



FURKAJOCH OVERLOOKING BREGENZERWALD

# GREEN BOND PRESENTATION

## HYPO VORARLBERG BANK AG

Switzerland, March 2020

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# 01 HYPO VORARLBERG BANK AG

# HYPO VORARLBERG AT A GLANCE

## Largest single banking institution in Vorarlberg

- 713 employees
- Total assets of EUR 14.3 billion

## Strong distribution channels in our home market

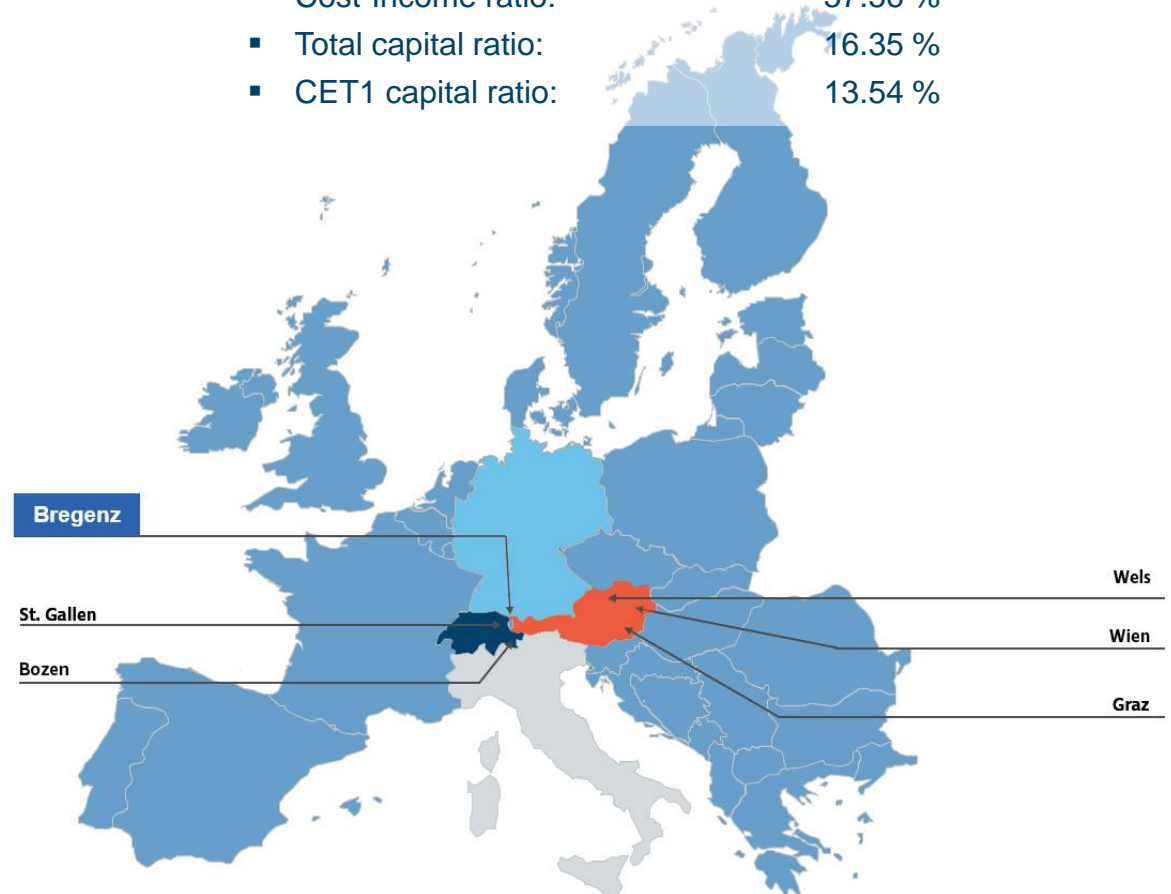
- 20 branches (16 in Vorarlberg, also active in St. Gallen, Bolzano and Southern Germany)
- Leading corporate bank in Vorarlberg
- approx. 90,000 retail- and approx. 11,000 business customers

## Ratings

- S&P: A+ (Outlook: negative)\*
- Moody's: A3 (Outlook: stable)
- ISS ESG: C (Prime)
- DZ Bank seal of quality for sustainability

## Financial data

- Earnings before taxes: EUR 73.39 mn
- Cost-Income ratio: 57.56 %
- Total capital ratio: 16.35 %
- CET1 capital ratio: 13.54 %



