

ANNUAL REPORT 2010



HYPO NOE  
GRUPPE

# GROUP FINANCIAL HIGHLIGHTS

| €'000  | 2010              | 2009              |
|--|-------------------|-------------------|
| <b>Summary IFRS comprehensive income statement</b>           |                   |                   |
| Net interest income  | 135,084           | 138,626           |
| Risk provisions  | -17,731           | -34,096           |
| Net fee and commission income                                | 7,259             | 7,195             |
| Net trading income   | 16,091            | 2,031             |
| General administrative expenses                              | -81,930           | -76,722           |
| Net other operating expense/income                           | -47,622           | 4,085             |
| Net gains and losses on financial assets                     | -3,525            | -16,237           |
| <b>Profit before tax</b>                                     | <b>7,626</b>      | <b>24,882</b>     |
| Income tax   | -500              | -4,773            |
| <b>Profit after tax</b>                                      | <b>7,126</b>      | <b>20,109</b>     |
| Minority interests   | -41               | -267              |
| <b>Profit attributable to owners of the parent</b>           | <b>7,085</b>      | <b>19,842</b>     |
| <b>Summary IFRS statement of financial position</b>          |                   |                   |
| <b>Total assets</b>  | <b>12,004,451</b> | <b>11,644,666</b> |
| Loans and advances to customers                              | 8,878,928         | 8,580,720         |
| Financial assets   | 2,094,214         | 2,283,048         |
| Deposits from customers                                      | 2,326,693         | 2,461,059         |
| Debts evidenced by certificates                              | 5,945,431         | 5,167,462         |
| <b>Consolidated capital resources (Austrian Banking Act)</b> |                   |                   |
| Eligible core capital  | 452,140           | 437,632           |
| Supplementary capital  | 231,941           | 221,496           |
| Total eligible capital                                       | 682,338           | 657,769           |
| Assessment basis   | 3,943,131         | 3,938,131         |
| Surplus capital  | 347,901           | 325,430           |
| Core capital ratio   | 11.47%            | 11.11%            |
| Equity ratio   | 17.30%            | 16.70%            |
| <b>Operational information</b>                               |                   |                   |
| Average number of employees in 2010                          | 604               | 582               |
| Number of employees at end of year                           | 638               | 604               |
| Number of branches   | 28                | 28                |

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# STATEMENT BY THE MANAGEMENT BOARD

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“All the companies in the HYPO NOE Group now share a single umbrella brand. This sends out a signal about our repositioning, and our close relationships with our owner and our core market.”

The Management Board

## A STRONG LINE-UP - IN THE INTERESTS OF CUSTOMERS

**2010** was an eventful year, marked by many successes and some major challenges for the Bank. While world financial markets stabilised, the after-effects of the financial crisis on the real economy continued to be felt in our region. Thanks to our well-trained workforce, we achieved a broad-based consolidation and clear positioning with customers. We tightened our focus on our core business - financing our public sector, business and private customers' projects - and concluded more transactions of these types. We also posted a profit for the year.

True to our basic philosophy and goals, during the year we made a major effort to ensure that our entire process chain - from transaction to execution and through to risk management - is equally robust and stable. The appointment of a new risk director, Nikolai de Arnoldi, who joined us at the start of 2011, sends out a strong message about our commitment to this policy.

We began the year as HYPO Investmentbank and HYPO Landesbank, but ten months later we unveiled new brands as part of our quality offensive. All the companies in the HYPO NOE Group now share a single umbrella brand. The new blue and yellow logo communicates our evolution and repositioning, and also signals our close relationships with our owner, the state of Lower Austria, and our core markets - Lower Austria and the Danube region.

The HYPO NOE Group is fully conscious of its responsibilities to Lower Austria. We will continue to make solidity, excellence and trust our prime objectives. Together with our workforce and our customers - whose loyalty to us is undiminished - we are entering a highly promising 2011 with high hopes, and with new reserves of strength.



**Dr. Peter Harold**  
Chairman of the Management Board



Dr. Peter Harold  
Chairman of the Management Board

# STRATEGY

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## **A stronger group - with a new brand**

The strong customer focus of our Group companies, with product portfolios to match, is the cornerstone of our strategy.

We pointed the way forward with the split-up of the Bank into HYPO Investmentbank AG and HYPO Landesbank AG, repositioning and restructuring in 2008, and we held our course of quality oriented growth in 2009, despite the financial crisis. In 2010 the creation of a new umbrella brand, HYPO NOE Group (in place of HYPO Investmentbank), alongside Group companies HYPO NOE Landesbank AG (instead of HYPO Landesbank), HYPO NOE Gruppe Bank AG, HYPO NOE Leasing GmbH and HYPO NOE Real Consult GmbH, drew attention to our full-line services and sharpened our common profile.

We will continue along the road taken over the past few years whilst paying attention to the anticipated impact of the changed regulatory and economic environment. Growth without sacrificing quality or courting unacceptable risks, and long-term earnings stability remain our goals as a group.

## **Focus on customers**

Our main non-financial goal is growing the business of the Public Finance & Corporates and Real Estate Finance departments - mainly in Austria, but also in Western Europe and selected new EU members. Our long experience and specialist expertise in holistic, bespoke public finance solutions are strong sales arguments in Austria, which we can also put to use in selected West, and Central and East European markets. The Bank's Real Estate Finance Department is a well versed and reliable financing partner for clients at home and abroad. It will mainly be concentrating on financing office buildings, shopping centres, retail parks, logistics facilities and city hotels.

Private customers, small and medium-sized enterprises, doctors and other professionals are the target groups for retail subsidiary HYPO NOE Landesbank. The bank, which focuses on Lower Austria and Vienna, will be looking to optimise its customer service - especially for small and medium-sized enterprises - and its housing construction finance business line, and to expand its private banking services.

HYPO NOE Leasing is a product specialist that plays a big part in giving us a comprehensive product portfolio. It specialises in public sector real estate leasing, providing ongoing support and long-term finance for projects such as schools, kindergartens and hospitals during the construction phase.

HYPO NOE Real Consult provides highly professional end-to-end property services, from project development through to execution.

During the reporting period the HYPO NOE Gruppe Bank Treasury Department was mainly concerned with liquidity and market risk control, financial engineering and asset-liability management. Efficient treasury services also maintain the Group's liquidity and help diversify risk in the proprietary trading portfolio.

We are confident that these broad-based operations and the Group's innovative repositioning will deliver outstanding performance, maintain a high degree of financial stability, and enable us to focus squarely on customers.

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## **Well-trying business model**

Last year's strong operating performance demonstrated yet again that the HYPO NOE Group's business model remains viable and sustainable, thanks to the high level of commitment shown by the workforce. The provision for a potential interest penalty payment relating to a transaction made in 2007 impacted our profit.

HYPO NOE Landesbank's result reflects increased provisions for credit risks due to the effects of the economic crisis.

Building on our excellent operational performance in 2010, we will keep up our efforts to deliver against our goal of sustainability both on the costs (exploitation of synergies) and the business front (selective, risk aware growth).



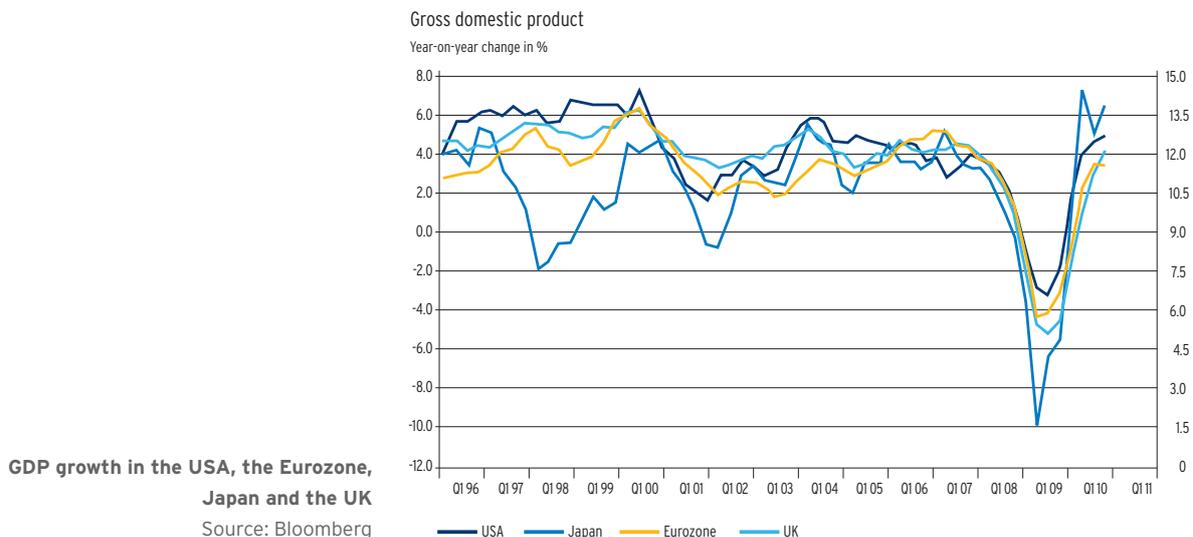
# GROUP OPERATIONAL AND FINANCIAL REVIEW

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- ▶ MARKETPLACE TRENDS
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- ▶ RISK REPORT
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# ECONOMIC CLIMATE

## Global economic and financial market developments

After pulling out of the severe recession in 2009, the global economy maintained its recovery in 2010. Expansionary monetary and fiscal policies proved effective in many countries. Rising inventories and reviving world trade were the other main factors driving growth. The emerging economies of Asia and South America set the pace, with the industrial countries lagging well behind. The disparities between the Eurozone member states' growth performances have been particularly glaring. Led by Germany, which recorded its strongest growth in 20 years in 2010, output in the core Eurozone countries is already nearing pre-crisis levels. However the peripheral countries are still mired in stagnation or recession. On financial markets, sovereign debt was the big issue in 2010. What began with a loss of confidence in Greece turned into a wider liquidity crisis that spread to other countries. This process culminated in speculation about sovereign bankruptcies and the collapse of the currency union. The EU and the IMF attempted to contain the crisis by extending financial assistance to the countries at risk. Among other measures, the European Financial Stability Fund (EFSF) was set up, and provided with about EUR 750 billion (bn) in resources. The countries directly affected were already doing their bit by taking harsh measures to consolidate their budgets, so as to regain investors' trust. However, as of the end of the reporting period confidence remained brittle. The bond and foreign exchange markets were most exposed to volatility. The euro came under heavy pressure during the crisis, and the risk premiums on the debt of the countries in the firing line reached unprecedented heights. Meanwhile the core countries - especially Germany - profited from historic lows in their borrowing rates, with investors starting to look for safe havens. These patterns of market behaviour disappeared in the fourth quarter of 2010. Following positive data at the start of the year there were growing indications of a slow-down, and in the summer there were signs that the US economy might be heading for a double dip recession. However in the autumn sentiment swung round - not least because the US Federal Reserve moved to provide a further economic stimulus. Most of the equity and commodity markets benefited, whereas the bond markets suffered. While inflation had long been a secondary issue for financial markets, towards the end of the year investors began taking a closer look at it again. Although inflation in the USA and the Eurozone is still running at moderate rates, there is a clear upward trend in the single currency area, and in some booming emerging economies price rises are already giving cause for concern. In the course of 2010 some central banks began signalling more restrictive monetary policies, but with the exception of Canada no G7 country has acted yet.



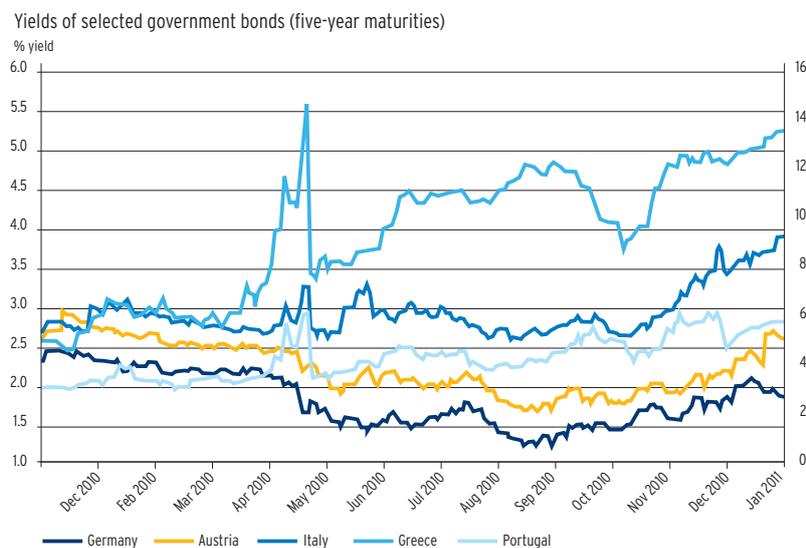
## The bond market

In 2010 the dominant factor on bond markets was the debt crisis that engulfed a number of Eurozone members. Fundamental data was ignored or quickly forgotten. When the contagion spread from Greece to other countries in the spring investors ran for cover. The big winners were German government bonds, but other core Eurozone countries' paper also did well. With bond prices lifted by economic worries, yields slumped to record lows. However markets changed direction during the final quarter, mainly in response to two factors. The US central bank set the ball rolling by announcing a further easing of its expansionary monetary policy in response to the disappointing pace of recovery. At the start of the November the Fed decided to buy USD 600bn of Treasury bonds. This step rekindled the appetite for risk on the world's capital markets, and better-than-expected economic data lent support. At the same time, markets were surprised by a rise in inflation in some countries. The commodity markets were having an outstanding year.

Apart from harvest failures and natural disasters, which pushed up prices of farm products, the injection of liquidity from the US central bank triggered speculative purchases of many commodities. All this began to feed into consumer prices in many countries. Another factor behind the pick-up in prices was increases in tax and government administration charges due to the urgent need to bring budgets under control. Together these developments led to a massive sell-off on bond markets, meaning that much of the year's decline in yields was made good by the end of 2010.

Corporate bonds put in a very mixed performance. The euro crisis had a major impact on financials' credit spreads. Issues by banks based in the PIGS countries (Portugal, Ireland, Greece and Spain) were hardest hit, and Greek and Irish banks reached the point where they were virtually unable to go to the capital markets to refinance their operations. Banks domiciled in core Eurozone countries were able to refinance comparatively cheaply, especially when doing so by issuing covered bonds.

As in 2009, non-financial corporates fared better than financials. Issuers outside the financial sector were helped by climbing company profits, and the discussion of the potential fall-out from a sovereign default largely passed them by.



### Yields of selected sovereign Eurobonds

Source: Bloomberg

## The equity market

The previous year's rapid rebound did not carry through to the start of 2010. Despite largely upbeat company news, risk aversion was rife. Apart from the euro crisis, this mainly reflected fears that the economic recovery would lose steam. Only in September did investors' risk appetite return, mainly as a result of better economic news and the prospect of additional liquidity due the Fed's Quantitative Easing 2.0 (QE 2.0) programme. Equity markets posted a sparkling performance in the final quarter, and most ended 2010 well up on the year. In the Eurozone, the German DAX index shone, with a gain of about 16 percent, lifted by surprisingly powerful economic growth, excellent corporate profits and the country's sound public finances. Vienna was one of a number of smaller bourses that made strong showings, and the ATX index put on 20 percent for the year. Overseas, emerging country stock markets were among the big winners. The few losers included the local stock markets in the PIGS countries and - to the surprise of many - the Chinese market. Chinese shares failed to profit from the booming economy, and ended the year 10 percent down.



### Stock market comparison

Source: Bloomberg

# MARKETPLACE TRENDS

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## HYPO NOE Gruppe Bank AG

### Public Finance & Corporates

#### Austria

Our Public Finance & Corporates Austria Department sets out to partner local authorities, Austrian state governments, and public corporations in all aspects of their finances. In 2010 the focus was on hard and social infrastructure financing, and expanding the department's corporate finance activities. Thanks to its ability to offer bespoke solutions and the Bank's strong liquidity position, the department succeeded in consolidating existing customer relationships and winning new clients for its lending business.

Business conditions in 2010 were again shaped by the changing landscape in the banking industry. Certainly, the constant shifts in access to refinancing, and the related effects on the market did not make life any easier for the banks. Many clients were in search of liquidity and tailored financing solutions. During this period of uncertainty on capital markets the HYPO NOE Group was able to offer many customers stability and a safe pair of hands. With the help of Public Finance & Corporates, our partners in the public sector were able to implement many exciting infrastructure projects. The highly proficient Corporate Finance Austria team succeeded in expanding its customer base.

HYPO NOE Gruppe Bank aims to be an expert partner that caters to corporates' financing and investment needs, and takes a long view of its customer relationships. We provide a highly professional interface for many public sector bodies. We offer a wide array of finance products, from cash advances for short-term liquidity, conventional investment finance, factoring and leasing through to private placements and syndications.

Together with Group companies HYPO NOE Real Consult and HYPO NOE Leasing, and external strategic partners, we made it possible to implement groundbreaking health and education projects in 2010.

During the year under review total lending by our Public Finance & Corporates Austria and International departments rose by 16.3 percent to EUR 4,515.2 million (m) (2009: EUR 3,881.8m). Despite the current challenging market environment HYPO NOE Gruppe Bank will continue to offer customised finance and investment products, and a variety of forms of integrated financial engineering.

In 2011 Public Finance & Corporates Austria will be looking to step up its structured project finance operations, as well as nurturing its relationships with regional and local authorities, and business customers. It will also keep up the momentum of cooperation with Austrian construction groups on a wide range of projects.

## International

The Public Finance & Corporates International (PFI) Department focuses on the following types of business and clients:

- ▶ **Public finance**  
Foreign public sector clients and government-related entities in selected countries, and local authorities;
- ▶ **Hard infrastructure**
  - Transport infrastructure, e.g. railways, rapid transit systems, airports, roads and motorways;
  - Public utility infrastructure, e.g. drainage systems, and waste disposal and wastewater treatment facilities;
  - Energy suppliers, e.g. electricity generators and distribution system operators;
- ▶ **Social infrastructure**  
Health care facilities, e.g. hospitals and nursing homes; educational facilities, e.g. schools, universities and student hostels; and public sector housing;
- ▶ **Selected strategic corporate customers.**

The department's product range features bespoke solutions, from medium and long-term loans, bond related services, and factoring, through to sale and leaseback arrangements, public-private models, and structured project finance. PFI draws on its own expertise and that of a strong network of Austrian and international business promotion agencies and development banks (e.g. Oesterreichische Kontrollbank, the EIB, the EBRD and the World Bank Group including MIGA).

In 2010 the main focus of operations was on the Czech Republic and Hungary. HYPO NOE Gruppe Bank has representative offices in both countries. Further expansion will initially target Western Europe and CSE. However International will also handle projects in other countries on a selective basis.

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## Real Estate Finance

The liquidity situation eased further in 2010. This resulted in an immediate squeeze on interest margins, particularly in our core markets. The Real Estate Finance team succeeded in generating new business. 2010 was hallmarked by tighter risk management, unusually protracted contract negotiations, volatile liquidity costs and uncharacteristically long project implementation lead times.

The department's key goals in 2011 will be building up a profitable lending portfolio, and selectively acquiring new business from institutional investors, funds and property developers. The business model still relies on the office, shopping centre, retail park, logistics facility and city hotel asset classes, and on relatively conservative lending terms.

Property prices are bottoming out, and some asset classes are already recording increases in a number of markets. However, due to the wide regional variations it is still hard to forecast future price trends.

The successful international expansion drive launched in 2010 was mainly targeted at our core real estate markets - the Czech Republic, Germany, Hungary, Poland and Slovakia. Landmark transactions completed during the year were the financing of office buildings in Prague and Bratislava - let on a long-term basis on behalf of international property investors - and of shopping centres in the Czech Republic, Hungary and Slovakia, as well as a retail portfolio in Germany.

In 2011 the Real Estate Finance team will again be working to exploit attractive openings in core markets that offer good risk/reward ratios. Particularly in Germany - a very well balanced and transparent market - we expect to find lucrative opportunities. In its foreign operations, the department will be watching economic developments very closely, as well as local property market trends. If the economic upturn in our core markets persists, the risk-return profile of foreign business will continue to outshine domestic transactions, and offer better margins for a given level of risk.

The target customer groups abroad are international property investment and development companies, asset management companies, property funds and high net worth individuals.

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## Group Treasury & ALM

In 2010 the strategic and organisational focus of the Group Treasury & ALM Department was on liquidity and market risk management, and financial engineering, as well as asset liability management.

As regards liquidity risk management, the prime concern for the department was ensuring that the Group has a strong short, medium and long-term funding profile, and among other things this involved updating the debt issuance programme.

We placed a total of almost EUR 1bn on the capital market in 2010. In line with the Bank's traditions, issuance centred on public covered bonds, which attract AAA ratings from Moody's. Towards the end of 2010 HYPO NOE Gruppe Bank launched a EUR 500m Pfandbrief issue - its largest publicly offered, benchmark-sized covered bond issue to date, and its first international one. This has made us better known abroad and expanded our investor base.

The main financial engineering priority was advising on account managers on structured products and transactions with complex cash flow profiles.

Asset liability management activities mainly related to banking book and interest rate risk management. Investment was mostly channelled into bank and government bonds. Active interest risk management made a significant positive contribution to overall earnings in 2010.

## Public Loan Management

The Lower Austrian state government extends preferential loans to almost 200,000 local people and businesses. The HYPO NOE Group is the first point of contact for Lower Austrian subsidy beneficiaries with queries about account management, account balances and repayments. It provides Lower Austrian owner-builders and the many housing cooperatives in the state with cheap and efficient loan management services.

The number of loan applications processed for the Lower Austrian state government rose again in 2010, to reach almost 5,000. The HYPO NOE Group now has over 293,000 direct loans, totalling over EUR 6bn, under management on behalf of the state government. Subsidised home loans account for the lion's share - over 276,000 loans worth about EUR 5.6bn. The rest of the loans administered by us are from other state funds, such as the Lower Austrian economic and tourism, school and kindergarten, water management and agricultural support funds.

The Group also maintains the accounts for many state grants, including those related to environmental protection, schools and kindergartens.

## Foreign branches

HYPO NOE Gruppe Bank AG had no foreign branches in 2010, but operated representative offices in Budapest and Prague.

## HYPO NOE Real Consult GmbH

End-to-end solutions are the great strength of this subsidiary, which is one of the country's largest independent property services providers and construction project managers. In 2010 the company offered a comprehensive range of services in both areas, with an emphasis on project development, project management and property management. In organisational terms, the main landmark was the rebranding of the whole Group, and in particular the renaming of HYPO NÖ Bauplan as HYPO NOE Real Consult GmbH.

As regards the company's **project development** activities, the big highlight of 2010 was the completion of preparations for the construction of the Group's new headquarters building at Benkerwiese in St. Pölten, through to the commencement of works. In addition, a start was made with developing the property at Obere Donaustrasse 61, in Vienna's second district.

A number of major **construction projects** proceeded on schedule.

The initial phase of the IST Austria project in Maria Gugging involved the construction of the institute's first laboratory building. Despite the need to appoint a new contractor before completion of the building shell, the project was finished on time, and inaugurated by Governor Pröll and Peter Bertalanffy - the donor of the Bertalanffy Foundation Building. During the year the Lower Austrian state government held a multi-stage tender procedure for project management services to be provided during the second phase. HYPO NOE Real Consult GmbH won the contract to manage the EUR 90m construction project.

The plans for the new Niederösterreich Arena football stadium in St. Pölten were approved by the construction advisory board with conditions, and the environmental impact assessment procedure took place in December. Work is expected to start in March 2011.

The Schulzentrum Krems multi-school building was completed on time, and the multi-storey car park entered service on 31 December 2010. Handover of the centre is scheduled for February 2011.

Detail planning of the Wachau river boat terminal and World Heritage centre forged ahead after the financing commitment was given in June. The groundbreaking ceremony, attended by Governor Pröll, and the mayoresses of Krems and Dürnstein, Ingeborg Rinke and Barbara Schwarz, took place on 2 October 2010.

The construction of an ultramodern hospital building for the Donauklinikum Tulln and of temporary operating theatres began in 2005. A new interdisciplinary intensive care unit at the hospital was officially opened by Deputy Governor Sobotka on 6 October 2010.

Phase 1 of the Norbertinum school renovation project in Tullnerbach was completed and handed over, and the official opening took place on 8 October 2010.

The multi-purpose hall in Perchtoldsdorf, which boasts Austria's highest indoor climbing wall, entered service in June 2010.

Planning permission for the HYPO NOE headquarters building in St. Pölten was obtained and works began in October 2010. Separate invitations to tender have been issued for the different types of work. Facility Management will also be providing project implementation support.

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2010 was another year of growth for the **property management** business. HYPO NOE Real Consult GmbH took charge of five more buildings, with a total floor area of about 58,000 square metres (sqm). These are:

- ▶ The St. Pölten logistics centre;
- ▶ Gaswerk-gasse, Krems;
- ▶ Sangerhofgasse, Tribuswinkel;
- ▶ The International Anti-Corruption Academy (IACA), Laxenburg;
- ▶ The Rostockvilla, Klosterneuburg.

Services provided for Kommunale Immobilien Liegenschaftsverwaltungs- und Verwertungsgesellschaft mbH (KIG), Stockerau were widened to include another 18 properties with a combined floor area of 17,200sqm.

A success for the facility management business was the contract to advise the client on the new football stadium to be built in St. Polten. The main focus of the contract is on planning the stadium for efficient operation and minimum costs over the entire life cycle of the building.

## HYPO NOE Leasing GmbH

HYPO NOE Leasing GmbH is the HYPO NOE Group's product subsidiary for speciality lending - especially leasing. Medical and non-medical equipment leasing for Lower Austrian hospitals brought HYPO NOE Leasing some EUR 35m of new business in 2010. Thanks to its lease processing expertise, and its ability to tailor transactions to the needs of NO Landeskliniken-Holding and the hospitals under its management, HYPO NOE Leasing again won this business for 2011 and 2012.

HYPO NOE Leasing is also taking on the financing of a new extension to the Landeskrankenhaus Thermen-Region Moding hospital, and alterations to the building and to the Landeskrankenhaus Thermen-Region Neunkirchen, as part of a consortium. Its share of the financing volume is about EUR 185m. HYPO NOE Leasing GmbH structured the deals. Due to its experience with complex transactions and the related contractual work it was entrusted with structuring both deals and drawing up all the agreements.

The company's contract drafting skills were also on display in connection with building rehabilitation work at the Lower Austrian state sport school. It succeeded in simplifying the contractual situation and making it more transparent, in the interests of all the parties. And it applied this know-how to the comprehensive renovation of the Zistersdorf vocational college and construction of an extension, as well as the construction of a new building for the Waldegg vocational college. The combined volume of these transactions is EUR 33.5m.

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## Associates

### **NÖ Beteiligungsfinanzierungen GmbH NÖ Bürgschaften GmbH**

The new guarantee and equity investment products created as part of the Lower Austrian economic stimulus package, which are provided by associates NÖ Beteiligungsfinanzierungen GmbH (HYPO NOE Landesbank AG holding 21.0%) and NÖ Bürgschaften GmbH (holding 5.0%), are an important source of support for the state's businesses, as shown by the strong demand for them.

On 21 January 2010 we signed an agreement with the state government, designed to strengthen the finances of local companies. This agreement is seen as a means of assisting the local business community, and is aimed at faster processing of applications and better advice, as well as ensuring that the EUR 100m in funding provided by the state government under the stimulus package is fully used. To this end the capital of NÖ Beteiligungsfinanzierungen was increased by EUR 3.3m in late March 2010, with all the shareholders contributing. HYPO NOE Landesbank's contribution was EUR 0.7m.

### **HYPO Real Invest AG**

On 20 January 2011 HYPO NOE Gruppe Bank sold its 30-percent interest in HYPO Real Invest AG to IVG Immobilien AG, a listed German company, at a profit. HYPO Capital Management AG, in which HYPO NOE Gruppe Bank holds 25 percent, likewise sold its 70-percent stake in HYPO Real Invest to IVG Immobilien.

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## **HYPO NOE Landesbank AG** (accounted for according to local GAAP)

For retail and business customers, and professionals in its core markets - Lower Austria and Vienna - HYPO NOE Landesbank AG is a sound partner that knows its business. 2010 was a year of improving market conditions for retail banking. The turmoil on financial markets in the previous two years had a serious impact on the business environment in Austria. The banks' liquidity needs were met either by refinancing on the interbank market (including the ECB) or by customer deposits. This led to market distortions with regard to savings products, as some banks sought to attract customers' money by offering higher interest rates. Because of the need to protect its margins, HYPO NOE Landesbank responded by reining in its efforts to attract large investments - which had mainly been aimed at non-retail customers - and relying more heavily on the interbank market.

In the wealth and securities area, the bank succeeded in arousing increased customer interest by enhancing its advisory skills, and custody business grew by 9 percent. Customer deposits were down by 6.63 percent year on year to EUR 1,137.4m, with savings deposits accounting for EUR 775.2m or 68 percent of the total. The decrease in customer deposits was due to the effects of shifting market conditions on the traditional approach to refinancing, and the resultant change in our policies with regard to competing for deposits.

Customer loans and advances climbed by 9.8 percent. A large part of this business came from retail customers and professionals, who accounted for EUR 853.3m or 46.4 percent of all lending. Growth in lending to owner-builders - a core market for Landesbank - was above the industry average despite the challenging environment.

Business customers are another major prop of the bank's lending business. HYPO NOE Landesbank is an important partner for small and medium-sized enterprises, and this area of its business generated 6.9 percent lending growth and contributed 53.6 percent of total customer loans and advances in 2010. With the impact of the global financial and economic crisis on Austrian businesses in mind, the bank has been monitoring the risks associated with its rapid growth in the SME segment closely for some time, and has made a special analysis of its lending portfolio. The loss on ordinary activities reported for 2010 reflects resultant heavy provisioning for non-performing loans in the retail and business customer segments.

Issuance of home construction bonds declined to EUR 13.3m (2009: EUR 19m). Due to the financial crisis customers tended to be wary of long-term commitments. We expect customer interest in home construction bonds - one of the few tax advantaged forms of investment - to pick up again in 2011.

HYPO NOE Landesbank stands for traditional values, solidity and expertise. With HYPO NOE Gruppe Bank as its parent and the Lower Austrian state government as its owner, the bank is well placed to nurture stable, long-term customer relationships. Experienced staff devise bespoke solutions designed to meet customers' highest expectations. Sustainability, reliability, customer focus and decisiveness are central to the bank's philosophy. During the year under review HYPO NOE Landesbank met customers' need for safety and stability, and it sees this as its mission for the future, too.

## GROUP FINANCIAL PERFORMANCE

The main features of the HYPO NOE Group's profit performance in 2010 were continued high net interest income, and heavy non-recurring charges affecting HYPO NOE Gruppe Bank AG's contribution to other operating income. In consequence, profit after tax attributable to owners of the parent fell to EUR 7.1m - a year-on-year decrease of EUR 12.8m. Due to continued low interest rates during the reporting period, net interest income was again at a high level, and edged down by a mere EUR 3.5m to EUR 135.1m. The cost of risk declined from EUR 34.1m to EUR 17.7m, largely as a result of improvements in the quality of the Bank's loan portfolio.

Net fee and commission income was virtually unchanged at EUR 7.3m.

Net trading income of EUR 16.1m was largely generated by interest rate and foreign exchange transactions.

General administrative expenses were up by 6.8 percent to EUR 81.9m. Staff costs rose by 8.9 percent to EUR 47.4m, and other administrative expenses by 3.0 percent to EUR 31.4m. The change in staff costs was partly due to an increase in the head count.

Net other operating expense/income turned negative by EUR 47.6m, following net income of EUR 4.1m in 2009. This shift is largely explained by an allocation to a provision for contingent losses, up to the maximum risk associated with the ongoing investigation into the alleged transgression of limits for large exposures.

In 2010 no gains on deconsolidation were reported.

The profit before tax was EUR 7.6m - down by EUR 17.3m year on year (2009: EUR 24.9m).

The lower profit is reflected in the following **financial ratios**:

|                             |  | 2010  | 2009  | 2008  |
|-----------------------------|--|-------|-------|-------|
| Return on equity before tax | Profit before tax/<br>ave. equity          | 1.9%  | 6.8%  | 4.4%  |
| Return on equity after tax  | Profit after tax/<br>ave. equity           | 1.8%  | 5.5%  | 3.6%  |
| Cost:income ratio           | Operating expenses/operating income        | 76.4% | 57.3% | 72.6% |
| Risk:earnings ratio         | Credit risk provisions/net interest income | 13.1% | 24.6% | 17.2% |

The financial performance indicators were heavily impacted by the high non-recurring charges recognised in net other operating expense/income.

# HUMAN RESOURCES MANAGEMENT

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The central challenge for Human Resources in today's testing times in the banking industry is to ensure that the Group remains an attractive employer, and to make the Bank an interesting and stretching place to work.

In comparison to the past, legal and regulatory requirements are very much to the fore, and place heavier demands on both management and staff. An employer's attractiveness is not just crucial to recruiting new employees, but also to retaining existing staff. Because of this the key task of the Human Resources team is to engender an enduring sense of identification with the Company in a changing working environment.

Last year's rebranding exercise has enabled the Bank to communicate its achievements - which are largely due to our people's contribution - better to the outside world.

## Facts and figures

At year-end 2010 the HYPO NOE Group had 638 employees (31 Dec. 2009: 604), of whom 306 were male and 332 female (31 Dec. 2009: 293 male and 311 female). Adjusted for full-time equivalent (FTE) this yields a figure of 603.9 employees at year end (31 Dec. 2009: 582). The breakdown by Group companies is as follows:

|                            |  |
|----------------------------|--|
| HYPO NOE Gruppe Bank AG    | ▶ 241 (122 male; 119 female); FTE 229.5 (119.2 male; 110.3 female) |
| HYPO NOE Landesbank AG     | ▶ 324 (155 male; 169 female); FTE 301.6 (153.4 male; 148.2 female) |
| HYPO NOE Leasing GmbH      | ▶ 34 (12 male; 22 female); FTE 34 (12 male; 22 female)             |
| HYPO NOE Real Consult GmbH | ▶ 39 (17 male; 22 female); FTE 38.8 (16.6 male; 22.2 female)       |

As in 2009, seven staff members were employed at our representative offices abroad. In 2010 we filled 132 vacancies in the Group (2009: 110).

During the reporting period employees' average age was 38.6 (2009: 39.3). The average length of service with the Company was 8.4 years (2009: 8.3 years). Days of sick leave averaged 9.0 per employee in 2010 - down by 0.4 days on the previous year.

## Reorganisation

The previous year's major restructuring exercise continued into 2010. For instance, the General Secretariat and Compliance were merged into a new corporate service unit reporting directly to the Management Board, and the management of subsidiaries and associates was upgraded to a separate department. Other milestones were placing the Public Finance & Corporates Austria and International departments under a single head, and further progress with creating a second management tier (group managers). The first phase of the latter process was completed in the autumn of 2010.

The development of overall group management functions was extended to the project and process management, and product management areas. During the last quarter of 2010 these remits and the staff involved were transferred to the Business Development Department at HYPO NOE Gruppe Bank AG.

The changes in the parent company's distribution and marketing structures initiated in 2009 were solidified by dividing the 28 branches into four distribution regions, each headed up by a regional manager.

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## Staff development

In the current complex and rapidly changing organisational environment staff development has a particularly vital role to play. The reshaped induction process launched in 2009 is now firmly established, and a number of cycles have been successfully completed. The involvement of senior headquarters staff as speakers is particularly valuable, as it gives a practical dimension to the course content. The basic induction to HYPO NOE Gruppe Bank now takes in virtually all areas of HYPO Foundation Courses 1 and 2, and has obtained recognition as a basic training course from Hypo-Bildung, the training subsidiary of the HypoVerband (Federation of Austrian Mortgage Banks). After this basic training, which is tailored to the needs of our core business, staff can move on to specialised training for roles in the various departments, which in some cases means taking additional course modules.

One of the main thrusts of our staff development activities in 2010 was the development and introduction of staff development interviews. While the basic idea is not new, this is the first time that the interviews have been cast as staff development discussions rather than performance reviews. These discussions require managers to act as coaches who support employees along their career paths at the Bank. They began during the autumn of 2010, and the experience gained laid the groundwork for activities in 2011. The appraisal discussions held at the start of the year represent a separate system, devoted to performance assessment. These interviews are designed to comply with the new legislative requirements. During the year compliance and IT security training courses were held by the departments concerned, across the Group. Content from these courses was also included in the Group induction and training course so as to establish uniform standards. Risk management courses for operational departments will again be given by internal trainers in 2011.

Another highlight of the year was the "Captain's Dinner", held in September 2010. This staff event again made a useful contribution to internal communication, mutual understanding and teamwork. The Group Christmas party at the Palais Niederösterreich, which featured decorations that conjured up the atmosphere of Lower Austria's Wald-, Wein-, Most- and Industrieviertel regions, was another big success.

## Outlook

Recent amendments to the *Bankwesengesetz* (Banking Act), passed by Parliament shortly before the end of the year to transpose new European legislation, will face banks' human resources departments with new challenges. The new legislation affects the multi-year observation and pay-out periods for bonuses, and the related employee shareholding schemes. Its advent meant that the key issues for the coming year were already mapped out.

From the perspective of the Human Resources Department the roadmap for 2011 is:

- ▶ Development of a remuneration policy including the share ownership scheme and appropriate risk indicators, in accordance with the requirements of the Banking Act;
- ▶ Introduction of performance reviews that conform to the new remuneration policy;
- ▶ Continued development of the leadership meetings;
- ▶ Optimisation of the IT solutions used by HR;
- ▶ Individualised staff development activities based on the outcomes of the staff development discussions.

# RISK REPORT

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For the HYPO NOE Group risks mean unexpected, unfavourable future developments which can have adverse effects on the assets, earnings or liquidity of the Group or of individual subsidiaries.

All major business activities in pursuit of the Group's corporate strategic goals are organised in accordance with strategic risk considerations, with special attention to risk bearing capacity.

The Group attaches particular importance to ensuring that risks are incurred only where the potential rewards are commensurate. Risks are not ends in themselves, they are taken on for the purpose of increasing enterprise value: they may only be incurred where risk capacity is high enough and the return on risk capital is adequate. The ongoing development of instruments and processes to ensure an appropriate balance of risks and rewards is regarded as a permanent component of long-term strategic development.

We are also concerned to maintain an appropriate match between risk bearing capacity and the risks incurred. The eligible risk coverage capital is very carefully defined and the confidence level for risk quantification (i.e. the probability of loss) is set at a conservative level.

The disclosure of risks is based on the Group's internal risk management and risk reporting systems, and IFRS 7 Financial Instruments: Disclosures.

## Risk management

Business success necessarily entails risk. The HYPO NOE Group practises active risk management - risks are incurred on the basis of deliberate decisions. The Group's risk management objectives are to identify, quantify and actively manage all types of banking risks (credit, interest rate, market, liquidity, operational and reputational risk).

Our organisational structure provides for a clear separation (four-eye principle) of the market and control functions at every level up to the Management Board. The market departments originate business and give the initial approval for transactions, while the control departments provide the second opinion that confers final approval. It goes without saying that this separation of functions was also present in 2010.

The risk-related section of the organisation chart for HYPO NOE Gruppe Bank for 2011 shows the market departments - Public Finance & Corporates Austria, Public Finance & Corporates International, Real Estate Finance, Group Treasury & ALM and Group Participations & International Affairs - reporting to the Management Board member responsible for markets. The Group Controlling & Strategic Planning department is closely involved in overall risk management for the HYPO NOE Group, and reports to the Chairman of the Management Board. The risk management departments, Group Risk Management and Group Credit Risk Analysis, and the processing departments, Credit Services and Group Treasury & Securities Services, report to the Management Board member responsible for risk management.



The quantification and monitoring of total bank risk at portfolio level is the responsibility of the Group Risk Management Department, and consists of the measurement, aggregation and analysis of all the risks assumed.

Since the 2008 financial year the HYPO NOE Group has implemented the statutory requirements arising from Basel II.

This involves recalculation of the minimum capital requirements on the basis of the standardised approach (Pillar 1 of the Basel II regulations), and most importantly, active management of all material risks as part of the Group's internal risk management process (Pillar 2, ICAAP) and compliance with the disclosure requirements (Pillar 3 of the Basel II regulations). The risk assessment methodology was thoroughly revised in 2007 as part of the Internal Capital Adequacy Process (ICAAP) required by the supervisory review. The key elements of this ongoing process are the planning, aggregation, management and monitoring of all risks, the evaluation of the adequacy of capital resources in relation to the risk profile, and the use and refinement of appropriate risk management systems.

