# **Presentation for Investors**

July 2015

Münchener Hypothekenbank eG



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# "Royal Bank of Bavaria"

- founded in 1896
- strongly enabled and supported by the former Bavarian royal family
- more than 119 years successful within the mortgage business
- independent from any corporate group and member of the cooperative FinanzGruppe
- headquarters in Munich
- benefit from a strong foothold in Bavaria



Crown of the Kings of Bavaria



MünchenerHyp's Headquarters



# Key Facts at a Glance

- Top50 Bank in Germany:
  - 36.3 bn Euro total assets
  - around 460 employees
  - broad based ownership; no predominant owner
  - Moody's issuer rating: A2 stable (March 2015: review for possible upgrade)
- favourable funding by Pfandbrief privilege:
  - Pfandbrief licence: continuous issuing of mortgage Pfandbriefe and public-sector Pfandbriefe
  - biggest volume of outstanding mortgage Pfandbriefe in Germany
  - Moody's Pfandbrief rating: both Aaa
- deep roots within the Cooperative Financial Network ("FinanzGruppe"):
  - partner of Volksbanken and Raiffeisenbanken in the mortgage lending business
  - excellent access to liquidity via the cooperative institutions
  - strong protection scheme with guarantee fund and guarantee network in the worldwide oldest exclusively private financed protection scheme for banks
- sustainable business model:
  - long-term and risk conservative business model
  - focus on co-operative mission, no profit maximisation
  - sustainability as integral part of our business activities
  - major developments in 2013 and 2014 with economic, ecological and social actions and strategies
     Date of information: 31/12/2014



# **Business Year 2014**

- earnings increased substantially:
  - net interest income rose by 18.8 percent to 170.6 mn Euro
- ongoing growth of the mortgage portfolio:
  - increase by around 2.0 bn Euro to a total of 23.4 bn Euro

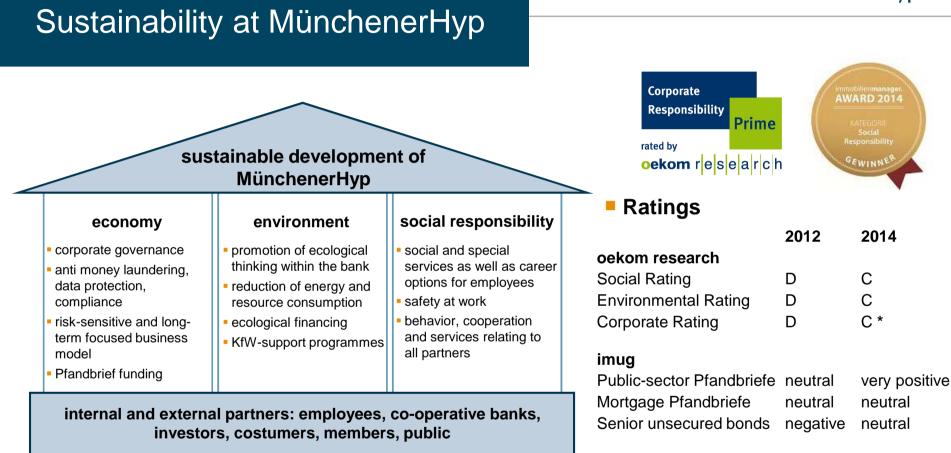
### growing CRR capital ratios:

- significantly improved capital ratios by raising about EUR 415 mn CET1 capital
- common equity tier 1 capital at 12.5%, tier 1 capital at 14.2% and total capital ratio at 18.3%

#### positive outlook:

- organic growth with emphasis on residential property financing
- further expand of market position
- achievement of net results above the previous year's level





\* MünchenerHyp is one of the three "Industry Leaders" in the sector Financials/Mortgage & Public Sector Finance (57 companies)

sustainability report and presentation:

http://www.muenchenerhyp.de/de/meta/nachhaltigkeit/leitbild/index.html

Date of information: 31/03/2015



# Financial Figures

|  | 2009     | 2010*    | 2011*    | 2012*    | 2013*    | 2014*    | e2015    |
|--|----------|----------|----------|----------|----------|----------|----------|
| Net interest income                              | 132.7    | 124.5    | 117.9    | 129.0    | 143.6    | 170.6    | 195.0    |
| Commission income                                | -30.0    | -27.6    | -38.3    | -50.6    | -49.3    | -60.1    | -49.0    |
| Total administrative expenses                    | -59.4    | -58.9    | -63.5    | -65.5    | -73.5    | -81.5    | -92.0    |
| Operating profit before risk provisions          | 40.9     | 32.2     | 10.7     | 10.6     | 22.4     | 27.0     | 49.0     |
| Operating profit after risk provisions           | 29.2     | 16.7     | 6.5      | 9.8      | 21.2     | 26.7     | 49.0     |
| Payment to fund for general banking risks        |          |          | -1.7     | -2.5     | -5.0     | -5.4     | -8.0     |
| Net Income                                       | 11.0     | 11.0     | 4.9      | 5.4      | 6.7      | 16.1     | 21.0     |
| Cost-Income-Ratio**                              | 59.3     | 50.3     | 62.0     | 62.3     | 60.7     | 60.5     | 57.0     |
| ROE (Return on equity before tax)                | 3.8%     | 5.5%     | 4.2%     | 5.0%     | 6.3%     | 5.1%     | 5.0%     |
| CET 1 Ratio                                      |          |          |          |          |          | 12.5%    | 12.1%    |
| Tier 1 Ratio                                     | 6.5%     | 6.4%     | 8.9%     | 9.1%     | 11.7%    | 14.2%    | 13.7%    |
| Total assets                                     | 35,733.4 | 35,225.0 | 37,348.0 | 36,642.9 | 34,898.5 | 36,340.1 | 37,000.0 |
|  | 2009     | 2010     | 2011     | 2012     | 2013     | 2014     | e2015    |
| New mortgage loan commitments                    | 1,902.0  | 3,553.4  | 3,390.8  | 3,620.4  | 3,618.3  | 4,436.1  | 4,300.0  |
| - of which residential mortgage loans            | 1,817.5  | 3,208.2  | 2,807.9  | 2,958.7  | 2,879.0  | 3,677.6  | 3,000.0  |
| - of which commercial mortgage loans             | 84.5     | 345.2    | 582.9    | 661.7    | 739.3    | 758.5    | 1,300.0  |
| New public-sector and municipal loan commitments | 912.3    | 1,883.4  | 1,449.0  | 662.9    | 552.2    | 861.4    | 500.0    |

