

# Oberbank Company Presentation 3<sup>rd</sup> Quarter 2024



**Oberbank**  
Nicht wie jede Bank

# OBERBANK. NOT LIKE ANY OTHER BANK.



## INDEPENDENCE is our TOP PRIORITY.

It makes us the first choice for our shareholders, customers, employees.  
This is the base of our success, this is what we live for.

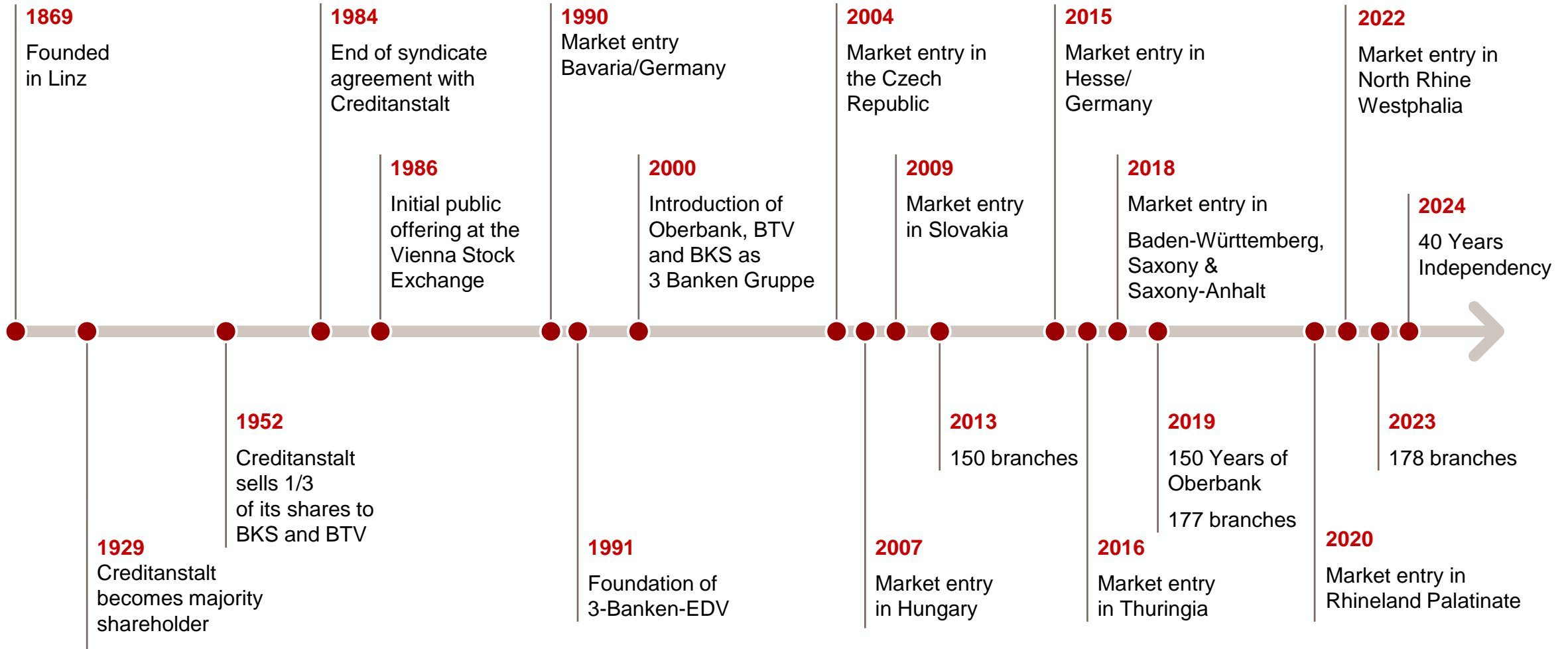
