

**BKS Bank**

# **Investor Presentation**

**August 2026**



## Contents

|                                    |          |
|------------------------------------|----------|
| <b>1. Introduction to BKS Bank</b> | <b>2</b> |
| 2. Why Invest                      | 16       |
| 3. Appendix                        | 29       |
| 4. Glossary, Contacts, Disclaimer  | 39       |

# Who is BKS Bank?

## A Bank with a Unique Business Setup

- **Independent and Stock-Listed**

Total Assets ~EUR 11,5bn, Market Capitalization ~EUR 1bn

- **Regional and International**

Based in Austria – present in Slovenia, Croatia, Slovakia and Serbia

- **Personal and Digital**

63 bank branches – product range fully digitalized

- **Sustainability**

Pioneering in ESG-qualified products

- **Corporate and Private**

Premium banking service provider for ~28k corporations and ~167k retail clients



# A Universal Bank

A Full Range of First-Class Quality Services

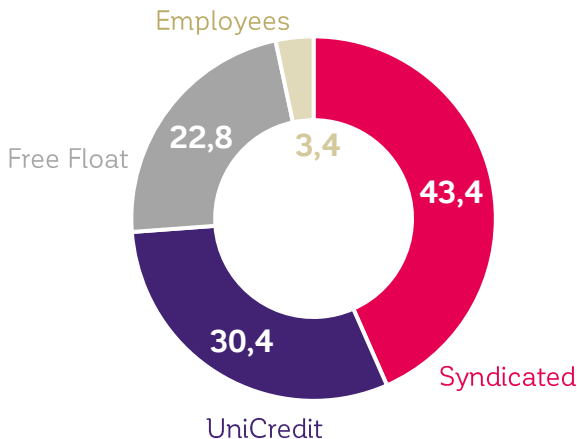


# A Solid Bank

## Stable Ownership, Sound Credit Ratings

### Shareholder Structure

%



### S&P Credit Ratings

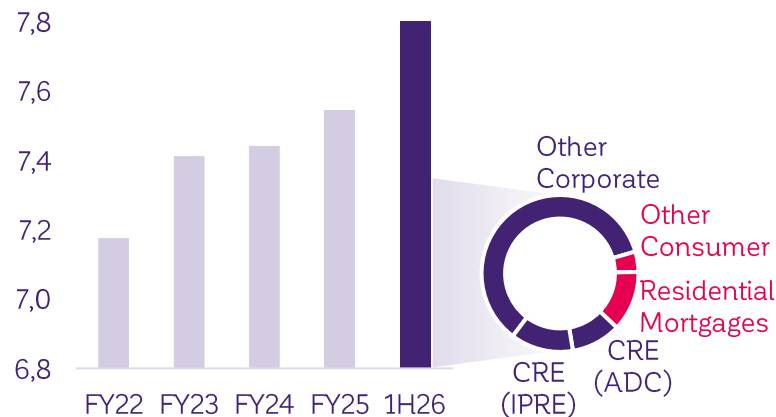
|                                   | Rating | Outlook |
|-----------------------------------|--------|---------|
| Long-term issuer rating           | BBB+   | stable  |
| Mortgage-backed cover pool        | AAA    | stable  |
| Stand-Alone Credit Profile (SACP) | bbb    | stable  |

# Corporate Banking Origins

## Growth Focus on Retail

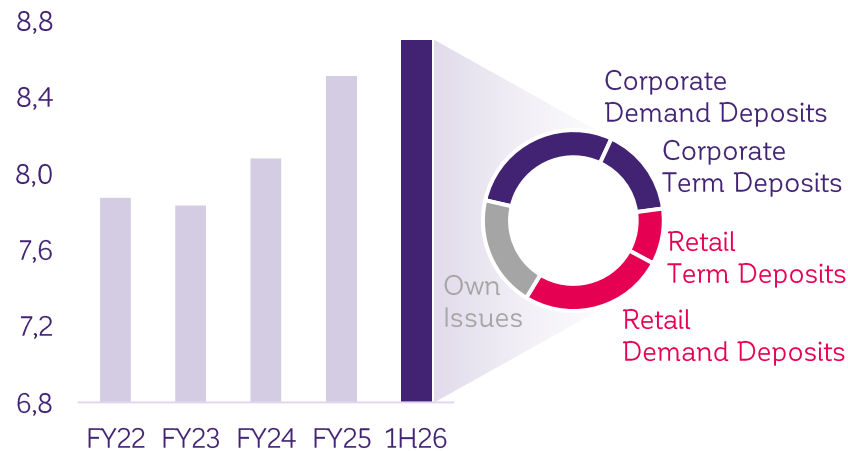
### Performing Loans Development

EUR bn



### Primary Funds Development

EUR bn



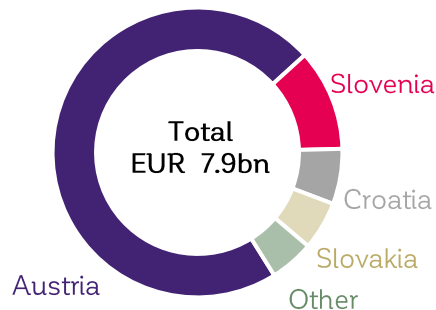
### Share of deposits protected by Austrian deposit insurance scheme

|                    |       |
|--------------------|-------|
| Retail deposits    | 65,2% |
| Corporate deposits | 10,1% |

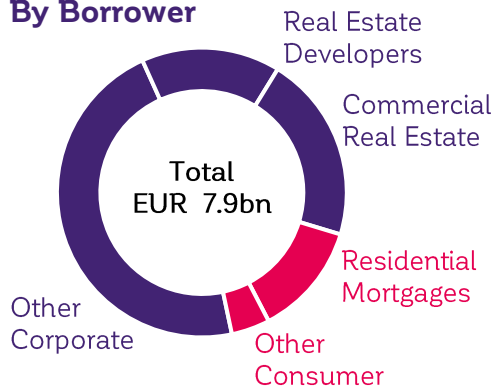
# Diverse Loan Portfolio

## A Balanced Diversification

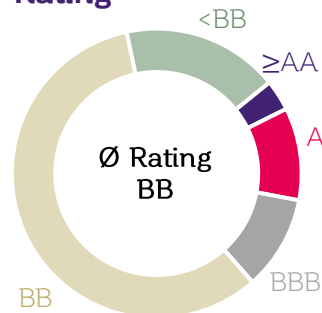
By Geography



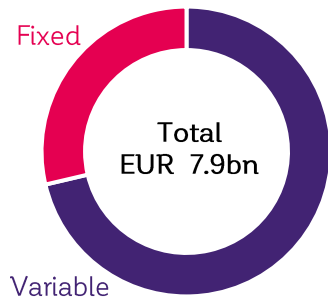
By Borrower



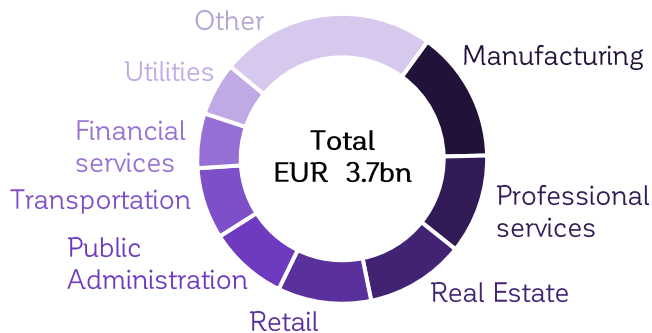
By Rating



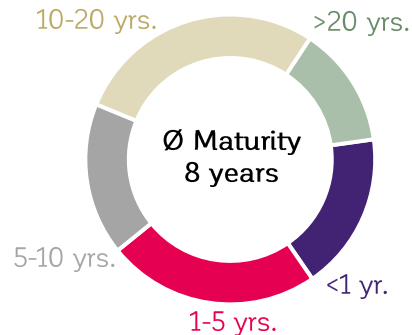
By Interest Rate



Other Corporate by Segment



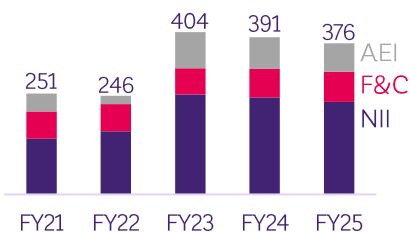
By Maturity



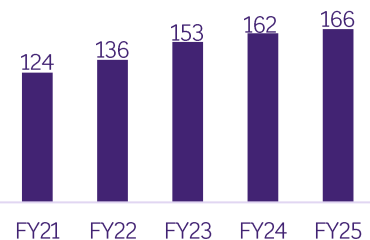
# Strong Track Record

## Strict Discipline Drives Growth

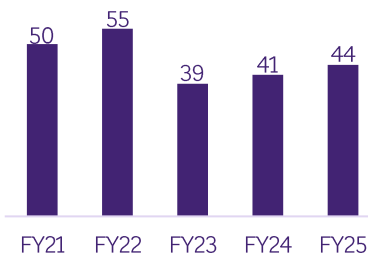
**Operating Income**  
EUR mn



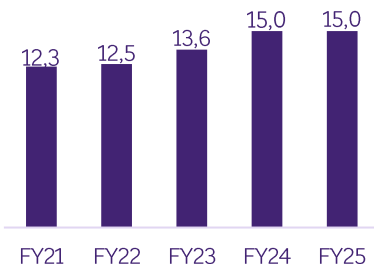
**Operating Expenses**  
EUR mn



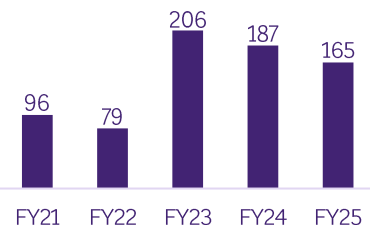
**Cost-income Ratio**  
%



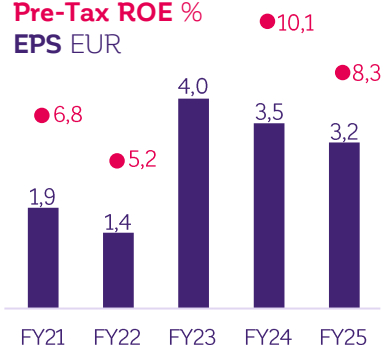
**CET 1-Ratio**  
%



**Pre-Tax Result**  
EUR mn



**Pre-Tax ROE %**  
EPS EUR



## Key Drivers

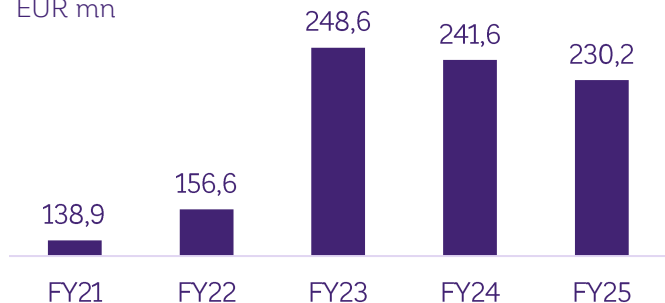
- Margin over Volume**
- Cost Discipline**
- Risk Discipline**
- Capital Allocation Discipline**