## OUR SHAREHOLDERS

**76.8732 %**

**VORARLBERGER  
LANDESBANK HOLDING  
(LAND VORARLBERG)**

**23.1268 %**

**AUSTRIA BETEILIGUNGSGESELLSCHAFT MBH**

**LANDESBANK  
BADEN-WÜRTTEMBERG**

**LANDESKREDITBANK  
BADEN-WÜRTTEMBERG  
FÖRDERBANK**

**HYPO VORARLBERG BANK AG**

**HYPO IMMOBILIEN  
& LEASING**

**HYPO IMMO ITALIA  
GMBH, BOZEN**

**HYPO  
VERSICHERUNGS-  
MAKLER**

**HYPO VORARLBERG  
LEASING IN BOZEN,  
ITALIEN**

**HYPO VORARLBERG  
INFORMATIK**

# ON THE RIGHT TRACK WITH OUR BUSINESS STRATEGY



## ORGANIC GROWTH

Regions of growth in eastern Austria and southern Germany



## WEALTH MANAGEMENT

Expansion of the top segment of the investment business

Increase of the teams in Vorarlberg and Vienna



## RAISING PRODUCTIVITY

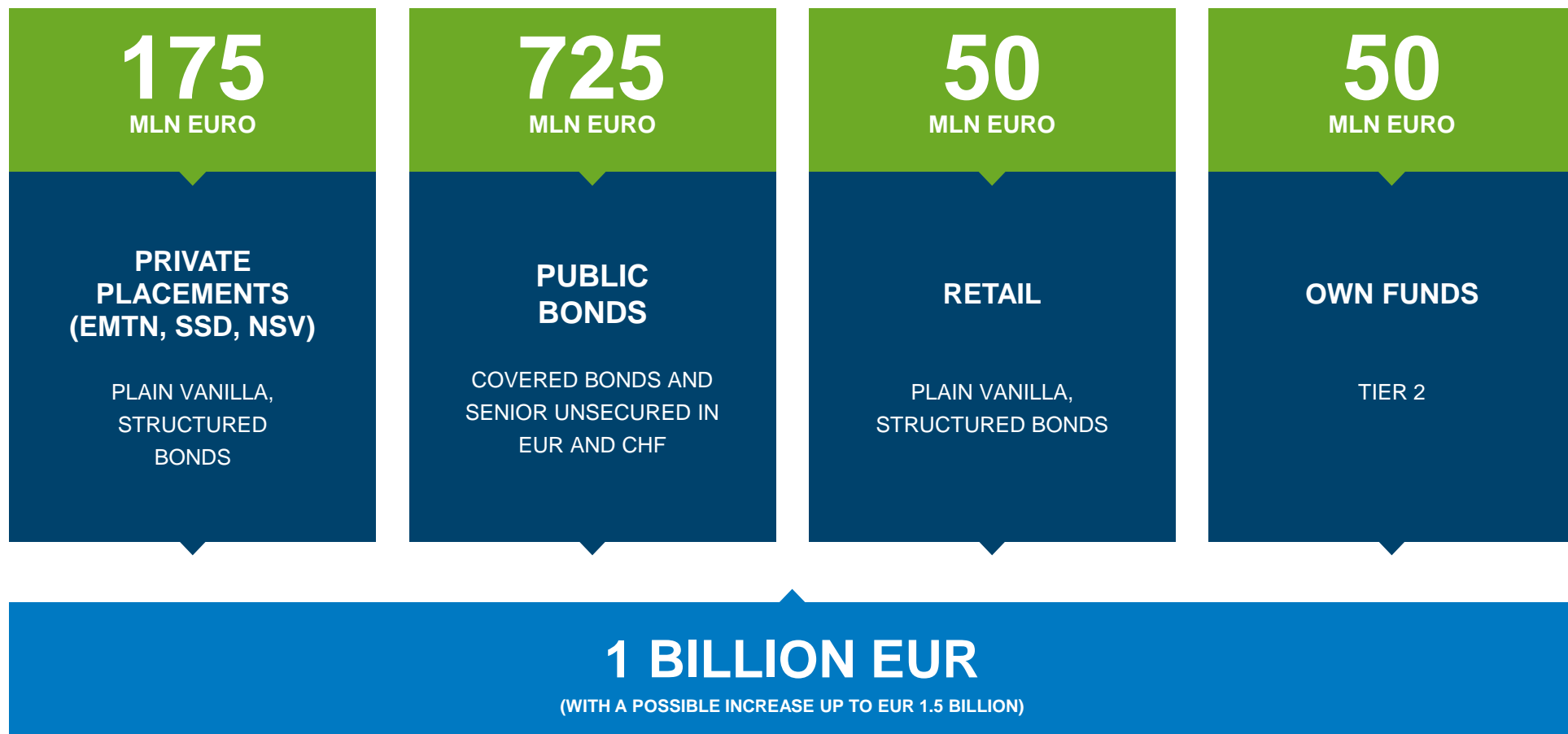
Measures to improve in retail banking



## DIGITALIZATION

Taking advantage of opportunities in technological change

# FUNDING PLANNING 2020







# 02 OUR SUSTAINABILITY



# CONSCIENTIOUS BUSINESS

**AWARENESS IS ONE OF OUR CORE VALUES,  
WHICH IS ALSO REFLECTED IN OUR ACTIONS**


 LAKE CONSTANZE SHORE, NEAR BREGENZ

# CONSCIENTIOUS BUSINESS

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- 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 team** there are representatives of all relevant departments
- Conduct of a Stakeholder survey (employees and other stakeholders) and creation of **a materiality matrix**
- Sustainability report according to GRI Option „Core“ (NaDiVeG-compliant)
- 2019 the project team **„EU Action Plan on Sustainable Finance“** was founded

# 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 CONCERNS ON THE 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 issues 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

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

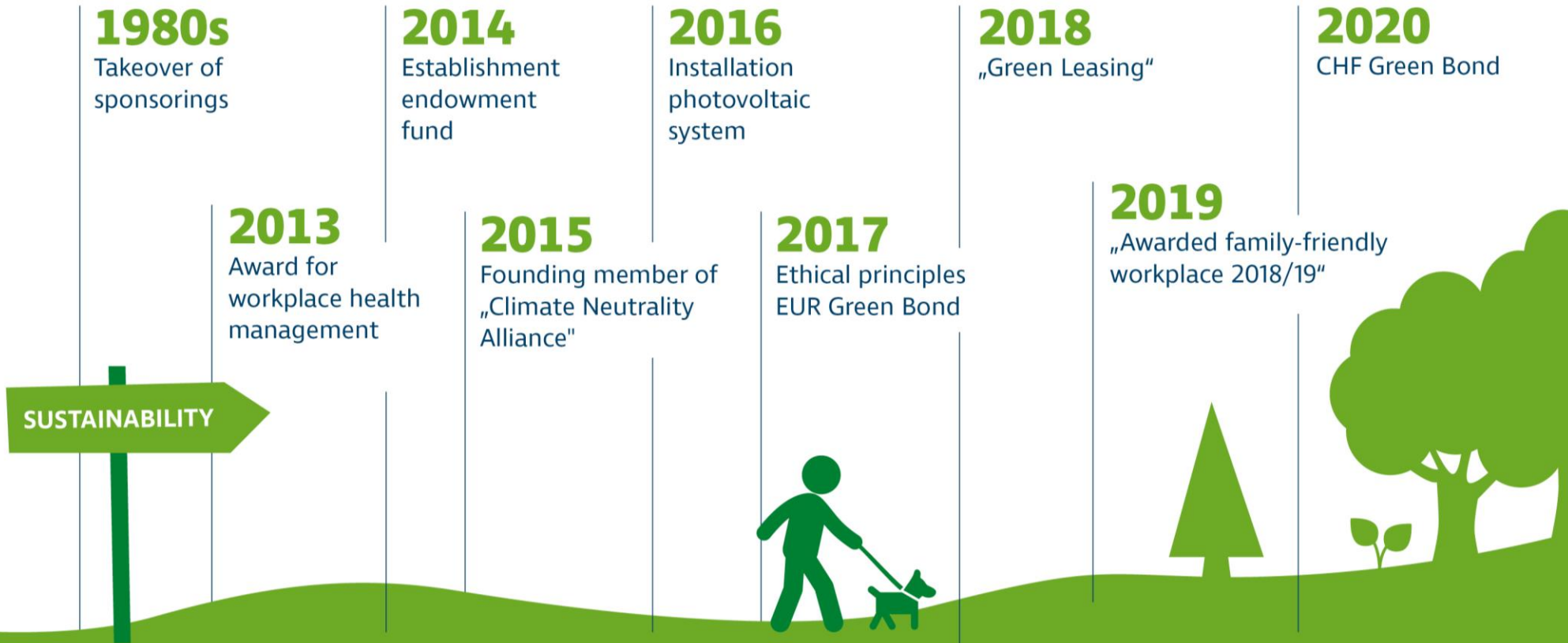


## RESEARCH, DEVELOPMENT & EDUCATION

Education is an investment in the future. Know-how creates a head start and strengthens Vorarlberg. For a future worth living for future generations.



