

# GREEN BOND

**HYPO VORARLBERG** 

2017

www.hypovbg.at







## HYPO VORARLBERG AT A GLANCE (I)

Largest single banking institution in Vorarlberg

– 860 employees in the group

- Total assets of EUR 13.3 bn

#### Rating

S&P Rating: A- (stable outlook)

Moody's Rating: Baa1 (stable outlook)

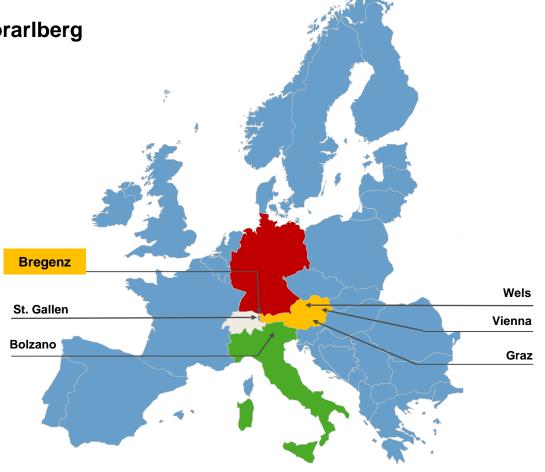
#### Owner

State of Vorarlberg: 76.03 %

Austria Beteiligungsgesellschaft: 23.97 %

#### Activity by regions

<ul><li>Vorarlberg:</li></ul>	40 %
<ul> <li>Austria without Vorarlberg:</li> </ul>	35 %
– Germany:	13 %
- Others:	12 %





## HYPO VORARLBERG AT A GLANCE (II)

#### Financial data

Total assets:EUR 13.3 bn

Earnings before taxes:EUR 117.6 mn

Cost-income-ratio: 55.27 %

Total capital ratio: 16.52 %

- CET1 ratio: 13.21 %

#### Regulatory data

– LCR ratio: 141 %

Net Stable Funding Ratio (NSFR): 99.8 %

Leverage ratio: 6.2 %

#### Mortgage cover pool (Aa1)

Total cover assets:EUR 3,225 mn

Total issues outstanding:
 EUR 1,320 mn

#### Public sector cover pool (Aa1)

Total cover assets:EUR 1,049 mn

Total issues outstanding:
 EUR 766 mn



## HYPO VORARLBERG AT A GLANCE (III)

#### Solid foundation

- Corporate bank
- Residential real estate bank
- Private bank

#### Business strategy

#### Organic growth

Primary regions of growth in our private and corporate customers segments are eastern Austria (Vienna, Graz, Wels) and southern Germany

#### Wealth Management

Expansion of the top segment of our investment business with wealthy private customers

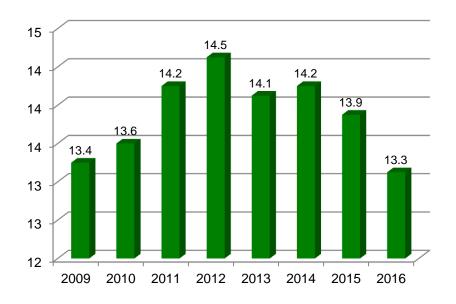
#### - Raising productivity & digitalisation

Digitalisation of the processes to raise productivity



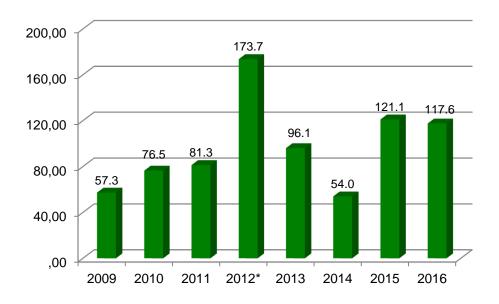
## TOTAL ASSETS & RESULTS OF ORDINARY BUSINESS ACTIVITIES

#### Total assets (in bn EUR)



As of the 31 December 2016, Hypo Vorarlberg's total assets were at EUR 13.3 bn.

#### Results of ordinary business activities (in mn EUR)

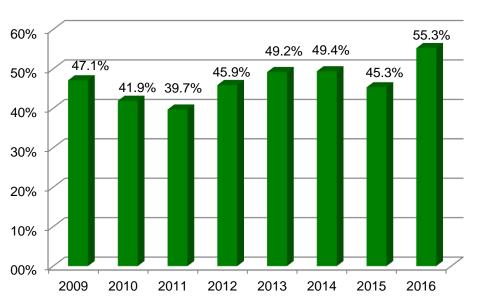


In 2016 earnings before taxes amounted to EUR 117.6 mn (2015: EUR 121.1 million).



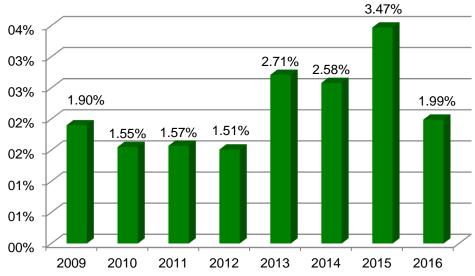
## COST-INCOME-RATIO AND NPL RATIO

#### Cost-income-ratio



For several years Hypo Vorarlberg has had one of the lowest cost-income-ratios of any Austrian Bank.

#### NPL ratio in % of the maximum risk of default



The definition of non-performing loans was changed at the beginning of 2014 as part of the introduction of Basel III.

In December 2015 the NPLs amounted to EUR 565 mn including EUR 42 mn as provision of liquidity for Pfandbriefbank/HETA.