# Stable Returns

## Slight NII Reduction Overcompensated by F&C Growth

### Net Interest Income

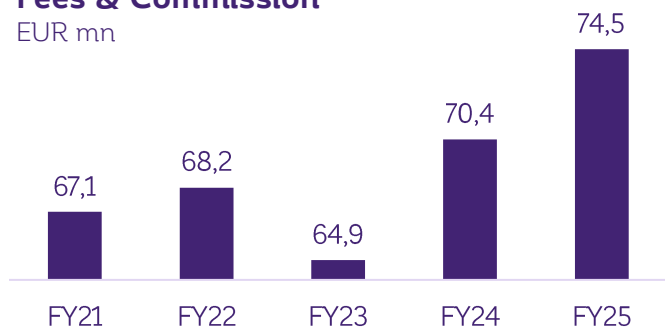
EUR mn



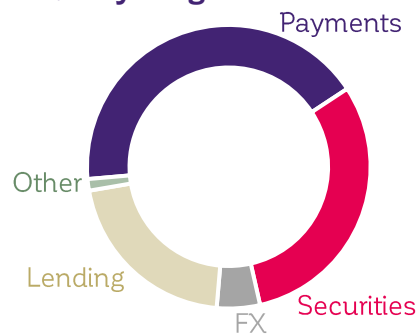
- **Interest income** widely **defied** the past **rate reduction** measures
- We took advantage of the low interest level to **expand our long-term refinancing** by placing a EUR 250mn **Senior Preferred bond**