\* from 2010 the interest expenses for the silent participations are within the net interest income

\*\* from 2010 without the interest expenses for the silent participations

Figures in EUR millions



# Ratings

#### Münchener Hypothekenbank eG

|                           | Moody's Rating | Outlook                           |
|---------------------------|----------------|-----------------------------------|
| public-sector Pfandbriefe | Aaa            | stable                            |
| mortgage Pfandbriefe      | Aaa            | stable                            |
| senior unsecured bonds    | A2             | under review for possible upgrade |
| bank deposits             | P-1            |                                   |

#### Münchener Hypothekenbank eG within the Cooperative Financial Network

|            | Fitch Rating | Outlook |
|------------|--------------|---------|
| long-term  | AA-          | stable  |
| short-term | F1+          | stable  |

## Cooperative Financial Network

|            | S&P Rating | Outlook |
|------------|------------|---------|
| long-term  | AA-        | stable  |
| short-term | A-1+       | stable  |

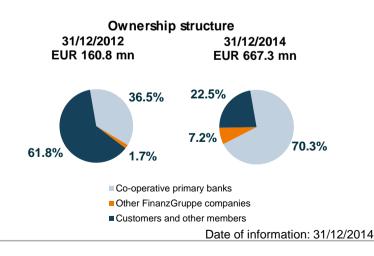


# Ownership

## membership:

- 75,629 members
- 9.487 million co-operative shares
- 70 Euro nominal value, no trading
- 664.1 million Euro total amount
- individuals up to 500 shares
- "one man, one vote"
- declaration to terminate membership
- liability:
  - per new shares: 70.00 Euro
  - per old shares: 255.65 Euro till Feb. 20<sup>th</sup>, 2017 and 70.00 Euro thereafter
  - total additional liability: 2,425.4 million Euro
- impact on strategy and business:
  - long-term profitability and business sustainability
  - conservative risk policy
  - no major shareholder
  - stable and continuous dividend payments

| Equity Components 31/12/201       |          |         |  |  |
|-----------------------------------|----------|---------|--|--|
| in € million                      |          |         |  |  |
| Common Equity Tier 1              |          | 942.1   |  |  |
| Paid-up capital                   | 667.3    |         |  |  |
| Reserves                          | 283.8    |         |  |  |
| Special items for general banking | risk 9.3 |         |  |  |
| Deductible items                  | -18.3    |         |  |  |
| Additional Equity Tier 1          |          | 127.1   |  |  |
| Undisclosed holdings              | 147.2    |         |  |  |
| Deductible items                  | -20.1    |         |  |  |
| Tier 2 Capital                    |          | 308.3   |  |  |
| Total Equity                      |          | 1,377.5 |  |  |





## Asset Quality

### mortgage loan portfolio:

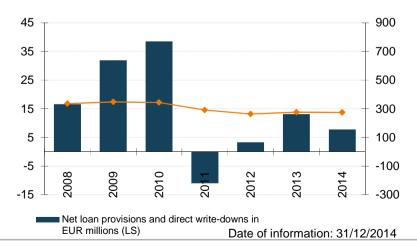
- 23.467 bn Euro
- 165,907 individual loans
- volume:

83.4% residential mortgage loans 16.6% commercial mortgage loans

- average size: about 119,000 Euro residential mortgage loans about 2,630,000 Euro commercial mortgage loans
- average loan-to-value ratio:
   57.7% residential mortgage loans
   68.3% commercial mortgage loans
- geographic split:
  - 47.2% Bavaria, Baden-Württemberg, Hesse and North Rhine-Westphalia
  - 18.2% other old West German States
  - 6.9% newly-formed German States
  - 6.2% Berlin
  - 21.5% non-domestic

|                      | Т            | otal mortgage | e loan portfolio |
|----------------------|--------------|---------------|------------------|
| Ltsustvalue ratio *) | EUR millions | %             | %cumulative      |
|                      |              |               |                  |
| Up to 60%            | 11,891       | 50.67%        | 50.67%           |
| Over 60 to 70%       | 4,111        | 17.52%        | 68.19%           |
| Over 70 to 80%       | 4,799        | 20.45%        | 88.64%           |
| Over 80 to 90%       | 1,682        | 7.17%         | 95.81%           |
| Over 90 to 100%      | 527          | 2.24%         | 98.05%           |
| Over 100%            | 455          | 1.94%         | 99.99%           |
| Without              | 2            | 0.01%         | 100.00%          |
| Total                | 23,467       | 100.00%       |                  |

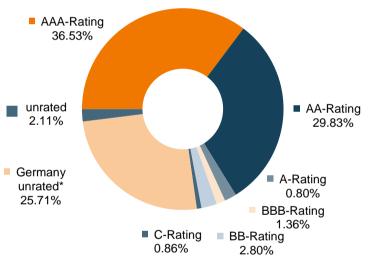
<sup>\*)</sup>The terms of the German Pfandbrief Act (PfandBG) define the sustainable value of property as, being generally 10-15% below the open market value of the property.





