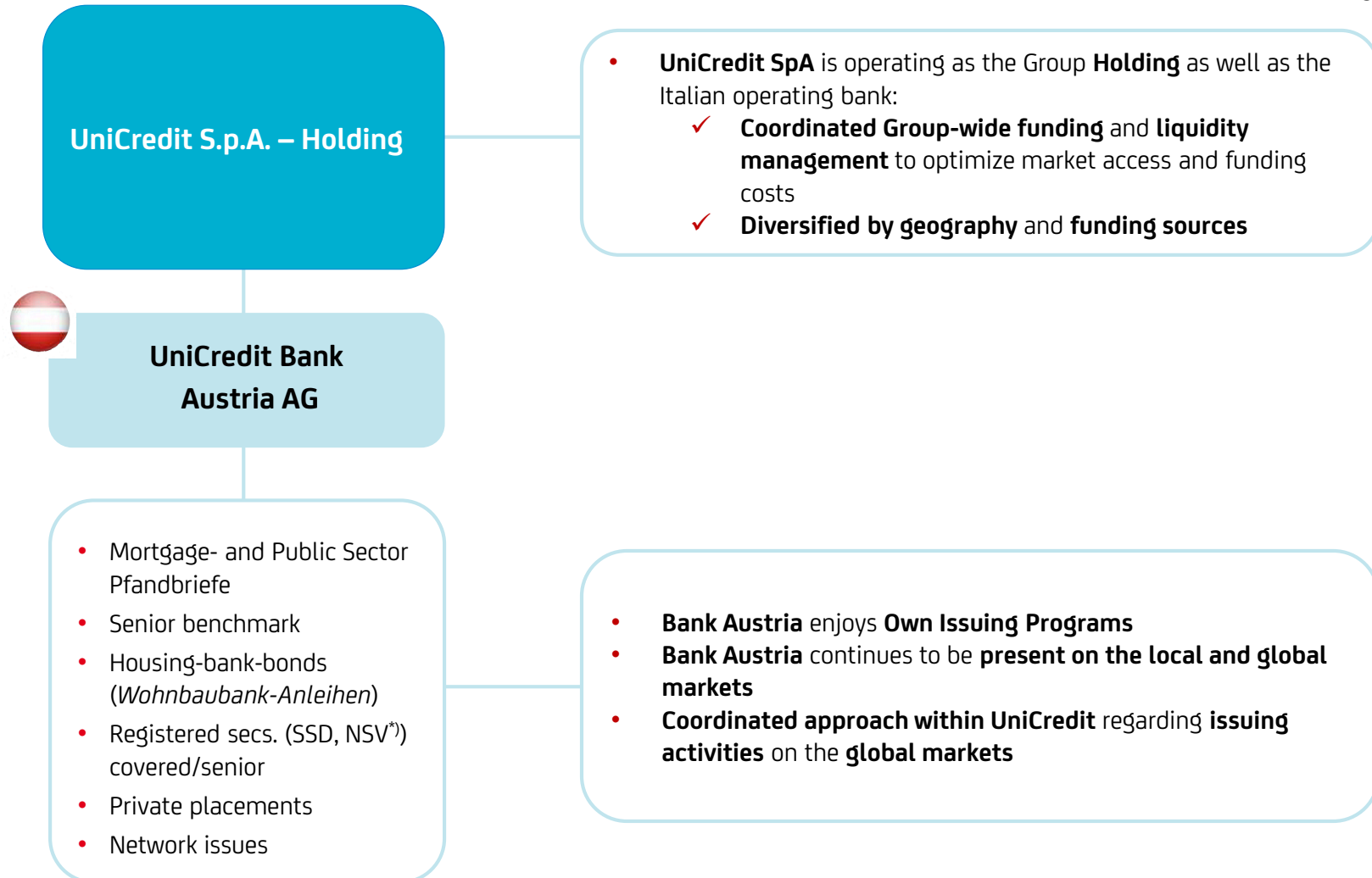
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# Bank Austria Acts as Liquidity Reference Bank (LRB) for all Austrian Group Entities and is a Strategic Issuing Platform for UniCredit Group

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# Self-funding of Business Growth of Bank Austria Group

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Liquidity & Funding  
Funding Strategy & Position