### Fees & Commission

EUR mn



### F&C by Origin

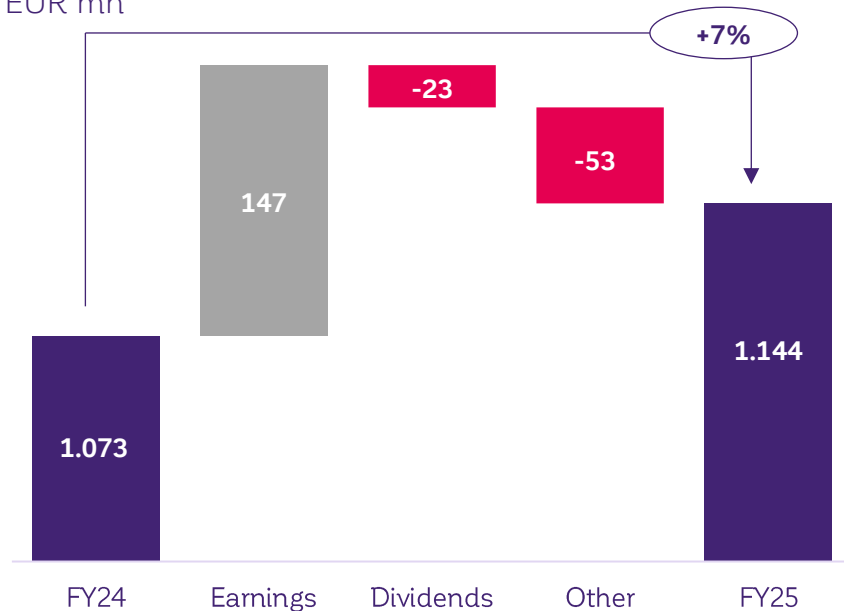


# Earnings Growth Creates Ample Buffer

## Organic Expansion with Comfortable Capital Position

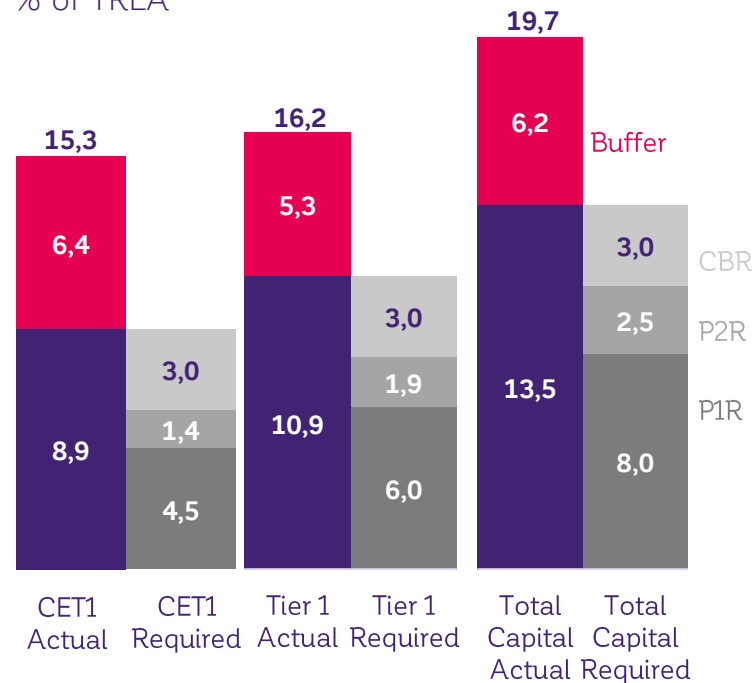
### Tier 1 Capital Development

EUR mn



### Capital Ratios and Requirements

% of TREA

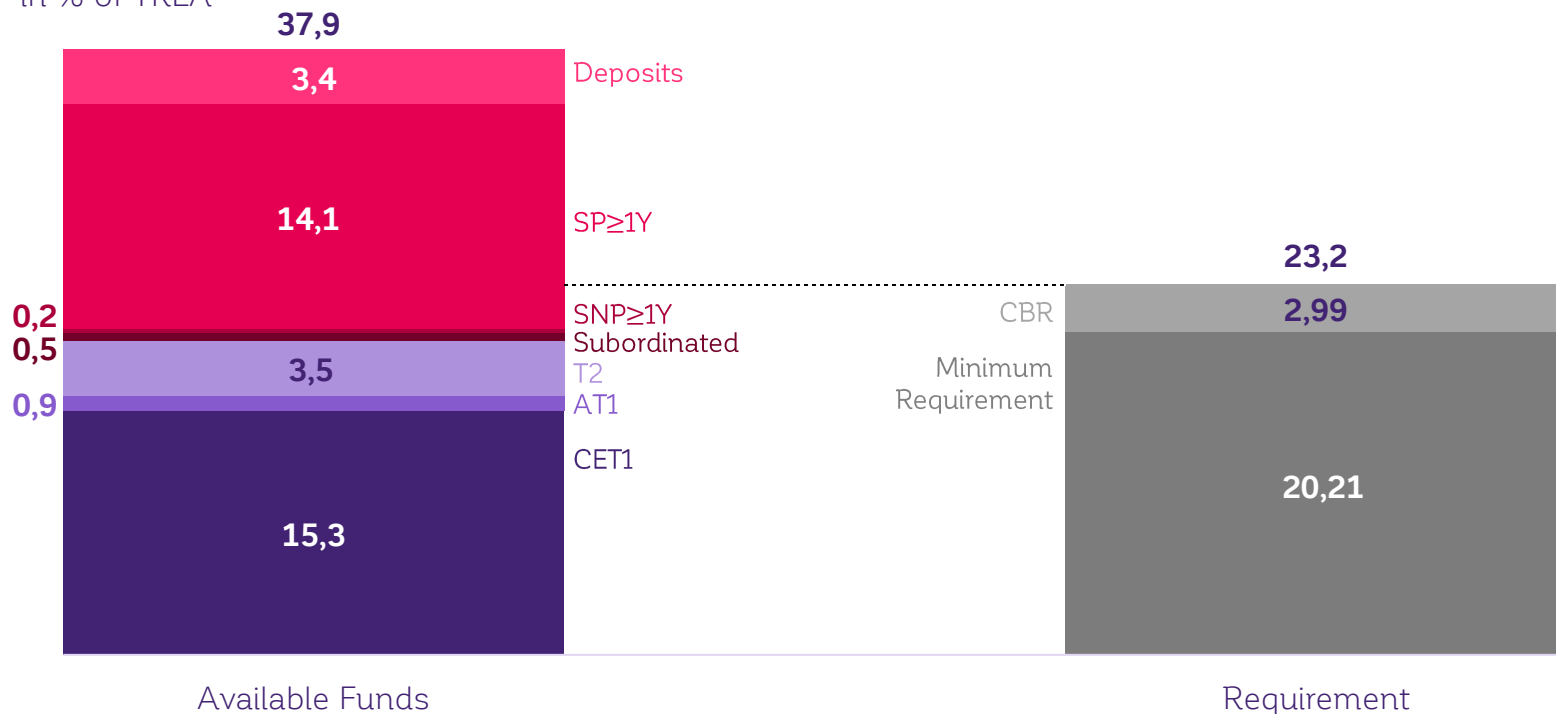


# Available Funds vs. MREL

## Funds Well Above Requirement

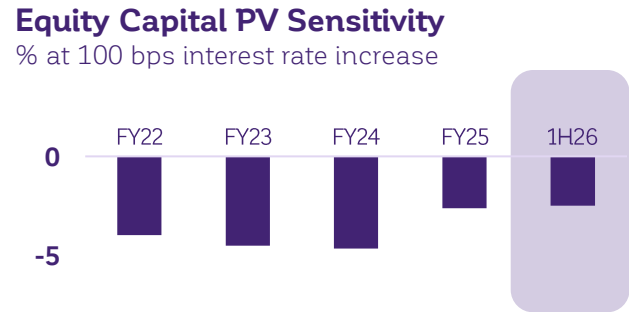
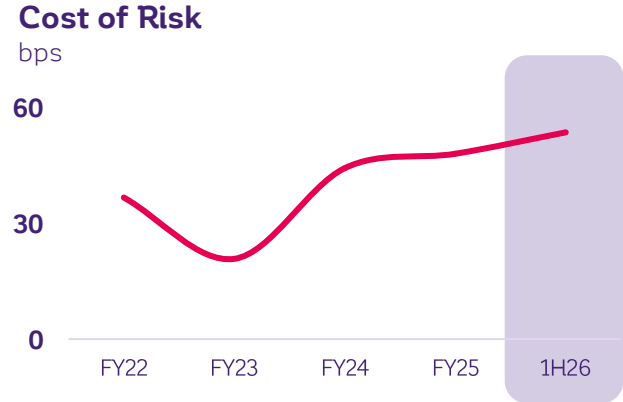
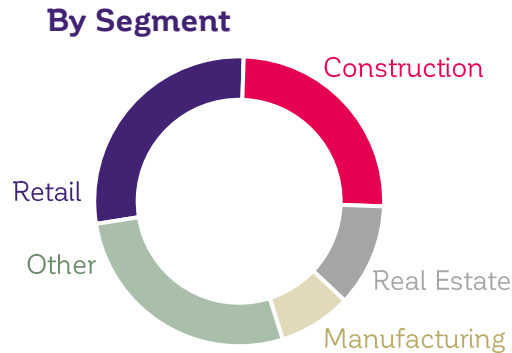
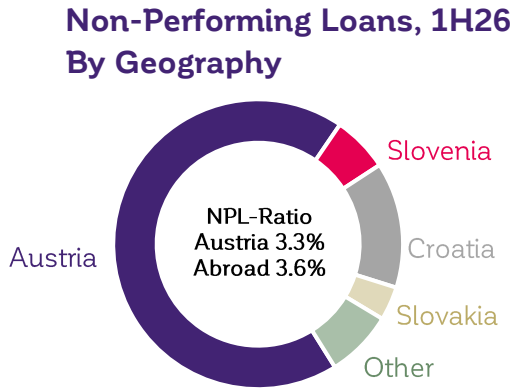
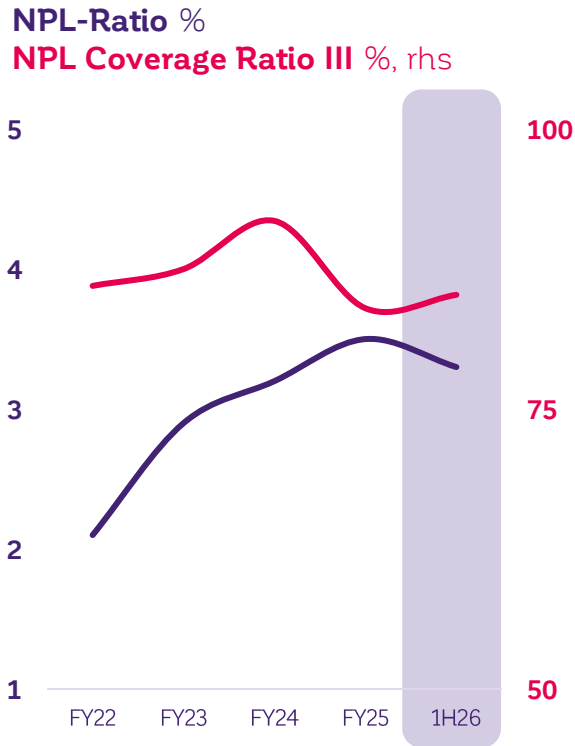
### MREL Requirement and Available Funds

in % of TREA



# Sound Asset Quality

## Conservative Risk Approach

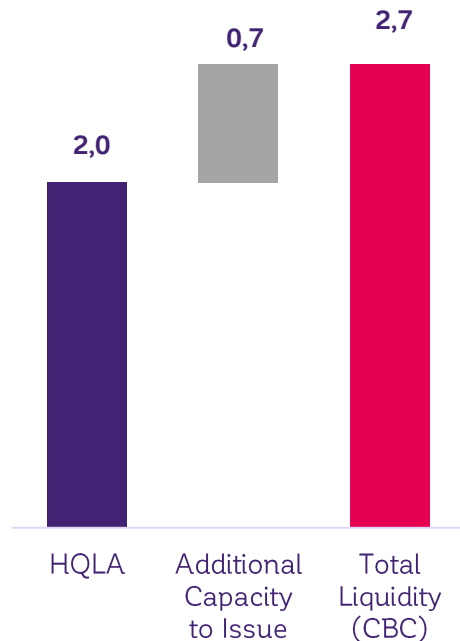


# Varied Sources of Liquidity

## Best-in-Class Liquidity Position

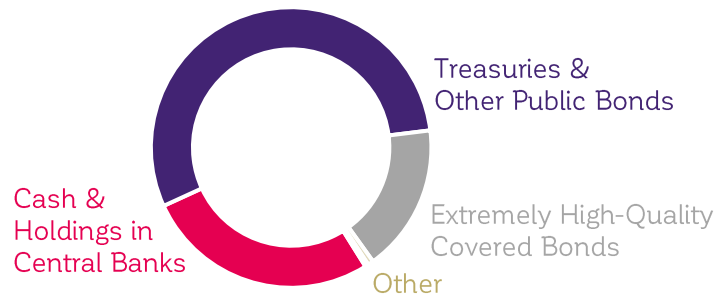
### Liquid Assets

EUR bn

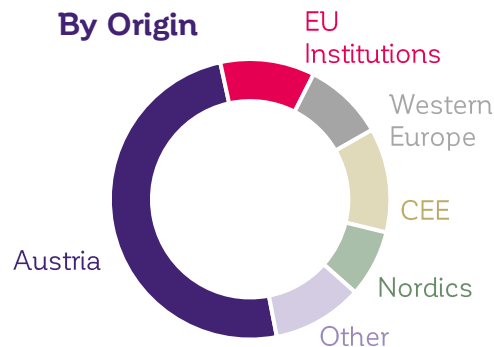


### High Quality Liquid Assets

By Issuer



By Origin



**233%**  
LCR

**131%**  
NSFR

**88%**  
LDR

# First Mover in Sustainable Banking

## A Long-Standing Tradition

| BKS Bank Results                                                                  |                                                                                   | Position within peer group                                                        |
|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|
|   | A                                                                                 | Mid tier                                                                          |
|  | C+                                                                                | Top 5%                                                                            |
|  | B+                                                                                | Top 20 in Austria                                                                 |
| Other Ratings and Certifications                                                  |                                                                                   |                                                                                   |
|  |  |  |
|  |                                                                                   |                                                                                   |
|  |                                                                                   |                                                                                   |

**Sustainability Pioneer**  
on the Vienna Stock Exchange

First  
**Social Bond Issuer**

Among the First  
**Green Bond Issuers**

Won  
**VÖNIX Sustainability Award**  
for the 5<sup>th</sup> time in 2026



### DISCLAIMER STATEMENT

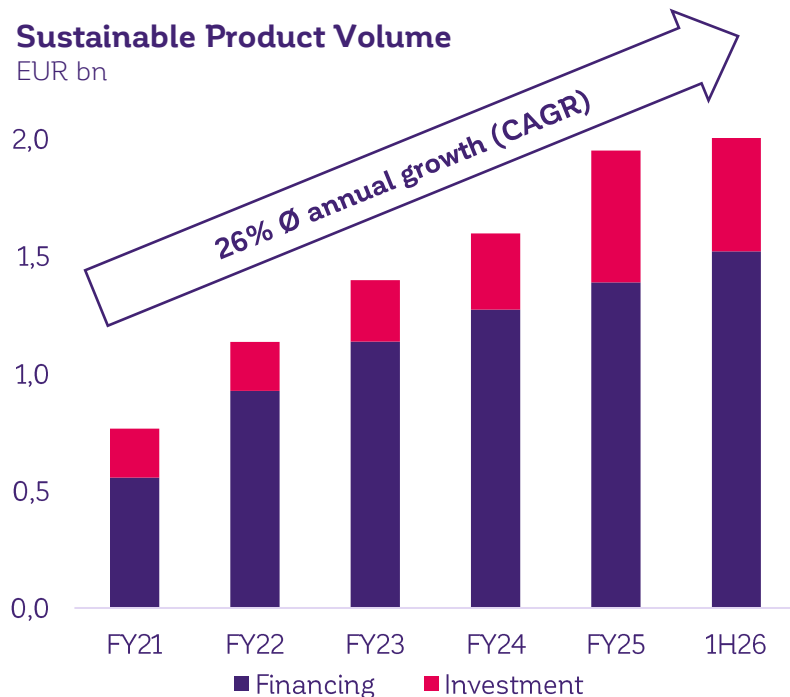
THE USE BY BKS Bank OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES ("MSCI") DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF BKS Bank BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS AND ARE PROVIDED 'AS-IS' AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

# BKS is a Sustainable Banking Pioneer

## A Sprouting Business

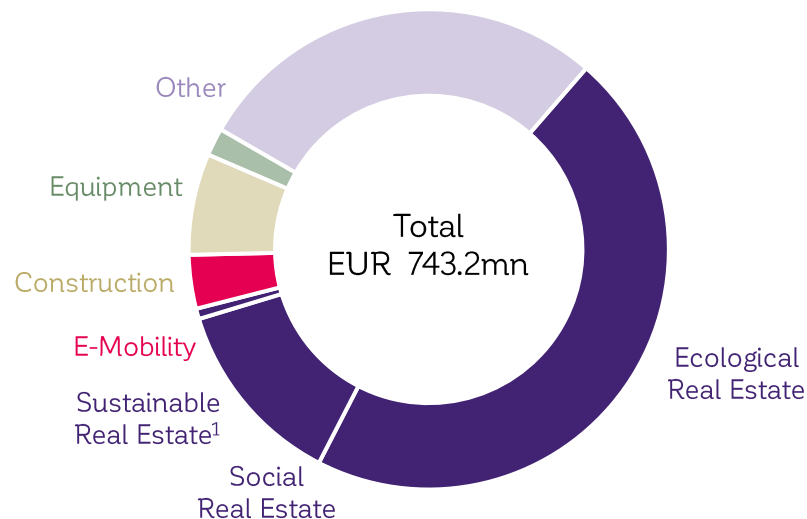
### Sustainable Product Volume

EUR bn



### Sustainable Asset Register

% of Finance Pool



According to the definitions of the Austrian National Bank.

