



# Contents

Introducing MünchenerHyp	3
Business Areas	12
The Volksbanken Raiffeisenbanken Cooperative Financial Network	18
Funding	21
Pfandbriefe	30
Appendix	35

Contents



# "Royal Bank of Bavaria"

- founded in 1896
- strongly enabled and supported by the former Bavarian royal family
- more than 118 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

Introducing MünchenerHyp 3



# Key Facts at a Glance

- Top50 Bank in Germany:
  - 35.6 bn Euro total assets
  - around 430 employees
  - broad based ownership; no predominant owner
  - Moody's issuer rating: A2 (negative)
- favourable funding by Pfandbrief privilege:
  - Pfandbrief licence: continuous issuing of mortgage Pfandbriefe and public-sector Pfandbriefe
  - fourth biggest mortgage cover pool of all german Pfandbrief issuers
  - Moody's Pfandbrief rating: both Aaa (stable)
- 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:
  - focus on co-operative mission, no profit maximisation
  - sustainability as integral part of our business activities
  - ratings from oekom research and imug

Date of information: 30/09/2013



# Business Performance End Q3 2013

- earnings increased substantially:
  - net interest income rose by 13 percent to 106.0 mn Euro
- ongoing growth of the mortgage portfolio:
  - increase by around 0.4 bn Euro to a total of 21.4 bn Euro
- successful and diversified refinancing:
  - debut benchmark in sterling and benchmarks in Euro with a 5 and 15 years tenor
- growing capital ratios:
  - core capital ratio at 10.4% and total capital ratio at 15.1%
- risk situation remains very satisfactory:
  - constant at moderate 5 bp of the mortgage loan portfolio
- positive outlook:
  - organic growth with emphasis on residential property financing
  - achievement of net results above the previous year's level



# Sustainability at MünchenerHyp

# sustainable development of MünchenerHyp

# Immobiliermanager. AWARD 2014 KATEGORIE Social Responsibility GEWINNER

### economy

- corporate governance
- money laundering, data protection, compliance
- risk-sensitive and longterm focused business model
- Pfandbrief funding

### environment

- promotion of ecological thinking within the bank
- reduction of energy and resource consumption
- ecological financing
- KfW-support programmes

### social responsibility

- social and special services as well as career options for employees
- safety at work
- behavior, cooperation and services relating to all partners

# Ratings

	2011	2013
oekom research		
Social Rating	D	C-
<b>Environmental Rating</b>	D	C-
Corporate Rating	D	C- *

### imug

Public-sector Pfandbriefe neutral very positive Mortgage Pfandbriefe neutral neutral Senior unsecured bonds negative neutral

# internal and external partners: employees, co-operative banks, investors, costumers, members, public

### sustainability report and presentation:

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

Date of information: 28/02/2014

Introducing MünchenerHyp 6

<sup>\*</sup> The next rating level C would rank MünchenerHyp as "Prime" (leaders in an industry).



# Financial Figures

	2009	2010*	2011*	2012*	30/09/2013*	e2013	e2014
Net interest income	132.7	124.5	117.9	129.0	106.0	143.6	160.0
Commission income	-30.0	-27.6	-38.3	-50.6	-37.4	-49.3	-49.0
Total administrative expenses	-59.4	-58.9	-63.5	-65.5	-53.5	-73.5	-74.0
Operating profit before risk provisions	40.9	32.2	10.7	10.6	15.8	22.4	35.0
Operating profit after risk provisions	29.2	16.7	6.5	9.8	14.7	21.2	27.0
Payment to fund for general banking risks			-1.7	-2.5		-5.0	-4.5
Net Income	11.0	11.0	4.9	5.4	9.4	6.7	13.0
Cost-Income-Ratio**	59.3	50.3	62.0	62.3	60.4	60.7	58.0
ROE (Return on equity before tax)	3.8%	5.5%	4.2%	5.0%		6.3%	5.0%
Tier 1 Ratio	6.5%	6.4%	8.9%	9.1%	10.4%	11.7%	11.0%
Total assets	35,733.4	35,225.0	37,348.0	36,642.9	35,603.3	34,898.5	35,000.0
	2009	2010	2011	2012	30/09/2013	e2013	e2014
New mortgage loan commitments	1,902.0	3,553.4	3,390.8	3,620.4	2,636.3	3,618.3	4,000.0
- of which residential mortgage loans	1,817.5	3,208.2	2,807.9	2,958.7	2,092.2	2,879.0	2,700.0
- of which commercial mortgage loans	84.5	345.2	582.9	661.7	544.1	739.3	1,300.0
New public-sector and municipal loan commitments	912.3	1,883.4	1,449.0	662.9	283.0	552.2	500.0

