

# Credit Update



March 2024



# Agenda

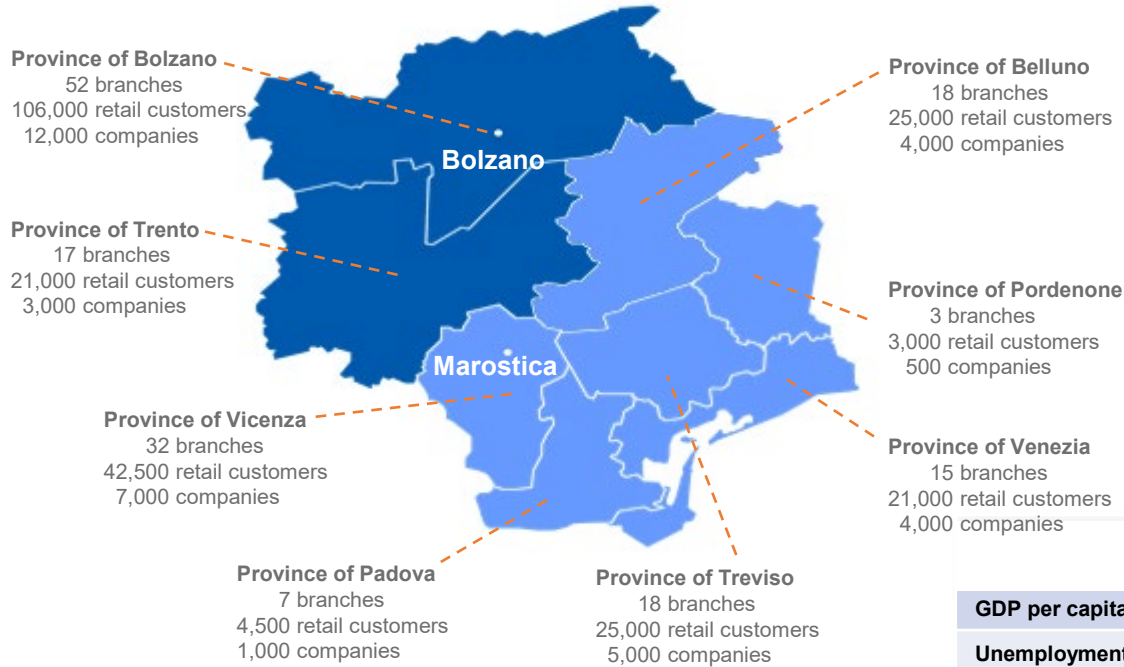
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- 01 **Volksbank at a glance**
- 02 FY 2023 results
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- 08 Balance sheet and P&L



# Volksbank is an important player in north-eastern Italy

Volksbank's home regions traditionally have **higher GDP per capita** and **lower unemployment** than the national average



~284,000

Number of customers  
(as of 31/12/2023)

162

Number of branches  
(as of 31/12/2023)



	Province of Bolzano	Region of Veneto	Republic of Italy
<b>GDP per capita (2023)*</b>	54,507 EUR	37,238 EUR	32,983 EUR
<b>Unemployment rate (Q3 2023)**</b>	1.6%	4.4%	7.4%






\* <https://esploradati.istat.it/databrowser/#/it>

\*\* <http://dati.istat.it/Index.aspx>



# Ratings of Volksbank and of its home territory

S&P Global Ratings and DBRS Morningstar affirmed the «Investment Grade» to Volksbank

			Province of Bolzano		Region of Veneto		Republic of Italy	
	Long-Term Rating	Outlook	Long-Term Rating	Outlook	Long-Term Rating	Outlook	Long-Term Rating	Outlook
	<b>BBB-</b>	<b>Stable</b>	<i>N.R.</i>	<i>N.R.</i>	<i>N.R.</i>	<i>N.R.</i>	BBB	Stable
	<b>BB+</b>	<b>Stable</b>	A-	Stable	BBB	Stable	BBB	Stable
	<b>BBB (low)</b>	<b>Stable</b>	<i>N.R.</i>	<i>N.R.</i>	<i>N.R.</i>	<i>N.R.</i>	BBB (high)	Stable
	<i>N.R.</i>	<i>N.R.</i>	Baa1	Stable	Baa3	Stable	Baa3	Stable



# History, Ownership, Member Structure & Governance



- Volksbank became a **joint-stock company** in 2016 following the Italian „**popolari reform**“
- Volksbank has a **widespread shareholder base** (~52,000 shareholders)
- Since September 2017, the Volksbank share has been listed on the **trading platform** Vorvel Sim S.p.A. (formerly Hi-MTF) on the "Order Driven" segment

# We facilitate sustainable regional development

As a **retail and commercial bank** based in South Tyrol with branches in Trentino and Veneto, Volksbank manages a client portfolio of **~284,000 customers** (248k private and 36k business) with a typical universal banking profile

Client segments	Mission
<b>Private (retail)</b>	<ul style="list-style-type: none"><li>▪ Housing Mortgage, realise “the housing dream”</li><li>▪ Finance Energy efficiency requalification</li><li>▪ Wealth management, bancassurance, supplementary insurance and inheritance planning</li></ul>
<b>Corporate</b>	<ul style="list-style-type: none"><li>▪ Primary focus on SMEs</li><li>▪ Our expertise lies especially in the following sectors: tourism, food/agriculture, metal processing, real estate</li></ul>

# Outstanding service quality and employee appreciation



German Institute of Quality and Finance  
Service **Champions 2024** in the  
**'Regional Banks' category**



Il Sole 24 Ore and Statista  
**Sustainability Leaders 2023**



ETicaNews  
Integrated Governance Index  
**IGI Company 2022**



UNI/PdR 125:2022 is an international standard that  
aims to provide guidelines on gender equality  
management system  
**Certification for Gender Equality**



Corriere della Sera and Statista  
**Most climate-conscious  
companies 2024**

Net increase of ~3,800 customers in 2023 to almost 284,000 active customers

# Cybersecurity

Volksbank is constantly committed to protect the security of its customers, safeguarding the confidentiality, integrity and availability of personal as well as financial data. The Security Unit monitors cyber threats, protects information and identifies resilience strategies. Control systems are constantly being strengthened using international best practices in compliance with the relevant regulations.