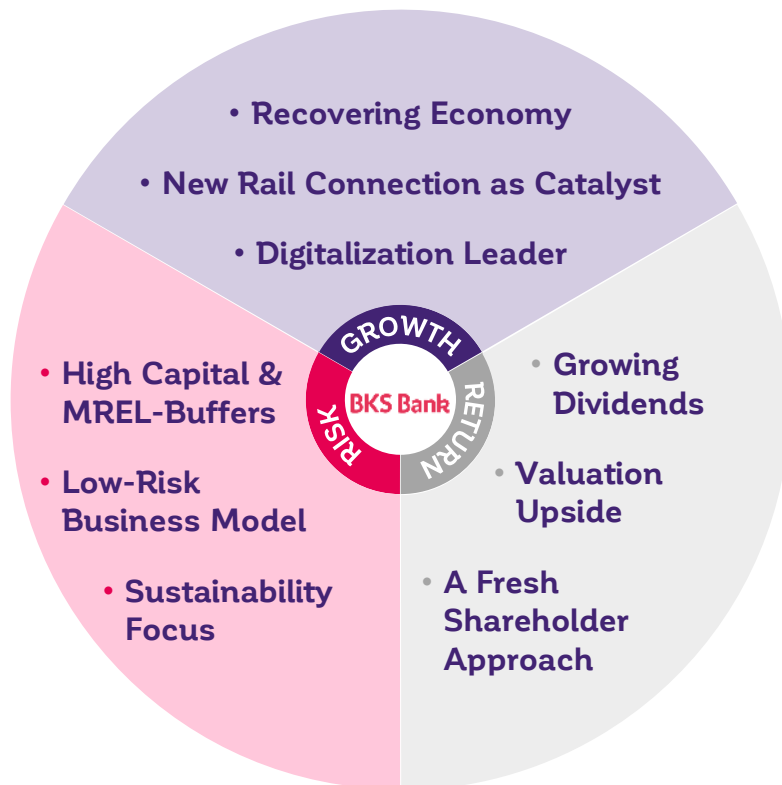
<sup>1</sup>Sustainable real estate is defined as both ecological and social.  
Data as of 30.6.2026.

## Contents

|                                   |           |
|-----------------------------------|-----------|
| 1. Introduction to BKS Bank       | 2         |
| <b>2. Why Invest</b>              | <b>16</b> |
| 3. Appendix                       | 29        |
| 4. Glossary, Contacts, Disclaimer | 39        |

# Why Invest in BKS Bank?

Driving Value Growth While Balancing Risk and Return



**BKS Bank**

# Rising Loan Volume, Growing Client Pool

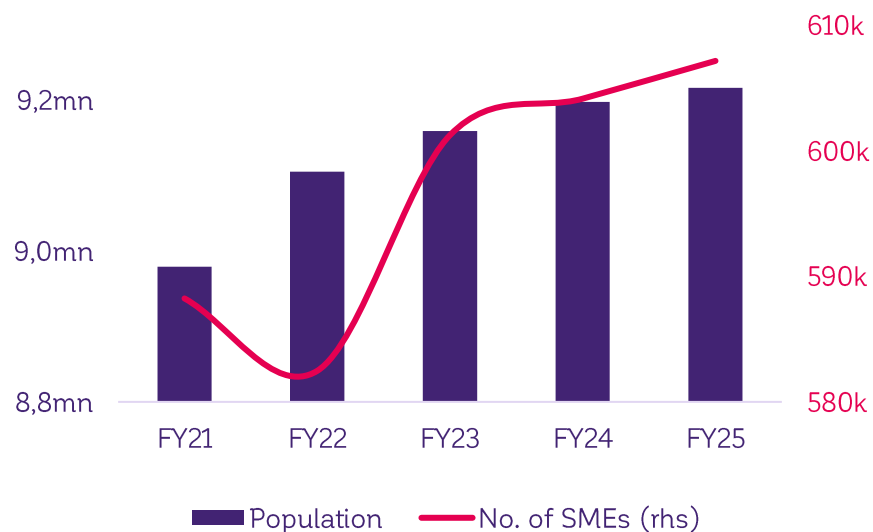
## A Favorable Position for Growth

### Total Loans Outstanding in Austria

EUR bn



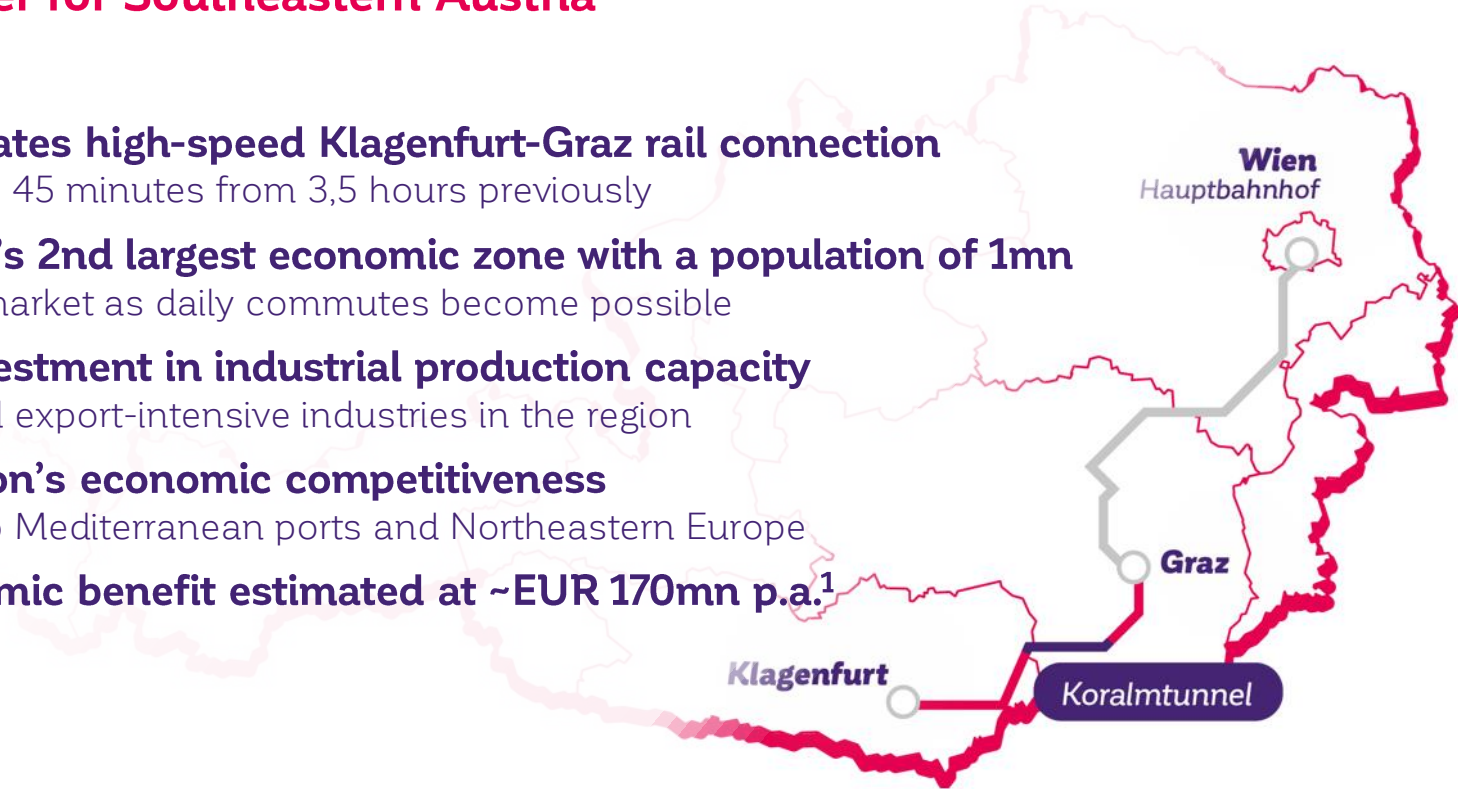
### Population and Number of SMEs in Austria



# Koralm Tunnel as Economic Catalyst

## A Game Changer for Southeastern Austria

- **New tunnel creates high-speed Klagenfurt-Graz rail connection**  
Cuts travel time to 45 minutes from 3,5 hours previously
- **Creates Austria's 2nd largest economic zone with a population of 1mn**  
Stimulates labor market as daily commutes become possible
- **Incentivizes investment in industrial production capacity**  
Thriving R&D- and export-intensive industries in the region
- **Boosts the region's economic competitiveness**  
Efficient access to Mediterranean ports and Northeastern Europe
- **Regional economic benefit estimated at ~EUR 170mn p.a.<sup>1</sup>**



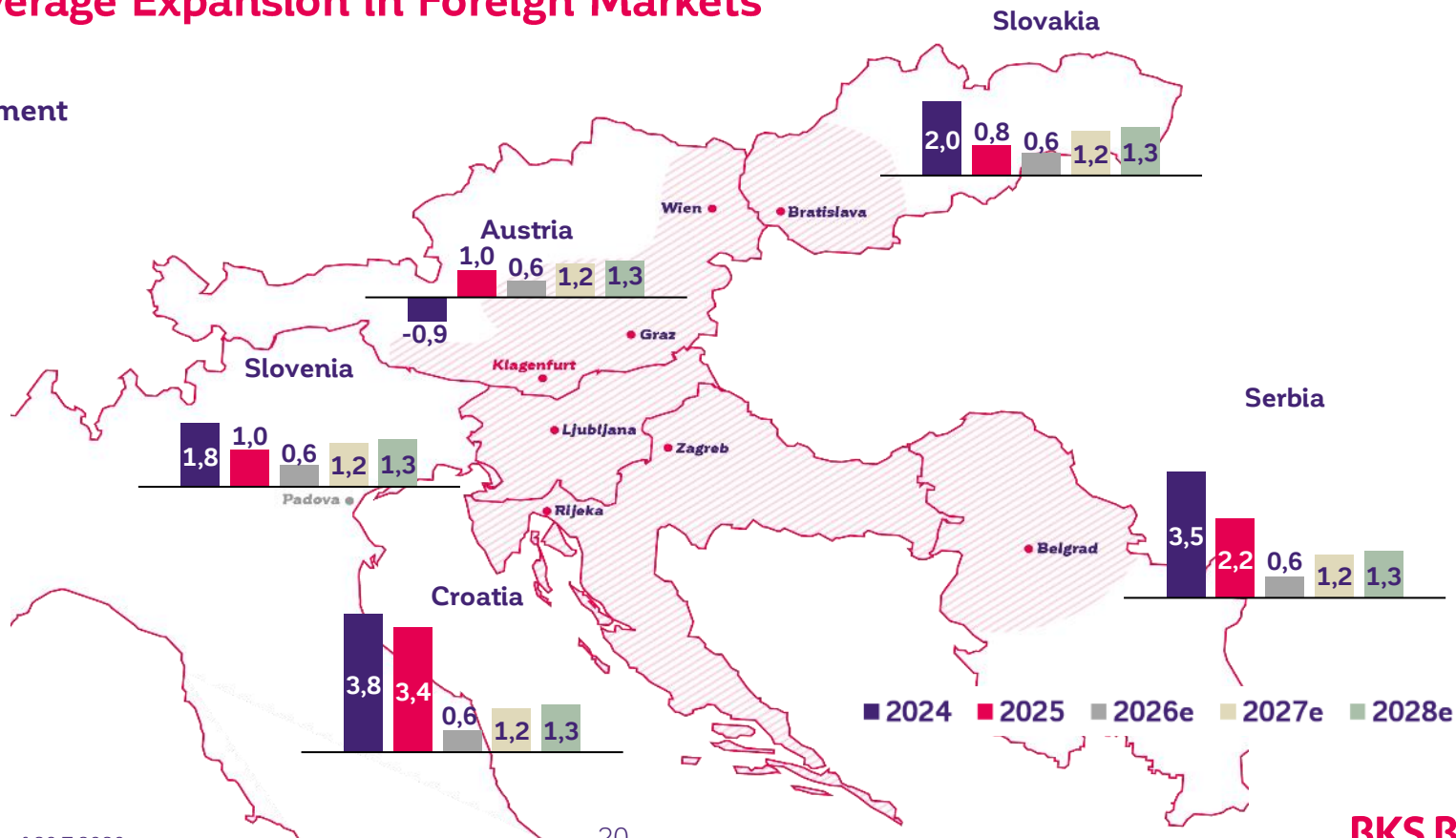
<sup>1</sup>Source: Austrian Academy of Sciences,  
Institute for Urban and Regional Research, 2002.

