

Annual General Meeting 2023

31 March 2023

HIGHLIGHTS 2022

EARNINGS

Adjusted FY 2022 (excluding City of Linz): Net profit of €509m, EPS of €5.81, and RoTCE of 18.6%

2022 includes €254m City of Linz write-off (€190m after tax)

Reported FY 2022: Net profit of €318m, EPS of €3.64, and RoTCE of 11.6%

BALANCE SHEET & CAPITAL

Average customer loans +4% vPY

Share buyback of €325m executed in 2022

CET1 ratio at 13.5% after deducting €305m dividend accrual

Fortress balance sheet ... NPL ratio 0.9% with management overlay €100m equals ~1x annual risk costs

STRATEGY

M&A: Signed one acquisition in 2022 in US ... Peak Bancorp (Idaho First Bank), subject to regulatory approval; in addition, one portfolio acquisition

Continued to execute on several initiatives to drive efficiency allowing us to counter significant inflationary pressures

Maintained approximately 80% share of our customer assets in secured and public sector lending

- All 2022 targets achieved
- CIR of 35.9%
- RoTCE (adjusted) 18.6%

- CET1 ratio at 13.5% ... proposed DPS of €3.70
- Excess capital of €261m

- M&A deal signed
- Continued execution of strategic initiatives

FINANCIAL PERFORMANCE 2022

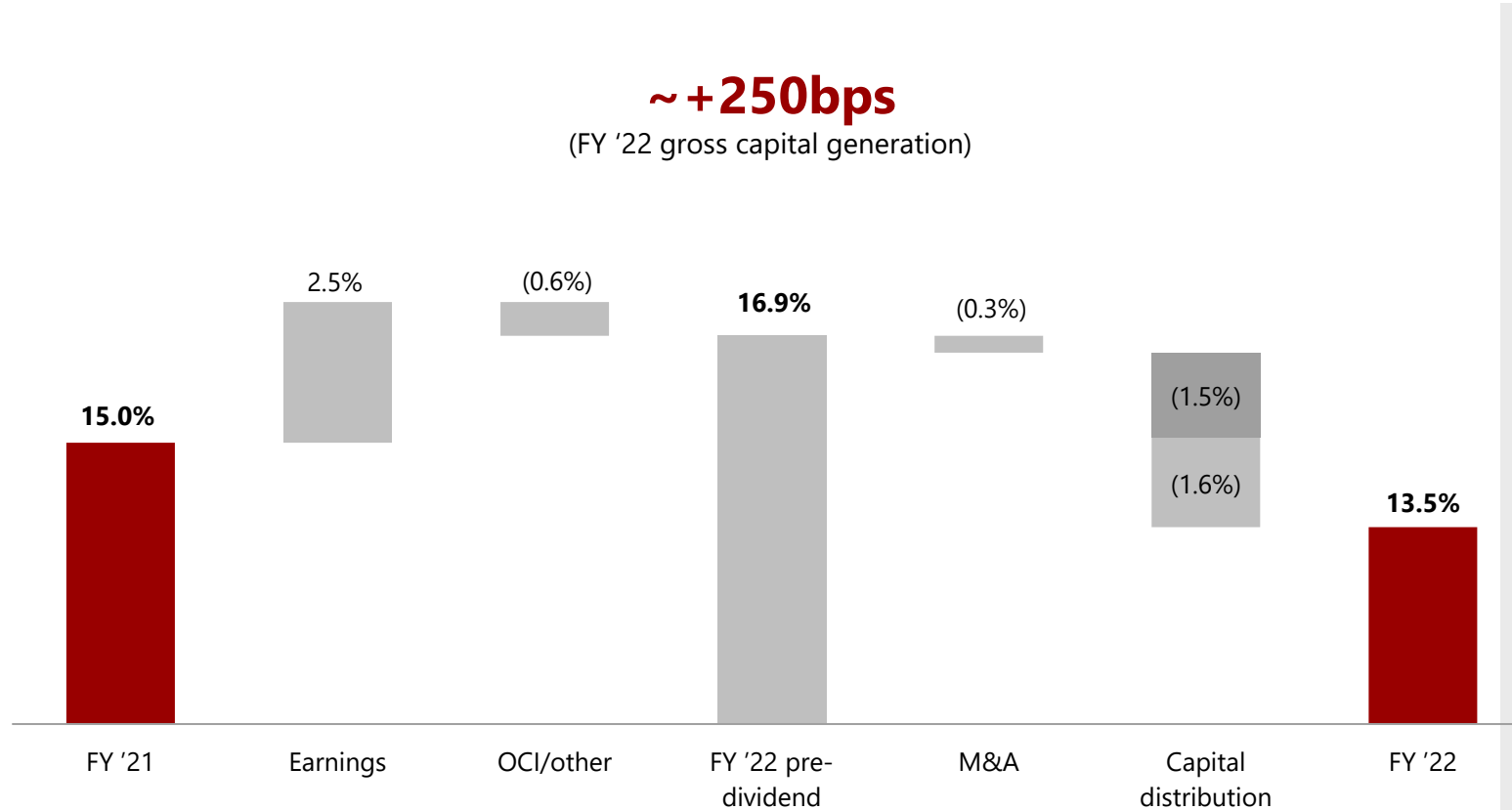
P&L € millions	2022 reported	2022 adjusted	2021	vPY
Net interest income	1 021.1	1 021.1	938.3	9%
Net commission income	309.3	309.3	282.1	10%
Core revenues	1 330.4	1 330.4	1 220.4	9%
Other revenues	(6.4)	(6.4)	8.1	(179%)
Operating income	1 324.0	1 324.0	1 228.5	8%
Operating expenses	(474.8)	(474.8)	(485.3)	(2%)
Pre-provision profit	849.2	849.2	743.2	14%
Regulatory charges	(48.8)	(48.8)	(51.6)	(5%)
Risk costs	(376.3)	(122.0)	(95.0)	28%
Profit before tax	426.8	681.0	600.4	13%
Income taxes	(108.2)	(171.9)	(120.4)	43%
Net profit	318.3	508.8	479.9	6%
Key ratios				
Return on Common Equity	9.8%	15.6%	13.6%	2.0pts
Return on Tangible Common Equity	11.6%	18.6%	16.1%	2.5pts
Net interest margin	2.33%	2.33%	2.27%	0.06pts
Cost-income ratio	35.9%	35.9%	39.5%	(3.6pts)
Risk cost ratio	0.86%	0.28%	0.23%	0.05pts
Earnings per share (in €)	3.64	5.81	5.39	8%
Tangible book value per share (in €)	32.78	32.78	34.90	(6%)