## Asset Quality

- public-sector and municipal loan portfolio:
  - 5.8 bn Euro cover pool public sector Pfandbriefe
  - claims meet the strict requirements of the German Pfandbrief Act ("PfandBG")
  - borrower group according to § 28 PfandBG:
     0.8% German Federal Republic
    - 62.8% German Federal States
    - 9.4% German municipalities
    - 8.6% banks with guarantor's liability
    - 18.4% European sovereigns/sub-sovereigns
- total volume in Portugal, Ireland, Italy and Spain is 2.49% according to § 28 German Pfandbrief Act



In the event of split ratings, the lower rating is applied.

\* In general, domestic municipalities and local authorities are not rated and several federal states have waived their Fitch rating.



# **Business Areas**

| Business Area                      | Strategy  | Approach  | Geographic focus   | Competitive strength  | Outlook               |
|------------------------------------|---|---|--|---|-----------------------|
| Residential<br>mortgage<br>lending | Core  | Residential mortgage<br>lending, owner<br>occupied                        | Germany,<br>Switzerland  | Distribution network of<br>the Co-operative<br>Banking Sector,<br>Partnerships<br>(PostFinance) | Sustainable<br>Growth |
| Commercial<br>mortgage<br>lending  | Core  | Financing of<br>predominantly offices<br>and retail properties            | Germany,<br>Western Europe,<br>(USA - management<br>of existing portfolio; no<br>new business) | attractive funding<br>basis<br>Expertise<br>Quick decision<br>making process                    | Selective<br>Growth   |
| Capital market                     | Focused on<br>positive margins;<br>Focus on liquidity and<br>cover pool<br>management | Lending<br>predominantly to local,<br>regional and central<br>governments | Germany,<br>EU   | Pfandbrief<br>funding<br>Eligibility  | Declining             |



## Awards

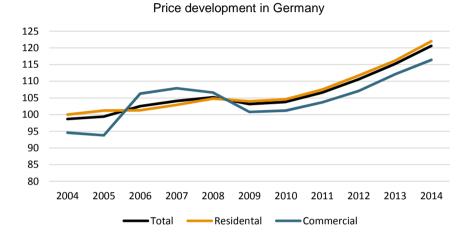
## Awards as Issuer

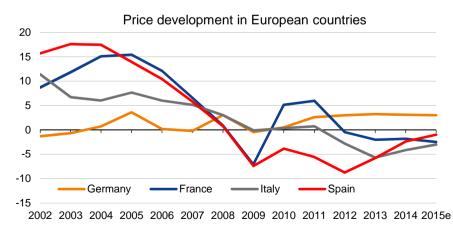




# The German Real Estate Market

- small house price growth since 2008
- fixed rate loans with an amortisation
- broad supply of rental housing space
- rising demand for residential real estate





Sources: Destatis, EZB, INSEE, Istat, Ministerio de Fomento, vdp, Prognose DZ BANK Research



# **Residential Mortgage Lending**

## origination:

- co-operative banking network
- partnership PostFinance
- direct origination and electronic plattforms

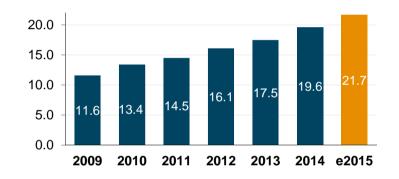
### servicing:

- operational excellence
- superior service quality
- highly efficient and state-of-the-art IT-platform

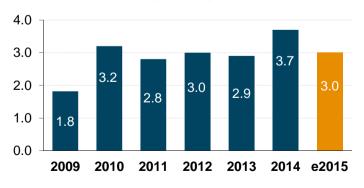
## strategy 2015:

- 3.0 bn Euro new loan commitments
  - 2.3 bn Euro new Ioans via FinanzGruppe
  - 0.3 bn Euro new loans via PostFinance
  - 0.4 bn Euro new loans via direct origination

# Residential mortgage loan portfolio (EUR bn)







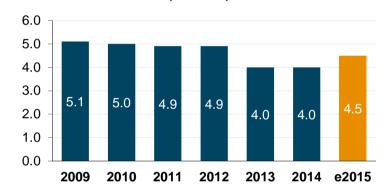
Date of information: 31/12/2014



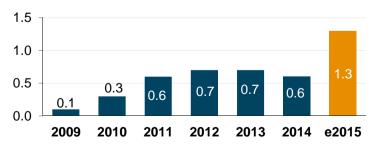
# **Commercial Mortgage Lending**

- origination:
  - origination in Germany via co-operative banking network and direct origination
  - outside Germany via mortgage loan syndications, underwriting and direct origination
- risk criteria:
  - focus on selected markets (object type / region)
  - conservative risk policy
  - low LTVs
  - sustainable cash flows
- strategy 2015:
  - 1.0 bn Euro new business in Germany
  - 0.1 bn Euro new business in UK
  - 0.1 bn Euro new business in France
  - 0.1 bn Euro other

Commercial mortgage loan portfolio (EUR bn)







Date of information: 31/12/2014



# **Capital Market**

- overview:
  - business area serves as a tool to steer cover pool and liquidity (repos, liquid assets, etc.)