## Key Funding Pillars

- **Well-diversified funding base** due to Bank Austria's commercial banking model. Priority is on growth of local funding sources from customer business with a variety of products (sight-, savings- and term deposits) as well as medium- and long-term placements of own issues
- The **self-funding strategy of Bank Austria** was demonstrated by returning to the international capital markets in 2010. Since the return, focus was given to the issuance of benchmark-sized Pfandbriefe and **in 2013** also on **Senior Unsecured Benchmarks**; benchmark-sized Pfandbriefe will remain in the focus also for Bank Austria in the new set-up
- The **strict principle of self-sufficient funding of Bank Austria**
  - ensures that the proceeds are used primarily for business development of entities of Bank Austria Group
  - enables Bank Austria to calculate 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 is already **compliant with key liquidity ratios** (LCR as of December 31, 2017 >100%)



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# Executive Summary Bank Austria

## Public Sector Cover Pool

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Liquidity & Funding  
Cover Pool

- **Aaa Rating** by Moody's
- **ECBC Covered Bond Label** has been granted to the Public Sector Cover Pool of Bank Austria
- Cover Pool Volume as of 30 June 2018 amounts to EUR 6,190 mn
- Average volume of loans is approx. € 1.5 mn
- Average seasoning is 7.9 years



# Public Sector

## Parameters of Cover Pool and Issues

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- Total Value of the Cover Pool as of 30 June 2018 (EUR equivalent): 6,190 mn
  - thereof in EUR: 4,258 mn
  - thereof in CHF: 182 mn
  - thereof public sector bonds in EUR equivalent: 1,750 mn

Parameters of Cover Pool	
Weighted Average Life (in years incl. Amortization)	7.4
Contracted Weighted Average Life (in years)	10.3
Average Seasoning (in years)	7.9
Total Number of Loans	4,088
Total Number of Debtors	1,442
Total Number of Guarantors	291
Average Volume of Loans (in EUR)	1,514,223
Stake of 10 Biggest Loans	28.3%
Stake of 10 Biggest Guarantors	24.4%
Stake of Bullet Loans	53.9%
Stake of Fixed Interest Loans	52.7%
Amount of Loans 90 Days Overdue	0
Average Interest Rate	1.6%

Parameters of Issues:	
Total Number	34
Average Maturity (in years)	3.0
Average Volume (in EUR)	138,078,106

- Moody's Rating: Aaa



# Public Sector

## Maturity Structure of Cover Pool and Issues

1 2 3 4

Liquidity & Funding

Cover Pool

Maturity of Assets in the Cover Pool	in mn EUR	in %
<b>Maturity up to 12 months</b>	<b>919</b>	<b>14.9%</b>
<b>Maturity 12 - 60 months</b>	<b>1,220</b>	<b>19.7%</b>
thereof Maturity 12 - 36 months	471	7.6%
thereof Maturity 36 - 60 months	749	12.1%
<b>Maturity 60 - 120 months</b>	<b>1,408</b>	<b>22.7%</b>
<b>Maturity longer than 120 months</b>	<b>2,644</b>	<b>42.7%</b>
<b>Total</b>	<b>6,190</b>	<b>100.0%</b>

Maturity of Issued Covered Bonds	in mn EUR	in %
<b>Maturity up to 12 months</b>	<b>1,585</b>	<b>33.8%</b>
<b>Maturity 12 - 60 months</b>	<b>2,717</b>	<b>57.9%</b>
thereof Maturity 12 - 36 months	2,000	42.6%
thereof Maturity 36 - 60 months	717	15.3%
<b>Maturity 60 - 120 months</b>	<b>113</b>	<b>2.4%</b>
<b>Maturity longer than 120 months</b>	<b>280</b>	<b>5.9%</b>
<b>Total</b>	<b>4,695</b>	<b>100.0%</b>











# Public Sector

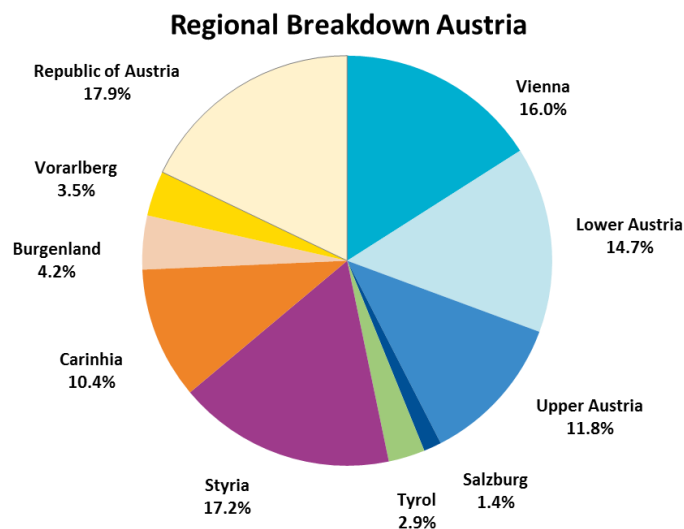
## Regional Breakdown of Assets<sup>\*)</sup> in Austria