Balance sheet € millions	2022	2021	vPY
Customer loans	35 763	34 963	2%
Securities and bonds	6 066	6 330	(4%)
Credit institutions and cash	13 175	13 060	1%
Other assets	1 519	1 972	(23%)
Total assets	56 523	56 325	-
<i>thereof average interest-bearing assets</i>	43 852	41 373	6%
Customer deposits	34 293	35 161	(2%)
Own issues	10 236	7 378	39%
Credit institutions	6 344	7 361	(14%)
Other liabilities	1 659	2 051	(19%)
Common equity	3 215	3 636	(12%)
Dividend accrual	305	267	14%
AT1 capital	471	471	-
Total liabilities & equity	56 523	56 325	-

Capital & RWA € millions	2022	2021	vPY
Common equity	3 215	3 636	(12%)
Tangible common equity	2 693	3 101	(13%)
CET1 capital	2 793	3 012	(7%)
Risk-weighted assets	20 664	20 135	3%
CET1 ratio (post dividend)	13.5%	15.0%	(1.5pts)
Liquidity Coverage Ratio	225%	239%	(14pts)

Note: All equity, capital, ratios and per share data reflect deduction of €305m dividend accrual. "Adjusted" view excludes write-off of City of Linz receivable of €254m (€190m after tax).

CAPITAL DEVELOPMENT



Increase in RWA from business growth with negative OCI impact from widening credit spreads

M&A: Portfolio acquisition in Q2 '22 (consumer loans & bonds)

Proposed dividend to AGM of €3.70 per share (€305m)

Share buyback of €325m completed in 2022 ... 6,941,942 shares bought back, whereof 6,642,237 were cancelled with effectiveness as of 6 December 2022 ... new share capital € 82,500,000¹⁾

Peak Bancorp (Idaho First Bank) acquisition signed in 2022 ... subject to regulatory approval²⁾

Maintaining dry powder for potential M&A opportunities in coming quarters ... any potential buyback will be under 100bps of CET1% (subject to regulatory approval)

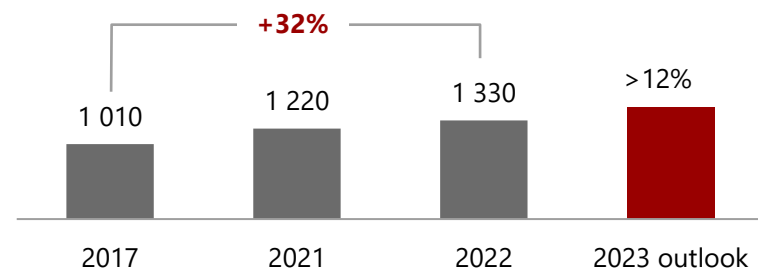
1) 201,722 treasury shares 2) shareholder approved, pending regulatory approval

TAKING STOCK SINCE OUR IPO ...