# SUSTAINABILITY DEVELOPMENT



# GREAT COMMITMENT FOR SUSTAINABILITY



## ECONOMIC SUSTAINABILITY

- **Credit products** (climate-, lifetime- and live value loan)
- **Sustainable investment products** (own Green Bonds, terrAssisi, etc.)
- **Green Investor**



## ECOLOGICAL AWARENESS

- Conscious planning of our own carbon emissions
- CO<sub>2</sub> minimum reduction: 1%
- Preferably climate neutral investments in buildings
- Sensitization of employees concerning the use of energy, paper and water



## SOCIAL PARTICIPATION

- **Sponsorings:** Bregenz Festival, Hypomeeting
- **Hypo-Vital** to support the activities of employees
- **Endowment fund** „Hypo for Vorarlberg“

# SUSTAINABLE PRODUCTS

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## Hypo Climate Credit

- Measures of energy saving (e.g. refurbish buildings thermally, buildings with an energy saving premium of EUR 170,-, installation of renewable energy sources)

## Hypo Life Value Credit

- For clients aged 60 or above we offer additional liquidity by a perpetual mortgage loan, until further notice, only interest will be paid, the credit period until the customer's death or for a limited period stating the possibility of repayment

## Hypo Lifetime Credit

- Flexible Realization of a project (Property purchase, renovation, etc.)
- Until further notice, only interest will be paid, flexible repayment depending on liquidity

## 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

## 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\*\*

\* Projects for humanitarian support or primary care for the population are excluded

\*\* No direct project funding

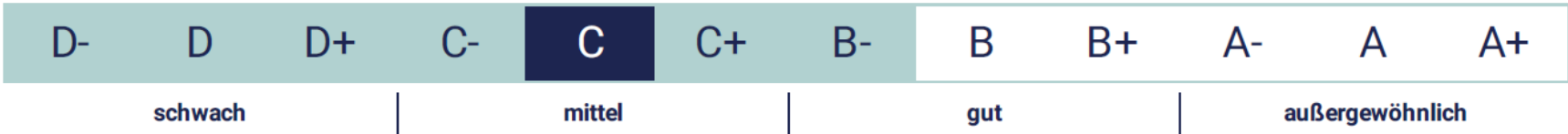


# ISS ESG CORPORATE RATING

## Hypo Vorarlberg Bank AG

<b>Branche</b>	Financials/Public & Regional Banks	<b>Status</b>	<b>Prime</b>	
<b>Land</b>	Austria	<b>Rating</b>	<b>C</b>	
<b>ISIN</b>	XS1856342560	<b>Prime-Schwelle</b>	<b>C</b>	
		<b>Decile Rank</b>	<b>1</b>	

### Absolutes Rating



Die Bewertung der Nachhaltigkeitsperformance eines Unternehmens findet auf Basis von ca. 100 Kriterien statt, die branchenspezifisch zusammengestellt wurden. Die Nichtoffenlegung von Informationen bzw. mangelnde Transparenz bezüglich dieser Kriterien wirkt sich negativ auf das Rating eines Unternehmens aus.

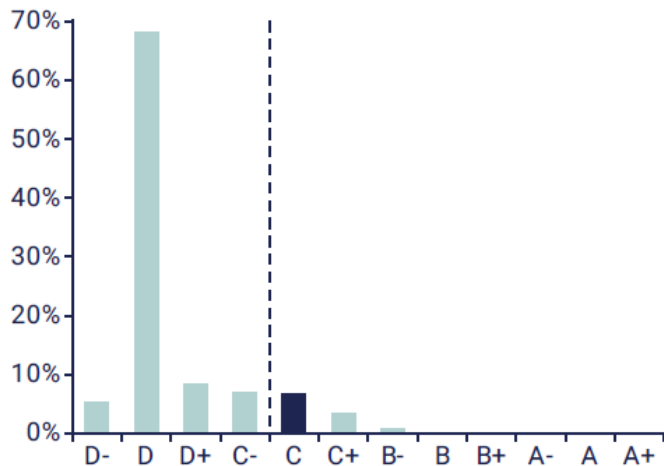
**14<sup>TH</sup> OUT OF 252 COMPANIES** within its sector (18<sup>th</sup> February 2020)

Source: ISS ESG Corporate Rating, July 2019

# ISS ESG CORPORATE RATING

## Rating-Verteilung

226 Unternehmen in der Branche



Source: ISS ESG Corporate Rating, July 2019

## STRENGTHS

- Offering of sustainable investment products and services
- Integration of sustainability aspects in lending
- Measures to ensure responsible sales and marketing methods
- Measures for guaranteed access to financial services without discrimination

## WEAKNESSES

- No explicit measures to integrate ecological and social aspects in the credit review process of private customers
- No obvious strategy concerning the integration of sustainability aspects in the representation of shareholders' interests

# MOTIVATION FOR OUR „CHF GREEN BOND“ PROJECT

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- **Importance** of the topic sustainability for the bank and the managing board
- Sustainability has been a long established **part of our corporate culture**
- **Reliability, stability and solidarity** are 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
- **Customers** desire for sustainable products



# 03 BRANCH ST. GALLEN



# BRANCH ST. GALLEN

- Successfully established in Eastern Switzerland for **more than 22 years**, only present at one location
- **Specialist in real estate financing**  
financing solutions for projects  
from CHF 3 mln. to 20 mln. and above
- about 20 **employees**
- **Swiss full banking license** supervised by FINMA
- Total assets about **CHF 900 mln.** and continuous growth over the last decade
- **Down-to-earth** and **mindful** business model
- Focus on **niches**



# THE BUSINESS PORTFOLIO OF ST. GALLEN



## CORPORATE CLIENTS

Profit from our know-how and competence in corporate banking.



## REAL ESTATE & INCOME PROPERTY

We finance projects with a capital demand from CHF 3 mln. to CHF 20 mln. and above.



## PRIVATE BANKING

With a securities portfolio from CHF 100'000 you can profit from our individual consulting services.

# DETAILS REAL ESTATE FINANCING

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- The market area is the **whole of Switzerland**, primarily German-speaking Switzerland with a focus on Eastern Switzerland
- New customer acquisition via **customer recommendations** and **online marketing**
- Business acquisition via existing customers and new customers, customers are served with a **dedicated consultant**
- Search for **individual solutions** for the customer
- Branch offices are also **subject to the regulation of the SBA (Swiss Bankers Association)**

# DETAILS REAL ESTATE FINANCING

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- **Niche:** the segment between "small" retail banks and large players
- Commitment sizes possible via the "legal form" branch, thus taking into account the **Group's risk-bearing capacity**
- Properties are verified annually for value (in cooperation with IAZI)
- Credit decisions are made against the background of creditworthiness, rating, valuations, market risks, mortgaging, sustainability
- **Credit Competence as a rule at headquarter**
- **Low ETP-volume**