## Identify

Organizational understanding to manage cybersecurity risk for systems, people, resources, data and capabilities

- Constant updating of the Asset Catalog
- Threat Intelligence activities
- Annual Risk Assessment
- Annual training

## Protect

Appropriate safeguards to ensure the provision of critical infrastructure services

- State-of-the-art software and hardware solutions to safeguard security
- Multilevel security safeguards
- Conducting regular vulnerability assessments and penetration tests

## Detect

Early detection of cybersecurity events

- Activation of facility-wide detection solutions with XDR technology (Extended Detection and Response)

## Respond

Activities to be undertaken in the event of a cybersecurity incident and actions to contain the impact on the business

- Security Operations Center active 24/7 for constant monitoring
- Incident Response Team active 24/7 for immediate response to incidents

## Recover

Appropriate activities to maintain resilience plans and to restore compromised services

- Continuity plan
- Disaster recovery plan



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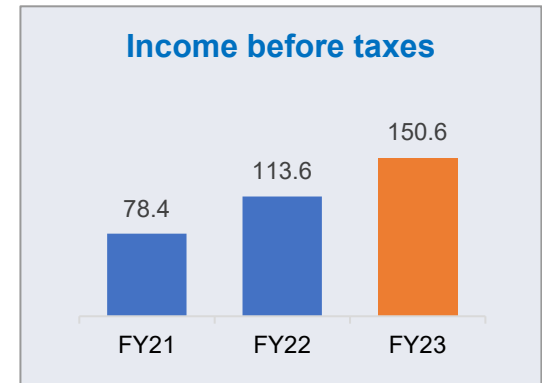
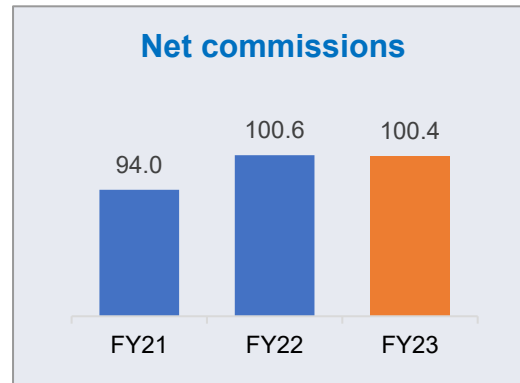
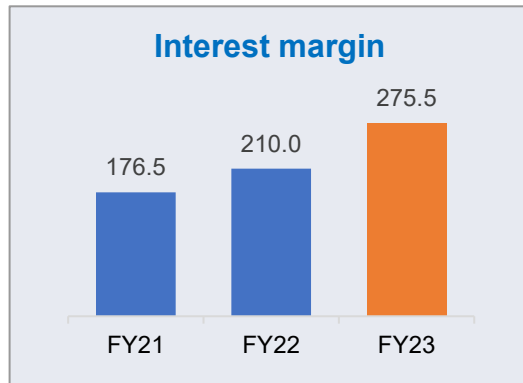
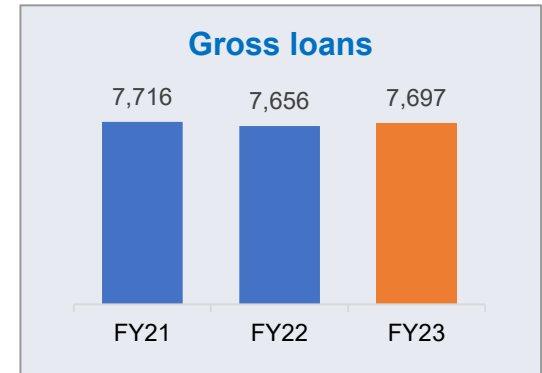
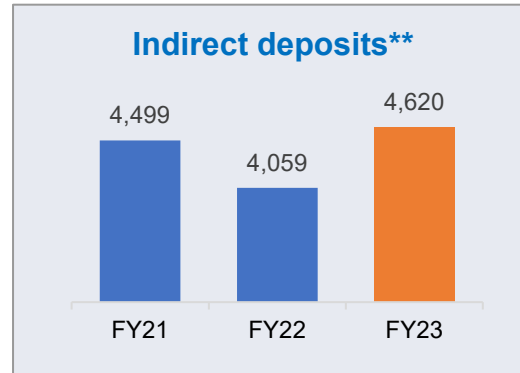
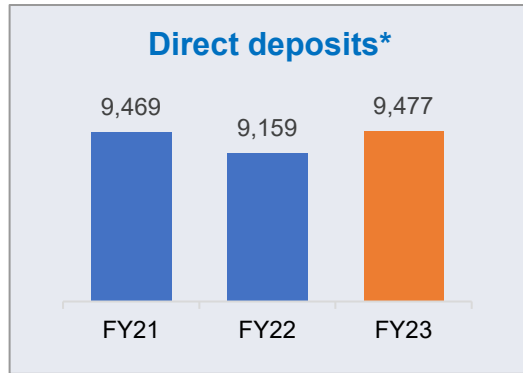
# Overview of the main P&L items

	FY23	FY22	Δ abs.	Δ %
Interest margin	275,515	210,022	65,493	31.2%
Net commissions	100,404	100,613	(209)	-0.2%
<b>First margin</b>	<b>375,919</b>	<b>310,635</b>	<b>65,284</b>	<b>21.0%</b>
Net result of the financial portfolio	(7,577)	6,763	(14,340)	-212.0%
<b>Financial margin</b>	<b>368,342</b>	<b>317,398</b>	<b>50,944</b>	<b>16.1%</b>
Cost of risk	6,782	(20,722)	27,504	132.7%
<b>Operating Income</b>	<b>375,125</b>	<b>296,676</b>	<b>78,448</b>	<b>26.4%</b>
Operating costs and other net operating income (expenses)	(181,669)	(167,390)	(14,279)	-8.5%
Other items	(42,817)	(15,700)	(27,117)	-172.7
<b>Gross profit (loss) before taxes</b>	<b>150,638</b>	<b>113,586</b>	<b>37,052</b>	<b>32.6%</b>
Income taxes	(49,509)	(38,058)	(11,451)	-30.1%
<b>Net profit (loss) for the year</b>	<b>101,129</b>	<b>75,527</b>	<b>25,601</b>	<b>33.9%</b>