There has been a strong improvement of the NPL ratio in 2016.



## SUSTAINABILITY

AT HYPO VORARLBERG





## **CONSCIENTIOUS BUSINESS**

- Conscientious business is one of our core values
- Bringing the economic success of our business activities into balance with ecological compatibility and social aspects
- In 2016 we created a dedicated position for Sustainability and Corporate Social Responsibility (CSR)
- In our Sustainability Project team there are representatives of all relevant departments
- Materiality matrix with employers & other stakeholders





### SUPPORT OF THE VORARLBERG ENERGY AUTONOMY PLAN

For Hypo Vorarlberg it is important to support the state of Vorarlberg as our owner in its own ambitious project "Energy Autonomy 2050". The aim is to cover the regional energy demand by "renewable energy sources" by 2050. Vorarlberg already is a model region in different energy areas on national as well as on international level.

#### **Energy autonomy 2050 – goals:**



#### **Energy saving**

The reduction of the energy demand is the basis of the energy autonomy. In various cases this can be reached already by changes of behaviour.



#### **Energy efficiency**

Today there are technologies that allow a better exploitation of the produced energy sources in Vorarlberg. These technologies should have priority.



#### Renewable energy

There is a huge amount of renewable energies like solar energy, hydropower and biomass available. The usage of these energies should be expanded.



## Research, Development & Education

Education is an important investment in the future and knowledge creates advantage and fosters the region of Vorarlberg. The aim of this goal should be to establish a future worth living in for the next generation.



## FEDERAL STATES-ENERGY TRANSITION-INDEX

In 2015 the WWF\* made for the first time a Federal States-Energy Transition-Index, which should help to compare the implementation of the energy transition of the Austrian federal states. This evaluation compares efforts and results in the **areas of policy, energy efficiency, renewable energy, buildings and traffic**.

#### Methodology

41 single factors have been analysed and 20 indicators have been evaluated. The results have been summarised in five areas. 35 single factors have been derived from public statistics. 6 single factors have been worked out by an expert team. Every single factor ranges from 0 to 100 points.

#### Results

The best federal state in Austria is with 74.7 points Vorarlberg. Second best with only 60.5 points is Vienna. With potential in improving measures to implement energy transition are the other 7 federal states. The federal states with the worst result of only 38.9 points are Carinthia and Burgenland.

Vorarlberg	74.7 <i>′</i>	\
Vienna	60.5	
Lower Austria	48.6	
Upper Austria	45.0	
Tyrol	45.0	
Styria	45.0	
Salzburg	45.0	
Carinthia	38.9	
Burgenland	38.9	

<sup>\*</sup> World Wide Fund For Nature

### SUSTAINABLE DEVELOPMENT

## 2008 1. Re-/Construction of the

Award

headquarter

1984

Longstanding partnerships: association of Austrian association of Austrian architects)

Art Award (1984) & 2. Partnership

Hypo Bauherrenpreis\*

NO Climate Protection

#### 2012

Sustainable presents for children on World Savings Day

#### 2014

1. Establishment of our endowment fund "Hypo for Vorarlberg"

2. Acquisition of hybrid and e-cars

#### 2016

- Improvement of our oekom corporate rating
- 2. Cooperation with brainbows\*\*
- 3. Installation of solar panels on our offices





(1997)













#### 1986

Becoming sponsor of the Hypomeeting (Athletics competition)

#### 2009

Prize Hypo
Office Dornbirn:
Facility Award 2009
for technical building
services

#### 2013

First time award "SALVUS silver" (Quality seal for workplace health management)

#### 2015

Founding member of "Climate Neutrality Alliance 2025"

#### 2017

- 1. Stakeholder interviews
- 2. Short report Sustainability 2015
  - 3. Sustainability report 2016
- 4. Improvement of ethical principles
  - 5. Sustainability events
  - 6. Award "SALVUS gold"
  - 7. Green Bond issuance



- \* Award for excellent building projects
- \*\* External partner specialised in sustainability affairs





### **SUSTAINABILITY**



#### **Finance**

Financing in the sectors wind and solar energy, biomass, hydropower (Vol.: approx. EUR 250 mn by 31 Dec 2016)

#### Sustainable credit products:

- Hypo Climate Loan
- Hypo Life Value Loan
- Hypo Lifetime Loan

#### Sustainable investment products:

- LBBW Nachhaltigkeit Aktien R
- Deka Oekom Euro Nachhaltigkeit UCITS ETF
- terrAssisi

#### Green Investor:

 Introduction of a "Green Investment Book" in 2016



#### **Ecological awareness**

- Sensitization of employees concerning the use of energy, paper and water
- 83 % of our technical equipment conform to an international recognized standard
- Conscious planning of our own carbon emissions: Long business travels will be planned more ecologically friendly (e.g. train instead of plane)
- New investments in buildings should make them climate neutral
- Min. reduction of 1 % CO<sub>2</sub> per year
- Supporting clients in getting subsidy



#### Social participation

- All our sponsorings & cooperations follow the aims: supporting, connecting and fostering the awareness
- Various sponsorings: Hypomeeting,
   Soccer Academy of Vorarlberg,
   Bregenz Festival, Academy of music of Vorarlberg, etc.
- Hypo Vital: Support of activities of employees that improve their health
- Endowment fund "Hypo for Vorarlberg"
- Offering various measures to clients with repayment problems