### domestic:

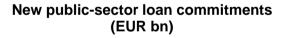
- central, regional and local authorities (cities, communities and administrative districts) and banks guaranteed by a public sector authority
- local authorities through the co-operative banks

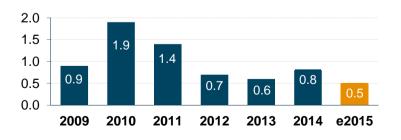
#### non-domestic:

- within the EU strictly limited by borrower's rating
- total volume in peripheral states 2.49%

(EUR bn) 15.0 10.0 14.1 13.6 13.3 12.1 10.3 5.0 9.4 8.5 0.0 2009 2010 2011 2014 2012 2013 e2015

**Public-sector loan portfolio** 

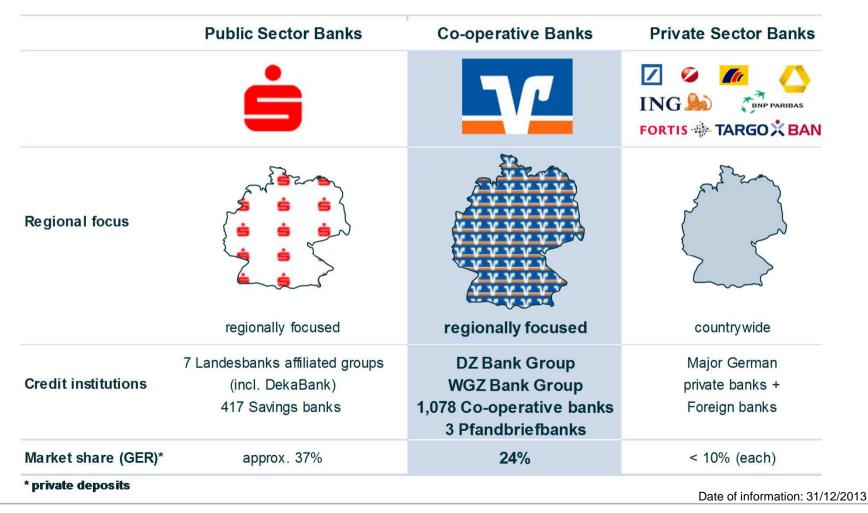




Date of information: 31/12/2014



# The German Banking Landscape





## The Cooperative Financial Network "Genossenschaftliche FinanzGruppe"

network of leading German financial service providers, e.g.:

commercial bank

building society

- R+V: insurance group
- Union Investment: asset manager
- Easy Credit: consumer credits
- DZ Bank:
- Schwäbisch Hall:
- VR Leasing: leasing company
- financial figures:
  - total assets 1,081 bn Euro
  - Cooperative network's capital 79.4 bn Euro
  - 191,243 employees
- key benefits:
  - high distribution capacity
  - strong mutual protection scheme
  - access to liquidity pool of the co-operative banks (693 bn Euro customer deposits)
  - substantial rating support





# **Creditor Protection**

- support mechanism:
  - Guarantee Fund and Guarantee Network
  - managed by the Cooperative Financial Network ("FinanzGruppe")
  - oldest support mechanism in Germany

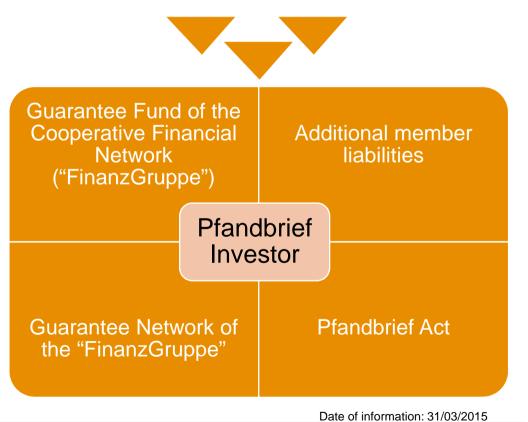
### tasks:

- preventive actions
- reorganisation measures

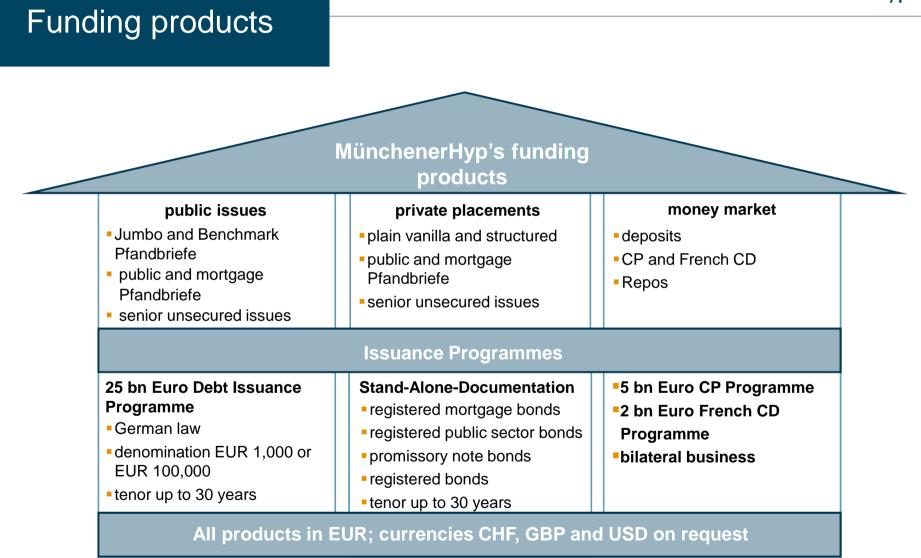
## history:

