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# INVESTOR PRESENTATION



# AGENDA



**01** bank99 introduces itself

**02** Balance sheet & P&L

**03** Rating & Capital

**04** Asset quality

**05** Funding & Liquidity

# BANK99 OVERVIEW

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## Austrian Post Bank

- Strong, Austrian owners (90% Österreichische Post Aktiengesellschaft (hereinafter referred to as "**Post AG**"), 10% Schelhammer Capital Bank AG)
- Use of synergies such as Austrian-wide branch network or services with economies of scale



## Growth & Success

- Start of business on 01.04.2020
- Acquisition of ING retail business in 12/2021
- Successful growth in customers, deposits and total assets
- Post AG's commitment to sustainable, robust capitalisation for further growth



## Sustainable business model

- Focus on simple, standardized and digitized products for retail customers
- Very good asset quality (NPL <1.4%)
- Excellent liquidity and capital position (as of 12/2024): LCR 652.4%, NSFR 260.1%, total capital ratio 18.03%



## Top topics 2025

- Migration into core banking system arctis (Accenture TiGital) successfully accomplished
- Rating & issuance of first bond
- Expansion of the product range

# BANK99 OVERVIEW



## Balance sheet total

2024:  
**4,097 Mio.**

2023:  
**3,375 Mio.**



## Customers

2024:  
**300,000**

2023:  
**280,000**



## Loans Total

**1,976 Mio.**



## AuM<sup>1</sup> in Euro

**547 Mio.**



## Branches

**1,682**



## Total Capitalisation

**18.03%**



## Self-Service Machines

**382**

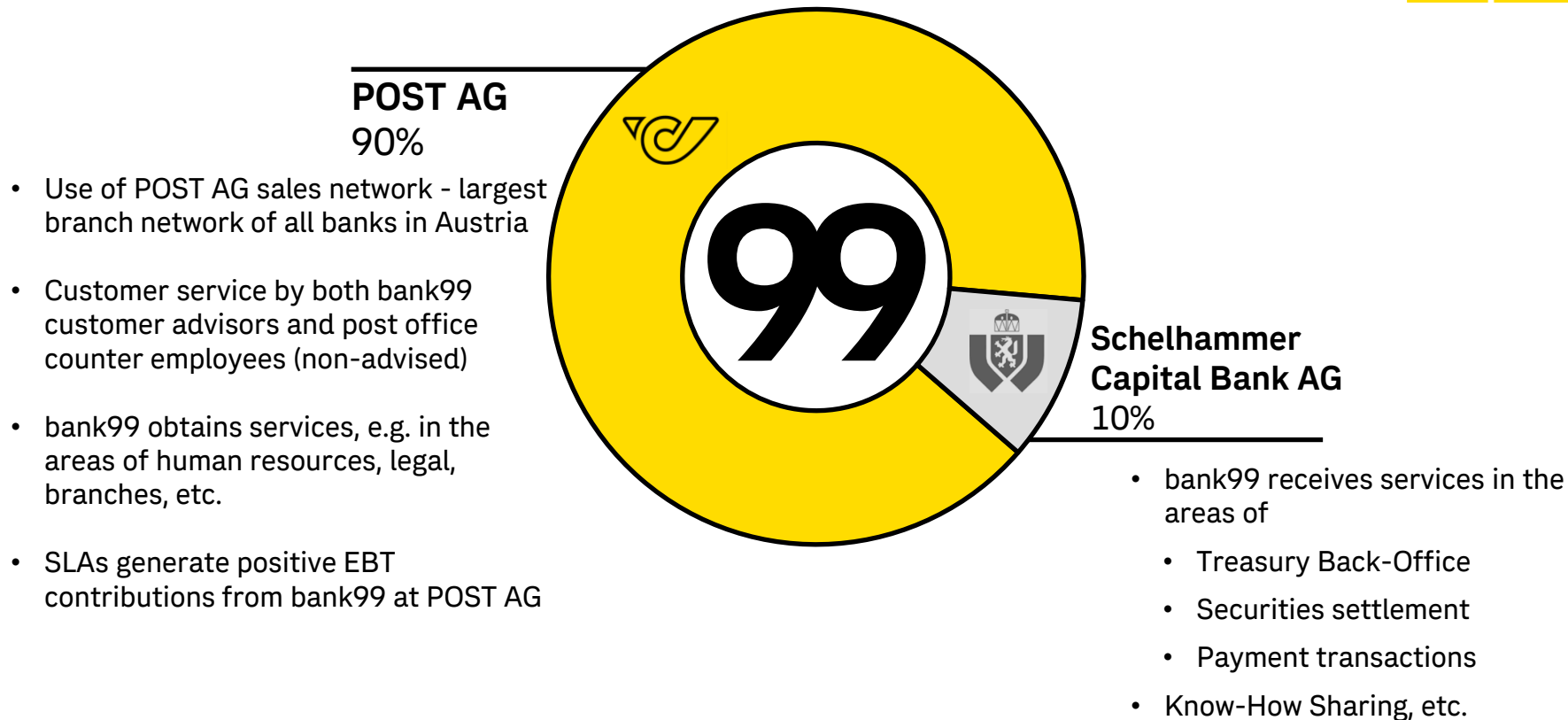


## Operating Income in €

**98 Mio.**

<sup>1</sup>Assets under Management

# OWNERSHIP STRUCTURE & SYNERGIES



# FACTSHEET ÖSTERREICHISCHE POST AG

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- **International group:** Major postal, logistics and services group
- **Comprehensive portfolio:** Highest quality and a wide range of products and services
- **Three divisions:** Mail & Direct Mail, Parcel & Logistics, Branch & Bank
- **International presence:** Represented in selected markets such as Germany, Southeastern and Eastern Europe, Turkey and Azerbaijan