## SUSTAINABLE PRODUCTS

#### Hypo Climate Credit:

 Measures of energy saving (e.g. refurbish buildings thermally, buildings with an energy saving premium of EUR 110, installation of renewable energy sources)

#### Hypo Life Value Credit:

For clients aged 60 or above we offer additional liquidity by a perpetual mortgage loan

#### Hypo Lifetime Credit:

- Supporting clients in "cross-generational financing" to realize their homes flexible
- Offering flexible repayment models, decided by the customer itself

#### Green Investment Book:

 Since 2016 Hypo Vorarlberg runs a green investment book, in which it invests in green bonds having a second party opinion from a reputable ESG rating agency and comply with ICMA's Green Bond Principles



## ETHICAL AND SUSTAINABLE GUIDELINES

#### Positive criteria:

- New construction / renovation of buildings with high energy efficiency
- Renewable energy projects (e.g. use of wind, solar panels)
- Sustainable mobility and infrastructure
- Measures to improve water management, waste management, etc.
- Biological agriculture
- Social and cultural projects and buildings for health, child care, education
- Companies with high sustainability standards





## ETHICAL AND SUSTAINABLE GUIDELINES

- Negative resp. exclusion criteria:
  - Violation of human rights according to the Universal Declaration of Human Rights of the UN
  - Production with child labour
  - Violation of labour rights according to the ILO core values
  - Projects and companies in belligerent states\*
  - Pornography and prostitution\*\*
  - Banned weapons
  - Construction and operation of nuclear power plant\*\*
  - Coal mining\*\*

<sup>\*</sup> Excluded are projects for humanitarian objectives or to ensure primary care of the population

<sup>\*\*</sup>No direct project financing, no investment in companies with a turnover of more than 5% in this sector

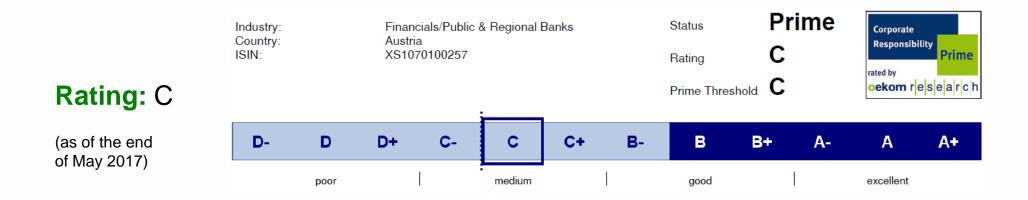


## STAKEHOLDER ANALYSIS

Very Important		Sustainable financial products	Partner for businesses and people Anti-corruption and compliance Customer satisfaction Data protection Comprehensible & secure investment products		
ice for stakeholders		Energy and climate protection Sustainable procurement Environmental management Financing/loans	Ecor	Training Securing jobs nomic success - profits	
Importance for	Diversity and equal opportunities Promoting culture and sports	Career and family / work-life balance Health management Market share + growth Sustainable buildings Donation fund (society, science, education, culture)	Legal conditions and regulations		
Important Importance for Hypo Vorarlberg Very important					
Economy	Customers & Products	Environment, energy & climate protection	Employees	Society	



## **OEKOM CORPORATE RATING**



Our rating in comparison: Best rating in the industry group "financial institution/public & regional banks" – DKB with a B- rating

Social rating: C+ (B in staff and suppliers)
Environmental rating: D+ (B in eco-efficiency)



## **OEKOM CORPORATE RATING**

#### **Competitive Position Industry Leaders** Distribution of Ratings (in alphabetical order) (85 companies in the industry) Not Prime Prime • Deutsche Kreditbank AG (DE) B-• La Banque Postale SA (FR) C+ 20% · Landesbank Baden-Wuerttemberg (DE) C+ 10% Company Industry D+ C-C C+ B- B B+ A- A A+

#### **Strengths:**

- Offering of sustainable products and services
- Measures taken to guarantee responsible sales and marketing practices
- Measures regarding responsible treatment of customers with debt repayment problems
- Measures taken to grant access to financial services without discrimination



## **DZ BANK QUALITY SEAL**



Sustainability rating	60 of 100
Peer group	Banks
Economic sustainability factor	1.1
Sectoral sustainability border	52
Cross-sectoral sustainability border	44
Offense against controversies	No
Part of the DZ Bank Sustainability Universe	Yes



## MOTIVATION FOR OUR GREEN BOND PROJECT

- Importance of sustainability for the bank and the managing board
- Sustainability has been a long established part of our corporate culture
- Customers desire for sustainable bank products
- Reliability, stability and solidarity as basic values for Hypo Vorarlberg
- Long-term and organic growth to ensure continuous profitability
- Preparing the bank for new (market) conditions from the economic, ecological and social view
- Diversification of the investor base







## **GREEN BOND PRINCIPLES**

- Voluntary Framework that aimed to guarantee integrity and transparency
- Following to latest version of the Green Bond Principles by ICMA (version 2017)
- Core components of Green Bond Principles
  - Use of Proceeds
  - Process of Evaluation and Selection
  - Management of Proceeds
  - Impact Reporting
  - External Review





## **USE OF PROCEEDS (I)**

- Sum equal to the issue size of the bond for financing and refinancing eligible and verified sustainable credit categories and projects
- Credit categories & projects
  - Energy efficiency such as in new and refurbished buildings
  - Green Buildings which meet regional, national and internationally recognised standards

#### Excluded sectors

- Pornography
- Prostitution
- Drug dealing
- Production of weapons
- Child labour



