



**INFRASTRUCTURE
IS OUR FUTURE.**

Kommunalkredit Austria (KA) at a Glance

Infrastructure platform bridging the needs of sponsors and investors

TOP INFRASTRUCTURE FUNDER

- Client range including sponsors of infrastructure and institutional investors
- Wide product spectrum from advisory, project development, export financing, asset management as well as classic project finance to acquisition and corporate finance within core expertise
- Core expertise / sector focus on energy & environment, social infra, communications & digitalisation and transport
- USP: swift implementation of tailor-made solutions

Selected Awards



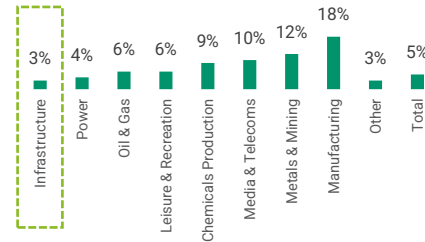
Selected Reference Projects

VERTEX BIENERGY	Renewable Power Capital	safehost
Verde Bioenergy	Magna Onshore Wind	Sigrist Data Center
EUR 180m Project Finance MLA 2021, Spain	EUR 234m Project Finance Sole MLA 2021, Finland	CHF 113m Project Finance MLA 2021, Switzerland

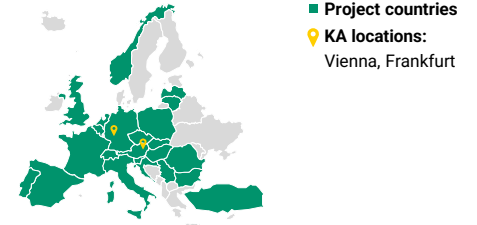
ATTRACTIVE UNDERLYING MARKETS

- Increasing demand from institutional investors driven by expansion into alternative investments and search for yield
- Infrastructure is not a unique asset class but a wide and diverse set of opportunities requiring specialist expertise
- Less impacted by recession, deflation, reflation, and inflation than other asset classes
- Lower default rates and higher recovery rates than other sectors
- Demand for sustainable and intact infrastructure remains high following COVID-19

Default Rates by Industry¹



Project Locations



HIGHLY EXPERIENCED MANAGEMENT & SENIOR TEAM

- Broad experience across international markets, capital markets, asset-based finance, and banking operations
- Track record of expansion in senior leadership roles at world-class financial institutions
- Senior team with extensive market experience (at DB, UCI SocGen, Macquarie)

¹ Moody's Default and Recovery Rates for PF Bank Loans, 1983-2019



Bernd Fislage

Member of the Executive Board since 02/2017
CEO since 09/2018



Sebastian Firlinger

Member of the Executive Board (CRO) since 01/2021



Jochen Lucht

Member of the Executive Board (CFO / COO) since 07/2018

Executive Summary

Strong financial core metrics

SUSTAINABLE GROWTH TRAJECTORY

- Unique combination of Investment Banking & Asset Management via Fidelio Fund Platform
- Sustainable new business volume growth, aided by strong placement activity
- Growing emphasis on consultancy and structuring activities, increasing risk-free fee income
- Cost base rationalised, cost-income ratio approaching medium-term target of 50%
- Regulated asset approach with attractive yield

WELL MANAGED BALANCE SHEET RISK

- Low balance sheet risk due to characteristics of infra sector and KA's expertise with high placement levels (approx. 50%)
- Diversified loan book across regions and borrowers
- KA's public sector finance exposures to Austrian municipalities secured by excellent credit quality
- 0.0% NPL – since the bank's privatisation in 2015

STABLE FUNDING BASE

- KA funds via deposits and capital market instruments (covered bonds, senior unsecured)
- Well-balanced asset-liability structure
- Diversified deposit base with high share of term deposits from corporates, institutions, municipalities & retail
- Strong liquidity situation w/ liquidity ratios (LCR, NSFR) well above regulatory requirements

SOLID CAPITALISATION

- Robust capital adequacy | Capital doubled to EUR 346m since 2015
- Placement and Fidelio Debt Fund Platform support high balance sheet churn rate increasing capital light fee income