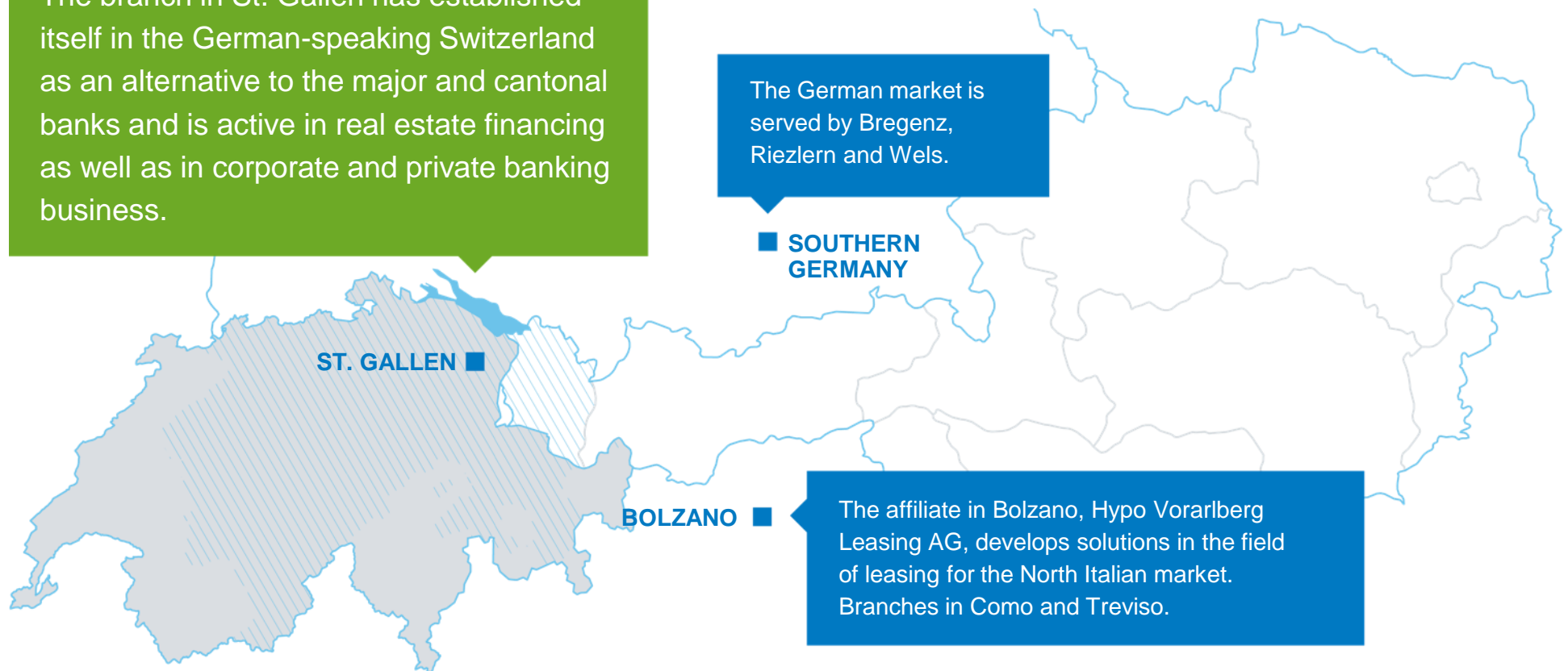
# SUSTAINABLE DEVELOPMENT IN SWITZERLAND AND IN THE BRANCH OF ST. GALLEN

- Little correlation between default rates in Switzerland and Austria (= **diversification**)
- Relative market importance in Switzerland is low (= **growth opportunities**)
- **Proximity to the home market** and therefore only minor cultural differences (Vorarlberg - Eastern Switzerland)
- **Use of individual services from the head office** (Management, Treasury, etc.) for the provision of services in Switzerland
- Further **possibilities of cross-border offers** in the future
- **Use of unique characteristics** (operation of different legal areas; orders of magnitude in the lending business; access to capital markets like the green bond)
- Understanding of **equal competition**

# THE BEST CONSULTING FOR THOSE WITH PURPOSE

## SWITZERLAND

The branch in St. Gallen has established itself in the German-speaking Switzerland as an alternative to the major and cantonal banks and is active in real estate financing as well as in corporate and private banking business.



04

OUR  
GREEN BOND FRAMEWORK



# GREEN BOND PRINCIPLES

## VOLUNTARY FRAMEWORK\*

- which should guarantee the **integrity and transparency** of green bonds

## MEMBERSHIP

- Hypo Vorarlberg has been the first Austrian financial institution to become a **member of the Green Bond Principles** since 2017

## CONFORMITY WITH

- Use of proceeds
- Process for evaluation and selection
- Management of proceeds
- Impact Reporting
- External review



# GREEN BOND PRINCIPLES



## USE OF PROCEEDS (I)

- Sum equal to the issue proceeds to finance or refinance selected eligible loans, investments and/or projects in categories which have clear environmental benefits
- **Categories & projects**
  - Energy Efficiency such as in new and refurbished buildings
  - Green Buildings which meet regional, national or internationally recognised standards
- **Exclusions**
  - pornography
  - prostitution
  - drug trafficking
  - weapons production
  - child labour

# GREEN BOND PRINCIPLES



## USE OF PROCEEDS (II)

- **Eligible sectors:** energy-efficient buildings in Switzerland
  - Categorization of the properties using a rating scale (A - G) for energy efficiency according to the categories of the energy performance certificate of Swiss Cantons (GEAK)
- **Cooperation with IAZI** (Informations- und Ausbildungszentrum für Immobilien AG)
  - for the calculation of avoided CO<sub>2</sub> emissions
- **Evidence of energy efficiency**
  - Minergie certification (Swiss standard for buildings with a high energy efficiency) and calculated values from IAZI

# GREEN BOND PRINCIPLES



## USE OF PROCEEDS (III)

- **Existing loans**
  - Allocation of the categories (energy indicators) based on the calculations by IAZI
  - Gathering of the information about the heat generator and the source of heat from the Swiss Federal register of buildings and housings (GWR)
  - Obtaining measurements of energy requirements e.g. GEAK or Minergie certifications for newer properties
  - Gathering of relevant information (object category, address, year of construction, etc.) for older objects
- **New loans**
  - Determination of future energy requirements for new buildings and renovations in Switzerland
  - Limits of further eligible assets
    - Existing buildings 2000-2019: 100 kWh/m<sup>2</sup>a
    - New buildings from 2020 on: 35 kWh/m<sup>2</sup>a
    - Renovations from 2020 on: 53 kWh/m<sup>2</sup>a

# GREEN BOND PRINCIPLES



## PROCESS FOR EVALUATION AND SELECTION

- **Members of the sustainability committee**
  - Sustainability Officer
  - a member of the Managing Board
  - a branch manager of St. Gallen
  - a Credit Management member
  - a member of the Compliance department
  - two Treasury members
- **Sustainable finance reporting**
  - Distribution of sustainable loans to green bonds
  - Volume development in lending
- Decision whether a **new loan** will be **added to the Green Pool**
- Decision about **future potential changes in the framework**



# GREEN BOND PRINCIPLES



## MANAGEMENT OF PROCEEDS

- **Green Bond Management System**
  - Management of the eligible loans in WinCredit
- **Use of proceeds**
  - Until maturity, Hypo Vorarlberg will invest a volume at least equal to the proceeds of its green bonds issuance in Eligible Assets
- **Not allocated proceeds**
  - Interim investments in Austrian green assets with a construction or renovation year after 2017 and with a

heating energy demand limit for new buildings (35 kWh/m<sup>2</sup>a) and renovations (53 kWh/m<sup>2</sup>a) until these are replaced by new Swiss business or existing business.