Oberbank

- **INDEPENDENT** since 1984
- **LISTED** since 1986

Photo-Credit: Joachim Haslinger



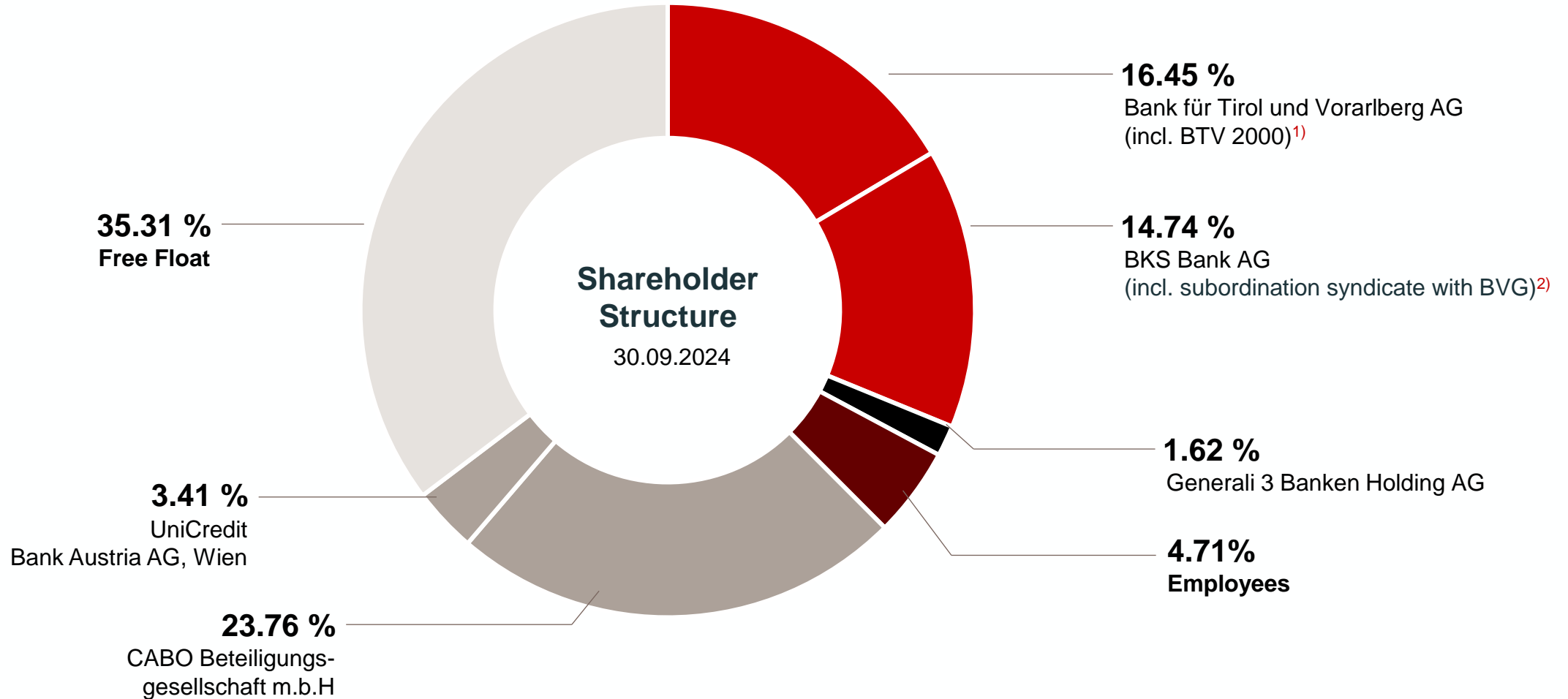
# INDEPENDENCE DEVELOPED OVER YEARS



As of: 31. December 2023



# SHAREHOLDER STRUCTURE ENSURES AUTONOMY



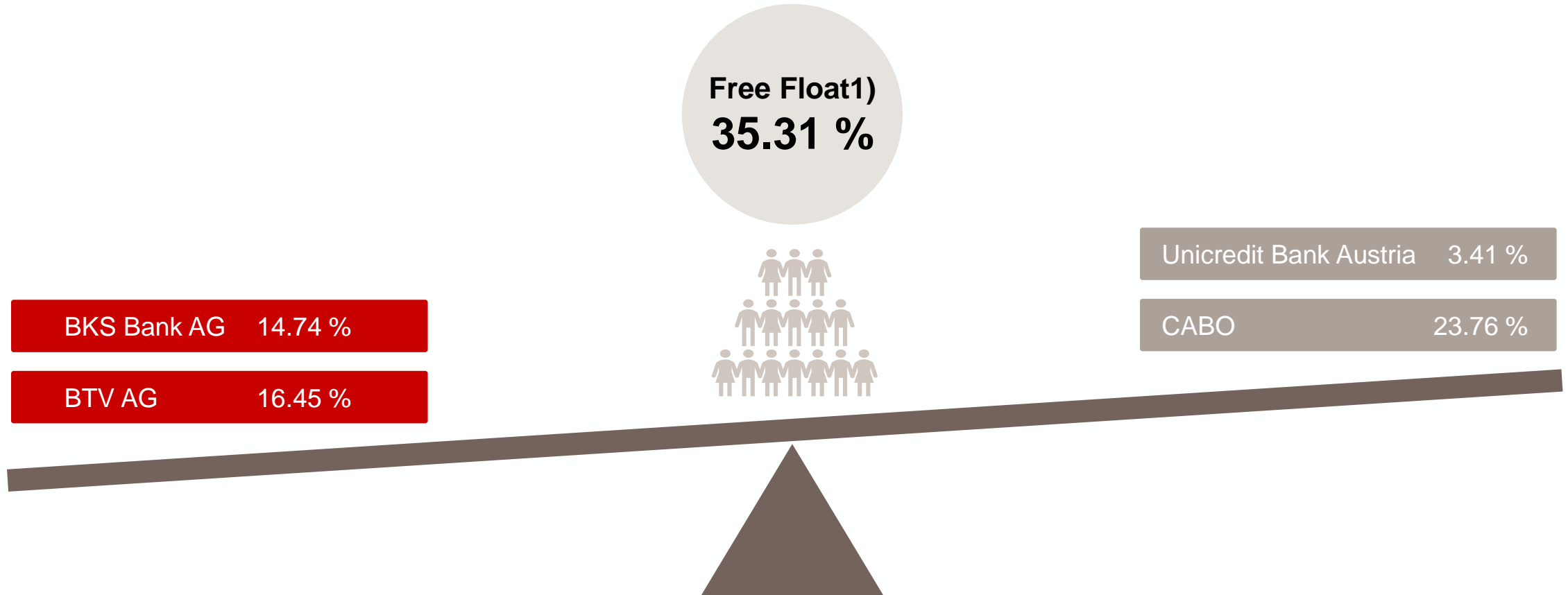
Source: Oberbank AG | As of: September 30, 2024

