BAWAG GROUP Q3 2023 RESULTS

October 17, 2023

AGENDA

HIGHLIGHTS Q3 2023

EARNINGS

Q3 ’23:
Net profit €186m, RoTCE of 27.6% and EPS of €2.25

Core revenues +1% vPQ ... operational expenses +1% vPQ

Pre-provision profit of €268m +2% vPQ ... CIR at 31.3%

Risk costs of €(22)m or 21bps risk cost ratio ... ECL management overlay at €80m

Sep ’23 YTD: Net profit of €506m, RoTCE of 24.9%, CIR of 31.8%, and EPS of €6.13

- **Q3 ’23: RoTCE 27.6%**
- **YTD ‘23: RoTCE 24.9%**

BALANCE SHEET & CAPITAL

Average customer loans (3%) vPQ ... average interest-bearing assets (2%) vPQ

Average customer deposits +1% vPQ ... average customer funding +1% vPQ

CET1 ratio at 14.2% after deducting €278m dividend accrual for Sep ’23 YTD and €175m share buyback

Fortress balance sheet ... excess capital of €386m post buyback, €11.0 billion cash (excl. TLTRO) with LCR 218%, and strong credit profile with NPL ratio of 1.0%

- **CET1 ratio at 14.2% post buyback ... Excess capital of €386m**
- **Strong asset quality with 1.0% NPL ratio and liquidity profile with LCR of 218%**

TARGETS

Expect to meet or exceed 2023 financial targets:
Profit before tax > €875m, EPS > €8.20,
DPS > €4.50

Return targets 2023 & beyond:
RoTCE >20% and CIR < 34%

Excess capital of €386m post share buyback provides dry powder for potential organic and inorganic opportunities ... Additional capital distributions will be assessed with full-year results

- **Expect to meet or exceed 2023 financial targets**
- **Return targets:**
RoTCE >20% & CIR <34%

FINANCIAL PERFORMANCE

P&L | € millions	Q3 ’23	vPY	vPQ	YTD ’23	vPY
Core revenues	390.3	17%	1%	1,143.4	16%
Net interest income	313.7	21%	1%	913.9	22%
Net commission income	76.6	2%	-	229.5	(2%)
Operating income	389.7	16%	2%	1,139.7	15%
Operating expenses	(121.9)	3%	1%	(362.0)	1%
Pre-provision profit	**267.8**	**23%**	**2%**	**777.7**	**22%**
Regulatory charges	(3.3)	(3%)	NM	(41.6)	(15%)
Risk costs	(21.9)	(38%)	7%	(62.9)	(27%)
Profit before tax	**242.6**	**34%**	**(1%)**	**674.1**	**34%**
Net profit	**185.7**	**40%**	**3%**	**506.0**	**34%**

Ratios	Q3 ’23	vPY	vPQ	YTD ’23	vPY
RoCE	23.2%	7.0pts	0.1pts	20.9%	5.5pts
RoTCE	27.6%	8.3pts	-	24.9%	6.4pts
Net interest margin	2.97%	0.66pts	0.06pts	2.86%	0.57pts
CIR	31.3%	(3.8pts)	(0.2pts)	31.8%	(4.1pts)
Risk cost ratio	0.21%	(0.11pts)	0.02pts	0.20%	(0.06pts)

Balance Sheet & Capital | € millions	Q3 ’23	Q2 ’23	vPQ	vPY
Total assets	52,857	53,127	(1%)	(6%)
Cash & Cash Equivalent excl. TLTRO	10,990	10,772	2%	92%
Interest-bearing assets (average)	41,902	42,800	(2%)	(6%)
Customer funding (average)	44,721	44,256	1%	5%
Customer loans (average)	33,874	35,029	(3%)	(8%)
Customer loans	33,783	34,295	(1%)	(8%)
Customer deposits (average)	32,212	32,012	1%	(5%)
Customer deposits	32,015	32,664	(2%)	(6%)
Common Equity	3,246	3,168	2%	1%
Tangible Common Equity	2,735	2,653	3%	2%
CET1 Capital	2,799	2,734	2%	1%
Risk-weighted assets	19,699	19,622	-	(8%)
CET1 Ratio (post dividend)	**14.2%**	**13.9%**	**0.3pts**	**1.2pts**

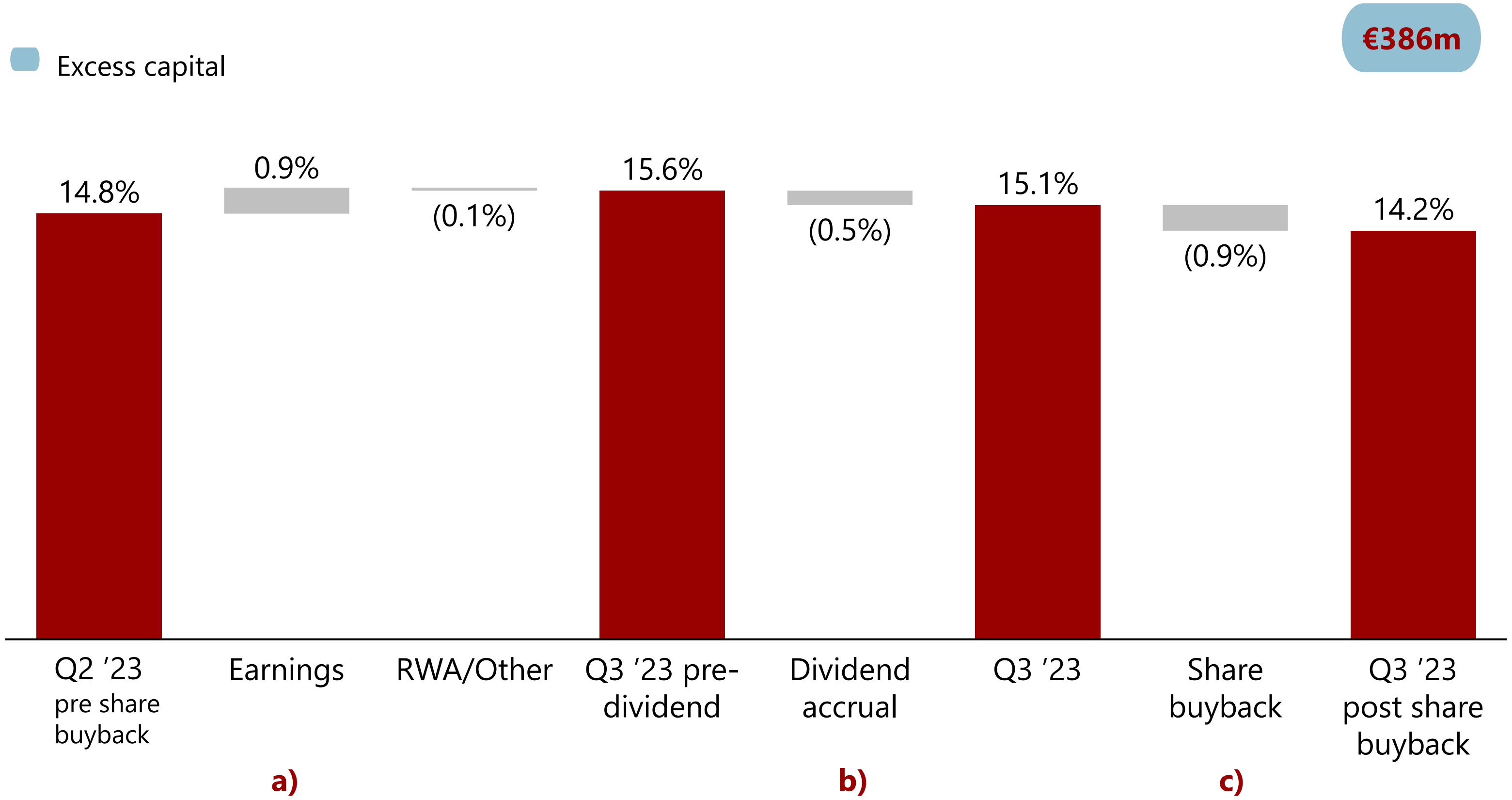
Per share data	Q3 ’23	Q2 ’23	vPQ	vPY
Book value (€)	39.44	38.50	2%	5%
Tangible book value (€)	33.23	32.24	3%	6%
Shares outstanding (€ m)	82.30	82.30	-	(4%)
Earnings per share (€)	2.25	2.19	3%	51%