- no bankruptcy
- no loss of the notional amount of the co-operative shares
- no loss of deposits

creditor protection against risks

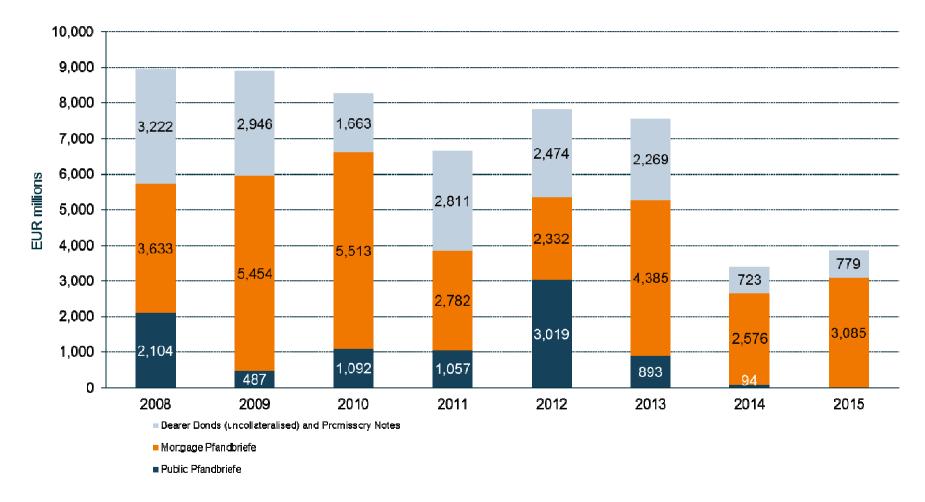






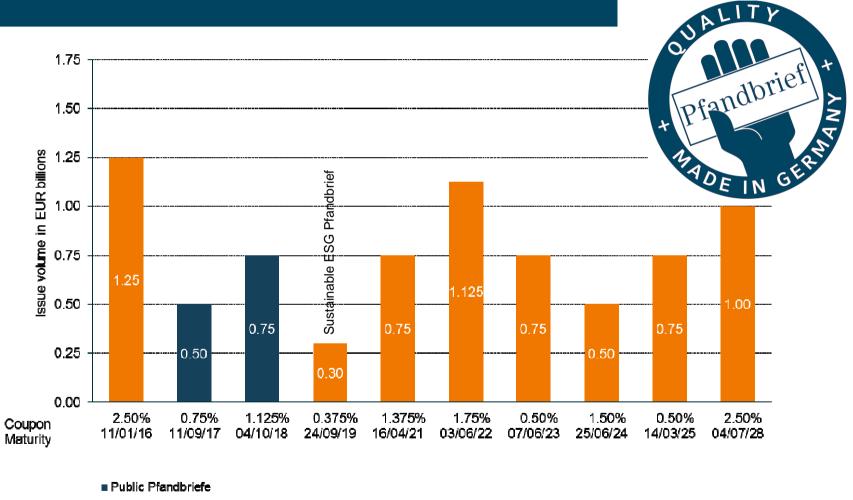


# **Gross Issuance Volume**





# MünchenerHyp's € Benchmark-Pfandbriefe



Total volume of EUR Benchmark-Pfandbriefe outstanding: EUR 7.675 bn

Date of information: 15/06/2015

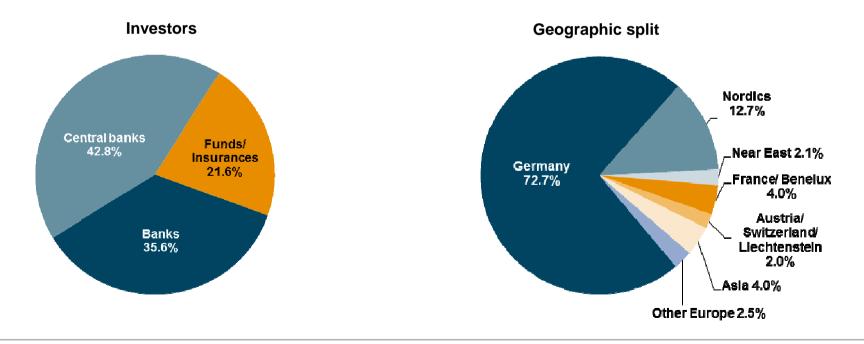
Mortgage Pfandbriefe



# MünchenerHyp's Benchmark-Pfandbrief

## Issue 06/2015: EUR 0.75 bn, 8 years, Mortgage Pfandbrief, MS – 17bp

- ISIN DE000MHB14J5, 10/06/2015 07/06/2023
- Orderbook above EUR 1.0 bn
- 46 orders from 12 countries

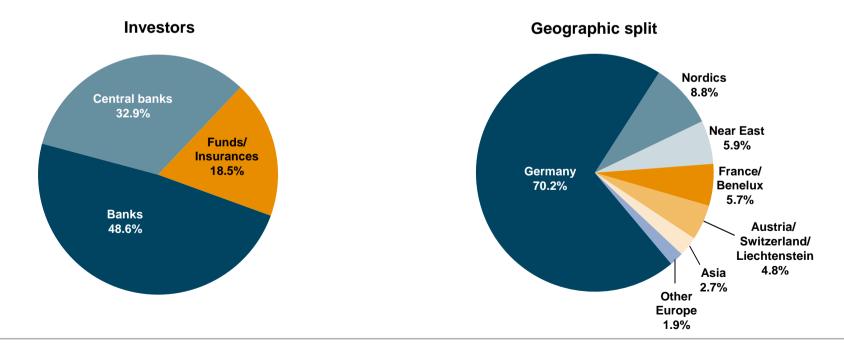




# MünchenerHyp's Benchmark-Pfandbrief

## Issue 03/2015: EUR 0.75 bn, 10 years, Mortgage Pfandbrief, MS – 14bp

- ISIN DE000MHB13J7, 16/03/2015 14/03/2025
- Orderbook above EUR 2 bn
- 70 orders from 16 countries