Actual 2018 – H1 2021: Continuous Growth Trajectory (IFRS)

	2018	2019	2020	H1 2020	H1 2021
Operating Result	EUR 24m	EUR 33m	EUR 48m	EUR 19m	EUR 23m
Result before tax	EUR 33m	EUR 27m	EUR 48m	EUR 16m	EUR 26m
Result after tax	EUR 14m	EUR 30m	EUR 36m	EUR 12m	EUR 19m

Key Performance Indicators (IFRS | Local GAAP for Tier 1)

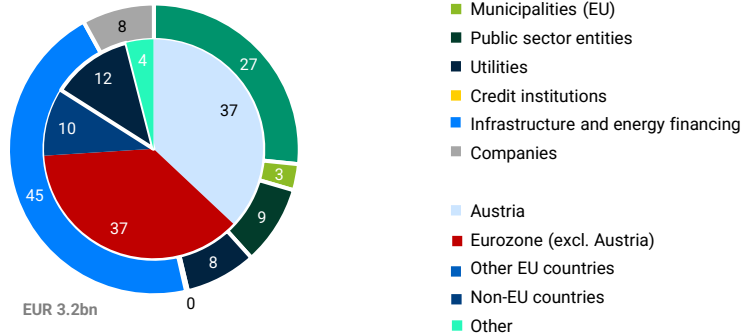
	2018	2019	2020	H1 2020	H1 2021
CIR	70%	63%	56%	60%	56%
RoE before tax	14%	10%	15%	10%	15%
Tier 1 ratio	20%	19%	20%	20%	22%

Executive Summary

Diversified and stable loan book | Comfortable funding and liquidity situation

LOAN PORTFOLIO BY REGION/BORROWERS

in %, as of 30/06/2021



HIGH ASSET QUALITY

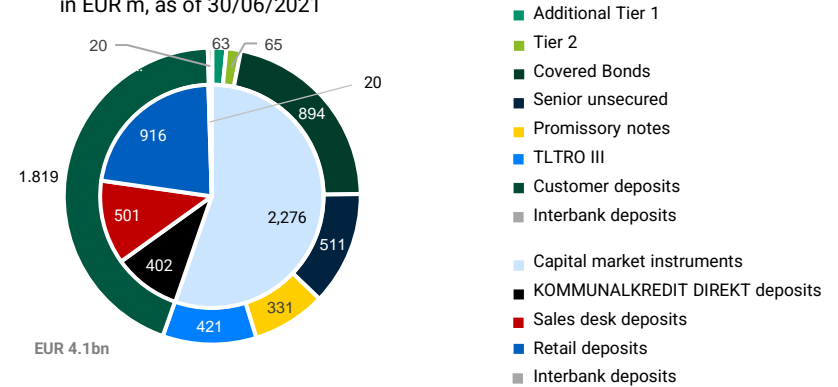
KA's loan portfolio is well-balanced, comprising an increasing proportion of infrastructure and energy financing transactions and a significant volume of public finance loans

- Average rating A-
- 71% investment grade
- 0.0% NPL

as of 30/06/2021

REFINANCING & DEPOSIT STRUCTURE

in EUR m, as of 30/06/2021



STABLE FUNDING & LIQUIDITY SITUATION

KA's funding strategy focuses on a sound diversification between capital market instruments and customer deposits to reduce dependency on one single funding source

- 279% Liquidity Coverage Ratio (LCR)
- 129% Net Stable Funding Ratio (NSFR)
- Minimal maturity transformation | 5.9 yrs weighted average term of assets vs 5.8 yrs liabilities
- EUR 1.3bn Total Liquidity Position (EUR 1,059m cash with OeNB & EUR 257m liquidity reserve)

as of 30/06/2021

Executive Summary

Fidelio KA debt platform

VALUE PROPOSITION

- Direct access to attractively priced asset pipeline originated & structured by KA
- Fast and transparent conversion of subscribed capital into yielding investments
- Alignment of interest via KA co-investments
- Stringent & regulated investment process, risk & portfolio management incl. a Solvency II compliant reporting & valuation process
- Experienced international team with outstanding industry expertise and track record

WHY INVEST IN THIS STRATEGY?