In the HYPO NOE Group all quantifiable risks are as a matter of principle subject to the Group-wide, uniform limit system, which is subject to constant operational supervision: all risks must have corresponding limits.

There is a Group risk reporting system in place that ensures regular, timely and comprehensive reporting of all risks. In addition to the ICAAP report, which provides an aggregated summary of all risks and their capital backing, the Management and Supervisory boards receive separate, regular risk reports for each risk category, which provide comprehensive information on current risk developments.

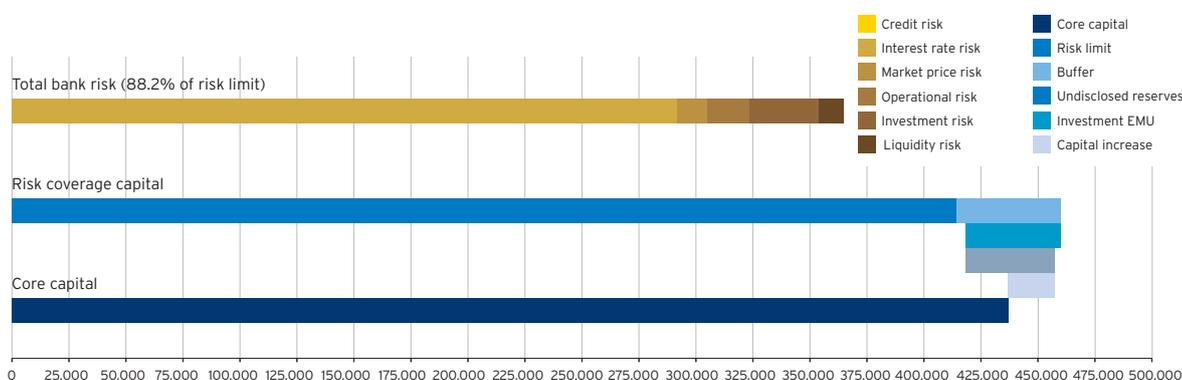
Publication as required under sections 26 and 26a Austrian Banking Act in combination with the OffV (FMA Disclosure Regulation) is on a consolidated basis for the HYPO NOE Group, in a separate document posted on the *Bank's* website.

The adequacy of risk bearing capacity is monitored and reviewed by two management groups:

- 1) Economic capital management serves to protect creditors from the point of view of liquidation. Risks are evaluated at a high confidence level (99.9% with a holding period of one year) and compared with the risk coverage capital available in the event of liquidation.

2) Going concern management serves to ensure that the Bank survives as a going concern. Risks are evaluated at a lower confidence level (95% with a holding period of one year) and compared with the realisable coverage capital that can be made available without endangering survival.

The HYPO NOE Group's risks and risk limits (including buffers) for the purposes of economic capital management as at 31 December 2010 are shown below:



### Current risk situation

In spite of the unfavourable market environment resulting from the financial crisis and the provision for the potential imposition of an interest penalty by the Austrian Financial Market Authority (FMA) in connection with the investment in Augustus Funding Limited, the HYPO NOE Group's risk cover as at 31 December 2010 amounted to 88.2% of the risk limit (including an adequate buffer) and was thus slightly higher than at 31 December 2009 (84.3%). Credit risk continues to reflect an increase in the probability of default by borrowers - particularly on the part of small and medium-sized businesses and private customers. The liquidity position is stable. More information is contained in the detailed reports on the individual risk categories set out below.

The rules and procedures for introducing new types of business or products, or entering new markets, require detailed analysis of the relevant business risks in advance. Business activities entailing risks are without exception only permitted if the risks are explicitly covered and authorised in the Group's risk documentation. As a matter of principle, we restrict our business activities to areas in which we have the skills and expertise to evaluate and manage the specific risks involved. Where the risk situation is unclear, or where there are methodological uncertainties, the principle of prudence prevails.

In 2010 we again invested considerable sums in infrastructure and processes, methodology and staff development, in order to ensure that the risk control systems were compatible with the authorised levels of risk tolerance and the Group's business objectives.

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## Outlook for 2011

All major business activities in pursuit of the Group's corporate strategic goals are organised in accordance with strategic risk considerations, with particular attention to risk bearing capacity. The Group Risk Manual lays down Group-wide mandatory risk management rules which apply to all subsidiaries and departments. It details the current processes and procedures for identifying, quantifying, monitoring and managing risks throughout the Group. It is the basis of implementation of our strategy for all aspects of risk, and defines the fundamental risk objectives and limits that must be observed in business decisions in the various business areas. The Risk Manual was extensively revised last year. As part of the annual review process, it is regularly extended, adjusted in line with changes in the external environment, and adapted to reflect new developments in the HYPO NOE Group where necessary.

Our limit system has been completely revised, and was successfully implemented in 2010. It is monitored and further improved by Group Risk Management on an ongoing basis.

A comprehensive, Group-wide regular stress test system was developed in 2010. In 2011 simulations will again be employed to model the effects of economic stress scenarios on the Bank's portfolio and capital, both for the Group as a whole and for the various different risk categories.

A high priority in 2011 will be the continuing development of methods for the identification, quantification, monitoring and management of operational risks, and of the internal control system.

As a result of the changed regulatory framework, ongoing implementation of amendments to the Capital Requirements Directive (CRD II) has already entailed changes in numerous bank lines of credit and internal regulations. Another focus in 2011 will be on planned liquidity indicators and capital buffers. The amended provisions of section 39 Banking Act governing remuneration, which were already in effect in 2010, will also be implemented shortly.

## Credit risk

Credit risk is the risk of deterioration in creditworthiness - ultimately, the risk of a contractual partner's defaulting. Credit risks are of various different types, depending on the products involved. Loans involve classic credit risk, derivative counterparty risk, and security issuer risk. Credit risk also includes investment risks.

- ▶ Classic credit risk is the risk of complete or partial loss as the result of the default or the deterioration of the creditworthiness of a borrower. The credit risk for the Bank lasts from the time the loan is agreed until it is repaid, i.e. for the whole term.
- ▶ Counterparty risk exists in the case of derivatives (including futures and credit derivatives), where the contract is concluded at a fixed price and the market price can change during the term of the contract. If the contractual partner defaults during the term of the contract, the Bank must then cover the remaining term with a new contract at the prevailing market price. If the market price is unfavourable to the Bank, there are additional costs or losses on the covering transaction. The Bank is exposed to counterparty risk throughout the term of the contract.
- ▶ Issuer risk is the risk of a similar deterioration in the creditworthiness of an issuer of securities. The Bank is exposed to issuer risk throughout the term of the contractual relationship.
- ▶ Investment risk is the risk of a complete or partial loss in value of capital invested in another business enterprise. The risk can crystallise if a writedown (partial or total) of the carrying amount of the investment becomes necessary, if losses are realised on disposals, or if undisclosed reserves are reduced.

The HYPO NOE Group calculates regulatory capital for credit risks using the standardised approach as required under section 22a Banking Act and the simple method for credit risk mitigation techniques.

Internal risk management uses the 25-level HYPO master scale, which is shown in condensed form below:

| HYPO NOE Group master scale |                            |              | Corresponding external ratings |           |
|-----------------------------|----------------------------|--------------|--------------------------------|-----------|
| Grade                       | Rating                     | Rating grade | Moody's                        | S&P       |
| Invest                      | Top grade                  | 1A - 1E      | Aaa - Aa3                      | AAA - AA- |
|                             | Excellent or very good     | 2A - 2E      | A1 - Baa3                      | A+ - BBB- |
| Non-invest                  | Good, medium or acceptable | 3A - 3E      | Ba1 - B1                       | BB+ - B+  |
|                             | Unsatisfactory             | 4A - 4B      | B2                             | B         |
|                             | Watchlist                  | 4C - 4E      | B3 - C                         | B- - C    |
|                             | Default                    | 5A - 5E      | D                              | D         |

For internal customer credit ratings, we employ the Österreichische Volksbanken AG (VBAG) rating procedures. Since 1 April 2008 VBAG has been using the F-IRB approach in accordance with section 22b Banking Act; as a result, it now has approved rating systems, which our group also uses.

For private customers, the Group is currently using an applications rating procedure together with behavioural rating for day-to-day evaluation. Business customers are assessed using different rating instruments for start-ups, businesses preparing accounts on a cash basis and those using accrual accounting. There is also a separate process for local authorities. Credit rating for specialised lending uses the slotting approach based on income-producing real estate (IPRE). Other customer categories are at present rated internally, on the basis of analyses, external ratings, etc.

In credit risk management internal ratings are generally used for credit risks and investment risks. Unrated customers are comparatively few, and they are constantly monitored. Unrated loans are generally assigned a conservative 4A rating.

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## Credit risk analysis

Lending is the HYPO NOE Group's core business, and taking on credit risks, managing them and keeping them within limits is one of its core competencies. Lending activities, the valuation of collateral, credit ratings and the classification of collateral are all governed by strict organisational rules and procedures, the fundamental principles of which are set out in the HYPO NOE Group Risk Manual. They define, in particular, the powers and authorities, the credit rating and collateral classification procedures, and guidelines for lending and loans management.

The Group Credit Risk Analysis Department is responsible for all activities in connection with checking, monitoring and managing all risks associated with on and off-balance-sheet lending transactions at the individual customer level.

The main emphasis is on checking both the form and content of loan applications, and providing the second opinions. The Group Credit Risk Analysis Department has the sole responsibility for rating assessments.

Group Credit Risk Analysis is also responsible for monitoring early warning indicators (principally from account administration) in order to identify potential problem customers as early as possible, so as to be able to initiate counter-measures in good time.

Its responsibilities also include the management of nonperforming loans and determining the risk provisions (recognition of individual impairment allowances). Below a certain rating level, loans are transferred for work-out and recovery.

The HYPO NOE Group applies rigorous standards as to what constitutes default - all customers meeting at least one of the following criteria are immediately treated as in default:

- ▶ Substantial loans more than 90 days overdue (regulatory definition);
- ▶ Recognition of an individual impairment allowance, or abstention from doing so if there is adequate collateral;
- ▶ Restructuring for credit rating purposes;
- ▶ Insolvency, composition or bankruptcy;
- ▶ Loan writedowns or write-offs.

## Risk provisions

Individual and collective impairment adjustments or provisions are made for identifiable lending risks.

The Group Credit Risk Analysis Department is responsible for establishing the amounts of the impairment allowances on the basis of an assessment of the customer's financial situation, and taking into account in particular the current value of any securities, the repayment structure and the due dates.

Future cash flows (repayments expected) are discounted using the original effective interest rate. If there is collateral for the amount receivable under the loan (e.g. charges on real property or guarantees), in calculating the amounts of any impairments the expected proceeds of realisation of any securities net of costs of realisation must be taken into account as future cash flows (AG84 IAS 39). Since in calculating the amounts of provisions in accordance with paragraph 63 IAS 39 the discounted value of all future cash flows with their expected due dates are to be taken into account, all expected interest payments should also be included.

For losses incurred but not recognised at the end of the reporting period, the HYPO NOE Group recognises collective impairment allowances on the assumption that for a certain percentage of customers without a default rating at balance sheet date there are incurred but unreported losses.

These impairment allowances are calculated differently for HYPO NOE Gruppe Bank and HYPO NOE Landesbank, since the two banks have different risk profiles. The calculation is based on the expected loss, taking into account: (a) the unsecured balance net of the market value of any collateral; (b) the historical probability of default (PD), i.e. the results of backtesting the rating system; (c) the loss ratios for the individual portfolios (LGD, or loss given default); and (d) the period of time between occurrence of the loss and its identification (LIP, or loss identification period). For reasons of prudence there is no initial recognition of any potential recovery factor.

Collective impairment allowances are calculated for loans and advances to banks and customers with internal ratings of 2A to 4E, using the HYPO NOE Group master scale described above. For 2010, the loss identification period is assumed to be four months for all loans.

The allowances are calculated using the following formula:

$$\text{Provision} = (\text{open balance} - \text{market value of security}) * \text{PD} * \text{unsecured LGD} * \text{LIP}$$

To the extent that the provision relates to receivables shown in the balance sheet, it is disclosed separately as a deduction on the assets side of the statement of financial position, under "Loans and advances to banks" and "Loans and advances to customers". The risk provisions for off-balance sheet business are shown under "Other provisions" (Note 8.22). Allocations to and reversals of impairment allowances and provisions for lending risks are shown in the income statement, under "Credit risk provisions".

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## Credit risk monitoring

The Group Risk Management Department is responsible for monitoring credit risk at the portfolio level. The risk quantification required under the supervisory regulations as part of the ICAAP process has been revised, and as a first step a software application has been introduced to measure credit risk from the portfolio perspective by calculating economic capital using the IRB approach prescribed by the regulations.

Management is kept informed about changes in credit risks in the monthly credit risk report and in regular or special reports on risk related matters (transfer of accounts to the collections department, changes in overdrafts, etc). There is also a regular report to management on the Group's ten largest exposures in each department. The Group's risk situation is discussed comprehensively and selectively in detail with management at meetings of the Risk Management Committee (RICO), which are held at least six times per year.

Facilities for own investments, money market deposits and derivatives are submitted to the Supervisory Board for authorisation twice a year. Compliance with the limits imposed is monitored on an ongoing basis, and reports are regularly submitted to the Supervisory Board. Such facilities are principally requested for sovereigns, and for Austrian and international banks with good external ratings. The ratings of international rating agencies - Moody's and Standard & Poor's - are used for this purpose.

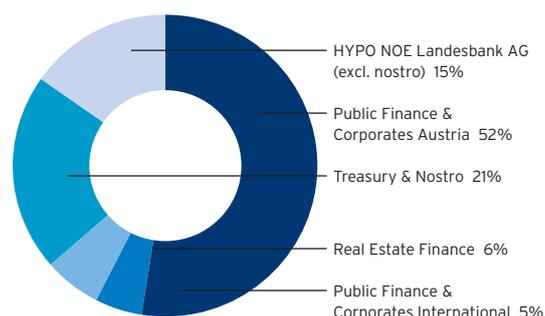
For individual customers, risk monitoring is the responsibility of the Group Credit Risk Analysis Department, which verifies the credit ratings, monitors the blacklist from accounts administration and processes risky credit applications. For customers where there is reason to doubt their creditworthiness, account managers are required - irrespective of the amount of any liabilities and of credit ratings - to prepare a review where needed, and at the least once a year. The review must contain a comprehensive summary of the current situation. The review is submitted for information to the competent manager. Customers giving cause for concern with respect to risk are monitored by Group Credit Risk Analysis. Where there is a significant deterioration in the risk situation, the exposures are transferred to the specialists in workouts, who are not part of the relevant market area.

## Credit risk management

For credit risk management purposes, credit exposures are grouped as follows:

| Financial control unit                    | Risk volumes (€'000) |                   |
|---|----------------------|-------------------|
|   | 2010                 | 2009              |
| Public Finance & Corporates Austria       | 6,980,312            | 5,761,221         |
| Public Finance & Corporates International | 722,408              | 533,986           |
| Real Estate Finance                       | 773,381              | 661,084           |
| Treasury & Nostro                         | 2,860,680            | 3,578,643         |
| HYPO NOE Landesbank AG (excl. nostro)     | 2,042,237            | 1,860,790         |
| <b>Total</b>                              | <b>13,379,017</b>    | <b>12,395,724</b> |

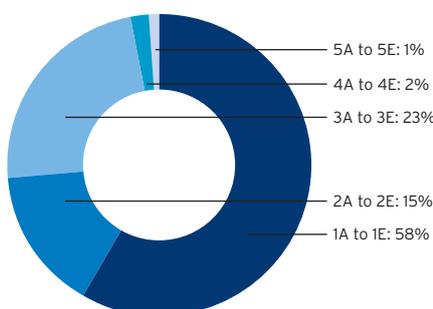
Credit risk volumes by segment 31 December 2010



Exposures are also classified by credit rating, as follows:

| Rating   | Risk volumes (€'000) |                   |
|--|----------------------|-------------------|
|  | 2010                 | 2009              |
| 1A bis 1E*   | 7,713,921            | 7,231,708         |
| 2A bis 2E  | 2,828,018            | 1,899,605         |
| 3A bis 3E  | 2,285,910            | 2,866,762         |
| 4A bis 4E  | 335,555              | 215,955           |
| 5A bis 5E  | 215,613              | 181,694           |
| <b>Total</b>   | <b>13,379,017</b>    | <b>12,395,724</b> |
| *Whereof 1A (PD=0.01%) EUR 5,320,347,000 (2009: EUR 4,898,442,000) |                      |                   |
| Investment grade   | 1A – 2E              |                   |
| Default  | 5A – 5E              |                   |

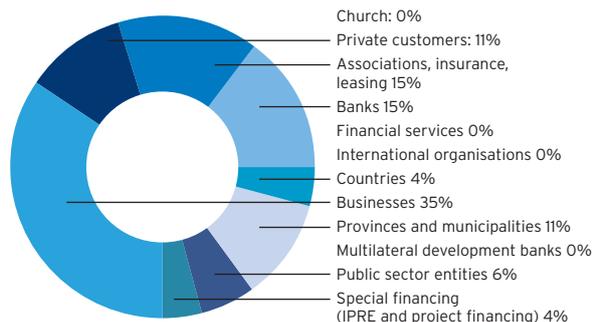
Credit risk volumes by rating 31 December 2010



Credit risk management is also divided into the following segments:

| Segment  | Risk volumes (€'000) |                   |
|--|----------------------|-------------------|
|  | 2010                 | 2009              |
| Banks  | 1,949,595            | 2,067,590         |
| Financial services                             | 0                    | 6,281             |
| Countries                                      | 505,600              | 506,465           |
| Provinces and municipalities                   | 1,528,211            | 1,291,973         |
| Multilateral development banks                 | 4,394                | 0                 |
| International organisations                    | 0                    | 0                 |
| Public sector entities                         | 753,340              | 520,791           |
| Special financing (IPRE and project financing) | 545,609              | 348,422           |
| Businesses                                     | 4,623,769            | 6,227,393         |
| Private customers                              | 1,523,132            | 1,423,572         |
| Church   | 1,560                | 668               |
| Associations, insurance, leasing               | 1,943,807            | 2,569             |
| <b>Total</b>                                   | <b>13,379,017</b>    | <b>12,395,724</b> |

Credit risk volumes by segment 31 December 2010



<sup>1</sup> Risk volumes represent open balances plus 50% of agreed facility. Securities are shown at market value.

## Disclosure of credit risk mitigation under IFRS 7

The valuation and classification of collateral are governed by strict organisational rules and procedures, which distinguish between the fair value of collateral recognised for regulatory purposes and its economic value. As a general rule, the account manager checks the legal status and the economic value of the collaterals at the time the application is received, at least once every year when the loan or facility comes up for reapproval, and whenever circumstances require. As part of the process of credit review Group Credit Risk Analysis checks the information, the assumptions and the underlying parameters. Balance sheet and off-balance sheet netting is not applied in the HYPO NOE Group.

The principal categories of collateral admissible for Basel II purposes that are relevant to the HYPO NOE Group are guarantees (largely in the public sector), mortgages and other pledges. A considerable part of the lending is represented by the purchase of a tranche of housing construction loans made by the state of Lower Austria. Additional security for this lending is provided by a guarantee from the state of Lower Austria. The credit risk on these exposures should therefore be seen as inconsiderable.

## Gross exposures in the Group for purposes of paragraph 36A IFRS 7<sup>2</sup>

|   | 31 Dec. 2010      | 31 Dec. 2009      | Change         |
|---|-------------------|-------------------|----------------|
| Cash reserve  | 39,613            | 70,658            | -31,045        |
| Loans and advances to banks   | 432,511           | 376,055           | 56,456         |
| Loans and advances to customers                                     | 8,878,928         | 8,580,720         | 298,208        |
| Risk provisions   | -103,164          | -90,675           | -12,489        |
| Trading assets  | 240,174           | 133,406           | 106,768        |
| Positive market values on hedges (hedge accounting)                 | 276,205           | 168,168           | 108,037        |
| Financial assets held to maturity                                   | 70,106            | 99,003            | -28,897        |
| Available-for-sale financial assets                                 | 2,014,702         | 2,174,964         | -160,262       |
| Financial assets designated as at fair value through profit or loss | 9,406             | 9,081             | 325            |
| Investments accounted for using the equity method                   | 46,149            | 43,940            | 2,209          |
| Investment property   | 24,443            | 24,078            | 365            |
| <b>Contingent liabilities</b>                                       |                   |                   |                |
| Acceptances and endorsements on discounted bills of exchange        | 327               | 327               | 0              |
| Liabilities under guarantees and other collateral securities        | 156,718           | 202,057           | -45,339        |
| Other loans and advances  | 0                 | 48,258            | -48,258        |
| Loan exposures  | 1,650,398         | 1,025,044         | 625,354        |
| <b>Total</b>  | <b>13,736,516</b> | <b>12,865,084</b> | <b>871,432</b> |

<sup>2</sup> Amounts are shown gross, without taking into account securities or other collateral.

## Maturities, collateral, and impaired or past due financial assets

The table below shows the value of collateral as calculated for regulatory purposes. The receivables of the leasing subsidiary, amounting to some EUR 1,247,741thsd (2009: EUR 1,110,407thsd), are shown without collateral.

| 31 December 2010 (€'000)                                       | Not overdue | Less than 90 days overdue | More than 90 days overdue | Total     |
|--|-------------|---------------------------|---------------------------|-----------|
| Gross carrying amount without individual impairment allowances | 8,984,385   | 149,826                   | 20,423                    | 9,154,633 |
| Gross carrying amount with individual impairment allowances    | 64,545      | 9,400                     | 102,674                   | 176,619   |
| Renegotiated terms, para. 36(d) IFRS 7                         | 209         | 0                         | 0                         | 209       |
| Collective impairment allowances                               | -5,601      | -242                      | -1                        | -5,844    |
| Individual impairment allowances                               | -29,836     | -2,884                    | -64,601                   | -97,320   |
| Net carrying amount  | 9,013,701   | 156,101                   | 58,495                    | 9,228,298 |

| 31 December 2010 (€'000)   | Gross carrying amount | Fair value of collaterals received |
|--|-----------------------|------------------------------------|
| Loans and advances to customers and banks, debt instruments and other financial assets, not overdue, without individual impairment allowances          | 8,984,385             | 3,224,335                          |
| Loans and advances to customers and banks, debt instruments and other financial assets, overdue, without individual impairment allowances              | 170,249               | 53,173                             |
| Loans and advances to customers and banks, debt instruments and other financial assets, overdue and not overdue, with individual impairment allowances | 176,619               | 37,361                             |
| <b>Total</b>   | <b>9,331,253</b>      | <b>3,314,870</b>                   |

| 31 December 2009 (€'000)                                       | Not overdue | Less than 90 days overdue | More than 90 days overdue | Total     |
|--|-------------|---------------------------|---------------------------|-----------|
| Gross carrying amount without individual impairment allowances | 8,738,024   | 75,807                    | 31,902                    | 8,845,734 |
| Gross carrying amount with individual impairment allowances    | 48,756      | 8,833                     | 70,485                    | 128,074   |
| Renegotiated terms, para. 36(d) IFRS 7                         | 8,289       | 0                         | 0                         | 8,289     |
| Collective impairment allowances                               | -6,203      | -924                      | 0                         | -7,127    |
| Individual impairment allowances                               | -25,083     | -7,135                    | -51,330                   | -83,548   |
| Net carrying amount  | 8,755,493   | 76,581                    | 51,058                    | 8,883,132 |

| 31 December 2009 (€'000)   | Gross carrying amount | Fair value of collaterals received |
|--|-----------------------|------------------------------------|
| Loans and advances to customers and banks, debt instruments and other financial assets, not overdue, without individual impairment allowances          | 8,738,024             | 4,741,377                          |
| Loans and advances to customers and banks, debt instruments and other financial assets, overdue, without individual impairment allowances              | 107,710               | 18,399                             |
| Loans and advances to customers and banks, debt instruments and other financial assets, overdue and not overdue, with individual impairment allowances | 128,074               | 11,246                             |
| <b>Total</b>   | <b>8,973,807</b>      | <b>4,771,021</b>                   |

The carrying amounts of financial assets for which the terms and conditions have been renegotiated because they would otherwise have become overdue or impaired totalled EUR 209thsd (2009: EUR 8,290thsd).

Collateral taken into possession in the meaning of paragraph 38 IFRS 7 represents realisations where the intention is to dispose of the asset. For HYPO NOE Landesbank the value of such assets was EUR 680thsd (2009: EUR 702thsd). At HYPO NOE Gruppe Bank there were no such cases in 2010 or 2009.

The tables below set out risk provisions grouped by the maturities of the underlying transactions, segmented as required for regulatory reporting purposes.

| 31 December 2010   | Not<br>overdue | Less than 90<br>days overdue | More than 90<br>days overdue | Total           |
|--|----------------|------------------------------|------------------------------|-----------------|
| Risk provisions for customers – individual impairment allowances | -29,836        | -2,884                       | -64,601                      | -97,320         |
| Non-banks  | 0              | 0                            | -5,272                       | -5,272          |
| Corporates   | -17,195        | -2,059                       | -27,627                      | -46,881         |
| Private customers  | -12,641        | -824                         | -31,701                      | -45,167         |
| Risk provisions for customers – collective impairment allowances | -5,601         | -242                         | -1                           | -5,844          |
| <b>Total risk provisions</b>                                     | <b>-35,437</b> | <b>-3,125</b>                | <b>-64,601</b>               | <b>-103,164</b> |

| 31 December 2009   | Not<br>overdue | Less than 90<br>days overdue | More than 90<br>days overdue | Total          |
|--|----------------|------------------------------|------------------------------|----------------|
| Risk provisions for customers – individual impairment allowances | -25,083        | -7,135                       | -51,330                      | -83,548        |
| Non-banks  | 0              | 0                            | -5,869                       | -5,869         |
| Corporates   | -14,542        | -6,248                       | -19,893                      | -40,683        |
| Private customers  | -10,541        | -887                         | -25,568                      | -36,996        |
| Risk provisions for customers – collective impairment allowances | -6,203         | -924                         | 0                            | -7,127         |
| <b>Total risk provisions</b>                                     | <b>-31,286</b> | <b>-8,059</b>                | <b>-51,330</b>               | <b>-90,675</b> |

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## Current risk situation

The HYPO NOE Group is a universal banking group. Its loans and investments portfolio consists to a large extent of low-risk loans to public sector borrowers such as sovereigns, the Austrian federal government, Austrian state governments and local authorities (and their associated enterprises), together with loans to banks with good external ratings (predominantly own investments, derivatives and money market transactions) and generally well collateralised loans to housing construction companies (both large housing associations and private sector housing). In these low-risk areas there are significant risk concentrations (unsecured lending per individual creditor) in the loan portfolio.

A considerable part of the lending is represented by the purchase of a tranche of housing construction loans made by the state of Lower Austria. Additional security for this lending is provided by a guarantee from the state of Lower Austria. The credit risk on these exposures should therefore be seen as inconsiderable.

HYPO NOE Gruppe Bank also finances property projects with excellent or good credit ratings, together with selected public sector loans, infrastructure enterprises and selected corporates internationally. HYPO NOE Landesbank specialises in retail, large-scale housing construction (both cooperative and private sector housing) and SME finance.

From a Group perspective, the lending portfolio as a whole shows no notable concentrations of risk. The bulk of business activities is represented by public sector financing in Austria.

The HYPO NOE Group has a nominal EUR 40m exposure on a loan to Greece, and a further loan of EUR 10.7m to a Greek municipality, representing 0.54% of total balance sheet loans and advances to customers and banks. As things stand, and given the political commitments, it is to be assumed that all loans placed in the capital markets to date will be serviced in the ordinary course of business. These exposures are monitored constantly, and possible risk mitigation options are being analysed.

The Group regularly calculates the statistically expected loss based on probabilities of default and the economic collateral structure for exposures relevant to credit risk. The aim is to ensure that the expected loss on the total portfolio is adequately covered by loan loss provisions, and that any shortfall in risk management is fully taken into account.

Group Risk Management regularly checks the non-performing loan (NPL) ratio and NPL coverage for individual members of the Group. The NPL ratio is defined as the total exposure on all default customers (ratings 5A-5E) divided by the total exposure on all credit risk relevant business, but not including housing construction loans, which are all fully collateralised, both by mortgages and by guarantees by the state government, and amount to EUR 1.042bn (2009: EUR 1.035bn). The ratio as at 31 December 2010 was 0.45% for HYPO NOE Gruppe Bank (2009: 0.42%) and 6.37% for HYPO NOE Landesbank (2009: 6.17%). The NPL coverage is defined as risk provisions (individual impairment allowances, collective impairment allowances and general credit risk provisions) divided by the total exposure on default customers (ratings 5A-5E). The cover at 31 December 2010 for HYPO NOE Gruppe Bank was 76.6% (2009: 69.6%) and for HYPO NOE Landesbank 50.2% (2009: 43.8%). The loan loss reserve ratio (risk provisions as a ratio of gross lending volumes, defined as loans in the lending business and not including nostro accounts) for HYPO NOE Landesbank, as at 31 December 2010 was 3.97% (2009: 3.39%).

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## Augustus Funding Limited

As planned, by the end of May 2010 HYPO NOE Gruppe Bank had reduced the senior finance granted to Augustus Funding Limited (Augustus) to approximately EUR 100m. The balance of senior financing outstanding at 31 December 2010 was further reduced to around EUR 92m by continuing repayments. The restructuring measures have resulted in a weighting of the total exposure which, even taken by itself, ensures compliance with the large exposure limits. However we are still of the opinion that Augustus should be considered part of the group of credit institutions.

In order to further reduce the risk, additional Augustus income notes have been taken up by third parties not forming part of the group of credit institutions.

Adequate provision for the resulting expense was already made in the annual financial statements for 2009.

At the instigation of the income note holder and in conjunction with the contracting partners, in the first quarter of 2011 all Augustus' liabilities (both senior and mezzanine financing) were in compliance with the terms (waterfall principle) transferred back to HYPO NOE Gruppe Bank in their entirety and without loss. The next step is for Augustus Funding Limited to be dissolved or liquidated.

## Outlook for 2011

The refinement of our credit risk management system is seen as a long-term strategic growth driver for the HYPO NOE Group. This includes the improvement of organisational processes for the management of risk (watchlist and continuous evaluation of provisions), tighter monitoring, and active portfolio management (risk transfer and use of modern risk management techniques). In addition, we are working for further significant, long-term improvements through the development and implementation of risk-return management.

As part of a project to be implemented in 2011, the theoretical and technical requirements for the introduction of the F-IRB approach in the Group will be evaluated, a system will be designed, and the first practical measures introduced. In addition to considerations of Group-wide consistency and savings in regulatory capital requirements, this decision is justified by the need to improve credit risk management and optimise the associated processes. The process will include the use of rating procedures for project financing (slotting approach), and a rating instrument for banks and financial institutions will be introduced. For public sector financing, and in particular for sovereigns, and state governments and local authorities, we will be aiming to adopt a permanent partial use approach.

A core challenge in credit risk in the years to come will be the steady increase in borrowers' probability of default that is already apparent. Both higher risk provisions (increase in expected losses) and a markedly higher credit value at risk (unexpected loss) are likely. This factor has been taken into account in the budgetary planning process and, on the basis of an economic analysis, a conservative rating migration of existing customers, together with lower credit ratings for potential borrowers than in past years, have been assumed. The Bank's risk carrying capacity has been calculated on the basis of these conservative assumptions. In the monthly ICAAP and credit risk reporting process the changes in borrowers' credit ratings over the the year as a result of technical recalibration or migration are analysed. It was noted that - as a result of the economic and financial crisis - ratings in the retail and business segments, in particular, had deteriorated.

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## Interest rate risk

Interest rate risk is the risk of changes in the value of assets or liabilities resulting from changes in interest rates or discount factors.

### Risk management

The management of interest rate risks is the responsibility of the Group Treasury & ALM Department. Fixed interest rate risks are by and large eliminated by the use of hedges, and strategic long-term interest positions are established as recommended by the Asset-Liability Management Committee (ALCO).

Monitoring and quantification of this risk is the responsibility of Group Risk Management, which has no involvement in markets. The calculations are made in the SAP banking system. The reports include all the information currently needed for risk management, ranging from OeNB interest rate statistics to changes in the present value of eligible capital allowing for selected shifts.

ALCO manages the interest structure and the mismatch contribution closely and actively in the light of current market conditions, taking into account limits and risks in combination with the Group's interest bearing capacity.

### Current risk situation

On the basis of the OeNB's interest risk statistics, interest rate risk is at a moderate level compared with the regulatory limits (20% of eligible capital).

Derivative products are used to hedge interest rate risks on own debt issues and on nostro securities and bank loans, and to manage the Bank's interest structure. Derivatives are at present used predominantly as hedging instruments for on-balance sheet positions, and therefore generally count as micro hedges.

### IFRS 7 requirements

As part of our risk monitoring activities, interest rate risk is calculated twice a month using the interest sensitivities shown in the table, based on ten selected interest scenarios and an internal interest rate forecast.

In addition to parallel shifts (100 and 200 base points), twists in the yield curve (both on money markets and on capital markets) are also modelled. The resulting effects on present value are regularly reported internally and reviewed by ALCO.

The following table shows the effects of the individual interest rate scenarios and their effect on present value for the HYPO NOE Group as at 31 December 2010 (chart on the right: 31 December 2009) in euro.

| Interest scenario               | Present value sensitivity 2010 | Present value sensitivity 2009 |
|---------------------------------|--------------------------------|--------------------------------|
| No shift                        | 0                              | 0                              |
| Shift +100bp                    | -37,965                        | -25,989                        |
| Shift -100bp                    | 41,732                         | 27,659                         |
| Shift +200bp                    | -72,283                        | -50,102                        |
| Shift -200bp                    | 83,877                         | 55,132                         |
| Twist cm + 200bp                | -12,273                        | -1,609                         |
| Twist cm - 200bp                | 13,786                         | -4,500                         |
| Twist mm + 100bp                | -22,828                        | -18,183                        |
| Twist mm - 100bp                | 23,182                         | 18,468                         |
| Twist mm + 100bp cm -100bp      | 15,751                         | -12,551                        |
| Twist mm - 100bp cm + 100b      | 6,630                          | 6,743                          |
| Internal interest rate forecast | -15,792                        | -9,939                         |

## Outlook for 2011

A profit and loss simulation model was introduced in 2010. This will be evaluated as part of a project to introduce planning software for the whole bank, and extended or replaced as appropriate.

## Market risk

Market risks are the potential losses that may occur with changes in the market value of exposures as a result of changes in exchange rates (currency risk), in share prices, indexes and fund prices (equity risk), credit spreads (spread risk) and volatility risk.

- ▶ Currency risk is the risk of a change in the value of a foreign currency or a financial instrument denominated in a foreign currency as a result of a change in exchange rates.
- ▶ Equity risk is the risk of a change in the value of an open securities position as a result of a change in the relevant share price, index or fund price.
- ▶ Spread risk is the potential writedown on own holdings as a result of changes in risk premiums for credit risk.

## Risk management

Strategic management of the Group's market risks is the responsibility of the Group Treasury & ALM Department.

The organisation of treasury business is based on the principle of a clear separation of trading activities from processing and control: the back office provides independent verification of front office operations. Structures, competences and processes are defined in the official powers and authorities, the requirements for investment and trading activities, and the procedures for the introduction of new products.

Market risks may only be incurred within the authorised limits and with respect to authorised products.

## **IFRS 7 requirements**

The HYPO NOE Group's conservative risk policies are supported by very strict limits on open currency positions. Exposure to currency risk is therefore negligible.

## **Current risk situation**

We do no business that requires us to maintain a large trading book to comply with the Banking Act. The Group has maintained a small trading book in the meaning of section 22q of the Act since the third quarter of 2006.

Matching currency refinancing and the use of forex derivatives ensure that the Group's foreign exchange risks are to all intents and purposes eliminated. Where to a limited extent foreign currency exposures are left uncovered, they are subject to the strict limits.

There are additional market risks, particularly in connection with the Group's own investments, which are managed on an ongoing basis in accordance with the risk management guidelines for investments.

The Bloomberg trading platform - a state-of-the-art system - has been used to manage our proprietary securities trading since 2008.

## **Outlook for 2011**

The existing front-end system is currently being extended and developed. It is used by Group Treasury & ALM and Group Risk Management to evaluate and manage market risks.

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## Liquidity risk

Liquidity risks can be divided into late payment risks, withdrawal risks and refinancing risks. Comparing payment obligations with expected receipts enables a bank to monitor its liquidity. The timing of receipts and payments can itself constitute a liquidity risk, in addition to which there are unexpected late payment and withdrawal risks.

## Liquidity management

Liquidity management is the responsibility of Group Treasury & ALM. The bulk of the management of these risks forms part of issue planning carried out at the time the annual budget is prepared.

A major contribution to limiting liquidity risk is made by day-to-day market monitoring and close contacts with the banks - both in Austria and abroad - that are used for the purpose of structuring issues and taking up short-term refinancing lines.

Close cooperation with the Bank's rating agencies is also valuable in this respect.

Liquidity risk is initially evaluated ignoring growth. Receipts and payments for the period are compared, and the difference is calculated. The excess of payments over receipts, both for the period and cumulatively, should be covered by the liquidity reserve. The necessary reporting system, based on two selected liquidity ratios, is already in place. A dynamic model taking into account inflows and outflows from additional business activities is under development.

HYPO NOE Landesbank finances itself largely from savings and term deposits, and where appropriate from the parent HYPO NOE Gruppe Bank, which in turn finances itself in the money and capital markets (mainly Aaa rated covered bonds placed internationally). Short-term liquidity requirements are largely covered from money market lines inside Austria, ECB tenders and repo transactions.

## Current risk situation

Despite the difficult market environment caused by the financial crisis, the HYPO NOE Group's liquidity situation gives no cause for concern. At present short-term financial instruments alone are enough to cover refinancing.

The primary focus of funding activities has been on assuring the availability of long-term finance. In order to expand the use made of international funding potential, a debt issuance program was launched and completed in 2009. It is updated every year.

The rating of the public cover funds was also completed: they received an Aaa rating from Moody's, considerably increasing the scope for placements of public covered bonds.

There are sufficient securities eligible for ECB tender available as protection in the event of any further liquidity crisis. In this connection a limit has been defined.

Group Treasury & ALM has worked with Group Risk Management to determine a worst case liquidity scenario, and to devise measures to manage it.

The remaining terms of derivatives (nominal amounts) can be summarised as follows.

Derivatives - remaining term, nominal (€'000)

| 2010   |                   |                |                         |                   |                   |
|--|-------------------|----------------|-------------------------|-------------------|-------------------|
| Term to maturity                               |                   |                |                         |                   |                   |
|  | Total             | Up to 3 months | From 3 months to 1 year | From 1 to 5 years | More than 5 years |
| <b>Interest rate risks</b>                     |                   |                |                         |                   |                   |
| Interest swaps                                 | 13,793,242        | 378,768        | 168,958                 | 2,468,128         | 10,777,388        |
| Options on interest related instruments        | 841,295           | 0              | 200,000                 | 489,549           | 151,746           |
| Other similar contracts                        | 20,000            | 0              | 0                       | 0                 | 20,000            |
| <b>Total</b>                                   | <b>14,654,537</b> | <b>378,768</b> | <b>368,958</b>          | <b>2,957,677</b>  | <b>10,949,134</b> |
| <b>Currency risks</b>                          |                   |                |                         |                   |                   |
| Cross-currency swaps                           | 475,431           | 115,048        | 6,400                   | 173,613           | 180,370           |
| Forward exchange contracts                     | 304,008           | 304,008        | 0                       | 0                 | 0                 |
| <b>Total</b>                                   | <b>779,439</b>    | <b>419,056</b> | <b>6,400</b>            | <b>173,613</b>    | <b>180,370</b>    |
| <b>Share and index related transactions</b>    |                   |                |                         |                   |                   |
| Share and other security index related options | 7,501             | 0              | 0                       | 7,501             | 0                 |
| <b>Total</b>                                   | <b>7,501</b>      | <b>0</b>       | <b>0</b>                | <b>7,501</b>      | <b>0</b>          |

| 2009   |                   |                |                         |                   |                   |
|--|-------------------|----------------|-------------------------|-------------------|-------------------|
| Term to maturity                               |                   |                |                         |                   |                   |
|  | Total             | Up to 3 months | From 3 months to 1 year | From 1 to 5 years | More than 5 years |
| <b>Interest rate risks</b>                     |                   |                |                         |                   |                   |
| Interest swaps                                 | 12,267,344        | 20,926         | 174,810                 | 1,807,937         | 10,263,671        |
| Options on interest related instruments        | 900,081           | 0              | 0                       | 0                 | 900,081           |
| <b>Total</b>                                   | <b>13,167,425</b> | <b>20,926</b>  | <b>174,810</b>          | <b>1,807,937</b>  | <b>11,163,752</b> |
| <b>Currency risks</b>                          |                   |                |                         |                   |                   |
| Cross-currency swaps                           | 277,916           | 0              | 0                       | 115,046           | 162,870           |
| Forward exchange contracts                     | 946,008           | 946,008        | 0                       | 0                 | 0                 |
| <b>Total</b>                                   | <b>1,223,924</b>  | <b>946,008</b> | <b>0</b>                | <b>115,046</b>    | <b>162,870</b>    |
| <b>Share and index related transactions</b>    |                   |                |                         |                   |                   |
| Share and other security index related options | 8,500             | 0              | 0                       | 5,500             | 3,000             |
| <b>Total</b>                                   | <b>8,500</b>      | <b>0</b>       | <b>0</b>                | <b>5,500</b>      | <b>3,000</b>      |

Detailed information about the liquidity position of balance sheet items (contractually agreed or expected funds inflows and outflows) of the HYPO NOE Group is shown below in the analysis of the residual terms of liabilities.