1 2 3 4

Liquidity & Funding

Cover Pool

Regional Breakdown Austria		in mn EUR	in %
	Vienna	990	16.0%
	Lower Austria	907	14.7%
	Upper Austria	731	11.8%
	Salzburg	87	1.4%
	Tyrol	178	2.9%
	Styria	1,062	17.2%
	Carinthia	644	10.4%
	Burgenland	263	4.2%
	Vorarlberg	220	3.5%
	Republic of Austria	1,107	17.9%
<b>Total Austria</b>		<b>6,190</b>	<b>100.0%</b>



# Public Sector

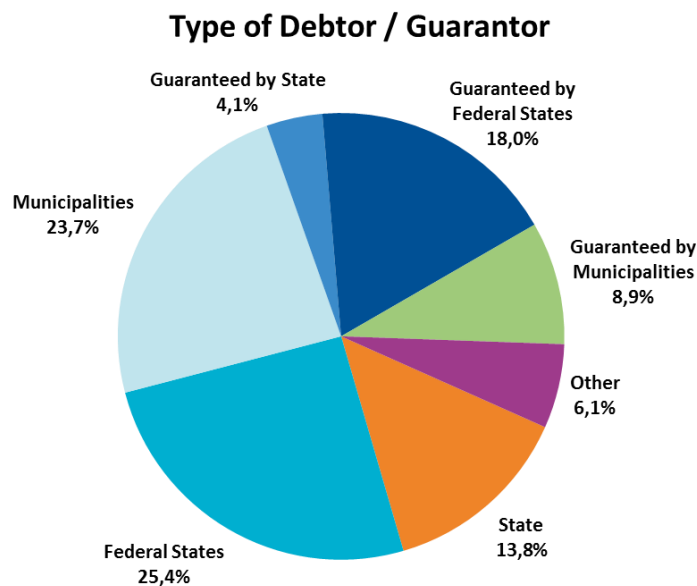
## Assets Volume Breakdown by Type of Debtor / Guarantor

Liquidity & Funding

Cover Pool

1 2 3 4

Assets: Type of Debtor / Guarantor	in mn EUR	Number
State	856	5
Federal States	1,575	45
Municipalities	1,464	2,633
Guaranteed by State	251	121
Guaranteed by Federal States	1,115	228
Guaranteed by Municipalities	551	462
Other	378	594
<b>Total</b>	<b>6,190</b>	<b>4,088</b>



# Public Sector

## Volume Breakdown by Size of Assets

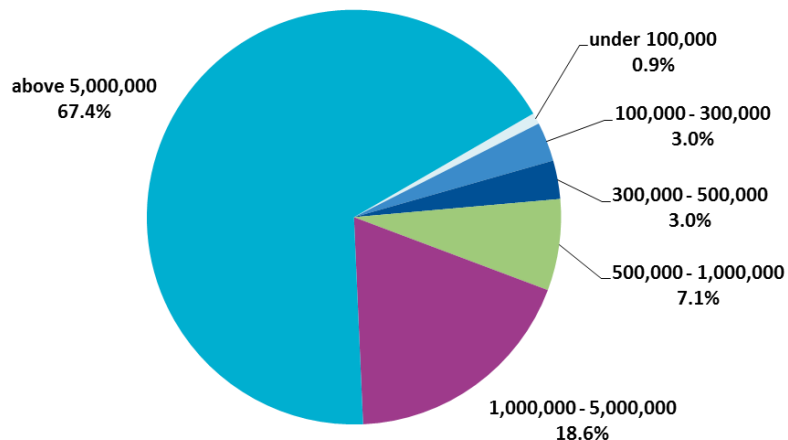
1 2 3 4

Liquidity & Funding

Cover Pool

Volume Breakdown by Size of Assets	in mn EUR	Number
<b>below 300,000</b>	<b>243</b>	<b>2,289</b>
thereof under 100,000	54	1,247
thereof 100,000 - 300,000	189	1,042
<b>300,000 - 5,000,000</b>	<b>1,777</b>	<b>1,678</b>
thereof 300,000 - 500,000	186	474
thereof 500,000 - 1,000,000	441	614
thereof 1,000,000 - 5,000,000	1,150	590
<b>above 5,000,000</b>	<b>4,170</b>	<b>121</b>
<b>Total</b>	<b>6,190</b>	<b>4,088</b>

Breakdown by Size of Assets







- **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
- **ECBC Covered Bond Label** has been granted to the BA Mortgage Cover Pool