- Stable returns in all-time low interest rate environment (floored interest rate risk)
- Low observed correlations with other asset classes with low volatility compared to e. g. private equity
- Infrastructure loss history far below corporate history
(Moody's study: "Default and Recovery Rates for Project Finance Bank Loans, 1983-2018")
- Fared well during Covid-19 crisis

FUND STRATEGY

"Fidelio KA Infrastructure seeks to provide institutional investors with steady, long-term yield from a portfolio of private infrastructure and energy debt investments.

The reason for success of Fidelio is its exclusive symbiosis with KA, managed and administered by an expert independent Alternative Investment Fund Manager (AIFM) in Luxembourg."

CURRENT PORTFOLIO

Debt type



Interest type (* Interest rate floors are established in most projects)



Region



Sector



SUB-FUND I (ISIN: LU 1848860901; CLOSED)

Fund Volume	EUR 354m	Countries	Europe, OECD only
Currency	EUR	Duration	10 years + ext. option
Fund type	LUX RAIF-SCA	# of investors	6 Institutionals
Yield target	Average yield = 3%		
Portfolio rating*	Investment grade (BBB-)		

* Indicative initial internal rating, for information purposes only; based on S&P methodology

Overview of KA

Business model

SPECIALISED INFRASTRUCTURE & ENERGY BANK

- Cash-flow based, asset secured, predictably performing investments
- International team with outstanding industry expertise
- High transactional closing ratio due to wide product ability and tapping primary markets
- Repeat client base
- Strong track record in managing risk and growing business
- Appropriate risk/reward profile of asset accumulation

PRODUCTS & CLIENTS

- Infra & Energy Finance: Senior Debt, Junior Funds (incl. Mezz- and Equity investments), Project Development & Financial Advisory
- Infra Debt Fund Platform "Fidelio KA"
- Corporates, Developers, Advisors, Financial Investors
- Pension funds & Insurers, Asset Managers, Family Offices
- Public Finance as 2nd pillar

CLEAR VISION CONCISE MISSION

- 50 | 50 | 10 (Operating result | Cost Income Ratio | RoE)
- KA will become the most agile & nimble infrastructure bank in Europe helping to create a better world



Energy & Environment

Energy supply & distribution,
Renewable energy,
Water supply & treatment,
Waste management & disposal



Communication & Digitalisation

Broadband,
Fibre optic,
Data centres



Transport

Roads, Bridges,
Tunnels, Airports,
Ports, Waterways,
Rail/Public
Transportation,
Rolling Stock



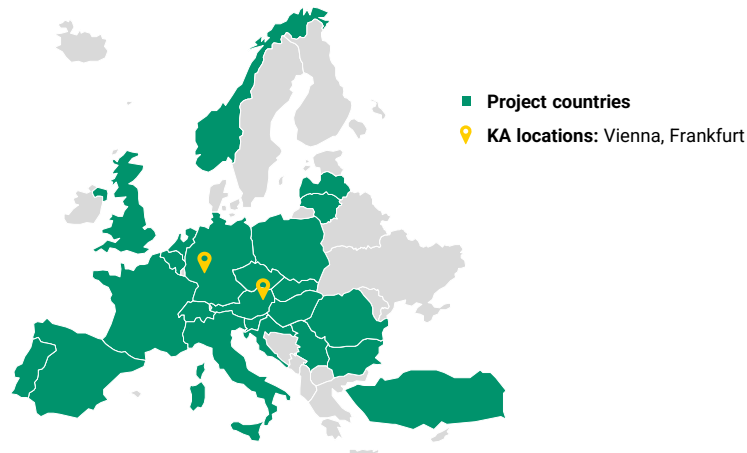
Natural Resources

LNG terminals,
Pipelines,
Energy storage



Social Infrastructure

Nurseries,
Schools,
Universities,
Hospitals,
Nursing Homes,
Court Buildings,
Administrative
buildings



Clear Vision – Concise Mission

KA as partner of choice for long term commitment

VISION

We will become the most agile & nimble infrastructure bank in Europe helping to create a better world.