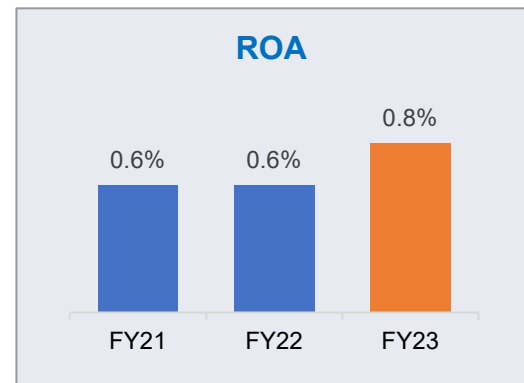
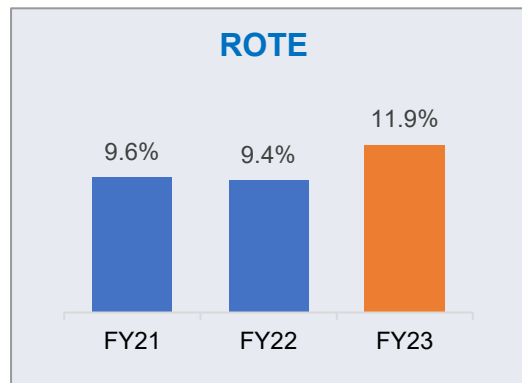
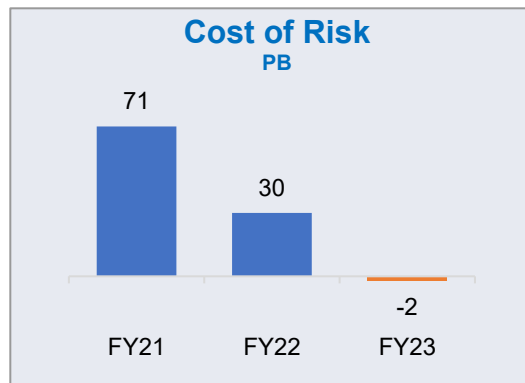
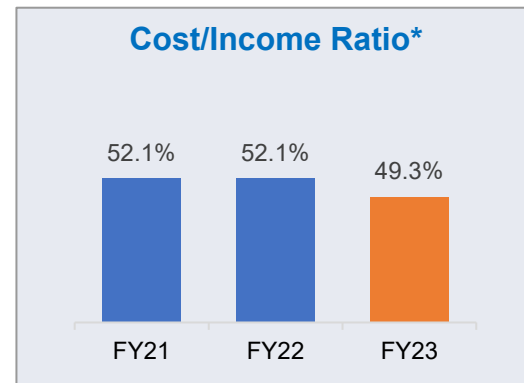
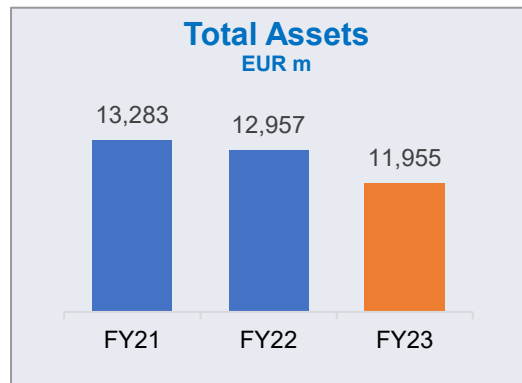
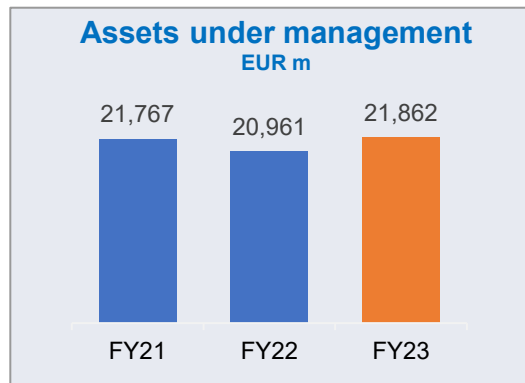


# Evolution of main figures (1/2)

(amounts in millions of EUR)



# Evolution of main figures (2/2)



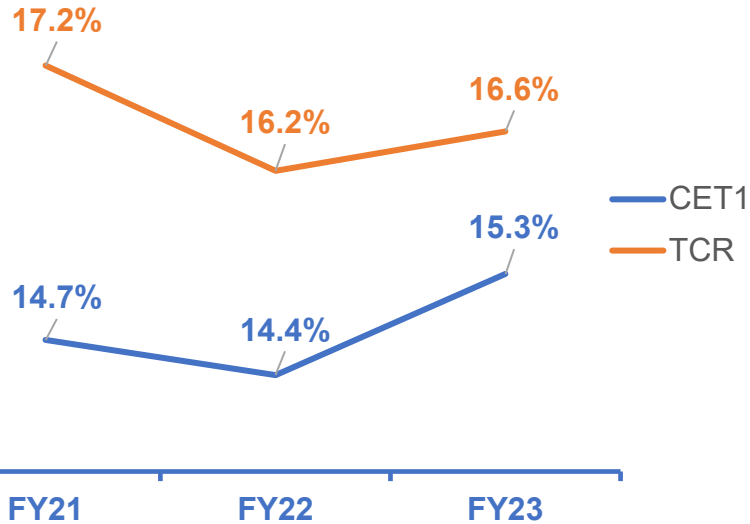
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# Very sound capital position

CET 1 ratio and TCR (fully loaded)



**Very solid liquidity and funding position with LCR and NSFR both much higher than the 100% target envisaged by Basel III:**

- LCR at 215%
- NSFR at 130%

**Capitalisation level confirmed as solid:**

- CET 1 Ratio at 15.4% (phased-in) / 15.3% (fully loaded)
- Total Capital Ratio at 16.8% (phased-in) / 16.6% (fully loaded)

## Current SREP overall capital requirements (incl. Pillar II guidance)

CET1 ratio	8.80%
Tier1 ratio	10.60%
Total capital ratio	13.00%

**Capital Ratios significantly above SREP requirements**

**MREL add-on: 2.50%**



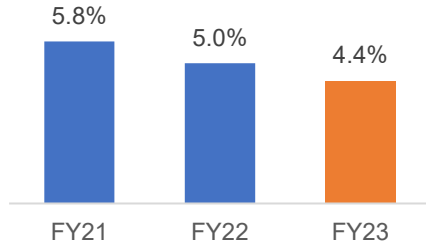
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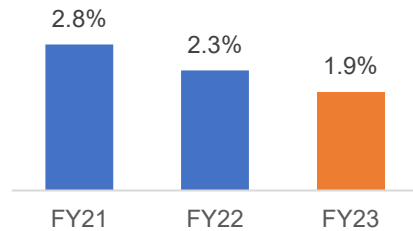
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# Asset Quality and Coverage Ratios

## NPL RATIO (GROSS)



## NPL RATIO (NET)



## COVERAGE RATIOS

	FY21	FY22	FY23
<b>Performing Loans</b>	<b>1.2%</b>	<b>1.1%</b>	<b>1.1%</b>
- stage 1	0.6%	0.8%	0.6%
- stage 2	5.8%	3.6%	5.5%

<b>NPL</b>	<b>54.0%</b>	<b>56.3%</b>	<b>59.0%</b>
<i>Past due loans</i>	26.7%	30.0%	27.6%
<i>UTP loans</i>	40.6%	44.8%	44.1%
<i>Bad loans</i>	67.8%	70.7%	74.4%