## **USE OF PROCEEDS (II)**

- Eligible assets: Energy efficient buildings ...
  - following the State of Vorarlberg criteria for energy-efficient buildings and received residential building subsidy
  - which have not received subsidies but fulfil criteria as indicated

#### Residential building subsidies

- Interest rate subsidised credits for building a house or a flat (new construction, reconstruction, renovation or addition to a building)
- Subsidy consists of a basic support per sqm and a premium for even more energy efficient buildings
- Stricter energy criteria than Vorarlberg legislation and therefore also Austrian legislation

#### Proof of energy efficiency

 Usage of the legal limits and calculation method as required for the residential building subsidies, Vorarlberg, Austria



## **USE OF PROCEEDS (III)**

## Heating energy demand as kWh/sqm per year / \* LEK value

Year of	Residential building subsidies	Law of the state Vorarlberg		Austrian guideline	
construction	construction		Non-residential Buildings	Residential Buildings	Non-residential Buildings
2009	45.0	55.0	20.0	78.0	27.00
2010	45.0	50.0	17.0	66.5	22.75
2011	45.0	50.0	17.0	66.5	22.75
2012	36.49	50.0	17.0	66.5	22.75
2013	36.49	47.6 <sup>1</sup>	25.0*	54.4	18.7 <sup>3</sup> resp. 5.5 x (1 + 3 / I <sub>C</sub> )
2014	44.2	47.6 <sup>1</sup>	25.0*	54.4	18.7 <sup>3</sup> resp. 5.5 x (1 + 3 / I <sub>C</sub> )
2015	44.2	47.6 <sup>1</sup>	25.0*	54.4	18.7 <sup>3</sup> resp. 5.5 x (1 + 3 / I <sub>C</sub> )
2016	44.2	50.0 <sup>2</sup>	25.0*	54.4	18.7 <sup>3</sup> resp. 5.5 x (1 + 3 / I <sub>C</sub> )
2017	44.2	50.0 <sup>2</sup>	25.0*	54.4	54.4 <sup>3</sup>

<sup>&</sup>lt;sup>1</sup> Based on the legal definition the HED has to be below the following curve: 14.00 x (1 + 3 / I<sub>C</sub>) > value calculated with the I<sub>C</sub> of 2010 to 2012

<sup>&</sup>lt;sup>2</sup> Based on the legal definition the HED has to be below the following curve: 17.47 x (1 + 2.328 / I<sub>C</sub>) > value calculated with the I<sub>C</sub> of 2010 to 2012

<sup>&</sup>lt;sup>3</sup> This figure is the limited value for the HED, the Vorarlberg legislation mentions the LEK value for the respective years.



## **USE OF PROCEEDS (IV)**

#### Existing assets

 Values calculated by the Energy Institute of Vorarlberg (based on actual housing data of Hypo Vorarlberg)

#### New assets

- Request the energy performance certificate
- Registration of the energy data in internal systems (heating energy demand, primary energy consumption, final energy demand, carbon emissions, factor of the overall energy efficiency)

#### Cooperation with the Energy Institute of Vorarlberg

Calculation of the savings of carbon emissions by experts





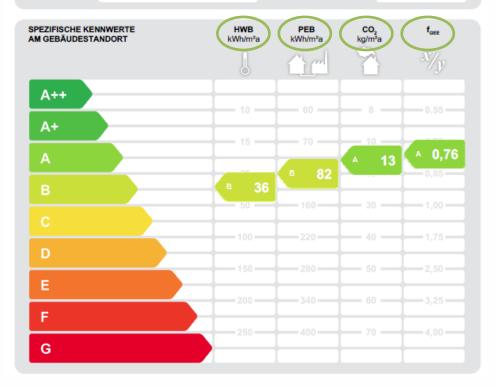


## **USE OF PROCEEDS (II)**

Energieausweis für Wohngebäude ois Nr. 43289-1



Objekt	Musterhaus Vorarlberg				
Gebäude (-teil)	gesamter konditionierter Bereich	Baujahr 2014			
Nutzungsprofil	Einfamilienhäuser	Letzte Veränderung			
Straße	Musterstrasse 1	Katastralgemeinde Lingenau			
PLZ, Ort	6951 Lingenau	KG-Nummer 91010			
Grundstücksnr.	223/1	Seehõhe 685 m			

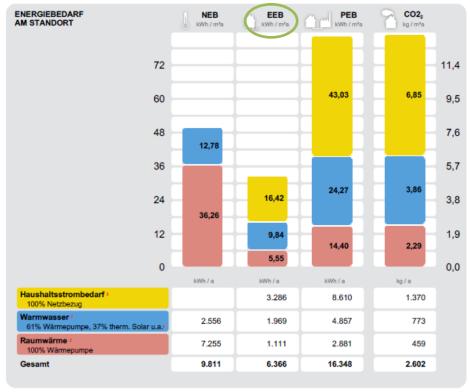


## Energieausweis für Wohngebäude OIB Mr. 43289-1



GEB/	UDEKENNDATEN	

Brutto-Grundfläche	200,1 m²	Klimaregion	West	mittlerer U-Wert	0,23 W/m²K
Brutto-Volumen	604,0 m³	Heiztage	191 d	Bauweise	mittelschwer
Gebäude-Hüllfläche	432,7 m²	Heizgradtage 12/20	4.028 Kd	Art der Lüftung	Fensterlüftung
Kompaktheit AV	0,72 m⁴	Norm-Außentemperatur	-13,2 °C	Sommertauglichkeit	erfüllt <sup>2</sup>
charakteristische Länge	1,40 m	Soll-Innentemperatur	20 °C	LEK <sub>r</sub> -Wert	20,36