MISSION

We are always first when it comes to delivering outstanding results with speed & precision. We never stand still. We take “always first” as an obligation to get better every day.

STRATEGY



BENEFIT TO THE COMMUNITY

- We help creating a better world by enabling sustainable infrastructure that improves the quality of people's lives
- Infrastructure investments serve as a powerful tool for answering social needs and fundamentally increasing the general well-being of communities
- We provide tangible benefit to the community:
- Economic dynamism | Urban development and renewal | Job creation | Climate change | Social cohesion
- We focus on secure, safe and sustainable yield to our investors

WHAT SETS KA APART?

- Unique combination of in-depth industry expertise and structuring know-how with the financing ability of a bank
- Access to solid captive asset and large investor base
- Strong track record of senior team in managing risk and growing business; investments into talent and development of management
- Ability to price risk adequately and to deliver on our commitment to the sponsors
- Benefit of an agile bank: nimble, flexible, no silo mentality and eagerness to succeed

Infrastructure & Energy

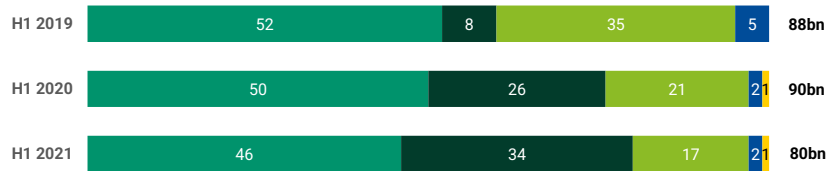
Continuous demand in the European infrastructure & energy market

DRIVERS FOR INFRASTRUCTURE & ENERGY

- Demand for sustainable and intact infrastructure in Europe will remain high following COVID-19 crisis
- Global trends are driving infrastructure investments
- EU's Green Deal as well as national climate and energy targets require substantial developments & investments in the infrastructure and energy sector
- Increased relevance of e. g. communication / digitalisation highlighted by current issues such as home office, distance learning
- Rising number of transactions in (renewable) energy infrastructure, less deal flow within transport
- KA focus sectors directly address demand created by these trends

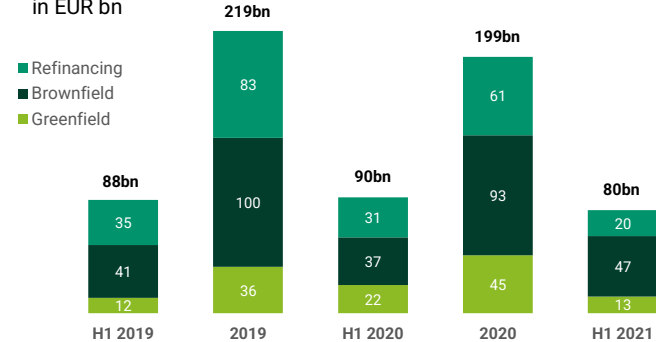
EUROPEAN INFRASTRUCTURE & ENERGY MARKET

Transaction Volume by Sector in %



EUROPEAN INFRASTRUCTURE & ENERGY MARKET ¹

in EUR bn



KA INFRASTRUCTURE & ENERGY BUSINESS

Transaction Volume by Sector (KA-specific) in %



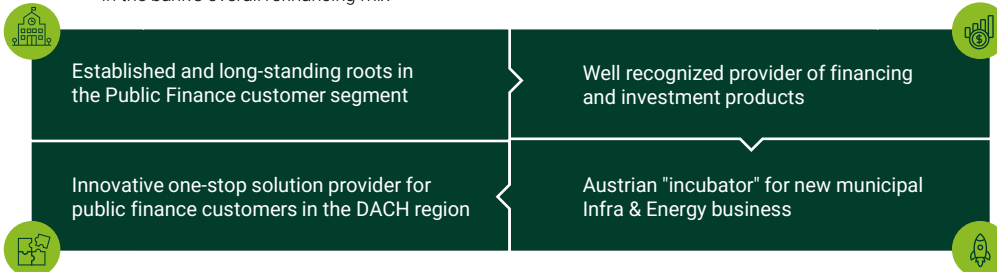
¹ Source: Inframation & Sparksread Database 2/2021