<sup>\*</sup> from 2010 the interest expenses for the silent participations are within the net interest income

Figures in EUR millions

Introducing MünchenerHyp 7

<sup>\*\*</sup> from 2010 without the interest expenses for the silent participations



# Ratings

### ■ Münchener Hypothekenbank eG

	Moody's Rating	Outlook
public-sector Pfandbriefe	Aaa	stable
mortgage Pfandbriefe	Aaa	stable
senior unsecured bonds	A2	stable
bank deposits	P-1	
bank financial strength	D	stable

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

	Fitch Rating	Outlook
long-term	A+	stable
short-term	F1+	stable

## ■ Cooperative Financial Network

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

Date of information: 28/02/2014

Introducing MünchenerHyp 8



# Ownership

### membership:

- 77,519 members
- 3.527 million co-operative shares
- 70 Euro nominal value, no trading
- 246.9 million Euro total amount
- individuals up to 500 shares
- "one man, one vote"
- declaration to terminate membership

### liability:

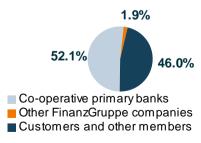
- per share: 255.65 Euro
- total additional liability: 901,8 million Euro

### impact on strategy and business:

- long-term profitability and business sustainability
- conservative risk policy
- no major shareholder
- stable and continuous dividend payments

E	<b>Equity Components</b>	(expected) De	c 31, 2013
in € million			
Core capital for Solve	ency Purposes		840.6
Paid-up capital		246.9	
Reserves		283.8	
Undisclosed holdings		340.6	
Special items for gene	ral banking risks	4.3	
IRBA-value adjustmen	t deficit	-22,5	
Other deductible items		-12,5	
Supplementary capita	al for solvency		
purposes			361.0
Tier III capital			-
For information purpos per Art. 10 para. 6 KW		-	
Total Equity for Solve	ency Purposes		1,201.6

### **Ownership structure**





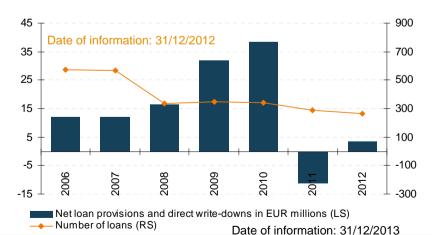
# **Asset Quality**

### mortgage loan portfolio:

- 21.417 bn Euro
- 153,216 individual loans
- volume:81.6% residential mortgage loans18.4% commercial mortgage loans
- average size:
   about 115,300 Euro residential mortgage loans
   about 2,501,500 Euro commercial mortgage loans
- average loan-to-value ratio:56.5% residential mortgage loans66.4% commercial mortgage loans
- geographic split:
  - 46.5% Bavaria, Baden-Württemberg, Hesse and North Rhine-Westphalia
  - 18.0% other old West German States
  - 6.5% newly-formed German States
  - 5.5% Berlin
  - 23.5% non-domestic

		Total mortgag	e loan portfolio
Ltsustvalue ratio *)	EUR millions	%	% cumulative
Up to 60%	11,388	53.17	53.17%
Over 60 to 70%	3,718	17.36	70.53%
Over 70 to 80%	4,044	18.88	89.42%
Over 80 to 90%	1,506	7.03	96.45%
Over 90 to 100%	420	1.96	98.41%
Over 100%	341	1.59	100.00%
Without	1	0.00	100.00%
Total	21,417	100.00	

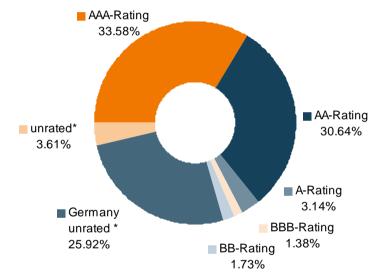
\*)The terms of the German Pfandbrief Act (PfandBG) define the sustainable value of property as, being generally 10-15% below the open market value of the property.