<sup>1)</sup> BTV 2000 Beteiligungsverwaltungsgesellschaft m.b.H. ("BTV 2000"), a wholly owned subsidiary of Bank für Tirol und Vorarlberg Aktiengesellschaft, holds 2.62% of Oberbank AG.

<sup>2)</sup> Beteiligungsverwaltung Gesellschaft m.b.H. ("BVG") holds 0.58% in Oberbank AG



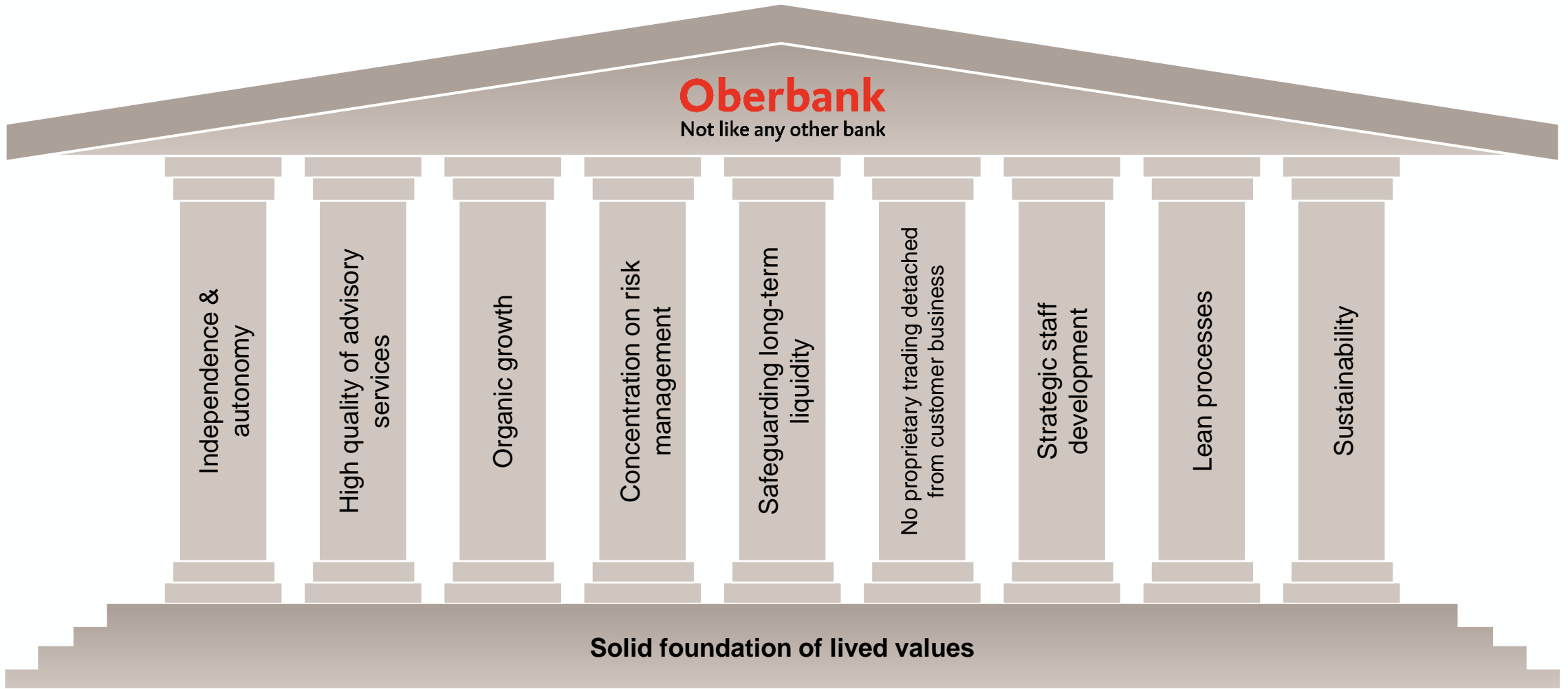
# OBERBANK SYNDICATE HAS THE MAJORITY OVER UNICREDIT, BUT: THE FREE FLOAT HAS THE DECISIVE POWER



<sup>1)</sup> the missing percentage up to 100 % is held by Oberbank employees (4,71 %) and the Generali 3 Banken Holding AG (1,62 %).  
As of: September 30, 2024