## PROCESS OF EVALUATION AND SELECTION

- Implementation of a Sustainability Committee
  - Members
    - Sustainability officer
    - Two treasury members
    - One member of the credit management department
    - One member of the compliance department
    - Managing board member responsible for sustainability
  - Evaluation of the contents of the internal report
    - Allocation of the sustainable loans towards green bond proceeds
    - Volume development of lending
  - Decisions on whether a new loan will be added to our green pool
  - Decisions on potential changes in the Green Bond Framework





## MANAGEMENT OF PROCEEDS

#### Green Bond Management System

- Proposed eligible Loans and all requirements entered in a ledger
- Sustainability Committee decides on eligibility of loans

#### Using volume

Until maturity, Hypo Vorarlberg aimed to invest a volume equal to the proceeds

#### Unallocated proceeds

Investment in other green bonds (comply GBP, provide SPO)





## REPORTING

- Reports that will be made public on our website on an annual basis
  - Aggregated volume in all sectors (Energy efficient buildings/Green Bonds) incl.
     percentage of use for refinancing existing assets and financing new assets
  - Detailed description of the energy data (carbon emissions, heating energy demand and final energy demand)
  - Potential of savings/avoidance of CO<sub>2</sub> of the financed projects calculated by the Energy Institute of Vorarlberg





## **EXTERNAL REVIEW**

- Oekom research was mandated to publish a second party opinion
  - Part of the document:

#### **Overall Evaluation of the Green Bond**

oekom's overall evaluation of the Green Bond of Vorarlberger Landes- und Hypothekenbank is positive:

- Vorarlberger Landes- und Hypothekenbank has defined a formal concept for its Green Bond regarding use of proceeds, processes for project evaluation and selection, management of proceeds and reporting. This concept is in line with the Green Bond Principles (Part I of this Second Party Opinion).
- The overall sustainability quality of the funded assets in terms of sustainability benefits and risk avoidance and minimisation is good (Part II of this Second Party Opinion).
- The issuer itself shows a good sustainability performance (Part III of this Second Party Opinion).

The detailed oekom report is available on our website (https://www.hypovbg.at/facts-in-english/investor-relations



## **EXTERNAL REVIEW: VERIFICATION**

- Hypo Vorarlberg will appoint an qualified external party
  - To provide assurance
  - Pre-Issuance-Report will be published
  - Annual report in discussion
- The report should verify
  - Existence of the assets included in the green pool
  - Allocation of the proceeds to eligible assets
  - Existence of the energy data on the corresponding account





## IMPACT REPORTING

OF HYPO VORARLBERG

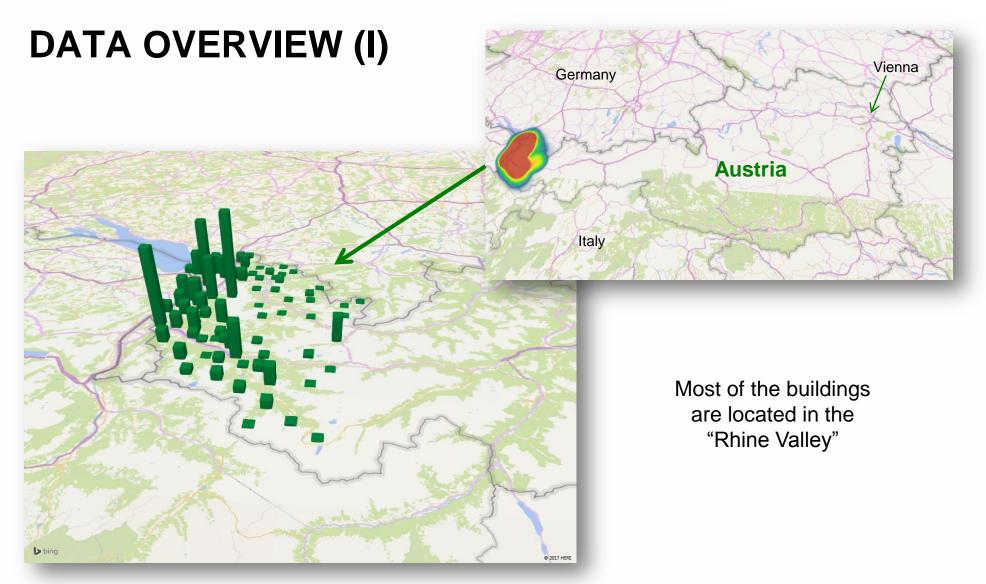


## DATA PROVIDED TO THE ENERGY INSTITUTE

- For existing buildings there were no energetic indicators available
- Building data provided to the Energy Institute to calculate the impact and approximate the energy indicators
  - Land registry entry
  - Insert number
  - Area
  - Construction year
  - Use
  - Category
  - Eligibility for building subsidies