# **Asset Quality**

- public-sector and municipal loan portfolio:
  - 6.95 bn Euro cover pool public sector Pfandbriefe
  - claims meet the strict requirements of the German Pfandbrief Act ("PfandBG")
  - borrower group according to § 28 PfandBG:
    - 0.6% German Federal Republic
    - 56.4% German Federal States
    - 9.3% German municipalities
    - 14.8% banks with guarantor's liability
    - 18.9% European sovereigns/sub-sovereigns
- total volume in Portugal, Ireland, Italy and Spain is 2.69% according to § 28 German Pfandbrief Act



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

<sup>\*</sup> 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 mortgage lending	Core	Residential mortgage lending, owner occupied	Germany, Switzerland	Distribution network of the Co-operative Banking Sector, Partnerships (PostFinance)	Sustainable Growth
Commercial mortgage lending	Core	Financing of predominantly offices and retail properties	Germany, Western Europe, (USA - management of existing portfolio; no new business)	attractive funding basis Expertise Quick decision making process	Selective Growth
Public-sector lending	Focused on positive margins; Focus on liquidity and cover pool management	Lending predominantly to local, regional and central governments	Germany, EU	Pfandbrief funding Eligibility	Declining

Business Areas 12



# Awards

### Awards as Issuer











# Awards as Mortgage Lender









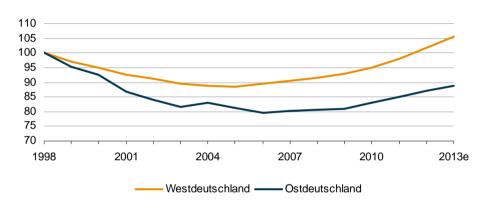




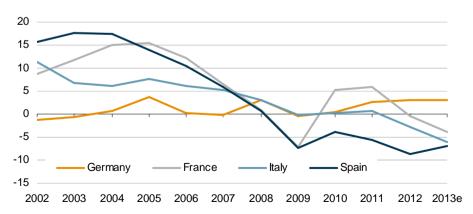
# The German Real Estate Market

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

### **Price development in Germany**



### Price development in european countries



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

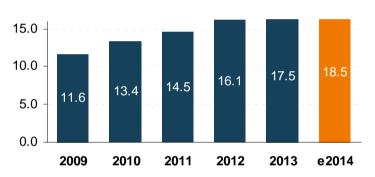
### servicing:

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

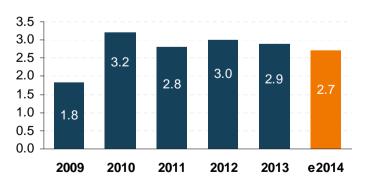
# strategy 2014:

- 2.7 bn Euro new loan commitments
  - 1.8 bn Euro new loans via FinanzGruppe
  - 0.4 bn Euro new loans via PostFinance
  - 0.5 bn Euro new loans via direct origination

# Residential mortgage loan portfolio (EUR bn)



New residential mortgage loan commitments (EUR bn)





# **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

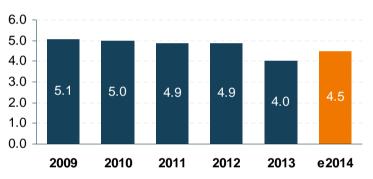
### risk criteria:

- focus on selected markets (object type / region)
- conservative risk policy
- low LTVs
- sustainable cash flows

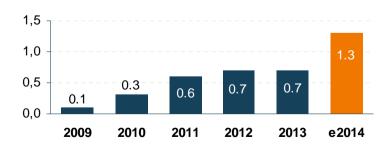
### strategy 2014:

- 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)



New commercial mortgage loan commitments (EUR bn)





# **Public Sector Lending**

### overview:

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

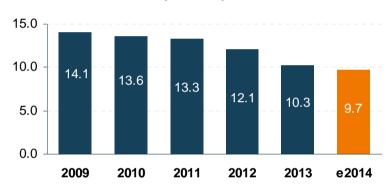
### domestic:

- 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

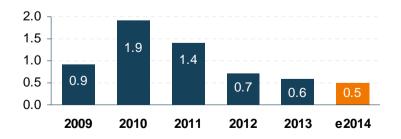
### non-domestic:

- within the EU strictly limited by borrower's rating
- total volume in peripheral states 2.69%