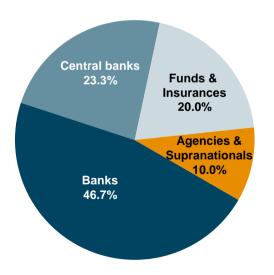
# MünchenerHyp's ESG Pfandbrief

## Issue 09/2014: EUR 0.30 bn, 5 years, sustainable Mortgage Pfandbrief, MS - 10bp

ISIN DE000MHB10S4, 24/09/2014 – 24/09/2019

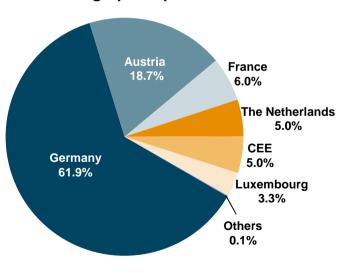
Investors

- Orderbook about EUR 0.5 bn
- 48 orders from 7 countries
- 32% to new, ethical investors



Press comments:

The Cover: "one of the most important milestones in the development of the SRI bond market"



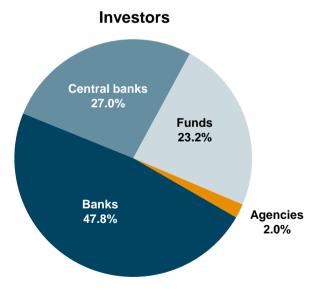
**Geographic split** 

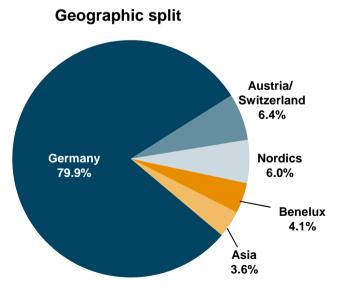


# MünchenerHyp's Benchmark-Pfandbrief

## Issue 06/2014: EUR 0.50 bn, 10 years, Mortgage Pfandbrief, MS + 7bp

- ISIN DE000MHB12J9, 25/06/2014 25/06/2024
- Orderbook above EUR 0.5 bn
- 42 orders from 9 countries



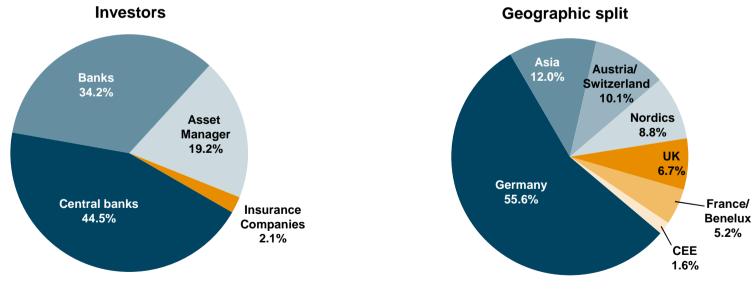




# MünchenerHyp's Benchmark-Pfandbrief

## Issue 10/2013: EUR 0.625 bn, 5 years, Public Sector Pfandbrief, MS - 5bp

- ISIN DE000MHB11J1, 04/10/2013 04/10/2018
- Orderbook EUR 0.8 bn
- 53 orders from 13 countries



EUR 125 mn tap at MS – 9bp value 14/11/2013



# Mortgage Pfandbriefe

|                                | Commercial mortg | age loans | Residential mortg | Residential mortgage loans |              | Total mortgage loans |  |
|--------------------------------|------------------|-----------|-------------------|----------------------------|--------------|----------------------|--|
|                                | EUR millions     | %total    | EUR millions      | %total                     | EUR millions | %tota                |  |
| omestic                        |                  |           |                   |                            |              |                      |  |
| Baden-Württemberg              | 288.7            | 9.61%     | 1,452.9           | 9.32%                      | 1,741.6      | 9.37%                |  |
| Bavaria                        | 559.1            | 18.62%    | 3,028.2           | 19.43%                     | 3,587.3      | 19.30%               |  |
| Bremen                         | 1.4              | 0.05%     | 38.9              | 0.25%                      | 40.4         | 0.22%                |  |
| Hamburg                        | 111.5            | 3.71%     | 391.8             | 2.51%                      | 503.2        | 2.71%                |  |
| Hesse                          | 228.5            | 7.61%     | 862.6             | 5.54%                      | 1,091.1      | 5.87%                |  |
| Lower Saxony                   | 16.7             | 0.56%     | 1,229.3           | 7.89%                      | 1,246.0      | 6.70%                |  |
| North Rhine-Westphalia         | 292.4            | 9.74%     | 2,552.6           | 16.38%                     | 2,845.0      | 15.31%               |  |
| Rhineland-Palatinate           | 87.8             | 2.92%     | 426.6             | 2.74%                      | 514.4        | 2.77%                |  |
| Saarland                       | 2.4              | 0.08%     | 62.3              | 0.40%                      | 64.7         | 0.35%                |  |
| Schleswig-Holstein             | 34.4             | 1.15%     | 1,170.4           | 7.51%                      | 1,204.8      | 6.48%                |  |
| Total West Germany             | 1,622.9          | 54.04%    | 11,215.6          | 71.98%                     | 12,838.6     | 69.08%               |  |
| Berlin                         | 96.7             | 3.22%     | 913.7             | 5.86%                      | 1,010.3      | 5.44%                |  |
| Brandenburg                    | 8.4              | 0.28%     | 258.9             | 1.66%                      | 267.2        | 1.44%                |  |
| Mecklenburg-Western Pomerania  | 4.0              | 0.13%     | 140.0             | 0.90%                      | 144.0        | 0.77%                |  |
| Saxony                         | 47.6             | 1.58%     | 457.9             | 2.94%                      | 505.5        | 2.72%                |  |
| Saxony-Anhalt                  | 7.5              | 0.25%     | 132.6             | 0.85%                      | 140.1        | 0.75%                |  |
| Thuringia                      | 2.1              | 0.07%     | 130.1             | 0.83%                      | 132.2        | 0.71%                |  |
| Total East Germany             | 69.6             | 2.32%     | 1,119.5           | 7.18%                      | 1,189.1      | 6.40%                |  |
| Total domestic                 | 1,789.2          | 59.57%    | 13,248.8          | 85.02%                     | 15,038.0     | 80.91%               |  |
| Ion-domestic (international)   |                  |           |                   |                            |              |                      |  |
| Austria                        | 74.7             | 2.49%     | 0.0               | 0.00%                      | 74.7         | 0.40%                |  |
| Belgium                        | 5.5              | 0.18%     | 0.0               | 0.00%                      | 5.5          | 0.03%                |  |
| France                         | 219.0            | 7.29%     | 14.2              | 0.09%                      | 233.1        | 1.25%                |  |
| Great Britain                  | 339.2            | 11.30%    | 0.0               | 0.00%                      | 339.2        | 1.83%                |  |
| Luxembourg                     | 33.5             | 1.12%     | 0.0               | 0.00%                      | 33.5         | 0.18%                |  |
| Spain                          | 112.3            | 3.74%     | 0.0               | 0.00%                      | 112.3        | 0.60%                |  |
| Sweden                         | 0.0              | 0.00%     | 0.0               | 0.00%                      | 0.0          | 0.00%                |  |
| Switzerland                    | 0.0              | 0.00%     | 2,289.5           | 14.69%                     | 2,289.5      | 12.32%               |  |
| The Netherlands                | 90.6             | 3.02%     | 0.0               | 0.00%                      | 90.6         | 0.49%                |  |
| USA                            | 339.4            | 11.30%    | 29.8              | 0.19%                      | 369.2        | 1.99%                |  |
| Total non-domestic             | 1,214.2          | 40.43%    | 2,333.4           | 14.98%                     | 3,547.6      | 19.09%               |  |
| otal domestic and non-domestic | 3,003.4          | 100.00%   | 15,582.2          | 100.00%                    | 18,585.6     | 100.00%              |  |