# SUCCESSFUL BUSINESS MODEL



# OUR STRATEGY 2025



# AWARDS

| Top Wealth Management in Germany <sup>1</sup>                                     | Certified Employer  |   |   |   | Gütesiegel Betriebliche Gesundheitsförderung <sup>6</sup>                           | Austrian Ecolabel for Sustainable Finance <sup>7</sup>                              | 1. Place Recommender Award <sup>8</sup>   |
|---|---|---|---|---|---|---|---|
|   | Top Company <sup>2</sup>  | Family-friendly Employer <sup>3</sup>   | Leading Employer <sup>4</sup>   | equalitA <sup>5</sup>   |   |   |   |
|  |  |  |  |  |  |  |  |

<sup>1</sup> FOCUS-MONEY: Test 50/2024 (Germany) by the „Institut für Vermögensaufbau“(IVA), commissioned by the financial magazine FOCUS MONEY and the news channel n-tv. It is explicitly pointed out that wealth management can be affected by strong fluctuation according to exceptional market events. Historic data do not permit any conclusions concerning future developments.

<sup>2</sup> Kununu-Label "TOP COMPANY",

<sup>3</sup> Federal Ministry Republic of Austria for Labour: Certificate berufundfamilie

<sup>4</sup> Leading Employers – Austria 2023

<sup>5</sup> equalitA - Das Gütesiegel für innerbetriebliche Frauenförderung

<sup>6</sup> Österreichisches Netzwerk Betriebliche Gesundheitsförderung: Gütesiegel "BGF",

<sup>7</sup> Federal Ministry Republic of Austria for Sustainability and Tourism: Austrian Ecolabel for Sustainable Finance; The Federal Ministry for Sustainability and Tourism has awarded the Austrian Ecolabel to the "be(e) green Girokonto", the "be green Sparkonto", the "be(e) green Konto VKK, the "be(e) green Studentenkonto", the "be(e) green zu Firmenkonto" and the "be green Sparkonto Festzins" as, projects financed through current account/savings deposits, environmental and social criteria are taken into account in addition to economic criteria. The Ecolabel guarantees that these criteria and their implementation are appropriate to select suitable stocks/bonds/investment fund shares and real estate or projects and forms of investment funds. This has been verified by an independent body. The award of the Ecolabel does not constitute an economic assessment and does not permit conclusions regarding the future performance of the investment product.

<sup>8</sup> The Recommender Award, organised by the Finanz-Marketing Verband Österreich, is an award for banks and insurances, whose most satisfied customers often recommend their institutes. It is based in a survey of 8,000 customers by the market research institute, Telemark Marketing, in the first quarter of 2023. The evaluation method and base for the award is the "Net Promoter Score" (NPS®). Oberbank was awarded first place for the high readiness of its retail customers to recommend the bank und got the highest quality seal "Excellent Customer Orientation" among regional banks für the year 2023.





# RATING BY STANDARD & POOR'S

## Standard & Poor's rating scale



**We are one of Austria's best rated banks.**

Strong capitalization & high profits as most important criteria.