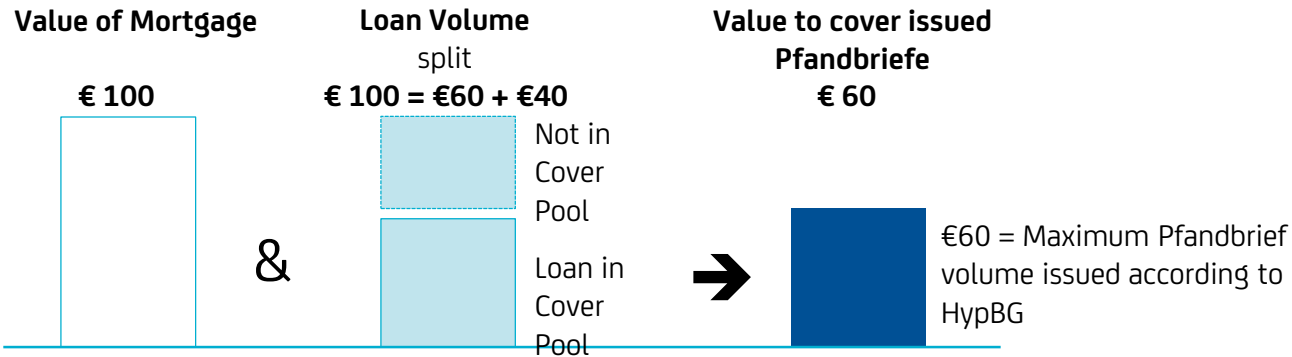
# Bank Austria's Whole Loan Approach

## Whole Loan Approach and its Benefits for Investors

1 2 3 4

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

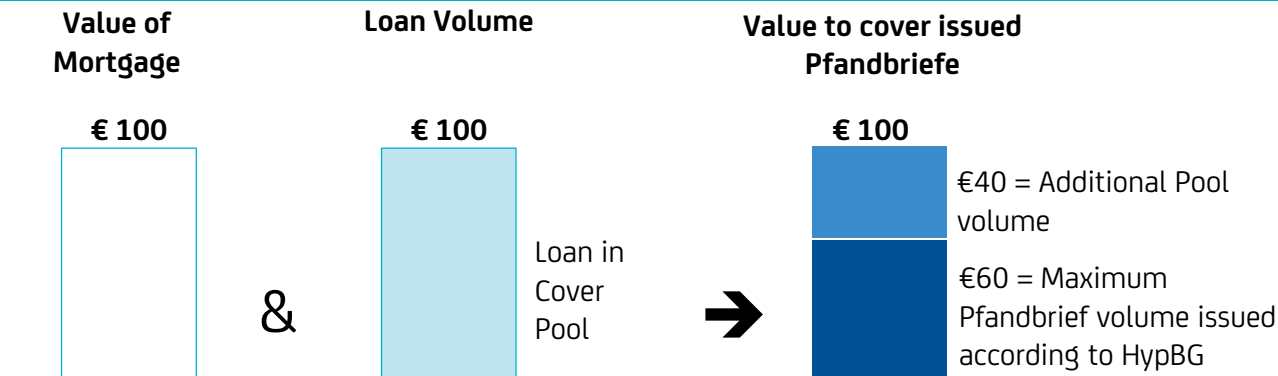
### Scenario I: Split Loan Approach = Minimum Approach



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.**



# Mortgage Cover Pool

## Parameters of the Cover Pool and Issues

1 2 3 4

- Total Value of the Cover Pool as of 30 June 2018 (EUR equivalent): 12,203 mn
  - thereof in EUR: 10,914 mn
  - thereof in CHF: 1,140 mn
  - thereof substitute cover in EUR: 149 mn

Parameters of Cover Pool	
Weighted Average Life (in years incl. Amortization)	9.6
Contracted Weighted Average Life (in years)	16.0
Average Seasoning (in years)	6.1
Total Number of Loans	43,009
Total Number of Debtors	37,611
Total Number of Mortgages	39,995
Average Volume of Loans (in EUR)	280,283
Stake of 10 Biggest Loans	11.1%
Stake of 10 Biggest Debtors	14.3%
Stake of Bullet Loans	22.6%
Stake of Fixed Interest Loans	28.9%
Amount of Loans 90 Days Overdue	0
Average Interest Rate	1.3%

Parameters of Issues:	
Total Number	84
Average Maturity (in years)	3.7
Average Volume (in EUR)	55,223,743