27,802  
Employees

2.04 EUR  
per Share

3,951 Mio  
Letters & Ads sent

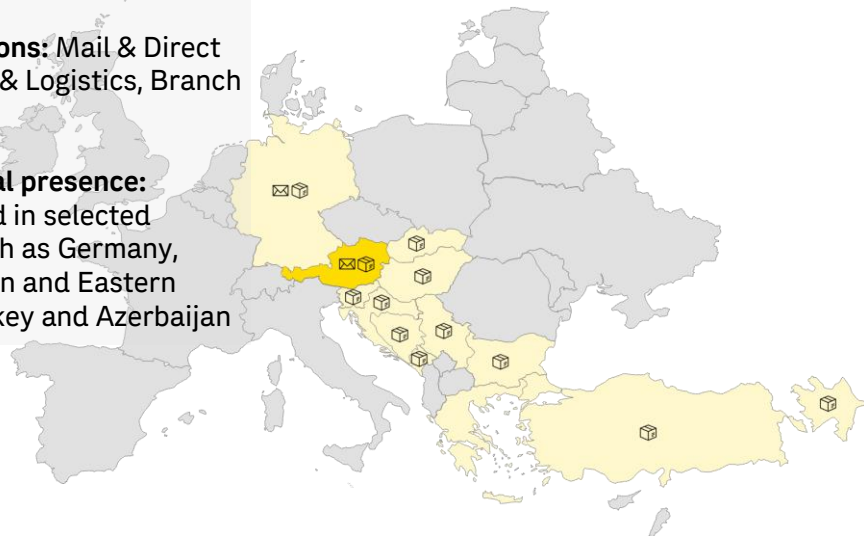
11kg  
CO<sub>2</sub>e/Consignment volume  
in m<sup>3</sup> 1

3,123 Mio EUR  
Turnover

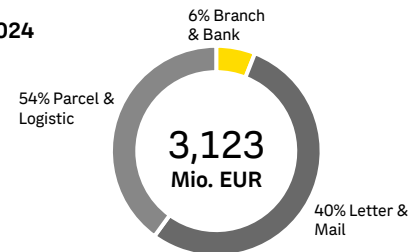
1.83 EUR  
Dividend per Share

507 Mio  
Parcels sent

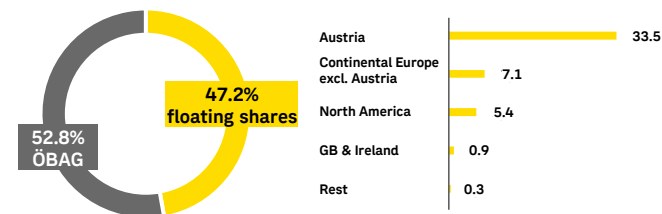
5,195  
Electronic Vehicles



## REVENUE MIX 2024



## SHAREHOLDER STRUCTURE



## USP BANK99

Attractive strategy as a local-centered bank,  
simple digital processes and a comprehensive omnichannel offering



### Nationwide network

95% coverage of Austrian households  
Physical branch network supported by omnichannel offers

### Strong and trustworthy brand

bank99 builds on the strong foundations of Post AG

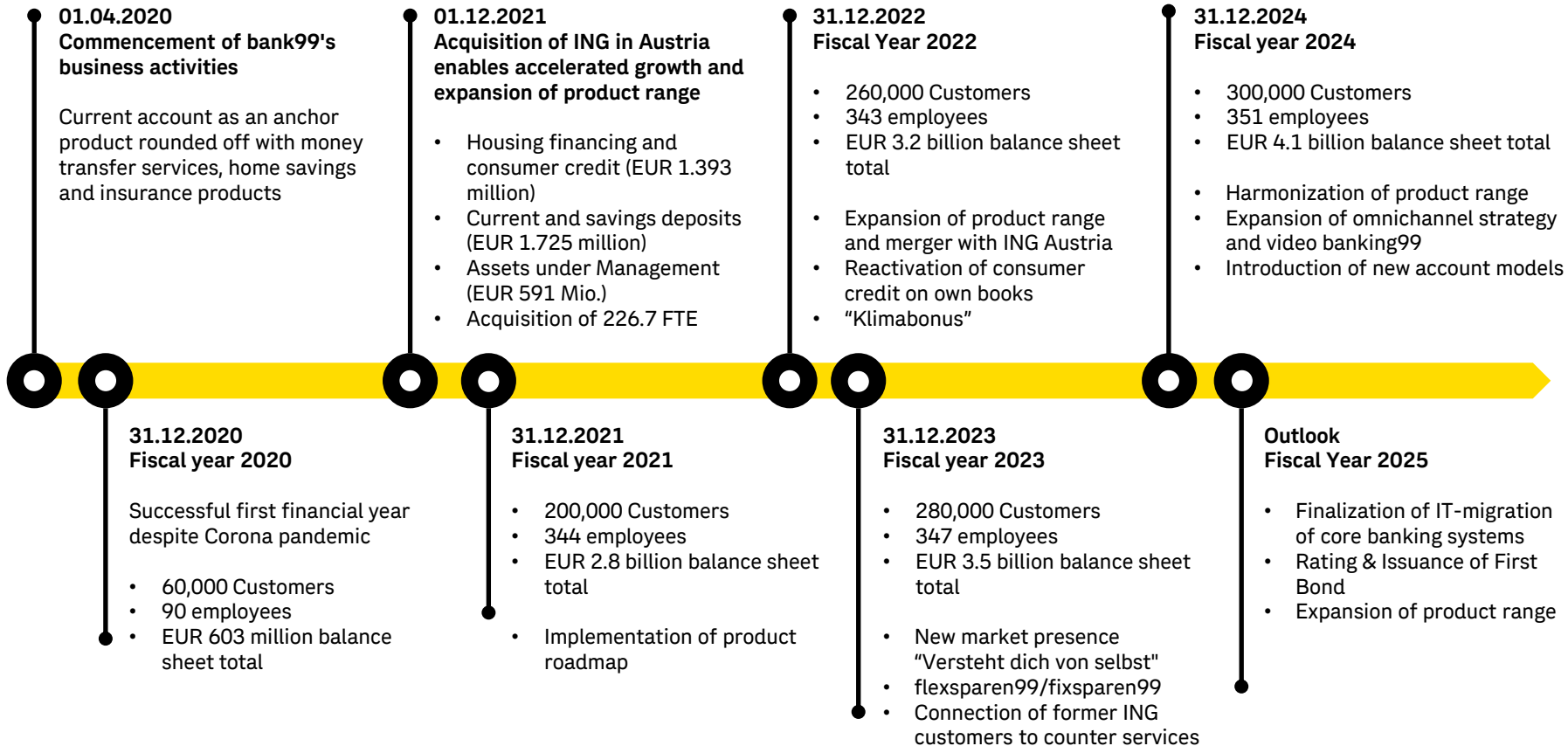
### Comprehensive coverage in retail customer business

