

Strong together, even in challenging market phases:

The AKA Partnership is already thriving for 70 years



Our core competencies

- Efficiency and quality: fast decision making, high cost-efficiency
- Established network within the European Trade Finance market
- Many years of experience in the international loan business
- In-depth product expertise
- Specialist expertise for emerging markets
- Speed to market: speed in implementation and introduction of new products and services



Our DNA

- Discretion and cooperation are top priorities at AKA, and we have worked this way for 70 years within a network of strong banks
- Close relationships, integrity, and collaboration built on trust are the essential foundations for AKA in its role as an enabler of successful financing of international Export and Trade transactions
- AKA offers partners a strong position in the Export and Trade Finance market, with bespoke and standard solutions, and with risk capacity based on a powerful digital platform

Digitalisation & development

Networker, initiator, and enabler

Even during times of crisis, we actively seize many visible market trends. We seek to develop into a modern, digital platform for Export and Trade Financing, while continuing to preserve and update our historical role. Working with our network of partners, we develop and move towards an open and digital ecosystem.

As part of our digital transformation 2022, we will also open up the topic of "ESG" to provide an opportunity within our business model. We are committed to acting in sustainable ways in our business activities. The focus of our efforts is on supporting our partners in their initiatives to transform global business and economic structures to create a climate neutral world.

Lively demand for the core element of AKA's digital strategy: Use of SmaTiX is growing

SmaTiX has now become a strong factor in our partners' sales activities for the provision of solutions for Export and Trade Finance.

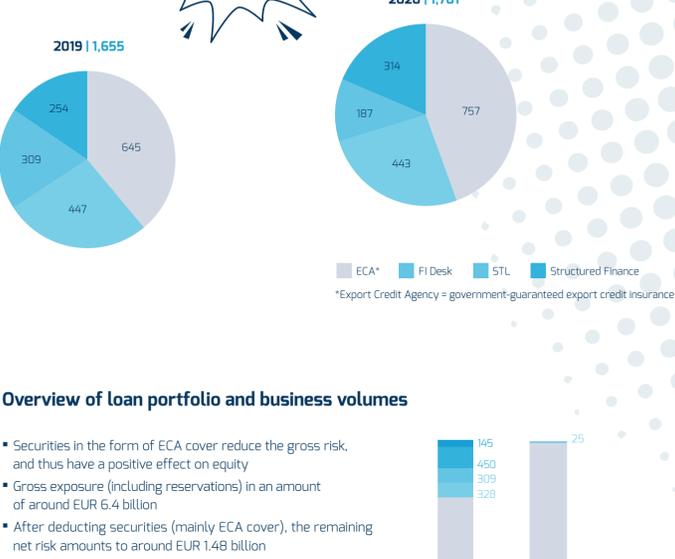
Clear increase in the volume of requests at over EUR 500 million, and also a clear increase in the volume of applications, especially with the first five partners creating their own access to SmaTiX.



Breakdown of the dynamic business growth in 2021

Record figures in new business development

The growth curve continues to rise: The volume of new business is again rising compared to the previous year. Particular highlights are the closing volumes for Structured Finance & Syndication (SF5); all product classes are above both their budget and the previous year.