- Moody's Rating: Aaa



# Mortgage Cover Pool

## Maturity Structure of Cover Pool and Issues

1 2 3 4

Liquidity & Funding

Cover Pool

Maturity of Assets in the Cover Pool	in mn EUR	in %
<b>Maturity up to 12 months</b>	<b>146</b>	<b>1.2%</b>
<b>Maturity 12 - 60 months</b>	<b>1,385</b>	<b>11.5%</b>
thereof Maturity 12 - 36 months	630	5.2%
thereof Maturity 36 - 60 months	755	6.3%
<b>Maturity 60 - 120 months</b>	<b>2,033</b>	<b>16.9%</b>
<b>Maturity longer than 120 months</b>	<b>8,490</b>	<b>70.4%</b>
<b>Total</b>	<b>12,055</b>	<b>100.0%</b>

Maturity of Issued Covered Bonds	in mn EUR	in %
<b>Maturity up to 12 months</b>	<b>830</b>	<b>17.9%</b>
<b>Maturity 12 - 60 months</b>	<b>2,211</b>	<b>47.7%</b>
thereof Maturity 12 - 36 months	1,636	35.3%
thereof Maturity 36 - 60 months	574	12.4%
<b>Maturity 60 - 120 months</b>	<b>1,276</b>	<b>27.5%</b>
<b>Maturity longer than 120 months</b>	<b>322</b>	<b>6.9%</b>
<b>Total</b>	<b>4,639</b>	<b>100.0%</b>



# Mortgage Cover Pool

## Assets Volume Breakdown

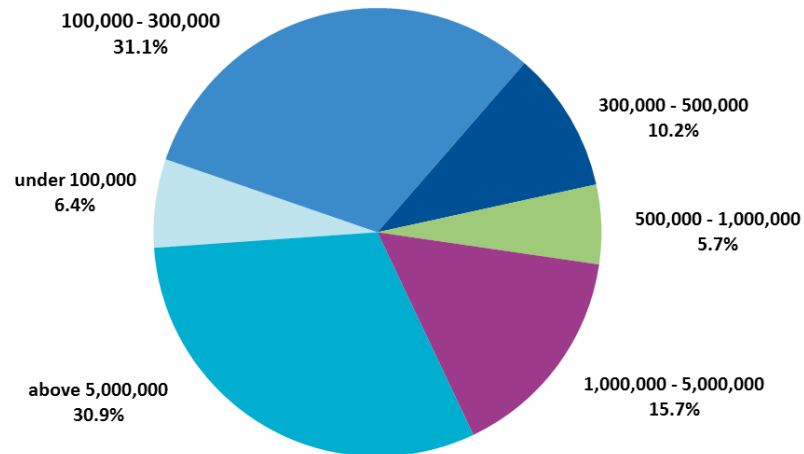
1 2 3 4

Liquidity & Funding

Cover Pool

Volume Breakdown by Size of Mortgages	in mn EUR	Number
<b>below 300,000</b>	<b>4,522</b>	<b>34,522</b>
thereof under 100,000	770	13,514
thereof 100,000 - 300,000	3,752	21,008
<b>300,000 - 5,000,000</b>	<b>3,804</b>	<b>5,288</b>
thereof 300,000 - 500,000	1,227	3,355
thereof 500,000 - 1,000,000	690	1,016
thereof 1,000,000 - 5,000,000	1,887	917
<b>above 5,000,000</b>	<b>3,729</b>	<b>185</b>
<b>Total</b>	<b>12,055</b>	<b>39,995</b>

Breakdown by Size of Mortgages












# Mortgage Cover Pool

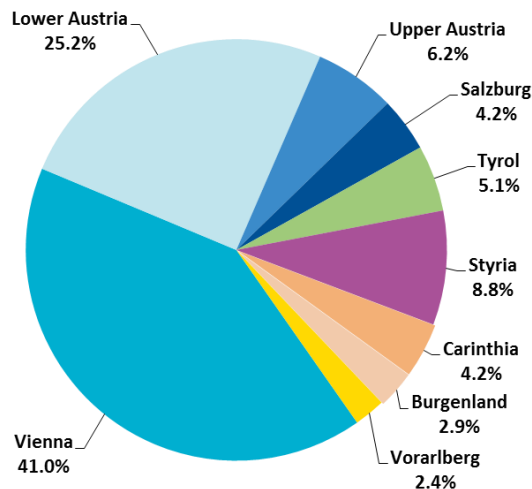
## Regional Breakdown <sup>\*)</sup> of Mortgages in Austria