# Mortgage Pfandbriefe

#### Type of underlying property

|  | Mortgage Pfandbrief collateral pool |        |                 |           |  |
|--|-------------------------------------|--------|-----------------|-----------|--|
|  | EUR millions                        | %      | Number of loans | Av. EUR m |  |
| Residential                                      | 15,582.2                            | 83.84  | 144,784         | 0.108     |  |
| - Apartments                                     | 2,463.1                             | 13.25  |                 |           |  |
| - Single-family houses                           | 9,146.4                             | 49.21  |                 |           |  |
| - Multi-family houses                            | 3,934.0                             | 21.17  |                 |           |  |
| - New buildings and buildings not yet capable of |                                     |        |                 |           |  |
| producing a yield                                | 37.6                                | 0.20   |                 |           |  |
| <ul> <li>Buildings under construction</li> </ul> | 1.0                                 | 0.01   |                 |           |  |
| Commercial                                       | 3,003.4                             | 16.16  | 1,441           | 2.084     |  |
| - Office buildings                               | 1,890.3                             | 10.17  |                 |           |  |
| - Retail buildings                               | 901.5                               | 4.85   |                 |           |  |
| - Industrial buildings                           | 32.1                                | 0.17   |                 |           |  |
| - Other commercially used properties             | 179.1                               | 0.96   |                 |           |  |
| - New buildings and buildings not yet capable of |                                     |        |                 |           |  |
| producing a yield                                | 0.2                                 | 0.00   |                 |           |  |
| - Buildings under construction                   | 0.3                                 | 0.00   |                 |           |  |
| Total  | 18,585.6                            | 100.00 | 146,225         | 0.127     |  |

#### Loan size

|   | Mortgage Pfandbrief collateral pool |        |              |           |  |
|---|-------------------------------------|--------|--------------|-----------|--|
|   | EUR millions                        | % Nun  | ber of loans | Av. EUR m |  |
|   |                                     |        |              |           |  |
| Up to 0.3 EUR million                       | 11,899.0                            | 64.02  | 141,672      | 0.08      |  |
| Over 0.3 EUR million up to 1.0 EUR million  | 1,623.3                             | 8.73   | 3,762        | 0.43      |  |
| Over 1.0 EUR million up to 10.0 EUR million | 1,908.5                             | 10.27  | 634          | 3.01      |  |
| Over 10.0 EUR million                       | 3,154.8                             | 16.97  | 157          | 20.09     |  |
| Total                                       | 18,585.6                            | 100.00 | 146,225      | 0.127     |  |



# Mortgage Pfandbriefe

#### **Further Cover Assets**

|                    | mn EUR |
|--------------------|--------|
|                    |        |
| Germany            | 622.0  |
|                    |        |
| Austria            | 13.0   |
|                    |        |
| Belgium            | 70.0   |
|                    |        |
| France             | 202.2  |
|                    |        |
| EU-Institutions    | 50.0   |
|                    |        |
| Total - all states | 957.2  |

#### Net present value for each foreign currency

|     | balance |
|-----|---------|
|     | mn EUR  |
|     |         |
| CHF | 1,854.0 |
| GBP | 3.1     |
| USD | 21.2    |

#### Loan-to-value

|                                      | in % |
|--------------------------------------|------|
|                                      |      |
| weighted average loan-to-value ratio | 50.0 |

#### Seasoning

|   | in years |
|---|----------|
|   |          |
| volume-weighted average of the maturity | 5.0      |
|   |          |

#### Percentage share of fixed-rate

|                                  | in % |
|----------------------------------|------|
|                                  |      |
| Cover pool                       | 93.0 |
| Outstanding Mortgage Pfandbriefe | 90.0 |

#### Total amount of payments in arrears for at least 90 days

|                    | mn EUR |
|--------------------|--------|
|                    |        |
| Total - all states | 22.3   |