## Liabilities - remaining terms (€'000)

|  | 31 Dec. 2010     | 31 Dec. 2009     |
|--|------------------|------------------|
| <b>Deposits from banks</b>   |                  |                  |
| Payable on demand  | 71,483           | 29,937           |
| Up to 3 months   | 1,884,414        | 1,551,124        |
| From 3 months to 1 year  | 29,475           | 843,885          |
| From 1 to 5 years  | 0                | 657              |
| More than 5 years  | 638,854          | 639,639          |
| <b>Total</b>   | <b>2,624,226</b> | <b>3,065,241</b> |
| <b>Deposits from customers</b>   |                  |                  |
| Payable on demand  | 575,930          | 516,419          |
| Up to 3 months   | 149,845          | 383,048          |
| From 3 months to 1 year  | 219,261          | 224,441          |
| From 1 to 5 years  | 392,420          | 389,926          |
| More than 5 years  | 989,237          | 947,226          |
| <b>Total</b>   | <b>2,326,693</b> | <b>2,461,059</b> |
| <b>Debt evidenced by certificates</b>  |                  |                  |
| Payable on demand  | 709              | 749              |
| Up to 3 months   | 195,896          | 128,534          |
| From 3 months to 1 year  | 15,126           | 153,139          |
| From 1 to 5 years  | 1,932,882        | 1,083,699        |
| More than 5 years  | 3,800,818        | 3,801,340        |
| <b>Total</b>   | <b>5,945,431</b> | <b>5,167,462</b> |
| <b>Trading book liabilities</b>  |                  |                  |
| Payable on demand  | 0                | 0                |
| Up to 3 months   | 3,275            | 15,903           |
| From 3 months to 1 year  | 4,233            | 0                |
| From 1 to 5 years  | 13,743           | 1,044            |
| More than 5 years  | 131,738          | 45,026           |
| <b>Total</b>   | <b>152,989</b>   | <b>61,974</b>    |
| <b>Negative fair value of hedges<br/>(hedge accounting, economic hedges)</b> |                  |                  |
| Payable on demand  | 0                | 0                |
| Up to 3 months   | 95               | 742              |
| From 3 months to 1 year  | 3,376            | 273              |
| From 1 to 5 years  | 29,597           | 30,362           |
| More than 5 years  | 171,815          | 121,299          |
| <b>Total</b>   | <b>204,884</b>   | <b>152,676</b>   |
| <b>Other liabilities</b>   |                  |                  |
| Payable on demand  | 8,162            | 10,968           |
| Up to 3 months   | 12,698           | 14,638           |
| From 3 months to 1 year  | 12,218           | 12,097           |
| From 1 to 5 years  | 14,341           | 10,876           |
| More than 5 years  | 9,057            | 9,814            |
| <b>Total</b>   | <b>56,476</b>    | <b>58,393</b>    |
| <b>Subordinated capital</b>  |                  |                  |
| Payable on demand  | 0                | 0                |
| Up to 3 months   | 0                | 0                |
| From 3 months to 1 year  | 0                | 0                |
| From 1 to 5 years  | 0                | 0                |
| More than 5 years  | 202,529          | 202,878          |
| <b>Total</b>   | <b>202,529</b>   | <b>202,878</b>   |

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The maturities of existing financial guarantees are shown below. Comparative figures for 2009 are not available.

#### Maturities of existing financial guarantees

| 31 December 2010 (€'000) |                |
|--------------------------|----------------|
| Payable on demand        | 3.040          |
| Up to 3 months           | 3.957          |
| From 3 months to 1 year  | 32.284         |
| From 1 to 5 years        | 81.178         |
| More than 5 years        | 36.586         |
| <b>Total</b>             | <b>157.045</b> |

### Outlook for 2011

The successful policy of balanced duration management of liabilities will remain in place.

The liquidity emergency plan was revised towards the end of 2010, and the revised plan is being implemented across the Group in 2011.

Additional liquidity indicators, in particular reflecting the future regulatory measures of liquidity, are being introduced.

## Operational risk

Operational risk is the danger of losses arising directly or indirectly from the inadequacy or failure of internal processes, people or systems, or from external events. Operational risk differs from market or credit risks in the following respects:

- ▶ Operational risk is not incurred deliberately.
- ▶ Operational risk cannot be diversified and is difficult to limit.
- ▶ There is no connection between risks and rewards.
- ▶ Operational risk can be mitigated, but never entirely eliminated.

The precise identification and analysis of operational risks requires classification of risks by their causes. Risk categories are used to analyse the amounts, causes and effects of operational events. The risk potential is identified using self-assessment: information on operational losses is collected in a database. Additional risk potential is identified using a variety of risk indicators, including:

- ▶ Staff turnover ratio;
- ▶ Sick leave;
- ▶ Overtime;
- ▶ Number and duration of system failures;
- ▶ Internal audit findings (process weaknesses);
- ▶ Frequency of claims and complaints;
- ▶ Accounting errors.

The information derived from the risk indicators is aggregated to give an overall view of the operational risks in question, and the risks are ranked in order of importance (from high risk and high importance to low risk and low importance).

The first objective of risk management is then to clarify whether and to what extent a risk can be mitigated, after which the task is to identify ways and means of doing so. This is the responsibility of the organisational unit responsible for the risk, generally in cooperation with internal audit or management.

There are the following options for dealing with operational risk:

**Risk avoidance:** When considering unusual categories of products or customers, the risk-return relationship must also be considered - at the introductory stage - from an operational point of view.

**Risk mitigation:** The most important part of managing operational risks is close analysis of the risks inherent in processes and systems, and where possible their elimination.

**Risk transfer:** The transfer of risks to insurers (at least for major risks), and the sale of risks.

**Risk acceptance:** Acceptable risks, for which the expense of risk reduction is relatively high in comparison with the possible loss, or where the risks are uninsurable.

Operational risks in the HYPO NOE Group are kept under control by means of regular adaptation and improvement of internal regulations, emergency plans, systems of internal checks, staff training and development, and insurance of various risks.

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The Management Board is aware that complying with these requirements demands a still stronger commitment on the part of top management because the measurement of operational risks is more complex than that of market and credit risks, and is only inadequately supported by statistical data (small number of high-loss events, large number of low loss events).

### **Current risk situation**

As part of the Basel II project, self assessment surveys were carried out in 2003, to highlight unrecognised operational risks and identify ways of keeping them within bounds, and also to create awareness inside the Group of this category of Basel II risks. In 2004 the Bank also introduced a Basel II compatible event database for recording operational loss events. The database was redesigned in 2007, following the separation from VBAG and the restructuring of the HYPO NOE Group.

In 2007 we launched a process optimisation project with an emphasis on the identification and avoidance of operational risk.

In 2010, as part of the revision of the Group risk documentation, the Operational Risk Manual was also updated, and the changes were introduced Group-wide. Loss occurrences are being documented systematically, and staff training is being organised.

A self assessment exercise was carried out at HYPO NOE Gruppe Bank in the fourth quarter of 2010. The results will be evaluated in 2011, and any necessary measures will be introduced.

### **Outlook for 2011**

One major challenge in 2011 will be the continuing development of methods for the identification, quantification, monitoring and management of operational risks. A comprehensive operational risk assessment is planned, together with ongoing process adjustments and strengthening of the internal control system (ICS), which will be implemented as an integrated project. As part of the Business Continuity Management System (BCMS), there are plans for responding to serious emergencies (IT systems, buildings, etc.) that will be updated in the course of 2011.

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## Reputational risk

We attach great importance to the avoidance of reputational risks, and the latter are therefore treated in a category of their own. In making business decisions, particular care is taken with respect to the potentially damaging effects on the Group's reputation and that of the state of Lower Austria.

Reputation risk is the danger of direct or indirect damage to the reputation of the organisation, with all the associated opportunity costs. Damage to the HYPO NOE Group's reputation can occur through problems with stakeholders - customers, providers of finance, staff, business partners, or the community. The reasons may lie in failure to live up to stakeholders' expectations.

Making sure that stakeholders are satisfied is fundamentally a matter of putting smoothly functioning business processes in place, and of sound risk monitoring and management. We also take care to avoid business policies and activities associated with unusual tax or legal risks, or with major environmental risks.

In this connection attention is drawn to the investigation instituted by the Austrian Financial Market Authority (FMA) towards the end of 2009 and the submission of a report to the Public Prosecutor's Office in St. Pölten, both as a result of the findings by the Oesterreichische Nationalbank in the course of a routine audit in the second half of 2009. A detailed discussion of the relevant audit findings in connection with the Augustus issue can be found below under the heading "Legal risks".

## Outlook for 2011

Since the start of 2010, Augustus has been the subject of media coverage that has presented a distorted and in part incorrect view of the situation. Both the Bank's Management Board and the Works Council have drawn attention to the true facts of the case, both in a press release and in an open letter. Individual inquiries by customers and business partners have been answered directly and objectively, to the extent legally possible under the circumstances. There are currently no indications that, as far as interested members of the public (providers of finance, staff, customers, etc.) are concerned, the reputation of the HYPO NOE Group for competence, integrity and reliability has been damaged.

Towards the end of 2010 a project was initiated to integrate issues relating to reputational risk more fully into our business processes.

## Other risks

Other risks consist largely of business and strategic risks. Approaches to measuring these risks comparable to those employed in relation to credit or market risks are currently being developed.

## Business risks

Business risk is the danger of loss as a result of deterioration in the economic environment and the Bank's business affairs. Business risks are principally a consequence of a significant worsening of market conditions and changes in competitive position or customer behaviour. The results can include long-term declines in profits and a consequent reduction in shareholder value.

Managing business risks is the responsibility of the individual business units: strict cost controls and successes in increasing profitability have been achieved. Raising fee and commission income has been adopted as a strategic business objective.

## Strategic risks

Strategic risk is the danger of losses arising from decisions concerning the Bank's fundamental strategic focus and business development. Incorrect policies and decisions can have an adverse effect on overall performance and jeopardise attainment of the Group's long-term business objectives.

The Group's strategic management is the collective responsibility of the HYPO NOE Gruppe Bank Management Board. Strategic policy considerations, which include the Group's risk strategies and those of its subsidiaries, determine how risks are addressed and the overall approach to risk.

The identification of strategic risks is qualitative in approach, and the strategy adopted is the subject of annual reviews. This permits adaptation of the business model to changing business conditions.

## Outlook for 2011

Business performance in the first part of 2011 demonstrates that the HYPO NOE Group's long-term strategic focus on being an expert partner for financing and financial services in the public finance and real estate finance segments is well chosen. The Group's risk policy will continue to be to remain strictly within the limits of its risk bearing capacity and to be highly selective in the new business it accepts.

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## Legal risks

### **Provision for the possible imposition of an interest penalty by the Austrian Financial Market Authority in connection with Augustus Funding Limited**

Towards the end of 2009 HYPO NOE Gruppe Bank AG was subjected to a routine audit by the Oesterreichische Nationalbank (OeNB). In the course of the audit the OeNB auditors reached the conclusion that the consolidation of an investment (Augustus) was unjustified.

The Bank's belief that, in view of the legal structure chosen, the special rights conferred on HYPO NOE Gruppe Bank AG by that structure, and the company's business activities Augustus forms part of the HYPO NOE Group has been confirmed by expert legal opinions. However the OeNB contends that there were insufficient grounds for consolidating Augustus, and that the recognition of collaterals was also improper. This would mean that the investment limit under section 27(7) Banking Act had been exceeded by 6.9 times. Up to year-end 2009 the OeNB's opinion was only conveyed to HYPO NOE Gruppe Bank AG in a report on the in situ audit performed from June to October 2009, in accordance with section 70(1) Banking Act. As it was not possible to assess the probability and amount of the penalty interest at the time of the preparation of the 2009 financial statements, and the Bank's legal opinion was supported by expert opinions (meaning that in its view it was more likely than not that no interest penalty would be incurred), no provision was made for this contingency in 2009. Provisions reflecting the action initiated in consultation with Augustus to reduce the exposure and furnish additional collaterals for the remaining liabilities were recognised in the 2009 statements. These restructuring provisions included an amount of EUR 6.8m to provide for the possibility that an interest penalty would be imposed under section 97(1)(6) Banking Act.

In issuing a demand for a written response regarding its ongoing investigation, served to HYPO NOE Gruppe Bank AG on 1 December 2010, the FMA (Austrian Financial Market Authority) endorsed the legal opinion of the Oesterreichische Nationalbank. This prompted the Management Board to meet the requirements of IAS 37 by providing for the maximum litigation risk, i.e. the penalty of EUR 57,934,382.05 named in the aforementioned communication from the FMA, and to recognise a provision in that amount in 2010. As the expert opinions received by the Management Board are at variance with the position taken by the OeNB and the FMA, it will be necessary to pursue the matter through to the final court of appeal to obtain a ruling on the applicable regulations, which are unclear.

## BUSINESS DEVELOPMENT

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A Project and Process Management Group has been set up in the Business Development Department to deepen the Bank's project management culture, and to operate the support and management processes at both HYPO NOE Gruppe Bank AG and HYPO NOE Landesbank AG.

Near the end of 2010 the Product Management Group, which is in charge of company-wide product and service design and optimisation at HYPO NOE Gruppe Bank, also assumed responsibility for the entire banking product portfolio at HYPO NOE Landesbank. The Product Management Group will thus oversee the design and introduction of new products at both banks, with a view to leveraging synergies in the product development function.

The Sales Controlling Group also forms part of Business Development. It reports on the business performance of HYPO NOE Gruppe Bank's distribution units. During the year under review these reports were expanded and refined, in line with the Bank's strategy.

# RELATIONSHIP BETWEEN THE INTERNAL CONTROL AND RISK MANAGEMENT SYSTEM, AND THE ACCOUNTING PROCESS

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The internal control and risk management system is intended to ensure that business issues are always correctly captured, analysed and assessed, and incorporated in the Bank's accounting.

The following summary sets out the main features of the Bank's existing internal control system (ICS) and risk management system with regard to their interaction with the accounting process.

- ▶ The Management Board is responsible for the establishment and design of an internal control and risk management system that meets the Company's needs with regard to its accounting process.
- ▶ The Group Accounting Department is responsible for all accounting issues and for issuing instructions designed to maintain compliance with Group-wide standards. Directives have been drawn up to assist it in performing its duties.
- ▶ Our internal control and risk management system includes accounting related instructions and processes aimed at:
  - correct and appropriate recording of business transactions, including the employment of the Group's assets;
  - recording of all the information required to draw up the annual financial statements;
  - prevention of unauthorised purchases and sales which could have a material impact on the annual results.
- ▶ The chart of accounts is tailored to the special requirements of the Bank.
- ▶ The vouchers are stored according to systematic, chronological criteria, and provide an adequate audit trail.
- ▶ The processes involved in the preparation of the separate parent entity and consolidated financial statements, and parent and Group operational and financial reviews have been documented, as have the related risks and controls.
- ▶ The departments involved in the accounting process are adequately resourced in terms of the quantity and quality of their staff. Standardised training programmes ensure that staff have the necessary skills for their roles in the system. However the bedrock of the control system is the integrity and ethical standards of the individual employees concerned. The example set by senior executives is extremely important.
- ▶ The functions of the main departments involved in the accounting process - Accounting and Controlling - are clearly demarcated.
- ▶ Departmental responsibilities are unambiguously assigned.
- ▶ The computer systems employed are protected against unauthorised access by appropriate control mechanisms.
- ▶ Accounting data is audited for its completeness and correctness on a sample basis.
- ▶ All data entry processes related to accounting are subject to the four-eye principle; checks are carried out by Accounting, or by trained staff in the various operational departments, in accordance with internal regulations.
- ▶ The computer centre validates accounting entry lists, revenue reports, valuation lists and lists of Banking Act requirements, and corrects them where necessary on a daily and monthly basis, subjecting them to automated checks. Accounting performs plausibility checks and prepares trial balances.

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- ▶ Monthly reports are sent to the Oesterreichische Nationalbank in accordance with the statutory reporting requirements for banks. These are sent via the computer centre, and Accounting performs plausibility checks and corrects any errors.
  - ▶ IT security checks are one of the cornerstones of the internal control system. Sensitive activities are firewalled by taking a restrictive approach to IT authorisations.
  - ▶ Monitoring of the ICS takes place at different levels. Internal organisational arrangements underpin monitoring of the ICS at the process level. Supervisors ensure that controls are actually performed, for example, by performing spot checks.
  - ▶ In addition, Internal Audit reviews compliance with internal and external standards. In terms of the accounting process, this meant that audits of Group accounting and Group compliance with regulatory standards formed part of the 2010 audit plan. The internal control system and operational risk were among the issues addressed.
  - ▶ The Management Board ensures that Company-wide monitoring of the ICS is in place by laying the organisational groundwork (designation of those responsible, creation of appropriate information systems, etc).
  - ▶ The Supervisory Board Audit Committee exercises its oversight function by holding regular discussions on the current status of the ICS.
  - ▶ This ensures that all transactions are properly recorded, processed and documented. The system also ensures that asset and liability items in the annual financial statements are recognised, reported and measured in accordance with the applicable legal and regulatory requirements.

The ICS is not set in stone, but is adapted to changed circumstances and requirements on an ongoing basis. Identification of changes required in the light of new risks, and ongoing monitoring of the system and assessment of its effectiveness is seen as a key task.

## GROUP OUTLOOK FOR 2011

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After a successful year, the HYPO NOE Group is looking ahead to the next reporting period with optimism, and with clear priorities. Following a period of consolidation and stabilisation, it is time to concentrate on optimising our operations. This will mean making a still greater effort to put customers at the heart of everything we do. Meanwhile, the creation of a new umbrella brand will help draw attention to our strengths as a group. We will continue to focus on quality and sustainable growth.

Thanks to the many reference projects we can point to, we believe that our public finance business has excellent prospects, despite a fiercely contested market. Our people's expertise and our customer friendly approach to project management should enable us to enhance existing relationships and forge new partnerships. In 2011 Public Finance will be targeting the infrastructure, health, education, culture and property sectors, as well as seeking direct lending business from national and state governments, and local authorities.

The Real Estate Finance Department - a specialist property financier that operates in Austria and selected countries abroad - will again be concentrating on its core markets and target groups, namely, institutional investors, funds and property developers.

The Treasury Department provides all our other departments with customised money and capital market products, as well as comprehensive active and passive management solutions. These core competencies are complemented by its experts' profound knowledge of financial engineering.

HYPO NOE Landesbank serves some 61,000 retail customers, most of whom are private and business customers, doctors and other professionals. In 2011 HYPO NOE Landesbank will continue to focus on its core Lower Austrian and Viennese markets, and in particular on its housing construction finance and private banking business lines.

HYPO NOE Real Consult provides comprehensive property services, and acts as an expert, independent partner to its customers over the entire life cycle of their properties. Its extensive experience of construction and property management ensures that it will continue to meet its customers' high expectations, and act as a trendsetter in its market.

HYPO NOE Leasing will be looking to extend its run of good results, and plans to do so by continuing to expand its health service and hospital business, and developing new products for local authorities.

We are cautiously confident about the economic climate. Downside risks are the possibility of some Asian economies' overheating, the commodity markets, and the unresolved debt problems of the peripheral euro countries. Current interest rate forecasts are based on the expectations that the yield curve will flatten, and that the ECB will shift to a more restrictive monetary policy in the course of the year. We will be adjusting our asset-liability management stance to this environment.

We will continue to pursue a selective growth strategy in our main business operations, and mount a cost reduction programme driven by process optimisation. If necessary we will make further adjustments to the Group's organisational structures.

St. Pölten, 6 April 2011

The Management Board



**Dr. Peter Harold**

Chairman of the Management Board



**Mag. Nikolai de Arnoldi**

Member of the Management Board



**Günther Ritzberger, MBA**

Member of the Management Board



# CONSOLIDATED FINANCIAL STATEMENTS

AS AT 31 DECEMBER 2010  
ACCORDING TO IFRS

- ▶ CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 DECEMBER 2010
- ▶ CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
AS AT 31 DECEMBER 2010
- ▶ CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
- ▶ CONSOLIDATED STATEMENT OF CASH FLOWS
- ▶ NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
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# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2010

| Income statement<br>€'000  | Notes  | 2010           | 2009           | Change<br>against 2009 |
|--|--------|----------------|----------------|------------------------|
| Interest and similar income  | (7.1)  | 454,453        | 437,584        | 16,869                 |
| <i>thereof income from investments accounted for using the equity method</i>                       |        | 3,931          | 3,866          | 65                     |
| Interest and similar expenses  | (7.2)  | -319,369       | -298,958       | -20,411                |
| <b>Net interest income</b>   |        | <b>135,084</b> | <b>138,626</b> | <b>-3,542</b>          |
| Credit risk provisions   | (7.4)  | -17,731        | -34,096        | 16,365                 |
| <b>Net interest income after risk provisions</b>   |        | <b>117,353</b> | <b>104,530</b> | <b>12,823</b>          |
| Fee and commission income  |        | 10,446         | 9,615          | 831                    |
| Fee and commission expenses  |        | -3,187         | -2,420         | -767                   |
| <b>Net fee and commission income</b>   | (7.5)  | <b>7,259</b>   | <b>7,195</b>   | <b>64</b>              |
| Net trading income   | (7.6)  | 16,091         | 2,031          | 14,060                 |
| General administrative expenses  | (7.7)  | -81,930        | -76,722        | -5,208                 |
| Net other operating expense/income   | (7.8)  | -47,622        | 4,085          | -51,707                |
| Net gains and losses on<br>available-for-sale financial assets                                     | (7.9)  | 1,094          | 929            | 165                    |
| Net gains or losses on financial instruments designated<br>as at fair value through profit or loss | (7.10) | 336            | -106           | 442                    |
| Loss/income from hedging activities  | (7.11) | -4,939         | -17,038        | 12,099                 |
| Loss/income from other financial investments   | (7.13) | -16            | -22            | 6                      |
| <b>Profit before tax</b>   |        | <b>7,626</b>   | <b>24,882</b>  | <b>-17,256</b>         |
| Income tax   | (7.14) | -500           | -4,773         | 4,273                  |
| <b>Profit after tax</b>  |        | <b>7,126</b>   | <b>20,109</b>  | <b>-12,983</b>         |
| Minority interests   | (7.15) | -41            | -267           | 226                    |
| <b>Profit attributable to owners of the parent</b>   |        | <b>7,085</b>   | <b>19,842</b>  | <b>-12,757</b>         |

| Other comprehensive income (€'000)                                     | 2010           | 2009          |
|--|----------------|---------------|
| <b>Profit attributable to owners of the parent</b>                     | <b>7,085</b>   | <b>19,842</b> |
| Change in available-for-sale financial instruments (after tax)         | -28,564        | 27,144        |
| <i>Change in available-for-sale financial instruments (before tax)</i> | <i>-38,085</i> | <i>36,192</i> |
| <i>Change in deferred tax</i>  | <i>9,521</i>   | <i>-9,048</i> |
| Change in actuarial gains and losses (after tax)                       | -806           | 1,092         |
| <i>Change in actuarial gains and losses (before tax)</i>               | <i>-1,075</i>  | <i>1,456</i>  |
| <i>Changes in deferred taxes</i>                                       | <i>269</i>     | <i>-364</i>   |
| Change in cash flow hedge (after tax)                                  | 285            | -592          |
| <i>Change in cash flow hedge (before tax)</i>                          | <i>380</i>     | <i>-789</i>   |
| <i>Change in deferred tax</i>  | <i>-95</i>     | <i>197</i>    |
| Other changes  | -2             | -144          |
| <b>Total other comprehensive income</b>                                | <b>-29,087</b> | <b>27,500</b> |
| <b>Total comprehensive income attributable to owners of the parent</b> | <b>-22,002</b> | <b>47,342</b> |

Total comprehensive income attributable to owners of the parent.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2010

| Assets<br>(€'000)  | Notes  | 31 Dec. 2010      | 31 Dec. 2009      | Change<br>against 2009 |
|--|--------|-------------------|-------------------|------------------------|
| Cash   | (8.1)  | 39,613            | 70,658            | -31,045                |
| Loans and advances to banks  | (8.2)  | 432,511           | 376,055           | 56,456                 |
| Loans and advances to customers  | (8.3)  | 8,878,928         | 8,580,720         | 298,208                |
| Risk provisions  | (8.5)  | -103,164          | -90,675           | -12,489                |
| Assets held for trading  | (8.6)  | 240,174           | 133,406           | 106,768                |
| Positive fair value of hedges (hedge accounting)                       | (8.7)  | 276,205           | 168,168           | 108,037                |
| Available-for-sale financial assets                                    | (8.8)  | 2,014,702         | 2,174,964         | -160,262               |
| Financial assets designated as at<br>fair value through profit or loss | (8.9)  | 9,406             | 9,081             | 325                    |
| Financial assets held to maturity                                      | (8.10) | 70,106            | 99,003            | -28,897                |
| Investments accounted for using the equity method                      | (8.12) | 46,149            | 43,940            | 2,209                  |
| Investment property  | (8.13) | 24,443            | 24,078            | 365                    |
| Intangible assets  | (8.14) | 1,033             | 1,059             | -26                    |
| Property, plant and equipment  | (8.14) | 27,514            | 23,935            | 3,579                  |
| Current tax assets   | (8.15) | 4,529             |                   | 4,529                  |
| Deferred tax assets  | (8.15) | 21,452            | 12,141            | 9,311                  |
| Other assets   | (8.16) | 20,850            | 18,133            | 2,717                  |
| <b>Total assets</b>  |        | <b>12,004,451</b> | <b>11,644,666</b> | <b>359,785</b>         |
| <b>Equity and liabilities (€'000)</b>                                  |        |                   |                   |                        |
| Deposits from credit institutions                                      | (8.17) | 2,624,226         | 3,065,241         | -441,015               |
| Deposits from customers  | (8.18) | 2,326,693         | 2,461,059         | -134,366               |
| Debts evidenced by certificates  | (8.19) | 5,945,431         | 5,167,462         | 777,969                |
| Liabilities held for trading   | (8.20) | 152,989           | 61,974            | 91,015                 |
| Negative fair value of hedges (hedge accounting)                       | (8.21) | 204,380           | 151,500           | 52,880                 |
| Provisions   | (8.22) | 98,276            | 59,321            | 38,955                 |
| Current tax liabilities  | (8.23) | 71                | 62                | 9                      |
| Deferred tax liabilities   | (8.23) | 10,890            | 11,229            | -339                   |
| Other liabilities  | (8.24) | 56,478            | 59,498            | -3,020                 |
| Subordinated capital   |        | 202,529           | 202,877           | -348                   |
| Equity (including minority interests)*                                 | (8.25) | 382,488           | 404,443           | -21,955                |
| Owners' equity   |        | 382,026           | 404,028           | -22,002                |
| Minority interests   |        | 462               | 415               | 47                     |
| <b>Total equity and liabilities</b>                                    |        | <b>12,004,451</b> | <b>11,644,666</b> | <b>359,785</b>         |

\* Details in the statement of changes in equity, overleaf.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| 2009 (€'000)                                 | Balance at 1 Jan. 2009 | Profit / loss after tax | Allocations | Reversals | Capital increase | Dividends paid | Change in scope of consolidation | Income and expense recognised directly in equity | Transfers  | Balance at 31 Dec. 2009 |
|--|------------------------|-------------------------|-------------|-----------|------------------|----------------|----------------------------------|--|------------|-------------------------|
| Share capital                                | 47,619                 | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 0          | 47,619                  |
| Capital reserves                             | 166,102                | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 0          | 166,102                 |
| Contributions towards a capital increase     | 0                      | 0                       | 0           | 0         | 30,084           | 0              | 0                                | 0  | 0          | 30,084                  |
| Retained earnings                            | 229,072                | 0                       | 2,516       | -800      | 0                | 0              | 0                                | 0  | 12,092     | 242,880                 |
| <i>thereof leasing revaluation reserve</i>   | 170,534                | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 10,432     | 180,966                 |
| IAS 19 reserve                               | -1,914                 | 0                       | 0           | 0         | 0                | 0              | 0                                | 1,092  | 0          | -822                    |
| Available-for-sale reserve                   | -44,880                | 0                       | 0           | 0         | 0                | 0              | 0                                | 27,144   | 0          | -17,736                 |
| Cash flow hedge reserve                      | 1,227                  | 0                       | 0           | 0         | 0                | 0              | 0                                | -592   | 0          | 635                     |
| Consolidated profit/loss                     | -64,690                | 19,842                  | -2,516      | 800       | 0                | -3,037         | 0                                | -144   | -12,065    | -61,810                 |
| Goodwill netted in equity (equity component) | -2,924                 | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 0          | -2,924                  |
| <b>Owners' equity</b>                        | <b>329,612</b>         | <b>19,842</b>           | <b>0</b>    | <b>0</b>  | <b>30,084</b>    | <b>-3,037</b>  | <b>0</b>                         | <b>27,500</b>                                    | <b>27</b>  | <b>404,028</b>          |
| Minority interests                           | 221                    | 267                     | 0           | 0         | 0                | -36            | 0                                | 0  | -37        | 415                     |
| <b>Equity</b>                                | <b>329,833</b>         | <b>20,109</b>           | <b>0</b>    | <b>0</b>  | <b>30,084</b>    | <b>-3,073</b>  | <b>0</b>                         | <b>27,500</b>                                    | <b>-10</b> | <b>404,443</b>          |

| 2010 (€'000)                                 | Balance at 1 Jan. 2010 | Profit / loss after tax | Allocations | Reversals | Capital increase | Dividends paid | Change in scope of consolidation | Income and expense recognised directly in equity | Transfers | Balance at 31 Dec. 2010 |
|--|------------------------|-------------------------|-------------|-----------|------------------|----------------|----------------------------------|--|-----------|-------------------------|
| Share capital                                | 47,619                 | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 4,362     | 51,981                  |
| Capital reserves                             | 166,102                | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 25,722    | 191,824                 |
| Contributions towards a capital increase     | 30,084                 | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | -30,084   | 0                       |
| Retained Earnings                            | 242,880                | 0                       | 5,686       | 0         | 0                | 0              | 0                                | 0  | 10,174    | 258,740                 |
| <i>thereof leasing revaluation reserve</i>   | 180,966                | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 4,334     | 185,300                 |
| IAS 19 reserve                               | -822                   | 0                       | 0           | 0         | 0                | 0              | 0                                | -806   | 0         | -1,628                  |
| Available-for-sale reserve                   | -17,736                | 0                       | 0           | 0         | 0                | 0              | 0                                | -28,564  | 0         | -46,300                 |
| Cash flow hedge reserve                      | 635                    | 0                       | 0           | 0         | 0                | 0              | 0                                | 285  | 0         | 920                     |
| Consolidated profit/loss                     | -61,810                | 7,085                   | -5,686      | 0         | 0                | 0              | 6                                | -2   | -10,179   | -70,586                 |
| Goodwill netted in equity (equity component) | -2,924                 | 0                       | 0           | 0         | 0                | 0              | 0                                | 0  | 0         | -2,924                  |
| <b>Owners' equity</b>                        | <b>404,028</b>         | <b>7,085</b>            | <b>0</b>    | <b>0</b>  | <b>0</b>         | <b>0</b>       | <b>6</b>                         | <b>-29,087</b>                                   | <b>-5</b> | <b>382,026</b>          |
| Minority interests                           | 415                    | 41                      | 0           | 0         | 0                | 0              | 0                                | 0  | 6         | 462                     |
| <b>Equity</b>                                | <b>404,443</b>         | <b>7,126</b>            | <b>0</b>    | <b>0</b>  | <b>0</b>         | <b>0</b>       | <b>6</b>                         | <b>-29,087</b>                                   | <b>0</b>  | <b>382,488</b>          |

See Note 4.19 for a discussion of the relevant accounting policies, and Note 8.25 for additional information.

The reason for the cumulative losses reported under "Consolidated profit/loss" is the reporting of the leasing companies.

The corresponding differences between carrying amounts and present value are recognised in "Retained earnings".

## CONSOLIDATED STATEMENT OF CASH FLOWS

|   | 31 Dec. 2010   | 31 Dec. 2009   |
|---|----------------|----------------|
| <b>Profit after tax (before minority interests) (€'000)</b>   | <b>7,126</b>   | <b>20,109</b>  |
| Non-cash comprehensive income items   |                |                |
| Amortisation and depreciation   | 5,911          | 6,857          |
| Allocations to and reversals of provisions and risk provisions  | 52,586         | 60,965         |
| Gains on disposal of financial assets, and property, plant and equipment                                | -2,745         | -3,199         |
| Other adjustments   | -7,709         | 12,041         |
| Changes in assets and liabilities due to operating activities after adjustments for non-cash components |                |                |
| Loans and advances to banks   | -56,687        | 7,980          |
| Loans and advances to customers   | -258,397       | -1,091,199     |
| Available-for-sale financial assets   | 99,566         | -271,856       |
| Other operating assets  | -7,635         | 47,573         |
| Deposits from banks   | -409,888       | 834,883        |
| Deposits from customers   | -163,168       | -165,594       |
| Debts evidenced by certificates   | 685,956        | 565,907        |
| Other operating liabilities   | 4,056          | -24,732        |
| <b>Cash flow from operating activities</b>  | <b>-51,028</b> | <b>-265</b>    |
| Cash inflows due to sale or redemption of:  |                |                |
| Financial assets held to maturity   | 28,945         | 160            |
| Investments in associates   | 0              | 360            |
| Property, plant and equipment, intangible assets and investment property                                | 199            | 302            |
| Cash outflows due to investments in:  |                |                |
| Financial assets held to maturity   | 0              | -4,850         |
| Investments in associates   | -247           | -709           |
| Property, plant and equipment, intangible assets and investment property                                | -8,565         | -17,004        |
| <b>Cash flows from investing activities</b>   | <b>20,331</b>  | <b>-21,742</b> |
| Cash inflow from capital increase   | 0              | 30,084         |
| Dividends paid  | 0              | -3,037         |
| Subordinated debts  | -349           | 1,540          |
| <b>Cash flow from financing activities</b>  | <b>-349</b>    | <b>28,587</b>  |
| <b>Cash or cash equivalents at the end of previous period</b>   | <b>70,658</b>  | <b>64,078</b>  |
| Cash flows from operating activities  | -51,028        | -265           |
| Cash flows from investing activities  | 20,331         | -21,742        |
| Cash flows from financing activities  | -349           | 28,587         |
| <b>Cash or cash equivalents at the end of period</b>  | <b>39,613</b>  | <b>70,658</b>  |
| <b>Payments of taxes, interest and dividends</b>  |                |                |
| Income tax paid   | -1,006         | -1,800         |
| Interest received   | 308,422        | 273,892        |
| Interest paid   | -226,469       | -171,165       |
| Dividends received  | 2,934          | 1,845          |

Cash and cash equivalents consist of cash on hand and balances at central banks (Note 8.1). For an explanation of the relevant accounting principles see Note 5.



# NOTES

TO THE CONSOLIDATED  
FINANCIAL STATEMENTS

## 1. General information

**HYPO NOE Gruppe Bank AG**, domiciled at Kremser Gasse 20, 3100 St. Pölten, is the Group's parent bank. It is registered in the register of companies at the state/commercial court in St. Pölten, Austria, under FN 99073 x. HYPO NOE Gruppe Bank AG has been operating a branch at Wipplingerstrasse 4, 1010 Vienna since 2008.

**HYPO NOE Gruppe Bank AG** is one of Austria's largest Landesbanken (state banks), and provides a comprehensive range of financial services via its subsidiaries. As the parent company of a group that also includes **HYPO NOE Leasing GmbH** and **HYPO NOE Real Consult GmbH**, **HYPO NOE Gruppe Bank AG** mainly serves large state and local government clients. It specialises in providing services related to public finance, real estate finance and treasury for clients based in Austria and abroad. **HYPO NOE Landesbank AG** is a full-service bank for retail customers, professionals and business customers in Lower Austria and Vienna with 28 branches.

The consolidated financial statements have been prepared in accordance with the IFRS/IAS standards and interpretations adopted and published by the European Union up to 31 December 2010, and applicable to the business activities of the HYPO NOE Group.

The 2010 consolidated financial statements will be published in the Wiener Zeitung on 23 April 2011, and posted under Presse Corner/Publikationen on the Group's [www.hyponoe.at](http://www.hyponoe.at) site.

## 2. Accounting policies

### 2.1 Components of the consolidated financial statements

The consolidated financial statements of the HYPO NOE Group as at 31 December 2010 were drawn up in accordance with section 245a UGB (Austrian Business Code) and section 59a BWG (Banking Act), as well as Regulation (EC) No 1606/2002 of the European Parliament and of the Council of 19 July 2002. The statements were prepared on the basis of the International Financial Reporting Standards (IFRSs) and International Accounting Standards (IAS) issued by the International Accounting Standards Board (IASB), as well as the interpretations issued by the Standing Interpretations-Committee (SIC) and the International Financial Reporting Committee (IFRIC).

The consolidated financial statements of the HYPO NOE Group as at 31 December 2010 comprise the comprehensive income statement, the consolidated statement of financial position, the consolidated statement of changes in equity, the consolidated statement of cash flows and the notes. The segment information is contained in the notes.

The risk report forms part of the operational and financial review, prepared in compliance with section 267 Austrian Business Code.

### 2.2 Basis of preparation of the consolidated financial statements

These consolidated financial statements are based on the separate financial statements of all the consolidated Group companies as at 31 December 2010, drawn up in accordance with IFRS. The HYPO NOE Group applies uniform Group-wide accounting policies.

The consolidated financial statements have been prepared on a going concern basis.

The Group's significant accounting policies are discussed below.

The policies described are uniformly and consistently applied to these consolidated financial statements unless otherwise stated.

Income and expenses are recognised on an accrual basis. They are recorded and reported in the periods to which they are attributable. Premiums and discounts are amortised using the effective interest method; the accrued interest is included in the item under which the underlying financial instrument is carried.

All the estimates and judgements required by IFRS accounting are best estimates made in accordance with the relevant standards. The estimates are reviewed on an ongoing basis, and are based on experience and other factors including expectations regarding future events which appear reasonable under the circumstances. Particularly frequent use of estimates and assumptions was made when measuring investments, recognising deferred tax assets attributable to tax loss carry-forwards and recognising credit risk provisions (estimating recoverable amounts and calculating default probabilities), as well as performing fair value measurement (on the basis of observable market data). Where heavy reliance on estimates was necessary, the assumptions made in respect of the items concerned are detailed separately in the notes.

Disclosures required by IFRS 7 that relate to the nature and extent of risks associated with financial instruments are also discussed in the risk report (page 26 ff.). This forms part of the Group operational and financial review.

All figures are presented in thousand euro (EUR thsd/EUR '000) unless otherwise stated. The tables below may contain rounding differences.

The scope of consolidation of the HYPO NOE Group includes all the subsidiaries that are directly or indirectly controlled by the parent, and are material to the presentation of the Group's financial position and performance. All the consolidated subsidiaries are listed in Note 10.13.

Subsidiaries are included in the consolidated financial statements at the date on which control is obtained.

Consolidation is performed in accordance with IFRS 3 Business Combinations, using the purchase method. The assets acquired and liabilities assumed are recognised at their acquisition date fair values. Any excess of the cost over the fair value of the net assets acquired is reported as goodwill. Negative differences are recognised immediately in profit or loss. The carrying amount of the goodwill is tested for impairment at least once a year. Under IFRS 1, it is not necessary to apply IFRS 3 to business combinations that occurred before the effective date of IFRS 3. Because of this the consolidation method used for the Austrian Business Code consolidated financial statements was applied. The cost of the investments was netted against the share of the carrying amount of their equity held at the date of consolidation. The resultant positive and negative differences arising on consolidation were set off against the reserves and reported as a separate item, "Goodwill netted in equity", in the statement of changes in equity.

