

Wolfgang Klein - New Board Member for Retail and Small Business at BAWAG P.S.K. from 1 November 2010

Wolfgang Klein brings a wealth of know-how to the new branch network strategy and the expansion of online services to reinforce BAWAG P.S.K.'s retail operations.

BAWAG P.S.K. is pleased to welcome a proven expert on board as part of growing its branch network. Starting from 1 November 2010, German banking expert Wolfgang Klein (46) will be joining BAWAG P.S.K. as a new Board Member responsible for the retail banking and small business. In his previous positions, Mr. Klein was responsible for the very successful developments at Deutsche Postbank and Deutsche Post World Net AG, and he brings with him great expertise in modern branch and online business for a major retail bank.

Branch operations and personal contact with private and business customers is really at the heart of what BAWAG P.S.K. does. As Austria's largest retail bank, BAWAG P.S.K. places strong emphasis on excellent customer service and products tailored to meet the specific needs of our various customer groups. BAWAG P.S.K. is thus delighted to announce that Wolfgang Klein, a specialist with a proven track record, will lead this very important business area. Mr. Klein's background in the banking industry gives him the necessary know-how and expertise to successfully expand and develop this business at BAWAG P.S.K., which operates the largest centrally organised sales network in Austria.

Background in business and economics

Following completion of his studies in economics at the private university Witten/Herdecke in 1991, Mr. Klein went on to obtain his M.B.A. at the University of Southern California, Los Angeles, USA. His professional career began in 1991 at McKinsey&Company Inc., Düsseldorf, as a member of the Financial Institutions Group. In 1996, he took on the post of Director at Dresdner Bank AG, Frankfurt, where he was responsible for strategic projects in the area Retail and Wealth Management Customers. In 1997, Mr. Klein was appointed Director with full commercial powers at the direct banking subsidiary of Dresdner Bank, where he was responsible for Marketing and Sales. From 1998, he was employed at Deutsche Sparkassen- und Giroverband (DSGV). As a member of the Management Board there, he was in charge of strategy for Information Technology, Cards/E-commerce, Payment Transactions and Risk Controlling.

Expertise in retail

From 2001, Wolfgang Klein honed his skills in the retail business as a Board member of Deutsche Postbank AG in Bonn. As head of product marketing, central sales and customer relationship management, he was responsible for product marketing and mobile sales and gained a wealth of experience in the development of sales structures. In the years thereafter, Mr. Klein expanded his fields of responsibility: in 2006, he added management board responsibilities at Postbank Finanzberatung AG in Hameln and became a member of the Group Management Board of Deutsche Post World Net AG in 2007. Wolfgang Klein was

Chairman of the Management Board of Deutsche Postbank AG in Bonn from 2007 until June 2009.

Expanding range of products and services

Wolfgang Klein is setting his sights high from the start and explains what advantages customers can expect to see from his work, *“I am looking forward to working with a strong team at BAWAG P.S.K. Together, we will be able to press forward in developing the Bank as one of the leading retail banking forces in Austria. Our goal is to provide our customers with quick, efficient and understandable services and products, which – in addition to the branch network – can be accessed anytime, anywhere, via today’s rapidly expanding e-banking sales channels.”*

Efficiently linking different areas

Byron Haynes, CEO of BAWAG P.S.K. added, *“With Wolfgang Klein, we have been able to bring on board a true expert on the retail banking business. Based on his competence in linking up various sales channels, we will be in an even stronger position to meet our customers’ needs in the future. Obviously, in this regard, I am thinking of our new BAWAG PSK branches with their professional staff, our self-service and online products and services, and our mobile banking advisors. As the Board Member responsible for the retail and small business, Wolfgang Klein will ensure that these fields work together very smoothly, offering further benefits and advantages for our customers.”*

Further inquiries:
BAWAG P.S.K. group press office
Tel. 0043 (0) 5 99 05 – 31210,
e-mail: presse@bawagpsk.com

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<http://www.bawagpsk.com>