

BAWAG P.S.K. AND METRO AUSTRIA AGREE TO STRATEGIC PARTNERSHIP IN RETAIL SEGMENT

► Strategic Cooperation – BAWAG P.S.K. to serve as financing partner for METRO customers

VIENNA, Austria – October 15, 2018 – METRO Cash & Carry Austria and BAWAG P.S.K. have agreed to a strategic partnership: The collaboration is set for the long term and targeted at account products and credit cards for the self-employed, free lancers and SME for the processing of payment transactions for METRO customers combined with advantages for purchases at METRO. Furthermore, as of 2019, the cooperation can be extended to financial products.

David O’Leary, member of the Managing Board of BAWAG Group and responsible for retail banking: *“Metro is the leading SME-retailer in Austria. By the new partnership, we are strengthening our presence in Austria, emphasizing our commitment to the growing SME marketplace. We stick to our omni-channel strategy as we continue providing financial services and technology to the customer seamlessly in their customer journey.”*

Arno Wohlfahrter, CEO of METRO Cash & Carry Austria: *“In addition to the extraordinary assortment of food and non-food products, METRO offers its customers numerous services, such as the 3-hour delivery with the METRO Express, digital services – website, reservation tool & order app – to make their daily work easier, Now we go one step further and build our ecosystem strategy with BAWAG P.S.K. business solutions throughout Austria. We are gradually becoming an integrative solution provider for our customers. ”*

About BAWAG Group

BAWAG Group AG is the listed holding company of BAWAG P.S.K., which is headquartered in Vienna, Austria, with the main banking subsidiaries easybank and start:bausparkasse in Austria, Südwestbank and Deutscher Ring Bausparkasse in Germany. With more than 2.5 million customers, BAWAG P.S.K. is one of Austria’s largest banks operating under a wellrecognized national brand and applies a low-risk, efficient, simple and transparent business model focused on Austria, Germany and developed markets. The Bank serves retail, small business and corporate customers offering comprehensive savings, payment, lending, leasing, investment, building society and insurance products and services through various online and offline channels. Delivering simple, transparent and best-in-class products and services that meet our customers’ needs is the consistent strategy across all business units.

About METRO Cash & Carry Austria

METRO Cash & Carry operates 12 wholesale stores in Austria with a total sales area of around 140,000 m², employs around 2,000 full-time employees, including more than 100 apprentices. A large selection of products - with around 48,000 items from the food and non-food sector listed – is an important aspect for METRO. Since 2017, the company has been relying on e-mobility for delivery and supplying customers who are doing business in catering with eVans - the METRO Express – in the metropolitan area of Vienna, Linz, Graz and Salzburg. Since September, the eFlotte has been extended by an e-truck. More than 500,000 customers have been relying on the company's product range and services for more than 45 years. The Austrian HQ and the management are located in Vienna-Vösendorf, where the first METRO wholesale market in Austria was opened in 1971 – which was the first one outside Germany.

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