#### German Federal Republic

|                         | EUR millions | %total |
|-------------------------|--------------|--------|
|                         |              |        |
| German Federal Republic | 45.7         | 0.79   |

#### German Federal State

|                               | EUR millions | %      | %tota |
|-------------------------------|--------------|--------|-------|
|                               |              |        |       |
| Baden-Württemberg             | 252.3        | 6.92   | 4.34  |
| Bavaria                       | 490.0        | 13.43  | 8.43  |
| Berlin                        | 75.0         | 2.06   | 1.29  |
| Brandenburg                   | 0.0          | 0.00   | 0.00  |
| Bremen                        | 100.0        | 2.74   | 1.72  |
| Hamburg                       | 210.2        | 5.76   | 3.62  |
| Hesse                         | 75.6         | 2.07   | 1.30  |
| Lower Saxony                  | 585.0        | 16.04  | 10.07 |
| Mecklenburg-Western Pomerania | 0.0          | 0.00   | 0.00  |
| North Rhine-Westphalia        | 1,054.1      | 28.90  | 18.13 |
| Rhineland-Palatinate          | 51.1         | 1.40   | 0.88  |
| Saarland                      | 401.5        | 11.01  | 6.91  |
| Saxony                        | 0.0          | 0.00   | 0.00  |
| Saxony-Anhalt                 | 0.0          | 0.00   | 0.00  |
| Schleswig-Holstein            | 0.0          | 0.00   | 0.00  |
| Thuringia                     | 352.8        | 9.67   | 6.07  |
| Total German Federal States   | 3,647.5      | 100.00 | 62.75 |



#### German Local Authorities

|                               | EUR millions | %      | %total |
|-------------------------------|--------------|--------|--------|
|                               |              |        |        |
| Baden-Württemberg             | 98.0         | 17.92  | 1.69   |
| Bavaria                       | 120.9        | 22.12  | 2.08   |
| Berlin                        | 0.0          | 0.00   | 0.00   |
| Brandenburg                   | 0.0          | 0.00   | 0.00   |
| Bremen                        | 5.3          | 0.97   | 0.09   |
| Hamburg                       | 0.0          | 0.00   | 0.00   |
| Hesse                         | 48.3         | 8.83   | 0.83   |
| Lower Saxony                  | 54.8         | 10.02  | 0.94   |
| Mecklenburg-Western Pomerania | 0.7          | 0.14   | 0.01   |
| North Rhine-Westphalia        | 145.9        | 26.68  | 2.51   |
| Rhineland-Palatinate          | 50.7         | 9.28   | 0.87   |
| Saarland                      | 8.9          | 1.62   | 0.15   |
| Saxony                        | 0.0          | 0.00   | 0.00   |
| Saxony-Anhalt                 | 0.0          | 0.00   | 0.00   |
| Schleswig-Holstein            | 12.6         | 2.30   | 0.22   |
| Thuringia                     | 0.7          | 0.13   | 0.01   |
| Total German municipalities   | 546.9        | 100.00 | 9.41   |

#### Others

|                 | EUR millions | %      | %total |
|-----------------|--------------|--------|--------|
| Others total *) | 501.9        | 100.00 | 8.64   |

\*) Only claims against public-sector banks which are guaranteed by the German Federal Republic, a German Federal state or a German municipality.



| Country               |              |               |             |        |        |
|-----------------------|--------------|---------------|-------------|--------|--------|
|                       | Sovereign    | Sub-sovereign |             |        |        |
|                       | EUR millions | EUR millions  | total EUR m | %      | %total |
| Austria               | 162.1        | 118.0         | 280.1       | 26.18  | 4.82   |
| Belgium               | 100.0        | 95.0          | 195.0       | 18.22  | 3.36   |
| Czech Republic        | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| France                | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Greece                | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Hungary               | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Iceland               | 15.0         | 0.0           | 15.0        | 1.40   | 0.26   |
| Ireland               | 22.7         | 0.0           | 22.7        | 2.12   | 0.39   |
| Italy                 | 16.3         | 0.0           | 16.3        | 1.52   | 0.28   |
| Lithuania             | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Poland                | 41.6         | 0.0           | 41.6        | 3.89   | 0.72   |
| Portugal              | 45.0         | 0.0           | 45.0        | 4.21   | 0.77   |
| Slovakia              | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Slovenia              | 90.0         | 0.0           | 90.0        | 8.41   | 1.55   |
| Spain                 | 0.0          | 61.0          | 61.0        | 5.70   | 1.05   |
| Sweden                | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Switzerland           | 0.0          | 200.0         | 200.0       | 18.68  | 3.44   |
| The Netherlands       | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| UK                    | 0.0          | 0.0           | 0.0         | 0.00   | 0.00   |
| Total countries       | 492.7        | 474.0         | 966.7       | 90.33  | 16.63  |
| European institutions | 0.0          | 103.5         | 103.5       | 9.67   | 1.78   |
| Total international   | 492.7        | 577.4         | 1,070.1     | 100.00 | 18.41  |



#### Further Cover Assets

|                    | mn EUR |
|--------------------|--------|
|                    |        |
| Germany            | 119.0  |
|                    |        |
| Belgium            | 25.0   |
|                    |        |
| Great Britain      | 0.0    |
|                    |        |
| Luxembourg         | 0.0    |
|                    |        |
| Total - all states | 144.0  |

#### Percentage share of fixed-rate

|                                | in % |
|--------------------------------|------|
|                                |      |
| Cover pool                     | 84.0 |
| Outstanding Public Pfandbriefe | 89.0 |

#### Net present value for each foreign currency

|     | balance |
|-----|---------|
|     | mn EUR  |
|     |         |
| CHF | -140.3  |
| GBP | 132.9   |
| JPY | -3.1    |



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