The share of the equity and profit or loss of majority-owned subsidiaries of the HYPO NOE Group attributable to minority interests is separately reported, respectively, as "Minority interests" in the statement of changes in equity on page 62, and as "Minorities", after net profit, in the comprehensive income statement (Note 7.15).

The results of subsidiaries acquired or disposed of during the year are recognised in the comprehensive income statement, in accordance with the actual acquisition or disposal dates.

All intragroup transactions are eliminated on consolidation.

The HYPO NOE Group does not apply proportionate consolidation (IAS 31).

Joint ventures (IAS 31) and associates (IAS 28) are accounted for using the equity method unless they are immaterial to the presentation of the Group's financial position and performance, are not associated with risks and rewards of ownership, or are not-for-profit organisations (Note 10.13). If an entity accounted for using the equity method applies accounting policies diverging from those of the Group adjustments are made to conform the investee's accounting policies to the Group IFRS policies. Joint ventures and associates are reported under a separate item in the statement of financial position, "Investments accounted for using the equity method", and "Income from investments accounted for using the equity method" as a sub-item of "Interest receivable and similar income" (Note 7.1).

Interests in non-consolidated subsidiaries and other investments are measured at fair value or carrying amount. Impairment is recognised immediately, and is reported under "Available-for-sale financial assets" (Notes 8.8. und 10.13).

Currency translation: In compliance with IAS 21, monetary assets and liabilities denominated in foreign currencies, non-monetary items measured at fair value, and unsettled cash transactions are translated at the mid spot rate, and unsettled forward transactions at the mid forward rate ruling at the end of the reporting period.

Non-monetary assets and liabilities carried at amortised cost are stated at the buying rate.

As all the subsidiaries present their financial statements in euro it was not necessary to translate any statements drawn up in foreign currencies into the reporting currency, the euro.

## 2.3 Scope of consolidation

Apart from the parent, HYPO NOE Gruppe Bank AG, a total of 47 (2009: 45) domestic subsidiaries in which the Group directly or indirectly holds over 50% of the voting rights are included in consolidation. In addition, 34 (2009: 35) domestic companies and one (2009: one) foreign entity are accounted for using the equity method. A detailed list of investments is given in Note 10.13.

### Changes in 2010

#### Legal changes

NÖ Real-Consult GmbH was renamed as HYPO Niederösterreichische Liegenschaft GmbH on 5 February 2010.

NÖ. HYPO Bauplanungs- und Bauträgersgesellschaft m.b.H. was renamed as NÖ Real-Consult Gesellschaft m.b.H. on 7 April 2010.

Sparkasse Region St. Pölten Gebäudeleasinggesellschaft m.b.H. was renamed as SATORIA Grundstückvermietung GmbH on 24 December 2010.

#### Legal changes due to rebranding

HYPO Investmentbank AG was renamed as HYPO NOE Gruppe Bank AG on 23 October 2010.

Niederösterreichische Landesbank-Hypothekenbank Aktiengesellschaft was renamed as HYPO NOE Landesbank AG on 23 October 2010.

NÖ Real-Consult Gesellschaft m.b.H. was renamed as HYPO NOE Real Consult GmbH on 22 October 2010.

NÖ. HYPO Leasinggesellschaft m.b.H. was renamed as HYPO NOE Leasing GmbH on 23 October 2010.

#### Formations

HYPO Real Estate Advisory GmbH, St. Pölten was registered on 24 April 2010. HYPO NOE Gruppe Bank AG, St. Pölten holds 90% and HYPO NOE Landesbank AG, St. Pölten 10% of this company, which was included in the consolidated financial statements for the first time in 2010.

#### Changes in percentages of holdings

Sparkasse Region St. Pölten Gebäudeleasinggesellschaft m.b.H. was fully acquired by HYPO NOE Leasing GmbH by way of a notarial deed. The interest in this subsidiary was previously 51%. The company was renamed as SATORIA Grundstückvermietung GmbH.

HYPO NOE Leasing GmbH fully acquired HOSPES -Grundstückverwaltungs Gesellschaft m.b.H. with effect from 3 December 2010. The company was included in the 2010 consolidated financial statements. In 2009 HYPO NOE Gruppe Bank AG accounted for this entity using the equity method, on the basis of a 25% holding.

## 2.4 Application of standards

Note on paragraph 25 IFRS 7: In 2009 the fair values of some financial assets and liabilities, namely, loans and advances to customers, deposits from customers and debts evidenced by certificates, were not available in time for the preparation of the financial statements. The 2010 statements are fully compliant with paragraph 25 IFRS 7.

### 2.4.1. New standards applied to the 2010 financial statements

Apart from the Improvements to IFRSs, the following new standards are relevant to the 2010 consolidated financial statements:

- ▶ IFRS 3 (2008) Business Combinations, effective date 1 January 2010  
IFRS 3 (2008) and the significant transition requirements were applied to business combinations during the reporting period.
- ▶ IAS 27 (2008) Consolidated and Separate Financial Statements, effective date 1 January 2010  
Application of IAS 27 (2008) has affected the Group's method of accounting for changes in ownership interests in subsidiaries. It has influenced the treatment of changes in ownership interests in subsidiaries that do not result in a loss of control.

The application of IFRS 3 (2008) and IAS 27 (2008) did not influence the accounts for the reporting period as the increases in the interests in Sparkasse Region St. Pölten Gebäudeleasinggesellschaft m.b.H. and HOSPES -Grundstückverwaltungs Gesellschaft m.b.H., and the formation of HYPO Real Estate Advisory GmbH were immaterial. Detailed information is dispensed with due to immateriality.

- ▶ IAS 24 Related Party Disclosures, endorsed on 19 July 2010 for application from 2011 onwards  
This standard is being applied early as it slightly simplifies the preparation of the notes on government related entities. The effects are discussed in Note 10.6.

### 2.4.2. New standards not applied to the 2010 financial statements

The following standards which entered into effect in 2010 were not applied as they were not relevant to any material transactions within the HYPO NOE Group. They might, however, affect the accounting treatment of future transactions or agreements.

- ▶ IFRS 1 First-time Adoption of International Financial Reporting Standards  
The amendments to IFRS 1 have no influence on these consolidated financial statements as the Group is not a first-time adopter.
- ▶ IFRS 2 Share-based Payment - Group Cash-settled Share-based Payment Transactions
- ▶ IFRIC 17 Distributions of Non-cash Assets to Owners, effective date 1 January 2010
- ▶ IFRIC 18 Transfers of Assets from Customers (relevant to utilities), effective date 1 January 2010
- ▶ IAS 39 Financial instruments: Recognition and Measurement - Eligible Hedged Items, effective date 1 January 2010  
The amendments clarify two aspects of hedge accounting: the designation of inflation as a hedged item, and the use of options as hedging instruments.

### 2.4.3. New standards that are not yet applicable

The following IFRS standards and interpretations which have already been issued but are not yet mandatory are relevant to the consolidated financial statements but have not been applied early:

- ▶ IFRS 1 - Limited Exemption from Comparative IFRS 7 Disclosures for First-time Adopters, effective date 1 July 2010

- ▶ IFRS 7 Financial Instruments: Disclosures - Transfers of Financial Assets, effective date 1 July 2011
- ▶ IFRS 9 (2010) Financial Instruments, effective date 1 January 2013
- ▶ IFRIC 14/IAS 19 - Prepayments of a Minimum Funding Requirement, effective date 1 January 2011
- ▶ IFRIC 19 Extinguishing Financial Liabilities with Equity Instruments, effective date 1 July 2010
- ▶ IAS 32 - Classification of Rights Issues, effective date 1 February 2010

The new IFRS 9 Financial Instruments: Classification and Measurement will bring considerable changes for the HYPO NOE Group with regard to the accounting treatment of financial instruments. At present there are four categories of financial assets: 1. at fair value through profit or loss (held for trading and fair value option); 2. held to maturity (HTM); 3. loans and receivables (LAR); and 4. available for sale (AFS). These will be replaced by two new categories (1. amortised cost; and 2. at fair value); classification will be according to the business model for managing the assets, and their characteristics.

Measurement will be at amortised cost if an asset is held within a business model whose objective is to collect contractual cash flows, and if the contractual terms of the asset give rise on specified dates to cash flows that are solely payments of principal and interest. If it is not possible to identify these factors, the financial instruments will normally be measured at fair value through profit or loss.

It will be necessary to recognise all equity instruments subject to IFRS 9 at fair value, and recognise any subsequent gains or losses in profit or loss. Exemptions will be possible if the entity elects to recognise equity instruments at fair value through other comprehensive income. In this case dividends from the investment will have to be recognised in profit or loss.

There will no longer be an obligation to separate embedded derivatives from the hosts. Embedded derivatives will be accounted for as combined instruments, and measured at fair value through profit or loss.

#### **2.4.4. Exposure draft**

The exposure draft that will have the greatest impact on the HYPO NOE Group's consolidated financial statements is:

- ▶ IAS 17 Leases (standard expected to be issued in the second quarter of 2011)

The main proposed amendments to IAS 17 are the introduction of accounting for all leases (no distinction between operating and finance leases). The lessee would recognise its right to use the leased asset and its liability to make the lease payments. The lessor would take either: a performance obligation approach (risks and rewards, i.e. recognition of the discounted present value of the lease payments and the lease liability); or a derecognition approach (no material risks and rewards, i.e. the asset is derecognised and the lease payments receivable are recognised).

For the HYPO NOE Group, in its role as a lessee, it does not now appear that the recognition of rights of use and the corresponding liability to make lease payments would result in a significant increase in total assets and liabilities.

The derecognition approach is already applied to the Group's role as a lessor.

The effect on HYPO NOE Group companies that currently own investment properties in terms of expanding their balance sheets due to the recognition of the right to receive lease payments and the corresponding liability has not been estimated.

According to the exposure draft, a requirement to recognise the interest on the unguaranteed residual value is not planned. The ongoing income statement effect would be lower due to the postponement of the interest element of unguaranteed residual value until the final year of the lease term.

### 3. Accounting methods

#### 3.1 Financial instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

IAS 39 requires the recognition of all financial assets and liabilities in the consolidated statement of financial position.

The regular way purchase or sale of derivatives and financial instruments is recognised on the trade date. Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire or the transfer criteria established by IAS 39 are fulfilled. Financial liabilities are derecognised when they are extinguished or the obligations have expired.

Where financial instruments are accounted for at fair value, the fair value is normally determined on the basis of quoted market prices. In the absence of a market price the future cash flows of a financial instrument are discounted to present value applying the relevant interest rate. Measurement is performed using standard financial valuation techniques. Options pricing models are used to value options and other financial instruments with similar characteristics, applying current market inputs.

Amortised cost is used to measure equity instruments if the fair value is not reliably measurable.

Financial instruments are initially recognised at fair value.

Fair value is the amount for which a financial instrument could be exchanged between knowledgeable, willing parties in an arm's length transaction. Where market prices are available they are used to estimate fair value. In the absence of market prices, accepted, industry-standard valuation models are employed. The present value of derivatives (e.g. interest rate swaps, cross currency swaps, forex forwards and forward rate agreements) is calculated by discounting the replicating cash flows. OTC currency and interest rate options are measured using option pricing models such as the Black Scholes, Hull White or LIBOR market model (Note 10.3).

##### 3.1.a ) Financial assets

IAS 39 classifies financial assets into the following four categories:

##### 1. Loans and receivables (LAR)

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market (Notes 8.2 and 8.3).

Loans and receivables are measured at amortised cost (gross); impairments are disclosed as credit risk provisions, under Note 8.5.

##### 2. Assets held for trading (HFT)

Financial instruments acquired for the purpose of reselling them in the near term, or forming part of a portfolio that the entity intends to resell in the near term with the objective of generating a profit, must be classified as assets held for trading. This category also includes all derivatives other than those used as hedging instruments.

In the HYPO NOE Group most of the assets classified in this way represent the positive fair value attributable to derivatives used for interest rate or foreign exchange related transactions, and other derivative transactions such as share price and index-linked transactions and credit derivatives (Note 8.6).

Measurement is at fair value. Realised gains and losses, and unrealised valuations are recognised in profit or loss (Note 7.6).

**3. Available-for-sale financial assets (AFS)**

This is a residual category to which all financial assets are assigned that are not classified under another category.

In the case of the HYPO NOE Group these are shares and other variable income securities, bonds, public debt certificates and other fixed-income securities, holdings in non-consolidated subsidiaries (over 50%), holdings in associates (20-50%) and other investments (less than 20%) (see Note 8.8.).

Subsequent measurement is at fair value. Measurement gains and losses are recognised in other comprehensive income, net of deferred tax, in the revaluation reserve (AFS reserve) (statement of changes in equity, page 62 and "Other comprehensive income" in the comprehensive income statement, page 60). Market prices are applied to the determination of fair value. If fair value is not reliably measurable the existing carrying amount is employed. In the event of disposal of the asset, the difference from the carrying amount recognised in equity, under the AFS reserve (revaluation reserve), is reversed in the comprehensive income statement. Gains and losses are reversed over the remaining life of the asset using the effective interest method. In the event of credit-related impairment, an impairment loss is recognised (Note 7.9.). In the event of reversal of impairment losses, equity instruments are restated in the AFS reserve, and debt instruments in the income statement.

**4. Financial assets designated as at fair value through profit or loss (FVPL)**

When the fair value option (FVO) is taken, financial assets that are not held for trading are irrevocably assigned to this category, and subsequently measured at value fair through profit or loss (Note 8.9).

However, this classification may only be made if:

- a.) The financial instrument contains one or more significant embedded derivatives;
- b.) It eliminates or significantly reduces a measurement or recognition inconsistency;
- c.) A group of financial liabilities or financial assets and financial liabilities is managed and its performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.

In the HYPO NOE Group this item includes debt instruments managed by the former HYPO Absolute Return fund, which management designated as at fair value through profit or loss on initial recognition.

Measurement is at fair value. Both realised and measurement gains and losses are recognised in profit or loss. In the HYPO NOE Group gains and losses on financial assets (debt instruments) are recognised under this item (Note 7.10).

**5. Financial assets held to maturity (HTM)**

Financial assets with fixed or determinable payments and fixed maturities normally meet the criteria for assignment to this category. In the case of the Bank it consists entirely of bonds, public debt certificates and other fixed-income securities (Note 8.10).

However, designation of investments as held to maturity requires an intention and ability to hold these financial instruments until maturity.

Measurement is at amortised cost, and gains and losses are amortised over the remaining lives of the assets using the effective interest method. Any impairment losses are recognised in profit or loss. This did not occur in 2010.

**3.1.b ) Financial liabilities**

IAS 39 classifies financial liabilities into the following four categories:

**1. Other liabilities**

This category comprises the financial liabilities, including debts evidenced by certificates, for which the option of measurement at fair value through profit or loss was not taken (liabilities at cost [LAC]) (Notes 8.17, 8.18 and 8.19).

Measurement is normally at amortised cost. Gains and losses are amortised over the remaining lives of the liabilities using the effective interest method, and are taken to interest expense.

**2. Liabilities held for trading (HFT)**

Financial instruments purchased for the purpose of reselling them in the near term, or forming part of a portfolio that the entity intends to resell in the near term with the objective of generating a profit, must be classified as liabilities held for trading. This category also includes all derivatives other than those used as hedging instruments.

In the HYPO NOE Group most of the assets classified in this way represent the negative fair value attributable to derivatives used for interest rate or foreign exchange-related transactions and other derivative transactions such as share price and index-linked transactions, and credit derivatives (Note 8.20).

Measurement is at fair value. Realised gains and losses, and measurements are recognised in profit or loss (Note 7.6).

**3. Financial liabilities designated as at fair value through profit or loss (FVPL)**

When the fair value option (FVO) is taken, financial liabilities that are not held for trading are irrevocably assigned to this category, and subsequently measured at value fair through profit or loss. However, this classification may only be made if:

- a.) The financial instrument contains one or more significant embedded derivatives;
- b.) It eliminates or significantly reduces a measurement or recognition inconsistency;
- c.) A group of financial liabilities or financial assets and financial liabilities is managed and its performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.

Measurement is at fair value. Realised gains and losses, and measurements are recognised in profit or loss.

The Bank has no liabilities assigned to this category.

**3.1.c ) Embedded derivatives**

Financial instruments are referred to as “structured products” where they consist of a host contract and multiple embedded derivatives, and the latter are an integral component of the contract and cannot be separately traded.

IAS 39 states that embedded derivatives must be separated from the host contracts and accounted for as independent derivatives if:

- ▶ The structured financial instrument is not measured at fair value through profit or loss;
- ▶ The economic characteristics and risks of the embedded derivative are not clearly and closely related to those of the host contract;
- ▶ The terms of the embedded derivatives meet the definition of a derivative.

Measurement gains and losses are recognised in the income statement. Derivatives that are not subject to the separation requirement are measured together with the host contract, in accordance with the general rules for the category concerned.

**3.1.d ) Hedge accounting**

Derivatives are measured at fair value. Measurement gains and losses are recognised in profit or loss unless the derivative in question meets the criteria for IFRS cash flow hedge accounting.

The IFRS hedge accounting rules govern the measurement of derivatives that are purchased to hedge an underlying transaction. The latter is classified into one of the above categories. A hedging relationship exists where the underlying and hedging transaction, and the hedged risk are designated. The hedging relationship is regarded as highly effective if the fair value or cash flow changes in the underlying and the hedge largely offset each other (hedge ratio of 80-125%). The effectiveness of the hedge must be reliably measurable, and is monitored throughout the financial year.

- ▶ Fair value hedge: A hedge of the exposure of assets and liabilities to changes in fair value. Gains and losses on measurement of the derivative and underlying are reported in the comprehensive income statement, under "Income from hedging activities" (Note 7.11).
- ▶ Cash flow hedge: A hedge of the exposure to variability in cash flows that is attributable to an identifiable and determinable risk associated with a recognised asset or liability or a highly probable forecast transaction and could affect profit or loss. The effective portion of the change in fair value is recognised in the comprehensive income statement, under "Changes to the cash flow hedge" (page 60). The gain or loss attributable to the ineffective portion is immediately recognised in profit or loss and reported in the comprehensive income statement, under "Loss or income from hedging activities" (Note 7.11).

The HYPO NOE Group mainly uses fair value hedges. These are employed to hedge the fair value of both assets and liabilities (underlyings). The risks hedged are interest rate and currency risks. In addition, cash flow hedges are used to hedge the risk of fluctuations in cash flows (interest payments) from assets and liabilities (underlyings).

#### Measurement of customer swaps in the HYPO NOE Group

Customer swaps for which there are no market prices from observable current market transactions in the same instruments are measured using an internal model, taking account of credit spreads, as well as liquidity and finance costs. The credit spreads are determined according to standard risk cost at matching maturities, on the basis of the instruments' internal ratings, and taking due account of multi-year cumulative default probabilities and the supervisory loss given default, which are normally taken into consideration when pricing loans. The liquidity costs arise from the anticipated need to refinance cash collaterals associated with such transactions where these are not furnished by the customer. These costs are computed on the basis of maturity-specific rates, according to the current liquidity cost matrix for unsecured refinancing. The equity costs are computed on the basis of projected regulatory capital consumption.

Analyses of hedges by the underlying transactions hedged are shown in Notes 8.7, Positive fair value (fair value) of hedges (hedge accounting) and 8.21, Negative fair value (fair value) of hedges (hedge accounting).

## 3.2 Classes of financial instruments under IFRS 7

IFRS 7 applies to the categories of financial instruments established by IAS 39, as well as those recognised in accordance with other standards and unrecognised instruments. Under IFRS 7 these financial instruments must be grouped into classes that are appropriate to the nature of the information disclosed and that take into account the characteristics of the instruments concerned.

Fair value measurements must be classified using a fair value hierarchy with the following levels:

#### **Level 1: Quoted prices in active markets**

These are quoted prices in active markets for identical assets or liabilities, and mainly apply to exchange-traded equity instruments and derivatives.

#### **Level 2: Valuation techniques based on observable inputs**

Here, measurement is based on inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

This chiefly applies to OTC derivatives (assets and liabilities held for trading, and hedges) and equity instruments.

#### **Level 3: Valuation techniques not based on observable inputs**

Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

In this model measurement is based on management's assumptions and assessments, which depend on the price transparency and complexity of the financial instrument. This mainly applies to asset-backed securities and investments (see Note 10.13 for a list of investments).

Readers are referred to Note 10.3 for information on the presentation of fair value disclosures.

### 3.3 Lease accounting

#### The HYPO NOE Group as a lessor

The main determinant of the classification of, and hence the method of accounting for leases is not the legal ownership of the leased property but the substance of the lease. If substantially all the risks and rewards incidental to legal ownership are transferred by the lessor, then under IAS 17 the lease is a finance lease; otherwise it is an operating lease. Most of the lease agreements concluded by the HYPO NOE Group as a lessor are classifiable as finance leases. Consequently, instead of recognising the assets, the present value of the future lease payments is reported under "Loans and advances to customers", including any residual values (Note 8.4). Lease payments received are apportioned between an interest element, recognised in profit or loss, and a capital element, recognised in equity.

#### The HYPO NOE Group as a lessee

All the lease agreements concluded by the HYPO NOE Group as a lessee are operating leases. This means that leased vehicles are not stated as assets in the consolidated statement of financial position. The lease instalments are recognised as general administrative expenses (Note 7.7).

### 3.4 Investment property

Land and buildings held to earn rentals or for capital appreciation are classified as investment properties. In cases of mixed occupation, significant parts of land and buildings used by third parties are reported as investment properties provided that the conditions for separate letting or sale are met (Note 8.13).

Investment properties are measured at cost. Depreciation is on a straight-line basis, over the normal useful lives of the assets. The following useful lives, which correspond to the actual useful lives of the properties concerned, are applied:

|                                |             |
|--------------------------------|-------------|
| ► Buildings and refurbishments | 25-50 years |
|--------------------------------|-------------|

Rental income, depreciation, gains and losses on disposal, and any impairment are recognised in profit or loss (Notes 7.1 and 7.13).

Fair value is determined internally by HYPO NOE Leasing, by capitalising the future lease income on the basis of the lease agreements and comparing it with the carrying amount (Note 10.3.1). There are no independent valuations.

### 3.5 Impairment

Risk provisions for customer loans (impairment allowances for individual loans and advances, and collective allowances) are analysed under Note 4.3 Risk provisions. Impairment of AFS assets is discussed under Note 3.1.a Financial assets, 3. Available-for-sale financial assets.

No impairments of intangible assets or property, plant and equipment (Note 4.11) were recognised during the reporting period.

A summary of all impairment losses recognised in accordance with IFRS 7 is set out in Note 7.3.

Further information on credit risk and gross exposure is given in the risk report contained in the operational and financial review.

### 3.6 Repurchase agreements

Repurchase agreements are agreements under which the transferor transfers the legal title to assets to the transferee for a specified period, for consideration. At the same time it is agreed that the assets will be retransferred to the transferor at a later date, in return for agreed consideration. IAS 39 requires the transferor to continue to recognise the assets if it retains substantially all the risks and rewards of ownership. The transferor recognises a liability, and the transferee a receivable, equal to the amount received/paid. In 2010 the HYPO NOE Group entered into repurchase agreements as a transferor. The amounts concerned are detailed in Note 8.17.

## 4. Explanatory notes to the statement of financial position

### 4.1 Cash

“Cash” comprises cash and balances at central banks that are repayable on demand. The balances are stated at nominal value (Note 8.1).

Interest income is reported under “Interest and similar income”. See Note 7.1. for a detailed breakdown.

### 4.2 Loans and advances

The “Loans and advances to banks” and “Loans and advances to customers” items largely relate to loans, lease receivables, overnight money and time deposits, and unlisted securities. This item includes accrued interest but is gross of impairments (Notes 8.2 and 8.3). Measurement is at amortised cost and the net present value of lease receivables. Interest income is reported under “Interest and similar income”. See Note 7.1. for a detailed breakdown.

### 4.3 Risk provisions

Individual and collective impairment allowances and provisions are recognised to reflect the specific risks associated with lending business. Attention is drawn to the risk report included in the operational and financial review.

Individual impairment allowances are recognised on the basis of assessment of the borrower’s financial position, paying special attention to the Group Credit Risk Analysis Department’s current view of the value of the collaterals, and the repayment terms and maturities.

Future cash flows (anticipated receipts) are discounted applying the original effective interest rate. Where there are collaterals for receivables (e.g. mortgages or guarantees) the impairment charges are calculated on the basis of the recoverable amount of the collateral (collateral proceeds) as future cash flows, taking account of the disposal costs (AG84 IAS 39). As paragraph 63 IAS 39 states that the amount of an impairment loss must be measured on the basis of the present value of all future payment streams and their expected maturities, the cash flows must be adjusted for the anticipated interest payments.

Quantitative refinements were made to the model in 2010 to reflect further improvements in the processes for computing the Group’s incurred but not reported losses on a collective basis, although care was taken to leave the key qualitative outputs unchanged, even when data from previous periods was applied. When calculating impairment allowances on a collective basis, a given percentage of incurred but not reported losses is applied to customers not regarded as in default at the end of the reporting period, i.e. without default ratings (5A-5E).

When calculating such impairments a differentiated approach, based on the varying risk profiles, is taken to the loans and advances of HYPO NOE Gruppe Bank AG and HYPO NOE Landesbank AG. Quantification is based on the expected loss, taking account of: (a) unsecured exposure and the economic value of collaterals; b) the historical probability of default (PD) and the results of backtesting of the rating system; c) loss given default (LGD) ratios for the various portfolios; and (d) the loss identification period (LIP). For reasons of prudence, no cure rate is applied at present.

Collective impairment allowances for loans and advances to banks and customers with internal ratings of 2A to 4E are calculated in accordance with the HYPO NOE Group master rating scale shown below. The loss identification period assumed for all loans and advances in 2010 is four months. The collective impairment allowance calculation model and the inherent premises are reviewed on an ongoing basis.

Collective impairment allowances are computed according to the following formula:

Collective impairment allowance = (exposure - economic value of collaterals) \* PD \* "Blanco" LGD \* LIP

Total risk provision in respect of loans and advances carried as assets is disclosed on the assets side of the consolidated statement of financial position, as a deduction after "Loans and advances to banks" and "Loans and advances to customers" (Note 8.5). The risk provisions for off-balance-sheet transactions are included in the "Provisions" item (Note 8.22). Allocations to and reversals of impairment allowances and risk provisions arising from lending business are reported in the comprehensive income statement, under "Credit risk provisions" (see Note 7.4 for a detailed analysis).

#### 4.4 Assets held for trading

Assets held for trading relate exclusively to the positive fair value of derivatives which are not used as hedges.

This item comprises the positive fair value of derivative financial instruments measured at fair value (Note 8.6).

Realised gains and losses, and unrealised gains and losses on measurement are reported under the "Net trading income" comprehensive income statement item (see Note 7.6 for a detailed analysis).

#### 4.5 Positive and negative fair value of hedges (hedge accounting)

The positive and negative fair value of hedges is reported separately on the assets, and equity and liabilities sides of the consolidated statement of financial position, provided that they qualify for hedge accounting under IAS 39 (Notes 8.7 and 8.21). Measurement gains and losses on fair value hedges are recognised in profit or loss, under "Income from hedging activities" (see detailed presentation under Note 7.11). Current income from hedges is reported under "Interest and similar income" (see Note 7.1 for a detailed analysis).

#### 4.6 Available-for-sale financial assets (AFS)

This item mainly relates to bonds and other fixed-income securities. It also includes AFS equities and other variable income securities, holdings in non-consolidated subsidiaries and equity interests not held for sale (Note 8.8).

Measurement gains and losses are reported under equity, net of deferred tax, as an available-for-sale reserve (Statement of changes in equity, page 62, and "Other comprehensive income" in the comprehensive income statement, page 60). Gains and losses on disposal, and measurement gains and losses are recorded under "Net gains and losses on available-for-sale assets" (see Note 7.9 for a detailed analysis).

#### 4.7 Financial assets designated as at fair value through profit or loss

The option of classifying assets as financial assets designated as at fair value through profit or loss does not exist for equity securities if they do not have a quoted market price and fair value cannot be reliably determined. Assignment of financial instruments to this category can be used to account for economic hedges without meeting the strict requirements imposed by hedge accounting. Derivatives for which the fair value option is taken (FVO derivatives) are also reported under this item when they are used to hedge such underlying transactions. The item is confined to financial assets that were designated as at fair value through profit or loss on initial recognition (Note 8.9).

Measurement is at fair value. Realised gains and losses, and gains and losses on measurement are reported under the "Net gains or losses on financial assets designated as at fair value through profit or loss" comprehensive income statement item (see Note 7.10 for a detailed presentation). Current income (e.g. interest and dividend income) is reported under "Interest receivable and similar income" (Note 7.1).

#### 4.8 Financial assets held to maturity

Bonds held to maturity are reported under this item. These are measured at amortised cost (Note 8.10).

Impairments are recognised in profit or loss, under "Net gains or losses on financial assets held to maturity". As in the previous year, in 2010 impairment of HTM assets had no effect on profit or loss.

#### 4.9 Investments accounted for using the equity method

Investments in associates and joint ventures are recognised at cost, and are included in the consolidated statement of financial position at the date on which a significant influence is obtained. In subsequent periods the carrying amount of the interest is adjusted for changes in equity (see Notes 8.12. and 10.13). The Bank's share of the annual profit or loss is recorded under "Interest and similar income", as "Share of results of investments accounted for using the equity method" (Note 7.1).

#### 4.10 Investment property

Land and buildings held to earn rentals or for capital appreciation are reported under this item (Note 8.13).

Measurement is at cost. Rental income and depreciation are reported under "Income from investment property" - a separate item under "Interest and similar income" (Note 7.1). Gains and losses on disposal of investment properties and any impairments are recorded under "Income from other financial investments" (Note 7.13).

#### 4.11 Property, plant and equipment, and intangible assets

Intangible assets acquired for consideration with determinable useful lives are carried at cost less straight-line amortisation. As at the end of the reporting period there were no internally generated intangible assets with reliably measurable development costs that were expected to generate future economic benefits.

Land and buildings, and equipment, fixtures and fittings used by the HYPO NOE Group in the course of its own business activities are reported as property, plant and equipment. Property, plant and equipment is stated at cost less depreciation.

Note 8.14 gives a breakdown of intangible assets, and property, plant and equipment.

Depreciation and amortisation are on a straight-line basis, over the normal useful lives of the assets. The following useful lives are applied:

|                                       |             |
|---------------------------------------|-------------|
| ▶ Buildings and refurbishments        | 25-50 years |
| ▶ Equipment, fixtures and furnishings | 4-10 years  |
| ▶ Computer software and hardware      | 3-4 years   |

Impairment losses are recognised whenever there are indications of impairment. Depreciation and amortisation, and impairments are reported as a separate item in the income statement (see "Depreciation and amortisation" line item in Note 7.7, and Note 7.7.3 "Depreciation and amortisation" regarding impairment). Gains and losses on disposal of property, plant and equipment are recognised under "Net other operating expense/income" (Note 7.8).

#### 4.12 Tax assets and liabilities

Since 2008 use has been made of the possibility of group taxation. HYPO NOE Gruppe Bank AG acts as the tax group parent company. To this end the parent concluded group taxation agreements, governing tax contributions, reporting duties and due dates, with each Group company.

Current and deferred tax assets and liabilities are reported under the respective items in the consolidated statement of financial position (Notes 8.15 and 8.23).

Current tax assets and liabilities are measured at the amount expected to be paid to (recovered from) the taxation authorities, using the current tax rates.

Deferred tax assets and liabilities are measured according to the balance sheet liability method, whereby the tax base of an asset is compared with the IFRS carrying amount, and deferred tax recognised for the temporary difference. If a tax liability is probable when the temporary difference reverses, a deferred tax liability is recognised. Deferred tax assets are recognised for temporary differences that result in tax reductions when they reverse. Offsetting of deferred tax assets and liabilities is performed on a company-by-company basis. Pursuant to IAS 12, deferred tax assets and liabilities are not discounted.

Deferred tax assets are recognised for tax loss carryforwards if it is probable that sufficient taxable profit will be available. The carrying amounts of deferred tax assets arising from tax loss carryforwards and temporary differences are reviewed at the end of each reporting period. The recognition and reversal of deferred tax assets and liabilities is either in profit or loss, under "Income tax", or in equity (Note 7.14) if the item itself is recognised outside profit or loss (e.g. the revaluation reserve for AFS financial instruments).

#### **4.13 Other assets**

"Other assets" (Note 8.16) largely relates to accruals and deferrals, other non-bank receivables (e.g. trade receivables and amounts due from the tax authorities in respect of other taxes), and derivatives used in connection with banking book management. Accruals and deferrals, and other non-bank receivables are stated at nominal value.

The positive fair value of financial instruments is reported under "Other assets" if they do not qualify for hedge accounting and instead represent economic hedges used in connection with banking book management.

Gains and losses on measurement, and disposal of hedges are reported under "Income from hedging activities" (Note 7.11) in the comprehensive income statement

#### **4.14 Deposits from banks/customers evidenced by certificates**

Liabilities to banks and customers, including debts evidenced by certificates, are carried at amortised cost (Notes 8.17, 8.18 and 8.19). Gains and losses on debts evidenced by certificates are amortised over the maturities of the liabilities.

Where hedge accounting is applied, the changes in the fair value of the underlying are recognised in profit or loss, under "Income from hedging activities" (Note 7.11).

#### **4.15 Liabilities held for trading**

The negative fair value of derivatives held for trading that are measured at fair value is disclosed under this item (Note 8.20).

Realised gains and losses, and gains and losses on measurement are reported under the "Net trading income" income statement item (see Note 7.6 for a detailed analysis).

## 4.16 Provisions

The following items are reported under "Provisions" (Note 8.22):

- ▶ Long-term provisions for pensions and similar obligations; and
- ▶ Other provisions.

### 4.16.1 Long-term provisions for pensions and similar obligations

There are both defined contribution and defined benefit plans in the HYPO NOE Group. Under the defined contribution schemes, defined contributions are paid to an external fund. As the employer has no legal or other obligation to make additional payments, there is no need to recognise a provision.

There are also defined benefit pension, and termination and jubilee benefit commitments. These plans are "unfunded", in that the benefits are entirely internally funded. The long-term employee benefit provisions are measured using the projected unit credit method, in accordance with IAS 19. Future obligations are measured on the basis of a report by an independent actuary. Recognition in the consolidated statement of financial position is according to the present value of the defined benefit obligation. Actuarial gains and losses on the termination benefit and pension provision are recognised in equity, under the "IAS 19 reserve", and in the comprehensive income statement, under "Other comprehensive income" (page 60). Actuarial gains and losses on the jubilee benefit provision are shown under "General administrative expenses" in the comprehensive income statement (Note 7.7).

Measurement of the long-term employee benefit provisions is based on the statutory retirement ages of 60 for women and 65 for men.

The discount rate applied to measurement at the end of the reporting period is 4.7% p.a. (2009: 5.5%). Future salary increases of 3.5% p.a. (2009: 3.5%) and future pension increases of 3.5% p.a. (2009: 3.5% p.a.) are assumed. Downward adjustments are not made for employee turnover.

Measurement is based on the biometric estimates contained in the latest Austrian actuarial table for pension insurance, the AVÖ 2008 - P - Rechnungsgrundlagen für die Pensionsversicherung - Pagler & Pagler, Angestelltenbestand.

### 4.16.2 Other provisions

"Other provisions" are recognised when there is a present obligation as a result of a past event, it is probable that it will be necessary to settle the obligation, and a reliable estimate can be made of the amount of the obligation. Long-term provisions are discounted if the effect is material. The measurement of contingent liabilities and impending losses is based on best estimates in accordance with paragraphs 36 et seq. IAS 37.

Contingent liabilities are recognised in respect of off-balance-sheet liabilities such as those arising from guarantees and pledging of collaterals.

Restructuring provisions were not recognised.

Allocations to reversals of "Other provisions" are mainly shown under "Net other operating expense/income" (Note 7.8). Movements in provisions for credit risks are reported in the comprehensive income statement, under "Risk provisions for loans and advances" (Note 7.4).

## 4.17 Other liabilities

"Other liabilities" (Note 8.24) are stated at amortised cost where they relate to accruals and deferrals or "Sundry other liabilities". The negative fair value of financial instruments is reported under "Other liabilities" if they do not qualify for hedge accounting and instead represent economic hedges used in connection with banking book management. Gains and losses on measurement are reported under "Income from hedging activities" (Note 7.11) in the comprehensive income statement.

#### 4.18 Subordinated capital

Subordinated liabilities as defined by Austrian banking legislation are reported as subordinated capital.

Subordinated liabilities are certificated or uncertificated liabilities which, in the event of liquidation or insolvency, are subordinated to the claims of other creditors. Interest expense is reported under "Interest payable and similar expenses" (see Note 7.2. for a detailed breakdown).

#### 4.19 Equity (including minority interests)

"Share capital" is the capital paid in by the shareholders in accordance with the articles of association.

The "Capital reserves" contain the share premiums paid in excess of nominal value when shares are issued.

As at 31 December 2010 there were 7,150,000 (2009: 6,550,000) registered shares of no par value in issue. Of these, 70.49% or 5,040,000 shares (2009: 67.79% or 4,440,000 shares) were held by NÖ Landes-Beteiligungsholding GmbH and 29.51% or 2,110,000 shares (2009: 32.21% or 2,110,000 shares) by NÖ BET GmbH. At year-end 2010 the share capital (issued capital) of HYPO NOE Gruppe Bank AG was EUR 51,980,500 (2009: EUR 47,618,500).

The Annual General Meeting held on 24 April 2009 authorised the Management Board to increase the Company's share capital by EUR 6,906,500, from a nominal amount of EUR 47,618,500 to EUR 54,525,000, subject to the approval of the Supervisory Board not later than 31 December 2012, by issuing an additional 950,000 registered shares of no par value. The authorised capital of EUR 54,525,000 is divided into 7,500,000 registered shares. Each no par share represents an equal portion of the share capital. A capital increase, by 600,000 registered no par shares, was registered on 10 February 2010. No further capital increase was effected in 2010.

The retained earnings reserves required by statute and the articles of association, and the other retained earnings, as well as the liability reserve pursuant to section 23(6) Banking Act, the general banking risk fund, the differences between carrying amounts and present value (leasing companies), and the untaxed reserves (net of deferred tax) are reported under "Retained earnings".

The "IAS 19 reserve" item comprises the actuarial gains and losses on the long-term employee benefit provisions (pensions and termination benefits), net of deferred tax.

The "Available for sale reserve" contains the measurement gains and losses (net of deferred tax) on financial assets classified as available for sale.

The financial instruments attributable to the cash flow hedge category (net of deferred tax) are reported under the "Cash flow hedge" item.

The accumulated profit or loss brought forward, and the annual profit or loss and dividends are shown under "Group profit/loss".

The "Goodwill netted in equity" item records the differences arising on consolidation which were offset against equity prior to first-time adoption of IFRS.

Minority interests in subsidiaries are reported as a separate equity item, in accordance with IAS 1.

Note 8.25 provides disclosures on equity; the consolidated statement of changes in equity is on page 62.

## 5. Consolidated statement of cash flows

The consolidated statement of cash flows in accordance with IAS 7 shows the change in cash and cash equivalents held by the HYPO NOE Group due to the cash flows from operating, investing and financing activities (see page 63). It is presented according to the indirect method.

The cash flows from operating activities in the main relate to cash inflows and outflows arising from loans and advances to banks and customers, and from available-for-sale financial assets, as well as deposits from banks and customers, and debts evidenced by certificates.

The cash flows from investing activities largely concern cash inflows and outflows arising from property, plant and equipment, and financial assets held to maturity.

Cash and cash equivalents consist of cash on hand and balances at central banks repayable on demand.

## 6. Segment information

The bank's segment reporting is in accordance with IFRS 8.

The segment information is derived from the quarterly reports drawn up by the Management Board, which is the "chief operating decision maker" as defined by paragraph 7 IFRS 8.

All the Group's reporting segments are subject to the same accounting policies, described in Note 2 Accounting policies.

The four segments, which are based on the structure of the Group's business activities, are as follows:

### **Gruppe Bank**

This segment aggregates the revenue and expenses derived from relationships with large customers - chiefly state and local government clients.  
(Public Finance, Real Estate and Treasury departments)

### **Landesbank**

This segment mainly serves retail and business customers, focusing on housing finance and finance for large non-profit housing associations.

### **Leasing**

This segment groups together the subsidiaries that operate in the leasing business (see Note 3.3 Lease accounting).

### **Other & Consolidation**

This segment is used to provide information on all non-leasing and banking subsidiaries, as well as consolidation adjustments.