Note: All equity, capital, ratios and per share data reflect deduction of €278m dividend accrual and €175m share buyback. 2022 numbers shown on an adjusted basis

CAPITAL DEVELOPMENT

~90 basis points gross capital generation

QUARTERLY CAPITAL DEVELOPMENT



CAPITAL DEVELOPMENT

a) Gross capital generation ~90bps in Q3 '23 through earnings

CAPITAL DISTRIBUTION

b) YTD '23 dividend accrual of €278m based on dividend policy (55% of net profit)

c) Share buyback of €175m … execution started on October 9, 2023

EXCESS CAPITAL

- CET1 ratio 14.2% post dividend accrual of €278m
- Excess capital above management target of 12.25% of €386m post share buyback
- Peak Bancorp (Idaho First Bank) … pending regulatory approval
- Maintaining dry powder for potential M&A and assessing additional capital distributions with full-year results

RETAIL & SME

FINANCIAL PERFORMANCE

€ millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Core revenues	289.6	13%	2%	848.6	12%
Net interest income	221.5	16%	2%	645.4	18%
Net commission income	68.1	4%	2%	203.2	(3%)
Operating income	290.1	13%	2%	851.4	12%
Operating expenses	(84.4)	(1%)	(3%)	(257.5)	-
Pre-provision profit	**205.7**	**20%**	**4%**	**593.9**	**18%**
Regulatory charges	(1.7)	21%	NM	(14.3)	(28%)
Risk costs	(21.7)	(7%)	10%	(61.2)	4%
Profit before tax	**182.3**	**24%**	**2%**	**518.4**	**23%**
Net profit	**136.7**	**24%**	**2%**	**388.8**	**23%**

RATIOS

in %	Q3 '23	vPY	vPQ	YTD '23	vPY
RoCE	33.5%	5.2pts	(0.3pts)	32.2%	4.0pts
RoTCE	39.3%	6.0pts	(0.6pts)	37.9%	4.7pts
CIR	29.1%	(4.1pts)	(1.4pts)	30.2%	(3.7pts)
NPL ratio	1.8%	(0.1pts)	0.1pts	1.8%	(0.1pts)
Risk cost ratio	0.40%	(0.02pts)	0.04pts	0.37%	0.01pts

CUSTOMER DEVELOPMENT

€ millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Housing loans	15,442	(4%)	(1%)	15,442	(4%)
Consumer and SME	6,414	1%	1%	6,414	1%
Total assets	**21,856**	**(3%)**	**(1%)**	**21,856**	**(3%)**
Total assets (Ø)	**21,933**	**(2%)**	**(1%)**	**22,088**	**1%**
Risk-weighted assets	**9,213**	**(3%)**	**(1%)**	**9,213**	**(3%)**
Customer deposits	**26,770**	**(5%)**	**(2%)**	**26,770**	**(5%)**
Customer deposits (Ø)	**26,269**	**(5%)**	**(1%)**	**26,547**	**(5%)**
Customer funding	**36,519**	**5%**	**(1%)**	**36,519**	**5%**
Customer funding (Ø)	**37,249**	**7%**	**-**	**36,949**	**8%**

DEVELOPMENTS in Q3 '23

Q3 '23 net profit of €137m, up 24% vPY due to higher pre-provision profits … average assets down (1%) vPQ and (2%) vPY… housing loans down reflecting overall subdued market

Pre-provision profit of €206m for Q3 '23, up 20% vPY … Core revenues up 13% and operating expenses down (1%) vPY

Risk costs of €(22)m in Q3 '23, down (7%) vPY … risk cost ratio at 40bps

Subdued loan growth and advisory business given overall cautious consumer sentiment and significant movement in rates

CORPORATES, REAL ESTATE & PUBLIC SECTOR

FINANCIAL PERFORMANCE

€ millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Core revenues	79.4	3%	(7%)	242.0	9%
Net interest income	70.8	5%	(6%)	214.8	9%
Net commission income	8.6	(13%)	(13%)	27.2	5%
Operating income	77.4	-	(8%)	238.4	(2%)
Operating expenses	(20.0)	12%	5%	(57.5)	6%
Pre-provision profit	**57.4**	**(4%)**	**(12%)**	**180.9**	**(4%)**
Regulatory charges	(0.9)	NM	NM	(9.0)	(20%)
Risk costs	(0.1)	NM	NM	(0.1)	NM
Profit before tax	**56.4**	**20%**	**(15%)**	**171.8**	**12%**
Net profit	**42.3**	**19%**	**(15%)**	**128.8**	**12%**

RATIOS

in %	Q3 '23	vPY	vPQ	YTD '23	vPY
RoCE	18.6%	5.3pts	(3.4pts)	18.3%	3.7pts
RoTCE	23.3%	6.9pts	(4.4pts)	22.8%	4.6pts
CIR	25.8%	2.8pts	3.3pts	24.1%	1.7pts
NPL ratio	0.9%	0.2pts	0.2pts	0.9%	0.2pts
Risk cost ratio	-	(0.29pts)	-	-	(0.20pts)

CUSTOMER DEVELOPMENT

€ millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Corporates	3,749	(8%)	(5%)	3,749	(8%)
Real Estate	5,252	(21%)	(1%)	5,252	(21%)
Public Sector	4,319	2%	1%	4,319	2%
Short-term/money market lending	187	(62%)	(11%)	187	(62%)
Total assets	**13,507**	**(12%)**	**(2%)**	**13,507**	**(12%)**
Total assets (Ø)	**13,558**	**(12%)**	**(5%)**	**14,085**	**(8%)**
Risk-weighted assets	**7,001**	**(16%)**	**-**	**7,001**	**(16%)**
Customer deposits	**5,595**	**1%**	**1%**	**5,595**	**1%**
Customer deposits (Ø)	**5,770**	**(2%)**	**8%**	**5,388**	**(4%)**
Customer funding	**7,034**	**5%**	**(2%)**	**7,034**	**5%**
Customer funding (Ø)	**7,299**	**3%**	**4%**	**7,009**	**3%**

DEVELOPMENTS in Q3 '23

Q3 '23 net profit of €42m, up 19% vPY … average assets down (5%) vPQ and down (12%) vPY

Pre-provision profit of €57m in Q3 '23, down (4%) vPY … Operating income flat to prior year

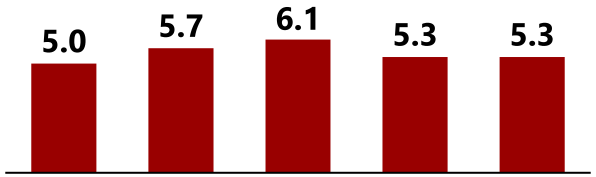
No risk costs in Q3 '23 … single-case CRE default with conservative collateral assessment compensated through management overlay €20m