- **Goal**
  - Until maturity 20% of the refinanced loans shall be replaced by new business in CHF
  - Within two years the Austrian green substitute assets shall be replaced by green swiss assets

# GREEN BOND PRINCIPLES

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## IMPACT REPORTING

- Annual reporting about the development of the proceeds (publication on website)
- Aggregate volume in each category of Eligible Assets
- Percentage of the use for refinancing and financing of new business
- Balance of any unallocated proceeds invested in other green assets
- Expected savings of CO<sub>2</sub> emissions of the financed projects

# GREEN BOND PRINCIPLES

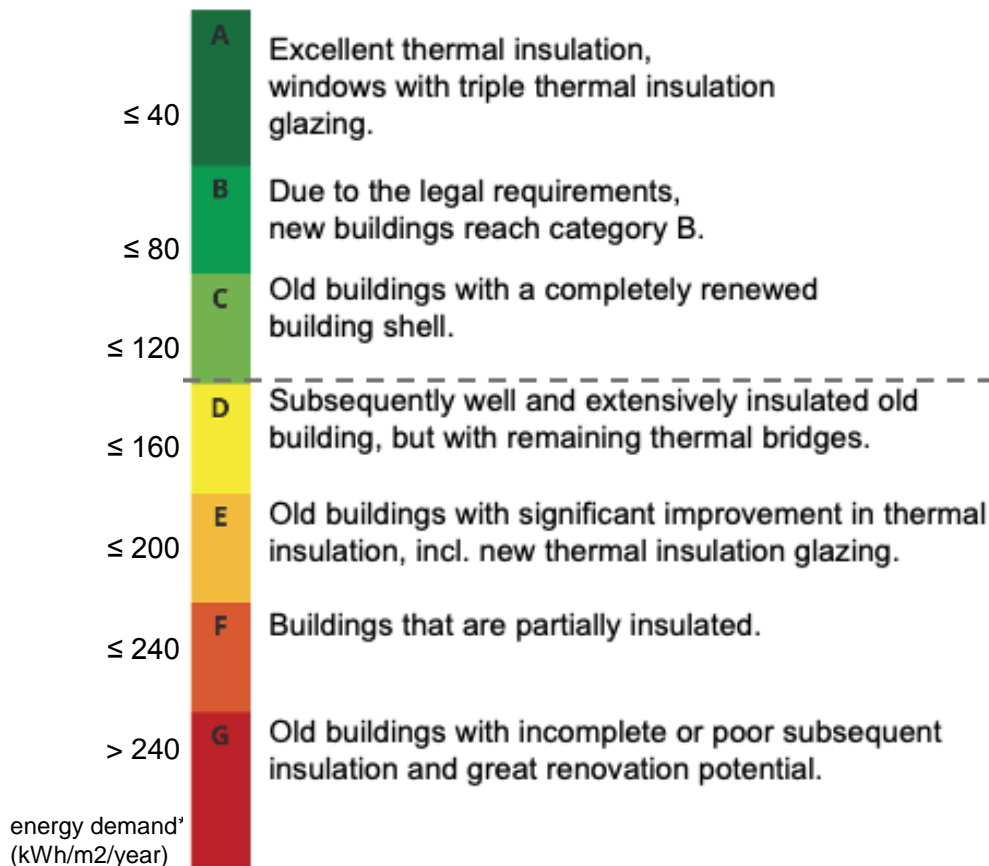
## SECOND PARTY OPINION FROM ISS ESG

SPO SECTION	SUMMARY	EVALUATION	EXTERNAL REVIEW
<b>Performance against GBPs</b>	<p>The issuer 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 ICMA GBPs.</p>	<p>Positive</p>	
<b>Sustainability quality of the asset pool</b>	<p>The overall sustainability quality of the asset pool in terms of sustainability benefits, risk avoidance and minimisation is good based upon the ISS ESG Green Bond KPIs. All assets of the asset pool are located in Switzerland, a highly regulated and developed country. Legislative frameworks in Switzerland set minimum standards, which reduce environmental and social risks.</p>	<p>Positive</p>	
<b>Issuer sustainability performance</b>	<p>The issuer itself shows a medium sustainability performance and has been given a rating of C, which classifies it as ‘Prime’ by the methodology of the ISS ESG Corporate Rating. It is rated 14th out of 252 companies within its sector as of 18.02.2020. This equates to a high relative performance, with a Decile Rank of 1.</p>	<p>Status: Prime Rating: C Decile Rank: 1</p>	

The detailed ISS ESG report is available on our website (<https://www.hypovbg.at/facts-in-english/investor-relations/>).

# GEAK-CLASSIFICATION

## Efficiency of building shell



## Overall energy efficiency

Highly efficient building technology for heat generation (heating and hot water) and lighting. Excellent equipment. Use of renewable energies.

New building standard in terms of building shell and building technology. Use of renewable energies.

Comprehensive renovation of old buildings (thermal insulation and building technology). Mostly with the use of renewable energies.

Extensive renovation of old buildings, but with significant gaps or without the use of renewable energies.

Partially renovated old buildings, e.g. new heat generation and possibly new devices and lighting.

Buildings with at most partial renovation, use of individual new components or use of renewable energies.

Old buildings with outdated plant technology and without the use of renewable energies, which have great potential for improvement.

Source: Translated from <https://www.geak.ch/de/der-geak/die-energieetikette/> (31 january 2020)

\* Energy requirements of the building for space heating and hot water





**05**

**IMPACT  
REPORTING**



# CRITERIA FOR THE „CHF GREEN BOND“ BUILDING POOL

## ENERGY-EFFICIENT SWISS BUILDING CHARACTERISTICS



Source: <https://www.minergie.ch/de/ueber-minergie/uebersicht/> (31.01.2020)

\*<https://www.geak.ch/de/der-geak/die-energieetikette/>

# METHODOLOGY (I)

- „**Desktop analysis**“ of the energy efficiency per object by IAZI
- **Benchmarks to calculate the potential energy savings per property**  
Comparison of the energy demand with the average demand of comparable objects of the same construction period in the region
- **Selection** of the Green Bond Pool
- Calculation of the **total CO<sub>2</sub> savings potential** per year
- **Selectable sectors:** Energy-efficient buildings in Switzerland
  - Categorisation of the object by a rating scale (A – G) for energy efficiency according to the categories of the energy performance certificate of Swiss Cantons (GEAK\*)
  - Objects are divided into two categories
    - > selection of the objects of **category 1 rating-classes A, B and C**



\*<https://www.geak.ch/de/der-geak/die-energieetikette/>

## METHODOLOGY (II)

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- **Properties with available information about heating system**
  - Collect data about heating system on the basis of the information about the heat generator and the source of heat from the Swiss Federal register of buildings and housings (GWR)
  - Estimation of the energy demand (based on the year of construction, address, living space and heating system) and evaluation by the use of a tool (eVALO)
  