Source: Oberbank AG  
As of: 19.03.2024



# 5 COUNTRIES – 175 BRANCHES – ONE OBERBANK

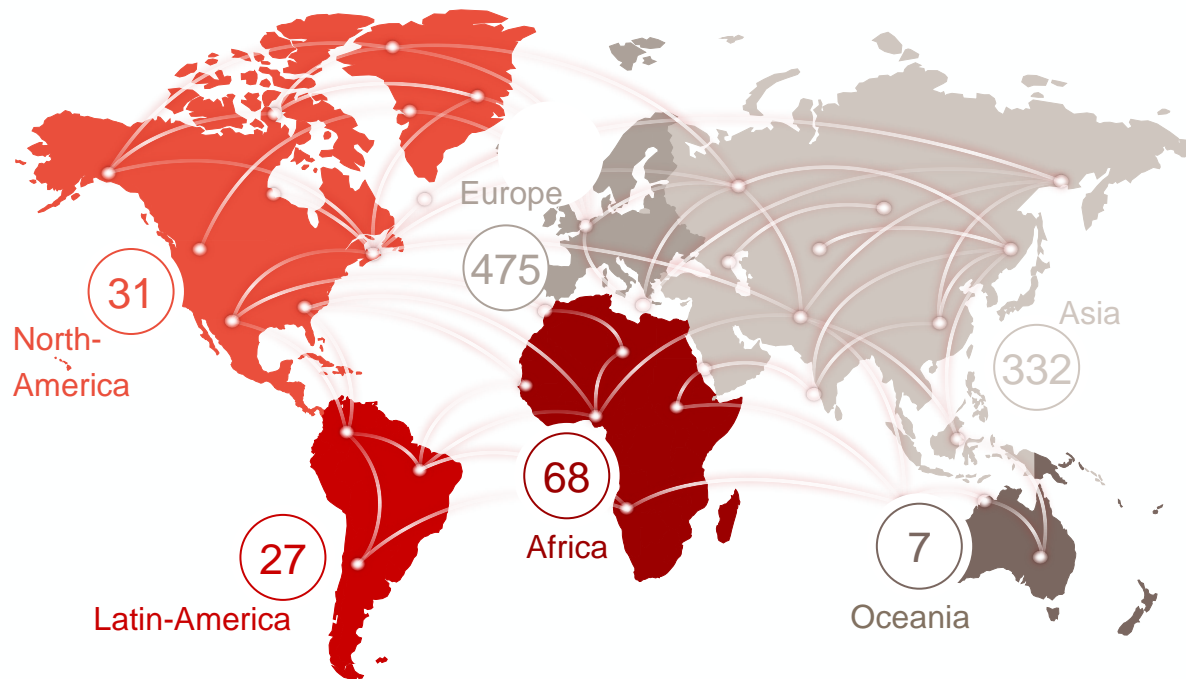


Source: Oberbank AG  
As of: September 30, 2024



# REGIONALITY MEETS INTERNATIONALITY: FROM EUROPE TO THE WORLD

...worldwide network of over 940 correspondent banks  
and partners in more than 100 countries



...we provide a wide range of specific  
products and services

**International Payments**



**Documentary Business**

(Letters of Credit, Encashments,  
Bank Guarantees)



