

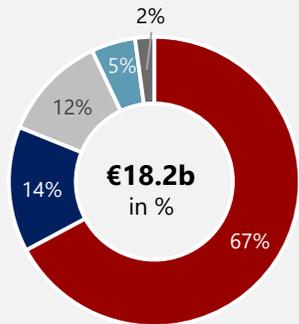
BAWAG Group



Customer businesses

Split of €31.4b customer segment assets as of year-end 2019

RETAIL & SME (58%)



- Housing Loans
- Consumer Lending
- Leasing & Factoring
- SME Lending
- Debit cards

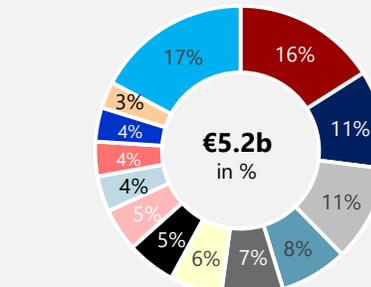
- ~80% collateralized
- ~90% DACH region
- International mortgages €1.8b ... blended LTV 55% (including mortgage insurance 36%)
- SMEs <5% ... 85% secured

PUBLIC SECTOR (11%)



- Lending focused on Austrian municipalities, Federal States and Republic of Austria
- BAWAG P.S.K. is payments provider to Republic of Austria

CORPORATE LENDING (16%)



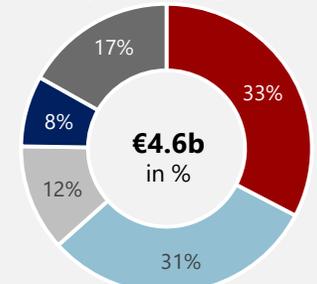
- Services
- Real estate service providers
- Pharmaceuticals & Health Care
- Engineering and B-2-B
- Food & Beverages
- Retail - Food
- Commodity
- Food franchise
- Telecommunication
- B-2-C
- Other
- Utilities
- Lender Financing

- Non-DACH Corporate lending €2.3b
- Total committed corporate credit lines of less than €100m
- No exposure to high-yield non-investment grade credit
- Exposure (net book value, Feb '20) to:

Airlines	€0m
Oil & Gas	€32m
Shipping	€34m

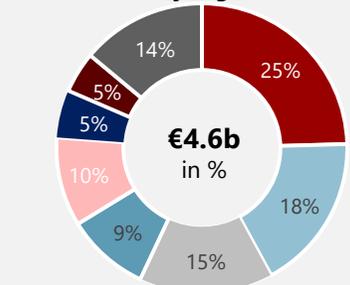
ASSET BACKED LENDING (15%)

By underlying



- Residential
- Office
- Industrial / Logistics
- Shopping / Retail
- Other

By region



- Ireland
- Spain
- USA
- Austria
- Other
- Germany
- Nordics
- UK

BAWAG Group's response to coronavirus



ENSURING OPERATIONAL CONTINUITY

Early bank-wide measures implemented :

Customers:

- All branches are open
- Customers are encouraged to use our online channels or telephone banking in order to reduce branch visits to a minimum

Employees:

- Employees are working remotely where possible
- Infrastructure prepared for extended home office work

Ensuring to protect the health of our employees, customers and supporting the real economy

Proactively engaging with our retail, small business and corporate customers to support them during this situation

BUSINESS IMPACT

- To date, no disruptions in service to our clients
- Our business model is highly cash capital-generative. In 2019, BAWAG Group generated 230 bps CET1 capital through earnings
- BAWAG Group has a strong capital and funding base
- While previous economic growth projections are no longer valid, a great deal depends on the public health, fiscal and monetary measures enacted
- Given the fluid nature of events and the uncertainties in both scope and length, this may result in a overall challenged and volatile market environment over the coming months. We will closely monitor the developments and hope to provide a comprehensive update during our first quarter results.

Government stimulus packages

Austria and Germany

AUSTRIA

A **crisis management fund in the amount of €4b** was passed on March 15, 2020 with relatively unbureaucratic measures to provide:

- Liquidity for companies (including bridge loans & credit guarantees and tax deferrals)
- Job security especially via a new model of “Corona-Kurzarbeit” (short-time work model)
- Direct, non-repayable cash subsidies for hardship cases (available for SMEs and self employed workers and family businesses)

On March 18, the Austrian Chancellor pledged **to upgrade aid package by up to €34b (total up to €38b)** providing:

- €9b in guarantees and warranties for bank loans
- €10b in tax deferrals and cuts
- €15b in emergency aid

While details are being prepared by the government:

- Large corporates benefit from implemented short-time work model and may apply for export credit guarantees with the OeKB – a total of **€ 2b in guarantees** was made available (as per March 16)
- SMEs are granted guarantees via “aws” and “ÖHT” under the **€4b emergency fund** and may receive **direct subsidies** in cases of hardship - **€1b** funds available

GERMANY

Constitutional debt limits were set aside to combat the crisis and allow for an unprecedented

“Economic Stabilization Fund” in the amount of €600b (passed on March 25), available to companies with >250 employees and providing additional:

- €400b to guarantee or take on liabilities of companies at risk
- €100b earmarked for equity stakes in companies
- €100b in loans through state-run development bank KfW

€156b in debt to finance higher social spending and a €50bn liquidity fund for self-employed people

Further measures include:

- **Unlimited** credit programs by KfW, available to all companies, from SMEs to blue-chip
- Increase of funds for short-time work to €26b to prevent dismissals
- Support for tenants
- Furthermore, different federal states within Germany set up programs, e.g. Bavaria opened a fund for financial emergency aid



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