- **Properties without available information about heating system**
  - Derivation of the average energy demand (for MFH and SFH) using a model developed by IAZI
  
- **Individual flats**
  - Estimation of the energy demand of the property and categorisation of the flat according to the rating
  - Calculation of the total annual energy demand of the flat (in kWh/year) as a share based on the living space

# „CHF GREEN BOND“ SEGMENTATION RATING-CLASSES

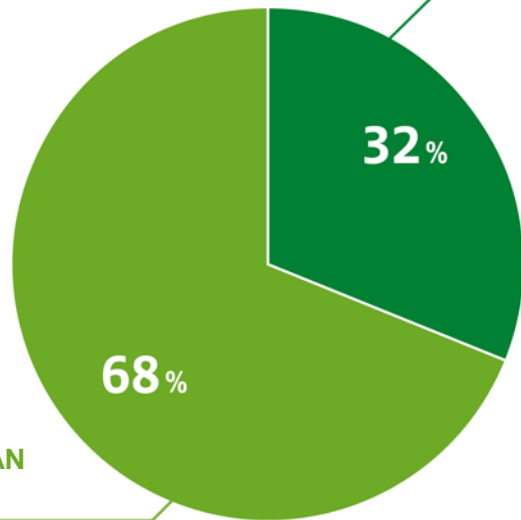


The share of the loan volume with available energy data in the total CHF loan volume is 32%. Thereof 57% are in the „CHF Green Bond“ portfolio

The „CHF Green Bond“ portfolio includes objects of category 1 with rating-classes A, B und C

TOTAL LOAN VOLUME CHF

LOAN VOLUME WITH AVAILABLE ENERGY DATA



REMAINING LOAN VOLUME IN CHF

Rating object	Balance in mln. CHF	Balance in %
A	-83.9	67%
B	-30.4	24%
C	-10.9	9%
<b>Total</b>	<b>-125.2</b>	<b>100%</b>



GEAK\*

\*<https://www.geak.ch/de/der-geak/die-energieetikette/>

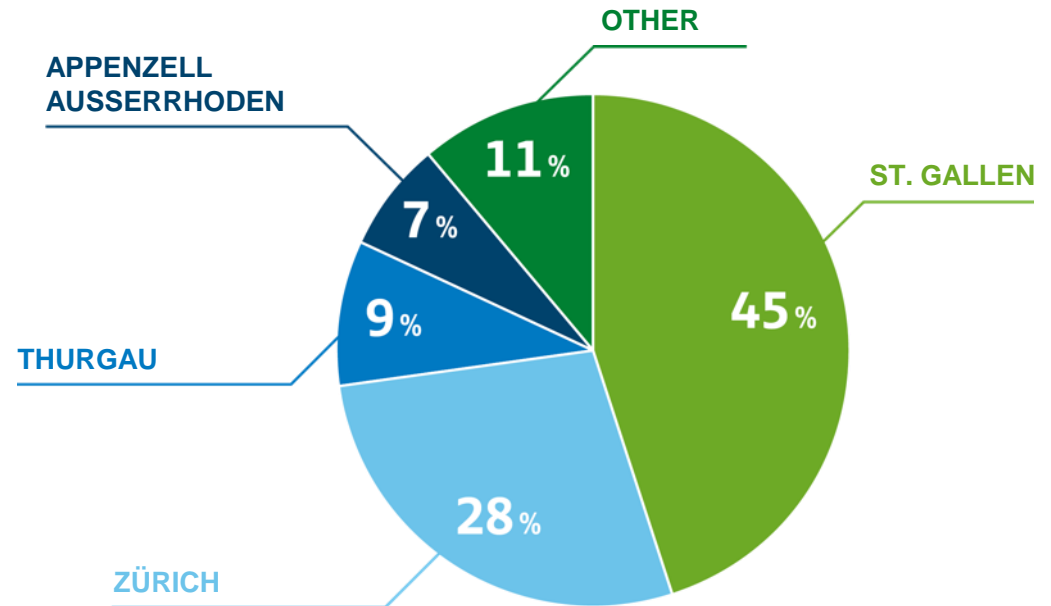


# „CHF GREEN BOND“ GEOGRAPHICAL DISTRIBUTION ACROSS CANTONS

The majority of the buildings are located in  
**St. Gallen, Zurich and Thurgau**

GEOGRAPHICAL DISTRIBUTION

Canton	Balance in mln. CHF	Balance in %
St. Gallen	-56.9	45%
Zürich	-34.7	28%
Thurgau	-10.9	9%
Appenzell Ausserrhoden	-8.7	7%
Aargau	-6.7	5%
Luzern	-5.6	4%
Appenzell Innerrhoden	-0.9	1%
Bern	-0.8	1%
<b>Total</b>	<b>-125.2</b>	<b>100%</b>



# „CHF GREEN BOND“ BUILDING TYPES AND MINERGIE CERTIFICATES



5 building types in the Green Bond Pool

Building type	Balance in mln. CHF	Balance in %	Number
Multi-family house	-64.8	52%	15
Single-family house	-24.8	20%	27
Mixed usage	-14.4	11%	1
Owner-occupied flat	-13.4	11%	15
Commercial	-7.8	6%	1
<b>Total</b>	<b>-125.2</b>	<b>100%</b>	<b>59</b>

In the Green Bond Pool there are  
12 buildings (20%) with Minergie certificates

Minergie Certified	Balance in mln. CHF	Balance in %	Number	Number in %
<b>Yes</b>	-33.1	26%	12	20%
<b>No</b>	-92.1	74%	47	80%
<b>Total</b>	<b>-125.2</b>	<b>100%</b>	<b>59</b>	<b>100%</b>

# „CHF GREEN BOND“ BUILDINGS BUILT FROM 2000 ON



Buildings of category 1 with rating-classes A, B und C and **construction year from 2000 on.**

Rating object	Construction year	Balance in mln. CHF	Balance in %	Number of objects
<b>A</b>	2000-2004	-7.8	6%	1
	2005-2009	-5.7	5%	3
	2010-2014	-43.8	35%	10
	2015-2020	-26.7	21%	6
<b>A Result</b>		<b>-83.9</b>	<b>67%</b>	<b>20</b>
<b>B</b>	2000-2004	-4.2	3%	5
	2005-2009	-7.5	6%	10
	2010-2014	-7.8	6%	8
	2015-2020	-10.9	9%	7
<b>B Result</b>		<b>-30.4</b>	<b>24%</b>	<b>30</b>
<b>C</b>	2000-2004	-6.9	5%	4
	2005-2009	-2.3	2%	3
	2010-2014	-1.7	1%	2
<b>C Result</b>		<b>-10.9</b>	<b>9%</b>	<b>9</b>
<b>Total</b>		<b>-125.2</b>	<b>100%</b>	<b>59</b>

# IMPACT REPORTING – RESULTS

## Total CO<sub>2</sub> savings potential per year

Objects of comparison for several combinations of building type and canton of the same construction period



**204**  
NEW CARS IN  
SWITZERLAND

Building Type	CO <sub>2</sub> emission (Kg / year)		
	Portfolio	Benchmark	CO <sub>2</sub> savings
Multi-family house	163,832	395,937	232,105
Single-family house	58,597	69,825	11,228
Owner-occupied flat	17,262	27,700	10,438
<b>Total</b>	<b>239,691</b>	<b>493,462</b>	<b>253,771</b>

\*in the year 2018 newly registered cars assuming an average of 140g CO<sub>2</sub>/km and a driving performance of 8'900 km/year\*\*

\*\*For more information: <https://www.bfe.admin.ch/bfe/de/home/news-und-medien/medienmitteilungen/mm-test.msg-id-75710.html>  
A detailed report is available on our website (<https://www.hypovbg.at/investor-relations/>).