## TEXAS RATIO

	FY21	FY22	FY23
Texas ratio	<b>42.3%</b>	<b>36.2%</b>	<b>30.2%</b>

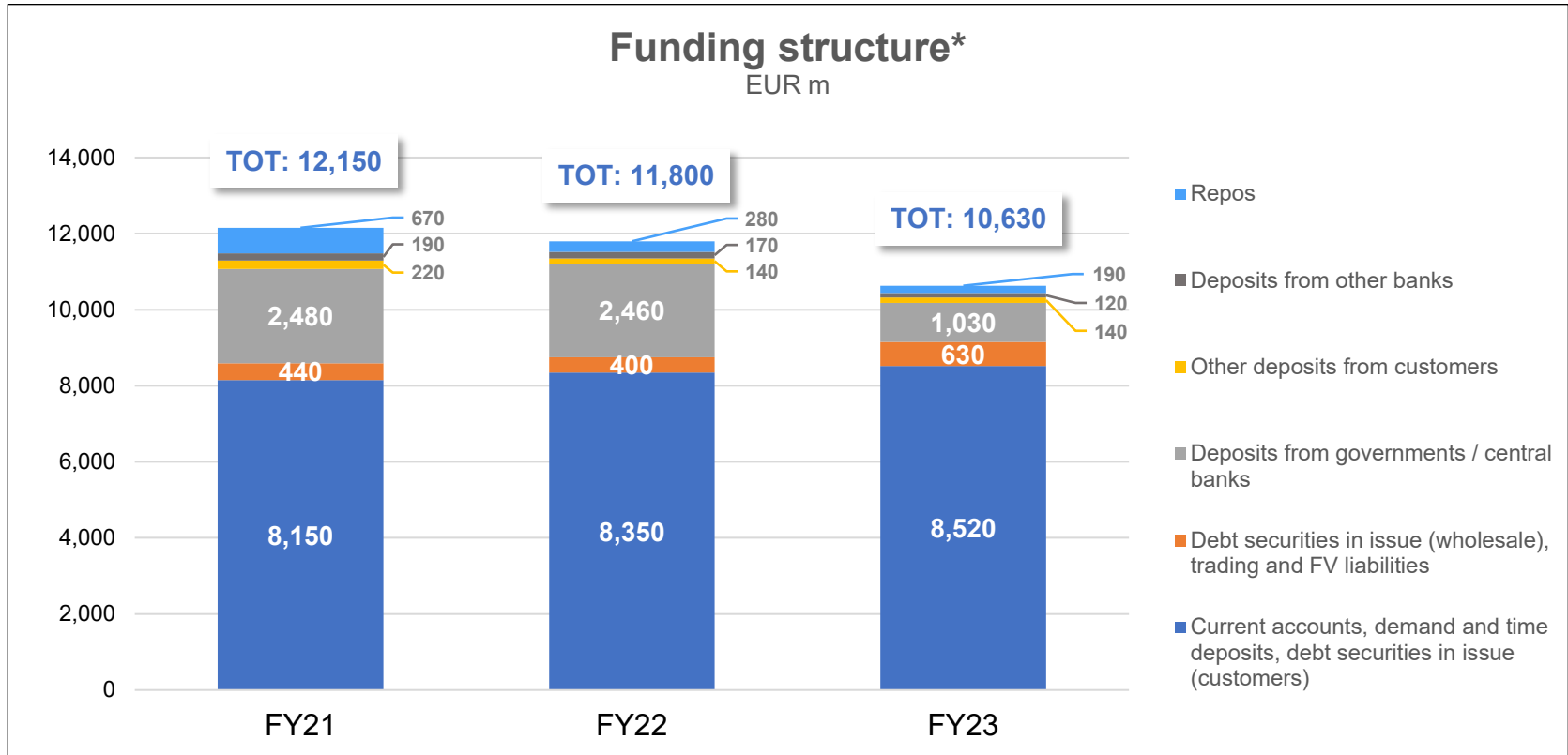


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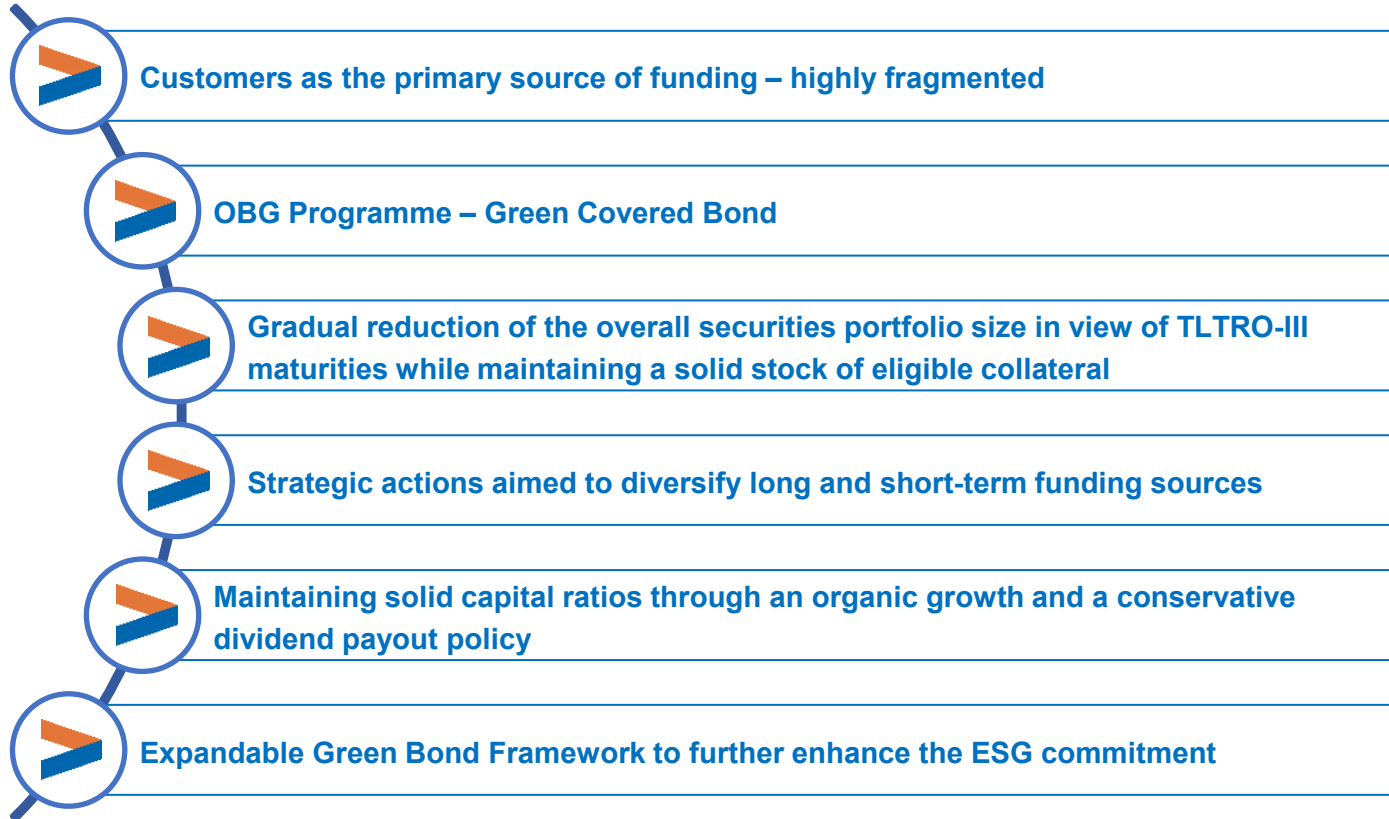
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# Funding & Liquidity



# Solid retail funding with increased diversification in capital markets



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# Strategic insights from the market scenario

## Key considerations from the market scenario...

The positioning as a **solid regional bank** enables Volksbank to face the current market environment ...

... where one of the biggest challenges is to ensure the **stability of liquidity** / funding (especially direct deposits) at acceptable costs ...

... with the simultaneous need to continuously implement **innovations** and improvements, especially through the **digitalisation** of "end-to-end" processes; particular attention is given to **ecological and social** issues ...