Public Finance

2nd pillar of KA's business model



- Public Finance represents a core competence in the financing business with municipalities and related enterprises
- With investments in essential infrastructure that is used directly by citizens, municipalities and their public institutions we create and protect jobs and help to keep the economy going
- In addition to the financing business, the public finance investment side also plays an important role in the bank's overall refinancing mix



ESTABLISHED NETWORK

KA has excellent and long-standing customer relationships in Austria and neighbouring countries, both on the financing and the investment side

FOCUSED IMPLEMENTATION

- Selection of financing opportunities (purpose, term, volume) in the public finance space
- Refinancing on the capital market via covered bonds
- Client-centric digital online platform for public finance customers
- Easy and transparent monitoring of financing arrangements

CORE EXPERTISE

- Energy & Environment
- Communication & Digitalisation
- Social Infrastructure
- Transport
- Natural Resources



Ratings

Investment grade level with stable outlook

COVERED BOND RATING

S&P Global Ratings

- In March 2021, S&P raised KA's public sector covered bond ratings to A+
- Outlook on the ratings is stable, reflecting the stable outlook on KA's issuer rating

A+
Stable Outlook

ISSUER RATING

S&P Global Ratings

- In February 2021, S&P assigned an investment grade rating of BBB- / A-3 with stable outlook to KA
- Demonstrating resilience in the current, challenging market environment
- Robust business model with its focus on Infrastructure & Energy and Public Finance
- Underlining its earnings strength, sound risk management and improved cost efficiency

BBB- / A-3
Stable Outlook

FitchRatings

- In March 2021, Fitch assigned an investment grade rating of BBB- / F3 with stable outlook to KA
- Reflecting well-established franchise, strong track record, experienced management team and adequate risk management
- Also highlighting clearly defined strategy, adequate risk/return profiles, lean cost base and flexibility from small size

BBB- / F3
Stable Outlook

MORNINGSTAR | DBRS

- In October 2020, DBRS raised KA's ratings to BBB / R-2 (high) with stable outlook
- Upgrade contrary to market trend
- Strong results and resilience of its business model
- Strengthened franchise through cooperation with its customers, institutional investors and its infrastructure debt fund
- Continuous increase in operating profitability, stable liquidity, capital and risk-bearing capacity

BBB / R-2 (high)
Stable Outlook

ESG | Sustainability

Providing tangible benefit to the community – internationally recognised

Awards



Ratings



Value



Waste to Energy

We contribute to the avoidance of **3.0m tonnes** of waste to landfill annually



Schools

We contributed to the education of approx. **1,100 students**



Care Homes

We provided accommodation for **8,400 elderly & disabled people**



EV Charging

We expanded the electric vehicle charging network: **10,400 charging points**



Wind/PV/WtE/Hydro&Therm

We provide renewable power to almost **3.7m homes annually**



Hospitals

We created care facilities for **1,500 patients**

Report



Executive Board

Significant experience



**Bernd
Fislage**

CEO

CAREER

Since 09/2018 CEO of Kommunalkredit Austria AG. Since 03/2018 Co-CEO. Since 02/2017 Member of the Executive Board.

- 1998-2015 Deutsche Bank AG: Global Head of Asset Finance & Leasing, Head of Structured Finance Germany, Member of Global SF Executive Committee, Member of CB & S Executive Committee Germany
- 1996-1998 NatWest Markets Plc.
- 1993-1996 BHF-Bank AG
- 1992 Dresdner Bank AG
- 1991 Gehl Company Inc.

EDUCATION

Graduate of TU Darmstadt

RESPONSIBLE FOR

Banking, Markets, Corporate Development, Corporate Services (HR | Legal | Communication), Internal Audit



**Sebastian
Firlinger**

CRO

CAREER

Since 01/2021 Member of the Executive Board of Kommunalkredit Austria AG.