1 2 3 4

Liquidity & Funding  
Cover Pool

Regional Breakdown Austria		in mn EUR	%
	Vienna	4,943	41.0%
	Lower Austria	3,037	25.2%
	Upper Austria	752	6.2%
	Salzburg	501	4.2%
	Tyrol	613	5.1%
	Styria	1,056	8.8%
	Carinthia	512	4.2%
	Burgenland	353	2.9%
	Vorarlberg	288	2.4%
<b>Total</b>		<b>12,055</b>	<b>100.0%</b>

Regional Breakdown Austria



# Mortgage Cover Pool

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

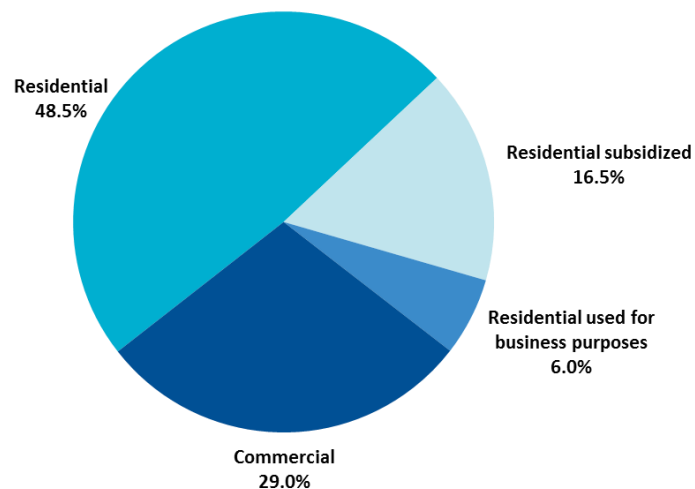
1 2 3 4

Liquidity & Funding

Cover Pool

Mortgages Breakdown by Type of Use	in mn EUR	Number
<b>Residential</b>	<b>5,853</b>	<b>35,629</b>
<b>Residential subsidized</b>	<b>1,986</b>	<b>2,150</b>
<b>Residential used for business purposes</b>	<b>724</b>	<b>1,214</b>
<b>Commercial</b>	<b>3,492</b>	<b>1,002</b>
thereof Office	1,616	160
thereof Trade	787	65
thereof Tourism	251	135
thereof Agriculture	32	179
thereof mixed Use / Others	805	463
<b>Total</b>	<b>12,055</b>	<b>39,995</b>

Mortgages / Type of Use



# Mortgage Cover Pool

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

1 2 3 4

Liquidity & Funding  
Cover Pool

- Bank Austria's Mortgage **Cover Pool Value** accounts for **€ 12,055 mn** as of 30 June 2018 (without substitute cover)
- **All mortgages in cover pool are located in Austria**
  - The main concentration is in the City of Vienna (41.0%) and the state of Lower Austria (25.2%)
- **Breakdown of cover pool by type of use:**
  - 71.0% residential real estate (thereof 16.5% subsidized)
  - 29.0% commercial real estate, divides as follows:
    - Office 13.4%
    - Trade 6.5%
    - Tourism 2.1%
    - Other / Mixed use 7.0%





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# Overview of outstanding Pfandbrief Benchmark Issues 2014 & 2015

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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 Pfandbrief Benchmark Issues prior to 2014

1 2 3 4

Annex  
Liquidity & Funding Transactions

Bank Austria Public Sector Pfandbrief	1.875%	29/10/2020	€ 500 mn	Oct 2013	Mid-Swap +25
Bank Austria Mortgage Pfandbrief / Tap	1.25%	30/07/2018	€200 mn	Sept. 2013	Mid-Swap +10
Bank Austria Mortgage Pfandbrief	1.25%	30/07/2018	€ 500 mn	July 2013	Mid-Swap +26
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