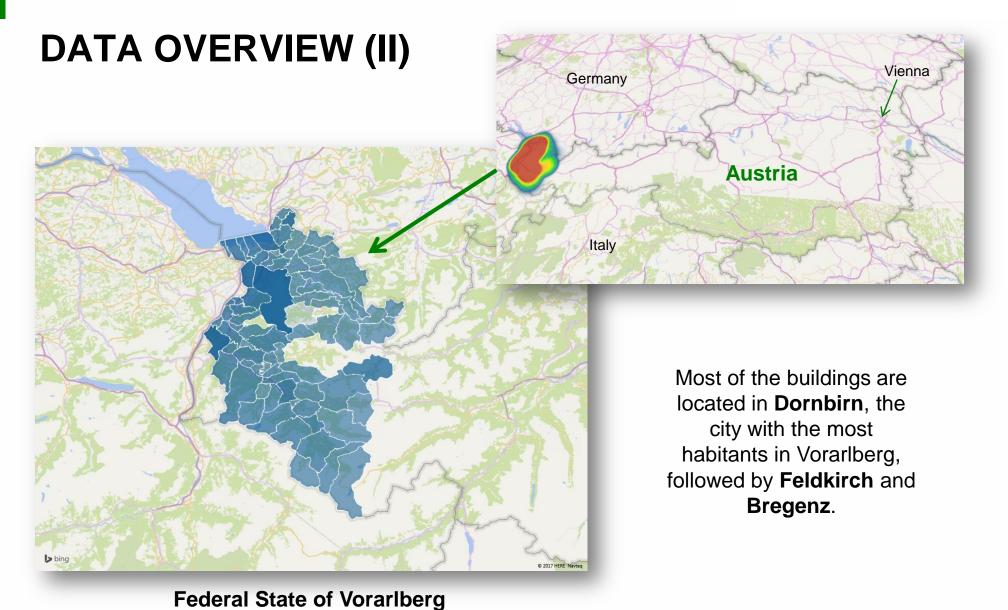






**Federal State of Vorarlberg** 





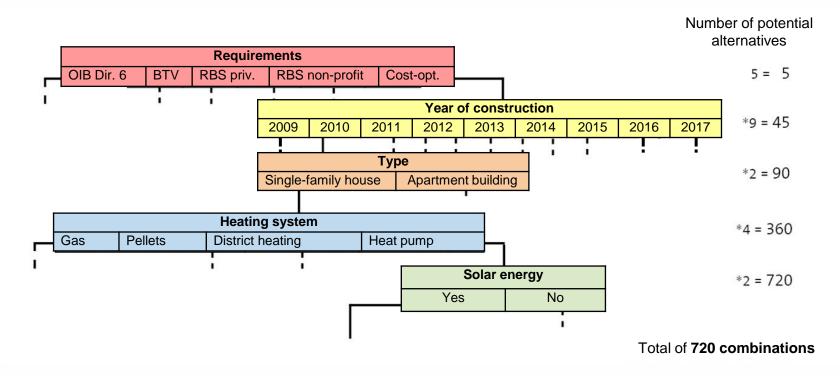


# **METHODOLOGY (I)**

- Energy indicators and CO<sub>2</sub> emissions were calculated using reference buildings
- Calculation of the CO<sub>2</sub> savings/avoidance
  - Without consideration of higher energetic quality of buildings eligible for the building subsidy of the State of Vorarlberg
  - Taking the energy mix of all new buildings in the corresponding construction year as a basis
  - Taking into account the impact of thermal solar panels (avoided emissions)
  - Without consideration of household electricity



# **METHODOLOGY (II)**



Using five different levels of legal requirement, nine years of construction, two building types, four different heating systems and taking into account the thermal solar panels, there is a result of in total **720 variants to calculate and analyse**.

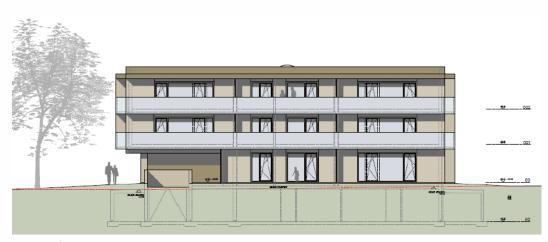


# **IMPACT REPORTING – Reference Buildings**



Building data				
Number of apartments	1			
Number of conditioned floors	2			
Living area [m²]	approx. 150			
Gross floor area [m²]	212,6			
A/V (compactness)	0,8			

Reference building - Single-family house



Reference building – apartment building

Building data				
Number of apartments	18			
Common rooms	1			
Underground garage - car	18			
Underground garage - motorbike	7			
Gross floor area [m²]	1,791			
Energy reference plane [m²]	1,421			
Living area [m²]	1,263			
Number of floors	GF + 2			
Size of apartments [m²]	53 to 76			
Types of apartments	2- and 3-room-apartments			



# IMPACT REPORTING – Result per year of construction

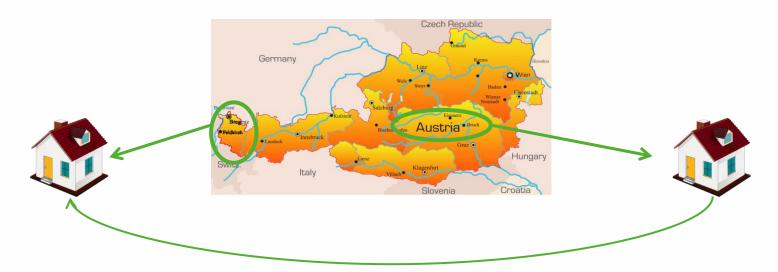
Туре	Year of construction	State of Vorarlberg	Residential building subsidy	Residential building subsidy of council buildings
	2009	-15.3%	-22.4%	or courier buildings
Single-family houses	2010	-12.3%	-16.9%	
				-
	2011	-4.8%	-9.8%	-
	2012	-5.5%	-16.2%	-
	2013	-13.7%	-23.5%	-
	2014	-1.0%	-6.6%	-
	2015	-5.0%	-10.3%	-
	2016	-5.0%	-10.3%	-
	2017	-5.0%	-10.3%	-
Apartment building	2009	-15.9%	-25.0%	-28.5%
	2010	-14.5%	-19.5%	-23.2%
	2011	-9.1%	-14.4%	-18.3%
	2012	-8.9%	-17.4%	-18.1%
	2013	-9.5%	-16.8%	-17.5%
	2014	-10.4%	-14.0%	-18.7%
	2015	-6.8%	-10.6%	-15.5%
	2016	-6.8%	-10.6%	-15.5%
	2017	-6.8%	-10.6%	-15.5%