- 2018-2020 Südwestbank AG: Member of Executive Board
- 2015-2018 BAWAG P.S.K.
- 2014-2015 Bain & Company Germany Inc.
- 2009-2014 Hypo Alpe-Adria Bank International AG
- 2007-2009 Accenture GmbH
- 2004-2007 Deloitte Audit Wirtschaftsprüfungs GmbH

EDUCATION

Graduate of WU Vienna and TU Vienna

RESPONSIBLE FOR

Risk Controlling, Credit Risk, Compliance & Non-Financial Risk Management



**Jochen
Lucht**

CFO, COO

CAREER

Since 07/2018 Member of the Executive Board of Kommunalkredit Austria AG.

- 2010-2018 Hauck & Aufhäuser AG: Member of Executive Board
- 2009-2010 BHF-Bank AG
- 2005-2009 Fidelity International Ltd.
- 2003-2004 ING Investment Management B. V.
- 1997-2002 Frankfurt-Trust Investment GmbH
- 1987-1997 BHF-Bank AG
- 1984-1987 Amro Handelsbank AG




























EDUCATION

Qualified bank clerk CCI

RESPONSIBLE FOR

Finance, IT, Banking Operations

Track Record: Selected Reference Projects

 Celeste Broadband EUR 260m Project Finance Senior Lender 2021, France	 Acorn Solar PV EUR 52m Project Finance Sole MLA 2021, Spain	 Magna Onshore Wind EUR 143m Project Finance Senior Lender, Sole MLA 2021, Finland	 Verde Bioenergy EUR 180m Project Finance Senior Lender, MLA 2021, Spain	 Trinity Broadband GBP 525m Project Finance Lead Arranger, Senior Lender 2020, UK	 Global Tech One Offshore Wind EUR 520m Project Finance MLA, Senior Lender 2020, Germany	 Viveracqua Water Utility EUR 248m Medium Term Note Sole Underwriter 2020, Italy	 Solara4 Solar PV EUR 72.5m Project Finance MLA, Senior Lender 2020, Portugal	 A 49 Road EUR 613.5m PPP Financial Advisor 2020, Germany
 Medipass Social Infra EUR 122.5m Project Finance MLA, Senior Lender 2020, Italy	 Dt. Glasfaser Business EUR 225m Project Finance MLA, Senior Lender 2020, Germany	 Sorgenia CCGT EUR 855m Acquisition Finance Original Lender 2020, Italy	 Eurofiber Telecom EUR 850m Corporate Finance Senior Lender 2020, The Netherlands	 Dt. Glasfaser Broadband EUR 1.8bn Project Finance MLA, Senior Lender 2020, Germany	 Hampstead CCGT EUR 194.3m Project Finance MLA, Senior Lender 2020, The Netherlands	 Green Genius Biogas EUR 22.3m Project Finance MLA, Senior Lender 2020, Lithuania	 Intertoll Transport EUR 80m Acquisition Finance MLA, Sole Underwriter 2020, Poland & Hungary	 Alizarsun Solar PV EUR 30m Project Finance Sole MLA 2020, Spain
 Green Source Solar PV EUR 66m Project Finance MLA, Senior Lender 2020, Hungary	 Solaer PV EUR 69.5m Project & Corporate Finance, Sole MLA 2019, Israel	 Adamo Telecom EUR 100m Project Finance MLA, Senior Lender 2019, Spain	 ARK Data Centre GBP 450m Project Finance Lead Arranger 2019, UK	 RPI Renewables Hydro EUR 74m Project Finance MLA, Senior Lender 2019, Spain & Portugal	 Allego EV CPO EUR 120m Project Finance MLA, Senior Lender 2019, The Netherlands	 Curry Industry EUR 700m Project Finance MLA, Senior Lender 2019, Germany	 Jackson Wind Onshore EUR 70m¹ Project Finance MLA, Senior Lender 2019, Portugal	 Galaxy & Neutral Data Centre EUR 65m¹ Project Finance MLA, Senior Lender 2019, The Netherlands

¹ Kommunalkredit's ticket

Track Record: Awards

Confirming the right track



Most Sustainable Infrastructure
Project Partner Central Europe 2021
—
Kommunalkredit Austria