# Public-sector loan portfolio (EUR bn)



New public-sector loan commitments (EUR bn)





# The German Banking Landscape

	Public Sector Banks	Co-operative Banks	Private Sector Banks
	Ė	7	ING M CBNP PARIBAS  FORTIS TARGO RANK
Regional focus		Y Y Y Y Y Y Y Y Y Y Y Y Y Y Y Y Y Y Y	
	regionally focused	regionally focused	countrywide
Credit institutions	7 Landesbanks affiliated groups (incl. DekaBank) 422 Savings banks	DZ Bank Group WGZ Bank Group 1,101 Co-operative banks 3 Pfandbriefbanks	Major German private banks + Foreign banks
Market share (GER)	approx. 37%	24%	< 10% (each)



# The Cooperative Financial Network "Genossenschaftliche FinanzGruppe"

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

R+V: insurance group
 Union Investment: asset manager
 Easy Credit: consumer credits
 DZ Bank: commercial bank
 Schwäbisch Hall: building society
 VR Leasing: leasing company

### financial figures:

- total assets 1,090 bn Euro
- Cooperative network's capital 72 bn Euro
- 190,000 employees

### key benefits:

- high distribution capacity
- strong mutual protection scheme
- access to liquidity pool of the co-operative banks (665 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

### history:

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

# rating FinanzGruppe:

- Fitch: A+
- Standard & Poor's: AA-

Date of information: 28/02/2014

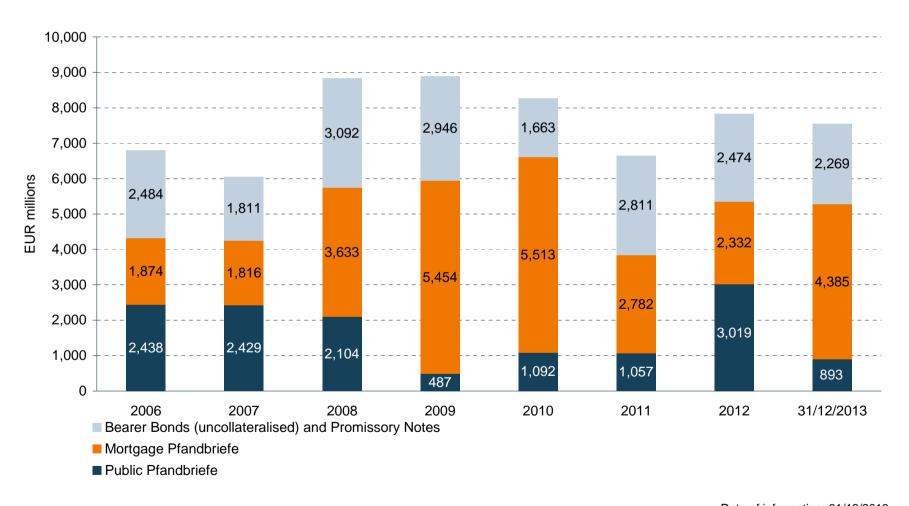


# Funding products

### MünchenerHyp's funding products public issues private placements money market Jumbo and Benchmark plain vanilla and structured deposits Pfandbriefe public and mortgage CP and French CD public and mortgage Pfandbriefe Repos Pfandbriefe senior unsecured issues senior unsecured issues **Issuance Programmes** 25 bn Euro Debt Issuance Stand-Alone-Documentation •5 bn Euro CP Programme **Programme** registered mortgage bonds 2 bn Euro French CD German law registered public sector bonds **Programme** denomination EUR 1,000 or promissory note bonds bilateral business EUR 100,000 registered bonds tenor up to 30 years tenor up to 30 years All products in EUR; currencies CHF, GBP and USD on request