## **IMPACT REPORTING – Results**

604 t CO<sub>2</sub> avoidance\* per year ≙ 300 \*





-13 % CO<sub>2</sub> avoidance\*

<sup>\*</sup> Compared to newly built houses in the same construction year

A detailed report is available on our website (<a href="https://www.hypovbg.at/facts-in-english/investor-relations/">https://www.hypovbg.at/facts-in-english/investor-relations/</a>).





## **PLANNED GREEN BOND**

Format: Senior unsecured

Tenor: 3 to 5 years

Volume: EUR 300 mn

Issuer rating: Baa1 (Moody's), A- (S&P)

Use of proceeds: Energy efficiency

Second Party Opinion: oekom research

Impact Reporting: Energy Institute Vorarlberg

Documentation: DIP

## CONTACT

#### **Managing Board**

Mag. Michel Haller

CEO

Tel.: +43 (0)50 414 - 1110 Fax: +43 (0)50 414 - 1050

E-Mail: michel.haller@hypovbg.at

Dr. Wilfried Amann

Member of the Managing Board

Tel.: +43 (0)50 414 - 1109 Fax: +43 (0)50 414 - 1050

E-Mail: wilfried.amann@hypovbg.at

Dr. Johannes Hefel

Member of the Managing Board

Tel.: +43 (0)50 414 - 1102 Fax: +43 (0)50 414 - 1050

E-Mail: johannes.hefel@hypovbg.at

#### **Roadshow Team 1**

Mag. Alexander Boor

Head of Funding & Investor Relations

Tel.: +43 (0)50 414 - 1491 Fax: +43 (0)50 414 - 1063

E-Mail: alexander.boor@hypovbg.at

Mag. (FH) Sabine Nigsch

Communication

Tel.: +43 (0)50 414 - 1107 Fax: +43 (0)50 414 - 1050

E-Mail: sabine.nigsch@hypovbg.at

#### **Roadshow Team 2**

Mag. Florian Gorbach, MSc

Head of Treasury

Tel.: +43 (0)50 414 - 1461 Fax: +43 (0)50 414 - 1063

E-Mail: florian.gorbach@hypovbg.at

Mag. Andrea Kaufmann

Head of Project Green Bond

Tel.: +43 (0)50 414 - 1375 Fax: +43 (0)50 414 - 1063

E-Mail: andrea.kaufmann@hypovbg.at

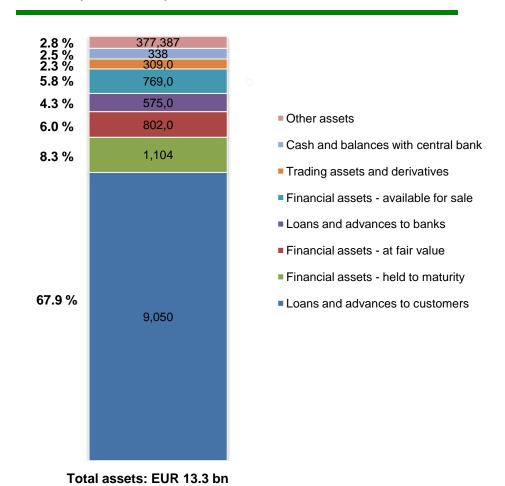


# APPENDIX

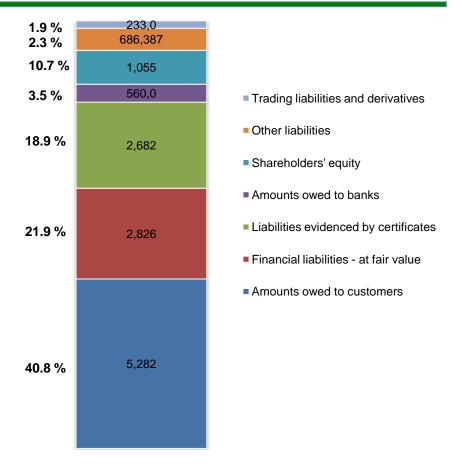
**HYPO VORARLBERG** 

## BALANCE SHEET AS OF 31 DECEMBER 2016

#### Assets (in mn EUR)



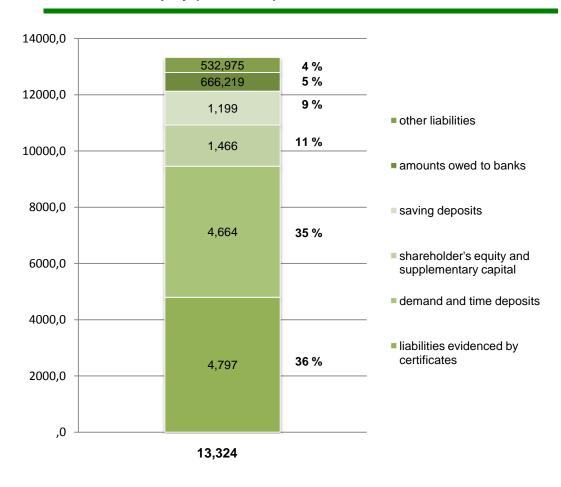
#### Liabilities and shareholders' equity (in mn EUR)