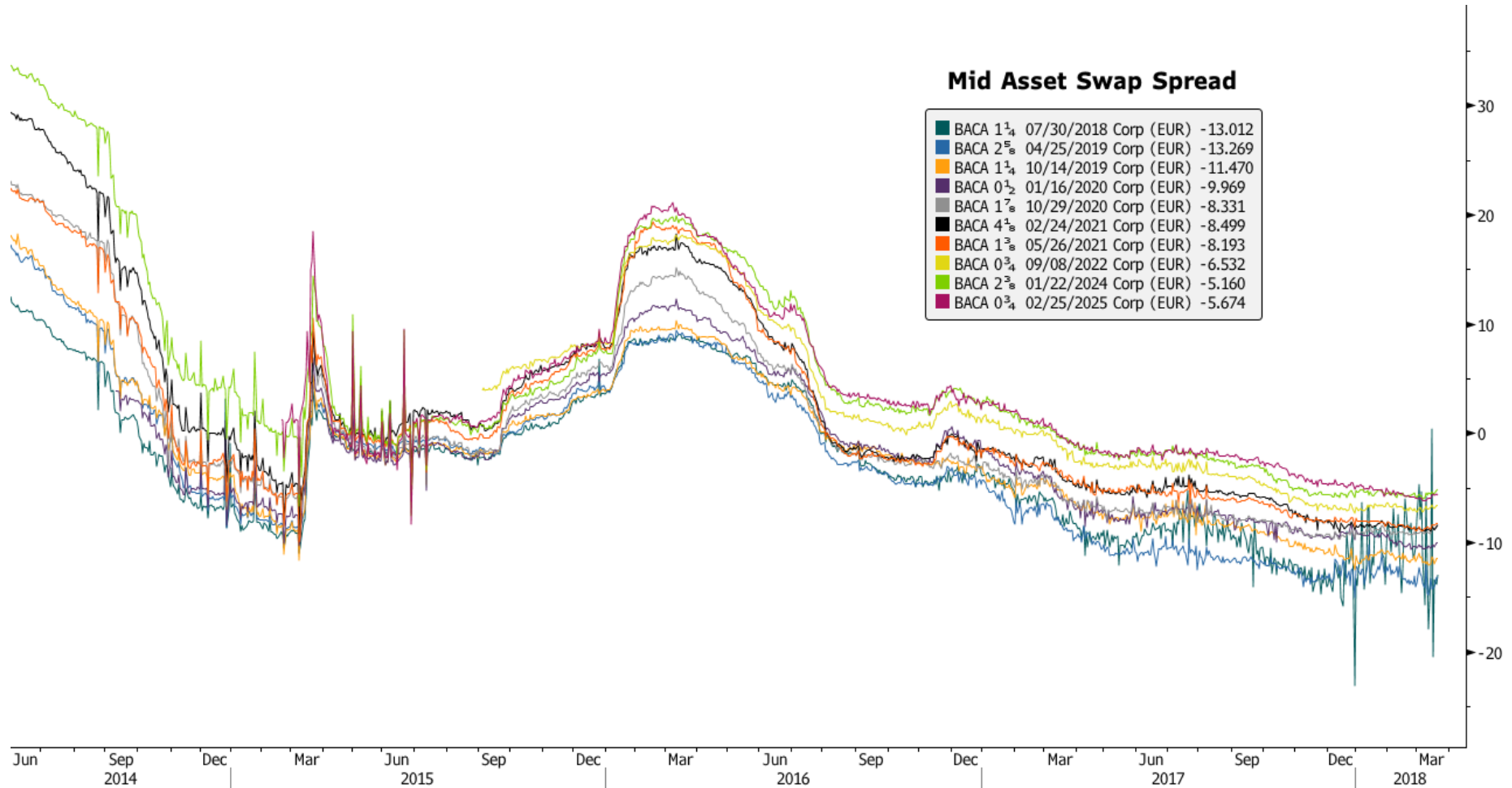


# UniCredit Bank Austria Covered Bond Spread Comparison

1 2 3 4

Annex

Liquidity & Funding Transactions



Source: Bloomberg



# Overview of outstanding Senior Unsecured Benchmark Issues

1 2 3 4

Annex

Liquidity & Funding Transactions

**Bank Austria**  
**Senior Unsecured Bond**

**2.5%**

**27/05/2019**

**€ 500 mn**

**Nov. 2013**

**Mid-Swap +135**



# UniCredit Bank Austria Senior Unsecured Bonds Spread Comparison

1 2 3 4

Annex

Liquidity & Funding Transactions



Source: Bloomberg



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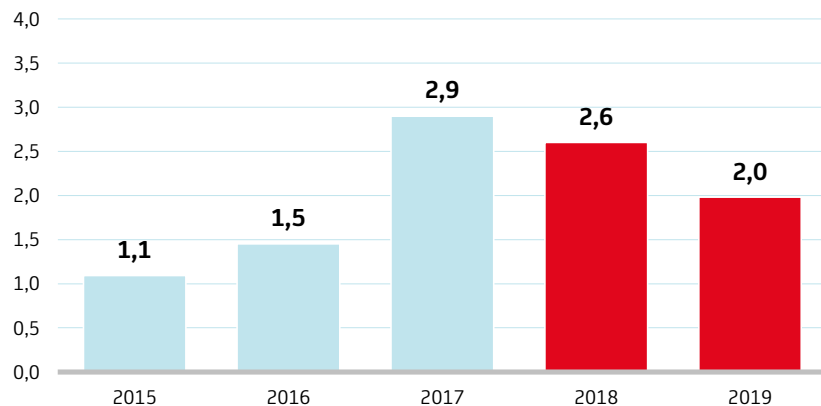
# Economic Conditions in Austria