The information provided on individual segments is drawn from the IFRS statements of the companies attributed to those segments. In the case of the Leasing segment, these are subgroup financial statements for 37 consolidated subsidiaries.

The Other & Consolidation segment shows the results of eight consolidated subsidiaries, as well as the consolidation adjustments. The detailed assignment of companies to segments is shown in Note 10.13.

See Note 9.1 for detailed information on segment profit or loss, and assets and liabilities, as well as descriptive information.

## 7. Notes to the comprehensive income statement - all amounts €'000

### 7.1 Interest and similar income

Interest income of EUR 4,049 thousand (thsd) (2009: EUR 4,195thsd) from individually impaired loans was recognised for the reporting period.

#### 7.1.a Interest and similar income

| €'000  | 2010           | 2009           |
|--|----------------|----------------|
| <b>Interest income from:</b>   |                |                |
| Cash and cash balances at central banks                                      | 234            | 320            |
| Loans and advances to credit institutions                                    | 10,200         | 13,749         |
| Loans and advances to customers  | 201,544        | 220,017        |
| Interest derivatives (economic hedges)                                       | 175            | 107            |
| Bonds, public debt certificates and other fixed income securities            | 65,803         | 69,404         |
| Hedges (hedge accounting)  | 122,466        | 57,981         |
| Other interest income  | 38,192         | 46,732         |
| <i>thereof income from investments accounted for using the equity method</i> | <i>3,931</i>   | <i>3,866</i>   |
| <i>thereof income from investment property</i>                               | <i>302</i>     | <i>321</i>     |
| <i>rent receivable</i>   | <i>800</i>     | <i>789</i>     |
| <i>depreciation and amortisation</i>   | <i>-498</i>    | <i>-468</i>    |
| <b>Similar income from:</b>  |                |                |
| Leasing  | 12,905         | 27,266         |
| Shares and other variable income securities                                  | 970            | 163            |
| Investments in associates  | 1,964          | 1,845          |
| <b>Total</b>   | <b>454,453</b> | <b>437,584</b> |

#### 7.1.b Interest and similar income by IAS 39 measurement categories

| €'000  | 2010           | 2009           |
|--|----------------|----------------|
| <b>Interest income from:</b>                                       |                |                |
| Loans and receivables (LAR)  | 222,833        | 243,190        |
| Available-for-sale (AFS) assets                                    | 66,923         | 68,490         |
| Assets held to maturity (HTM)                                      | 1,522          | 2,565          |
| Fair value option  | 291            | 359            |
| Assets held for trading  | 18,392         | 30,848         |
| Interest rate derivatives  | 175            | 107            |
| Impaired loans and advances (unwinding)                            | 303            | 0              |
| Hedging derivatives  | 122,466        | 57,981         |
| Interest income attributable to other periods                      | 283            | 99             |
| Share of results of investments accounted for by the equity method | 3,931          | 3,866          |
| Income from investment property                                    | 302            | 321            |
| <i>Rental income</i>   | <i>800</i>     | <i>789</i>     |
| <i>Depreciation</i>  | <i>-498</i>    | <i>-468</i>    |
| Current income from leasing business                               | 12,905         | 27,266         |
| Current origination and commitment fees (IAS 18)                   | 4,127          | 2,492          |
| <b>Total</b>   | <b>454,453</b> | <b>437,584</b> |

### 7.2 Interest and similar expense

#### 7.2.a Interest and similar expense

| €'000                                       | 2010            | 2009            |
|---|-----------------|-----------------|
| <b>Interest expense for/from:</b>           |                 |                 |
| Liabilities to central banks                | -12,640         | -15,997         |
| Deposits from banks                         | -7,917          | -16,793         |
| Deposits from customers                     | -41,901         | -60,569         |
| Debts evidenced by certificates             | -154,787        | -147,631        |
| Subordinated capital                        | -5,106          | -4,720          |
| Interest rate derivatives (economic hedges) | -642            | -147            |
| Hedges (hedge accounting)                   | -76,856         | -43,929         |
| Other interest expense                      | -19,520         | -9,172          |
| <b>Total</b>                                | <b>-319,369</b> | <b>-298,958</b> |

### 7.2.b Interest and similar expense by IAS 39 measurement categories

| €'000  | 2010            | 2009            |
|--|-----------------|-----------------|
| <b>Interest payable for:</b>                                   |                 |                 |
| Liabilities at cost  | -222,549        | -245,772        |
| Liabilities at fair value                                      | 0               | -90             |
| Liabilities held for trading                                   | -19,322         | -8,683          |
| Interest rate derivatives (economic hedges)                    | -642            | -147            |
| Hedging derivatives (hedge accounting)                         | -76,856         | -43,929         |
| Interest expense and discounting attributable to other periods | 0               | -337            |
| <b>Total</b>   | <b>-319,369</b> | <b>-298,958</b> |

### 7.3 Summary of IFRS 7 impairment allowances

| €'000   | 2010           |               | TOTAL          |
|---|----------------|---------------|----------------|
|   | Additions (-)  | Reversals (+) | current year   |
| <b>Impairment losses on financial assets not measured at fair value through profit or loss:</b> | <b>-34,243</b> | <b>15,234</b> | <b>-19,009</b> |
| Available-for-sale (AFS) financial assets (7.9)   | -1,707         | 191           | -1,516         |
| Loans and receivables measured at amortised cost (inc. finance lease) (LAR) (7.4)               | -32,536        | 15,043        | -17,493        |
| <b>Total</b>  | <b>-34,243</b> | <b>15,234</b> | <b>-19,009</b> |

| €'000   | 2009           |               | TOTAL          |
|---|----------------|---------------|----------------|
|   | Additions (-)  | Reversals (+) | current year   |
| <b>Impairment losses on financial assets not measured at fair value through profit or loss:</b> | <b>-44,155</b> | <b>8,985</b>  | <b>-35,170</b> |
| Available-for-sale (AFS) financial assets (7.9)   | -2,686         | 587           | -2,099         |
| Loans and receivables measured at amortised cost (inc. finance lease) (LAR) (7.4)               | -41,469        | 8,398         | -33,071        |
| <b>Total</b>  | <b>-44,155</b> | <b>8,985</b>  | <b>-35,170</b> |

### 7.4 Credit risk provisions

An analysis of risk provisions for on and off-balance sheet transactions is shown below.

| €'000                                  | 2010           | 2009           |
|--|----------------|----------------|
| <b>Allocations to:</b>                 |                |                |
| Individual impairment allowances (7.3) | -30,274        | -34,710        |
| Collective impairment allowances (7.3) | -1,566         | -5,251         |
| Other credit risk provisions           | -395           | -2,066         |
| <b>Reversals of provisions for:</b>    |                |                |
| Individual impairment allowances (7.3) | 11,736         | 7,705          |
| Collective impairment allowances (7.3) | 2,849          | 137            |
| Other credit risk provisions           | 157            | 1,041          |
| Receipts from impaired assets (7.3)    | 458            | 556            |
| Direct write-off                       | -696           | -1,508         |
| <b>Total</b>                           | <b>-17,731</b> | <b>-34,096</b> |

### 7.5 Fee and commission income

| €'000  | 2010          | 2009         |
|--|---------------|--------------|
| <b>Fee and commission income from:</b>                         |               |              |
| Loans and advances   | 179           | 74           |
| Securities and securities account business                     | 3,908         | 3,374        |
| Payment transactions   | 2,453         | 2,388        |
| Foreign exchange, foreign notes and coins, and precious metals | 266           | 332          |
| Other services   | 3,248         | 3,071        |
| Diversification  | 386           | 369          |
| Other fee and commission income                                | 6             | 7            |
| <b>Total</b>   | <b>10,446</b> | <b>9,615</b> |

| €'000                                      | 2010          | 2009          |
|--|---------------|---------------|
| <b>Commission expenses</b>                 |               |               |
| Loans and advances                         | -74           | -100          |
| Securities and securities account business | -2,171        | -1,467        |
| Payment transactions                       | -560          | -499          |
| Other services                             | -23           | -6            |
| Diversification                            | -359          | -348          |
| <b>Total</b>                               | <b>-3,187</b> | <b>-2,420</b> |

The diversification effect was stripped out of the "Other fee and commission income" and "Other fee and commission expense" items, and is shown in a separate item. The comparatives have been adjusted.

## 7.6 Net trading income

| €'000                         | 2010          | 2009         |
|-------------------------------|---------------|--------------|
| Interest rate transactions    | 7,082         | 6            |
| Foreign exchange transactions | 8,669         | 1,363        |
| Other transactions            | 340           | 662          |
| <b>Total</b>                  | <b>16,091</b> | <b>2,031</b> |

## 7.7 General administrative expenses

General administrative expenses comprise staff costs, other administrative expenses, and depreciation and amortisation. These items were as follows:

| €'000                         | 2010           | 2009           |
|-------------------------------|----------------|----------------|
| Staff costs                   | -47,367        | -43,495        |
| Other administrative expenses | -31,362        | -30,447        |
| Depreciation and amortisation | -3,201         | -2,782         |
| <b>Total</b>                  | <b>-81,930</b> | <b>-76,722</b> |

The following tables may contain rounding differences (see also explanatory notes 2.2).

### 7.7.1 Staff costs

| €'000  | 2010           | 2009           |
|--|----------------|----------------|
| Wages and salaries                             | -35,464        | -32,236        |
| Social security costs                          | -7,468         | -6,835         |
| Cost of voluntary employee benefits            | -1,091         | -1,154         |
| Retirement benefit costs                       | -2,203         | -2,326         |
| Termination benefit costs                      | -1,141         | -944           |
| <i>thereof contributions to provident fund</i> | <i>-324</i>    | <i>-257</i>    |
| <b>Total</b>                                   | <b>-47,367</b> | <b>-43,495</b> |

|  | 2010          | 2009          |
|--|---------------|---------------|
| <b>Supplementary information</b>   |               |               |
| Average number of employees (including staff on parental leave)                                  | 604           | 582           |
| €'000  |               |               |
| Salaries of management board members   | -585          | -592          |
| Supervisory board members' expenses  | -84           | -81           |
| Supervisory board members' fees  | -342          | -367          |
| Remuneration of key management personnel (other than the Management Board of the parent company) | -4,851        | -1,847        |
| <i>thereof current remuneration</i>  | <i>-3,458</i> | <i>-1,189</i> |
| <i>thereof short-term employee benefits</i>  | <i>-903</i>   | <i>-486</i>   |
| <i>thereof post-employment benefits</i>  | <i>-251</i>   | <i>0</i>      |
| <i>thereof other long-term benefits</i>  | <i>2</i>      | <i>-17</i>    |
| <i>thereof provision for termination benefits</i>  | <i>-241</i>   | <i>-155</i>   |

The following persons are considered key management personnel: the heads of department of Group functions, and the HYPO NOE Landesbank AG, HYPO NOE Leasing GmbH and HYPO NOE Real Consult GmbH management boards.

In 2010 the key management team was expanded by the creation of additional group functions. A change from the previous year's treatment is the inclusion of expenses arising from the separation of key staff members and pension fund information (post-employment benefits) in the "Remuneration of key management personnel" item. The comparatives were not adjusted. The "Supervisory board members' expenses" item is included in "Other administrative expenses", but is shown in the supplementary information on staff costs in the interests of clarity.

In 1997 HYPO NOE Gruppe Bank AG and die HYPO NOE Landesbank AG concluded a works agreement on the provision of retirement, invalidity and surviving dependants' pensions by a pension fund. To this end the Bank made a pension fund agreement with Viktoria Volksbanken Pensionskassen AG. Under the latter the Bank undertook to make an employer's contribution of 2.7% (including administrative costs and insurance tax) of employees' salaries to the fund. The contribution was set at 6% or 10% for senior executives. Vesting takes place five years after the start of the contribution payments. Eligibility for employer's contributions is conditional on five years' service; eligible pre-service time is counted.

### 7.7.2 Other administrative expenses

| €'000                                | 2010           | 2009           |
|--------------------------------------|----------------|----------------|
| Premises                             | -6,062         | -5,353         |
| Office and communication expenses    | -1,751         | -1,537         |
| IT expenses                          | -5,937         | -6,000         |
| Legal and consultancy costs          | -3,522         | -5,563         |
| Advertising and promotion            | -5,979         | -5,328         |
| Liability costs                      | -1,509         | -1,286         |
| Sundry other administrative expenses | -6,602         | -5,380         |
| <b>Total</b>                         | <b>-31,362</b> | <b>-30,447</b> |

| €'000  | 2010   | 2009   |
|--|--------|--------|
| <b>Legal and consultancy costs</b>                       |        |        |
| Audit of the annual financial statements                 | -390   | -371   |
| Other auditing services                                  | -111   | -32    |
| Tax advice   | -15    | -33    |
| Other services   | -309   | -292   |
| <b>Sundry other administrative expenses:</b>             |        |        |
| Cost of compliance with company law                      | -579   | -610   |
| Training costs   | -760   | -681   |
| Vehicle and fleet expenses                               | -790   | -710   |
| Insurance  | -242   | -191   |
| Travel expenses  | -403   | -492   |
| Cost of information procurement and payment transactions | -1,341 | -1,100 |
| Sundry administrative expenses                           | -2,487 | -1,596 |

Rental and lease commitments amount to EUR 1,541thsd for 2011 (2010: EUR 1,412thsd) and EUR 8,275thsd for the 2011-2015 financial years.

### 7.7.3 Depreciation and amortisation

| €'000  | 2010          | 2009          |
|--|---------------|---------------|
| Intangible assets  | -485          | -230          |
| Buildings used by Group companies                                | -305          | -310          |
| Equipment, fixtures and furnishings (including low value assets) | -2,411        | -2,242        |
| <b>Total</b>   | <b>-3,201</b> | <b>-2,782</b> |

As in the previous year, it was not necessary to recognise any impairments on the above assets under IAS 36.

### 7.8 Net other operating expense/income

| €'000  | 2010           | 2009         |
|--|----------------|--------------|
| <b>Other rental income</b>                                       | <b>328</b>     | <b>362</b>   |
| <b>Gains/losses on</b>   |                |              |
| disposal of intangible assets, and property, plant and equipment | 62             | 91           |
| <b>Gains/losses on recognition and reversal of provisions</b>    | <b>-47,739</b> | <b>437</b>   |
| <b>Sundry other operating expenses/income</b>                    |                |              |
| Sundry other operating income                                    | 9,982          | 27,476       |
| Sundry other operating expenses                                  | -10,255        | -24,281      |
| <b>Total</b>   | <b>-47,622</b> | <b>4,085</b> |

The main changes in "Net other operating expense/income" as compared to 2009 arose from movements in the "Other provisions" (see Note 8.22.1). "Sundry other operating expenses/income" includes a net loss of EUR 8,782thsd (2009: EUR +19,473thsd) on income and expenses arising from foreign currency (see Note 7.12). This item also includes EUR 7,359thsd (2009: EUR 6,857thsd) in administrative and brokerage fees

## 7.9 Net gains and losses on available-for-sale financial assets

| €'000   |        | 2010         | 2009       |
|---|--------|--------------|------------|
| <b>Income from financial assets</b>           |        |              |            |
| Gains on disposal                             | (7.12) | 7,079        | 4,408      |
| Write-ups                                     | (7.3)  | 191          | 587        |
| <b>Expenses arising from financial assets</b> |        |              |            |
| Losses on disposal                            | (7.12) | -4,469       | -1,380     |
| Impairment losses                             | (7.3)  | -1,707       | -2,686     |
| <b>Total</b>                                  |        | <b>1,094</b> | <b>929</b> |

## 7.10 Net gains or losses on financial instruments designated as at fair value through profit or loss

| €'000  |  | 2010       | 2009        |
|--|--|------------|-------------|
| <b>Net gains or losses on financial assets</b> |  |            |             |
| Debt instruments                               |  | 336        | -106        |
| <b>Total</b>                                   |  | <b>336</b> | <b>-106</b> |

## 7.11 Loss/income from hedging activities

Gains or losses on the hedged items attributable to the hedged risk and gains or losses from remeasuring hedging instruments at fair value (hedge accounting) are recognised under "Income from hedging activities". Gains or losses on derivative financial instruments used for economic hedging relationships in connection with banking book management are also reported under this item.

| €'000                                  |  | 2010          | 2009          |
|--|--|---------------|---------------|
| <b>Hedge accounting</b>                |  |               |               |
| Gains or losses on hedged items        |  | -53,162       | -27,908       |
| Gains or losses on hedging derivatives |  | 47,563        | 26,018        |
| <b>Total</b>                           |  | <b>-5,599</b> | <b>-1,890</b> |

| €'000   |  | 2010       | 2009           |
|---|--|------------|----------------|
| <b>Other derivative financial instruments (economic hedges)</b> |  |            |                |
| Interest rate transactions                                      |  | 0          | 122            |
| Foreign exchange transactions                                   |  | 660        | -15,270        |
| <b>Total</b>  |  | <b>660</b> | <b>-15,148</b> |

The change in the foreign exchange transactions is due to the expiry of a forward forex contract acquired through an ECB CHF tender in 2009.

## 7.12 Realised gains and losses on financial assets and liabilities

| €'000   |               | 2010          | 2009           |
|---|---------------|---------------|----------------|
| <b>Realised gains and losses on financial assets and liabilities not measured at fair value through profit or loss, net</b> |               |               |                |
| Available-for-sale financial instruments  | (7.9)         | 2,610         | 3,028          |
| Other   |               | 73            | 80             |
| <b>Gains (losses) on financial assets and liabilities held for trading, net</b>   | <b>(7.6)</b>  | <b>16,091</b> | <b>2,032</b>   |
| Interest rate instruments and related derivatives   |               | 7,082         | 6              |
| Foreign exchange trading  |               | 8,669         | 1,364          |
| Other (including hybrid derivatives)  |               | 340           | 662            |
| <b>Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net</b>              | <b>(7.10)</b> | <b>336</b>    | <b>-106</b>    |
| <b>Gains (losses) from hedge accounting, net</b>  | <b>(7.11)</b> | <b>-4,939</b> | <b>-17,038</b> |
| <b>Gains on currency translation, net</b>   | <b>(7.8)</b>  | <b>-8,782</b> | <b>19,472</b>  |
| <b>Total</b>  |               | <b>5,389</b>  | <b>7,468</b>   |

### 7.13 Loss/income from other financial investments

| €'000  | 2010        | 2009        |
|--|-------------|-------------|
| <b>Investment property:</b>                        | <b>-148</b> | <b>-147</b> |
| Proceeds from sales                                | 724         | 90          |
| Carrying amounts of disposals                      | -652        | -10         |
| Let investment properties                          | -216        | -227        |
| Vacant investment properties                       | -4          | 0           |
| <b>Net income from other financial investments</b> | <b>132</b>  | <b>125</b>  |
| Other income from other financial assets           | 132         | 125         |
| <b>Total</b>                                       | <b>-16</b>  | <b>-22</b>  |

### 7.14 Income tax

This item includes all taxes payable on profits for the reporting period.

| €'000               | 2010        | 2009          |
|---------------------|-------------|---------------|
| Current income tax  | -456        | -777          |
| Deferred income tax | -44         | -3,996        |
| <b>Total</b>        | <b>-500</b> | <b>-4,773</b> |

A reconciliation of the expense that would result from applying the standard rate of corporation tax to the actual reported tax expense is shown below.

| €'000  | 2010          | 2009          |
|--|---------------|---------------|
| <b>Pre-tax profit</b>                              | <b>7,626</b>  | <b>24,881</b> |
| x income tax rate                                  | 25%           | 25%           |
| <b>= Tax at statutory rate</b>                     | <b>-1,906</b> | <b>-6,220</b> |
| <b>Tax deductions</b>                              |               |               |
| Tax-free income from investments                   | 356           | 419           |
| Other tax-free income                              | 379           | 780           |
| <b>Additions to tax</b>                            |               |               |
| Non-deductible expenses                            | -420          | -333          |
| <b>Tax effects of other differences</b>            |               |               |
| Adjustments to and non-recognition of deferred tax | 590           | 541           |
| Previous years                                     | 535           | 39            |
| Prepayments  | -10           | 1             |
| Other adjustments                                  | -24           | 0             |
| <b>Total</b>                                       | <b>-500</b>   | <b>-4,773</b> |

A total of EUR 9,695thsd in deferred tax credits (2009: EUR -9,215thsd) was credited directly to equity

| Deferred tax recognised in equity          | 2010         | 2009          |
|--|--------------|---------------|
| Actuarial gains/losses according to IAS 19 | 269          | -364          |
| Available-for-sale financial assets        | 9,521        | -9,048        |
| Cash flow hedge (effective portion)        | -95          | 197           |
| <b>Total</b>                               | <b>9,695</b> | <b>-9,215</b> |

Breakdowns of deferred tax assets and liabilities are shown in Notes 8.15 and 8.23.

### 7.15 Minority interests

| €'000   | 2010       | 2009        |
|---|------------|-------------|
| VOLUNTAS Grundstückvermietungs Gesellschaft m.b.H.  | -41        | -290        |
| SATORIA Grundstückvermietung GmbH<br>(former Sparkasse Region St. Pölten Gebäudeleasinggesellschaft m.b.H.) | 0          | 23          |
| <b>Total</b>  | <b>-41</b> | <b>-267</b> |

During the reporting period HYPO NOE Leasing GmbH fully acquired Sparkasse Region St. Pölten Gebäudeleasinggesellschaft m.b.H. Its interest in the latter company was previously 51%. The acquiree was renamed SATORIA Grundstückvermietung GmbH.

## 8. Detailed notes to the statement of financial position

### 8.1 Cash

| €'000                     | 31 Dec. 2010  | 31 Dec. 2009  |
|---------------------------|---------------|---------------|
| Cash on hand              | 13,264        | 14,136        |
| Balances at central banks | 26,349        | 56,522        |
| <b>Total</b>              | <b>39,613</b> | <b>70,658</b> |

Only amounts that are repayable on demand are reported under balances at central banks.

### 8.2 Loans and advances to banks

| €'000                            | 31 Dec. 2010   | 31 Dec. 2009   |
|----------------------------------|----------------|----------------|
| Domestic banks                   | 114,356        | 204,148        |
| Foreign banks                    |                |                |
| Central and Eastern Europe (CEE) | 52,441         | 3,251          |
| Rest of the world (ROW)          | 265,714        | 168,656        |
| <b>Total</b>                     | <b>432,511</b> | <b>376,055</b> |

### 8.3 Loans and advances to customers

#### 8.3.1 Customer group analysis

| €'000                   | 31 Dec. 2010     | 31 Dec. 2009     |
|-------------------------|------------------|------------------|
| Public sector customers | 4,515,212        | 3,881,809        |
| Business customers      | 1,565,311        | 2,112,687        |
| Housing associations    | 1,217,219        | 1,153,599        |
| Retail customers        | 1,462,096        | 1,314,441        |
| Professionals           | 119,090          | 118,184          |
| <b>Total</b>            | <b>8,878,928</b> | <b>8,580,720</b> |

#### 8.3.2 Geographical analysis

| €'000                            | 31 Dec. 2010     | 31 Dec. 2009     |
|----------------------------------|------------------|------------------|
| Domestic customers               | 7,433,058        | 6,714,552        |
| Foreign customers                |                  |                  |
| Central and Eastern Europe (CEE) | 524,130          | 397,849          |
| Rest of the world (ROW)          | 921,740          | 1,468,319        |
| <b>Total</b>                     | <b>8,878,928</b> | <b>8,580,720</b> |

"Foreign customers" are now shown broken down into "CEE" and "ROW", and the comparatives have been restated accordingly.

### 8.4 Finance lease disclosures

| €'000                          | 31 Dec. 2010     | 31 Dec. 2009     |
|--------------------------------|------------------|------------------|
| <b>Gross investment</b>        | <b>1,418,408</b> | <b>1,401,156</b> |
| Minimum lease payments         | 1,334,613        | 1,320,515        |
| up to 1 year                   | 72,033           | 72,669           |
| from 1 year to 5 years         | 296,523          | 265,324          |
| more than 5 years              | 966,058          | 982,522          |
| Unguaranteed residual value    | 83,795           | 80,641           |
| <b>Unearned finance income</b> | <b>-238,529</b>  | <b>-254,208</b>  |
| up to 1 year                   | -14,971          | -25,017          |
| from 1 year to 5 years         | -72,778          | -73,816          |
| more than 5 years              | -150,781         | -155,375         |
| <b>Net investment</b>          | <b>1,179,879</b> | <b>1,146,947</b> |

Net investment in finance leases is stated under "Loans and advances to customers". The Lower Austrian state government, and Lower Austrian local authorities and off-budget agencies account for approx. 99% of the finance leases written. The rest of the customers concerned are business customers, other public agencies and associations. About 95% of the lease assets in question are property but some equipment is also involved - often related to the real estate financed by the leases. Most of the leased properties are hospitals, care homes, office buildings and schools, while the equipment largely relates to furnishings treated as separate assets, and to medical equipment. No collective impairment allowances are recognised in respect of outstanding lease payments.

| €'000  | 31 Dec. 2010     | 31 Dec. 2009     |
|--|------------------|------------------|
| Minimum lease payments                             | 1,334,613        | 1,320,515        |
| Unearned finance income                            | -238,529         | -254,208         |
| <b>Net present value of minimum lease payments</b> | <b>1,096,084</b> | <b>1,066,307</b> |
| Unguaranteed residual value                        | 83,795           | 80,641           |
| <b>Net Investment</b>                              | <b>1,179,879</b> | <b>1,146,947</b> |

## 8.5 Risk provisions and credit risk provisions

Default risk arising from lending business is accounted for by recognising individual and collective impairment allowances, and provisions for off balance sheet commitments. The collective impairment allowances reflect estimates of impairments affecting the loan portfolio which have occurred by the end of the reporting period but are not yet known. The loans and advances to customers include EUR 102,184thsd in interest-free loans and advances of which EUR 62,184thsd were impaired as at the end of the reporting period (2009: EUR 107,415thsd; EUR 58,861thsd in impairments).

### 8.5.1 Analysis of risk provisions and credit risk provisions by customer groups

| €'000  | As at<br>1 Jan. 2010 | Allocations    | Reversals     | Utilisation  | Unwinding  | FX<br>differences | Other<br>movements | As at<br>31 Dec. 2010 |
|--|----------------------|----------------|---------------|--------------|------------|-------------------|--------------------|-----------------------|
| <b>Risk provisions for customers:<br/>individual impairment allowances</b> | <b>-83,548</b>       | <b>-30,274</b> | <b>11,735</b> | <b>5,108</b> | <b>303</b> | <b>-644</b>       | <b>0</b>           | <b>-97,320</b>        |
| Public sector customers  | -11,332              | 0              | 5,638         | 611          | 92         | -644              | 0                  | -5,635                |
| Business customers   | -41,963              | -19,121        | 2,119         | 3,470        | 0          | 0                 | 1,745              | -53,750               |
| Housing associations   | -135                 | -23            | 1             | 0            | 180        | 0                 | -180               | -156                  |
| Retail customers   | -27,020              | -9,744         | 3,762         | 1,021        | 30         | 0                 | -1,431             | -33,380               |
| Professionals  | -3,098               | -1,386         | 214           | 6            | 0          | 0                 | -134               | -4,399                |
| <b>Risk provisions for customers:<br/>collective impairment allowances</b> | <b>-7,127</b>        | <b>-1,566</b>  | <b>2,849</b>  | <b>0</b>     | <b>0</b>   | <b>0</b>          | <b>0</b>           | <b>-5,844</b>         |
| <b>Subtotal: risk provisions for customers</b>                             | <b>-90,675</b>       | <b>-31,840</b> | <b>14,585</b> | <b>5,108</b> | <b>303</b> | <b>-644</b>       | <b>0</b>           | <b>-103,164</b>       |
| Credit risk provisions   | -5,557               | -395           | 157           | 0            | 0          | 0                 | 0                  | -5,795                |
| <b>Total</b>   | <b>-96,232</b>       | <b>-32,234</b> | <b>14,741</b> | <b>5,108</b> | <b>303</b> | <b>-644</b>       | <b>0</b>           | <b>-108,959</b>       |

Due to the changes in reporting by subsidiaries it is possible to present the unwinding effect in the figures for the year ended 31 December 2010.

| €'000  | As at<br>1 Jan. 2009 | Allocations    | Reversals    | Utilisation  | FX<br>differences | Other<br>movements | As at<br>31 Dec. 2009 |
|--|----------------------|----------------|--------------|--------------|-------------------|--------------------|-----------------------|
| <b>Risk provisions for customers:<br/>individual impairment allowances</b> | <b>-58,073</b>       | <b>-34,710</b> | <b>7,705</b> | <b>1,529</b> | <b>0</b>          | <b>0</b>           | <b>-83,548</b>        |
| Public sector customers  | -162                 | -11,170        | 0            | 0            | 0                 | 0                  | -11,332               |
| Business customers   | -33,282              | -13,873        | 4,220        | 971          | 0                 | 0                  | -41,963               |
| Housing associations   | -803                 | 0              | 669          | 0            | 0                 | 0                  | -135                  |
| Retail customers   | -20,770              | -9,038         | 2,272        | 516          | 0                 | 0                  | -27,020               |
| Professionals  | -3,055               | -629           | 544          | 42           | 0                 | 0                  | -3,098                |
| <b>Risk provisions for customers:<br/>collective impairment allowances</b> | <b>-2,013</b>        | <b>-5,251</b>  | <b>137</b>   | <b>0</b>     | <b>0</b>          | <b>0</b>           | <b>-7,127</b>         |
| <b>Subtotal: risk provisions for customers</b>                             | <b>-60,086</b>       | <b>-39,961</b> | <b>7,842</b> | <b>1,529</b> | <b>0</b>          | <b>0</b>           | <b>-90,675</b>        |
| Credit risk provisions   | -4,531               | -2,066         | 1,041        | 0            | 0                 | 0                  | -5,557                |
| <b>Total</b>   | <b>-64,617</b>       | <b>-42,027</b> | <b>8,883</b> | <b>1,529</b> | <b>0</b>          | <b>0</b>           | <b>-96,232</b>        |

### 8.5.2 Risk provisions: geographical analysis

| €'000                                      | 31 Dec. 2010    | 31 Dec. 2009   |
|--|-----------------|----------------|
| Domestic                                   | -93,723         | -82,971        |
| Foreign                                    |                 |                |
| Central and Eastern Europe (CEE)           | -2,417          | -6,314         |
| Rest of the world (ROW)                    | -7,024          | -1,390         |
| <b>Total risk provisions for customers</b> | <b>-103,164</b> | <b>-90,675</b> |

### 8.5.3 Analysis of risk provisions according to regulatory reporting segmentation

| €'000  | As at<br>1 Jan. 2010 | Allocations    | Releases      | Used         | Unwinding  | FX<br>differences | Other<br>Changes | As at<br>31 Dec. 2010 |
|--|----------------------|----------------|---------------|--------------|------------|-------------------|------------------|-----------------------|
| <b>Risk provisions for customers:<br/>individual impairment allowances</b> | <b>-83,548</b>       | <b>-30,274</b> | <b>11,735</b> | <b>5,108</b> | <b>303</b> | <b>-644</b>       | <b>0</b>         | <b>-97,320</b>        |
| Loans to non-banks<br>(financial service companies)                        | -6,032               | 0              | 483           | 0            | 113        | 0                 | 163              | -5,272                |
| Loans to corporate customers   | -41,251              | -17,650        | 9,016         | 3,946        | 189        | -644              | -6,671           | -53,065               |
| Loans to retail customers  | -36,265              | -12,624        | 2,236         | 1,162        | 0          | 0                 | 6,508            | -38,983               |
| <b>Risk provisions for customers:<br/>collective impairment allowances</b> | <b>-7,127</b>        | <b>-1,566</b>  | <b>2,849</b>  | <b>0</b>     | <b>0</b>   | <b>0</b>          | <b>0</b>         | <b>-5,844</b>         |
| <b>Total risk provisions for customers</b>                                 | <b>-90,675</b>       | <b>-31,840</b> | <b>14,585</b> | <b>5,108</b> | <b>303</b> | <b>-644</b>       | <b>0</b>         | <b>-103,164</b>       |

| €'000  | As at<br>1 Jan. 2009 | Allocations    | Releases     | Used         | FX<br>differences | Other<br>Changes | As at<br>31 Dec. 2009 |
|--|----------------------|----------------|--------------|--------------|-------------------|------------------|-----------------------|
| <b>Risk provisions for customers:<br/>individual impairment allowances</b> | <b>-58,073</b>       | <b>-34,710</b> | <b>7,705</b> | <b>1,530</b> | <b>0</b>          | <b>0</b>         | <b>-83,548</b>        |
| Loans to non-banks<br>(financial service companies)                        | -163                 | -5,869         | 0            | 0            | 0                 | 0                | -6,032                |
| Loans to corporate customers   | -27,458              | -19,654        | 4,889        | 972          | 0                 | 0                | -41,251               |
| Loans to retail customers  | -30,452              | -9,187         | 2,816        | 558          | 0                 | 0                | -36,265               |
| <b>Risk provisions for customers:<br/>collective impairment allowances</b> | <b>-2,013</b>        | <b>-5,251</b>  | <b>137</b>   | <b>0</b>     | <b>0</b>          | <b>0</b>         | <b>-7,127</b>         |
| <b>Total risk provisions for customers</b>                                 | <b>-60,086</b>       | <b>-39,961</b> | <b>7,842</b> | <b>1,530</b> | <b>0</b>          | <b>0</b>         | <b>-90,675</b>        |

### 8.5.4 Risk provisions for customers by maturities of underlying transactions (regulatory reporting segmentation)

| 31 Dec. 2010 (€'000)   | Not past due   | Past due between<br>1 < 90 days | Past due over 90<br>days (>=90 days) | Total           |
|--|----------------|---------------------------------|--------------------------------------|-----------------|
| <b>Risk provisions for customers: individual impairment allowances</b> | <b>-29,836</b> | <b>-2,884</b>                   | <b>-64,601</b>                       | <b>-97,320</b>  |
| Loans to non-banks (financial service companies)                       | 0              | 0                               | -5,272                               | -5,272          |
| Loans to corporate customers   | -17,195        | -2,059                          | -27,627                              | -46,881         |
| Loans to retail customers  | -12,641        | -824                            | -31,701                              | -45,167         |
| <b>Risk provisions for customers: collective impairment allowances</b> | <b>-5,601</b>  | <b>-242</b>                     | <b>-1</b>                            | <b>-5,844</b>   |
| <b>Total risk provisions for customers</b>                             | <b>-35,437</b> | <b>-3,125</b>                   | <b>-64,601</b>                       | <b>-103,164</b> |

| 31 Dec. 2009 (€'000)   | Not past due   | Past due between<br>1 < 90 days | Past due over 90<br>days (>=90 days) | Total          |
|--|----------------|---------------------------------|--------------------------------------|----------------|
| <b>Risk provisions for customers: individual impairment allowances</b> | <b>-25,083</b> | <b>-7,135</b>                   | <b>-51,330</b>                       | <b>-83,548</b> |
| Loans to non-banks (financial service companies)                       | 0              | 0                               | -5,869                               | -5,869         |
| Loans to corporate customers   | -14,542        | -6,248                          | -19,893                              | -40,683        |
| Loans to retail customers  | -10,541        | -887                            | -25,568                              | -36,996        |
| <b>Risk provisions for customers: collective impairment allowances</b> |                |                                 |                                      |                |

### 8.5.5 Disclosures of maturities and collaterals in accordance with IFRS 7

The table below sets out the eligible collaterals for regulatory purposes. The receivables of the leasing sub-group, totally EUR 1,247.741thsd (2009: EUR 1,110.407thsd), are shown without collaterals. The maturities and collaterals are also discussed in the risk report which forms part of the operational and financial review.

| 31 Dec. 2010 (€'000)      | Gross carrying<br>amount<br>Not individually<br>impaired | Gross carrying<br>amount<br>Individually<br>impaired | Renegotiated<br>terms (para.<br>36(d) IFRS 7) | Collective<br>impairment<br>allowances | Individual<br>impairment<br>allowances | Net carrying<br>amount |
|---------------------------|--|--|---|--|--|------------------------|
| <b>Not past due</b>       | 8,984,385  | 64,545   | 209   | -5,601                                 | -29,836                                | 9,013,701              |
| Less than 90 days overdue | 149,826  | 9,400  | 0   | -242                                   | -2,884                                 | 156,101                |
| 90 or more days overdue   | 20,423   | 102,674  | 0   | -1                                     | -64,601                                | 58,495                 |
| <b>Total</b>              | <b>9,154,633</b>   | <b>176,619</b>                                       | <b>209</b>                                    | <b>-5,844</b>                          | <b>-97,320</b>                         | <b>9,228,298</b>       |

|   | Gross carrying amount | Fair value of collateral received |
|---|-----------------------|-----------------------------------|
| <b>31 Dec. 2010 (€'000)</b>   |                       |                                   |
| Loans and advances to customers and banks, debt instruments and other financial assets not past due or individually impaired            | 8,984,385             | 3,224,335                         |
| Loans and advances to customers and banks, debt instruments and other financial assets overdue but not individually impaired            | 170,249               | 53,173                            |
| Loans and advances to customers and banks, debt instruments and other financial assets individually impaired (overdue and not past due) | 176,619               | 37,361                            |
| <b>Total</b>  | <b>9,331,253</b>      | <b>3,314,870</b>                  |

|                             | Gross carrying amount<br>Not individually impaired | Gross carrying amount<br>Individually impaired | Renegotiated terms (para. 36(d) IFRS 7) | Collective impairment allowances | Individual impairment allowances | Net carrying amount |
|-----------------------------|--|--|---|----------------------------------|----------------------------------|---------------------|
| <b>31 Dec. 2009 (€'000)</b> |  |  |   |                                  |                                  |                     |
| <b>Not past due</b>         | 8,738,024  | 48,756   | 8,289                                   | -6,203                           | -25,083                          | 8,755,493           |
| Less than 90 days overdue   | 75,807   | 8,833  | 0                                       | -924                             | -7,135                           | 76,581              |
| 90 or more days overdue     | 31,902   | 70,485   | 0                                       | 0                                | -51,330                          | 51,058              |
| <b>Total</b>                | <b>8,845,734</b>                                   | <b>128,074</b>                                 | <b>8,289</b>                            | <b>-7,127</b>                    | <b>-83,548</b>                   | <b>8,883,132</b>    |

|   | Gross carrying amount | Fair value of collateral received |
|---|-----------------------|-----------------------------------|
| <b>31 Dec. 2009 (€'000)</b>   |                       |                                   |
| Loans and advances to customers and banks, debt instruments and other financial assets not past due or individually impaired            | 8,738,024             | 4,741,377                         |
| Loans and advances to customers and banks, debt instruments and other financial assets overdue but not individually impaired            | 107,710               | 18,399                            |
| Loans and advances to customers and banks, debt instruments and other financial assets individually impaired (overdue and not past due) | 128,074               | 11,246                            |
| <b>Total</b>  | <b>8,973,807</b>      | <b>4,771,021</b>                  |

## 8.6 Assets held for trading

| €'000   | 31 Dec. 2010   | 31 Dec. 2009   |
|---|----------------|----------------|
| <b>Positive fair value of derivatives held for trading (banking book)</b> |                |                |
| Interest rate derivatives   | 214,949        | 115,312        |
| Foreign exchange derivatives  | 11,880         | 2,633          |
| Other assets held for trading   | 13,345         | 15,461         |
| <b>Total</b>  | <b>240,174</b> | <b>133,406</b> |

## 8.7 Positive fair value of hedges (hedge accounting)

An analysis of the positive fair value of hedges eligible for hedge accounting under IAS 39, according to the hedged items, is shown below.

| €'000                           | 31 Dec. 2010   | 31 Dec. 2009   |
|---------------------------------|----------------|----------------|
| <b>Assets</b>                   |                |                |
| Loans and advances to banks     | 355            | 331            |
| Loans and advances to customers | 6,368          | 851            |
| Financial assets                | 6,450          | 6,078          |
| <b>Liabilities</b>              |                |                |
| Deposits from banks             | 3,947          | 7,217          |
| Deposits from customers         | 66,238         | 37,668         |
| Debts evidenced by certificates | 192,847        | 116,023        |
| <b>Total</b>                    | <b>276,205</b> | <b>168,168</b> |

## 8.8 Available-for-sale financial assets

| €'000   | 31 Dec. 2010     | 31 Dec. 2009     |
|---|------------------|------------------|
| Shares and other variable income securities                       | 24,878           | 32,462           |
| Bonds, public debt certificates and other fixed income securities | 1,966,909        | 2,118,492        |
| Interests in non-consolidated subsidiaries (over 50%)             | 226              | 231              |
| Interests in associates (20-50%)                                  | 465              | 459              |
| Other investments   | 22,224           | 23,320           |
| <b>Total</b>  | <b>2,014,702</b> | <b>2,174,964</b> |