A photograph of a field of white spring snowflake flowers (Leucojum vernalis) with green stems and leaves. The flowers are in various stages of bloom, some fully open and some as buds. The background is a soft-focus landscape of rolling green hills and distant mountains under a clear blue sky. The overall lighting is bright and natural, suggesting a sunny day.

06

CONCLUSIO



SPRING SNOWFLAKE, KALKOFEN GÖTZIS



# INVESTMENT REASONS „CHF GREEN BOND“

## PROMOTION

Contribution to the promotion of energy-efficient buildings in Switzerland

## SELECTION

The Green Bond Pool consists of only strictly selected energy-efficient buildings (Category 1 rating-classes A-C)

## PROOF

Demonstration of the energy efficiency of the buildings and the total savings of CO<sub>2</sub> emissions calculated by IAZI

## ISS ESG

Positive Second Party Opinion from ISS ESG

# PLANNED „CHF GREEN BOND“

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- **Format / Status:** Senior Preferred („Senior eligible notes“)
- **Tenor:** 6 to 10 years
- **Volumen:** CHF [100 - 150 mln]
- **Issuer rating:** A+ (S&P), A3 (Moody's)
- **Use of proceeds:**  
Refinancing and Financing of energy-efficient residential and non-residential buildings in Switzerland
- **Second Party Opinion:** ISS ESG
- **Impact Reporting:** IAZI (Informations- und Ausbildungszentrum für Immobilien AG)
- **Dokumentation:** Debt Issuance Programme with Swiss Wrapper

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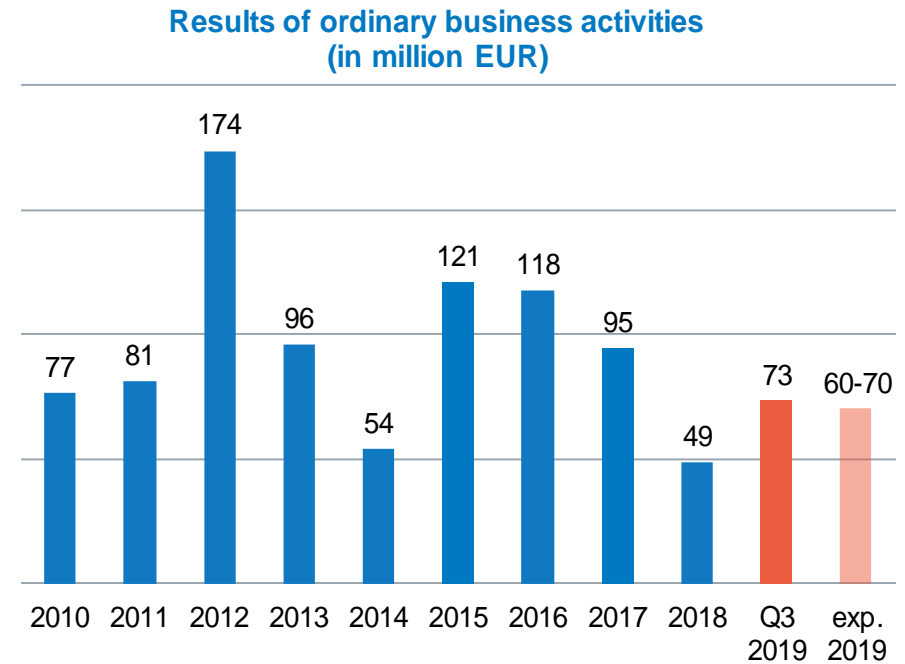
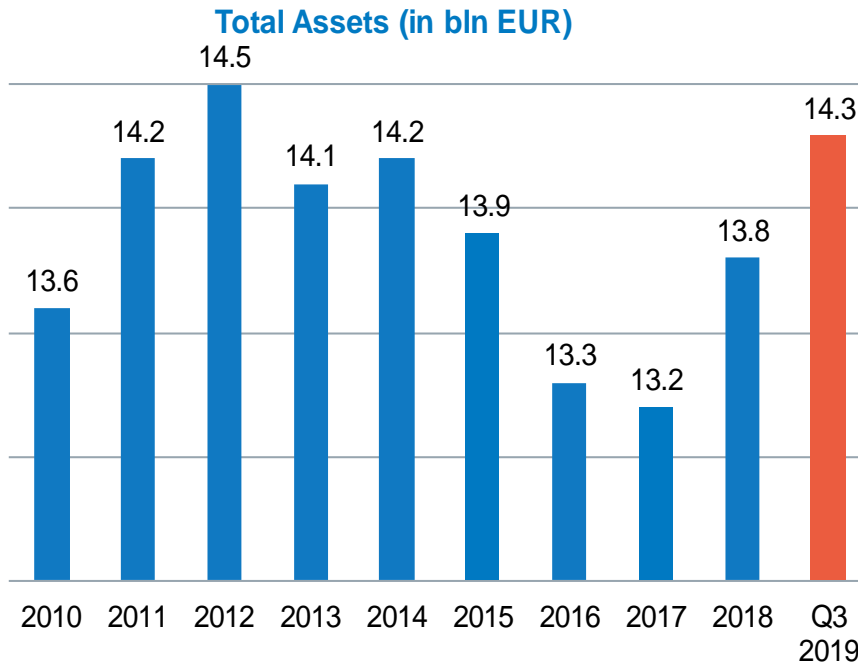
# 07 APPENDIX