# CEE Adds to Growth Perspective

## Above-Average Expansion in Foreign Markets

### GDP Development

Forecast %

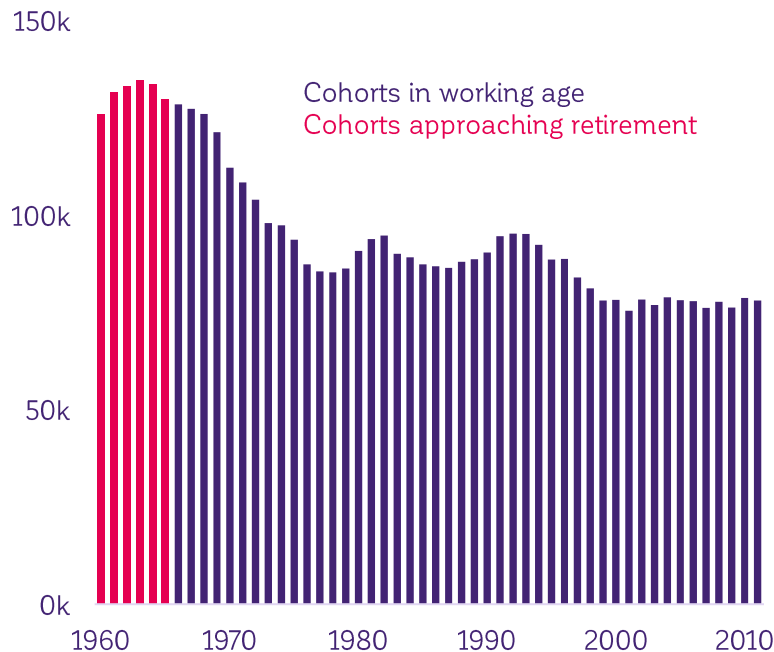


# Private Pension Need Drives F&C Outlook

## Thanks to Growing Life Expectancy and Prosperity

### Baby Boomers Reach Retirement Age

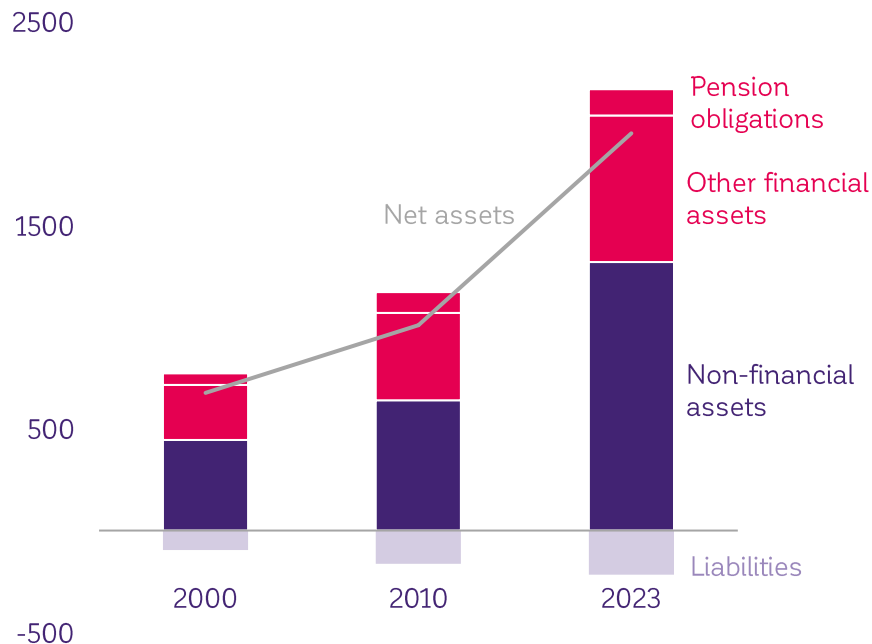
Number of Annual Births in Austria



Source: Statistics Austria, Austrian National Bank

### Value of Assets that Austrians own

EUR bn

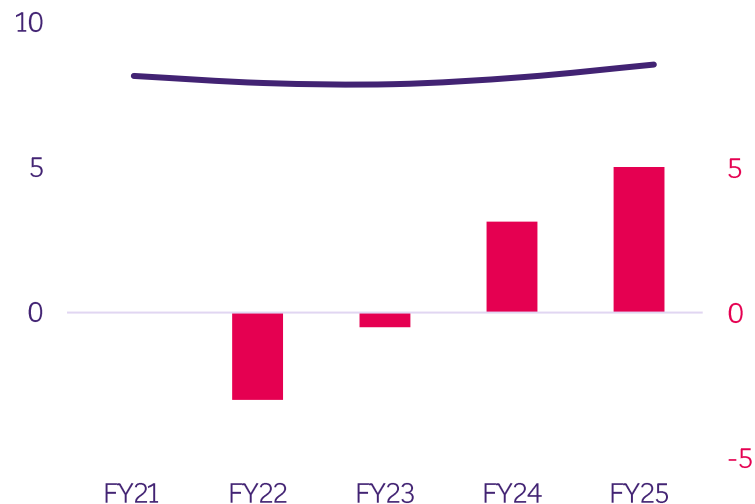


# Strong Growth in Managed Funds

Our clients appreciate a close relationship with their bank

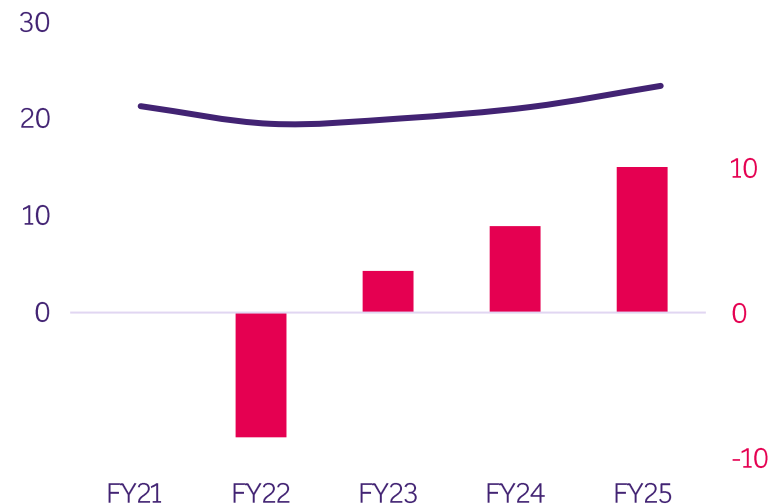
Primary Funds EUR bn

YOY Change %, rhs



Customer Funds under Management EUR bn

YOY Change %, rhs

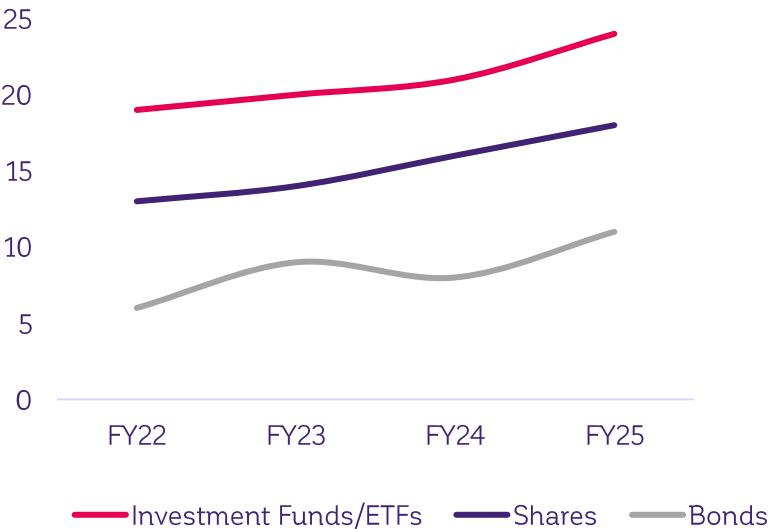


# Security Ownership in Austria

Growing Trend, Promising Potential

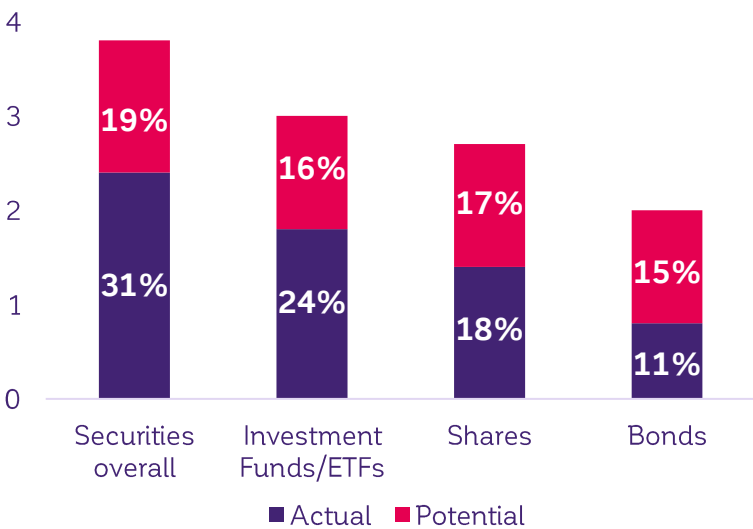
## Security Ownership in Austria

% of adult population



## Potential of Security Ownership in Austria

Mn people, % of adult population

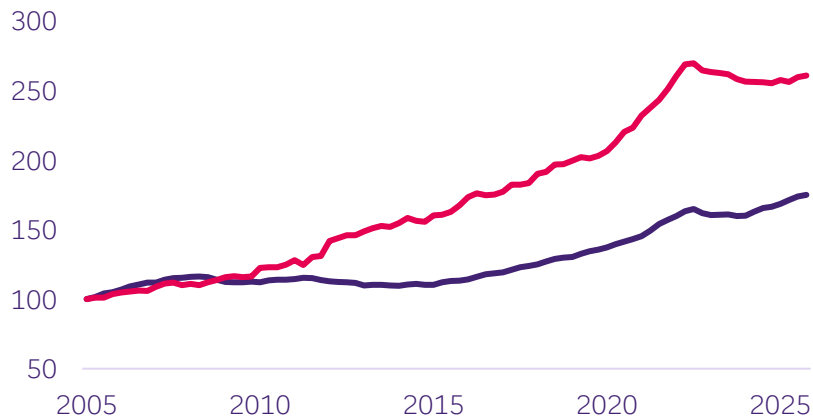


# Residential Real Estate in Austria

## While Prices Recover, Affordability Returns

### Austrian RRE Price Rebound Continues

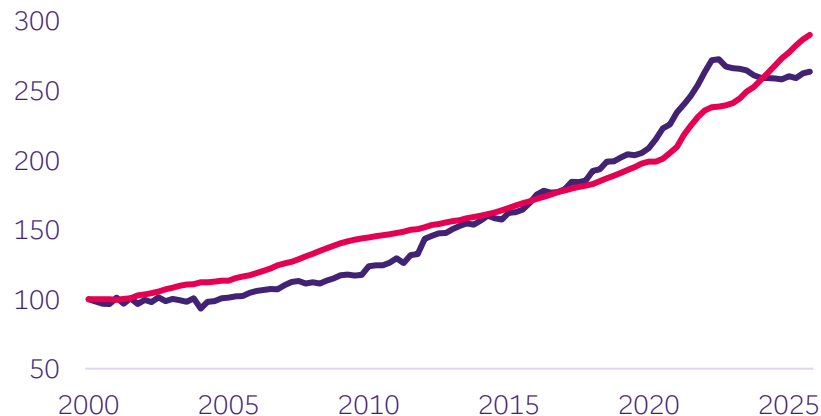
RRE Price Index (1Q05=100)



— Eurozone — Austria

### Austrian RRE Affordability is Improving

RRE Price Index vs. Household Income



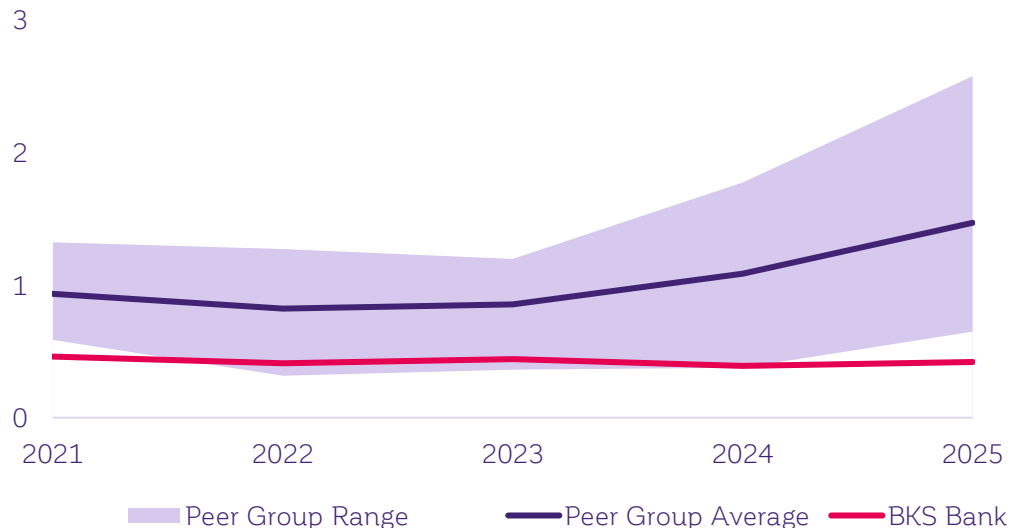
— RRE price index (2000=100)  
— Household income (4-period SMA)