Consistent execution and delivery

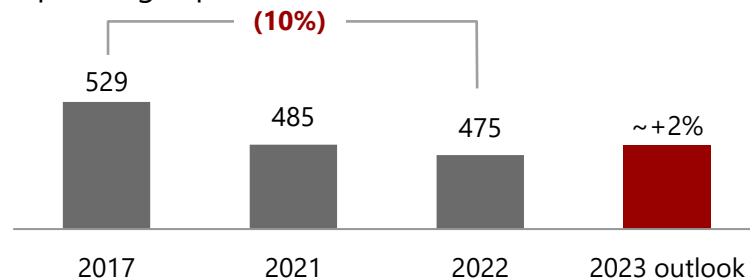
GROWING CORE REVENUES ...

Core revenues (in € millions)



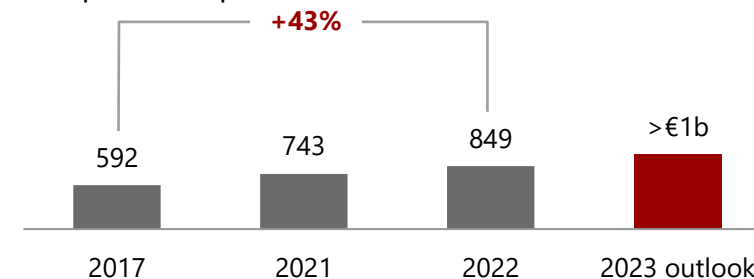
... WHILE IMPROVING COST BASE

Operating expenses (in € millions)



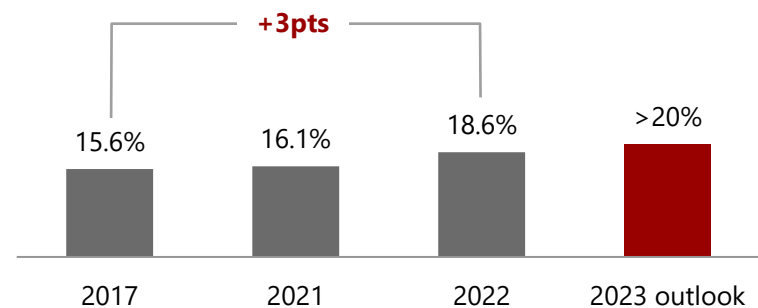
HIGH PROFITABLE BUSINESS MODEL

Pre-provision profit (in € millions)



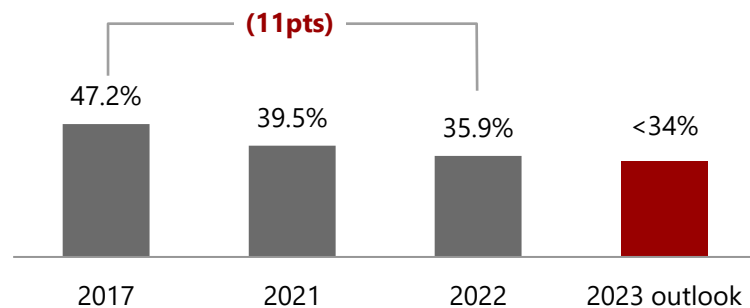
HIGHER RETURN LEVELS ...