**Export- & Trade Financing**



**Financing of international Investments**



**Hedging**



Source: Oberbank AG



# RESULTS Q3 2024: RESPECTABLE RESULTS DESPITE TURBULENCES IN GLOBAL ECONOMY

Profit before Tax

394.4 mn. €

-15.0 mn.<sup>1)</sup>

RoE before Tax

13.28 %

-1.51 %-P.<sup>1)</sup>

Cost-Income-Ratio

40.34 %

+1.51 %-P.<sup>1)</sup>

Risk-Earning-Ratio

8.23 %

+3.45 %-P.<sup>1)</sup>

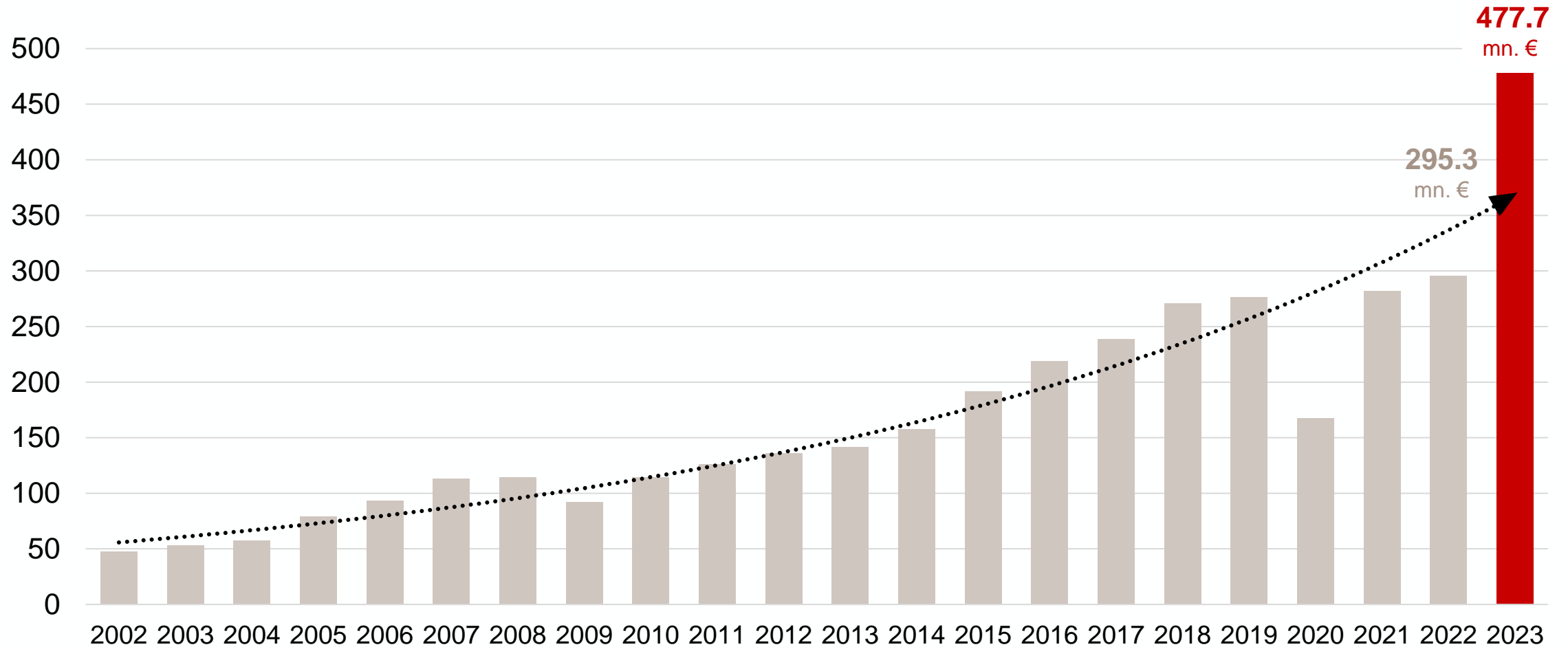
September 30,  
2024

Source: Oberbank AG

<sup>1)</sup> Reference figures: September 30, 2023



# PROFIT BEFORE TAX IN A LONG-TERM COMPARISON



Source: Oberbank AG, Shareholder Reports 2002 – 2023



# CAPITALISATION Q3 2024: EQUITY CAPITAL CONTINUES TO RISE

## Total Assets

**27.97 bn. €**

+0.14 bn.<sup>1)</sup>  
+0.5 %

## Equity Capital

**4.07 bn. €**

+0.20 bn.<sup>1)</sup>  
+5.2%

September 30,  
2024

## Lending Volume

**20.65 bn. €**

+0.58 bn.<sup>1)</sup>  
+2.9%

## Primary Funds

**19.30 bn. €**

+0.18 bn.<sup>1)</sup>  
+0.9%

Source: Oberbank AG

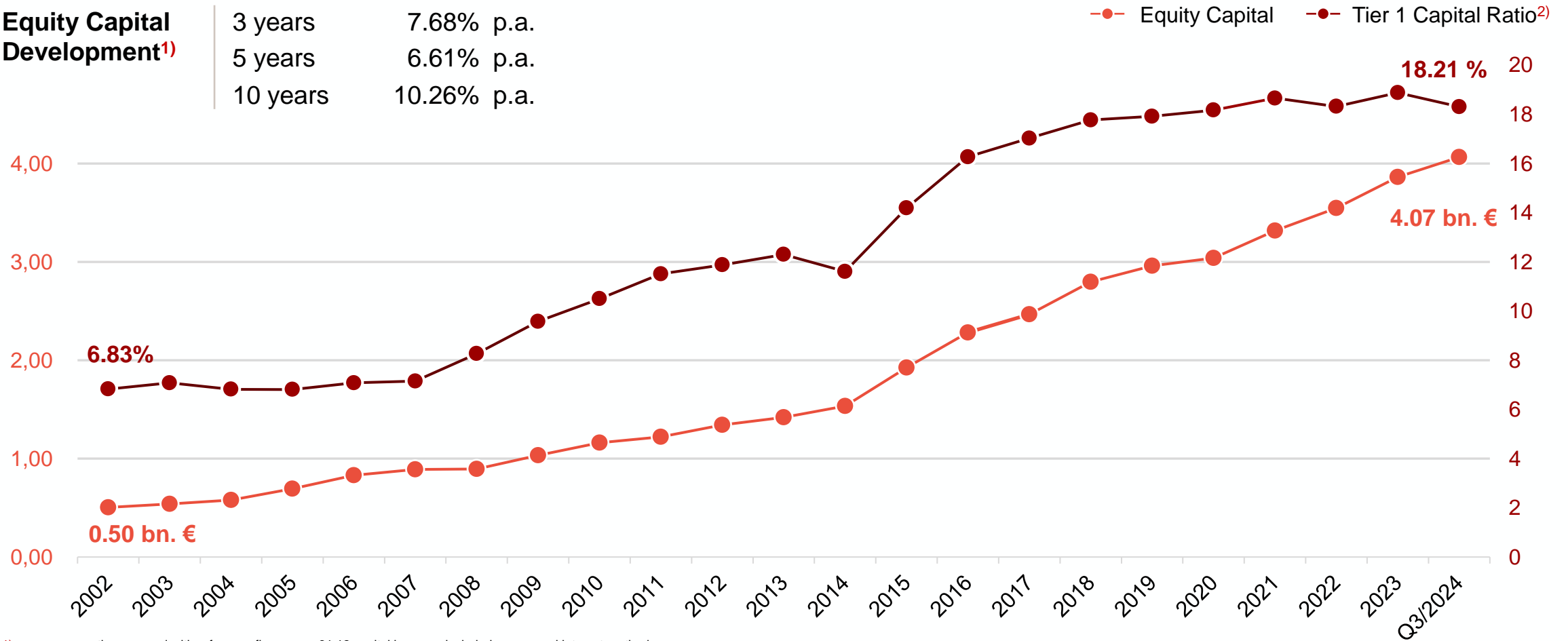
<sup>1)</sup> Reference figures: 31. December 2023



# EQUITY INCREASE OVER THE PAST YEARS

## Equity Capital Development<sup>1)</sup>

|          |             |
|----------|-------------|
| 3 years  | 7.68% p.a.  |
| 5 years  | 6.61% p.a.  |
| 10 years | 10.26% p.a. |



<sup>1)</sup> average growth compared with reference figures per 31.12 capital increase included; compound interest method

<sup>2)</sup> Tier 1 Capital Ratio according to Basel I (until 2007), Basel II (2008-2013) and Basel III (since 2014)

<sup>3)</sup> Source: Oberbank AG, Shareholder Reports 2002 – 2023, Oberbank Shareholder Report 30.09.2024