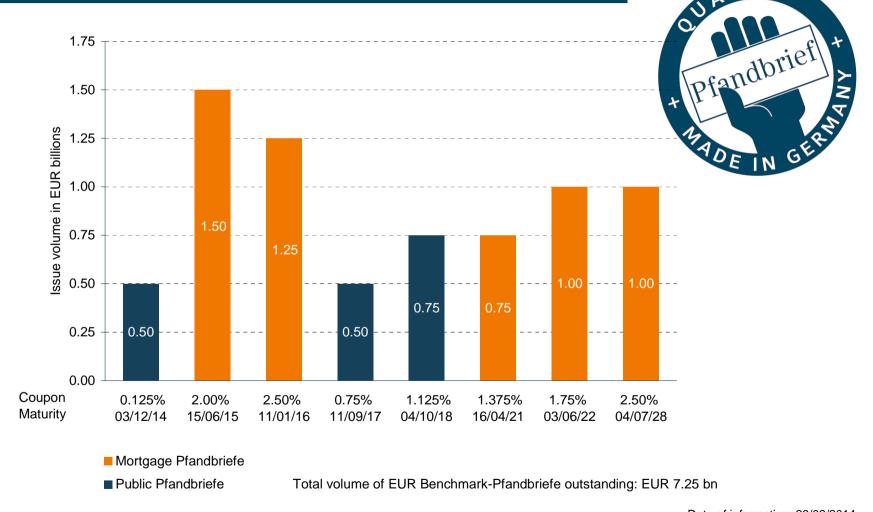


# Gross Issuance Volume



Date of information: 31/12/2013



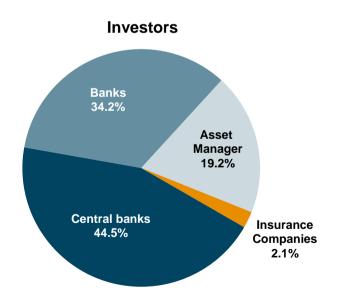


Date of information: 28/02/2014



### 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



# Asia 12.0% Austria/ Switzerland 10.1% Nordics 8.8% UK 6.7% France/ Benelux 5.2% CEE

1.6%

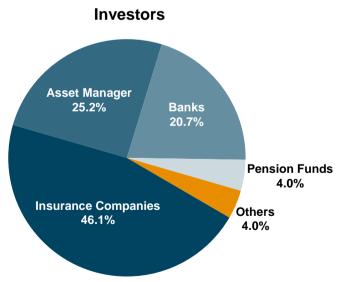
Geographic split

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



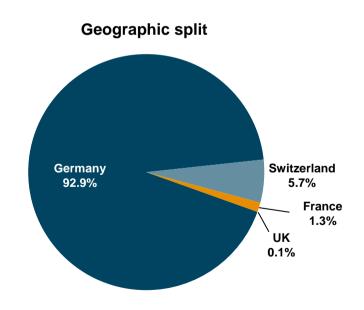
### Issue 06/2013: EUR 0.50 bn, 15 years, Mortgage Pfandbrief, MS + 17bp

- ISIN DE000MHB10J3, 04/07/2013 04/07/2028
- Orderbook EUR 0.6 bn
- 41 orders from 4 countries





EUR 250 mn tap at MS + 8bp value 02/12/2013



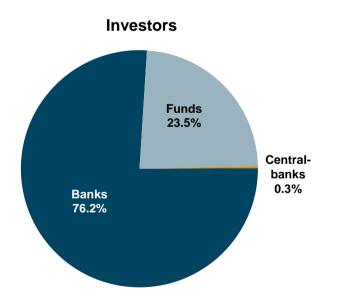


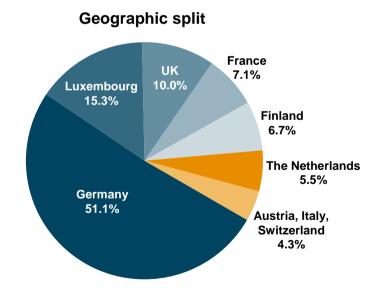
### Issue 04/2013: EUR 0.75 bn, 8 years, Mortgage Pfandbrief, MS + 3bp

- ISIN DE000MHB09J5, 17/04/2013 16/04/2021
- Orderbook EUR 0.9 bn
- 66 orders spread over 9 countries

Press comments:

The Covered Bond Report: "... the issuer was showing important market leadership..."