... and expanding the range of services offered in the **wealth management business**, without neglecting the core **lending** business

## ...and from the internal positioning of the Bank

Service  
Model

Further **specialisation** of the business model in a **client-centric approach**

Digitalisation

Pursue the path of **digitalisation** of supply chains undertaken with the «Sustainable 2023» Plan, also from a data-driven perspective

ESG

Increasing the monitoring of environmental and **social responsibility** aspects as a distinguishing element in community engagement

Footprint

Consolidate the **territorial footprint** and evolve service models by ensuring 360° coverage of customer needs

# The journey towards the new Strategic Plan starts from three key factors that provide «soul, heart and success» to the Plan

The Bank faces the new Strategic Plan «i-mpact 2026» with solid fundamentals ...



Completion of a significant transformation process, alongside **business model optimization**



Recovery of **excellent profitability levels** within the European banking context



Management **cohesion** and ability to **anticipate scenarios**, which have been fundamental to strengthen the role of independent regional bank

TODAY



...alongside a clear strategic direction focused on three key areas



**Growth** as a lever for value creation



Integration of **artificial intelligence** in the digital processes (the i- of i-mpact 2026)



Enhancement of the **social component**

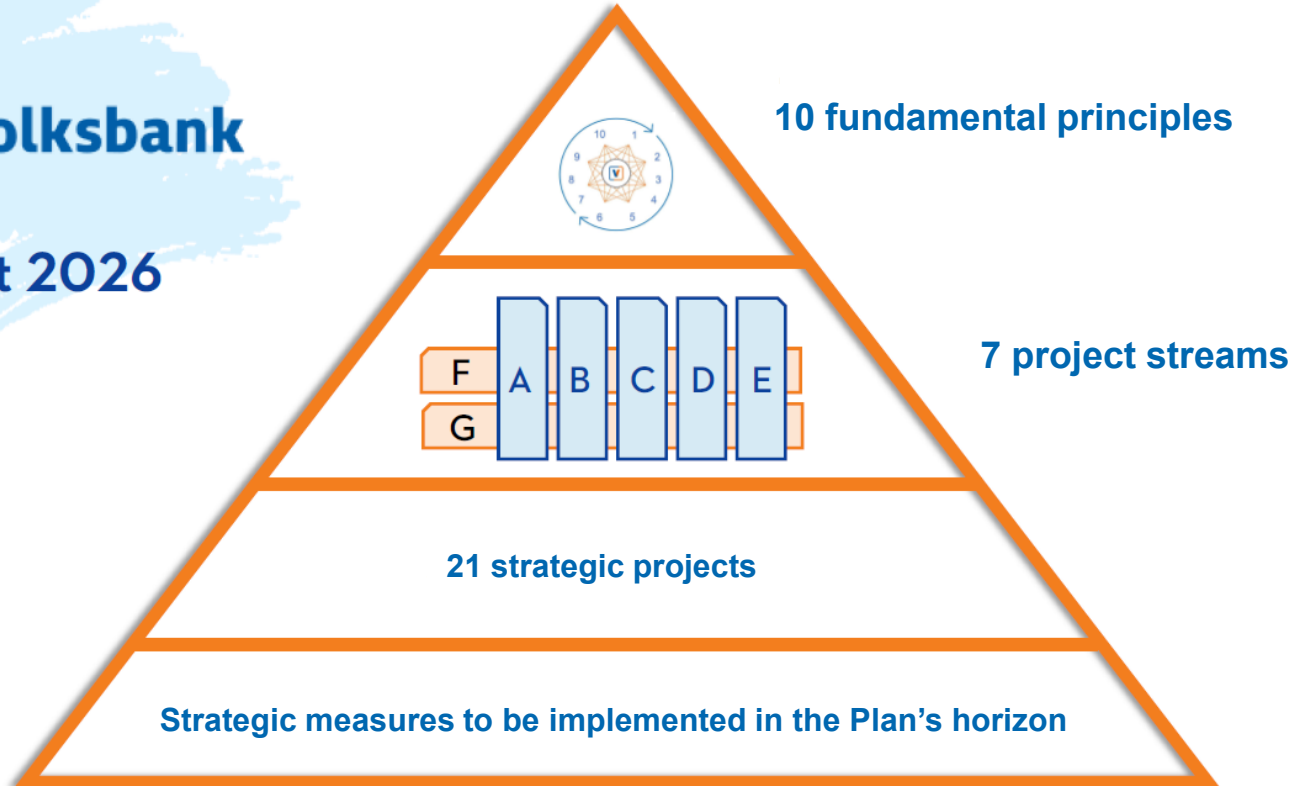
TOMORROW



# Rationales and hierarchies of the 2023-2026 Plan



i-mpact 2026



# The 10 fundamental principles of Volksbank



10. Volksbank must create sustainable value for its shareholders by paying the utmost attention to its operations

9. Volksbank must aim to be one of the strongest retail banks in Europe

8. Volksbank is specialized in the retail sector and in financing strong businesses within its catchment area

7. Digitalization is considered a market opportunity for a regional bank

6. Efficient processes and agile organization are the elements that make a company efficient

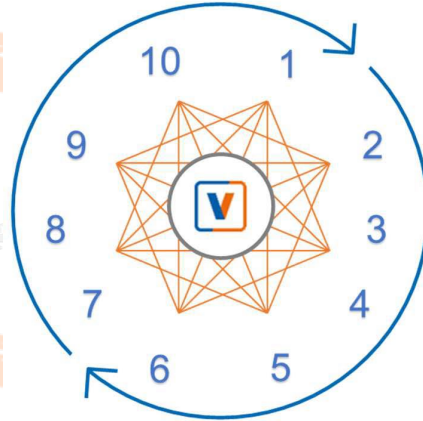
1. Volksbank must be an independent regional bank

2. Families and businesses in Volksbank's catchment area can rely on a competent and trusted financial partner for private and commercial activities

3. The customer is at the center of our activities

4. The measures taken for clients must be fast, flexible and simple

5. The employees represent our most valuable resource





# The 7 project streams of the new Strategic Plan



## F Social Responsibility and Territorial Proximity

*Environmental 2.0  
Social  
Engine of the Territory*

## G Digital Transformation

*Data Quality and Analytics  
Artificial Intelligence and Innovation  
Integrated Multi-Channel*

**Service Model Evolution**

**A**

*Service Model and Contact Center*

*Wealth Management and Bancassurance*

*Retail-Customer financing*

*SMEs Incentives*

**Geographical Growth**

**B**

*Internal Growth*

*External Growth through the opening of new branches in North-East Italy*

**Quality Banking**

**C**

*Regulations and Controls*

*Cybersecurity*

*Credit Excellence*

**Asset Liability Management**

**D**

*ALM Strategy and Models*

*RWA Accuracy and Capital Management*

*Diversification of funding and finance*

**Human Capital**

**E**

*«Culture of us» and Diversity*

*Multi Skill and Customer Centric Organization*

*Method and Skills*



# i-mpact 2026 will enable Volksbank to adapt to the challenges of the market, preserving the levels of profitability achieved in the last two years...