NPL ratio remains low at 0.9% … solid asset quality

Maintaining disciplined and conservative underwriting … will continue to remain prudent and patient with focus on risk-adjusted returns never chasing volume growth

REAL ESTATE LENDING

Total portfolio
€ billions



	2020	2021	2022	Q2 '23	Q3 '23
Residential	37%	38%	42%	40%	39%
Industrial / Logistics	12%	17%	22%	25%	26%
Office	29%	23%	22%	20%	21%
Hospitality	6%	11%	7%	7%	7%
Shopping / Retail	12%	8%	5%	6%	5%
Other	4%	3%	2%	2%	2%

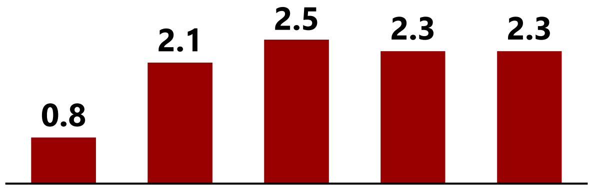
PORTFOLIO DEVELOPMENT

- Residential + Industrial / Logistics make up 65% of total portfolio … Main drivers of growth in portfolio since 2020 … strong supply / demand fundamentals
- Cautious on Office post COVID given secular changes with limited Retail lending as well
- Growth in US portfolio since 2020 from Residential + Industrial / Logistics assets … 72% of portfolio
- NPL ratio 1.4% …single-case default in Q3, underlying collateral conservatively valued
- Average LTV <60% for entire portfolio since 2020
- 2023 stress test adverse scenario with cumulative losses <2% over 3 years … management overlay sufficient to cover adverse case stress losses

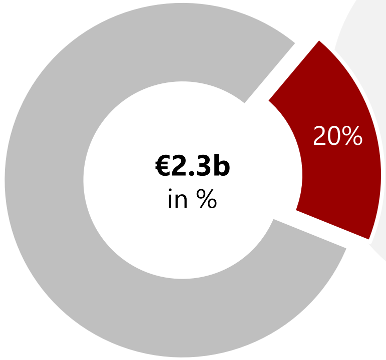
UNDERWRITING PRINCIPLES

- Focus on risk-adjusted returns across all cycles … be patient lender with business that meets our risk appetite … no volume targets
- Senior secured lender … no mezzanine financing
- Focus on structural protections … cross-collateralized loans, cash-flow sweeps, interest rate hedges, sponsor guarantees etc.
- Portfolio total LTV consistently <60% with debt yields across Office portfolio >9%
- Significant amount of the portfolio granular and cross-collateralized

US portfolio
€ billions



	2020	2021	2022	Q2 '23	Q3 '23
Residential	33%	39%	41%	43%	41%
Industrial / Logistics	5%	18%	26%	29%	31%
Office	59%	24%	26%	20%	20%
Hospitality	0%	17%	7%	7%	7%
Shopping / Retail	3%	2%	0%	1%	1%



US OFFICE EXPOSURE:

- Exposure of €472m … flat vPQ
- Footprint in major cities comprised of Class A buildings in primary markets
- Performing book resilient despite market stress:
  - Average senior debt yield 10%
  - LTV < 60%
  - Weighted average lease terms of ~6.5 years and solid tenants with average occupancy levels ~80%
  - <1% of total assets, ~1% of customer loans, 7% of total CRE

AGENDA

1 Q3 2023 HIGHLIGHTS & SEGMENT PERFORMANCE

2 DETAILED FINANCIALS & OUTLOOK

3 SUPPLEMENTAL INFORMATION

P&L & KEY RATIOS

P&L | € millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Net interest income	313.7	21%	1%	913.9	22%
Net commission income	76.6	2%	-	229.5	(2%)
Core revenues	**390.3**	**17%**	**1%**	**1,143.4**	**16%**
Other revenues	(0.6)	NM	NM	(3.7)	NM
Operating income	**389.7**	**16%**	**2%**	**1,139.7**	**15%**
Operating expenses	**(121.9)**	**3%**	**1%**	**(362.0)**	**1%**
Pre-provision profit	**267.8**	**23%**	**2%**	**777.7**	**22%**
Regulatory charges	(3.3)	(3%)	NM	(41.6)	(15%)
Risk costs	(21.9)	(38%)	7%	(62.9)	(27%)
Profit before tax	**242.6**	**34%**	**(1%)**	**674.1**	**34%**
Income taxes	(56.9)	18%	(12%)	(168.1)	33%
Net profit	**185.7**	**40%**	**3%**	**506.0**	**34%**

Key ratios	Q3 '23	vPY	vPQ	YTD '23	vPY
RoCE	23.2%	7.0pts	0.1pts	20.9%	5.5pts
RoTCE	27.6%	8.3pts	-	24.9%	6.4pts
Net interest margin	2.97%	0.66pts	0.06pts	2.86%	0.57pts
CIR	31.3%	(3.8pts)	(0.2pts)	31.8%	(4.1pts)
Risk cost ratio	0.21%	(0.11pts)	0.02pts	0.20%	(0.06pts)
Earnings per share (€)	2.25	51%	3%	6.13	45%
Tangible book value (€)	33.23	6%	3%	33.23	6%

DEVELOPMENTS in Q3 '23

Net interest income up 1% vPQ … net interest margin (NIM) at 2.97% in Q3 '23, up 6bps vPQ

Net commission income at €77m … flat versus prior quarter

Cost-income ratio of 31.3% in Q3 '23 … ongoing disciplined cost control despite inflationary headwinds

Regulatory charges of €(3)m in Q3 '23 after net release in the second quarter

Risk costs of €(22)m in Q3 '23… run-rate in line with strong credit performance, low NPL levels and continued low but normalizing delinquencies … management overlay at €80m

BALANCE SHEET

Balance sheet | € millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Total assets	**52,857**	**(6%)**	**(1%)**	**52,857**	**(6%)**
thereof Ø interest-bearing assets	41,902	(6%)	(2%)	42,664	(3%)
Customer loans	33,783	(8%)	(1%)	33,783	(8%)
Securities and bonds	6,330	9%	3%	6,330	9%
Credit institutions and cash	11,570	(4%)	2%	11,570	(4%)
Other assets	1,174	(14%)	(10%)	1,174	(14%)
Total liabilities & equity	**52,857**	**(6%)**	**(1%)**	**52,857**	**(6%)**
thereof Ø customer funding	44,721	5%	1%	44,181	6%
Customer deposits	32,015	(6%)	(2%)	32,015	(6%)
Own issues	13,063	48%	-	13,063	48%
Credit institutions	1,557	(78%)	(3%)	1,557	(78%)
Other liabilities	2,052	2%	10%	2,052	2%
Equity	4,170	3%	5%	4,170	3%

Capital & RWA | € millions	Q3 '23	vPY	vPQ	YTD '23	vPY
Common equity	3,246	1%	2%	3,246	1%
Tangible common equity	2,735	2%	3%	2,735	2%
CET1 capital	2,799	1%	2%	2,799	1%
Risk-weighted assets	19,699	(8%)	-	19,699	(8%)
CET1 ratio (post dividend)	14.2%	1.2pts	0.3pts	14.2%	1.2pts
Leverage ratio	6.0%	0.3pts	0.2pts	6.0%	0.3pts
Liquidity coverage ratio	218%	16pts	11pts	218%	16pts