bank99 has a broad portfolio of banking products  
Opportunity to use Post AG's large sales channels

### Unique infrastructure and accessibility

bank99 has unique access to the postal infrastructure (e.g. cash transports)  
entire branch infrastructure of Post AG can be used cost-effectively

# HISTORY OF BANK99



# BOARD OF DIRECTORS BANK99



## Mag. Bernhard Hohenegger

since 2023 Member of the Management Board of bank99 AG (Market&IT)  
2015-2023 Head of IT and Organization (B-1),  
Raiffeisenlandesbank NÖ-Wien AG  
2019-2023 Managing Director RaiffeisenBeratung Direkt

## Mag. Bernhard Achberger

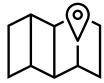
since 2020 Member of the Management Board of bank99 AG (CFO, CRO, COO)  
2018-2020 Member of the Management Board of Deniz Bank AG  
2015-2018 Member of the Management Board of KA Finanz AG  
2010-2015 Head (B-1)  
Operation Office (CFO, COO) KA Finanz AG  
2007-2010 Member of the Management Board of Kommunalkredit,  
International Bank Ltd.  
2002-2008 Head (B-1) Investment Management,  
Kommunalkredit Austria AG



# BANK99 SALES NETWORK



**bank99** is wherever the post office is. Thus, we have Austria's largest, centrally controlled sales network.



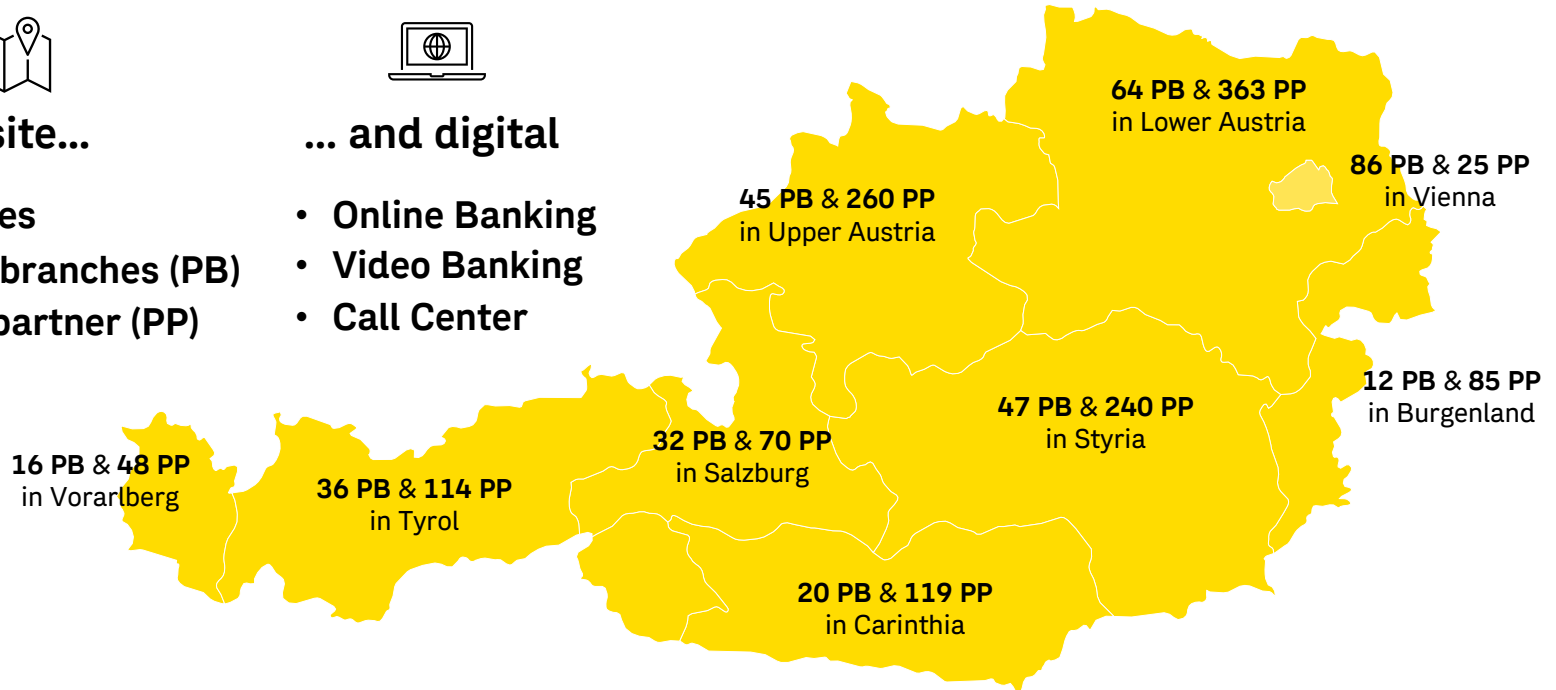
**On site...**

**1,682** Offices  
**358** Post branches (PB)  
**1,324** Postpartner (PP)



**... and digital**

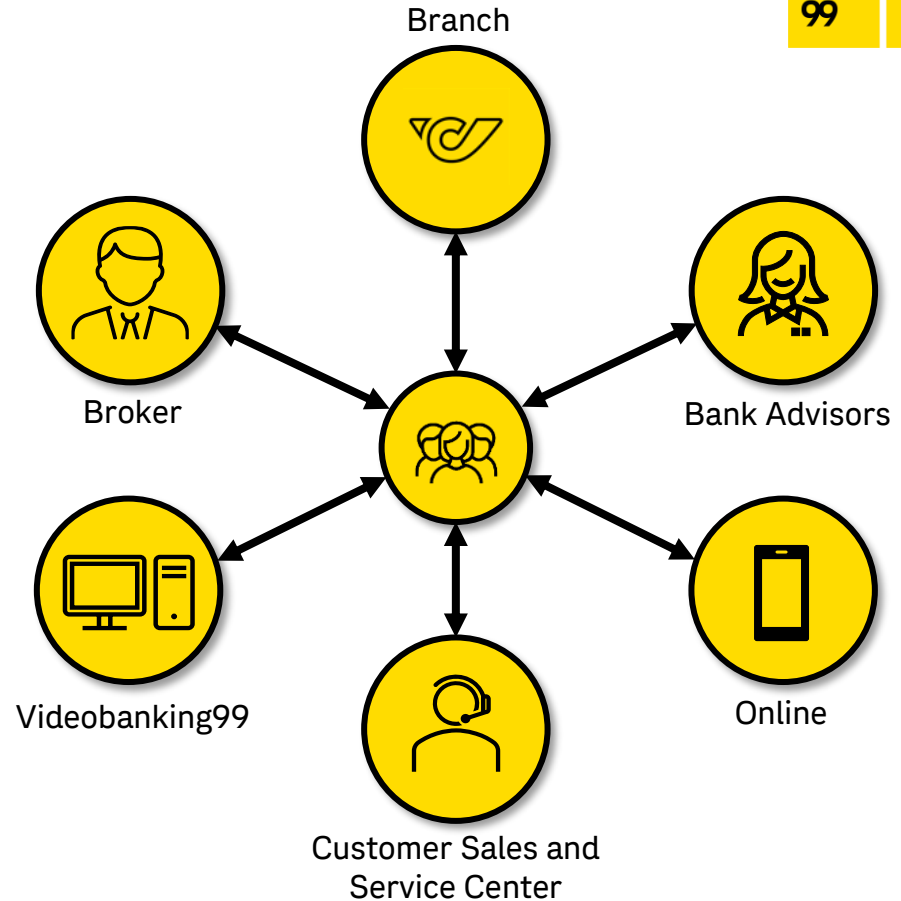
- Online Banking
- Video Banking
- Call Center



# DISTRIBUTION CHANNELS



- **Focus on retail customer segment in AT\***  
Offering banking services to customers residing in Austria
- **Focus on customers**  
Service via preferred and cheapest channel
- **Central sales management**  
Ensures efficient use of our sales capacities and maximum lead-effectiveness
- **Connected channels**  
All channels access the same database to ensure an excellent customer experience



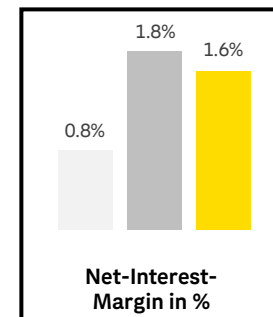
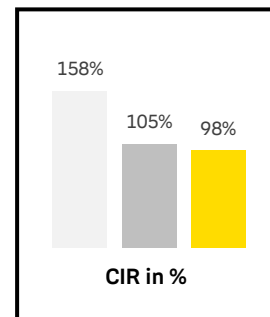
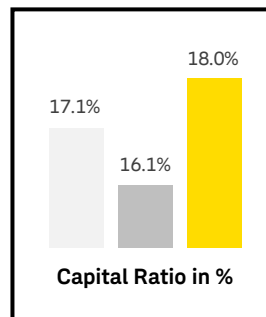
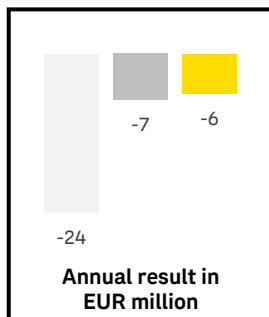
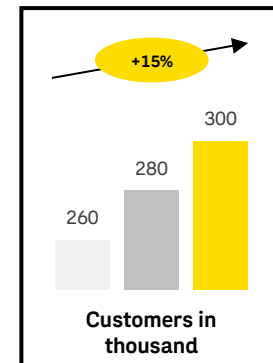
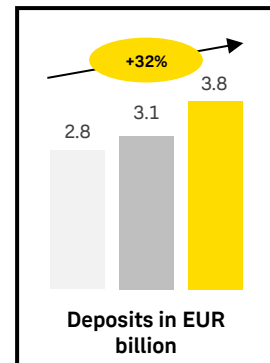
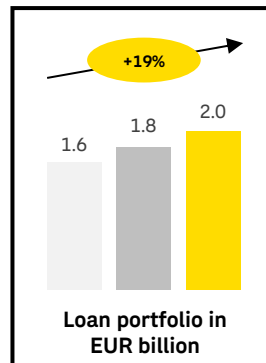
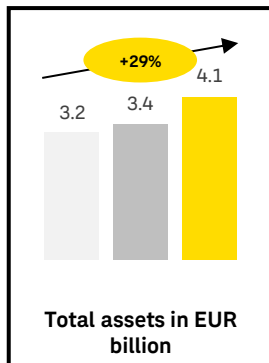
# KEY FACTS BUSINESS AND EARNINGS DEVELOPMENT