## The underlying rationales...

1. | Ensure **strong CET1 levels** in the Plan's horizon, through a **sustainable business model**
2. | Sustain the growth trajectory of **commercial volumes** to ensure adequate levels of **profitability** and expand the **market shares** of the Bank
3. | Evolving **business models** through a «**client centric**» perspective, strongly oriented towards **advisory** activities and enhancing a pioneering approach on **social, green and local aspects**
4. | **Strengthening** the **relationship** with **stakeholders**, by guaranteeing **stable remuneration flows to the shareholders**
5. | Becoming an «**evolved**» **Bank**, leveraging targeted **investments** and **AI technological innovation**
6. | Maintain an excellent **ability** to «**do well the banking activity**» through a **focused management**

# ...and achieving a «soft landing» target, consistent with the global scenario

Growth of market shares  
in North-East between  
2023 and 2026 ~ +10 %

This will result in a market share of 2.2% in 2026

Cost/Income Ratio  
in 2026 < 65 %

CET1 Ratio in 2026 > 16%

ROE in 2026 > 5 %



Net interest and  
other banking  
income in 2026 > € 320 m

Cost of Risk  
in 2026 < 40 bps

Income before  
taxes in 2026 > € 80 m

Remuneration to  
shareholders within  
the Plan's horizon ~ € 100 m

# Final remarks



**Unique exposure to one of the wealthiest and growth regions in Italy**



**Focus on very well diversified retail and SME business in the target area with solutions for clients that must be fast, flexible and simple**



**Strong focus on innovation and digitalisation of the value chain always focusing on the relationship with customers and the territory**



**Profitable and sustainable growth with strong capital ratios**



**Increased commitment to environmental and social responsibility as a distinguishing factor in community engagement**

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# Covered Bond Programme

Main Terms	
<b>Issuer</b>	Volksbank - Banca Popolare dell'Alto Adige S.p.A.
<b>Programme Size</b>	EUR 3,000,000,000
<b>Programme Structure</b>	Soft-bullet with 12 months of maturity extension
<b>Guarantor</b>	VOBA CB S.r.l.
<b>Cover Pool</b>	Italian prime, first economic lien residential mortgages originated by the Seller
<b>Segregation of collateral</b>	Collateral sold to the Guarantor for the benefit of OBG holders and other secured parties in the context of the Programme
<b>Contractual Asset %</b>	88%
<b>Committed Asset %</b>	79%
<b>Listing</b>	Luxembourg
<b>Overcollateralization</b>	Statutory tests are carried out on a quarterly basis as required by the programme documentation. For internal monitoring purposes, the Bank replicates the tests on a monthly basis.
<b>Governing Law</b>	Italian Law
<b>Programme Set-up</b>	8th October 2019
<b>First asset transfer</b>	1st October 2019

# Green Bond Framework

## Use of Proceeds

Eligible Categories	Eligibility criteria	European Environmental Objective	SDGs
Green buildings	<p>Construction or acquisition of commercial or residential green buildings which meet at least one of the following criteria:</p> <ul style="list-style-type: none"> <li>The building meets a recognised environmental standard such as: LEED gold or higher, or BREEAM very good or higher</li> <li>Buildings with Energy Performance Certificate (EPC) class 'A' or 'B'</li> </ul>	Climate Change Mitigation	

## Project Evaluation and Selection

### The Product Committee

- Includes the **CEO** and **senior management representatives** from Finance, Commercial, Lending, Operations, Risk Management, Compliance and other relevant departments
- Evaluates and selects the **Eligible Green Loans**, supervises the implementation of the provisions contained in the **Management of Proceeds** and monitors market practices to keep the document up-to-date
- Ensures **all assets financed** by Volksbank comply with the relevant **internal lending procedures** and **applicable law**

### Volksbank ESG Credit Framework

- Document that defines the **main guidelines** for granting **sustainable loans**
- Activities related to **arms production, child labour exploitation** and **gambling** are **not allowed**

## Reporting

### Volksbank will publish a Green Bond Allocation Report

In addition, an **Impact Report** on the estimated environmental impact of the Green Cover Pool will be made available.

Below are some examples of possible KPIs:

- Breakdown of the pool by EPC certification level
- Annual energy savings in MWh/GWh
- Annual GHG emissions reduced/avoided in tonnes of CO<sub>2</sub>eq




The report will be published at the earliest one year after the issuance of the first Green Bond and annually thereafter until its maturity. The report will be subject to **independent external verification**.

# Green Bond Framework – Second Party Opinion

<b>Sustainable Fitch Second-Party Opinion</b>	Good
<b>Framework Type</b>	Green
<b>Alignment</b>	ICMA Green Bond Principles 2021

## Highlights

- “Sustainable Fitch considers Banca Popolare dell’Alto Adige S.p.A.’s (Volksbank) green bond framework to be aligned with the ICMA Green Bond Principles 2021. The framework includes all the relevant pillars recommended by the ICMA, including the use of proceeds, the process for project evaluation and selection, and the management of the proceeds and reporting.”

<b>Relevant Sustainable Development Goals</b>		<b>7.3</b> By 2030, double the global rate of improvement in energy efficiency
		<b>11.3</b> By 2030, enhance inclusive and sustainable urbanization and capacity for participatory, integrated and sustainable human settlement planning and management in all countries
		<b>13.2</b> Integrate climate change measures into national policies, strategies and planning

<b>Use of Proceeds</b>	Eligible Projects	Excellent (Covered Bond) Good (Other issuances)
	Other information	Average
<b>Project Evaluation and Selection</b>		Good
<b>Management of Proceeds</b>		Good
<b>Reporting</b>		Good

- “We assess the overall eligibility criteria to allow for the inclusion of a wide range of assets with varying environmental impact, as the criteria do not include quantitative energy performance standards or make reference to the construction year of buildings.”
- “The issuer has defined a procedure to select eligible projects and assesses its loan portfolio with the help of an ESG evaluation tool, which we positively consider [...]”
- “In line with general market practice, the issuer will allocate eligible green loans to a separate register which provides a satisfactory tracking of the proceeds’ allocation.”
- “It is positive [...] that Volksbank has fully committed to reporting the allocation and impact on an annual basis until the bond’s maturity. This is considered best practice.”