DEVELOPMENTS in Q3 '23

Total assets down (1%) vPQ and risk-weighted assets flat vPQ

Average customer deposits up 1% in Q3 '23 … average customer funding up 1% vPQ

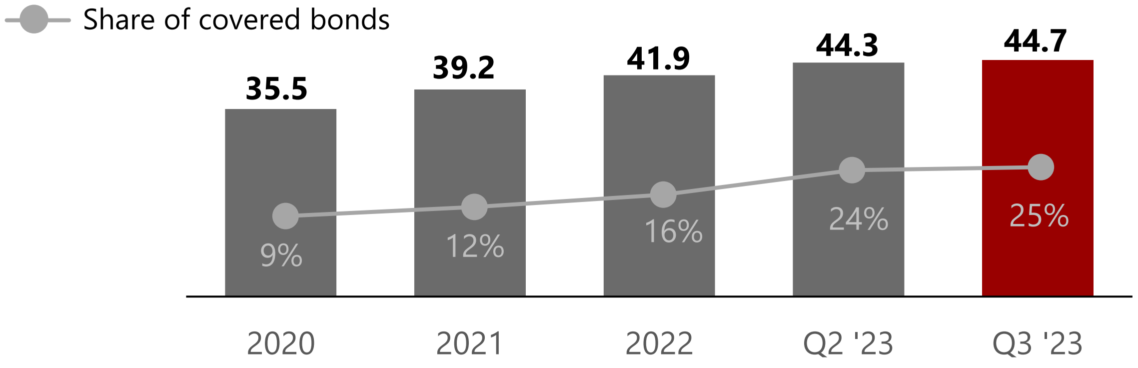
LCR at 218% … Cash & cash equivalents excl. TLTRO at €11b or 21% of balance sheet

CET1 ratio at 14.2% post deduction of €278m dividend accrual for Q3 '23 and €175m buyback

FUNDING OVERVIEW

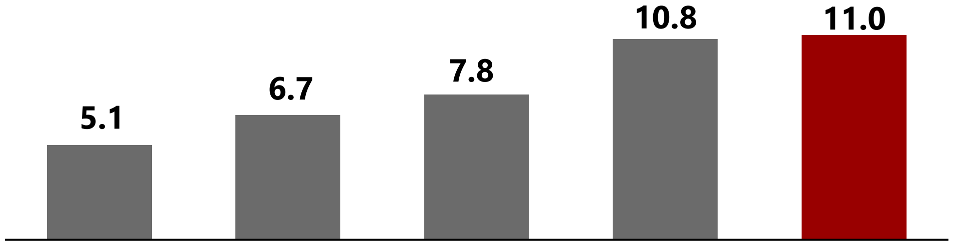
Customer funding (avg.) … ~94% total funding

€ billion



Cash & Cash equivalent excl. TLTRO

€ billion



	2020	2021	2022	Q2'23	Q3'23
LCR	231%	239%	225%	207%	218%
Cash / Balance sheet	9%	12%	14%	20%	21%

DEPOSITS

- Retail & SME deposits €26.3b, thereof ~80% insured by deposit guarantee scheme …. Average deposit size of €12k
- Corporates & Public Sector deposits €5.8b … largest share in public sector, which are predominantly transactional current accounts
- Overall betas increased to ~20% in September … expected <40% by 2024

COVERED BONDS

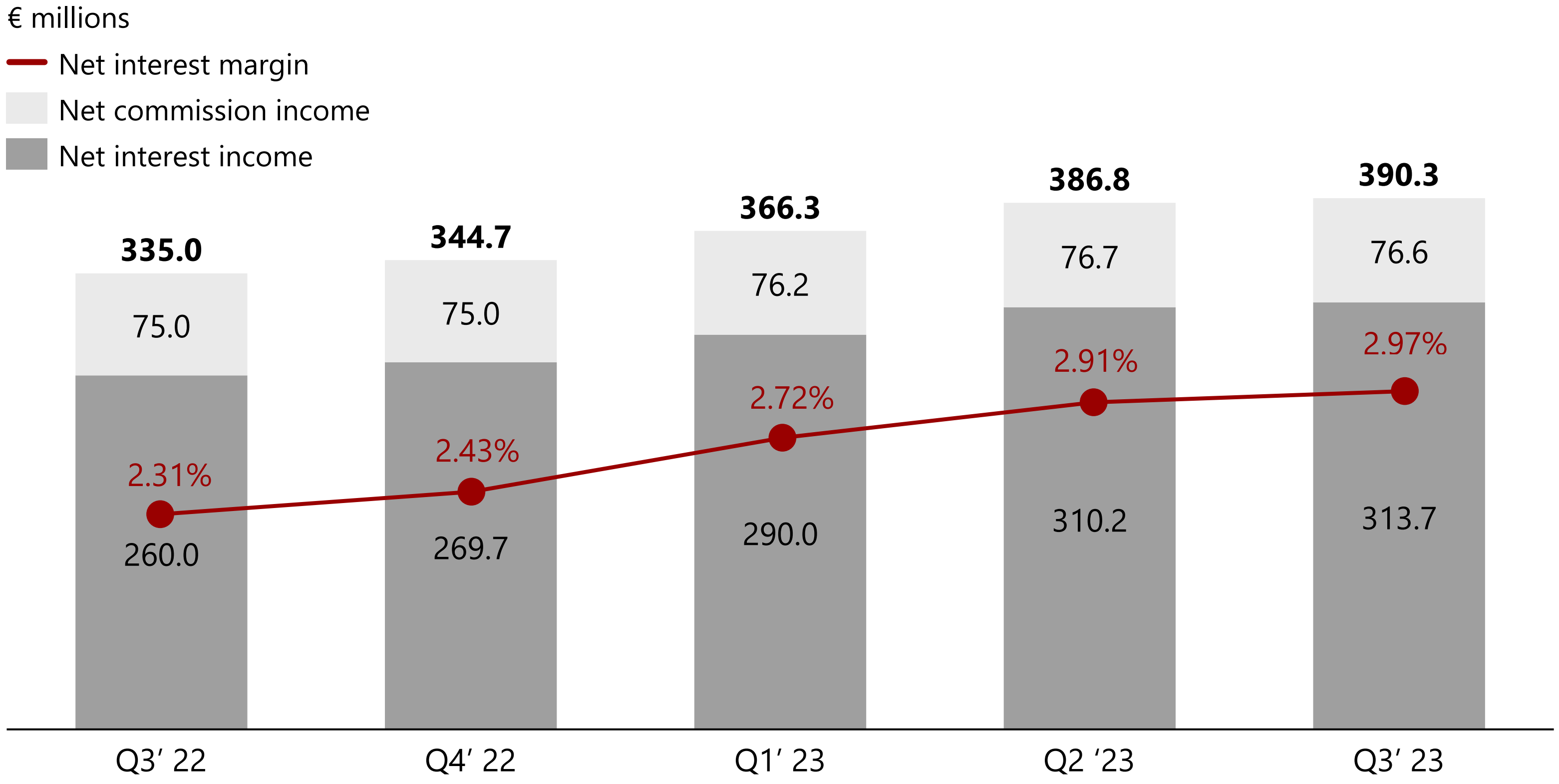
- Austrian covered bond program with mortgages and public sector loans as collateral
- €11b notional … high issuance levels early in the year
- Almost no maturities in the coming years, weighted average life at issue ~9 years
- Matched against housing loans with average duration of ~8 years
- Additional funding capacity of a few billion after paying back the TLTRO funds

CASH DEVELOPMENT & TRENDS

- LCR at 218% … Cash balance €11.0b (excluding TLTRO)
- €0.6b TLTRO remaining
- Maintained excess liquidity over the years to address market opportunities … continuing to stay patient and maintain liquid balance sheet