# Considerable Valuation Upside

BKS Bank Shares Trade at a Discount Compared to Austrian Peers

## Price-Book Value Development

BKS Bank vs. Austrian Banking Peers



Peer group consists of BAWAG, BTU, Erste Group, Oberbank, and RBL.



# Committed to Shareholder Value

The BKS Share is a Reliable Long-Term Investment

BKS Bank Share Price

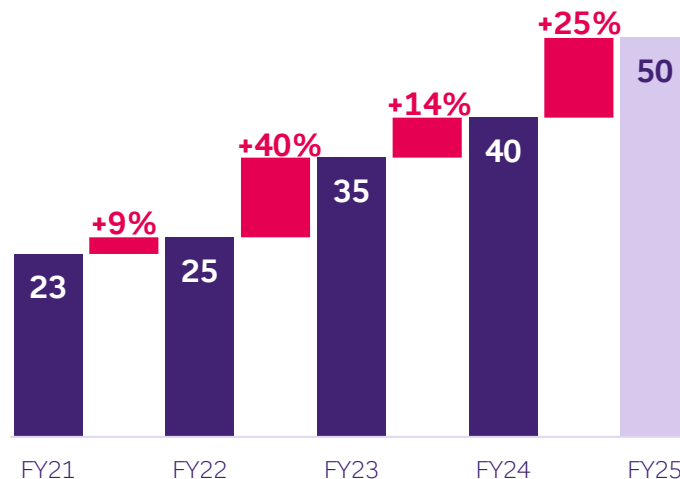
EUR



**Total  
shareholder  
return \***  
**714.3%**

Dividend per share

EUR Cent



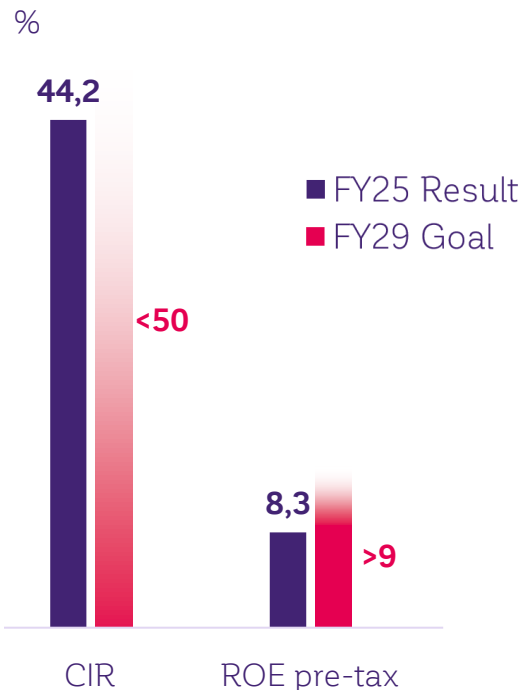
Any investment in securities involves risks. Statements contained in this presentation regarding past events or performance should not be taken as a guarantee of future events or performance. This presentation and its contents do not constitute investment advice or a recommendation.

\* Accumulated since 1986 with a re-investment of dividends.

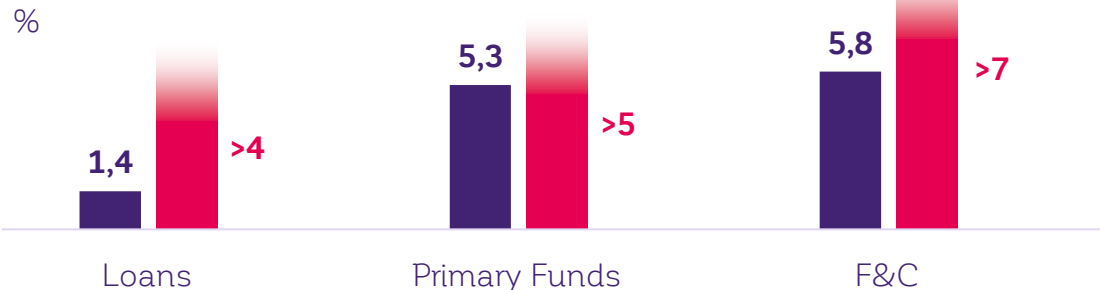
# Our Ambition

Growing to Become one of Austria's Ten Largest Banks

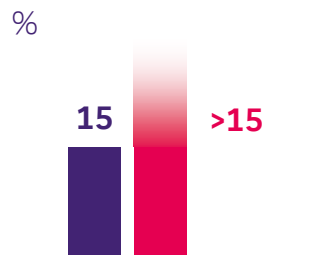
## Profitability metrics



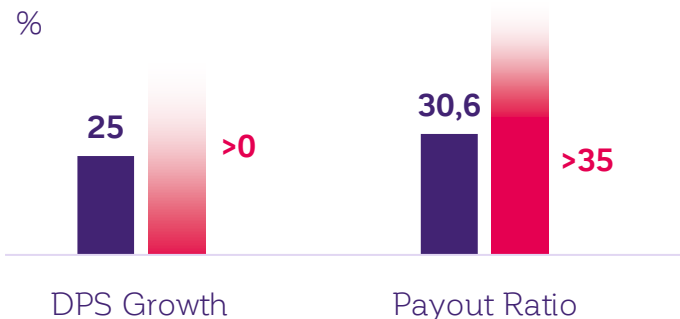
## Growth metrics



## CET1-Ratio



## Dividend metrics



# Final Remarks

## An Excellent Investment Opportunity

- **A Well-Kept Universal Bank**  
Solid Structure, Well Diversified, Growing Profitability
- **Deep Regional Roots, Strong Personal Relationships**  
Corporate and Retail, in Person and Online
- **A Multitude of Growth Perspectives**  
Several Expansion Catalysts in the Market Area
- **A Strong Commitment to Shareholder Return**  
A Good-Value Entry Point to profit from a Growing Dividend