Successful growth since market entry in 2020 with continuous improvement in earnings & comfortable capitalization

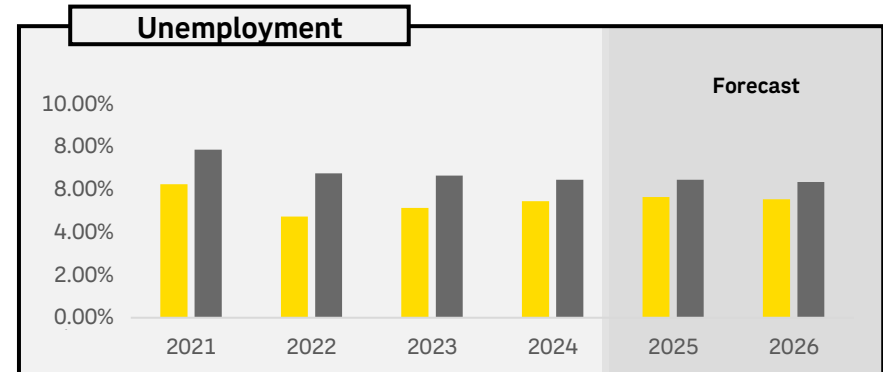
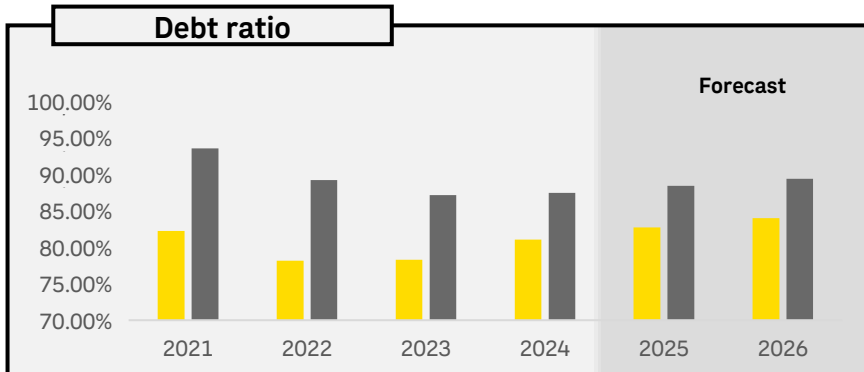
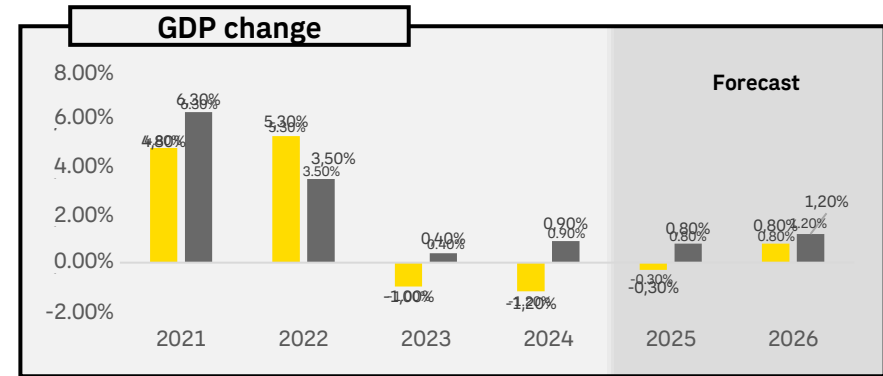
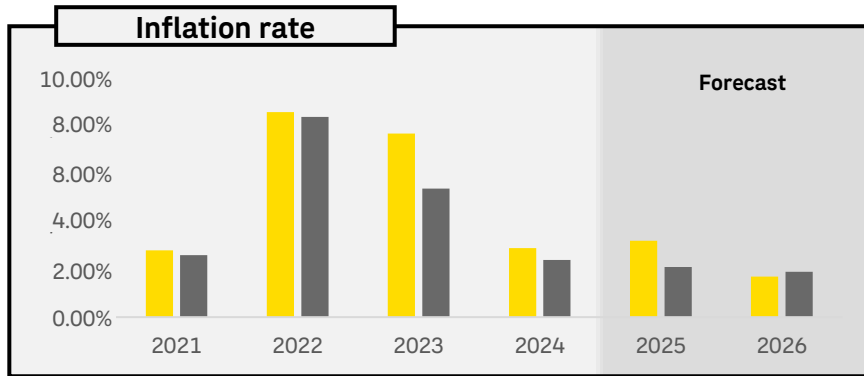
## Summary

- Constant growth in a challenging market environment with an increase in total assets to EUR > 4 billion
- Expansion of sustainable customer base
- Stable net interest margin in a volatile interest rate environment
- Continuous improvement of annual results & CIR
- Comfortable capitalization



□ 2022    ■ 2023    ■ 2024

# ECONOMIC OUTLOOK FOR AUSTRIA



■ Austria

■ Eurozone

Source: Bloomberg

# AGENDA



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# BUSINESS DEVELOPMENT 2024 | BALANCE SHEET



Growth in the core business has led to total assets of over EUR 4 billion for the first time in 2024