# STRONG CAPITALIZATION

**Oberbank**  
Q3/2024<sup>1)</sup>

**CET 1 ratio**

**17.93 %**

**Tier 1 capital ratio**

**18.21 %**

**Total capital ratio**

**20.04 %**

**Austria**  
Q2/2024<sup>2)</sup>

17.71%

18.74%

20.73%

**International**  
Q2/2024<sup>3)</sup>

16.0%

17.4%

20.0%

<sup>1)</sup> Data as of September 30, 2024 – Source: Oberbank AG, Shareholder Report September 30, 2024

<sup>2)</sup> Source: OeNB (latest data available)

<sup>3)</sup> Source: EBA Riskdashboard (latest data available)





# SUSTAINABILITY: WE TAKE RESPONSIBILITY



Quelle: Oberbank AG

## Our sustainability goals to be achieved by 2025:

### In **governance**:

- Commitment to the Paris Climate Agreement's 1.5°C goal
- Clear sustainability strategy

### In the lending business

- Increase in share of sustainable lending in our loan portfolio
- Issues of green and social bonds

### In **asset management**:

- Increasing the volume of sustainable 3BG retail funds to more than EUR 1 billion

### For our **customers**

- Retain high degree of customer satisfaction
- Digitalisation rate of 80%

### For our **employees**

- Fill 80% of management positions from within our own ranks
- 2025: 30% women in management positions

### For the **environment**

- Climate neutrality Scope 1 & Scope 2
- Lower carbon footprint per employee to less than 1 ton p.a.

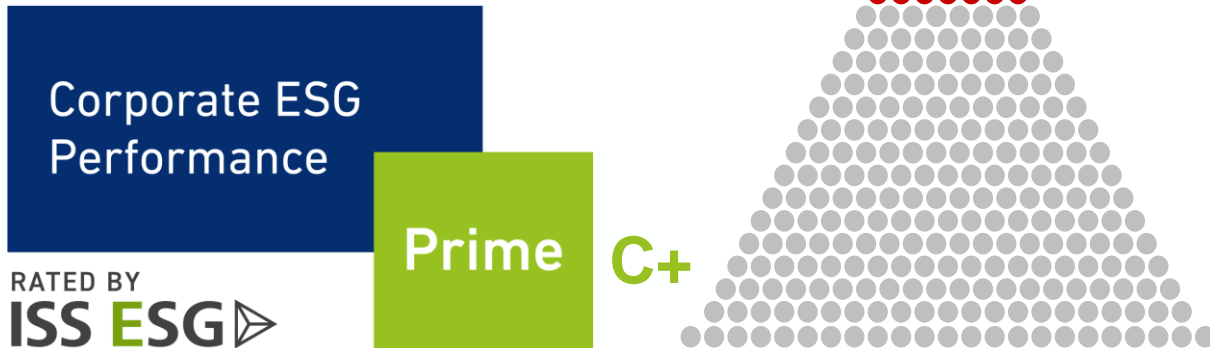
CSR Report 2023 (included in Annual Financial Report) available at [www.oberbank.com/sustainability](http://www.oberbank.com/sustainability)



# TOP-SUSTAINABILITYRATINGS

## PRIME Status by ISS ESG<sup>1)</sup>

Oberbank is among the **TOP 10** of “Financials/Public & Regional Banks” worldwide.



” Transparency Level:  
**VERY HIGH** (80-100%)

<sup>1)</sup> ISS ESG 28.12.2023; ISS ESG is the responsible investment arm of Institutional Shareholder Services Inc., the world's leading provider of environmental, social, and governance solutions for asset owners, asset managers, hedge funds, and asset servicing providers.  
Source: <https://www.issgovernance.com/esg/ratings/>

## MSCI ESG Rating ‘AA’

Very good ‘AA’ rating: **54<sup>th</sup>** place among 201 banks considered – Oberbank upgraded to global leader!



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# OUR UNIVERSAL BANKING CONCEPT



**~ 59.000**  
**Corporate & Business Customers**

Export & investment financing, leasing

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Interest rate & FX management