CORE REVENUES

Continued strong NII development … stable NCI



Average customer loans | Average interest-bearing assets | € billion

Q3' 22	Q4' 22	Q1' 23	Q2 '23	Q3' 23
36.8	36.4	35.5	35.0	33.9
44.7	44.0	43.3	42.8	41.9

Net interest income (NII) up 1% vPQ … net interest margin (NIM) at 2.97% in Q3 '23

- Average customer loans down (3%) vPQ
- Increase in NII due to interest rate changes

Net commission income (NCI) flat vPQ

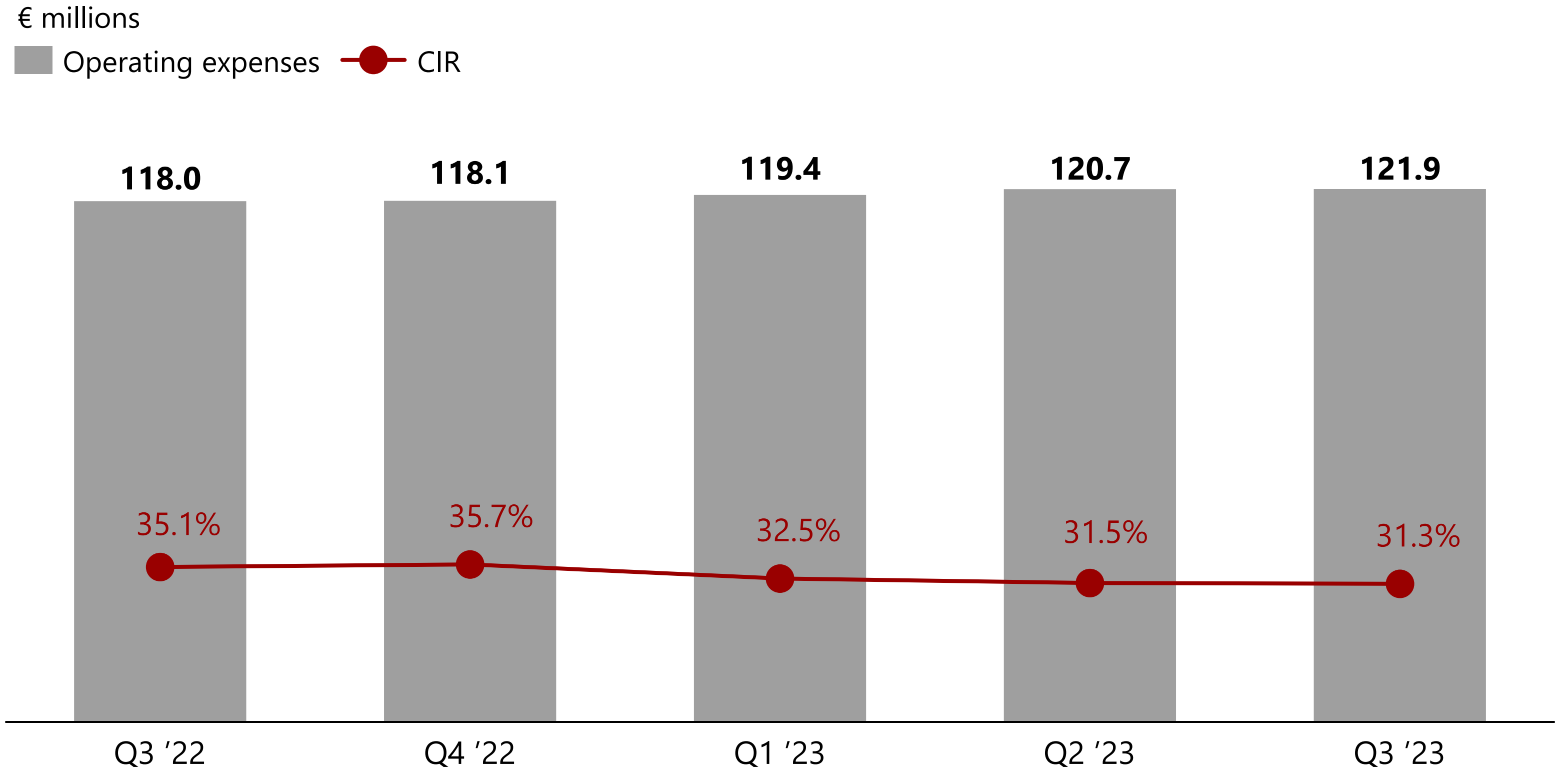
- Advisory business slightly lower and payments business seasonally better

Outlook in 2023

- Core revenues growth of >14% in 2023
- Net interest income expected to increase to >€1.2 billion … largely stable in the coming quarters
- Expecting customer loans to be static-to-declining in 2023

OPERATING EXPENSES

Efficiency and simplification initiatives counter inflationary headwinds



CIR at 31.3% in Q3 '23 down (0.2pts) vPQ

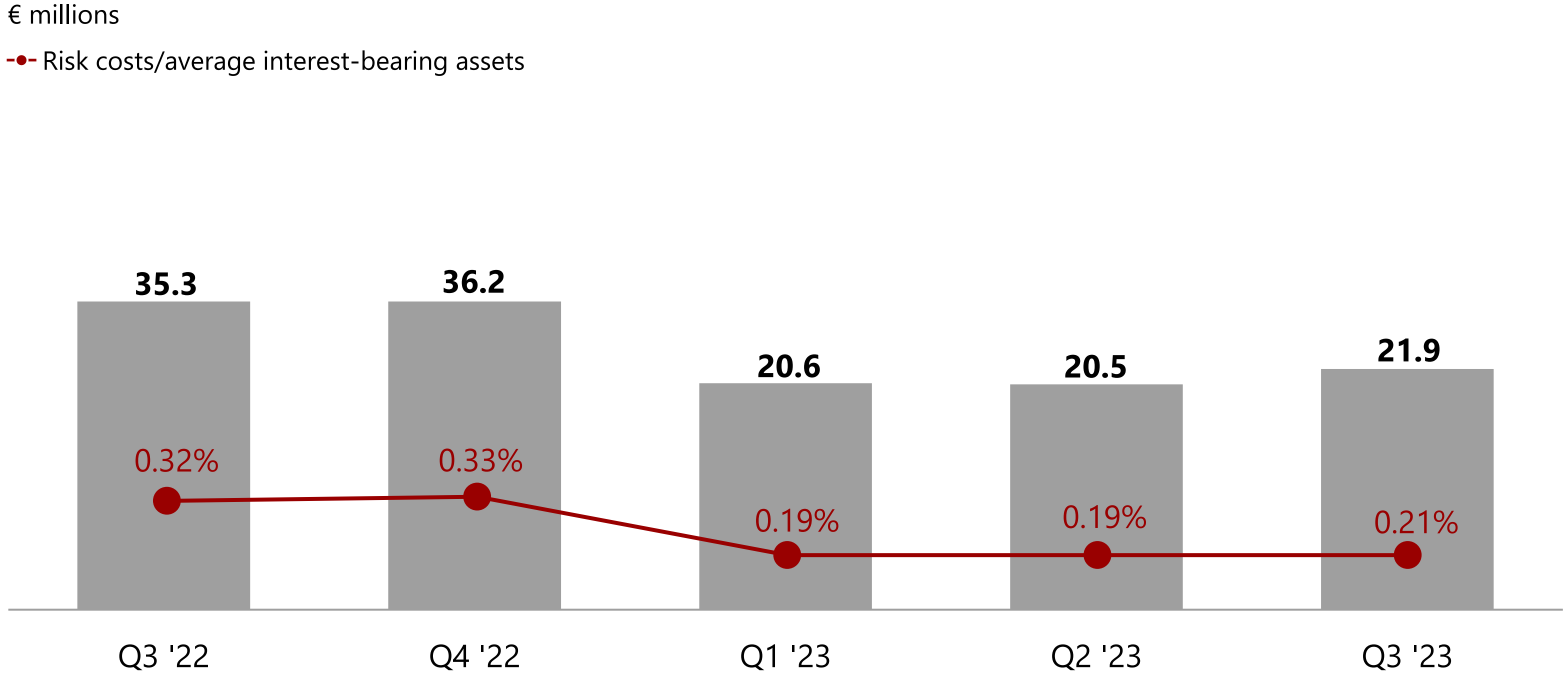
- Focused on absolute cost targets and proactive cost management
- Executed multiple initiatives focused on greater scale, greater digital engagement, and continued rollout of simplification roadmap across the Group
- Targeted investments over the years resulting in long-term productivity gains across the business