## Contents

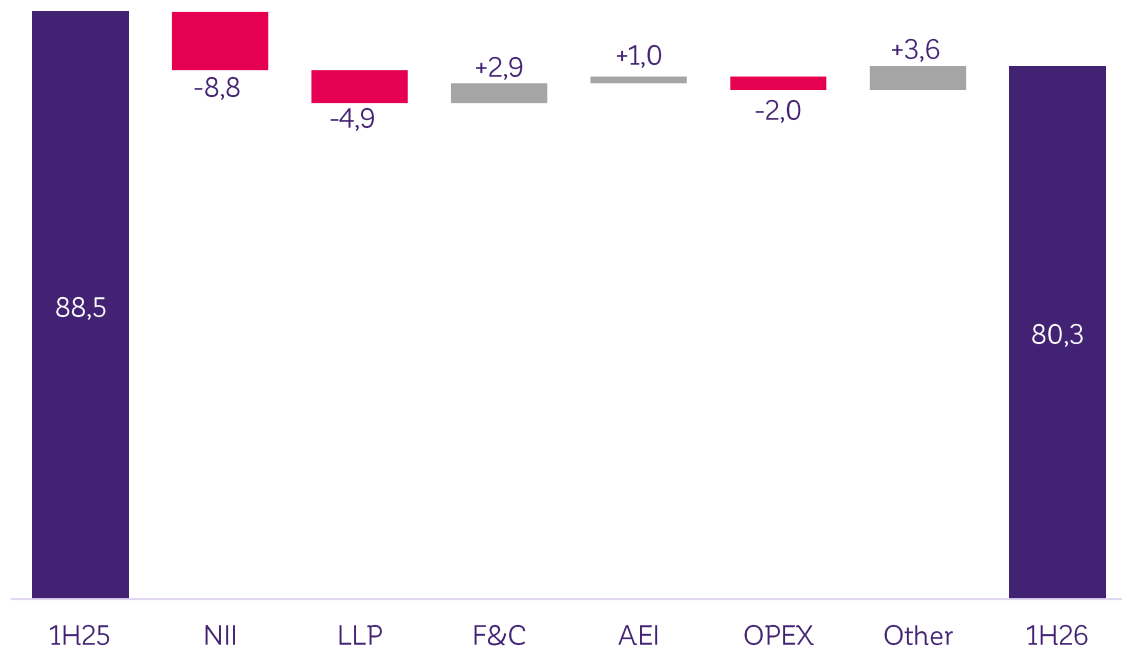
|                                   |           |
|-----------------------------------|-----------|
| 1. Introduction to BKS Bank       | 2         |
| 2. Why Invest                     | 16        |
| <b>3. Appendix</b>                | <b>29</b> |
| 4. Glossary, Contacts, Disclaimer | 39        |

# 1H26 Pre-Tax Result Development

Maintaining an Elevated Level of Profitability

## Pre-Tax Result

EUR mn



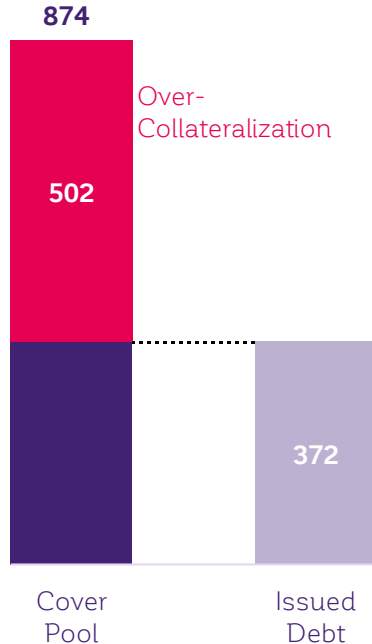
- **NII** down because of a positive one-off effect in 1H25
- **LLP** up in context of restrained economic development in Austria
- **F&C** profit from payment services and securities business
- **OPEX** rise on the back of higher personnel cost

# Mortgage Cover Pool

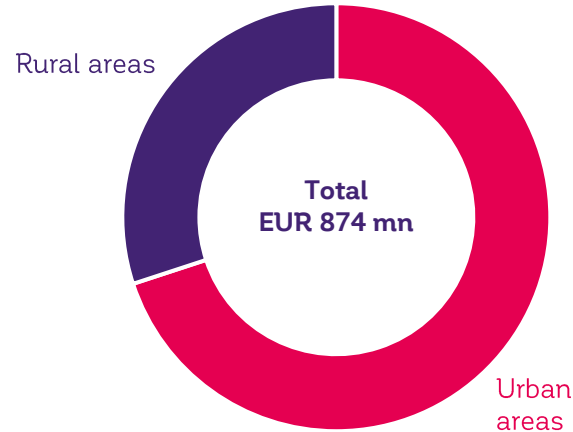
## Abundant Over-Collateralization Opens Bond Placement Opportunities

### Cover Pool

EUR mn



### Cover Pool: 100% Austrian

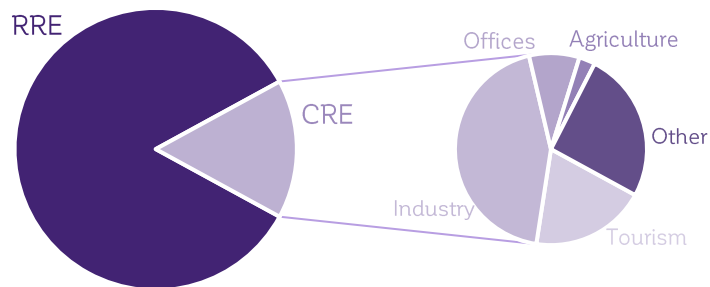


- S&P Cover Pool Rating: **AAA/stable**
- 99% of cover pool loans **EUR-denominated**
- Over-collateralization: **135% of issued debt**

# A Resilient Real Estate Portfolio

## An Important Backbone to Our Business

### Cover Pool Utilization



### Average Loan Size

EUR mn



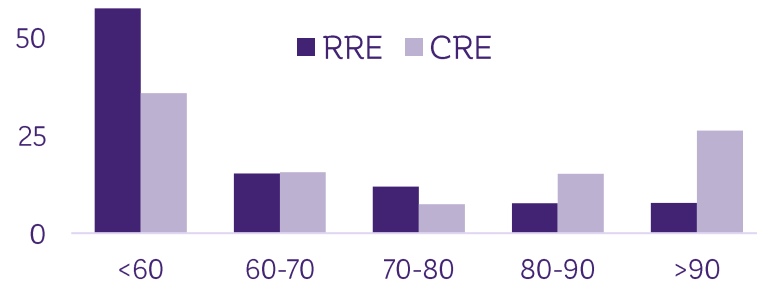
### Weighted Average LTV

%



### LTV Distribution

%



# Ambitious Digitalization Efforts

## Close Client Relationships Also Online

| Major Digitalization Achievements and Ambitions                                                                          |                                                                                                                    |                                                                                                                      |                                                                                                                               |                                                                                                                 | Digitalization Objectives                                                                                                                                                                                         |
|--------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <br>Instant Payment                     | <br>Digital Identity Verification | <br>Online Mortgage Application     | <br>Integrated E-shop in Banking App         | <br>Mobile Account Opening     | <ul style="list-style-type: none"><li>• Meet customers' financial needs in a <b>proactive, seamless and innovative</b> manner</li><li>• <b>Service excellence</b> – whether <b>in person or digital</b></li></ul> |
| <br>Award-Winning Banking App           | <br>Accelerated Lending Decisions | <br>Electronic Saving Product Range | <br>Data-Driven Sales                        | <br>Full Digital Offer Abroad |                                                                                                                                                                                                                   |
| <br>Securities Account for Young Adults | <br>Website Relaunch              | <br>Secure Document Exchange        | <br>Complete Digital Corporate Banking Offer | <br>Full Barrier-Free Access   |                                                                                                                                                                                                                   |

# Seasoned Leadership

## 130 Years of Combined Experience

CEO



**Nikolaus  
Juhász**

Responsible for  
Domestic Business,  
Real Estate, HR,  
Communication, etc.

Tenure ends 06/29

CFO/CRO



**Clemens  
Bousquet**

Responsible for  
Risk, Finance &  
Controlling, etc.

Tenure ends 10/28

Digitalization



**Dietmar  
Böckmann**

Responsible for  
Digital Business, IT,  
Operations, Back Office,  
etc.

Tenure ends 06/31

Foreign Markets



**Renata Maurer  
Nikolic**

Responsible for  
International Business

Tenure ends 03/28

Chairwoman SB



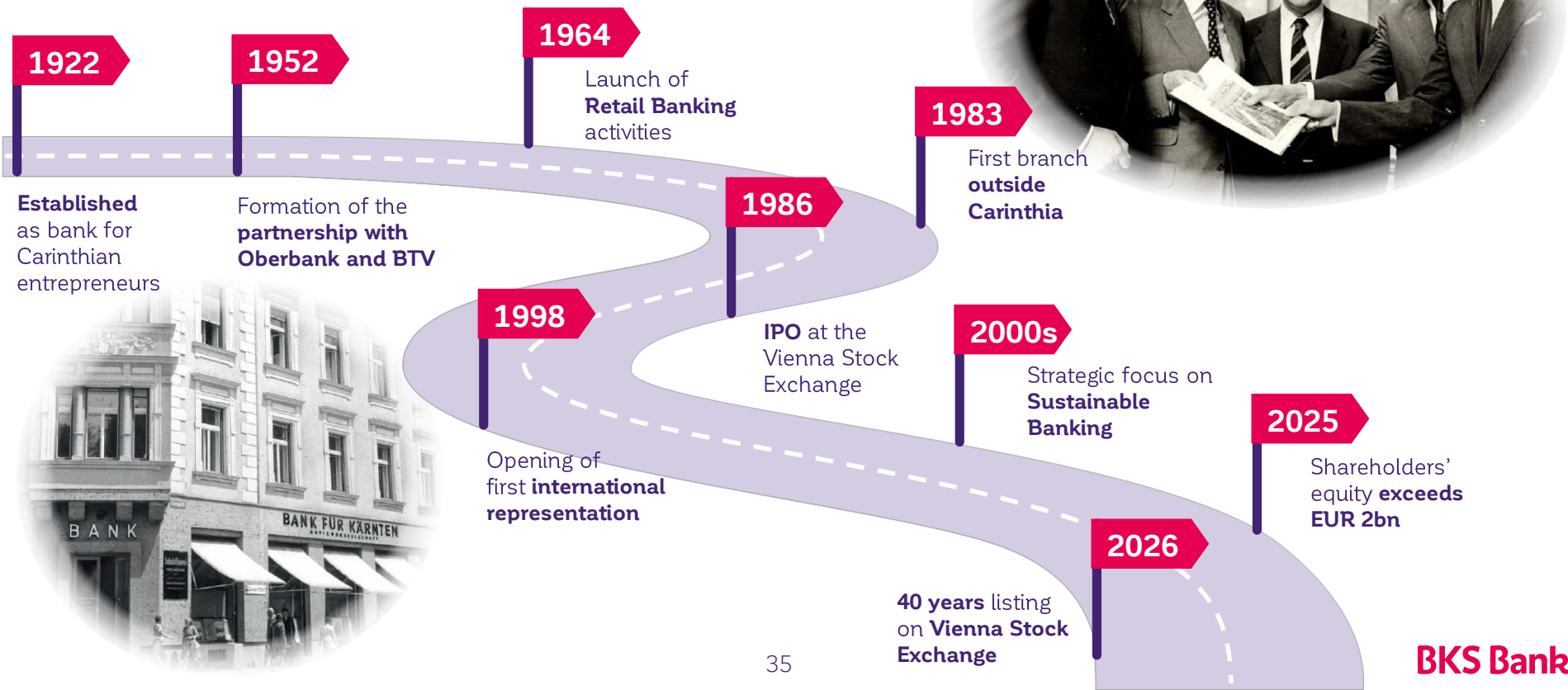
**Sabine  
Umik**

Professor of  
Accounting and  
Business Taxation,  
**Paris-Lodron-  
University Salzburg**