PALPUOGNASEE, CANTON GRAUBÜNDEN

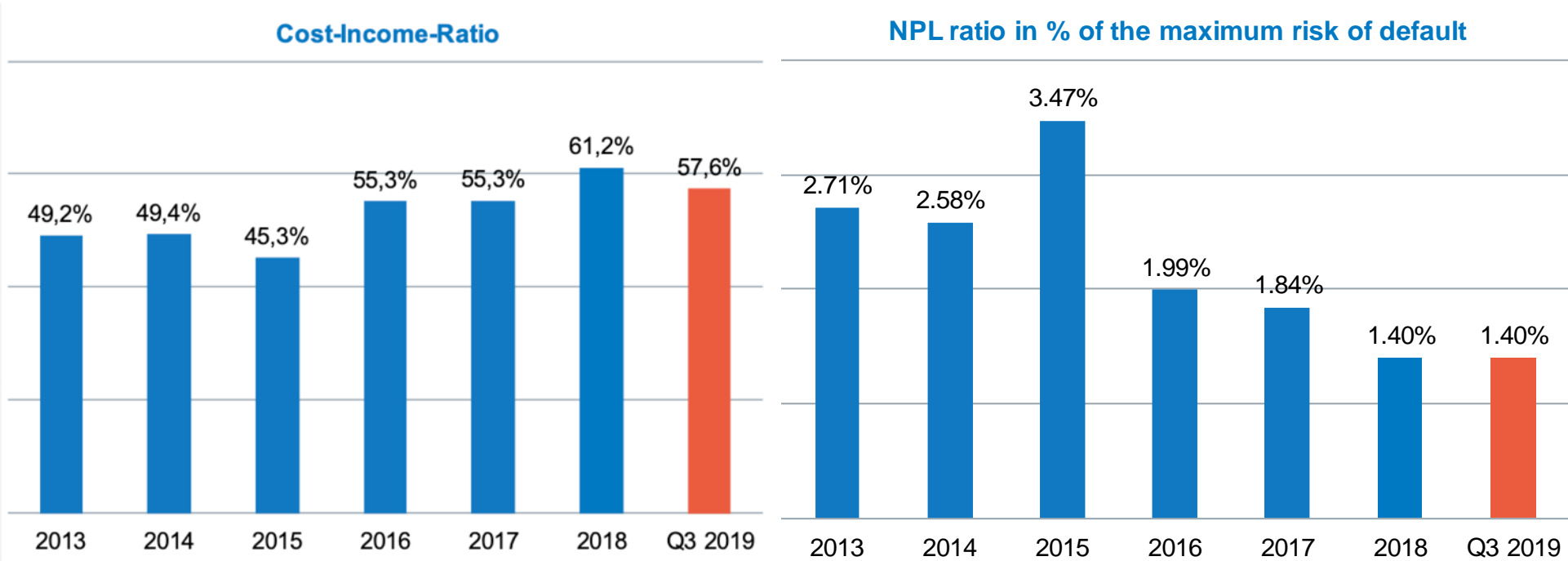


# TOTAL ASSETS AND RESULTS OF ORDINARY BUSINESS ACTIVITIES



Source: quarterly report of Hypo Vorarlberg as of September 2019

# COST-INCOME-RATIO AND NPL RATIO



Source: quarterly report of Hypo Vorarlberg as of September 2019

# VORARLBERG IS THE LEADER IN THE 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.**

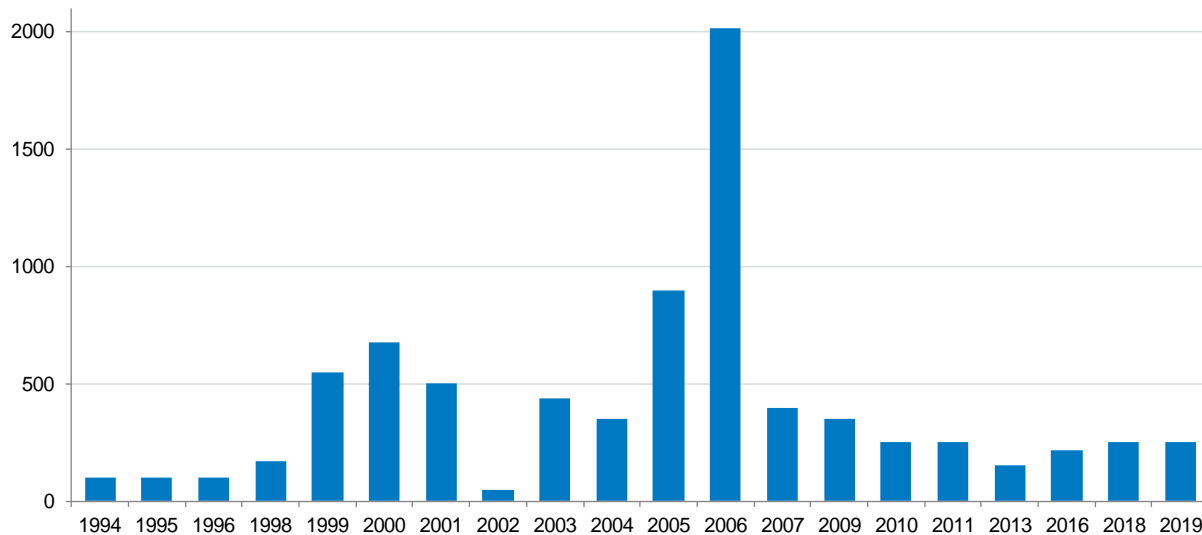
**BEX 2015: the FEDERAL STATES-ENERGY TRANSITION-INDEX SHOWS: VORARLBERG (74,7 PUNKTE) IS THE LEADER.**

Vorarlberg	<b>74,7</b>	↑
Vienna	<b>60,5</b>	
Lower Austria	<b>48,6</b>	
Upper Austria	<b>46,3</b>	
Tyrol	<b>45,3</b>	
Styria	<b>44,6</b>	
Salzburg	<b>43,9</b>	
Carinthia	<b>38,9</b>	
Burgenland	<b>38,2</b>	

\* World Wide Fund For Nature Source: [http://www.wwf.at/de/view/files/download/showDownload/?tool=12&feld=download&sprach\\_connect=3006](http://www.wwf.at/de/view/files/download/showDownload/?tool=12&feld=download&sprach_connect=3006) (request date: 27.12.2019)

# CHF-BOND ISSUES

CHF-Bond Issues (in mln CHF)



Since 1930 Hypo Vorarlberg is a frequent issuer in the swiss capital market.

Source: Own diagram, January 2020



# „CHF GREEN BOND“ ENERGY SOURCE AND HEAT GENERATOR



## ENERGY SOURCE

Source of energy/heat	Balance in mln. CHF	Balance in %	Number
Estimation using model	-57.3	46%	17
Unknown (heat generator = heat pump)	-33.9	27%	25
Geothermal probe	-22.9	18%	3
Gas	-2.9	2%	6
Wood (generic)	-2.3	2%	2
Wood (logs)	-2.2	2%	1
95% air, 5% electricity	-1.7	1%	2
Wood (pellets)	-1.1	1%	1
Air	-0.5	0%	1
District heating (generic)	-0.3	0%	1
<b>Total</b>	<b>-125.2</b>	<b>100%</b>	<b>59</b>

## HEAT GENERATOR

Heat generator	Balance in mln. CHF	Balance in %	Number
Estimation using model	-58.0	46%	18
Heat pump for one building	-53.3	43%	28
Heat pump for multiple buildings	-5.0	4%	2
Heating boiler (generic) for one building)	-4.1	3%	5
Heating boiler (generic) for multiple building)	-3.7	3%	4
Heat pump	-0.8	1%	1
Heat exchanger (including district heating) for one building	-0.3	0%	1
<b>Total</b>	<b>-125.2</b>	<b>100%</b>	<b>59</b>





**GEMEINSAM GROSSES LEISTEN**