# EUR 250m 5-year Green Covered Bond

Terms and Conditions	
Issuer	Volksbank - Banca Popolare dell'Alto Adige S.p.A.
Issue Rating (exp.)	BB+ (S&P, pos) / BB+ (Fitch, stable)
Issuer Size	EUR 250mn
Issue Type	Italian Obbligazioni Bancarie Garantite, EU harmonisation label European Covered Bond (Premium)
Settlement Date	27 September 2023 (T+5)
Maturity Date	27 September 2028
Coupon	4.000% p.a. (fixed annual, act./act. ICMA, following, unadjusted)
Guidance	MS +80bps area
Re-offer Spread	MS +73bps
Spread vs. Benchmark	OBL 2.2 28 #187 + 130.7bps (@97,615), HR 106%
Re-offer Yield	4.068%
Re-offer Price	99.698%
Denomination	EUR 100k + 1k
Governing Law	Italian Law
Listing	Luxembourg SE, Regulated Market
ISIN	IT0005565988
Bookrunners	Erste Group + 3 JLMs
Target Market (MIFID II product governance)	Eligible counterparties and professional clients only (all distribution channels)

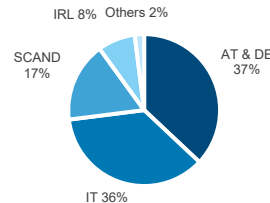
## Key Aspects of the Transaction

- Banca Popolare dell'Alto Adige S.p.A. („Volksbank“ or the „issuer“) successfully returned to the syndicated market with a EUR 250mn (wng) 5-year Green Covered Bond, which marks their second outing in the syndicated EUR Covered market after their debut in October 2019 where they opted for the 7-year tenor.
- Despite a difficult and challenging market environment which led to an overall re-pricing, very strong investor recognition was observed throughout the whole bookbuilding procedure. The strong investor interest led to a high-quality and granular orderbook of over EUR 800mn (incl. 40mn JLM interest) split up to 36 allocated accounts. As a result, the issuer managed to tighten by 7bps to a re-offer spread of MS +73bps from the guidance of MS +80bps area.
- The green aspect clearly supported the transaction very well as we saw a participation of 52% of so-called dedicated dark green and 26% of „light green“ investors. This strong transaction outcome in a still very sensitive market backdrop underpins the issuer's formidable name recognition and remarkably loyal and broad investor base.

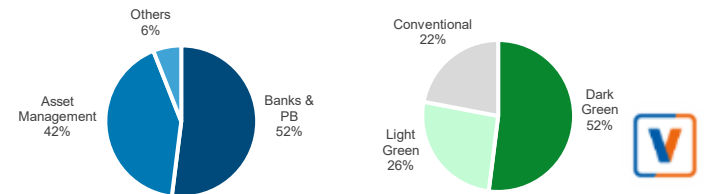
## Execution Highlights

- After announcing the transaction on Tuesday, 19 September, investor meetings were held in order to give investors an update on the credit. Very positive investor feedback and IOIs could be collected after the announcement, which gave together with a positive market opening the next morning the confidence to open books on Tuesday, 20 September, at 9.13 CET with a formal price guidance of MSD +80bps area.
- The orderbook gained momentum from the outset and stood above EUR 400mn already at the time of the first book update at 10.34 CET. Due to the very promising order inflow, a second book update was sent out at 11.15 CET on the back of a EUR 725mn+ orderbook. With the third update at 12.00 CET, the spread was set at MS +73bps. Finally, the orderbook stood above EUR 825mn (incl. 60mn JLM interest) when it was closed.
- The transaction marks an utterly strong result for the issuer, adding a second point to its outstanding Covered bond curve.

## Distribution by Geography



## Distribution by Investor Type



# EUR 300m 7-year Mortgage Covered Bond

## Terms and Conditions

<b>Issuer</b>	Volksbank - Banca Popolare dell'Alto Adige S.p.A.
<b>Issue Rating (exp.)</b>	AA by Fitch
<b>Issuer Size</b>	EUR 300mn
<b>Issue Type</b>	Italian Obbligazioni Bancarie Garantite, backed by 100% prime Italian residential mortgages
<b>Settlement Date</b>	28 October 2019 (T+7)
<b>Maturity Date</b>	28 October 2026 – soft bullet
<b>Coupon</b>	0.250% Fixed, Annual, Act/Act ICMA
<b>Guidance</b>	MS +60bps area
<b>Re-offer Spread</b>	MS +48bps
<b>Spread over Benchmark</b>	DBR 0% Aug 2026 +89.6bps
<b>Re-offer Yield</b>	0.318%
<b>Re-offer Price</b>	99.530%
<b>Denomination</b>	EUR 100k / 100k
<b>Law</b>	Italian Law
<b>Listing</b>	Luxembourg
<b>ISIN</b>	IT0005388647
<b>Bookrunners</b>	Erste Group, Societe Generale, UniCredit
<b>Manufacturer Target Market (MIFID II product governance)</b>	Manufacturer target markets (MIFID II product governance) is eligible counterparties and professional clients only (all distribution channels)

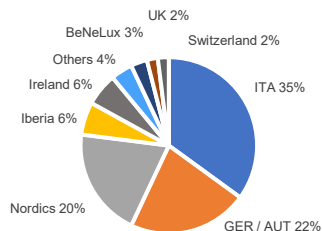
## Key Aspects of the Transaction

- Volksbank – Banca Popolare dell'Alto Adige S.p.A. („the issuer“) successfully priced its inaugural covered bond sub-benchmark transaction with a EUR 300mn size. The deal was well prepared with an expedited three day pan-European roadshow in Vienna, Munich, Frankfurt and Milan
- The final orderbook was characterized by a granularity of more than 60 high quality investors ordering around EUR 800mn resulting in an impressively 2.7x subscribed book
- The deal underlines that the new covered bond issuer appeals well to a wide international investor base and paves the way for further successful transactions of Volksbank – Banca Popolare dell'Alto Adige

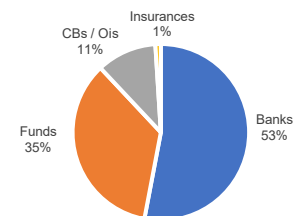
## Transaction Highlights

- After having gathered extensive positive feedback from investors during the roadshow the issuer together with the syndicate banks decided to exploit the strong momentum and open books on Thursday, two days after the roadshow was concluded
- Hence, books were opened in the morning at 9.02 CET communicating IPTs at MS +60bps area and unsurprisingly, given the positive feedback collected from investors across jurisdictions the deal attracted very high investor attention from the beginning
- At the time of the first update at 10.24 CET the orderbook was already in excess of EUR 400mn excluding JLM interest and just around 30 minutes later guidance was set at MS +53bps area in the second update on the back of a fast-growing orderbook standing above EUR 650mn (excl. JLM interest)
- As books stood at EUR 750mn+ (excl. JLM interest) the spread was eventually set at MS +48bps in the third update at 11.18 CET
- In terms of investor type the lion's share went to banks (53%), followed by funds (35%), CB / OIs (11%) and insurances (1%). Italian investors bought 35% of the deal, followed by German and Austrian investors (22%), investors from the Nordics (20%), Iberia (6%), Ireland (6%) and BeNeLux (3%)




















Distribution by Geography
















Distribution by Investor Type







# Securitisations (1)

Year	Securitisation	Type	Notes	ISIN	Amount millions of EUR	Status	Arranger	Legal advisor	Agent
2006	Voba Finance	RMBS	A1	IT0004153190	64.30	Fully repaid		 	 
			A2	IT0004153216	295.05				
			B	IT0004153224	5.65				
			C	IT0004153257	5.65				
			D	IT0004153281	7.60				
2008	Voba 2	Mixed	A	IT0004434822	245.15	Fully repaid	 	 	
			B	IT0004434830	49.90				
			C	IT0004434848	9.08				
2011	Voba 3	RMBS	A1	IT0004779234	102.50	Fully repaid		 	
			A2	IT0004778947	236.10				
			J	IT0004778939	59.70				
2012	Voba 4	SME	A	IT0004840960	443.00	Fully repaid	 	 	
			J	IT0004840978	170.40				