Tenure ends 05/27

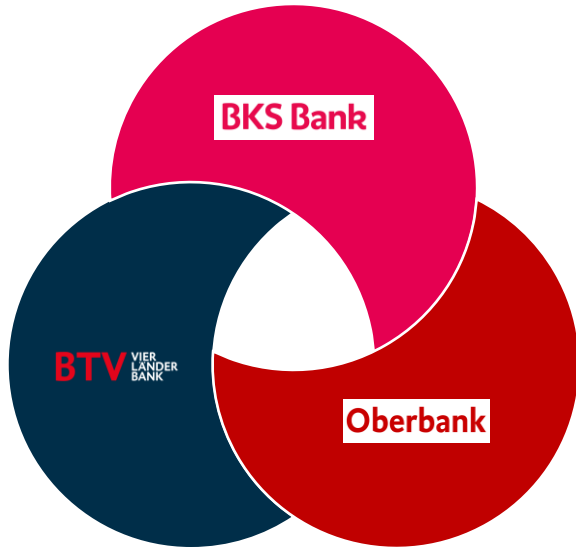
# Becoming BKS Bank

## A Century of Success



# The Partnership with Oberbank and BTV

## A Reliable Structure for BKS Bank's Sovereignty



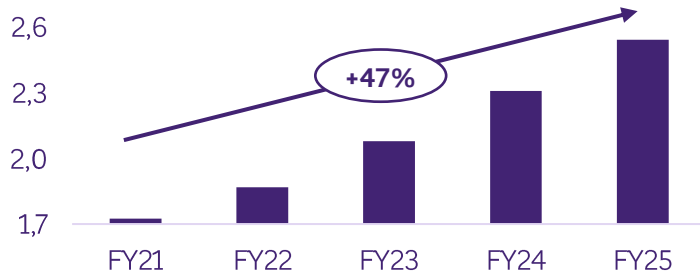
- Each bank owns a minority share in the two other banks
- Syndicate agreements provide for joint conduct in certain corporate actions
- No cross-guarantees nor mutual bail-out obligations
- Jointly owned service and IT companies help save costs
- Structure secures BKS Bank's independence

# Outstanding Retail Banking

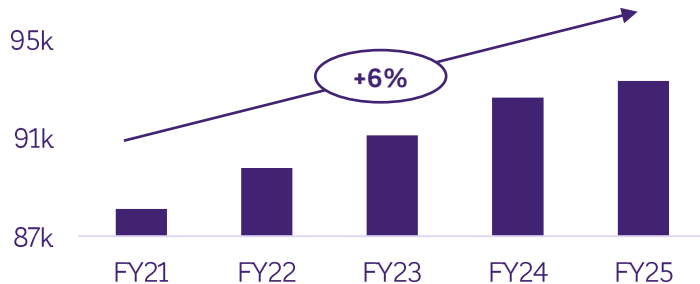
## Happy Clients, Growing Business

### Retail Term- and Demand Deposits

EUR bn



### Number of Retail Accounts



### Client Satisfaction Survey

2025 Results

**95%**  
Client  
Satisfaction<sup>1</sup>

**+72**  
Net Promoter  
Score

### “Recommender” Award 2026

Excellent Customer Orientation



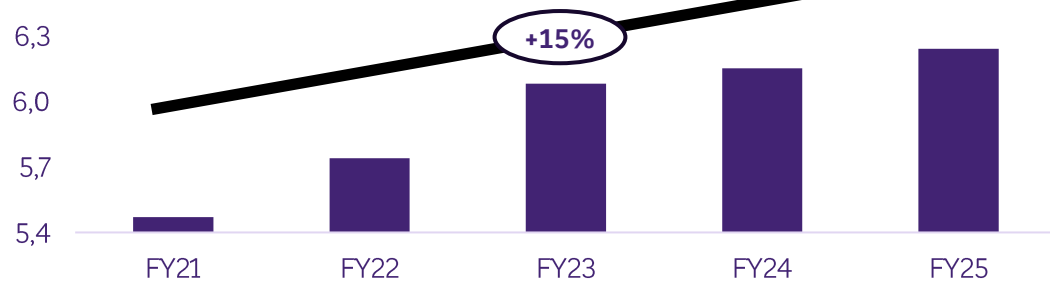
<sup>1</sup>95% of clients rated the services of BKS Bank as very good or good.

# Expanding Corporate Banking

## Driven by Adoption of Digital Solutions

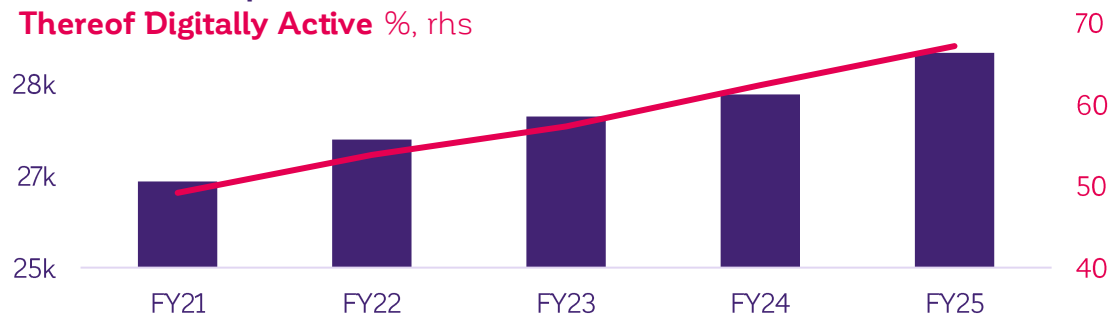
### Loan Demand

EUR bn



### Number of Corporate Clients

Thereof Digitally Active %, rhs



## Contents

|                                          |           |
|------------------------------------------|-----------|
| 1. Introduction to BKS Bank              | 2         |
| 2. Why Invest                            | 16        |
| 3. Appendix                              | 29        |
| <b>4. Glossary, Contacts, Disclaimer</b> | <b>39</b> |

# Glossary

**ADC**

Acquisition, development and construction

**AEI**

At equity income

**AT1**

Additional tier 1

**bps**

Basis points

**CAGR**

Compound annual growth rate

**CBC**

Counterbalancing capacity

**CBR**

Combined buffer requirement

**CET 1**

Core equity tier 1

**CET1 Ratio**

CET 1/TREA

**CIR**

Cost/income ratio

**CR III**

Coverage ratio III

**CRE**

Commercial real estate

**DPS**

Dividend per share

**ESG**

Environmental, social, governance

**FX**

Foreign exchange

**F&C**

Fees & commission

**HQLA**

High-quality liquid assets

**IPRE**

Income-producing real estate

**LCR**

Liquidity coverage ratio

**LDR**

Loan/deposit ratio

**LLP**

Loan loss provisions

**LTV**

Loan to value

**NII**

Net interest income

**NPL**

Non-performing loans

**NSFR**

Net stable funding ratio

**OPEX**

Operating expenses

**P1R**

Pillar 1 requirement

**P2R**

Pillar 2 requirement

**pp**

percentage points

**rhs**

right-hand side

**ROE**

Return on equity

**RRE**

Residential real estate

**SMA**

Simple moving average

**SME**

Small and middle-sized enterprises

**TREA**

Total risk exposure amount



# Contacts



**Dieter Kohl**

Investor Relations  
investor.relations@bks.at



**Ferdinand Pinkelnig**

Treasury & Financial Institutions  
ferdinand.pinkelnig@bks.at

**Scan QR-Code to download this presentation →**



# Disclaimer and Imprint

## **Information contained in this Presentation**

This presentation is based on carefully compiled information. The information contained in this presentation has been provided by BKS Bank AG and has not been verified independently. Unless otherwise stated, BKS Bank AG is the source of information. This presentation is intended to provide a general overview of the business of BKS Bank AG and does not purport to deal with all aspects and details regarding BKS Bank AG. Statements contained in this presentation regarding past events or performance should not be taken as a guarantee of future events or performance.

## **No offer or investment recommendation**

This presentation and its contents do not constitute investment advice or a recommendation. The information contained in this document is neither an offer nor a solicitation to subscribe to, purchase or sell any of the investments or (bank) products mentioned in this presentation; neither does it constitute a purchase or sell recommendation. In all legal systems this presentation may only be distributed in compliance with the respective applicable laws, and persons obtaining possession of this presentation should familiarize themselves with, and adhere to, the relevant applicable legal provisions.

## **No Legal, Tax or Investment Advice**

Prospective recipients should not treat the contents of this presentation as advice relating to legal, taxation or investment matters, and are to make their own assessments concerning such matters and other consequences of a potential investment in BKS Bank AG, its securities and (bank) products, including the merits of investing and related risks.

## **Forward-looking Statements**

Insofar as this presentation contains forward-looking statements, such statements do not represent facts and are characterized by the words "expect", "believe", "estimate", "intend", "aim", "assume" or similar expressions. Such statements express the intentions, opinions or current expectations and assumptions of BKS Bank AG. Such forward-looking statements are based on current plans, estimates and forecasts which BKS Bank AG has made to the best of its knowledge, but which do not claim to be correct in the future. Forward-looking statements are subject to risks and uncertainties that are difficult to predict and usually cannot be influenced by BKS Bank AG. It should be kept in mind that the actual events or consequences may differ materially from those contained in or expressed by such forward-looking statements. BKS Bank AG undertakes no obligation to update or revise any of the information, including forward-looking statements, or the conclusions contained herein or to reflect new events or circumstances or to correct any inaccuracies which may become apparent subsequent to the date hereof.

Produced by: BKS Bank AG, St. Veiter Ring 43, 9020 Klagenfurt, Austria  
Companies Register Court: Regional Court Klagenfurt, Companies Registration Number: FN 91810s  
Supervisory authority: Financial Market Authority Austria, Division Banking and Securities Supervision  
Chamber/Professional Association: Chamber of Commerce and Industry Austria, Division Banking and Insurance  
Copy deadline: August 2026

BIC: BFKKAT2K  
Reuters Dealing Code: BKSK  
Bloomberg Code: BKUS AV  
LEI (Legal Entity Identifier): 529900B9P29R8W03IX88