1 2 3 4

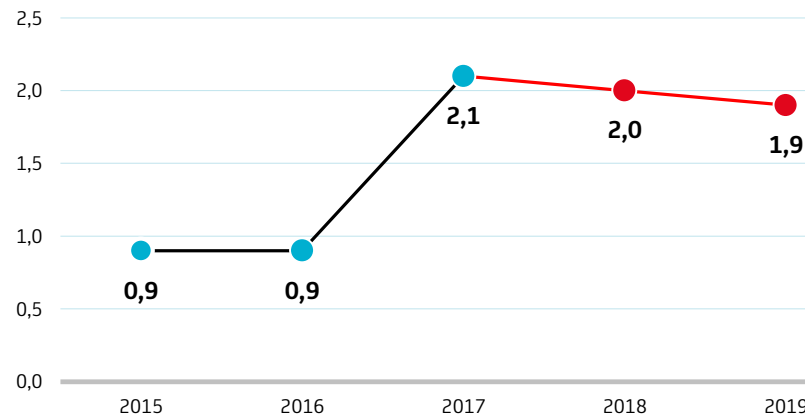
Annex

Economic Conditions in Austria

## Economic growth (real, yoy in %)

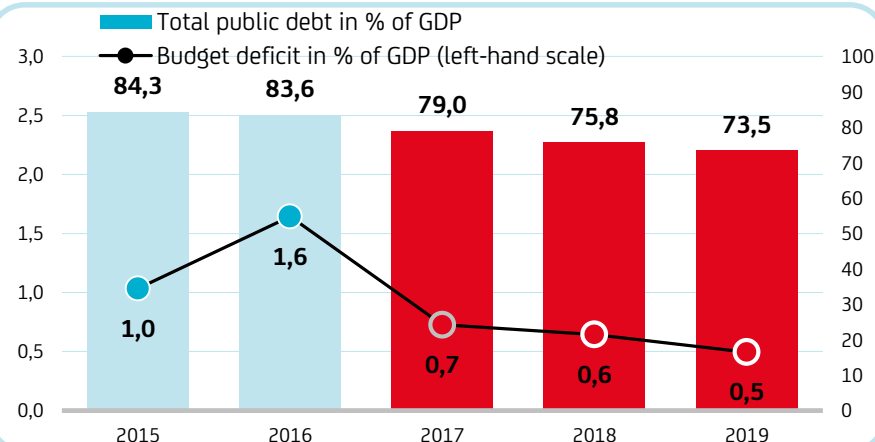


## Inflation rate (yearly average, in %)



- In 2017, economic growth accelerated to almost 3%, supported by the upturn in global trade which boosted demand for investments, and by sustained strong consumption. While the economic upswing will continue on a broad front, we expect the momentum to slow.
- Following 2.1% on average in 2017, inflation will also be around 2% in 2018. Demand-driven upward pressure, still felt strong in services, is somewhat dampened by the rise in the euro against the US dollar.
- Austria's budget and debt situation will benefit from the favorable economic developments. The initial deficit target of 1.2% of GDP was expected to be undercut in 2017, and total debt has therefore fallen below 80% of GDP. The budget estimate for 2018 will only be approved by Parliament in March due to the autumn elections.

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





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# Rating Overview

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Annex  
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> Positive	<b>P-2</b>	<b>Ba1</b>	<b>BBB</b> Stable	<b>A-2</b>	<b>BB+</b>

(as of 8 August 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

- 2017 was a record year in commercial real estate in Austria. The investments in 2017 with nearly € 5 bn significantly outperformed the record year 2015. With about 69% of all investments in the second half of 2017, office properties were the most important asset category – with strong demand having led to declining yields in all office locations.
- The Austrian real estate market has the well-earned reputation as a relatively stable market. 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 over the last ten years. Nevertheless, price increases slowed down last year. 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

Annex

Real Estate Market Austria

- After a consolidation at the end of 2016, the prices in Vienna increased once more by about 3 %. In the last quarter of 2017, price development flattened again.
- In comparison, prices in Austria (excl. Vienna) - with 4.5 % since the end of 2016 - have shown a stronger development than in Vienna.



- Investors looking for yield are interested in real estate.
- As long as property investments offer higher yields than alternatives such as government bonds, demand for real estate will be supported.

### 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) | 0.48%  |
| • Spread                                    | 3.27 % |



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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

1 2 3 4

Annex

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



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