## Summary

- Customer loan volume increases by +19% from 2022 to 2024 (83% owner-occupied, retail mortgages)
- Growth in securities and claims to credit institutions (CI) is attributable to the purchase of high-quality government bonds
- Rising granular deposit volume ensures stable growth in lending business
- Equity is well above the minimum regulatory requirements and ensures future growth

in EUR million

	31.12.2022	31.12.2023	31.12.2024
<b>ACTIVE</b>			
Cash balance	858.1	840.6	649.0
Securities and receivables CI	606.7	671.9	1 424.1
Receivables from customers	1 656.5	1 818.1	1 975.7
Other assets	45.4	44.3	48.3
<b>Total assets</b>	<b>3 166.6</b>	<b>3 374.8</b>	<b>4 097.2</b>
<b>PASSIVE</b>			
Liabilities to customers	2 847.6	3 076.4	3 768.8
Accounts payable other	150.8	128.2	117.8
Capital (incl. balance sheet loss/profit of previous years)	192.2	177.1	216.2
Profit for the year after tax	-24.0	-7.0	-5.6
<b>Total liabilities</b>	<b>3 166.6</b>	<b>3 374.8</b>	<b>4 097.2</b>

# BUSINESS DEVELOPMENT 2024 | P&L



## Summary

- Increase in operating income (influence of the interest rate environment) and stable net commission income
- Operating result positive for the first time in 2024
- The development of impairments is stable in relation to portfolio volume
- Continuous improvement of the profit from ordinary activities

<u>Income Statement</u>	2022	2023	2024
in EUR million			
<b>Net interest income</b>	26.2	61.9	64.4
<b>Net commission income</b>	25.7	22.5	24.9
<b>Other operating income</b>	4.0	6.1	9.0
<b>OPERATING INCOME</b>	56.0	90.5	98.3
<b>OPERATIONAL EXPENSES</b>	-88.1	-94.7	-96.6
<b>OPERATING RESULT</b>	-32.2	-4.2	1.7
<b>Provisions*</b>	-5.5	-7.9	-9.0
<b>PROFIT FROM ORDINARY ACTIVITIES</b>	-37.6	-12.1	-7.3
<b>Extraordinary result</b>	3.8	2.0	0.0
<b>Tax</b>	9.7	3.2	1.7
<b>NET INCOME</b>	-24.0	-7.0	-5.6

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# MOODY'S RATING

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## Summary

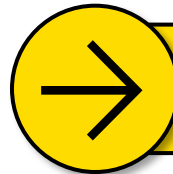
- At the end of April 2025, Moody's issued long- and short-term deposit ratings (Baa1/P-2), as well as long- and short-term issuer ratings (Baa2/P-2) for the first time
- Outlook for long-term deposit and issuer ratings: **stable**
- **Solid capitalisation (CET-1/TCR) and strong support from owners (Österreichische Post AG and Schelhammer Capital Bank AG)**
- Highlighted: **Robust asset quality, highly positive funding situation, very good liquidity** (high central bank balance, **significant number of high-quality liquid assets (HQLA)**)



Deposit Rating: Baa1/P-2



Issuer Rating: Baa2/P-2



Outlook: **stable**

# SOLID CAPITAL POSITION

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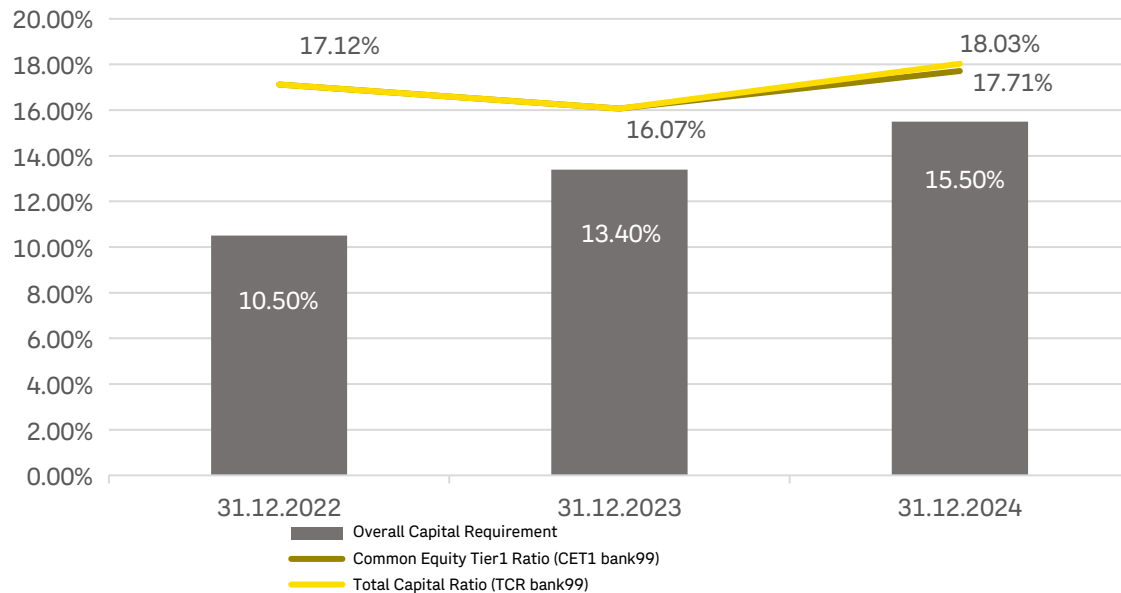


## Summary

- Solid capital ratios (both CET1/T1 and TCR)
- Statutory capital requirements clearly surpassed at all times
- SREP requirement (P2R) starting in 2023
- Strong commitment of the owners

## Development of capital ratios

The following chart compares regulatory capital requirements (pillars) and the capital ratios of bank99 (lines).