27

# MünchenerHyp's Benchmark-Pfandbrief

# Issue 04/2013: GBP 0.2 bn, 3 years, Mortgage Pfandbrief, 3mGBPLibor + 20bp

■ ISIN DE000MHB2143, 25/04/2013 – 25/04/2016

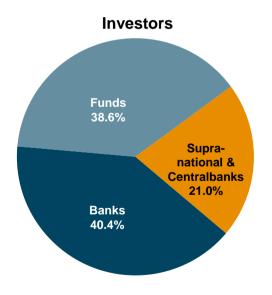
Press comments:

The Cover: "MuHyp joins foreign flow in sterling"

Geographic split

Germany

19.0%



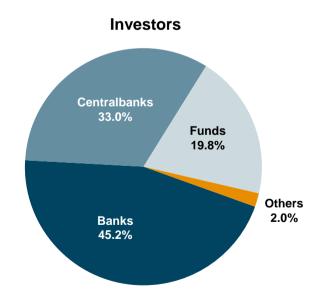


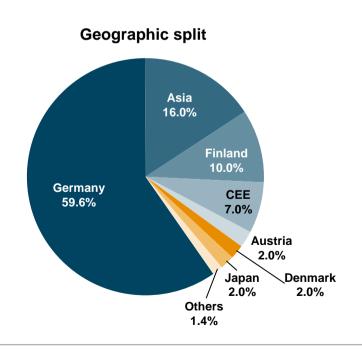
■ GBP 100 mn tap value 08/05/2013



## Issue 11/2012: EUR 0.5 bn, 2 years, Public Sector Pfandbrief, MS - 20bp

- ISIN DE000MHB08J7, 03/12/2012 03/12/2014
- Orderbook EUR 0.575 bn
- Allocation into 11 countries





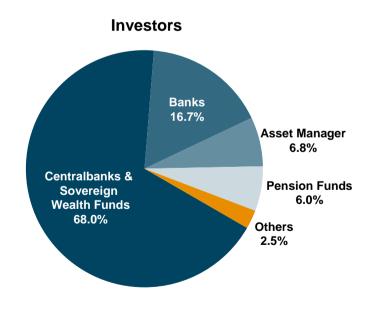


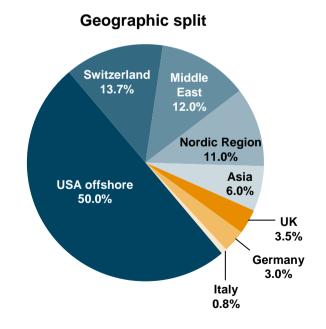
# Issue 07/2012: USD 0.5 bn, 3 years, Mortgage Pfandbrief, 3mUSDLibor + 63bp

■ ISIN DE000MHB2093, 13/07/2012 – 13/07/2015

Press comments:

The Covered Bond Report: "Münchener Hyp is relishing the demand it received for a debut US dollar deal"







# Mortgage Pfandbriefe

	Commercial mortga	age loans	Residential mortga	ige loans	Total mortgage loans	
	EUR millions	% total	EUR millions	% total	EUR millions	% tota
mestic						
Baden-Württemberg	205.6	6.95%	1,324.9	9.40%	1,530.5	8.98%
Bavaria	446.7	15.09%	2,780.3	19.73%	3,227.0	18.939
Bremen	1.5	0.05%	34.7	0.25%	36.2	0.219
Hamburg	145.8	4.93%	347.3	2.46%	493.1	2.899
Hesse	195.9	6.62%	794.9	5.64%	990.8	5.819
Lower Saxony	16.2	0.55%	1,016.8	7.22%	1,033.0	6.069
North Rhine-Westphalia	247.3	8.35%	2,331.2	16.55%	2,578.5	15.129
Rhineland-Palatinate	108.6	3.67%	347.5	2.47%	456.1	2.68%
Saarland	2.6	0.09%	44.3	0.31%	46.8	0.279
Schleswig-Holstein	33.7	1.14%	1,042.8	7.40%	1,076.5	6.319
Total West Germany	1,403.9	47.42%	10,064.6	71.44%	11,468.5	67.27%
Berlin	110.3	3.73%	708.9	5.03%	819.2	4.80%
Brandenburg	8.7	0.29%	239.2	1.70%	247.9	1.459
Mecklenburg-Western Pomerania	3.7	0.12%	120.9	0.86%	124.6	0.739
Saxony	48.8	1.65%	392.6	2.79%	441.4	2.599
Saxony-Anhalt	3.5	0.12%	112.7	0.80%	116.2	0.689
Thuringia	2.1	0.07%	120.8	0.86%	122.9	0.729
Total East Germany	66.8	2.26%	986.2	7.00%	1,053.0	6.189
Total domestic	1,581.0	53.40%	11,759.7	83.47%	13,340.7	78.25%
n-domestic (international)						
Austria	82.1	2.77%	0.0	0.00%	82.1	0.489
Belgium	6.4	0.22%	0.0	0.00%	6.4	0.049
France	174.1	5.88%	6.7	0.05%	180.8	1.069
Great Britain	356.4	12.04%	0.0	0.00%	356.4	2.099
Luxembourg	4.3	0.14%	0.0	0.00%	4.3	0.029
Spain	82.1	2.77%	0.0	0.00%	82.1	0.489
Sweden	0.0	0.00%	0.0	0.00%	0.0	0.009
Switzerland	0.0	0.00%	2,288.9	16.25%	2,288.9	13.429
The Netherlands	129.0	4.36%	0.0	0.00%	129.0	0.769
USA	545.3	18.42%	33.6	0.24%	578.8	3.409
Total non-domestic	1,379.5	46.60%	2,329.2	16.53%	3,708.7	21.75%
tal domestic and non-domestic	2.960.6	100.00%	14.088.9	100.00%	17.049.5	100.00%