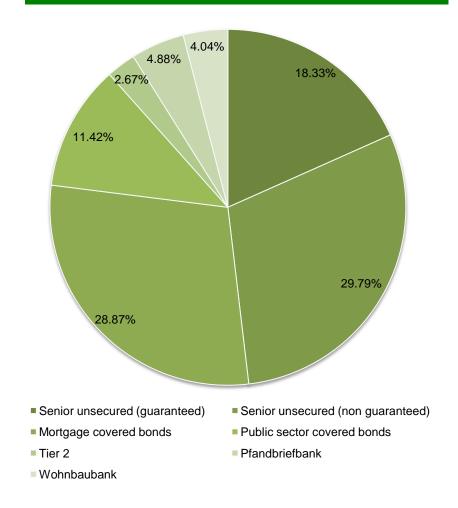
Total liabilities & equity: EUR 13.3 bn

## REFINANCING STRUCTURE

#### Liabilities and equity (in mn EUR)



#### Capital market funding as of 3 May 2017







## IMPLEMENTED MEASURES OF HYPO VORARLBERG

- Using only LED-lighting in our new office in Vienna since 2015
- Using 161 LED-elements instead of 223 light elements
- LED-lighting in the whole headquarter in Bregenz
- By changing printers we achieved to save 113 devices (saving of 20 MWh per year)
- In 2016 we made three solar installations in our head quarter as well as in Dornbirn (production: approx. 175 kWp)
- Changing of the sun protection system in our headquarter to guarantee an energetic optimal use



## **CERTIFICATES / LABELS**















## **SOCIAL SUSTAINABILITY**



### **Endowment fund "HYPO for Vorarlberg"**

An endowment fund named "HYPO for Vorarlberg" was launched in mid-2014 to support charity projects in the fields of society, science, education and culture. This initiative is intended to show that business success and social engagement are not mutually exclusive, but instead go hand-in-hand. At the same time this also demonstrates employees and customers that they are taking social responsibility by working for and/or with Hypo Vorarlberg.

Every year, a portion of the generated profit (**0.65% of the after-tax annual earnings before allocations to reserves**) is donated to the fund. The endowment in 2016 amounted to approx. EUR 672.000.





## **HYPO LIFE VALUE CREDIT**

- Objective: Fulfilling of individual wishes (e.g. Additional pension, renovation, support of children, etc.) for people aged 60 years +
- Interest: Fixed (up to 10 years) or variable
- Duration: until further notice / children will take over the loan or sell the building
- Type of redemption: bullet loan
- Currency: EUR
- Maximum amount: 50% of the lending value of the property
- Additional info: Maximum amount mortgage



## **HYPO LIFETIME CREDIT**

- Objective: Purchase or refurbishment of an apartment/a house in Austria
- Interest: Fixed (up to 10 years) or variable
- Duration: until further notice
- Type of redemption: bullet loan
- Currency: EUR
- Maximum amount: EUR 200,000 resp. max. 40% of the lending value
- Additional info: Maximum amount mortgage



## **HYPO CLIMATE CREDIT**

- Objective: Measures of energy saving (e.g. refurbish buildings thermally, buildings with an energy saving premium of EUR 110, installation of renewable energy sources)
- Interest: Fixed (up to 10 years) or variable 2 years beneficial interest rate + an attractive interest rate afterwards
- Duration: until further notice
- Currency: EUR
- Maximum amount: no limit
- Additional info: Maximum amount mortgage
- Requirements: Proof of the energy saving premium



## **DISCLAIMER**

All rights reserved for Vorarlberger Landes- und Hypothekenbank AG.

This document was created by Vorarlberger Landes- und Hypothekenbank AG exclusively for the purpose of giving corporate presentation by Vorarlberger Landes- und Hypothekenbank AG. This presentation may only be shown to business customers and institutional clients.

This document may not be changed or shared with third parties without the express consent of Vorarlberger Landes- und Hypothekenbank AG. Anyone in possession of this information or document is obliged to learn about the legal regulations governing possession and sharing of such information and comply with those regulations. This presentation may not be shared with or transmitted to any country with laws restricting the sharing or transmission of such information.

This presentation is exclusively for general information purposes. It does not represent an offer to conclude an agreement on the provision of investment advisory services or the purchase of securities. Where this presentation cites information not originating from Vorarlberger Landes- und Hypothekenbank AG or not produced at its request, such information has been compiled from sources deemed trustworthy without being verified. For this reason, Vorarlberger Landes- und Hypothekenbank AG assumes no guarantee that such information is complete or correct. Vorarlberger Landes- und Hypothekenbank AG assumes no responsibility or liability whatsoever for expenses, losses or damage from or in connection with the use of all or part of the information contained in this presentation.

This presentation may contain forward-looking statements concerning future expectations and other forward-looking statements or information about future predictions of developments based on current planning, opinions and/or assumptions. Such statements are made subject to known or unknown risks and uncertainties that are generally difficult to predict and beyond the control of Vorarlberger Landes- und Hypothekenbank AG. This may result in material differences between the results, performance and/or events implied in these statements and the actual results posted in the future.

Vorarlberger Landes- und Hypothekenbank AG assumes no obligation to publicly update or revise its forward-looking statements on the basis of new information, future events or for other reasons.