# RWA GROWTH ACCOMPANIED BY LOAN GROWTH

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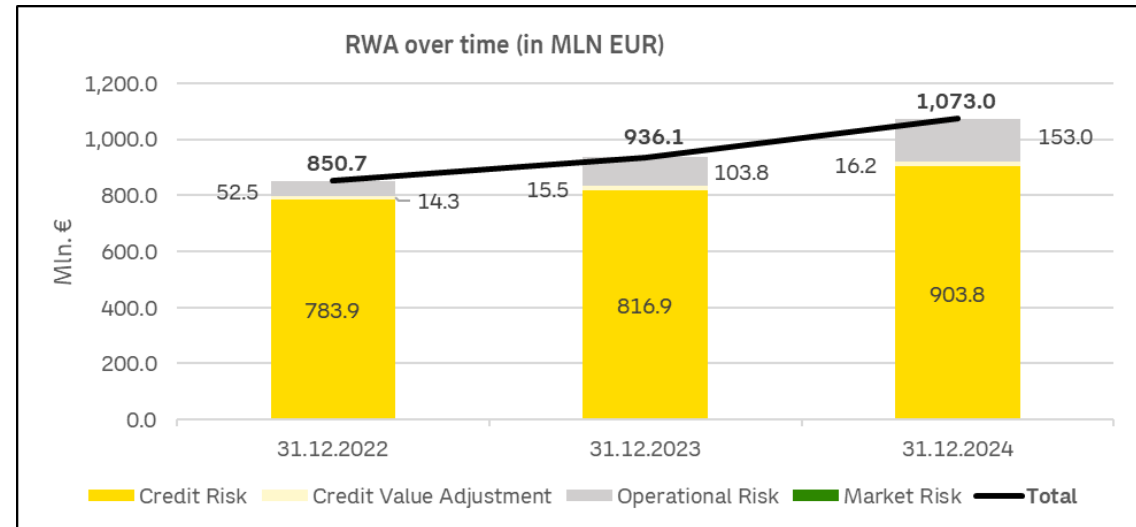


## Summary

- RWA development in line with loan growth  
2022-2024 approx. +26 %
- **Low risk weights – standardised approach across the board**
- **OpRisk RWAs** according to the basic indicator approach (BIA)
- **Market risk:** No trading book or FX positions (0 RWA).

## Deep-Dive

The following chart shows the development of RWA over time



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# HIGH ASSET QUALITY




## Summary

- Loans and advances to **retail customers in Austria only**
- **Focus on owner-occupied, fully mortgage-backed housing loans (> 80% of customer receivables)**
- **Low proportion of non-performing loans (NPL ratio) and high provisioning**

## Development

### Receivables from customers

in Mio. EUR	2022	2023	2024
<b>Consumer loans</b>	347.9	346.7	356.3
<b>Housing loans</b>	1 320.4	1 483.6	1 633.8
<b>Current accounts</b>	10.1	12.1	14.3
<b>Risk provisioning</b>	-21.9	-24.3	-28.7
<b>RECEIVABLES FROM CUSTOMERS</b>	<b>1 656.5</b>	<b>1 818.0</b>	<b>1 975.7</b>

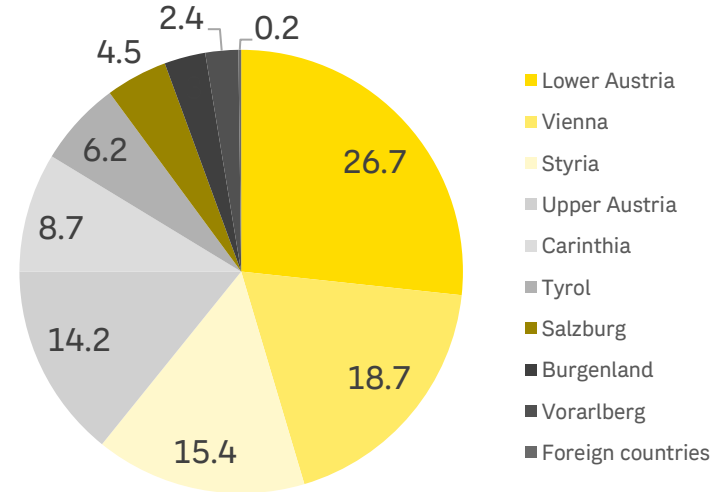
### Non-Performing Loans

in Mio. EUR	2022	2023	2024
<b>NPL-Volume</b>	20.5	23.6	27.9
<b>Performing-Exposure</b>	1 731.7	1 880.4	2 011.7
<b>Risk provisioning</b>	13.9	15.8	18.8
<b>NPL-Quote</b>	1.2%	1.3%	1.4%

# REGIONAL SPLIT LOAN PORTFOLIO



	31.12.2023		31.12.2024		
	Book value	Book value	Book value	Book value	Delta YtD
	in MEUR	in %	in MEUR	in %	in %
<b>Region</b>					
Lower Austria	496.5	27.0%	534.8	26.7%	7.7%
Vienna	353.8	19.2%	375.5	18.7%	6.1%
Styria	272.5	14.8%	307.8	15.4%	12.9%
Upper Austria	267.6	14.5%	285.1	14.2%	6.5%
Carinthia	155.7	8.5%	174.6	8.7%	12.1%
Tyrol	113.8	6.2%	124.3	6.2%	9.3%
Salzburg	77.0	4.2%	90.0	4.5%	17.0%
Burgenland	55.8	3.0%	59.6	3.0%	6.8%
Vorarlberg	46.2	2.5%	48.8	2.4%	5.6%
Foreign countries	3.2	0.2%	3.7	0.2%	14.3%
<b>LOAN PORTFOLIO</b>	<b>1842.1</b>	<b>100%</b>	<b>2004.3</b>	<b>100%</b>	<b>8.8%</b>



- Lending exclusively to borrowers residing in Austria<sup>1</sup>
- Regionally diversified within Austria (distribution approx. according to the population distribution)
- Maximum permissible loan amounts per borrower: 1 MEUR for real estate loans/ 50,000 EUR for consumer loans
- → No borrower concentrations

<sup>1</sup>Foreign exposure refers to customers who have moved abroad after purchasing products from bank99