Best ESG Infrastructure Finance
Europe 2020
—
Kommunalkredit Austria



Best Direct Banks
Rank 2 in 2020
—
Kommunalkredit Austria



German Renewables Award
2020
—
Global Tech I



Proximo Awards 2019
EMEA EV Charging Deal of the Year
—
Allego Netherlands



Most Sustainable Infrastructure
Project Partner Central Europe 2019
—
Kommunalkredit Austria



Excellent Brand – Banking &
Financial Services 2020
—
KOMMUNALKREDIT INVEST



PFI Awards 2019 Europe
Power Deal of the Year
—
Finerge Onshore Wind Portugal



Best ESG Infrastructure Finance
Europe 2019
—
Kommunalkredit Austria



PFI Awards 2019 Europe
Bond Deal of the Year
—
Brebemi Road Italy



IJ Global Awards 2018
European Water
—
SAUR Acquisition



IJ Global Awards 2018
European Airport
—
Belgrade Airport



PFI Awards 2017 Europe
Transport Deal of the Year
—
Pedemontana Veneta



IJ Global Awards 2019
European Innovation
—
Allego Netherlands

Disclaimer

This Presentation is strictly confidential and must not be disclosed or distributed to third parties. This Presentation may not be disseminated in the United States, Australia, Canada, Japan or any other jurisdiction where the dissemination or publication of this document would be unlawful. This presentation (the "Presentation"), and the information contained therein, is not directed to, or intended for viewing, release, distribution, publication or use by (directly or indirectly, in whole or in part), any person or entity that is a citizen of, or resident or located in, the United States, Australia, Canada or Japan or any jurisdiction where applicable laws prohibit its viewing, release, distribution, publication or use.

This Presentation does not constitute or form part of, and should not be construed as an offer or invitation or recommendation to, purchase or sell or subscribe for, or any solicitation of any offer to purchase or subscribe for any securities in Kommunalkredit Austria AG (the "Company") in any jurisdiction. Neither this Presentation, nor any part of it nor anything contained or referred to in it, nor the fact of its distribution, should form the basis of or be relied on, in connection with, or act as an inducement in relation to, a decision to purchase or subscribe for or enter into any contract or make any other commitment whatsoever in relation to any such securities.

The information contained in this Presentation has been provided by the Company and has not been verified independently. Unless otherwise stated, the Company is the source of information.

No reliance may be placed for any purpose whatsoever on the information or opinions contained in the Presentation or on its completeness, accuracy or fairness. No representation or warranty, express or implied, is made or given by or on behalf of the Company or any of its respective directors, officers, employees, agents or advisers as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation and no responsibility or liability is accepted by any of them for any such information or opinions. In particular no representation or warranty is given as to the achievement or reasonableness of and no reliance should be placed on any projections, targets, ambitions, estimates or forecasts contained in this Presentation and nothing in this Presentation is or should be relied on as a promise or representation as to the future.

This Presentation contains forward-looking statements based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and, in their opinion, reasonable. Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance, or achievements of the Company, or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. Given these risks, uncertainties and other factors, recipients of this document are cautioned to place undue reliance on these forward-looking statements.

All information in this Presentation is current at the time of publication but may be subject to change in the future. The Company disclaims any obligation to update or revise any statements, in particular forward-looking statements, to reflect future events or developments. Statements contained in this Presentation regarding past events or performance should not be taken as a guarantee of future events or performance.

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 the Company and its securities, including the merits of investing and related risks.

In receiving or otherwise accessing this Presentation, you will be deemed to have represented and agreed for the benefit of the Company (i) that you are permitted, in accordance with all applicable laws, to receive such information, (ii) that you are solely responsible for your own assessment of the business and financial position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business, and (iii) that you will keep the contents of this Presentation confidential and, in dealing with the information contained in this Presentation, you will adhere to all relevant laws and regulations, including, without limitation, market abuse and equivalent laws and regulations in all relevant jurisdictions.

GET IN TOUCH.



CALL US
+43 1 31631



EMAIL US
info@kommunalkredit.at



FOLLOW US
[/kommunalkredit](https://www.linkedin.com/company/kommunalkredit)