## 8.9 Financial assets designated as at fair value through profit or loss

| €'000   | 31 Dec. 2010 | 31 Dec. 2009 |
|---|--------------|--------------|
| Bonds, public debt certificates and other fixed income securities | 9,406        | 9,081        |
| <b>Total</b>  | <b>9,406</b> | <b>9,081</b> |

## 8.10 Financial assets held to maturity

| €'000   | 31 Dec. 2010  | 31 Dec. 2009  |
|---|---------------|---------------|
| Bonds, public debt certificates and other fixed income securities | 70,106        | 99,003        |
| <b>Total</b>  | <b>70,106</b> | <b>99,003</b> |

## 8.11 Analysis of financial assets according to the classification of the BWG (Austrian Banking Act)

| Listed securities:  | 31 Dec. 2010 | 31 Dec. 2009 |
|---|--------------|--------------|
| Bonds, public debt certificates and other fixed income securities | 1,398,859    | 1,660,849    |
| Shares and other variable income securities                       | 247          | 1,245        |

## 8.12 Investments accounted for using the equity method

| €'000        | 31 Dec. 2010  | 31 Dec. 2009  |
|--------------|---------------|---------------|
| Banks        | 2,543         | 1,787         |
| Other        | 43,606        | 42,153        |
| <b>Total</b> | <b>46,149</b> | <b>43,940</b> |

No associate accounted for using the equity method made an annual or cumulative loss that the Bank was obliged to recognise under paragraph 30 IAS 28. As in 2009, none of the associates accounted for using the equity method was a listed company at the end of the reporting period. The Group's shares of the total assets and liabilities, and the operating income and expenses arising from its investments in joint ventures are disclosed in accordance with paragraph 56 IAS 31 (companies and holdings in them shown in Note 10.13).

| €'000                                     | 31 Dec. 2010 | 31 Dec. 2009 |
|---|--------------|--------------|
| Loans and advances to customers and banks | 154,799      | 154,581      |
| Liabilities                               | 133,586      | 138,326      |
| Operating income                          | 1,803        | 1,800        |
| Operating expense                         | -1,036       | -777         |

## 8.13 Investment property

Rental income during the reporting period was EUR 800thsd (2009: EUR 789thsd).

| €'000               | Cost           |           |                              |           |                   |                 | Carrying amount |              |           |                   |                 |             |              |
|---------------------|----------------|-----------|------------------------------|-----------|-------------------|-----------------|-----------------|--------------|-----------|-------------------|-----------------|-------------|--------------|
|                     | At 1 Jan. 2010 | Additions | Subsequent acquisition costs | Disposals | Reclassifications | At 31 Dec. 2010 | At 1 Jan. 2010  | Depreciation | Disposals | Reclassifications | At 31 Dec. 2010 | 1 Jan. 2010 | 31 Dec. 2010 |
| Investment property | 27,367         | 2,455     | 42                           | -1,547    | 0                 | 28,317          | -3,289          | -498         | -86       | 0                 | -3,874          | 24,078      | 24,443       |

| €'000               | Cost           |           |           |                   |                 |                | Carrying amount |           |                   |                 |             |              |
|---------------------|----------------|-----------|-----------|-------------------|-----------------|----------------|-----------------|-----------|-------------------|-----------------|-------------|--------------|
|                     | At 1 Jan. 2009 | Additions | Disposals | Reclassifications | At 31 Dec. 2009 | At 1 Jan. 2009 | Depreciation    | Disposals | Reclassifications | At 31 Dec. 2009 | 1 Jan. 2009 | 31 Dec. 2009 |
| Investment property | 11,665         | 13,456    | -15       | 2,261             | 27,367          | -1,739         | -468            | 5         | -1,086            | -3,289          | 9,926       | 24,078       |

## 8.14 Property, plant and equipment, and intangible assets

| €'000                                      | 31 Dec. 2010  | 31 Dec. 2009  |
|--|---------------|---------------|
| <b>Intangible assets</b>                   |               |               |
| Software                                   | 1,033         | 1,059         |
| <b>Total intangible assets</b>             | <b>1,033</b>  | <b>1,059</b>  |
| <b>Property, plant and equipment</b>       |               |               |
| Land and buildings                         | 19,181        | 15,483        |
| IT equipment                               | 495           | 603           |
| Equipment                                  | 7,838         | 7,848         |
| <b>Total property, plant and equipment</b> | <b>27,514</b> | <b>23,935</b> |

| €'000                                      | Cost                        |              |             |                        |                       |                      |                                       |            |                        |                       | Carrying amount |                 |
|--|-----------------------------|--------------|-------------|------------------------|-----------------------|----------------------|---------------------------------------|------------|------------------------|-----------------------|-----------------|-----------------|
|  | Additions<br>1 Jan.<br>2010 | Additions    | Disposals   | Reclassifi-<br>cations | At<br>31 Dec.<br>2010 | At<br>1 Jan.<br>2010 | Depre-<br>ciation and<br>amortisation | Disposals  | Reclassifi-<br>cations | At<br>31 Dec.<br>2010 | 1 Jan.<br>2010  | 31 Dec.<br>2010 |
| <b>Intangible assets</b>                   |                             |              |             |                        |                       |                      |                                       |            |                        |                       |                 |                 |
| Software                                   | 3,613                       | 463          | -11         | 0                      | 4,065                 | -2,553               | -485                                  | 6          | 0                      | -3,032                | 1,059           | 1,033           |
| Other intangible assets                    | 32                          | 0            | 0           | 0                      | 32                    | -32                  | 0                                     | 0          | 0                      | -32                   | 0               | 0               |
| <b>Total intangible assets</b>             | <b>3,645</b>                | <b>463</b>   | <b>-11</b>  | <b>0</b>               | <b>4,097</b>          | <b>-2,586</b>        | <b>-485</b>                           | <b>6</b>   | <b>0</b>               | <b>-3,064</b>         | <b>1,059</b>    | <b>1,033</b>    |
| <b>Property, plant and equipment</b>       |                             |              |             |                        |                       |                      |                                       |            |                        |                       |                 |                 |
| Land and buildings                         | 24,488                      | 4,004        | 0           | 0                      | 28,492                | -9,005               | -305                                  | 0          | 0                      | -9,310                | 15,483          | 19,181          |
| IT equipment                               | 3,864                       | 320          | -75         | 58                     | 4,167                 | -3,261               | -404                                  | 50         | -57                    | -3,672                | 603             | 495             |
| Equipment                                  | 22,662                      | 2,645        | -724        | -3                     | 24,580                | -14,814              | -1,993                                | 63         | 2                      | -16,742               | 7,848           | 7,838           |
| Other property,<br>plant and equipment     | 57                          | 0            | 0           | 0                      | 57                    | -57                  | 0                                     | 0          | 0                      | -57                   | 0               | 0               |
| <b>Total property, plant and equipment</b> | <b>51,071</b>               | <b>6,968</b> | <b>-800</b> | <b>55</b>              | <b>57,295</b>         | <b>-27,136</b>       | <b>-2,703</b>                         | <b>113</b> | <b>-55</b>             | <b>-29,781</b>        | <b>23,935</b>   | <b>27,514</b>   |

The carrying amount of the land was EUR 9,306,000 (2009: EUR 9,306,000).

| €'000                                      | Cost                        |              |               |                        |                       |                      |                                       |            |                        |                       | Carrying amount |                 |
|--|-----------------------------|--------------|---------------|------------------------|-----------------------|----------------------|---------------------------------------|------------|------------------------|-----------------------|-----------------|-----------------|
|  | Additions<br>1 Jan.<br>2009 | Additions    | Disposals     | Reclassifi-<br>cations | At<br>31 Dec.<br>2009 | At<br>1 Jan.<br>2009 | Depre-<br>ciation and<br>amortisation | Disposals  | Reclassifi-<br>cations | At<br>31 Dec.<br>2009 | 1 Jan.<br>2009  | 31 Dec.<br>2009 |
| <b>Intangible assets</b>                   |                             |              |               |                        |                       |                      |                                       |            |                        |                       |                 |                 |
| Software                                   | 2,387                       | 1,227        | 0             | -2                     | 3,613                 | -2,324               | -230                                  | 0          | 1                      | -2,553                | 63              | 1,059           |
| Other intangible assets                    | 32                          | 0            | 0             | 0                      | 32                    | -32                  | 0                                     | 0          | 0                      | -32                   | 0               | 0               |
| <b>Total intangible assets</b>             | <b>2,420</b>                | <b>1,227</b> | <b>0</b>      | <b>-2</b>              | <b>3,645</b>          | <b>-2,357</b>        | <b>-230</b>                           | <b>0</b>   | <b>1</b>               | <b>-2,586</b>         | <b>63</b>       | <b>1,059</b>    |
| <b>Property, plant and equipment</b>       |                             |              |               |                        |                       |                      |                                       |            |                        |                       |                 |                 |
| Land and buildings                         | 24,382                      | 130          | -11           | -12                    | 24,488                | -9,111               | -309                                  | 0          | 416                    | -9,005                | 15,270          | 15,483          |
| IT equipment                               | 3,562                       | 354          | -52           | 0                      | 3,864                 | -2,995               | -318                                  | 52         | 0                      | -3,261                | 567             | 603             |
| Equipment                                  | 21,816                      | 1,802        | -961          | 5                      | 22,662                | -13,746              | -1,918                                | 854        | -4                     | -14,814               | 8,070           | 7,848           |
| Other property,<br>plant and equipment     | 2,305                       | 0            | 0             | -2,248                 | 57                    | -727                 | 0                                     | 0          | 670                    | -57                   | 1,578           | 0               |
| <b>Total property, plant and equipment</b> | <b>52,065</b>               | <b>2,285</b> | <b>-1,023</b> | <b>-2,255</b>          | <b>51,071</b>         | <b>-26,579</b>       | <b>-2,545</b>                         | <b>906</b> | <b>1,082</b>           | <b>-27,136</b>        | <b>25,485</b>   | <b>23,935</b>   |

## 8.15 Tax assets

| €'000               | 31 Dec. 2010  | 31 Dec. 2009  |
|---------------------|---------------|---------------|
| Current tax assets  | 4,529         | 0             |
| Deferred tax assets | 21,452        | 12,141        |
| <b>Total</b>        | <b>25,981</b> | <b>12,141</b> |

In 2009 current tax assets were reported under "Other assets" (EUR 2,954thsd). In the latest reporting period they are carried under "Tax assets"; the comparatives have not been adjusted. The deferred tax assets are the potential tax reductions due to temporary differences between the IFRS carrying amounts of assets and liabilities, and the tax bases.

| Deferred tax assets (€'000) were recognised in respect of the following items | 31 Dec. 2010   | 31 Dec. 2009   |
|---|----------------|----------------|
| Loans and advances to banks   | 141            | 111            |
| Risk provisions   | 1,477          | 2,190          |
| Financial investments   | 7,471          | 179            |
| Property, plant and equipment   | 101            | 265            |
| Deposits from banks   | 693            | 1,730          |
| Deposits from customers   | 16,588         | 9,388          |
| Debts evidenced by certificates   | 45,106         | 22,098         |
| Liabilities held for trading  | 38,328         | 15,588         |
| Negative fair value of hedges (hedge accounting)                              | 52,636         | 38,109         |
| Provisions  | 3,171          | 4,001          |
| Other liabilities   | 2,890          | 1,038          |
| Subordinated capital  | 383            | 398            |
| Tax loss carryforwards  | 5,467          | 6,028          |
| <b>Deferred tax assets before offsetting</b>                                  | <b>174,453</b> | <b>101,123</b> |
| less deferred tax liabilities   | -153,001       | -88,983        |
| <b>Net deferred tax assets</b>  | <b>21,452</b>  | <b>12,141</b>  |

Deferred tax assets are only set off against deferred tax liabilities of the same entities. No deferred tax assets were recognised in respect of the tax loss carryforwards, which amounted to EUR 12,708thsd (2009: EUR 12,696thsd).

## 8.16 Other assets

| €'000   | 31 Dec. 2010  | 31 Dec. 2009  |
|---|---------------|---------------|
| Deferred items  | 1,791         | 5,189         |
| Other receivables and assets:                                   | 18,023        | 11,843        |
| <i>thereof VAT and other taxes (except for corporation tax)</i> | 3,820         | 4,601         |
| <i>thereof emergency acquisition held for sale</i>              | 680           | 702           |
| Positive fair value of derivatives                              | 1,036         | 1,101         |
| <b>Total</b>  | <b>20,850</b> | <b>18,133</b> |

The positive fair value relates to derivatives used as economic hedges in connection with banking book management; these do not qualify for hedge accounting.

## 8.17 Deposits from banks

| €'000                            | 31 Dec. 2010     | 31 Dec. 2009     |
|----------------------------------|------------------|------------------|
| Domestic banks                   | 1,689,734        | 2,281,722        |
| Foreign banks                    |                  |                  |
| Central and Eastern Europe (CEE) | 0                | 657              |
| Rest of the world (ROW)          | 934,492          | 782,862          |
| <b>Total</b>                     | <b>2,624,226</b> | <b>3,065,241</b> |

The deposits from banks include repurchase agreements entered into by the Bank as a transferor.

### Repurchase agreements entered into as a transferor

The repurchase agreements were of the type described by AG51(a) IAS 39, in that the assets sold under them were loaned, and the Bank, as the transferor, retained substantially all the risks and rewards of ownership. These transactions were largely tri-party repos and collateralised loans from the ECB and the Oesterreichische Nationalbank.

| €'000                                      | 31 Dec. 2010 | 31 Dec. 2009 |
|--|--------------|--------------|
| Liabilities to banks under repo agreements | 1,354,987    | 1,400,000    |

## 8.18 Deposits from customers

### 8.18.1 Customer group analysis

| €'000                           | 31 Dec. 2010     | 31 Dec. 2009     |
|---------------------------------|------------------|------------------|
| Savings deposits                | 775,156          | 854,268          |
| <b>Demand and time deposits</b> |                  |                  |
| Public sector customers         | 167,628          | 210,890          |
| Business customers              | 1,088,157        | 1,114,340        |
| Housing associations            | 50,326           | 49,969           |
| Retail customers                | 203,825          | 191,417          |
| Professionals                   | 41,601           | 40,175           |
| <b>Total</b>                    | <b>2,326,693</b> | <b>2,461,059</b> |

### 8.18.2 Geographical analysis

| €'000                            | 31 Dec. 2010     | 31 Dec. 2009     |
|----------------------------------|------------------|------------------|
| Domestic customers               | 1,398,564        | 1,550,775        |
| Foreign customers                |                  |                  |
| Central and Eastern Europe (CEE) | 9,433            | 8,991            |
| Rest of the world (ROW)          | 918,696          | 901,293          |
| <b>Total</b>                     | <b>2,326,693</b> | <b>2,461,059</b> |

"Foreign customers" are now shown broken down into "CEE" and "ROW", and the comparatives have been restated accordingly.

### 8.19 Debts evidenced by certificates

| €'000                       | 31 Dec. 2010     | 31 Dec. 2009     |
|-----------------------------|------------------|------------------|
| Covered and municipal bonds | 1,812,519        | 1,175,474        |
| Other bonds                 | 4,131,159        | 3,988,941        |
| Profit-sharing certificates | 1,753            | 3,047            |
| <b>Total</b>                | <b>5,945,431</b> | <b>5,167,462</b> |

### 8.20 Liabilities held for trading

| €'000   | 31 Dec. 2010   | 31 Dec. 2009  |
|---|----------------|---------------|
| <b>Negative fair value of derivative financial instruments (banking book)</b> |                |               |
| Interest rate derivatives   | 128,935        | 43,880        |
| Foreign exchange derivatives  | 10,648         | 2,633         |
| Other trading liabilities   | 13,406         | 15,461        |
| <b>Total</b>  | <b>152,989</b> | <b>61,974</b> |

### 8.21 Negative fair value of hedges (hedge accounting)

An analysis of the negative fair value of hedges eligible for hedge accounting under IAS 39, according to the hedged items, is shown below.

| €'000                               | 31 Dec. 2010   | 31 Dec. 2009   |
|-------------------------------------|----------------|----------------|
| <b>Assets</b>                       |                |                |
| Loans and advances to customers     | 142,047        | 93,859         |
| Available-for-sale financial assets | 38,714         | 30,512         |
| <b>Liabilities</b>                  |                |                |
| Deposits from banks                 | 932            | 298            |
| Deposits from customers             | 0              | 116            |
| Debts evidenced by certificates     | 22,687         | 26,715         |
| <b>Total</b>                        | <b>204,380</b> | <b>151,500</b> |

### 8.22 Provisions

| €'000   | 31 Dec. 2010  | 31 Dec. 2009  |
|---|---------------|---------------|
| <b>Long-term employee benefit provisions:</b> | <b>33,819</b> | <b>32,800</b> |
| Provisions for pensions                       | 24,328        | 24,451        |
| Provisions for termination benefits           | 8,305         | 7,423         |
| Provisions for jubilee benefits               | 1,186         | 926           |
| <b>Credit risk provision</b>                  | <b>5,795</b>  | <b>5,557</b>  |
| <b>Other provisions</b>                       | <b>58,662</b> | <b>20,964</b> |
| <b>Total</b>                                  | <b>98,276</b> | <b>59,321</b> |

### 8.22.1. Movements in provisions

Provision is made in the "Provisions" item for obligations which will probably need to be settled by an outflow of resources.

| €'000   | At<br>1 Jan.<br>2010 | Utilisation    | Reversals     | Allocations   | Discount<br>unwinding<br>effect | At<br>31 Dec.<br>2010 |
|---|----------------------|----------------|---------------|---------------|---------------------------------|-----------------------|
| <b>Long-term employee benefit provisions:</b> | <b>32,800</b>        | <b>-2,559</b>  | <b>0</b>      | <b>514</b>    | <b>3,065</b>                    | <b>33,819</b>         |
| Provisions for pensions                       | 24,451               | -1,826         | 0             | 24            | 1,679                           | 24,328                |
| Provisions for termination benefits           | 7,423                | -719           | 0             | 426           | 1,174                           | 8,305                 |
| Provisions for jubilee benefits               | 926                  | -15            | 0             | 63            | 212                             | 1,186                 |
| <b>Risk provisions for loans and advances</b> | <b>5,557</b>         | <b>0</b>       | <b>-157</b>   | <b>395</b>    | <b>0</b>                        | <b>5,795</b>          |
| <b>Other provisions</b>                       | <b>20,964</b>        | <b>-10,511</b> | <b>-3,200</b> | <b>51,409</b> | <b>0</b>                        | <b>58,662</b>         |
| <b>Total</b>                                  | <b>59,321</b>        | <b>-13,071</b> | <b>-3,357</b> | <b>52,318</b> | <b>3,065</b>                    | <b>98,276</b>         |

"Other provisions" rose to EUR 58,662thsd. Movements in the provisions were mainly due to the following reasons: 1.) In issuing a demand for a written response regarding its ongoing investigation, served to HYPO NOE Gruppe Bank AG on 1 December 2010, the Austrian Financial Market Authority (FMA) endorsed the legal opinion of the Oesterreichische Nationalbank. This prompted the Management Board to meet the requirements of IAS 37 by providing for the maximum litigation risk, i.e. the penalty of EUR 57,934,382.05 named in the communication from the FMA, and to recognise a provision in that amount in 2010. 2.) The reduction in the provision for impending losses arising from the restructuring of the investment in Augustus Funding Limited comprises the utilisation of the provision in accordance with its designated purpose (EUR 10,500thsd) and reversals (EUR 3,200thsd).

| €'000   | At<br>1 Jan.<br>2009 | Utilisation   | Reversals     | Allocations   | Discount<br>unwinding<br>effect | At<br>31 Dec.<br>2009 |
|---|----------------------|---------------|---------------|---------------|---------------------------------|-----------------------|
| <b>Long-term employee benefit provisions:</b> | <b>34,213</b>        | <b>-2,572</b> | <b>0</b>      | <b>518</b>    | <b>640</b>                      | <b>32,800</b>         |
| Provisions for pensions                       | 26,270               | -1,887        | 0             | 31            | 37                              | 24,451                |
| Provisions for termination benefits           | 7,143                | -593          | 0             | 420           | 453                             | 7,423                 |
| Provisions for jubilee benefits               | 800                  | -92           | 0             | 67            | 150                             | 926                   |
| <b>Risk provisions for loans and advances</b> | <b>4,531</b>         | <b>0</b>      | <b>-1,041</b> | <b>2,066</b>  | <b>0</b>                        | <b>5,557</b>          |
| <b>Other provisions</b>                       | <b>3,748</b>         | <b>-3,662</b> | <b>-86</b>    | <b>20,964</b> | <b>0</b>                        | <b>20,964</b>         |
| <b>Total</b>                                  | <b>42,492</b>        | <b>-6,234</b> | <b>-1,127</b> | <b>23,549</b> | <b>640</b>                      | <b>59,321</b>         |

Of the allocations to the "Other provisions" in 2009, EUR 20,500thsd related to a provision for impending losses recognised as a result of the decision to restructure the investment in Augustus.

### 8.22.2 Disclosures on employee benefit obligation

Defined benefit obligation (DBO) is the present value of the benefit entitlements earned by employees up to the end of the reporting period.

| €'000   | Provisions<br>for pensions | Provisions for<br>termination<br>benefits | Provisions<br>for jubilee<br>benefits | Total         |
|---|----------------------------|---|---------------------------------------|---------------|
| <b>Present value of DBO at 1 Jan. 2006</b>                  | <b>23,267</b>              | <b>10,621</b>                             | <b>1,051</b>                          | <b>34,939</b> |
| Current service cost  | 162                        | 734                                       | 83                                    | 979           |
| Interest costs  | 995                        | 490                                       | 48                                    | 1,533         |
| Payments  | -2,074                     | -682                                      | -110                                  | -2,866        |
| Actuarial gains and losses recognised in profit or loss     | 0                          | 0   | -43                                   | -43           |
| Actuarial gains and losses not recognised in profit or loss | 1,247                      | -2,296                                    | 0                                     | -1,049        |
| <b>Present value of DBO at 31 Dec. 2006</b>                 | <b>23,597</b>              | <b>8,867</b>                              | <b>1,029</b>                          | <b>33,493</b> |
| change in scope of consolidation                            | 0                          | -830                                      | -143                                  | -973          |
| Current service cost  | 40                         | 516                                       | 60                                    | 616           |
| Interest costs  | 1,124                      | 415                                       | 45                                    | 1,584         |
| Payments  | -2,098                     | -556                                      | -37                                   | -2,691        |
| Actuarial gains and losses recognised in profit or loss     | 0                          | 0   | -91                                   | -91           |
| Actuarial gains and losses not recognised in profit or loss | 1,795                      | 722                                       | 0                                     | 2,517         |
| <b>Present value of DBO at 31 Dec. 2007</b>                 | <b>24,458</b>              | <b>9,134</b>                              | <b>863</b>                            | <b>34,455</b> |
| Current service cost  | 51                         | 547                                       | 65                                    | 663           |
| Interest costs  | 1,267                      | 490                                       | 46                                    | 1,804         |
| Payments  | -1,936                     | -1,465                                    | -63                                   | -3,464        |
| Actuarial gains and losses recognised in profit or loss     | 0                          | 0   | -112                                  | -112          |
| Actuarial gains and losses not recognised in profit or loss | 2,430                      | -1,563                                    | 0                                     | 867           |
| <b>Present value of DBO at 31 Dec. 2008</b>                 | <b>26,270</b>              | <b>7,143</b>                              | <b>800</b>                            | <b>34,213</b> |

| €'000   | Provisions<br>for pensions | Provisions for<br>termination<br>benefits | Provisions<br>for jubilee<br>benefits | Total         |
|---|----------------------------|---|---------------------------------------|---------------|
| <b>Present value of DBO at 31 Dec. 2008</b>                 | <b>26,270</b>              | <b>7,143</b>                              | <b>800</b>                            | <b>34,213</b> |
| Current service cost  | 31                         | 420                                       | 67                                    | 517           |
| Interest cost   | 1,512                      | 435                                       | 52                                    | 1,999         |
| Payments  | -1,887                     | -593                                      | -92                                   | -2,572        |
| Actuarial gains and losses recognised in profit or loss     | 0                          | 0   | 100                                   | 100           |
| Actuarial gains and losses not recognised in profit or loss | -1,475                     | 18  | 0                                     | -1,457        |
| <b>Present value of DBO at 31 Dec. 2009</b>                 | <b>24,451</b>              | <b>7,423</b>                              | <b>926</b>                            | <b>32,800</b> |
| Current service cost  | 24                         | 426                                       | 63                                    | 514           |
| Interest cost   | 1,346                      | 432                                       | 50                                    | 1,828         |
| Payments  | -1,826                     | -719                                      | -15                                   | -2,559        |
| Actuarial gains and losses recognised in profit or loss     | 0                          | 0   | 162                                   | 162           |
| Actuarial gains and losses not recognised in profit or loss | 333                        | 742                                       | 0                                     | 1,075         |
| <b>Present value of DBO at 31 Dec. 2010</b>                 | <b>24,328</b>              | <b>8,305</b>                              | <b>1,187</b>                          | <b>33,819</b> |

#### Assumptions underlying employee benefit obligation calculations

| €'000   | Provisions<br>for pensions | Provisions for<br>termination<br>benefits | Provisions<br>for jubilee<br>benefits | Total  |
|---|----------------------------|---|---------------------------------------|--------|
| <b>Benefit obligation at 31 Dec. 2010: 4.7% interest</b>    |                            |   |                                       |        |
| DBO   | 24,328                     | 8,305                                     | 1,186                                 | 33,819 |
| Current service cost (2011e)                                | 31                         | 445                                       | 95                                    | 571    |
| Interest cost (2011e)                                       | 1,145                      | 411                                       | 60                                    | 1,616  |
| <i>thereof members of supervisory and management boards</i> |                            |   |                                       |        |
| <i>DBO</i>  | 367                        | 383                                       | 41                                    | 792    |
| <i>Current service cost</i>                                 | 10                         | 11  | 1                                     | 23     |
| <i>Interest cost</i>  | 18                         | 19  | 2                                     | 38     |
|   |                            |   |                                       |        |
| <b>Benefit obligation at 31 Dec. 2010: 5.7% interest</b>    |                            |   |                                       |        |
| DBO   | 22,091                     | 7,455                                     | 1,075                                 | 30,621 |
| Current service cost (2011e)                                | 26                         | 392                                       | 81                                    | 500    |
| Interest cost (2011e)                                       | 1,261                      | 447                                       | 66                                    | 1,774  |
|   |                            |   |                                       |        |
| <b>Benefit obligation at 31 Dec. 2010: 3.7% interest</b>    |                            |   |                                       |        |
| DBO   | 26,994                     | 9,309                                     | 1,318                                 | 37,622 |
| Current service cost (2011e)                                | 37                         | 508                                       | 113                                   | 658    |
| Interest cost (2011e)                                       | 1,000                      | 363                                       | 53                                    | 1,416  |
|   |                            |   |                                       |        |
| <b>Benefit obligation at 31 Dec. 2010: 5.5% interest</b>    |                            |   |                                       |        |
| DBO   | 23,532                     | 7,614                                     | 1,095                                 | 32,242 |
| Current service cost (2011e)                                | 27                         | 402                                       | 84                                    | 513    |
| Interest cost (2011e)                                       | 1,296                      | 441                                       | 65                                    | 1,802  |

IAS 19.120A(q) non-applicable because no plan-assets are existing.

## 8.23 Tax liabilities

| €'000                    | 31 Dec. 2010  | 31 Dec. 2009  |
|--------------------------|---------------|---------------|
| Current tax liabilities  | 71            | 62            |
| Deferred tax liabilities | 10,890        | 11,229        |
| <b>Total</b>             | <b>10,961</b> | <b>11,291</b> |

The deferred tax liabilities are the potential additional tax burden due to temporary differences between the IFRS carrying amounts of assets and liabilities, and the tax bases.

Deferred tax liabilities were recognised in respect of the following statement of financial position items:

| €'000   | 31 Dec. 2010  | 31 Dec. 2009  |
|---|---------------|---------------|
| Loans and advances to customers                   | 14,617        | 14,537        |
| <b>Deferred tax liabilities before offsetting</b> | <b>14,617</b> | <b>14,537</b> |
| Offsetting against deferred tax assets            | -3,728        | -3,307        |
| <b>Net tax liabilities</b>                        | <b>10,890</b> | <b>11,230</b> |

Deferred tax assets are only set off against deferred tax liabilities of the same entities.

## 8.24 Other liabilities

| €'000  | 31 Dec. 2010  | 31 Dec. 2009  |
|--|---------------|---------------|
| Accrued and deferred liabilities                                   | 10,548        | 7,037         |
| Sundry other liabilities   | 45,426        | 51,285        |
| <i>thereof outstanding bills</i>                                   | 6,611         | 8,412         |
| <i>thereof VAT and other tax liabilities except for income tax</i> | 4,505         | 6,042         |
| <i>thereof legal and consultancy expenses</i>                      | 1,594         | 2,798         |
| Negative fair value of derivatives                                 | 504           | 1,176         |
| <b>Total</b>   | <b>56,478</b> | <b>59,498</b> |

The negative fair value relates to derivatives used as economic hedges in connection with banking book management; these do not qualify for hedge accounting.

## 8.25 Equity

| €'000                                    | 31 Dec. 2010   | 31 Dec. 2009   |
|--|----------------|----------------|
| Share capital                            | 51,981         | 47,619         |
| Capital reserves                         | 191,824        | 166,102        |
| Contributions towards a capital increase | 0              | 30,084         |
| Other profit reserves                    | -47,008        | -17,923        |
| Retained earnings                        | 185,229        | 178,146        |
| <b>Owners' equity</b>                    | <b>382,026</b> | <b>404,028</b> |
| Minority interests                       | 462            | 415            |
| <b>Total</b>                             | <b>382,488</b> | <b>404,443</b> |

The share capital of EUR 51,981thsd (2009: EUR 47,619thsd) is divided into 7,150,000 no par registered voting shares. The capital reserves consist of:

- ▶ The appropriated reserve: EUR 94,624thsd (2009: EUR 68,900thsd);
- ▶ The unappropriated capital reserves: EUR 97,200thsd (2009: EUR 97,200thsd).

The "Contributions towards a capital increase" item relates to the contributions, made on 23 December 2009, towards a capital increase authorised by the Annual General Meeting on 24 April 2009. The capital increase, consisting of 600,000 no par registered shares, was registered on 10 February 2010. No further capital increase was effected in 2010.

## 8.26 Capital resources of the HYPO NOE Group, calculated in accordance with the requirements of the Austrian Banking Act:

| €'000   | 31 Dec. 2010   | 31 Dec. 2009   |
|---|----------------|----------------|
| Share capital   | 51,981         | 47,619         |
| Paid-up capital not yet registered                                  | 0              | 30,084         |
| Reserves, differences and minority interests                        | 402,929        | 362,337        |
| Intangible assets   | -1,027         | -1,049         |
| <b>Core capital (tier I capital)</b>                                | <b>453,883</b> | <b>438,991</b> |
| Deductions pursuant to sections 23(13) and 29 (1-2) Banking Act     | -1,743         | -1,359         |
| <b>Eligible core capital</b>  | <b>452,140</b> | <b>437,632</b> |
| Reserves according to section 57(2) Banking Act                     | 5,000          | 2,000          |
| Qualifying subordinated debt according to section 23(8) Banking Act | 226,941        | 219,496        |
| <b>Supplementary capital (tier II capital)</b>                      | <b>231,941</b> | <b>221,496</b> |
| Deductions pursuant to sections 23(13) and 29 (1-2) Banking Act     | -1,743         | -1,359         |
| <b>Qualifying supplementary capital (after deductions)</b>          | <b>230,198</b> | <b>220,137</b> |
| <b>Total qualifying core capital</b>                                | <b>682,338</b> | <b>657,769</b> |
| <b>Capital requirement</b>  | <b>334,437</b> | <b>332,339</b> |
| <b>Surplus capital</b>  | <b>347,901</b> | <b>325,430</b> |
| Coverage ratio  | 204.03%        | 197.92%        |
| Core capital ratio  | 11.47%         | 11.11%         |
| Equity ratio  | 17.30%         | 16.70%         |

Movements in the risk weighted assessment base as defined by the Banking Act and capital requirements were as follows:

| €'000   | 31 Dec. 2010     | 31 Dec. 2009     |
|---|------------------|------------------|
| <b>Risk weighted assessment base according to section 22(2) Banking Act</b> | <b>3,943,131</b> | <b>3,938,131</b> |
| thereof minimum capital requirement of 8%                                   | 315,450          | 315,050          |
| Capital requirement for operational risk                                    | 18,987           | 17,289           |
| <b>Total</b>  | <b>334,437</b>   | <b>332,339</b>   |

## 9. Segment information

Reference is made to Note 6 for the explanation of the relevant accounting policies.

### 9.1 Business segment information

#### 9.1.1 Segment profit or loss

| 31 Dec. 2010 (€'000)   | Gruppe Bank   | Landesbank    | Leasing      | Other & Consolidation | Total          |
|--|---------------|---------------|--------------|-----------------------|----------------|
| Interest and similar income                                      | 390,854       | 76,795        | 15,780       | -28,976               | 454,453        |
| <i>thereof investments accounted for using the equity method</i> | 3,545         | 161           | 224          | 0                     | 3,931          |
| Interest and similar expenses                                    | -303,515      | -31,440       | -11,214      | 26,800                | -319,369       |
| Credit risk provisions   | 1,581         | -19,103       | -209         | 0                     | -17,731        |
| <b>Interest income after risk provisions</b>                     | <b>88,919</b> | <b>26,253</b> | <b>4,357</b> | <b>-2,176</b>         | <b>117,353</b> |
| Net fee and commission income                                    | 1,911         | 5,380         | -32          | 0                     | 7,259          |
| Net trading income   | 15,675        | 416           | 0            | 0                     | 16,091         |
| General administrative expenses                                  | -40,717       | -37,959       | -4,163       | 909                   | -81,930        |
| Other operating income   | -52,239       | 1,175         | 3,568        | -127                  | -47,622        |
| Expenses/income arising from financial assets                    | 1,493         | -48           | 0            | -15                   | 1,430          |
| Expenses/income arising from hedging activities                  | -5,406        | 467           | 0            | 0                     | -4,939         |
| Income from other investments                                    | 0             | 0             | 73           | -89                   | -16            |
| <b>Income tax</b>  | <b>9,636</b>  | <b>-4,315</b> | <b>3,803</b> | <b>-1,498</b>         | <b>7,626</b>   |
| Income tax   | 326           | -293          | -456         | -77                   | -500           |
| <b>Net profit</b>  | <b>9,962</b>  | <b>-4,609</b> | <b>3,348</b> | <b>-1,575</b>         | <b>7,126</b>   |
| Minority interests   | 0             | 0             | -41          | 0                     | -41            |
| <b>Profit attributable to owners of the parent</b>               | <b>9,962</b>  | <b>-4,609</b> | <b>3,306</b> | <b>-1,575</b>         | <b>7,085</b>   |

#### Gruppe Bank

The main features of the Gruppe Bank segment's profit performance in 2010 were continued high net interest income, and high non-recurring charges affecting other operating income which chiefly reflected an allocation to a provision for contingent losses, up to the maximum risk associated with the ongoing investigation into the alleged transgression of limits for major investments.

#### Landesbank

In line with the focus on credit risk in 2010, increased provisions for retail and business customer risk were recognised in the Landesbank segment. This ultimately led to the extension of a EUR 16m Group guarantee by the parent HYPO NOE Gruppe Bank AG to HYPO NOE Landesbank AG (this includes the existing EUR 5m guarantee of which EUR 4.985m had been utilised by 31 December 2009).

NOE Landesbank had recourse to a further EUR 3.765m of this guarantee in 2010. Elimination of this intragroup guarantee results in a corresponding reduction in the profit of the Landesbank segment.

#### NOE Leasing

Prevailing interest rates have a major influence on the POA of the Leasing segment, as the interest rate effect alters the capital and interest components of the annuities. Other factors that affected POA were currency translation, changes in employee benefit obligation and final settlements in respect of properties. Additional information on leases is contained in explanatory Note 3.3 on accounting policies and Note 8.4 on finance leases.

| 31 Dec. 2009 (€'000)   | Gruppe Bank   | Landesbank    | Leasing      | Other & Consolidation | Total          |
|--|---------------|---------------|--------------|-----------------------|----------------|
| Interest and similar income                                      | 365,971       | 80,368        | 32,471       | -41,225               | 437,585        |
| <i>thereof investments accounted for using the equity method</i> | 3,461         | 80            | 325          | 0                     | 3,866          |
| Interest and and similar expenses                                | -273,171      | -42,714       | -23,481      | 40,407                | -298,959       |
| Risk provision for loans and advances                            | -25,567       | -8,529        | 0            | 0                     | -34,096        |
| <b>Interest income after risk provision</b>                      | <b>67,233</b> | <b>29,125</b> | <b>8,990</b> | <b>-818</b>           | <b>104,530</b> |
| Net fee and commission income                                    | 2,532         | 4,643         | 20           | 0                     | 7,195          |
| Net trading income   | -12           | 662           | 0            | 1,382                 | 2,031          |
| General administrative expenses                                  | -35,379       | -37,546       | -3,852       | 53                    | -76,724        |
| Other operating income   | -2,727        | 2,592         | 3,831        | 389                   | 4,085          |
| Expenses/income arising from financial assets                    | 945           | -122          | 3            | -3                    | 823            |
| Expenses/income arising from hedging activities                  | -13,449       | -3,589        | 0            | 0                     | -17,038        |
| Income from other investments                                    | 0             | -137          | 0            | 115                   | -22            |
| <b>Profit before tax</b>   | <b>19,143</b> | <b>-4,371</b> | <b>8,991</b> | <b>1,119</b>          | <b>24,881</b>  |
| Income tax   | -1,075        | 1,291         | -597         | -4,392                | -4,773         |
| <b>Net profit</b>  | <b>18,068</b> | <b>-3,080</b> | <b>8,394</b> | <b>-3,273</b>         | <b>20,109</b>  |
| Minority interests   | 0             | 0             | -267         | 0                     | -267           |
| <b>Profit attributable to owners of the parent</b>               | <b>18,068</b> | <b>-3,080</b> | <b>8,127</b> | <b>-3,273</b>         | <b>19,842</b>  |

Interest income is no longer aggregated in the segmental profit or loss statement, but is shown under separate "Interest and similar income" and "Interest and similar expense" items. The comparatives were adjusted to this presentation.