Outlook for 2023

- Operating expenses to increase ~2% … CIR of <34%

RISK COSTS

Applying prudent approach while closely monitoring macro environment



ECL Management overlay (in € m)

Q3 '22	Q4 '22	Q1 '23	Q2 '23	Q3 '23
82	100	100	100	80

NPL ratio

Q3 '22	Q4 '22	Q1 '23	Q2 '23	Q3 '23
1.0%	0.9%	0.9%	0.9%	1.0%

Q3 ’23 risk costs €22m… risk cost ratio 21bps

- Ongoing strong credit performance … NPL ratio of 1.0%
- ECL management overlay at €80m end Sep ’23 … single-case CRE default with conservative collateral assessment compensated through management overlay €20m

Maintain safe & secure balance sheet

- Focused on developed and mature markets … ~75% DACH/NL region & ~25% Western Europe/United States
- Conservative underwriting with a focus on secured lending … ~80% of customer loans is secured or public sector lending
- No direct exposure to Russia or Ukraine and de minimis secondary exposures

Outlook for 2023

- Underlying risk cost ratio of 20-25bps in 2023
- No further releases of management overlay anticipated

2023 **OUTLOOK** AND **TARGETS**

Expecting to meet or exceed all 2023 targets

P&L OUTLOOK

Net interest income FY '22: €1,021m	**>€1.2b**
Core revenues FY '22: €1,330m	**>14% growth**
Operating expenses FY '22: €475m	**~2% increase**
Risk cost ratio FY '22: 19bps (underlying)	**20-25bps**

2023 FINANCIAL TARGETS

Profit before tax	**>€875m**
Earnings per share	**>€8.20**
Dividend per share	**>€4.50**

2023 & BEYOND RETURN TARGETS

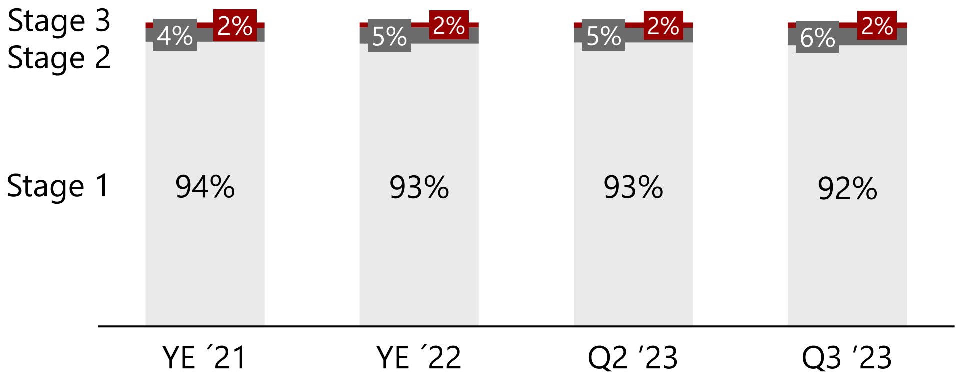
Return on tangible common equity	**>20%**
Cost-income ratio	**<34%**

AGENDA

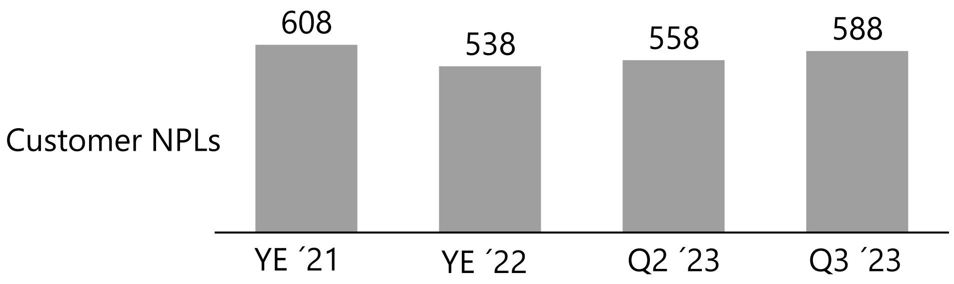
DETAILS ON RESERVES

Continuing to remain prudent in current environment

IFRS 9 MIGRATION – CUSTOMER SEGMENT ASSETS



NON-PERFORMING (STAGE 3) LOANS, in € million



	YE ´21	YE ´22	Q2 ´23	Q3 ´23
NPL ratio	1.0%	0.9%	0.9%	1.0%
NPL cash coverage ratio	46%	52%	53%	45%

ECLs (STAGE 1&2) , SPECIFIC RESERVES (STAGE 3) in € million

	YE ´21	**YE ´22**	**Q2 ´23**	**Q3 ´23**
Stage 1	37	47	43	44
Stage 2	102	133	143	118
Stage 3 / Prudential filter	283	281	297	266
Total Reserves	**422**	**461**	**483**	**428**
Total Reserves Ratio %	**1.36%**	**1.43%**	**1.54%**	**1.38%**

KEY DEVELOPMENTS

Customer NPLs increase vPQ due to single idiosyncratic CRE default

NPL ratio remains low at 1.0% … cash coverage in Q3 ‘23 at 45%

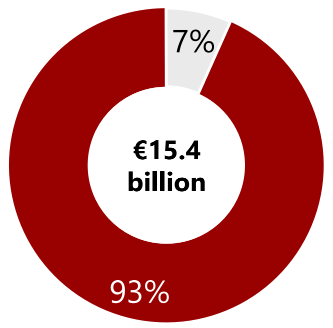
Stage 2 assets remain low (6% of customer assets) reflective of resilient asset quality across segments

Total reserves of €428m… reserve ratio at 1.4%

Total ECL €162m, of which €80m (49%) comprised of management overlay … substantial cover for potential adverse developments and idiosyncratic risks not currently anticipated

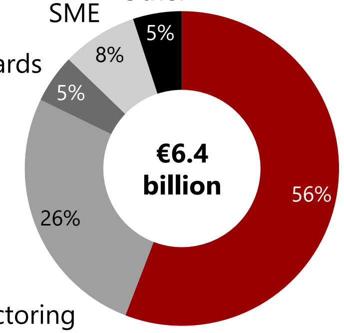
RETAIL & SME

HOUSING LOANS



- 25% state or insurance guaranteed
- Weighted average LTV <60% (non-guaranteed loans)
- Weighted average LTV at origination below 70% since 2020
- De minimis historical losses
- Significant affordability buffer and customer equity in established markets at underwriting

CONSUMER & SME



- Consumer Loans: loss rates normalizing to pre-pandemic levels
- Finance leasing/Factoring: Primarily cars, movables
- New business subdued as credit tightening remains in place, cost inflation adjustments for all new underwriting
- Normalization of delinquency / loss rates to continue