---

Payment & cash management

---

Documentary & guarantee business

---

Structured finance, private equity, mezzanine capital

---

Occupational provision

Source: Oberbank AG  
As of: 31st December 2023



**~ 274.000**  
**Retail Customers**

Housing finance & funding

---

Private retirement provisioning

---

Private banking & asset management

---

Consumer finance & leasing

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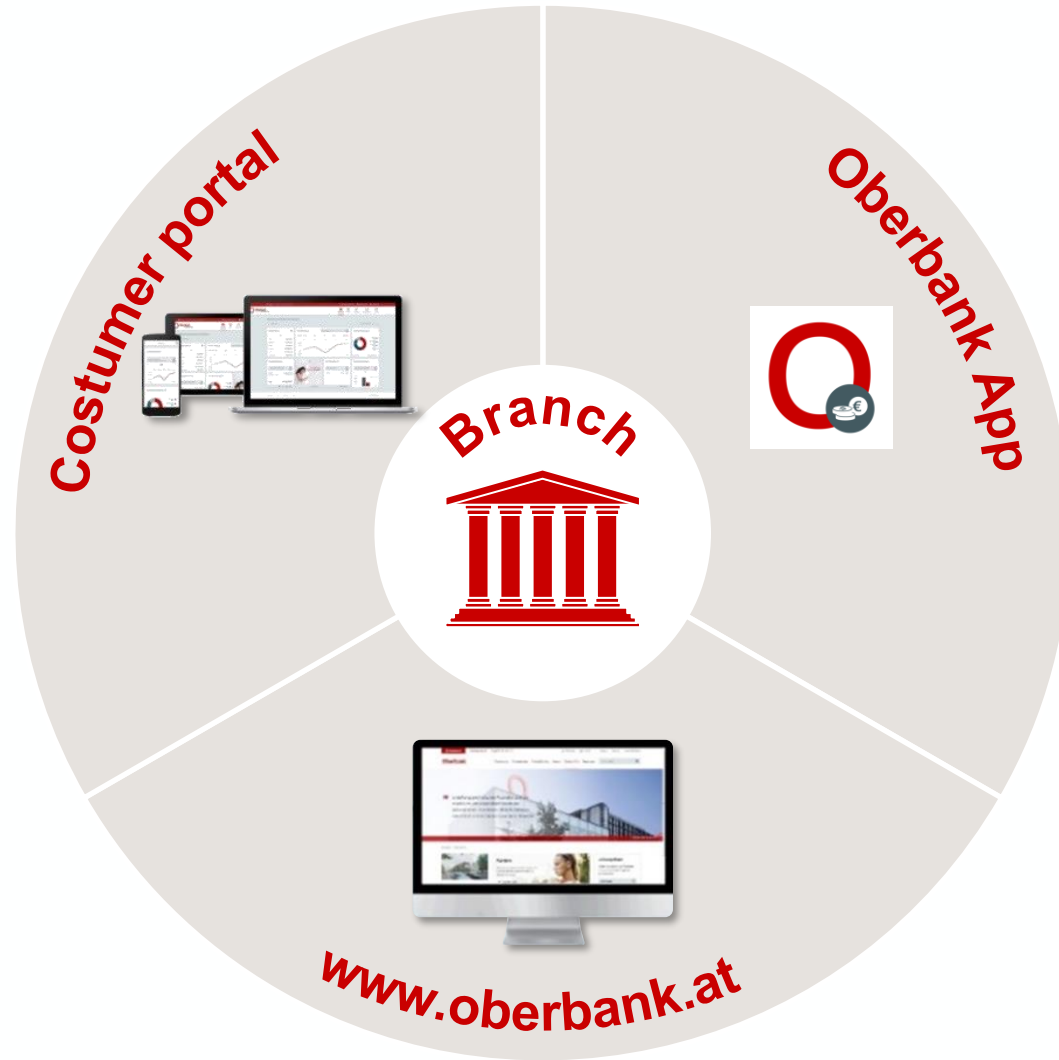
Accounts & Cards

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Savings deposits



# MORE TIME FOR YOU!



**More Time  
for You!**

**Customer service  
per appointment:  
Monday – Friday  
8.00 am – 7.00 pm**

Source: Oberbank AG



# CONTACTS



# LET'S STAY IN TOUCH

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# Annex



# Glossary

|                             |  |
|-----------------------------|--|
| <b>Total Assets</b>         | The final amount of all gross investments, cash and equivalents, receivables, and other assets as they are presented on the balance sheet.   |
| <b>Profit</b>               | Profit is a financial benefit that is realized when the amount of revenue gained from a business activity exceeds the expenses, costs and taxes needed to sustain the activity.  |
| <b>Lending Volume</b>       | Loans and advances to customers.   |
| <b>Primary Funds</b>        | Primary funds are the sum of all funds, sight, time and savings deposits entrusted to a bank by its customers.   |
| <b>Total Capital Ratio</b>  | The total capital ratio is the own funds of the institution expressed as a percentage of the total risk exposure amount. (acc. CRR)  |
| <b>Common Equity Tier 1</b> | The Common Equity Tier 1 capital ratio is the Common Equity Tier 1 capital of the institution expressed as a percentage of the total risk exposure amount. (acc. CRR)  |
| <b>Tier 1 Capital Ratio</b> | The Tier 1 capital ratio is the Tier 1 capital of the institution expressed as a percentage of the total risk exposure amount. (acc. CRR)  |
| <b>Cost-Income-Ratio</b>    | The cost-income-ratio is an efficiency measure. It shows a company's costs in relation to its income. To get the ratio, divide the operating costs (administrative and fixed costs, such as salaries and property expenses, but not bad debts that have been written off) by operating income. |
| <b>Risk-Earning-Ratio</b>   | The risk-earning-ratio is the ratio of credit risk to net interest income. (credit risk / net interest income)   |
| <b>RoE</b>                  | Return on equity (RoE) is the amount of net income returned as a percentage of shareholders equity. Return on equity measures a corporation's profitability by revealing how much profit a company generates with the money shareholders have invested.  |





# Disclaimer

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