### 9.1.2 Segment assets and liabilities

The previous year's summarised presentation of segment assets and liabilities has been replaced by a full segmental statement of financial position. The previous year's figures are shown at the same level of detail.

| 31 Dec. 2010 (€'000)  | Gruppe Bank       | Landesbank       | Leasing          | Other & Consolidation | Total             |
|---|-------------------|------------------|------------------|-----------------------|-------------------|
| <b>Assets</b>   |                   |                  |                  |                       |                   |
| Cash  | 147               | 39,466           | 0                | 0                     | 39,613            |
| Loans and advances to banks   | 1,049,106         | 55,128           | 64,169           | -735,892              | 432,511           |
| Loans and advances to customers                                     | 6,956,855         | 1,915,094        | 1,247,741        | -1,240,763            | 8,878,928         |
| Risk provisions   | -22,938           | -79,435          | -790             | 0                     | -103,164          |
| Financial assets held for trading                                   | 240,172           | 324              | 0                | -323                  | 240,174           |
| Positive fair value of hedges (hedge accounting)                    | 272,022           | 10,346           | 0                | -6,163                | 276,205           |
| Available-for-sale financial assets                                 | 2,122,322         | 367,802          | 6,251            | -481,672              | 2,014,702         |
| Financial assets designated as at fair value through profit or loss | 9,406             | 0                | 0                | 0                     | 9,406             |
| Financial assets held to maturity                                   | 55,083            | 15,023           | 0                | 0                     | 70,106            |
| Investments accounted for using the equity method                   | 31,077            | 1,357            | 13,715           | 1                     | 46,149            |
| Investment property   | 0                 | 0                | 2,123            | 22,320                | 24,443            |
| Intangible assets   | 888               | 20               | 119              | 6                     | 1,033             |
| Property, plant and equipment                                       | 6,607             | 5,180            | 593              | 15,134                | 27,514            |
| Tax assets  | 20,090            | 3,298            | 2,490            | 103                   | 25,981            |
| Other assets  | 20,313            | 5,854            | 43,740           | -49,058               | 20,850            |
| <b>Total assets</b>   | <b>10,761,149</b> | <b>2,339,457</b> | <b>1,380,151</b> | <b>-2,476,306</b>     | <b>12,004,451</b> |
|   |                   |                  |                  |                       |                   |
| <b>Equity and liabilities</b>                                       |                   |                  |                  |                       |                   |
| Deposits from banks   | 2,592,571         | 675,350          | 1,228,073        | -1,871,768            | 2,624,226         |
| Deposits from customers   | 1,259,556         | 1,137,378        | 396              | -70,637               | 2,326,693         |
| Debts evidenced by certificates                                     | 5,933,668         | 352,071          | 1,753            | -342,060              | 5,945,431         |
| Liabilities held for trading  | 152,991           | 321              | 0                | -323                  | 152,989           |
| Negative fair value of hedges (hedge accounting)                    | 196,556           | 13,988           | 0                | -6,163                | 204,380           |
| Provisions  | 90,052            | 7,408            | 500              | 316                   | 98,276            |
| Tax liabilities   | 0                 | 0                | 10,890           | 71                    | 10,961            |
| Other liabilities   | 29,173            | 9,076            | 21,635           | -3,405                | 56,478            |
| Subordinated capital  | 190,703           | 51,826           | 0                | -40,000               | 202,529           |
| Equity (including minorities)                                       | 315,879           | 92,040           | 116,903          | -142,334              | 382,488           |
| Owners' equity  | 315,879           | 92,040           | 116,441          | -142,334              | 382,026           |
| Minority interests  | 0                 | 0                | 462              | 0                     | 462               |
| <b>Total equity and liabilities</b>                                 | <b>10,761,149</b> | <b>2,339,457</b> | <b>1,380,151</b> | <b>-2,476,306</b>     | <b>12,004,451</b> |

| 31 Dec. 2009 (€'000)  | Gruppe Bank       | Landesbank       | Leasing          | Other & Consolidation | Total             |
|---|-------------------|------------------|------------------|-----------------------|-------------------|
| <b>Assets</b>   |                   |                  |                  |                       |                   |
| Cash  | 33,487            | 37,171           | 0                | 0                     | 70,658            |
| Loans and advances to banks   | 703,256           | 60,352           | 66,421           | -453,974              | 376,055           |
| Loans and advances to customers                                     | 6,872,607         | 1,736,105        | 1,110,407        | -1,138,400            | 8,580,720         |
| Risk provisions   | -30,090           | -59,795          | -790             | 0                     | -90,675           |
| Financial assets held for trading                                   | 133,404           | 382              | 0                | -380                  | 133,406           |
| Positive fair value of hedges (hedge accounting)                    | 164,716           | 6,190            | 0                | -2,737                | 168,168           |
| Available-for-sale financial assets                                 | 2,279,876         | 340,522          | 35,246           | -480,679              | 2,174,964         |
| Financial assets designated as at fair value through profit or loss | 9,081             | 0                | 0                | 0                     | 9,081             |
| Financial assets held to maturity                                   | 78,989            | 20,014           | 0                | 0                     | 99,003            |
| Investments accounted for by the equity method                      | 28,852            | 738              | 14,350           | 1                     | 43,940            |
| Investment property   | 0                 | 0                | 2,869            | 21,208                | 24,078            |
| Intangible assets   | 1,022             | 25               | 1                | 11                    | 1,059             |
| Property, plant and equipment                                       | 6,357             | 5,729            | 565              | 11,284                | 23,935            |
| Tax assets  | 6,373             | 2,659            | 3,004            | 105                   | 12,141            |
| Other assets  | 16,456            | 7,351            | 44,294           | -49,968               | 18,133            |
| <b>Total assets</b>   | <b>10,304,385</b> | <b>2,157,444</b> | <b>1,276,366</b> | <b>-2,093,529</b>     | <b>11,644,666</b> |
| <b>Equity and liabilities</b>                                       |                   |                  |                  |                       |                   |
| Deposits from banks   | 3,013,546         | 416,393          | 1,123,699        | -1,488,398            | 3,065,241         |
| Deposits from customers   | 1,328,556         | 1,218,166        | 819              | -86,481               | 2,461,059         |
| Debts evidenced by certificates                                     | 5,164,410         | 341,085          | 3,047            | -341,080              | 5,167,462         |
| Liabilities held for trading  | 61,972            | 382              | 0                | -380                  | 61,974            |
| Negative fair value of hedges (hedge accounting)                    | 140,066           | 14,172           | 0                | -2,737                | 151,500           |
| Provisions  | 51,612            | 7,115            | 289              | 304                   | 59,321            |
| Tax liabilities   | 0                 | 0                | 11,230           | 61                    | 11,291            |
| Other liabilities   | 21,248            | 8,683            | 21,147           | 8,420                 | 59,498            |
| Subordinated capital  | 190,934           | 51,943           | 0                | -40,000               | 202,878           |
| Equity (including minority interests)                               | 332,041           | 99,505           | 116,134          | -143,238              | 404,443           |
| Owners' equity  | 332,041           | 99,505           | 115,719          | -143,238              | 404,027           |
| Minority interests  | 0                 | 0                | 415              | 0                     | 415               |
| <b>Total equity and liabilities</b>                                 | <b>10,304,385</b> | <b>2,157,444</b> | <b>1,276,366</b> | <b>-2,093,529</b>     | <b>11,644,666</b> |

## 9.2 Geographical information

The table below presents a geographical analysis of the main asset and liability items.

| €'000   | 31 Dec. 2010 |           | 31 Dec. 2009 |           |
|---|--------------|-----------|--------------|-----------|
|   | Domestic     | Foreign   | Domestic     | Foreign   |
| Loans and advances to banks   | 114.356      | 318.155   | 204.148      | 171.907   |
| Loans and advances to customers                                     | 7.433.058    | 1.445.870 | 6.714.552    | 1.866.168 |
| Available-for-sale financial assets                                 | 1.028.499    | 986.203   | 1.198.022    | 976.942   |
| Financial assets designated as at fair value through profit or loss | 4.095        | 5.310     | 3.836        | 5.245     |
| Financial assets held to maturity                                   | 0            | 70.106    | 4.930        | 94.073    |
| Deposits from banks   | 1.689.734    | 934.492   | 2.281.722    | 783.519   |
| Deposits from customers   | 1.398.564    | 928.129   | 1.550.775    | 910.284   |
| Debts evidenced by certificates                                     | 1.997.413    | 3.948.019 | 2.212.739    | 2.954.723 |

The debts evidenced by certificates that relate to listed securities are categorised according to the country of issue.

## 10 Supplementary information

### 10.1 Analysis of assets by maturities

| €'000   | 31 Dec. 2010     | 31 Dec. 2009     |
|---|------------------|------------------|
| <b>Loans and advances to banks:</b>   |                  |                  |
| Repayable on demand   | 143,490          | 51,867           |
| Up to 3 months  | 109,975          | 193,455          |
| 3 months to 1 year  | 21,469           | 1,302            |
| 1 year to 5 years   | 30,561           | 2,020            |
| Over five years   | 127,016          | 127,410          |
| <b>Total</b>  | <b>432,511</b>   | <b>376,055</b>   |
| <b>Loans and advances to customers:</b>   |                  |                  |
| Repayable on demand or no fixed term  | 185,407          | 409,941          |
| Up to 3 months  | 303,593          | 213,334          |
| 3 months to 1 year  | 555,908          | 516,590          |
| 1 year to 5 years   | 2,431,489        | 1,883,684        |
| Over five years   | 5,402,530        | 5,557,171        |
| <b>Total</b>  | <b>8,878,928</b> | <b>8,580,720</b> |
| <b>Financial assets held for trading:</b>   |                  |                  |
| Repayable on demand   | 0                | 0                |
| Up to 3 months  | 4,115            | 15,905           |
| 3 months to 1 year  | 4,173            | 0                |
| 1 year to 5 years   | 14,687           | 1,058            |
| Over five years   | 217,199          | 116,442          |
| <b>Total</b>  | <b>240,174</b>   | <b>133,406</b>   |
| <b>Financial assets (held to maturity, available for sale or designated as at fair value through profit or loss):</b> |                  |                  |
| Repayable on demand or no fixed term  | 128,089          | 88,567           |
| Up to 3 months  | 135,901          | 55,666           |
| 3 months to 1 year  | 234,181          | 88,925           |
| 1 year to 5 years   | 598,616          | 890,942          |
| Over five years   | 997,427          | 1,158,947        |
| <b>Total</b>  | <b>2,094,214</b> | <b>2,283,048</b> |
| <b>Positive fair value of hedges (hedge accounting and economic hedges):</b>  |                  |                  |
| Repayable on demand   | 0                | 0                |
| Up to 3 months  | 977              | 652              |
| 3 months to 1 year  | 244              | 397              |
| 1 year to 5 years   | 35,353           | 22,371           |
| Over five years   | 240,666          | 145,850          |
| <b>Total</b>  | <b>277,240</b>   | <b>169,269</b>   |
| <b>Other assets:</b>  |                  |                  |
| Repayable on demand   | 5,137            | 6,122            |
| Up to 3 months  | 11,132           | 4,283            |
| 3 months to 1 year  | 1,267            | 222              |
| 1 year to 5 years   | 2,583            | 2,055            |
| Over five years   | 732              | 4,350            |
| <b>Total</b>  | <b>20,850</b>    | <b>17,033</b>    |

## 10.2 Analysis of liabilities by maturities

| €'000  | 31 Dec. 2010     | 31 Dec. 2009     |
|--|------------------|------------------|
| <b>Deposits from banks:</b>  |                  |                  |
| Repayable on demand  | 71,483           | 29,937           |
| Up to 3 months   | 1,884,414        | 1,551,124        |
| 3 months to 1 year   | 29,475           | 843,885          |
| 1 year to 5 years  | 0                | 657              |
| Over five years  | 638,854          | 639,639          |
| <b>Total</b>   | <b>2,624,226</b> | <b>3,065,241</b> |
| <b>Deposits from customers:</b>  |                  |                  |
| Repayable on demand  | 575,930          | 516,419          |
| Up to 3 months   | 149,845          | 383,048          |
| 3 months to 1 year   | 219,261          | 224,441          |
| 1 year to 5 years  | 392,420          | 389,926          |
| Over five years  | 989,237          | 947,226          |
| <b>Total</b>   | <b>2,326,693</b> | <b>2,461,059</b> |
| <b>Debts evidenced by certificates:</b>  |                  |                  |
| Repayable on demand  | 709              | 749              |
| Up to 3 months   | 195,896          | 128,534          |
| 3 months to 1 year   | 15,126           | 153,139          |
| 1 year to 5 years  | 1,932,882        | 1,083,699        |
| Over five years  | 3,800,818        | 3,801,340        |
| <b>Total</b>   | <b>5,945,431</b> | <b>5,167,462</b> |
| <b>Liabilities held for trading:</b>   |                  |                  |
| Repayable on demand  | 0                | 0                |
| Up to 3 months   | 3,275            | 15,903           |
| 3 months to 1 year   | 4,233            | 0                |
| 1 year to 5 years  | 13,743           | 1,044            |
| Over five years  | 131,738          | 45,026           |
| <b>Total</b>   | <b>152,989</b>   | <b>61,974</b>    |
| <b>Negative fair value of hedges<br/>(hedge accounting and economic hedges):</b> |                  |                  |
| Repayable on demand  | 0                | 0                |
| Up to 3 months   | 95               | 742              |
| 3 months to 1 year   | 3,376            | 273              |
| 1 year to 5 years  | 29,597           | 30,362           |
| Over five years  | 171,815          | 121,299          |
| <b>Total</b>   | <b>204,884</b>   | <b>152,676</b>   |
| <b>Other liabilities:</b>  |                  |                  |
| Repayable on demand  | 8,162            | 10,968           |
| Up to 3 months   | 12,698           | 14,638           |
| 3 months to 1 year   | 12,218           | 12,097           |
| 1 year to 5 years  | 14,341           | 10,876           |
| Over five years  | 9,057            | 9,814            |
| <b>Total</b>   | <b>56,476</b>    | <b>58,393</b>    |
| <b>Subordinated capital:</b>   |                  |                  |
| Repayable on demand  | 0                | 0                |
| Up to 3 months   | 0                | 0                |
| 3 months to 1 year   | 0                | 0                |
| 1 year to 5 years  | 0                | 0                |
| Over five years  | 202,529          | 202,878          |
| <b>Total</b>   | <b>202,529</b>   | <b>202,878</b>   |

### 10.3 Fair value disclosures according to IFRS 7

The disclosures regarding the nature and extent of the risks associated with financial instruments (paragraphs 31-42 IFRS 7), the sensitivity analysis and the other disclosures required by IFRS 7 form part of the risk report contained in the operational and financial review. All the obligations to pay principal and interest were met during the reporting period, and there were no indications of defaults as at the end of the reporting period.

#### 10.3.1 Fair value of financial instruments

Fair value is the amount for which a financial instrument could be exchanged between knowledgeable, willing parties in an arm's length transaction. Where market prices are available they are used to estimate fair value. In the absence of market prices, accepted, industry-standard valuation models are employed. The present value of derivatives (e.g. interest rate swaps, cross currency swaps, forex forwards and forward rate agreements) is calculated by discounting the replicating cash flows. OTC currency and interest rate options are measured using option pricing models such as the Black Scholes, Hull White or LIBOR market models.

| €'000  | 31 Dec. 2010      |                   | 31 Dec. 2009      |                   |
|--|-------------------|-------------------|-------------------|-------------------|
|  | Fair value        | Carrying amount   | Fair value        | Carrying amount   |
| <b>Assets</b>  |                   |                   |                   |                   |
| Loans and advances to banks  | 456,337           | 432,511           | 376,055           | 376,055           |
| Loans and advances to customers  | 9,468,493         | 8,878,928         | 8,497,172         | 8,580,720         |
| Risk provisions for customers - individual loans and advances                                      |                   | -97,320           |                   | -83,548           |
| Assets held for trading  | 240,174           | 240,174           | 133,406           | 133,406           |
| Positive fair value of hedges  | 276,205           | 276,205           | 168,168           | 168,168           |
| Financial assets designated as at fair value through profit or loss                                | 9,406             | 9,406             | 9,081             | 9,081             |
| Available-for-sale financial assets  | 2,014,702         | 2,014,702         | 2,174,964         | 2,174,964         |
| Financial assets held to maturity  | 70,589            | 70,106            | 99,613            | 99,003            |
| Investments accounted for using the equity method  | 46,149            | 46,149            | 43,940            | 43,940            |
| Investment property  | 25,455            | 24,443            | 24,697            | 24,078            |
| Property, plant and equipment: land and buildings (excluding assets in the course of construction) | 15,066            | 15,066            | 15,335            | 15,335            |
| Other assets   | 20,850            | 20,850            | 18,133            | 18,133            |
| <b>Total assets</b>  | <b>12,643,426</b> | <b>11,931,220</b> | <b>11,560,564</b> | <b>11,642,883</b> |
| <b>Liabilities</b>   |                   |                   |                   |                   |
| Deposits from banks  | 2,624,978         | 2,624,226         | 3,054,583         | 3,065,241         |
| Deposits from customers  | 2,377,983         | 2,326,693         | 2,434,503         | 2,461,059         |
| Debts evidenced by certificates  | 6,215,997         | 5,945,431         | 5,076,499         | 5,167,462         |
| Liabilities held for trading   | 152,989           | 152,989           | 61,974            | 61,974            |
| Negative fair value of hedges  | 204,380           | 204,380           | 151,500           | 151,500           |
| Other liabilities  | 56,476            | 56,478            | 59,498            | 59,498            |
| Subordinated capital   | 202,529           | 202,529           | 202,878           | 202,878           |
| <b>Total liabilities</b>   | <b>11,835,332</b> | <b>11,512,726</b> | <b>11,041,435</b> | <b>11,169,612</b> |

In 2009 paragraph 25 IFRS 7 was not fully complied with because the fair values of the loans and advances to banks and customers, and of deposits from banks and customers were not available. In 2010 all fair values were available on time, resulting in full compliance. Reference is made to explanatory Note 3.4 with regard to the method used to measure the fair value of investment property (IAS 40).

#### 10.3.2 Fair value hierarchy

Level 1: Quoted prices in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

| 31 Dec. 2010 (€'000)   | Total             | Fair value measurement |                  |                | Fair value of items at cost |
|--|-------------------|------------------------|------------------|----------------|-----------------------------|
|  | Fair value        | Level 1                | Level 2          | Level 3        |                             |
| <b>Assets</b>  |                   |                        |                  |                |                             |
| Loans and advances to banks  | 456,337           | 0                      | 0                | 0              | 456,337                     |
| Loans and advances to customers  | 9,468,493         | 0                      | 0                | 0              | 9,468,493                   |
| Assets held for trading  | 240,174           | 0                      | 18,001           | 222,173        | 0                           |
| Positive fair value of hedges  | 276,205           | 0                      | 276,205          | 0              | 0                           |
| Financial assets designated as at fair value through profit or loss                                | 9,406             | 0                      | 9,406            | 0              | 0                           |
| Available-for-sale financial assets  | 2,014,702         | 836,657                | 1,143,735        | 34,310         | 0                           |
| Financial assets held to maturity  | 70,589            | 0                      | 0                | 0              | 70,589                      |
| Investments accounted for using the equity method  | 46,149            | 0                      | 0                | 0              | 46,149                      |
| Investment property  | 25,455            | 0                      | 0                | 0              | 25,455                      |
| Property, plant and equipment: land and buildings (excluding assets in the course of construction) | 15,066            | 0                      | 0                | 0              | 15,066                      |
| Other assets   | 20,850            | 0                      | 1,036            | 0              | 19,814                      |
| <b>Total assets</b>  | <b>12,643,426</b> | <b>836,657</b>         | <b>1,448,382</b> | <b>256,483</b> | <b>10,101,904</b>           |
| <b>Liabilities</b>   |                   |                        |                  |                |                             |
| Deposits from banks  | 2,624,978         | 0                      | 0                | 0              | 2,624,978                   |
| Deposits from customers  | 2,377,983         | 0                      | 0                | 0              | 2,377,983                   |
| Debts evidenced by certificates  | 6,215,997         | 0                      | 0                | 0              | 6,215,997                   |
| Liabilities held for trading   | 152,989           | 0                      | 139,583          | 13,406         | 0                           |
| Negative fair value of hedges  | 204,380           | 0                      | 204,380          | 0              | 0                           |
| Other liabilities  | 56,476            | 0                      | 504              | 0              | 55,973                      |
| Subordinated capital   | 202,529           | 0                      | 0                | 0              | 202,529                     |
| <b>Total liabilities</b>   | <b>11,835,332</b> | <b>0</b>               | <b>344,466</b>   | <b>13,406</b>  | <b>11,477,459</b>           |

In 2010 there were no material reclassifications from Level 1 to Level 2, or from Level 2 to Level 1. The changes in the amounts at Level 1 and Level 2 largely relate to new business. The reclassifications to Level 3 are shown in the disclosures on Level 3.

| 31 Dec. 2009 (€'000)   | Total             | Fair value measurement |                  |               | Fair value of items at cost |
|--|-------------------|------------------------|------------------|---------------|-----------------------------|
|  | Fair value        | Level 1                | Level 2          | Level 3       |                             |
| <b>Assets</b>  |                   |                        |                  |               |                             |
| Loans and advances to banks  | 376,055           | 0                      | 0                | 0             | 376,055                     |
| Loans and advances to customers  | 8,497,172         | 0                      | 0                | 0             | 8,497,172                   |
| Assets held for trading  | 133,406           | 0                      | 133,406          | 0             | 0                           |
| Positive fair value of hedges  | 168,168           | 0                      | 168,168          | 0             | 0                           |
| Financial assets designated as at fair value through profit or loss                                | 9,081             | 0                      | 9,081            | 0             | 0                           |
| Available-for-sale financial assets  | 2,174,964         | 769,305                | 1,365,907        | 39,751        | 0                           |
| Financial assets held to maturity  | 99,613            | 0                      | 0                | 0             | 99,613                      |
| Investments accounted for using the equity method  | 43,940            | 0                      | 0                | 0             | 43,940                      |
| Investment Property  | 24,697            | 0                      | 0                | 0             | 24,697                      |
| Property, plant and equipment: land and buildings (excluding assets in the course of construction) | 15,335            | 0                      | 0                | 0             | 15,335                      |
| Other assets   | 18,133            | 0                      | 1,101            | 0             | 17,033                      |
| <b>Total assets</b>  | <b>11,560,564</b> | <b>769,305</b>         | <b>1,677,663</b> | <b>39,751</b> | <b>9,073,844</b>            |
| <b>Liabilities</b>   |                   |                        |                  |               |                             |
| Deposits from banks  | 3,054,583         | 0                      | 0                | 0             | 3,054,583                   |
| Deposits from customers  | 2,434,503         | 0                      | 0                | 0             | 2,434,503                   |
| Debts evidenced by certificates  | 5,076,499         | 0                      | 0                | 0             | 5,076,499                   |
| Liabilities held for trading   | 61,974            | 0                      | 61,974           | 0             | 0                           |
| Negative fair value of hedges  | 151,500           | 0                      | 151,500          | 0             | 0                           |
| Other liabilities  | 59,498            | 0                      | 1,176            | 0             | 58,322                      |
| Subordinated capital   | 202,878           | 0                      | 0                | 0             | 202,878                     |
| <b>Total liabilities</b>   | <b>11,041,435</b> | <b>0</b>               | <b>214,650</b>   | <b>0</b>      | <b>10,826,785</b>           |

### 10.3.3 Fair value hierarchy: Level 3

| €'000                                  | At<br>1 Jan.<br>2010 | Gains or losses      |  | Purchases | Issues     | Settlements   | Transfers<br>out of<br>Level 3 | At<br>31 Dec.<br>2010 | Gains/losses<br>recognised<br>in profit or<br>loss for assets<br>held at end of<br>period |
|--|----------------------|----------------------|--|-----------|------------|---------------|--------------------------------|-----------------------|---|
|  |                      | In profit<br>or loss | In other<br>compre-<br>hensive<br>income |           |            |               |                                |                       |   |
| <b>Assets</b>                          |                      |                      |  |           |            |               |                                |                       |   |
| Assets held for trading                | 0                    | 90,137               | 0  | 0         | 0          | 0             | 132,036                        | 222,173               | 105,598   |
| Available-for-sale<br>financial assets | 39,751               | 1,476                | 797                                      | 0         | 247        | -7,961        | 0                              | 34,310                | -342  |
| <b>Total assets</b>                    | <b>39,751</b>        | <b>91,613</b>        | <b>797</b>                               | <b>0</b>  | <b>247</b> | <b>-7,961</b> | <b>132,036</b>                 | <b>256,483</b>        | <b>105,256</b>  |
| <b>Liabilities</b>                     |                      |                      |  |           |            |               |                                |                       |   |
| Liabilities held for trading           | 0                    | -2,055               | 0  | 0         | 0          | 0             | 15,461                         | 13,406                | -13,406   |
| <b>Total liabilities</b>               | <b>0</b>             | <b>-2,055</b>        | <b>0</b>                                 | <b>0</b>  | <b>0</b>   | <b>0</b>      | <b>15,461</b>                  | <b>13,406</b>         | <b>-13,406</b>  |

The loss on existing Level 3 assets, at EUR 342thsd, is shown under "Net gains and losses on available-for-sale financial assets" (Note 7.9). The gain of EUR 105,598thsd on assets held for trading and the loss of EUR 13,406thsd on liabilities held for trading are reported under "Net trading income" (Note 7.6). The existing Level 2 customer swaps were remeasured, using an internal model which takes account of credit spreads, and the cost of liquidity and equity (see explanatory Note 3.1.d), to a total fair value of EUR 209m; EUR 222m was reclassified to assets and EUR 13m to liabilities at Level 3. The resultant profit or loss effect, which is immaterial, is reported under the "Net trading income" item in the comprehensive income statement. The introduction of sensitivity analyses to comply with IFRS 7 is planned.

| €'000                                  | At<br>1 Jan.<br>2009 | Gains or losses      |  | Purchases | Issues     | Settlements   | Transfers<br>out of<br>Level 3 | At<br>31 Dec.<br>2009 | Gains/losses<br>recognised<br>in profit or<br>loss for assets<br>held at end of<br>period |
|--|----------------------|----------------------|--|-----------|------------|---------------|--------------------------------|-----------------------|---|
|  |                      | In profit<br>or loss | In other<br>compre-<br>hensive<br>income |           |            |               |                                |                       |   |
| <b>Assets</b>                          |                      |                      |  |           |            |               |                                |                       |   |
| Available-for-sale<br>financial assets | 42,524               | -927                 | 1,339                                    | 1         | 569        | -3,754        | 0                              | 39,751                | -932  |
| <b>Total assets</b>                    | <b>42,524</b>        | <b>-927</b>          | <b>1,339</b>                             | <b>1</b>  | <b>569</b> | <b>-3,754</b> | <b>0</b>                       | <b>39,751</b>         | <b>-932</b>   |

## 10.4 Derivatives

### 10.4.1 Derivatives: nominal and fair value

| €'000   | 2010              |                |                | 2009              |                |                |
|---|-------------------|----------------|----------------|-------------------|----------------|----------------|
|   | Nominal<br>value  | Fair value     |                | Nominal<br>value  | Fair value     |                |
|   |                   | Positive       | Negative       |                   | Positive       | Negative       |
| <b>Interest rate transactions</b>                 |                   |                |                |                   |                |                |
| Interest rate swaps                               | 13,793,242        | 437,134        | 326,031        | 12,267,344        | 271,477        | 183,647        |
| Options on interest rate transactions             | 841,295           | 16,108         | 16,166         | 900,081           | 17,666         | 17,666         |
| Other similar contracts                           | 20,000            | 7,640          | 0              |                   |                |                |
| <b>Total</b>                                      | <b>14,654,537</b> | <b>460,881</b> | <b>342,197</b> | <b>13,167,425</b> | <b>289,143</b> | <b>201,312</b> |
| <b>Foreign exchange related transactions</b>      |                   |                |                |                   |                |                |
| Cross currency (interest rate) swaps              | 475,431           | 52,676         | 12,905         | 277,916           | 12,044         | 12,091         |
| Forward exchange operations                       | 304,008           | 3,261          | 2,693          | 946,008           | 1,043          | 1,171          |
| <b>Total</b>                                      | <b>779,439</b>    | <b>55,937</b>  | <b>15,598</b>  | <b>1,223,924</b>  | <b>13,087</b>  | <b>13,262</b>  |
| <b>Share prices and index-linked transactions</b> |                   |                |                |                   |                |                |
| Share index linked options                        | 7,501             | 596            | 78             | 8,500             | 445            | 76             |
| <b>Total</b>                                      | <b>7,501</b>      | <b>596</b>     | <b>78</b>      | <b>8,500</b>      | <b>445</b>     | <b>76</b>      |

## 10.4.2 Derivatives: nominal value by maturities

| 2010 (€'000)                                      | Total             | Maturities     |                             |                  |                   |
|---|-------------------|----------------|-----------------------------|------------------|-------------------|
|   |                   | Up to 3 months | Between 3 months and 1 year | 1-5 years        | Over 5 years      |
| <b>Interest rate transactions</b>                 |                   |                |                             |                  |                   |
| Interest rate swaps                               | 13,793,242        | 378,768        | 168,958                     | 2,468,128        | 10,777,388        |
| Options on interest rate transactions             | 841,295           | 0              | 200,000                     | 489,549          | 151,746           |
| Other similar contracts                           | 20,000            | 0              | 0                           | 0                | 20,000            |
| <b>Total</b>                                      | <b>14,654,537</b> | <b>378,768</b> | <b>368,958</b>              | <b>2,957,677</b> | <b>10,949,134</b> |
| <b>Foreign exchange related transactions</b>      |                   |                |                             |                  |                   |
| Cross currency (interest rate) swaps              | 475,431           | 115,048        | 6,400                       | 173,613          | 180,370           |
| Forward exchange operations                       | 304,008           | 304,008        | 0                           | 0                | 0                 |
| <b>Total</b>                                      | <b>779,439</b>    | <b>419,056</b> | <b>6,400</b>                | <b>173,613</b>   | <b>180,370</b>    |
| <b>Share prices and index-linked transactions</b> |                   |                |                             |                  |                   |
| Share index linked options                        | 7,501             | 0              | 0                           | 7,501            | 0                 |
| <b>Total</b>                                      | <b>7,501</b>      | <b>0</b>       | <b>0</b>                    | <b>7,501</b>     | <b>0</b>          |

| 2009 (€'000)                                      | Total             | Maturities     |                             |                  |                   |
|---|-------------------|----------------|-----------------------------|------------------|-------------------|
|   |                   | Up to 3 months | Between 3 months and 1 year | 1-5 years        | Over 5 years      |
| <b>Interest rate transactions</b>                 |                   |                |                             |                  |                   |
| Interest rate swaps                               | 12,267,344        | 20,926         | 174,810                     | 1,807,937        | 10,263,671        |
| Options on interest rate transactions             | 900,081           | 0              | 0                           | 0                | 900,081           |
| <b>Total</b>                                      | <b>13,167,425</b> | <b>20,926</b>  | <b>174,810</b>              | <b>1,807,937</b> | <b>11,163,752</b> |
| <b>Foreign exchange related transactions</b>      |                   |                |                             |                  |                   |
| Cross currency (interest rate) swaps              | 277,916           | 0              | 0                           | 115,046          | 162,870           |
| Forward exchange operations                       | 946,008           | 946,008        | 0                           | 0                | 0                 |
| <b>Total</b>                                      | <b>1,223,924</b>  | <b>946,008</b> | <b>0</b>                    | <b>115,046</b>   | <b>162,870</b>    |
| <b>Share prices and index-linked transactions</b> |                   |                |                             |                  |                   |
| Share index linked options                        | 8,500             | 0              | 0                           | 5,500            | 3,000             |
| <b>Total</b>                                      | <b>8,500</b>      | <b>0</b>       | <b>0</b>                    | <b>5,500</b>     | <b>3,000</b>      |

## 10.5 Analyses of assets and liabilities by IAS 39 measurement categories and currencies

### 10.5.1 Analysis of assets and liabilities by IAS 39 measurement categories

| 31 Dec. 2010 (€'000)  | Loans and receivables (LAR) | Liabilities at cost (LAC) | Held for trading (HFT) | Designated as at fair value through profit or loss (FVO) | Available for sale (AFS) | Held to maturity (HTM) | Fair value hedge | Cash flow hedge | Financial assets/liabilities at cost (at amortised cost) | Total             |
|---|-----------------------------|---------------------------|------------------------|--|--------------------------|------------------------|------------------|-----------------|--|-------------------|
| Cash  | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 39,613   | 39,613            |
| Loans and advances to banks   | 432,511                     | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 432,511           |
| Loans and advances to customers                                     | 8,878,928                   | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 8,878,928         |
| Risk provisions   | -103,164                    | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | -103,164          |
| Assets held for trading   | 0                           | 0                         | 240,174                | 0  | 0                        | 0                      | 0                | 0               | 0  | 240,174           |
| Positive fair value of hedges                                       | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 274,978          | 1,227           | 0  | 276,205           |
| Available-for-sale financial assets                                 | 0                           | 0                         | 0                      | 0  | 2,014,702                | 0                      | 0                | 0               | 0  | 2,014,702         |
| Financial assets designated as at fair value through profit or loss | 0                           | 0                         | 0                      | 9,406  | 0                        | 0                      | 0                | 0               | 0  | 9,406             |
| Financial assets held to maturity                                   | 0                           | 0                         | 0                      | 0  | 0                        | 70,106                 | 0                | 0               | 0  | 70,106            |
| Investments accounted for using the equity method                   | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 46,149   | 46,149            |
| Investment Property   | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 24,443   | 24,443            |
| Positive fair value of banking book derivatives <sup>1</sup>        | 0                           | 0                         | 1,036                  | 0  | 0                        | 0                      | 0                | 0               | 0  | 1,036             |
| Other financial assets <sup>1</sup>                                 | 18,023                      | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 18,023            |
| <b>Total financial assets</b>                                       | <b>9,226,298</b>            | <b>0</b>                  | <b>241,210</b>         | <b>9,406</b>   | <b>2,014,702</b>         | <b>70,106</b>          | <b>274,978</b>   | <b>1,227</b>    | <b>110,205</b>   | <b>11,948,132</b> |
| Deposits from banks   | 0                           | 2,624,226                 | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 2,624,226         |
| Deposits from customers   | 0                           | 2,326,693                 | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 2,326,693         |
| Debts evidenced by certificates                                     | 0                           | 5,945,431                 | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 5,945,431         |
| Liabilities held for trading  | 0                           | 0                         | 152,989                | 0  | 0                        | 0                      | 0                | 0               | 0  | 152,989           |
| Negative fair value of hedges                                       | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 204,380          | 0               | 0  | 204,380           |
| Subordinated capital  | 0                           | 202,529                   | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 202,529           |
| Negative fair value of banking book derivatives <sup>1</sup>        | 0                           | 0                         | 504                    | 0  | 0                        | 0                      | 0                | 0               | 0  | 504               |
| Other financial liabilities <sup>1</sup>                            | 0                           | 45,424                    | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 45,424            |
| <b>Total financial liabilities</b>                                  | <b>0</b>                    | <b>11,144,303</b>         | <b>153,493</b>         | <b>0</b>   | <b>0</b>                 | <b>0</b>               | <b>204,380</b>   | <b>0</b>        | <b>0</b>   | <b>11,502,176</b> |

| 31 Dec. 2009 (€'000)  | Loans and receivables (LAR) | Liabilities at cost (LAC) | Held for trading (HFT) | Designated as at fair value through profit or loss (FVO) | Available for sale (AFS) | Held to maturity (HTM) | Fair value hedge | Cash flow hedge | Financial assets/liabilities at cost (at amortised cost) | Total             |
|---|-----------------------------|---------------------------|------------------------|--|--------------------------|------------------------|------------------|-----------------|--|-------------------|
| Cash  | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 70,658   | 70,658            |
| Loans and advances to banks   | 376,055                     | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 376,055           |
| Loans and advances to customers                                     | 8,580,720                   | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 8,580,720         |
| Risk provisions   | -90,675                     | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | -90,675           |
| Assets held for trading   | 0                           | 0                         | 133,406                | 0  | 0                        | 0                      | 0                | 0               | 0  | 133,406           |
| Positive fair value of hedges                                       | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 167,737          | 431             | 0  | 168,168           |
| Available-for-sale financial assets                                 | 0                           | 0                         | 0                      | 0  | 2,174,964                | 0                      | 0                | 0               | 0  | 2,174,964         |
| Financial assets designated as at fair value through profit or loss | 0                           | 0                         | 0                      | 9,081  | 0                        | 0                      | 0                | 0               | 0  | 9,081             |
| Financial assets held to maturity                                   | 0                           | 0                         | 0                      | 0  | 0                        | 99,003                 | 0                | 0               | 0  | 99,003            |
| Investments accounted for using the equity method                   | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 43,940   | 43,940            |
| Investment Property   | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 24,078   | 24,078            |
| Positive fair value of banking book derivatives <sup>1</sup>        | 0                           | 0                         | 1,101                  | 0  | 0                        | 0                      | 0                | 0               | 0  | 1,101             |
| Other financial assets <sup>1</sup>                                 | 11,844                      | 0                         | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 11,844            |
| <b>Total financial assets</b>                                       | <b>8,877,944</b>            | <b>0</b>                  | <b>134,507</b>         | <b>9,081</b>   | <b>2,174,964</b>         | <b>99,003</b>          | <b>167,737</b>   | <b>431</b>      | <b>138,676</b>   | <b>11,602,343</b> |
| Deposits from banks   | 0                           | 3,065,241                 | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 3,065,241         |
| Deposits from customers   | 0                           | 2,461,059                 | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 2,461,059         |
| Debts evidenced by certificates                                     | 0                           | 5,167,462                 | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 5,167,462         |
| Liabilities held for trading  | 0                           | 0                         | 61,974                 | 0  | 0                        | 0                      | 0                | 0               | 0  | 61,974            |
| Negative fair value of hedges                                       | 0                           | 0                         | 0                      | 0  | 0                        | 0                      | 151,500          | 0               | 0  | 151,500           |
| Subordinated capital  | 0                           | 202,877                   | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 202,877           |
| Negative fair value of banking book derivatives <sup>1</sup>        | 0                           | 0                         | 1,176                  | 0  | 0                        | 0                      | 0                | 0               | 0  | 1,176             |
| Other financial liabilities <sup>1</sup>                            | 0                           | 51,285                    | 0                      | 0  | 0                        | 0                      | 0                | 0               | 0  | 51,285            |
| <b>Total financial liabilities</b>                                  | <b>0</b>                    | <b>10,947,925</b>         | <b>63,150</b>          | <b>0</b>   | <b>0</b>                 | <b>0</b>               | <b>151,500</b>   | <b>0</b>        | <b>0</b>   | <b>11,162,574</b> |

<sup>1</sup> Shown under "Other assets" or "Other liabilities" in the statement of financial position.