RISK MANAGEMENT FRAMEWORK

Credit box tightened through 2022 to account for high inflation impacting customer ability to pay

Stress resilient customers with strong debt-service ratios and loan to income metrics

Inflationary pressure and higher rates anticipated to continue

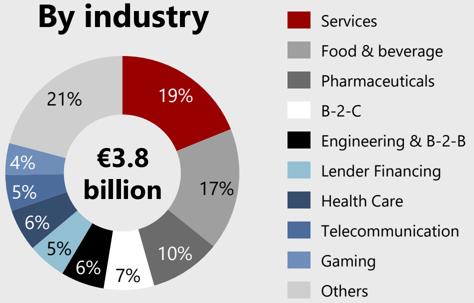
High-fixed rate portfolio mix (67% of housing loans) limits impact of rising rates

Government support measures taken in core markets to address increased energy prices

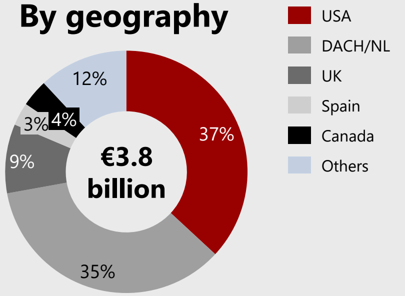
CORPORATES, REAL ESTATE & PUBLIC SECTOR

CORPORATES[1)]

By industry



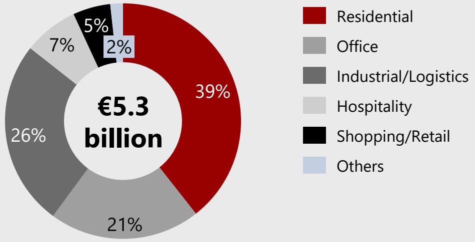
By geography



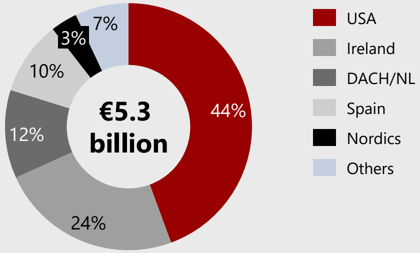
- Portfolio average net leverage <4.0x,
- 100% senior lending
- NPL ratio 1.2%
- DACH/NL 35% exposure
- No exposure to Russia and Ukraine

REAL ESTATE

By underlying



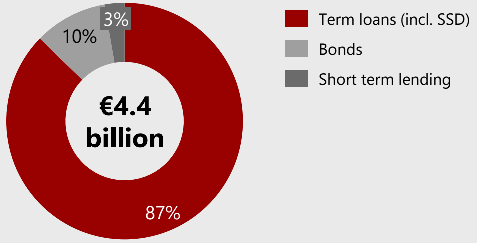
By geography



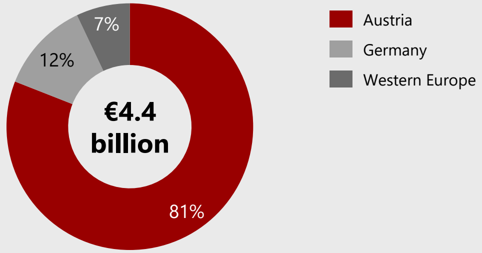
- Weighted average portfolio LTV <60%
- NPL ratio 1.4%
- ~65% total portfolio backed by residential, industrial and logistics assets

PUBLIC SECTOR[1)]

By funding & type



By geography

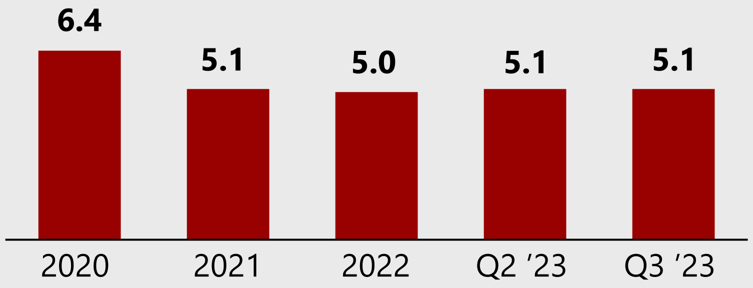


- Portfolio comprised of ~60% AAA or AA entities
- No non-performing loans

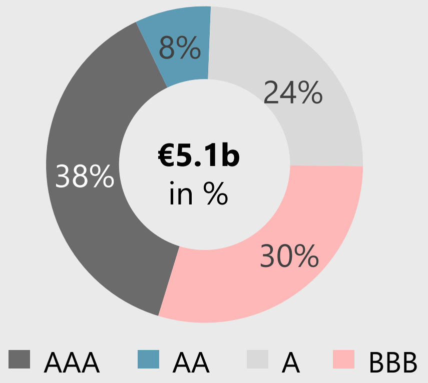
1) Includes short-term lending/money market of €187, of which €64 in Corporates and €123m in Public Sector

INVESTMENT BOOK AND CASH

€ billion



	2020	2021	2022	Q2 '23	Q3 '23
% of interest-bearing assets	16%	12%	12%	12%	12%



PORTFOLIO DEVELOPMENT

- Portfolio increase during COVID period (2020) when market volatility presented very attractive risk-adjusted returns
- Portfolio deleveraging post-2020… a period defined by excess liquidity, negative interest rates and tight credit spreads
- We have been underinvested in our securities portfolio over the past few years … conscious decision to stay on the sidelines as we did not see attractive risk-adjusted returns

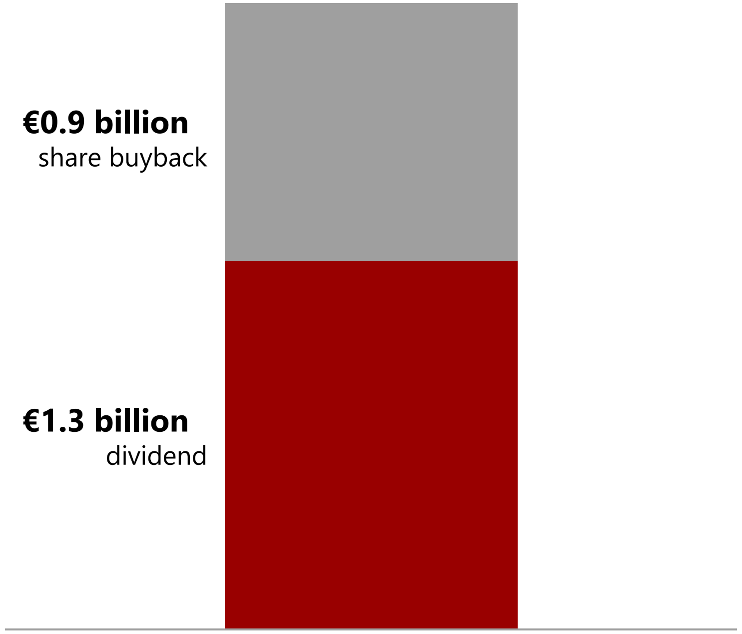
Q3 '23 OVERVIEW

- Portfolio comprised ~300 positions, average size ~€17m, weighted average life (WAL) of ~3.4 years
- 100% portfolio investment grade, with 70% A or higher … ~90% EUR denominated positions
- Interest-rate risk almost fully hedged (<1% unrealized loss)