Overview of loan portfolio and business volumes

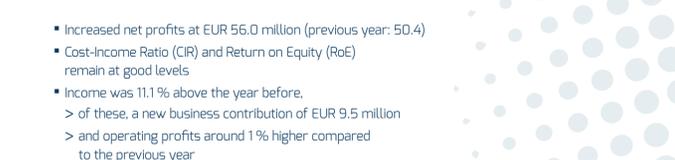
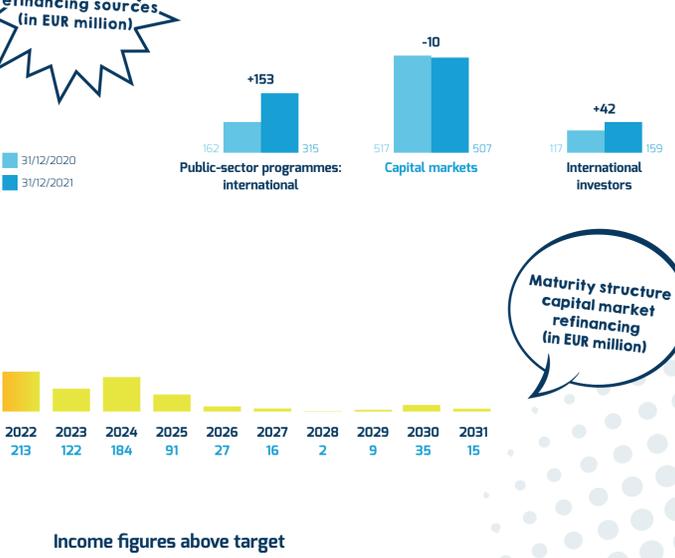
- Securities in the form of ECA cover reduce the gross risk, and thus have a positive effect on equity
- Gross exposure (including reservations) in an amount of around EUR 6.4 billion
- After deducting securities (mainly ECA cover), the remaining net risk amounts to around EUR 1.48 billion
- Utilisations within the loan portfolio amounted to about EUR 4 billion
- The (net) NPL ratio of 0.8 % continues at a low level and emphasizes the quality of the loan portfolio



Allocation of business volume gross/net (in EUR million)

Refinancing: close collaboration with partners in the capital markets

- 2021 was a year of growth: increases in the volumes of long-term refinancing of over 20 %; the refinancing volume overall rose by over 10 %
- A growing network of business partners and more international collaborations: more than 20 new business partners in long-term financing, more activities with international investors, and the expansion of guaranteed refinancing options with more international ECAs



Income figures above target

- Increased net profits at EUR 56.0 million (previous year: 50.4)
- Cost-Income Ratio (CIR) and Return on Equity (RoE) remain at good levels
- Income was 11.1 % above the year before, > of these, a new business contribution of EUR 9.5 million > and operating profits around 1 % higher compared to the previous year
- Annual net profits reached EUR 14.9 million (over target in business forecast of EUR 9.6 million) with an RoE of 8.5 %



Regulatory capital requirements maintained comfortably at all times

Once again, increased equity capital thanks to consistently retaining earnings

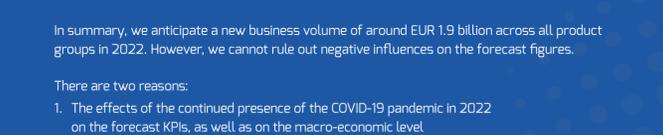
- AKA continues to work on the basis of strong equity
- Continual increases in Tier I capital or equity capital by consistently retaining earnings
- In 2021, Risk Weighted Assets (RWAs) also increased due to business growth

The bank is well equipped to face the challenging times in the market and the expected future capital requirements!



The risk-taking capacity was ensured at all times

- The limits per risk type were adequate and maintained at all times
- Capital budgets show: Risk-taking capacity is present throughout the planning horizon, and even with adverse developments, the minimum capital quotas are met



Outlook: Plans for 2022

Dynamic forecast for developments with simulated scenarios

In summary, we anticipate a new business volume of around EUR 1.9 billion across all product groups in 2022. However, we cannot rule out negative influences on the forecast figures.

There are two reasons:

1. The effects of the continued presence of the COVID-19 pandemic in 2022 on the forecast KPIs, as well as on the macro-economic level
2. Clear effects of the war in Ukraine on AKA's finance, earnings, assets, risk and liquidity

AKA simulates the scope of the war's impact using a variety of different scenarios.

Packages of measures, and portfolio management

AKA is taking adequate protective measures, including the following:

- Reinvesting the 2021 annual surplus of EUR 14.9 million
- + general impairments totalling around EUR 20 million
- + an additional buffer from existing HGB Section 340g reserve totalling EUR 16.1 million

Other effective measures to manage the portfolio:

- Comprehensive, in-depth portfolio analyses and stress-testing
- Transparent, formalised communications with the Supervisory Board and regulatory bodies
- Internally formalised Russia task-force for day-to-day administration including involvement of senior management
- Proactively contacting agents to evaluate borrowers as the current situation evolves
- Support from external legal advisers to validate the effects of sanction regulations
- Creation of "Opportunity Readiness" to enable protective measures in the secondary and private credit insurance market, whenever opportunities arise