RoTCE



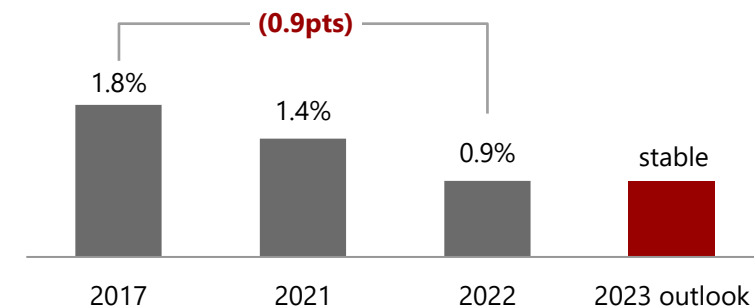
... WITH INCREASED EFFICIENCY

Cost-income ratio



... AND HIGH ASSET QUALITY

NPL ratio



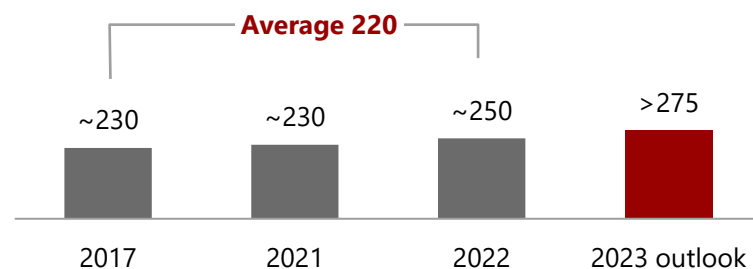
Note: 2022 RoTCE adjusted

CAPITAL GENERATION and DISTRIBUTION

A sustainable and balanced return to our shareholders

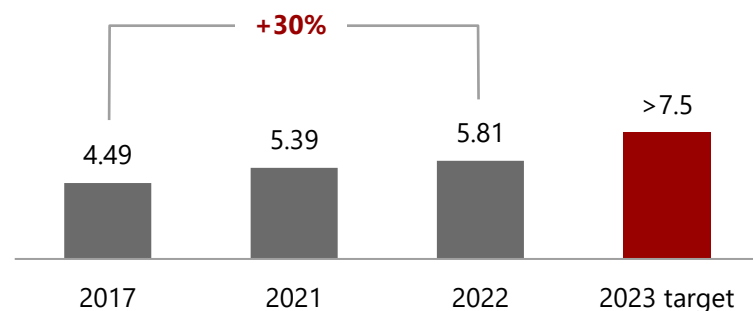
STRONG CAPITAL GENERATION POWER

Gross capital generation (in bps)



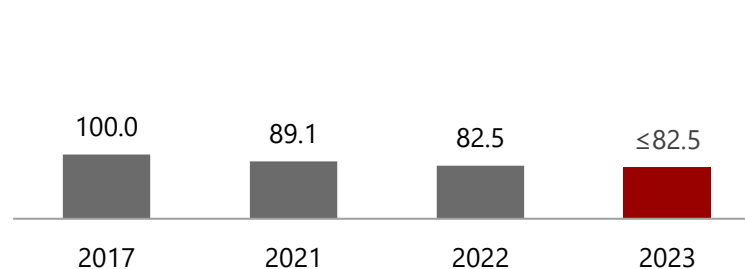
STEADY INCREASE IN EARNINGS

Earnings per share (in €)



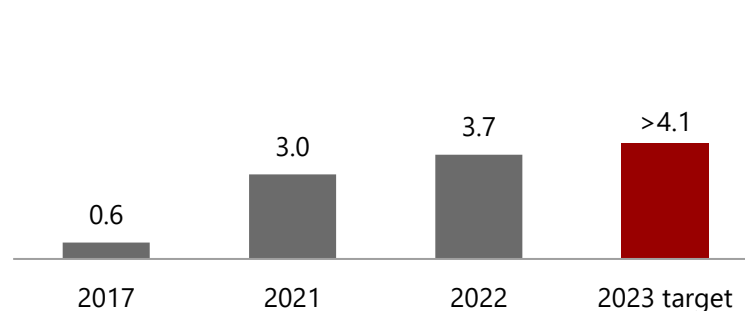
LOWER SHARE COUNT FOLLOWING BUYBACKS

Number of shares (in millions)



€14.6 ACCUMULATED DPS SINCE IPO

Dividend per share for respective financial year (in €)



220bps yearly gross capital generation on average since 2017

- Dividend policy: 55% payout (net profit)
- €1.30b distributed/earmarked for distribution in form of dividends since IPO ... equals €14.6 per share
- Excess capital invested in organic growth, M&A, minority and/or platform investments ... 7 M&A deals completed since IPO
- €0.73b capital returned via share buybacks since IPO reducing share count by 17.5% ... €325m executed in 2022

SUSTAINABILITY – OUR KEY FOCUS AREAS

Doing business sustainably is the key to long-term success for all our stakeholders

1 ENVIRONMENT

What we target for ...

We want to reduce our environmental footprint – both directly and indirectly

What we achieved ...

- <2% exposure in moderate to high risk ESG sectors
- in the ca. top 35% of banks in ECB climate stress test

What we plan for 2023 ...

- ... committed to **disclose scope 3 emissions** for lending and investment book in 2023
- ... continue increasing green lending

2 OUR PEOPLE

We want to develop our employees, promote diversity, equal opportunity and want them to become owners of the bank

- Custom training & development programs
- Women quota in SLT increased to 28%; already at 44% at Supervisory Board level
- 2 employee stock participation programs rolled out in 2022
- Targeted employee support programs in times of challenging economic environment

... expand employee offerings for individualized learning

... enhance women mentoring program

... continue to promote ownership mentality

3 OUR CUSTOMERS AND COMMUNITIES

We want to be a sustainable partner for our customers and other stakeholders

- Increasing access to Finance ... 75% of Retail & SME products digitized
- Support of our communities through youth financial literacy and several other organizations and initiatives

... continue our digital journey to increase easy-use of our products and broaden access to Finance for all customers

... continue to enhance our community engagement through volunteer days



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