CAPITAL DISTRIBUTIONS & FRAMEWORK

>€2.2b

capital earmarked*/returned to shareholders since IPO in 2017



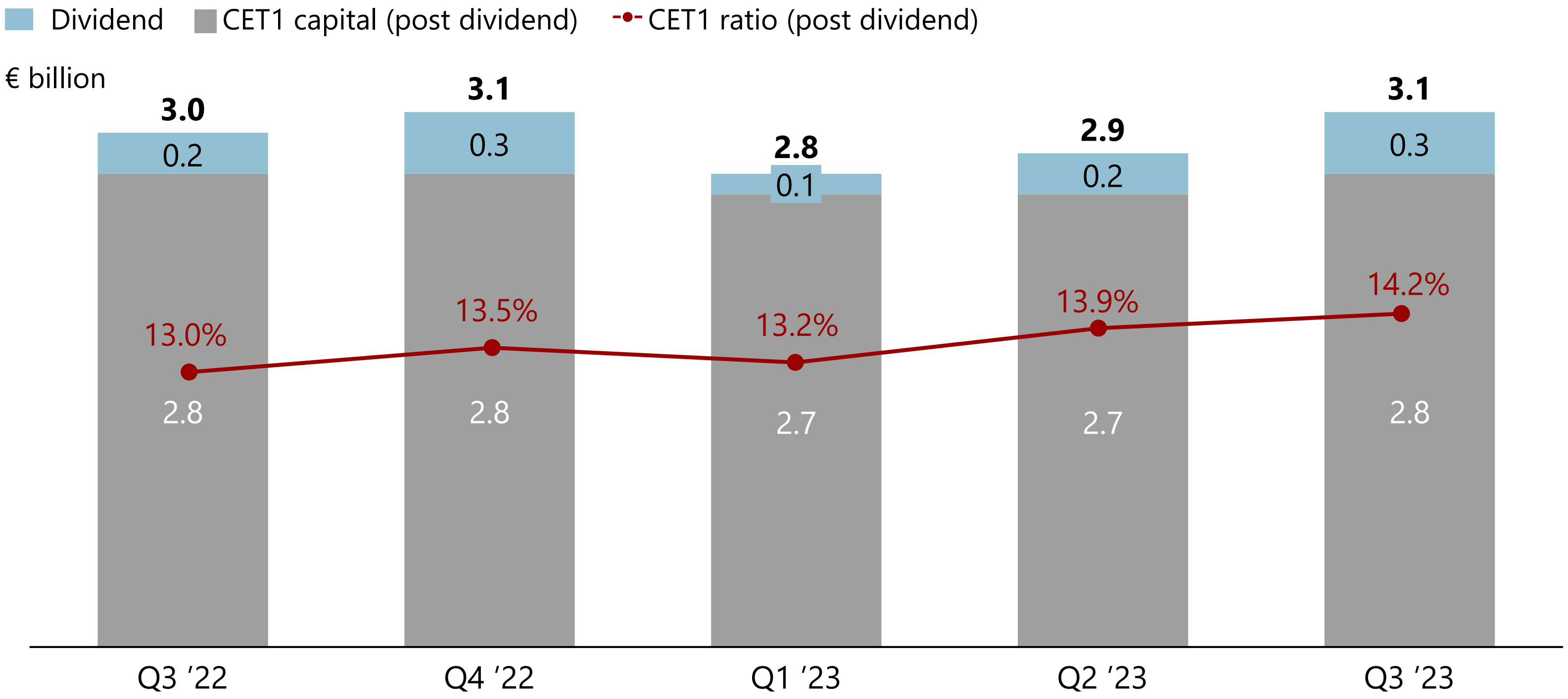
CAPITAL MANAGEMENT FRAMEWORK

	1 DIVIDEND POLICY	2 EXCESS CAPITAL MANAGEMENT	3 EXCESS CAPITAL DISTRIBUTION
	55% payout (net profit)	Organic growth, M&A, minority and/or platform investments	Share buybacks and/ or special dividends
Since IPO in 2017	**€1.30 billion distributed**	**7 M&A transactions completed**	**€0.9 billion returned via share buybacks (incl. €175 million currently in execution)**
2023 outlook	**>€4.50 DPS target**	Closing of Peak Bancorp (Idaho First Bank) subject to regulatory approval … ongoing assessment of other M&A opportunities	**€386 million excess capital after considering share buyback in 2023 of €175 million**

* Includes €175m share buyback currently in execution, not including 2023 dividend accrual

REGULATORY CAPITAL

Strong capital position



RWA € b | Tier 1 ratio | Total capital ratio | Leverage ratio

21.3	20.7	20.2	19.6	19.7
15.1%	15.5%	15.2%	16.0%	16.3%
18.0%	18.5%	18.2%	19.1%	19.2%
5.7%	5.6%	5.5%	5.8%	6.0%

Capital distribution plans:

Dividend accrual of €278m for Q3 '23 based on dividend policy

Share buyback of €175m approved by ECB on October 4, 2023 … currently in execution

Capital development:

Q3 '23 Tier1 capital ratio 16.3% and Total Capital ratio 19.2%

Capital requirement of 9.68% CET1 at Q3 '23 … P2R of 2% and P2G of 0.75%

Target CET1 ratio of 12.25% is 257bps above MDA trigger of 9.68%

Increase in domestic buffers to 1% for 2024

Note: All capital ratios post dividend accrual and deducting buyback

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DEFINITIONS

Adjusted (all Q3 2022 and YTD 2022 numbers are presented adjusted)
Excluding the write-off of the City of Linz receivable in Q3 2022

B/S leverage
Total assets/common equity (excluding earmarked dividend and buyback of €175m (1.1.2023)

Book value per share
Common equity (excluding AT1 capital, dividends and buyback of €175m (1.1.2023))/number of shares outstanding

Common Equity Tier 1 capital (CET1)
Including interim profit and deducting earmarked dividends and buyback of €175m (1.1.2023)

Common Equity Tier 1 ratio
Common Equity Tier 1 capital (CET1)/risk-weighted assets

Core revenues
The total of net interest income and net fee and commission income

Cost-income ratio
Operating expenses (OPEX)/operating income

Customer Deposits (average)
Deposits to customers including own issues sold through retail network and private placement, average based on daily figures

Customer Funding
Deposits to customers, covered bonds (public sector and mortgage) and senior bonds sold through the retail network and private placement, average based on daily figures

Customer Loans
Loans to customers measured at amortized cost

Common equity
Equity attributable to the owners of the parent; excluding minorities, AT1 and deducted dividend accrual and buyback of €175m (1.1.2023)

Earnings per share (EPS)
Net profit/weighted average number of shares outstanding (diluted)

FL … Fully-loaded

Leverage ratio
Tier 1 capital (including interim profit, dividend accruals, buyback of €175m (1.1.2023)/total exposure (CRR definition)

Net interest margin (NIM)
Net interest income (NII)/average interest-bearing assets

NPL cash coverage
Stage 3 including prudential filter/NPL exposure (economic)

NPL ratio
NPL exposure (economic)/exposure

Pre-provision profit
Operating income less operating expenses (excluding regulatory charges)

Return on common equity (RoCE)
Net profit/average IFRS common equity and deducted dividend accruals and buyback of €175m (1.1.2023)

Return on tangible common equity (RoTCE)
Net profit/average IFRS tangible common equity and deducted dividend accruals and buyback of €175m (1.1.2023)

Risk cost ratio
Provisions and loan-loss provisions, impairment losses and operational risk (risk costs)/average interest-bearing assets

Tangible book value/share
Common equity reduced by the carrying amount of intangible assets/number of shares outstanding

Tangible common equity
Common equity reduced by the carrying amount of intangible assets

Total capital ratio
Total capital/risk-weighted assets

Total reserve ratio
Total reserves (including prudential filter)/asset volume of customer segments excluding public sector lending