## 10.5.2 Analysis of assets and liabilities by currencies

| 31 Dec. 2010 (€'000)  | CHF              | USD           | JPY            | CZK          | PLN           | SEK          | HUF          | GBP           | EUR               | Other currencies | Total             |
|---|------------------|---------------|----------------|--------------|---------------|--------------|--------------|---------------|-------------------|------------------|-------------------|
| Cash  | 28               | 37            | 0              | 5            | 2             | 1            | 3            | 8             | 39,498            | 30               | 39,613            |
| Loans and advances to banks   | 64,838           | 2,521         | 3,286          | 933          | 300           | 192          | 284          | 194           | 359,762           | 200              | 432,511           |
| Loans and advances to customers                                     | 840,794          | 2,179         | 15,152         | 8,714        | 0             | 9,799        | 0            | 34,535        | 7,967,754         | 0                | 8,878,928         |
| Risk provisions   | -9,212           | 0             | -2,224         | 0            | 0             | 0            | 0            | 0             | -91,728           | 0                | -103,164          |
| Assets held for trading   | 7,951            | 2,691         | 1,985          | 0            | 1,209         | 0            | 0            | 0             | 226,338           | 0                | 240,174           |
| Positive fair value of hedges (hedge accounting)                    | 78,718           | 797           | 36,693         | 0            | 0             | 0            | 0            | 0             | 159,997           | 0                | 276,205           |
| Available-for-sale financial assets                                 | 0                | 29,784        | 45,911         | 0            | 0             | 0            | 76           | 0             | 1,938,931         | 0                | 2,014,702         |
| Financial assets designated as at fair value through profit or loss | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 9,406             | 0                | 9,406             |
| Financial assets held to maturity                                   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 70,106            | 0                | 70,106            |
| Investments accounted for using the equity method                   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 46,149            | 0                | 46,149            |
| Investment property   | 2,936            | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 21,507            | 0                | 24,443            |
| Intangible assets   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 1,033             | 0                | 1,033             |
| Tangible assets   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 27,514            | 0                | 27,514            |
| Tax assets  | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 25,981            | 0                | 25,981            |
| Other assets  | 2,021            | 2,818         | 21             | 0            | 0             | 0            | 51           | 307           | 15,631            | 0                | 20,850            |
| <b>Total assets</b>   | <b>988,073</b>   | <b>40,827</b> | <b>100,825</b> | <b>9,653</b> | <b>1,511</b>  | <b>9,993</b> | <b>415</b>   | <b>35,045</b> | <b>10,817,879</b> | <b>230</b>       | <b>12,004,451</b> |
| Deposits from banks   | 40,197           | 5             | -17            | 0            | 0             | 0            | 0            | 0             | 2,584,038         | 3                | 2,624,226         |
| Deposits from customers   | 66,564           | 1,514         | 70,457         | 613          | 0             | 0            | 3,250        | 7             | 2,184,211         | 78               | 2,326,693         |
| Debts evidenced by certificates                                     | 1,542,356        | 8,461         | 226,486        | 0            | 12,222        | 0            | 0            | 0             | 4,155,907         | 0                | 5,945,431         |
| Trading liabilities   | 1,245            | 0             | 619            | 0            | 0             | 0            | 0            | 0             | 151,125           | 0                | 152,989           |
| Negative market value of hedges (hedge accounting)                  | 381              | 912           | 0              | 0            | 0             | 0            | 0            | 0             | 203,087           | 0                | 204,380           |
| Provisions  | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 98,276            | 0                | 98,276            |
| Tax liabilities   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 10,961            | 0                | 10,961            |
| Other liabilities   | 5,843            | 2,644         | 0              | 11           | 0             | 45           | 7            | 1             | 47,925            | 2                | 56,478            |
| Subordinated capital  | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 202,529           | 0                | 202,529           |
| Equity (including minorities)                                       | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0             | 382,488           | 0                | 382,488           |
| <b>Total liabilities and equity</b>                                 | <b>1,656,586</b> | <b>13,536</b> | <b>297,545</b> | <b>623</b>   | <b>12,222</b> | <b>45</b>    | <b>3,257</b> | <b>8</b>      | <b>10,020,547</b> | <b>83</b>        | <b>12,004,451</b> |

| <b>31 Dec. 2009 (€'000)</b>   | CHF              | USD           | JPY            | CZK          | PLN           | SEK          | HUF          | GBP       | EUR               | Other currencies | Total             |
|---|------------------|---------------|----------------|--------------|---------------|--------------|--------------|-----------|-------------------|------------------|-------------------|
| Cash  | 21               | 38            | 1              | 2            | 0             | 1            | 3            | 16        | 70,548            | 30               | 70,658            |
| Loans and advances banks  | 19,280           | 785           | 2,053          | 188          | 279           | 79           | 186          | 23        | 352,912           | 270              | 376,055           |
| Loans and advances to customers                                     | 642,649          | 1,797         | 14,436         | 1,560        | 0             | 8,570        | 0            | 0         | 7,911,707         | 0                | 8,580,720         |
| Risk provisions   | -5,065           | -5,553        | -457           | 0            | 0             | 0            | 0            | 0         | -79,599           | 0                | -90,675           |
| Assets held for trading   | 2,191            | 442           | 0              | 0            | 0             | 0            | 0            | 0         | 130,773           | 0                | 133,406           |
| Positive fair value of hedges (hedge accounting)                    | 28,882           | 936           | 11,608         | 0            | 725           | 0            | 0            | 0         | 126,017           | 0                | 168,168           |
| Available-for-sale financial assets                                 | 0                | 10,181        | 37,485         | 0            | 0             | 0            | 0            | 0         | 2,127,297         | 0                | 2,174,964         |
| Financial assets designated as at fair value through profit or loss | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 9,081             | 0                | 9,081             |
| Financial assets held to maturity                                   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 99,003            | 0                | 99,003            |
| Investments accounted for using the equity method                   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 43,940            | 0                | 43,940            |
| Investment property   | 3,011            | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 21,066            | 0                | 24,078            |
| Intangible assets   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 1,059             | 0                | 1,059             |
| Tangible assets   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 23,935            | 0                | 23,935            |
| Tax assets  | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 12,141            | 0                | 12,141            |
| Other assets  | 4,968            | 367           | 541            | 12           | 0             | 0            | 110          | 7         | 12,128            | 0                | 18,133            |
| <b>Total assets</b>   | <b>695,938</b>   | <b>8,994</b>  | <b>65,667</b>  | <b>1,762</b> | <b>1,004</b>  | <b>8,649</b> | <b>299</b>   | <b>46</b> | <b>10,862,008</b> | <b>301</b>       | <b>11,644,666</b> |
| Deposits from banks   | 679              | 10,419        | 4,346          | 0            | 0             | 0            | 0            | 0         | 3,049,797         | 1                | 3,065,241         |
| Deposits from customers   | 74               | 33,559        | 79,529         | 57           | 0             | 0            | 4,678        | 6         | 2,342,958         | 198              | 2,461,059         |
| Debts evidenced by certificates                                     | 1,171,159        | 7,937         | 174,252        | 0            | 11,912        | 0            | 0            | 0         | 3,802,202         | 0                | 5,167,462         |
| Trading liabilities   | 1,823            | 442           | 0              | 0            | 0             | 0            | 0            | 0         | 59,708            | 0                | 61,974            |
| Negative market value of hedges (hedge accounting)                  | 811              | 1,454         | 8,480          | 0            | 0             | 0            | 0            | 0         | 140,755           | 0                | 151,500           |
| Provisions  | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 59,321            | 0                | 59,321            |
| Tax liabilities   | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 11,291            | 0                | 11,291            |
| Other liabilities   | 1,565            | 1,305         | 0              | 11           | 0             | 223          | 7            | 0         | 56,387            | 0                | 59,498            |
| Subordinated capital  | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 202,878           | 0                | 202,878           |
| Equity (including minorities)                                       | 0                | 0             | 0              | 0            | 0             | 0            | 0            | 0         | 404,443           | 0                | 404,443           |
| <b>Total liabilities and equity</b>                                 | <b>1,176,111</b> | <b>55,116</b> | <b>266,607</b> | <b>68</b>    | <b>11,912</b> | <b>223</b>   | <b>4,685</b> | <b>6</b>  | <b>10,129,739</b> | <b>198</b>       | <b>11,644,666</b> |

## 10.6 Disclosures on related party relationships

|   | Non-consolidated subsidiaries | Associates | Investments accounted for using the equity method | Key management personnel | Shareholders with a significant influence over the parent |
|---|-------------------------------|------------|---|--------------------------|---|
| <b>31 Dec. 2010 (€'000)</b>                           |                               |            |   |                          |   |
| Loans and advances to banks                           | 0                             | 0          | 0   | 0                        | 0   |
| Loans and advances to customers                       | 98,777                        | 15,474     | 245,798   | 1,055                    | 0   |
| Equity instruments (equity investments, shares, etc.) | 226                           | 465        | 46,149  | 0                        | 0   |
| Deposits from banks                                   | 0                             | 0          | 216   | 0                        | 0   |
| Deposits from customers                               | 2,976                         | 292        | 9,048   | 1,986                    | 0   |
| <b>31 Dec. 2009 (€'000)</b>                           |                               |            |   |                          |   |
| Loans and advances to banks                           | 0                             | 0          | 918   | 0                        | 0   |
| Loans and advances to customers                       | 87,716                        | 13,775     | 952,398   | 143                      | 1,030,082   |
| Equity instruments (equity investments, shares, etc.) | 101                           | 435        | 42,707  | 0                        | 0   |
| Deposits from banks                                   | 0                             | 0          | 564   | 0                        | 0   |
| Deposits from customers                               | 2,725                         | 539        | 0   | 936                      | 2   |

The transfer prices charged to each other by HYPO NOE Gruppe AG and related parties are at normal market levels. The non-consolidated subsidiaries and equity method investments are set out in the list of investments (Note 10.13). Prior to registration of the capital increase the Lower Austrian state government held a direct interest of 67.79% in HYPO NOE Gruppe Bank AG via NÖ Landes-Beteiligungsholding GmbH, and an indirect interest of 32.21% via NÖ BET GmbH. Since registration of the capital increase NÖ BET GmbH has held 29.51% and NÖ Landes-Beteiligungsholding GmbH 70.49%. Early application of the amendments to IAS 24 regarding government related entities has resulted in a reduction in the amounts shown in the column headed "Shareholders with a significant influence over the parent", as both of the entities with direct shareholdings in the Company - NÖ BET GmbH und NÖ Landes-Beteiligungsholding GmbH - fall into this category. The comparatives have not been adjusted.

### Relationships with non-consolidated subsidiaries and associates

The Chairman of the Management Board Dr. Peter Harold is a member of the supervisory board of NÖ Kulturwirtschaft GesmbH, St. Pölten. Members of the Company's key management personnel hold office in the following companies: Castellum Schallaburg Grundstücksvermietungs Gesellschaft m.b.H., VIA DOMINORUM Grundstückverwertungs Gesellschaft m.b.H., WPS-Wirtschaftspark Sieghartskirchen Gesellschaft m.b.H., Liegenschaftsverwertung Felixdorf GmbH, Wilax Wien-Laxenburg NÖ Veranstaltungs Gesellschaft mbH, NÖ Kulturwirtschaft GesmbH, Schwarzauer Kommunalimmobilienverwaltungs Gesellschaft m.b.H., NÖ., Landes-Sport-schulanlagenbetriebsgesellschaft m.b.H. and Melker Kommunalimmobilienverwaltungs Gesellschaft m.b.H. - all domiciled in St. Pölten - as well as Pöchlerner Kommunalimmobilienverwaltungs Gesellschaft m.b.H., Pöchlarn, Loosdorfer Kommunalimmobilien Gesellschaft m.b.H., Loosdorf and Schwarzauer Kommunalimmobilienverwaltungs Gesellschaft m.b.H., Schwarzau am Steinfeld.

### Relationships with entities accounted for using the equity method

The Chairman of the Management Board Dr. Peter Harold is a member of the supervisory board of EWU Wohnbau Unternehmensbeteiligungs-Aktiengesellschaft, Vienna, and its subsidiaries "Wohnungseigentümer" Gemeinnütziger Wohnbaugesellschaft m.b.H., Mödling, GEBAU-NIOBAU Gemeinnützige Baugesellschaft m.b.H., Maria Enzersdorf am Gebirge, and Gemeinnützige Wohnungsgesellschaft "Austria" Aktiengesellschaft, Mödling. Dr. Harold is also a member of the supervisory boards of HYPO Capital Management AG, Vienna and Niederösterreichische Vorsorgekasse AG, St. Pölten. Günther Ritzberger, MBA, also a member of the Company's Management Board, holds office on the supervisory board of NÖ Beteiligungsfinanzierungen GmbH, Vienna. A member of the Supervisory Board is the deputy chairman of the supervisory board of EWU Wohnbau Unternehmensbeteiligungs-Aktiengesellschaft, Vienna, and its subsidiaries "Wohnungseigentümer" Gemeinnütziger Wohnbaugesellschaft m.b.H., Mödling, GEBAU-NIOBAU Gemeinnützige Baugesellschaft m.b.H., Maria Enzersdorf am Gebirge and Gemeinnützige Wohnungsgesellschaft "Austria" Aktiengesellschaft, Mödling. A member of the Supervisory Board is a member of the supervisory board of NÖ Beteiligungsfinanzierungen GmbH, Vienna.

### Relationships with subsidiaries of the Lower Austrian state government

A member of the Supervisory Board is a member of the supervisory boards of EVN AG, Maria Enzersdorf and Flughafen Wien AG (the operator of Vienna International Airport). A member of the Supervisory Board is a member of the supervisory boards of EBG MedAustron GmbH, Wiener Neustadt, N.vest Unternehmensfinanzierungen des Landes Niederösterreich GmbH, St. Pölten, RIZ Niederösterreichs Gründeragentur Ges.m.b.H., Wiener Neustadt and ecoplus.Niederösterreichs Wirtschaftsagentur GmbH, St. Pölten. A supervisory commissioner on the Company's Supervisory Board is the chief executive officer of NÖ BET GmbH, St. Pölten, NÖ Holding GmbH, St. Pölten, NÖ Immobilien Holding GmbH, St. Pölten and NÖ Landes-Beteiligungsholding GmbH, St. Pölten. He is also a member of the supervisory boards of EBG MedAustron GmbH, Wiener Neustadt, EVN AG, Maria Enzersdorf, Land Niederösterreich Finanz- und Beteiligungsmanagement GmbH, St. Pölten and tecnet equity NÖ Technologiebeteiligungs-Invest GmbH, St. Pölten.

### Additional disclosures

A member of the key management personnel rents an apartment from HYPO NOE Gruppe Bank AG. Due to his office as a mayor, a member of the Supervisory Board has business dealings with the HYPO NOE Group regarding loans to his local authority.

The Company's key management personnel comprises: all members of the management and supervisory boards of HYPO NOE Gruppe Bank AG, heads of departments that carry out Group functions, and the management boards of HYPO NOE Landesbank AG, HYPO NOE Leasing GmbH and HYPO NOE Real Consult GmbH.

## 10.7 Assets pledged as collateral

Assets have been pledged as collateral for liabilities and contingent liabilities in the amounts shown below:

| €'000                           | 31 Dec. 2010     | 31 Dec. 2009     |
|---------------------------------|------------------|------------------|
| Debts evidenced by certificates | 3,453,395        | 3,507,961        |
| <b>Total</b>                    | <b>3,453,395</b> | <b>3,507,961</b> |

Pledged assets are held as hedging items for the above liabilities:

| €'000                           | 31 Dec. 2010     | 31 Dec. 2009     |
|---------------------------------|------------------|------------------|
| Loans and advances to customers | 3,453,395        | 3,507,961        |
| <b>Total</b>                    | <b>3,453,395</b> | <b>3,507,961</b> |

## 10.8 Trust transactions

In accordance with IFRS, trust transactions entered into by the HYPO NOE Group in its own name but for the account of third parties are not shown in the statement of financial position. Any commissions are reported under "Net fee and commission income" in the comprehensive income statement (Note 7.5: "Other fee and commission income" and "Other fee and commission expense"). An analysis of trust transactions not disclosed in the statement of financial position is shown below.

| €'000                           | 31 Dec. 2010 | 31 Dec. 2009 |
|---------------------------------|--------------|--------------|
| <b>Assets held in trust</b>     |              |              |
| Loans and advances to customers | 2,392        | 2,117        |
| <b>Total</b>                    | <b>2,392</b> | <b>2,117</b> |
| <b>Deposits from banks</b>      |              |              |
| Deposits from banks             | 2,392        | 2,117        |
| <b>Total</b>                    | <b>2,392</b> | <b>2,117</b> |

## 10.9 Contingent liabilities, credit risk and latent legal risk

### 10.9.1 Contingent liabilities

| €'000  | 31 Dec. 2010 | 31 Dec. 2009 |
|--|--------------|--------------|
| Acceptances and endorsements                                     | 327          | 327          |
| Liabilities arising from guarantees and furnishing of collateral | 156,718      | 202,057      |
| Other liabilities  | 0            | 48,258       |

#### Comments on other liabilities regarding HYPO NOE Gruppe Bank AG

Towards the end of 2009 HYPO NOE Gruppe Bank AG was subjected to a routine audit by the Oesterreichische Nationalbank (OeNB). In the course of the audit the OeNB auditors reached the conclusion that the consolidation of an investment (Augustus) was unjustified.

The Bank's belief that, in terms of the legal structure chosen, the special rights conferred on HYPO NOE Gruppe Bank AG by that structure, and the company's business activities Augustus forms part of the HYPO NOE Group has been confirmed by expert legal opinions. However the OeNB contends that there were insufficient grounds for consolidating Augustus, and that the recognition of collaterals would also be improper. This would mean that the investment limit under section 27(7) Banking Act had been exceeded by 6.9 times. Up to year-end 2009 the OeNB's opinion was only conveyed to HYPO NOE Gruppe Bank AG in a report on the in situ audit performed from June to October 2009, in accordance with section 70(1) Banking Act. As it was not possible to assess the probability and amount of the penalty interest at the time of the preparation of the 2009 financial statements, and the Bank's legal opinion was supported by expert opinions (meaning that in its view it was more likely than not that no interest penalty would be incurred), no provision was made for this contingency in 2009. In the light of the action initiated in consultation with Augustus to reduce the exposure and furnish additional collaterals for the remaining liabilities, provisions were recognised in the 2009 statements. These restructuring provisions included an amount of EUR 6.8m to provide for the possibility that an interest penalty would be imposed under section 97(1)(6) Banking Act.

In issuing demand for a written response regarding its ongoing investigation, served to HYPO NOE Gruppe Bank AG on 1 December 2010, the regulator, the Austrian Financial Market Authority (FMA), endorsed the legal opinion of the OeNB. This prompted the Management Board to meet the requirements of IAS 37 by providing for the maximum litigation risk, i.e. the penalty of EUR 57,934,382.05 named in the aforementioned communication from the FMA, and to recognise a provision in that amount in 2010. As all the expert opinions received by the Management Board are at variance with the position taken by the OeNB and the FMA, it will be necessary to pursue the matter through to the final court of appeal to obtain a ruling on the applicable regulations, which are unclear.

**10.9.2 Credit risk**

| €'000        | 31 Dec. 2010 | 31 Dec. 2009 |
|--------------|--------------|--------------|
| Credit risks | 1,650,398    | 1,025,044    |

**10.10 Mortgage banking in accordance with the Pfandbriefgesetz (Covered Bond Act)**

| 31 Dec. 2010 (€'000)        | Amount required to cover debt evidenced by certificates | Coverage of:     |                       | Surplus coverage |
|-----------------------------|---|------------------|-----------------------|------------------|
|                             |   | Loans            | Financial instruments |                  |
| Mortgage bonds              | 38,576  | 843,810          | 1,000                 | 806,234          |
| Public sector covered bonds | 1,785,642   | 2,647,161        | 262,533               | 1,124,052        |
| <b>Total</b>                | <b>1,824,218</b>  | <b>3,490,971</b> | <b>263,533</b>        | <b>1,930,286</b> |

| 31 Dec. 2009 (€'000)        | Amount required to cover debt evidenced by certificates | Coverage of:     |                       | Surplus coverage |
|-----------------------------|---|------------------|-----------------------|------------------|
|                             |   | Loans            | Financial instruments |                  |
| Mortgage bonds              | 29,431  | 789,160          | 1,000                 | 760,729          |
| Public sector covered bonds | 1,357,646   | 2,718,801        | 189,135               | 1,550,291        |
| <b>Total</b>                | <b>1,387,077</b>  | <b>3,507,961</b> | <b>190,135</b>        | <b>2,311,020</b> |

**10.11 Supplementary disclosure pursuant to section 237(8a) Austrian Business Code in conjunction with section 64(1) Banking Act****Joint and several liability for Pfandbriefstelle issuance**

Under section 2(1) Pfandbriefstelle-Gesetz (Pfandbriefstelle Act), as a member bank of Pfandbriefstelle der österreichischen Landes-Hypothekenbanken HYPO NOE Gruppe Bank AG is jointly and severally liable, together with the other members, for all the liabilities of Pfandbriefstelle. This liability is the same for all the member banks listed in section 1(2) of Pfandbriefstelle's articles of association and their universal successors. Under section 2(2) Pfandbriefstelle Act the members' guarantors (the respective state governments) are likewise jointly and severally liable for all liabilities incurred up to 2 April 2003, and for all liabilities incurred after 2 April 2003 where the maturities do not extend beyond 30 September 2017. According to Pfandbriefstelle's statutory audit report the guarantors' liabilities as at year-end 2010 were EUR 10,280,452thsd (2009: EUR 9,652,671thsd). This is approximately equal to the entire liabilities of Pfandbriefstelle as at 31 December 2010. Taking into account the funds raised by Pfandbriefstelle and lent on to HYPO NOE Gruppe Bank AG, which totalled EUR 1,081,982thsd at the end of the reporting period (2009: EUR 1,007,945thsd), this yields an amount of EUR 9,198,469thsd (2009: 8,644,726thsd) which must be disclosed pursuant to section 237(8a) Austrian Business Code.

Under section 2(1) Pfandbriefstelle-Gesetz (Pfandbriefstelle Act), as a member bank of Pfandbriefstelle der österreichischen Landes-Hypothekenbanken HYPO NOE Landesbank AG is jointly and severally liable, together with the other members, for all the liabilities of Pfandbriefstelle. This liability is the same for all the member banks listed in section 1(2) of Pfandbriefstelle's articles of association and their universal successors. Under section 2(2) Pfandbriefstelle Act the members' guarantors (the respective state governments) are likewise jointly and severally liable for all liabilities incurred up to 2 April 2003, and for all liabilities incurred after 2 April 2003 where the maturities do not extend beyond 30 September 2017. According to Pfandbriefstelle's statutory audit report the guarantors' liabilities as at year-end 2010 were EUR 10,280,452thsd (2009: EUR 9,652,672thsd). This is approximately equal to the entire liabilities of Pfandbriefstelle as at 31 December 2010.

**Contingent liability of the state of Lower Austria**

Under section 1356 ABGB (Civil Code), the Province of Lower Austria is liable, as the deficiency guarantor, for all the liabilities incurred by HYPO NOE Gruppe Bank AG up to and including 2 April 2003. Liabilities incurred between 3 April 2003 and 1 April 2007 are covered by the state government guarantee unless their maturities extend beyond 30 September 2017. The guarantee does not cover liabilities incurred after 1 April 2007 or falling due after 30 September 2017. As at 31 December 2010 state government guarantees of issues, deposits and other liabilities such as subordinated and supplementary capital totalled EUR 5,550,100thsd (2009: EUR 5,418,565thsd).

**10.12 Events after the reporting period**

No events specific to the Group which could have a material influence on its earnings took place after the reporting period.

## 10.13 Group investments

### Changes in the scope of consolidation

Changes in the scope of consolidation are discussed in Note 2.3.

The following consolidated, directly or indirectly held Group companies were included in the IFRS consolidated financial statements of HYPO NOE Gruppe Bank AG as at 31 December 2010:

| Company name   | Domicile   | Holding | thereof indirect interest | End of reporting period | Segment     |
|--|------------|---------|---------------------------|-------------------------|-------------|
| <b>47 fully consolidated subsidiaries</b>  |            |         |                           |                         |             |
| HYPO NOE Gruppe Bank AG (former HYPO Investmentbank AG)  | St. Pölten |         |                           | 31.12.2010              | Gruppe Bank |
| HYPO NOE Landesbank AG (former Niederösterreichische Landesbank-Hypothekenbank Aktiengesellschaft)       | St. Pölten | 100.00% | -                         | 31.12.2010              | Landesbank  |
| HYPO NOE Leasing GmbH (former NÖ. HYPO Leasinggesellschaft m.b.H.)                                       | St. Pölten | 100.00% | -                         | 31.12.2010              | Leasing     |
| CALCULATOR Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| CURIA Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| FAVIA Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. Verwaltungszentrum- Verwertungsgesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| PROVENTUS Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| Sana Grundstückverwaltungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| Telos Mobilien – Leasinggesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| Treisma Grundstücksverwaltungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| VIA-Grundstückverwaltungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| HYPO Niederösterreich-Immobilienleasinggesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| HYPO Niederösterreichische Liegenschaft GmbH (former NÖ Real-Consult GmbH)                               | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Other       |
| NEUROM Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING URBANITAS Grundstückvermietungs Gesellschaft m.b.H.                                     | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| AELIUM Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING Landeskliniken Equipment GmbH   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| Obere Donaustrasse 61 Liegenschaftserrichtungs- und -verwertungs GmbH                                    | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Other       |
| NÖ. HYPO LEASING AGILITAS Grundstücksvermietung Gesellschaft m.b.H.                                      | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| ALARIS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| CALLIDUS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| CLIVUS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| COMITAS Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING FIRMITAS Grundstückvermietungs Gesellschaft m.b.H.                                      | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING GERUSIA Grundstückvermietungs Gesellschaft m.b.H.                                       | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| PINUS Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 99.00%  | 99.00%                    | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING STRUCTOR Grundstückvermietungs Gesellschaft m.b.H.                                      | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| VIRTUS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| VOLUNTAS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 65.00%  | 65.00%                    | 31.12.2010              | Leasing     |
| VESCUM Grundstücksvermietungs GmbH   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| SATORIA Grundstückvermietung GmbH (former Sparkasse Region St. Pölten Gebäudeleasinggesellschaft m.b.H.) | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| HOSPES-Grundstückverwaltungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| Landeskrankenhaus Tulln-Immobilienvermietung Gesellschaft m.b.H.   | St. Pölten | 100.00% | 56.42%                    | 31.12.2010              | Leasing     |
| HYPO-REAL 93 Mobilien-Leasinggesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING DECUS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | -                         | 31.12.2010              | Other       |
| NÖ. HYPO LEASING MENTIO Grundstücksvermietungs Gesellschaft m.b.H.                                       | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING NITOR Grundstücksvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING MEATUS Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| NÖ. HYPO LEASING ASTEWOG Grundstückvermietungs Gesellschaft m.b.H.                                       | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| NEMUS Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 75.00%                    | 31.12.2010              | Leasing     |
| HYPO NOE Real Consult GmbH<br>(former NÖ. Hypo Bauplanungs- und Bauträrgesellschaft m.b.H.)              | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Other       |
| HBV Beteiligungs-GmbH  | St. Pölten | 100.00% | -                         | 31.12.2010              | Other       |
| ZELUS Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Leasing     |
| Benkerwiese Verwaltungs-und Verwertungsgesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | 31.12.2010              | Other       |
| HYPO Real Estate Advisory GmbH   | St. Pölten | 100.00% | 10.00%                    | 31.12.2010              | Other       |
| NÖ Hypo Beteiligungsholding GmbH   | St. Pölten | 100.00% | -                         | 31.12.2010              | Other       |

## The following Group investments were accounted for using the equity method:

| (€'000)   |            |         | thereof indirect interest | IFRS share of equity                    | Share of profit or loss | End of reporting period |
|---|------------|---------|---------------------------|---|-------------------------|-------------------------|
| Company name  | Domicile   | Holding |                           |   |                         |                         |
| <b>21 joint ventures accounted for using the equity method in accordance with IAS 31</b>                              |            |         |                           |   |                         |                         |
| CULINA Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 50.00%  | 25.00%                    | 507                                     | 81                      | 31.12.2010              |
| FACILITAS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 50.00%  | 25.00%                    | 74                                      | -4                      | 31.12.2009              |
| FORIS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 50.00%  | 25.00%                    | 910                                     | 26                      | 31.12.2009              |
| VALET-Grundstückverwaltungs Gesellschaft m.b.H.   | Vienna     | 50.00%  | 50.00%                    | 1,112                                   | -681                    | 31.12.2010              |
| NÖ. HYPO LEASING – Sparkasse Region St. Pölten Grundstückvermietungs Gesellschaft m.b.H.                              | St. Pölten | 50.00%  | 50.00%                    | 183                                     | 90                      | 31.12.2010              |
| LITUS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 50.00%  | 25.00%                    | 1,257                                   | 111                     | 31.12.2010              |
| TRABITUS Grundstückvermietungs Gesellschaft m.b.H.  | Vienna     | 50.00%  | 25.00%                    | 274                                     | -29                     | 31.12.2009              |
| Adoria Grundstückvermietungs Gesellschaft m.b.H.  | Vienna     | 50.00%  | 25.00%                    | 569                                     | 17                      | 31.12.2009              |
| CONATUS Grundstückvermietungs Gesellschaft m.b.H.   | St. Pölten | 50.00%  | 25.00%                    | 251                                     | -9                      | 31.12.2009              |
| UNDA Grundstückvermietungs Gesellschaft m.b.H.  | St. Pölten | 50.00%  | 25.00%                    | 50                                      | 1                       | 31.12.2009              |
| Aventin Grundstückverwaltungs Gesellschaft m.b.H.   | Horn       | 50.00%  | 50.00%                    | 1,385                                   | 102                     | 31.12.2009              |
| Esquilin Grundstücksverwaltungs Gesellschaft m.b.H.   | Vienna     | 50.00%  | 50.00%                    | 1,191                                   | 55                      | 31.12.2009              |
| Palatin Grundstückverwaltungs Gesellschaft m.b.H.   | Stockerau  | 50.00%  | 50.00%                    | 1,580                                   | 447                     | 31.12.2010              |
| Purge Grundstücksverwaltungs-Gesellschaft m.b.H.  | Vienna     | 50.00%  | 50.00%                    | 57                                      | 24                      | 31.12.2009              |
| Viminal Grundstückverwaltungs Gesellschaft m.b.H.   | Vienna     | 50.00%  | 50.00%                    | 1,081                                   | 98                      | 31.12.2009              |
| NÖ Raiffeisen Kommunalprojekte Service Gesellschaft m.b.H. & NÖ.HYPO Leasinggesellschaft m.b.H. – Strahlentherapie OG | Vienna     | 50.00%  | 50.00%                    | 42                                      | 18                      | 31.12.2009              |
| N.Ö. Gemeindegebäudeleasing Gesellschaft m.b.H.   | Vienna     | 33.30%  | -                         | 322                                     | -10                     | 31.12.2009              |
| N.Ö. Kommunalgebäudeleasing Gesellschaft m.b.H.   | Vienna     | 33.30%  | -                         | 296                                     | -29                     | 31.12.2009              |
| NÖ-KL Kommunalgebäudeleasing Gesellschaft m.b.H.  | Vienna     | 33.30%  | -                         | 512                                     | -150                    | 31.12.2009              |
| Quirinal Grundstücksverwaltungs Gesellschaft m.b.H.   | Vienna     | 33.33%  | -                         | 208                                     | 19                      | 31.12.2009              |
| NÖ. HYPO Leasing und Raiffeisen-Immobilien-Leasing Traisenhaus GesmbH & Co OG   | St. Pölten | 50.00%  | 50.00%                    | 1,003                                   | 74                      | 31.12.2009              |
| <b>14 investments accounted for using the equity method in accordance with IAS 28</b>                                 |            |         |                           |   |                         |                         |
| Hotel- und Sportstätten- Beteiligungs-, Errichtungs- und Betriebsgesellschaft m.b.H. Leasing KG                       | St. Pölten | 45.41%  | 45.41%                    | 577                                     | 5                       | 31.12.2010              |
| NÖ Beteiligungsfinanzierungen GmbH  | Vienna     | 21.00%  | 21.00%                    | 1,357                                   | 8                       | 31.12.2009              |
| Niederösterreichische Vorsorgekasse AG  | St. Pölten | 49.00%  | -                         | 1,186                                   | 61                      | 31.12.2009              |
| Gemeinnützige Wohnungsgesellschaft „Austria“ Aktiengesellschaft   | Mödling    | 44.39%  | 44.39%                    | Included in EWU consolidated statements |                         | 31.12.2010              |
| „Wohnungseigentümer“ Gemeinnützige Wohnbaugesellschaft m.b.H.   | Mödling    | 44.75%  | 44.75%                    |   |                         | 31.12.2010              |
| GEBAU-NIOBAU Gemeinnützige Baugesellschaft m.b.H.   | Mödling    | 42.60%  | 42.60%                    |   |                         | 31.12.2010              |
| EWU Wohnbau Unternehmensbeteiligungs-Aktiengesellschaft (Consolidated financial statement)                            | Vienna     | 44.79%  | -                         | 25,929                                  | 2,245                   | 31.12.2010              |
| HYPO Capital Management AG  | Vienna     | 25.00%  | -                         | 2,400                                   | 375                     | 31.03.2010              |
| Gemdat Niederösterreichische Gemeinde-Datenservice Gesellschaft m.b.H.  | Korneuburg | 32.50%  | -                         | 946                                     | 507                     | 31.12.2009              |
| Bonitas Versicherungsservice Gesellschaft m.b.H.  | St. Pölten | 50.00%  | 50.00%                    | 0                                       | 152                     | 31.12.2009              |
| KASERNEN Projektentwicklungs- und Beteiligungs AG   | Vienna     | 25.00%  | -                         | 120                                     | 126                     | 31.12.2009              |
| Augustus Funding Limited  | Dublin     | 20.00%  | 20.00%                    | 1                                       | 0                       | 31.12.2010              |
| NÖ. Landeshauptstadt – Planungsgesellschaft m.b.H.  | St. Pölten | 39.00%  | 39.00%                    | 520                                     | 51                      | 31.12.2009              |
| HYPO Real Invest AG   | Vienna     | 30.00%  | -                         | 251                                     | 196                     | 31.12.2010              |
| <b>Total</b>  |            |         |                           | <b>46,149</b>                           | <b>3,977</b>            |                         |
| HOSPES-Grundstückverwaltungs Gesellschaft m.b.H.  |            |         |                           |   |                         |                         |
| Change from equity method accounting to consolidation   |            |         |                           |   | -46                     |                         |
|   |            |         | (Note 8.12)               | 46,149                                  | 3,931                   | (Note 7.1)              |

**The following companies were recognised in the consolidated financial statements as AFS investments (holdings of more than 50%).**

The reasons for non-consolidation were the fact that the entities are non-profit organisations, the absence of risks or rewards of ownership, and immateriality.

| (€'000)   |            |         |                           |                    |   |                         |
|---|------------|---------|---------------------------|--------------------|---|-------------------------|
| Company name  | Domicile   | Holding | thereof indirect interest | Registered capital | Profit/loss reported in register of companies | End of reporting period |
| <b>Non-consolidated AFS investments (interest &gt; 50%)</b>     |            |         |                           |                    |   |                         |
| Castellum Schallaburg Grundstückvermietungs Gesellschaft m.b.H. | St. Pölten | 100.00% | 100.00%                   | -53                | -77   | 31.12.2009              |
| VIA DOMINORUM Grundstückverwertungs Gesellschaft m.b.H.         | St. Pölten | 95.00%  | 95.00%                    | 683                | 765   | 31.12.2009              |
| WPS-Wirtschaftspark Sieghartskirchen Gesellschaft m.b.H.        | St. Pölten | 100.00% | 100.00%                   | -991               | -224  | 31.12.2009              |
| Liegenschaftsverwertung Felixdorf GmbH                          | St. Pölten | 100.00% | 100.00%                   | -1,102             | -917  | 31.12.2009              |
| Wilax Wien-Laxenburg NÖ Veranstaltungs Gesellschaft mbH         | St. Pölten | 100.00% | 100.00%                   | 15                 | -9  | 31.12.2009              |
| NÖ Kulturwirtschaft GesmbH (Consolidated financial statement)   | St. Pölten | 52.52%  | 52.52%                    | 3,735              | 949   | 31.12.2009              |
| Wohnpark Schrems Liegenschaftsverwertungs Gesellschaft m.b.H.   | St. Pölten | 100.00% | 100.00%                   | -56                | -30   | 31.12.2009              |

**The following companies were recognised in the consolidated financial statements as AFS investments (holdings of 20-50%):**

| (€'000)   |                         |         |                           |                    |   |                         |
|---|-------------------------|---------|---------------------------|--------------------|---|-------------------------|
| Company name  | Domicile                | Holding | thereof indirect interest | Registered capital | Profit/loss reported in register of companies | End of reporting period |
| <b>Non-consolidated AFS investments (holding 20–50%)</b>      |                         |         |                           |                    |   |                         |
| Psychosoziales Zentrum Schiltern Gesellschaft m.b.H.          | Langenlois-Schiltern    | 26.67%  | -                         | 864                | 32  | 31.12.2009              |
| EFH-Beteiligungsgesellschaft m.b.H.                           | Wien                    | 50.00%  | -                         | 15                 | -2  | 31.12.2009              |
| NÖ. Landes-Sportschulanlagenbetriebsgesellschaft m.b.H.       | St.Pölten               | 49.00%  | 49.00%                    | 59                 | 1   | 31.12.2009              |
| Pöchlerner Kommunalimmobilienverwaltungs Gesellschaft m.b.H.  | Pöchlarn                | 20.00%  | 20.00%                    | 30                 | 17  | 31.12.2009              |
| Melker Kommunalimmobilienverwaltungs Gesellschaft m.b.H.      | St.Pölten               | 20.00%  | 20.00%                    | -67                | 31  | 31.12.2009              |
| Loosdorfer Kommunalimmobilien Gesellschaft m.b.H.             | Loosdorf                | 20.00%  | 20.00%                    | 471                | -87   | 31.12.2009              |
| Schwarzauer Kommunalimmobilienverwaltungs Gesellschaft m.b.H. | Schwarzau am Steinfelde | 20.00%  | 20.00%                    | 2,162              | 11  | 31.12.2009              |

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## 10.14 Governing bodies of HYPO NOE Gruppe Bank AG

### Management Board

Dr. Peter Harold, Chairman  
Mag. Richard Juill, member (until 28 April 2010)  
Günther Ritzberger, MBA, member (since 29 April 2010)  
Mag. Nikolai de Arnoldi, member (since 1 January 2011)

### Supervisory Board

Präsident Gen.Dir. KommR Herbert Fichta, Chairman  
Dr. Burkhard Hofer, Deputy Chairman  
Dkfm. Herbert Höck (until 28 April 2010)  
Dr. Michael Lentsch (since 28 April 2010)  
LAbg. Dipl.-Ing. Willibald Eigner  
Klubobmann LAbg. Mag. Klaus Schneeberger  
Bürgermeister Mag. Karl Schlögl  
Bürgermeister Karl Sonnweber

### Delegated by the Works Council

Hermann Haitzer  
Peter Böhm  
Franz Gyöngyösi  
Franz Siegl

### State commissioners

Dipl.-Kfm Dipl.Soz. Michael Svoboda, Federal Ministry of Finance  
Amtsdirektor RegR Franz Ternyak, Federal Accounting Agency

### Supervisory commissioners

Hofrat Dr. Reinhard Meissl, office of the Lower Austrian state government  
Hofrat Mag. Helmut Frank, office of the Lower Austrian state government

St. Pölten, 6 April 2011

The Management Board



**Dr. Peter Harold**  
Chairman of the Management Board



**Mag. Nikolai de Arnoldi**  
Member of the Management Board



**Günther Ritzberger, MBA**  
Member of the Management Board

# DECLARATION BY THE COMPANY'S LEGAL REPRESENTATIVES

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We hereby confirm that to the best of our knowledge the consolidated financial statements to the maximum extent possible give a true and fair view of the Group's assets, finances and earnings, in conformity with the relevant accounting standards, and that the Group operational and financial review gives a true and fair view of the course of the Group's business, and its results and financial condition, such that that review to the maximum extent possible gives a true and fair view of the Group's assets, finances and earnings, and describes the principal risks and uncertainties to which the Group is exposed.

St. Pölten, 6 April 2011



**Dr. Peter Harold**

Chairman of the Management Board

Responsible for IT/Organisation,  
Business Development, Human  
Resources, Controlling, Legal,  
Communications and Audit



**Mag. Nikolai de Arnoldi**

Member of the Management Board

Responsible for Risk, Accounting,  
Credit and Treasury Services



**Günther Ritzberger, MBA**

Member of the Management Board

Responsible for Public Finance  
& Corporates, Treasury, Real Estate,  
Participations and Investor Relations

# AUDITORS' REPORT

## Report on the consolidated financial statements.

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We have audited the accompanying consolidated financial statements of

### **HYPO NOE Gruppe Bank AG (formerly HYPO Investmentbank AG), St. Pölten,**

for the fiscal year from January 1, 2010 to December 31, 2010. These consolidated financial statements comprise the consolidated statement of financial position as of December 31, 2010, the consolidated statement of comprehensive income, the consolidated cash flow statement and the consolidated statement of changes in equity for the fiscal year ended December 31, 2010 and the notes to the consolidated financial statements.

### **Management's Responsibility for the Consolidated Financial Statements and for the Accounting System**

The company's management is responsible for the group accounting system and for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### **Auditor's Responsibility and Description of Type and Scope of the Statutory Audit**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with laws and regulations applicable in Austria and Austrian Standards on Auditing, as well as in accordance with International Standards on Auditing (ISAs) issued by the International Auditing and Assurance Standards Board (IAASB) of the International Federation of Accountants (IFAC). Those standards require that we comply with professional guidelines and plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Group's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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## Opinion

Our audit did not give rise to any objections. In our opinion, which is based on the results of our audit, the consolidated financial statements comply with legal requirements and give a true and fair view of the financial position of the Group as of December 31, 2010 and of its financial performance and its cash flows for the fiscal year from January 1, 2010 to December 31, 2010, in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU.

## Comments on the Management Report for the Group

Pursuant to statutory provisions, the management report for the Group is to be audited as to whether it is consistent with the consolidated financial statements and as to whether the other disclosures are not misleading with respect to the Company's position. The auditor's report also has to contain a statement as to whether the management report for the Group is consistent with the consolidated financial statements and whether the disclosures pursuant to section 243a para 2 UGB (Austrian Commercial Code) are appropriate.

In our opinion, the consolidated management report for the Group is consistent with the consolidated financial statements. The disclosures pursuant to section 243a para 2 UGB (Austrian Commercial Code) are appropriate.

Vienna, 7 April 2011

Deloitte Audit Wirtschaftsprüfungs GmbH

**Bruno Moritz** m.p.  
Tax Consultant

**ppa. Dr. Brigitte Stuber** m.p.  
Certified Public Accountant

**Dr. Peter Bitzyk** m.p.  
Certified Public Accountant

This report is a translation of the original report in German, which is solely valid. The consolidated financial statements together with our auditor's opinion can only be published if the financial statements and the Report of the board of Management are identical with the audited version attached to this report. Section 281 para 2 UGB (Austrian Commercial Code) applies for differing versions.

## REPORT OF THE SUPERVISORY BOARD

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In 2010 the Supervisory Board discharged the duties incumbent upon it by virtue of the law and the articles of association, and was kept regularly informed by the Management Board on the course of business and of the state of the Bank's affairs.

The accounts and records, and the annual financial statements, as well as the annual report to the extent that it refers to the financial statements, have been audited by the independent auditors Deloitte Audit Wirtschaftsprüfungs GmbH, and gave rise to no objections. The annual financial statements for the year ended 31 December 2010 have therefore been given an unqualified audit opinion, as complying with the statutory provisions.

The Supervisory Board is in agreement with the annual report submitted to it by the Management Board, and hereby approves the 2010 annual financial statements.

St. Pölten, 13 April 2011

The Supervisory Board

A handwritten signature in blue ink, appearing to read 'Herbert Fichta', is written over a large, stylized blue oval shape.

**Gen.Dir. KommR Herbert Fichta**  
Chairman

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