# Securitisations (2)

Year	Securitisation	Type	Notes	ISIN	Amount millions of EUR	Status	Arranger	Legal advisor	Agent
2015	Voba 5	RMBS	A1	IT0005009953	201.40	Fully repaid		 	 SECURITISATION SERVICES
			A2	IT0005009961	199.00				
			J	IT0005009980	89.45				
2016	Voba 6	SME	A1	IT0005212805	100.00	Fully repaid	 		 SECURITISATION SERVICES
			A2	IT0005212813	257.40				
			B	IT0005212821	59.60				
			J	IT0005215774	124.55				
2018	Voba 7	SME	A1	IT0005335465	141.00	Amortizing Class B Notes	  		 SECURITISATION SERVICES
			A2	IT0005335473	352.00				
			B	IT0005335481	150.00				
			J	IT0005335499	121.32				

# Euro Medium Term Notes Programm

Programme	Arrangers	Legal advisors
Initial set-up: 2008	 	 

The following notes can be issued under the 1,000m EUR EMTN-Programm:

- Senior
- Senior Non-Preferred
- Subordinate (Tier 2)

# Tier 2 issuances

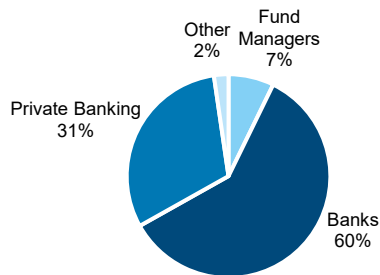
## EUR 70m 10NC5 Tier 2 Notes due 09/2032

<b>Issue Rating</b>	BB- / BB (Fitch / DBRS)
<b>Format</b>	10NC5
<b>Issue Size</b>	EUR 70m
<b>Price Date</b>	01/09/2022
<b>Settlement Date</b>	09/09/2022
<b>Call Option</b>	09/09/2027
<b>Maturity Date</b>	09/09/2032
<b>Coupon</b>	9.000% per annum, Fixed, Annual, Actual/Actual
<b>Documentation</b>	EUR 1,000m EMTN-Programme
<b>Listing</b>	Luxembourg Stock Exchange
<b>Denomination</b>	EUR 200,000 + EUR 1,000
<b>Sole Manager &amp; Bookrunner</b>	
<b>ISIN</b>	XS2530769921
<b>Common Code</b>	253076992

## Pricing

<b>Guidance</b>	9% area
<b>Re-offer Yield</b>	9.000%
<b>Initial Margin</b>	673.4 bps
<b>Issue Price</b>	100%

## Allocation by Investor Type



## EUR 5m Tier 2 Notes due 8/2029

<b>Issue Rating</b>	Not rated
<b>Issue Size</b>	EUR 5,000,000
<b>Settlement Date</b>	17/08/2017
<b>Call Options</b>	-
<b>Maturity Date</b>	17/08/2029
<b>Coupon</b>	5.625% per annum, Fixed, Annual, Actual/Actual
<b>Documentation</b>	EUR 1,000m EMTN-Programme
<b>Listing</b>	Luxembourg Stock Exchange
<b>Denomination</b>	EUR 100,000 + EUR 100,000
<b>ISIN</b>	XS1663201942

# Agenda

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- 01 Volksbank at a glance
- 02 FY 2023 results
- 03 Capital position
- 04 Asset quality
- 05 Funding & liquidity
- 06 Business plan
- 07 Volksbank on capital markets
- 08 **Balance sheet and P&L**

# Assets - reclassified

Assets (amounts in thousands of EUR)	31/12/2023	31/12/2022
Loans to banks	149,180	1,067,357
Loans to customers	7,498,354	7,457,332
<i>a) Loans to customers measured at amortised cost</i>	7,482,906	7,442,401
<i>b) Loans to customers valued at FVOCI and with FV in the income statement</i>	15,448	14,931
Financial assets designated at AC and not classed as loans	2,789,634	2,985,146
Financial assets designated at FV through profit or loss	43,205	88,966
Financial assets designated at FVOCI	717,569	729,539
Investments	4,362	4,339
Tangible and intangible assets	162,069	160,784
- <i>assets owned</i>	143,062	140,686
- <i>rights of use</i>	19,007	20,098
Tax assets	125,762	138,188
Non-current assets and groups of assets held for sale	3,235	4,849
Other assets	461,128	319,991
<b>Total assets</b>	<b>11,954,498</b>	<b>12,956,491</b>



# Liabilities and shareholder's equity - reclassified

Liabilities and shareholders' equity (amounts in thousands of EUR)	31/12/2023	31/12/2022
Due to banks at amortised cost	889,152	2,628,754
Due to customers at amortised cost and securities issued	9,737,589	9,159,272
Financial liabilities held for trading	107	384
Financial liabilities designated at fair value	-	-
Tax liabilities	46,852	29,920
Liabilities associated with assets held for sale	-	-
Other liabilities	293,721	240,397
Provisions for risks and charges	63,108	36,717
- of which: commitment and guarantees issued	8,675	9,829
Share capital	201,994	201,994
Reserves	624,819	595,373
Valuation reserves	(3,973)	(11,847)
Equity instruments	-	-
Profit (Loss) for the period (+/-)	101,129	75,527
<b>Total liabilities and shareholders' equity</b>	<b>11,954,499</b>	<b>12,956,491</b>

# Income statement - reclassified

Reclassified Income Statement Items (amounts in thousands of Euro)	31/12/2023	31/12/2022
Interest margin	275,515	210,022
Net fee and commission income	100,404	100,613
<b>First margin</b>	<b>375,919</b>	<b>310,635</b>
Net financial result	(7,577)	6,763
Other operating income/expenses	(3,392)	(1,918)
<b>Other operating income</b>	<b>(10,969)</b>	<b>4,845</b>
<b>Net operating income</b>	<b>364,950</b>	<b>315,480</b>
Personnel expenses	(112,179)	(105,362)
Administrative expenses	(52,845)	(45,775)
Net profit (loss) from tangible and intangible assets	(14,874)	(12,934)
<b>Operating costs</b>	<b>(179,898)</b>	<b>(164,071)</b>
<b>Operating profit (loss)</b>	<b>185,052</b>	<b>151,409</b>
Net adjustments to loans to customers	6,782	(20,722)
Adjustments to other assets and liabilities	(366)	(97)
Profit (loss) on disposal of participations and investments	918	(57)
Contributions and charges relating to the banking system	(13,253)	(14,335)
Net allocations to provisions for risks and charges	(28,495)	(2,612)
<b>Profit (loss) on continuing operations</b>	<b>150,638</b>	<b>113,586</b>
Income taxes	(49,509)	(38,058)
<b>Profit (loss) for the period</b>	<b>101,129</b>	<b>75,528</b>

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# Disclaimer

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