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# RETAIL FUNDING – HISTORY & STATUS QUO

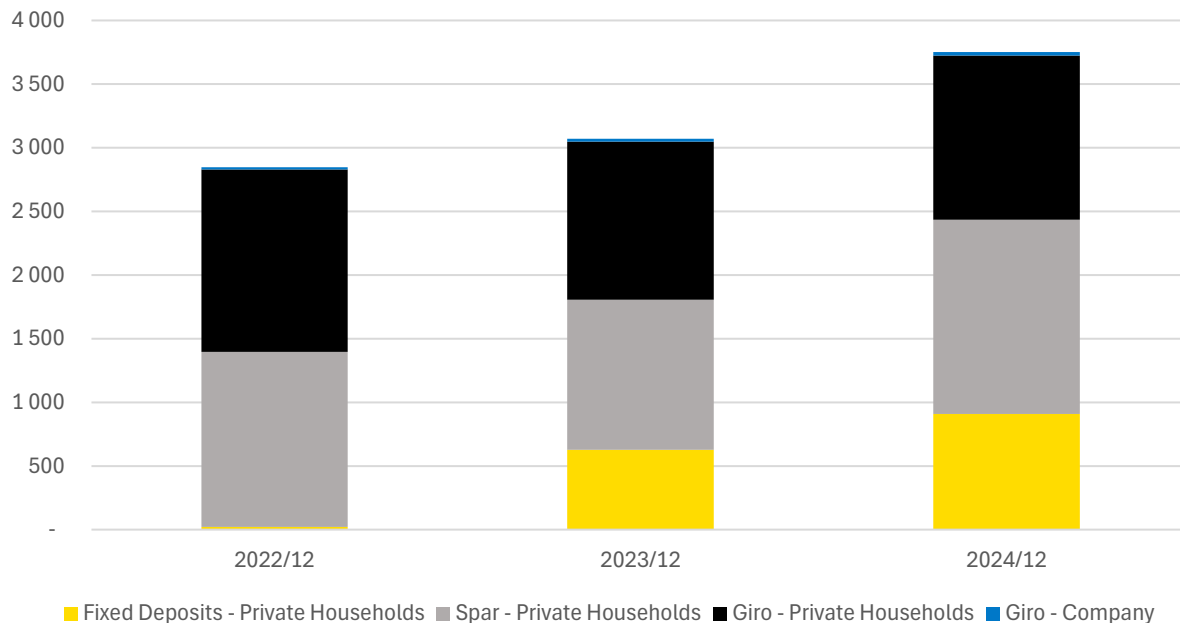
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## Overview

- **3 382 MEUR** are **covered deposits** according to § 7 para. 1 no. 5 ESAEG
- The majority of fixed deposits are subject to a **12-month** commitment
- Customer deposits from companies are currently **sole proprietors and freelancers at bank99**
- The **breakdown of customer deposits** is as follows (in MEUR)

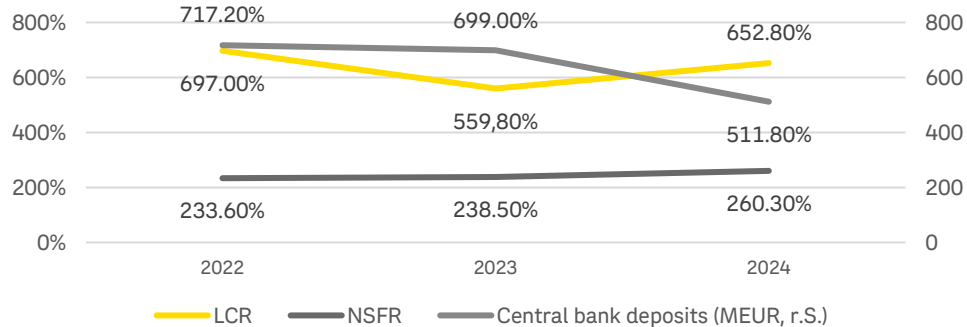
## Historical customer deposits (in MEUR):



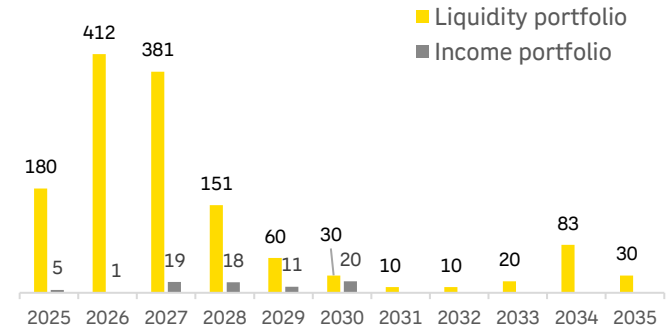
# STABLE LIQUIDITY SITUATION AND CONSERVATIVE PORTFOLIO




## Development of liquidity ratios



## Maturity profile investment portfolio



## Liquidity

- bank99 uses stable and granular customer deposits from retail business for refinancing
- In the future, the funding mix will be supplemented by medium and long-term refinancing funds (e.g. MREL-eligible bonds)
- Comfortable liquidity situation due to high holdings of central bank deposits and HQLA securities
- The securities in the bank's own portfolio serve bank99 for possible use in repo transactions with the central bank
- Share of HQLA securities in total assets will decrease in the next few years due to the planned business development

## Investment portfolio

- Self-investment: focus on highly liquid, ECB-eligible government bonds for liquidity reserve
- Of which **Level 1 HQLA**: 95.4% (remaining volume sen. pref. financial institutions)
- Of which **ECB-eligible**: 100%
- Volume<sup>1</sup> at OeNB 12/2024: EUR 1.375 billion

1) Available collateral, e.g. for weekly tender, or other open market operations

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# Contact



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Head of Treasury

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