according to § 28 Pfandbrief Act, date of information: 31/12/2013



# Mortgage Pfandbriefe

Type of underlying property

Mortgage Pfandbrief collateral pool					
EUR millions	%	Number of loans	Av. EUR m		
14,088.9	82.64	135,439	0.104		
2,281.3	13.38				
6,407.3	37.58				
5,356.4	31.42				
43.3	0.25				
0.6	0.00				
2,960.6	17.36	1,560	1.898		
1,741.7	10.22				
986.0	5.78				
37.5	0.22				
194.2	1.14				
0.2	0.00				
0.9	0.01				
17,049.5	100.00	136,999	0.124		
	14,088.9 2,281.3 6,407.3 5,356.4 43.3 0.6 2,960.6 1,741.7 986.0 37.5 194.2 0.2 0.9	EUR millions         %           14,088.9         82.64           2,281.3         13.38           6,407.3         37.58           5,356.4         31.42           43.3         0.25           0.6         0.00           2,960.6         17.36           1,741.7         10.22           986.0         5.78           37.5         0.22           194.2         1.14           0.2         0.00           0.9         0.01	EUR millions         % Number of loans           14,088.9         82.64         135,439           2,281.3         13.38         6,407.3         37.58           5,356.4         31.42         31.42           43.3         0.25         0.00         0.00           2,960.6         17.36         1,560           1,741.7         10.22         986.0         5.78           37.5         0.22         194.2         1.14           0.2         0.00         0.00         0.00           0.9         0.01         0.01         0.01		

### Loan size

	Mortgage Pfandbrief collateral pool			
	EUR millions	%	Number of loans	Av. EUR m
Up to 0.3 EUR million	10,929.3	64.10	132,659	0.08
Over 0.3 EUR million up to 5.0 EUR million	2,677.9	15.71	4,111	0.65
Over 5.0 EUR million	3,442.3	20.19	229	15.03
Total	17,049.5	100.00	136,999	0.124



# Public-sector Pfandbriefe

### **German Federal Republic**

	EUR millions	% total
German Federal Republic	42.4	0.61

### **German Federal State**

	EUR millions	%	% total
Baden-Württemberg	252.3	6.43	3.63
Bavaria	490.0	12.50	7.05
Berlin	75.0	1.91	1.08
Brandenburg	0.0	0.00	0.00
Bremen	110.2	2.81	1.59
Hamburg	224.7	5.73	3.23
Hesse	75.6	1.93	1.09
Lower Saxony	635.0	16.20	9.13
Mecklenburg-Western Pomerania	0.0	0.00	0.00
North Rhine-Westphalia	1,172.2	29.90	16.86
Rhineland-Palatinate	51.1	1.30	0.74
Saarland	451.5	11.52	6.49
Saxony	4.7	0.12	0.07
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	0.5	0.01	0.01
Thuringia	377.8	9.64	5.43
Total German Federal States	3,920.6	100.00	56.39



# Public-sector Pfandbriefe

### **German Local Authorities**

	EUR millions	%	% total
Baden-Württemberg	111.9	17.33	1.61
Bavaria	154.4	23.91	2.22
Berlin	0.0	0.00	0.00
Brandenburg	0.0	0.00	0.00
Bremen	5.7	0.88	0.08
Hamburg	0.0	0.00	0.00
Hesse	57.2	8.87	0.82
Lower Saxony	68.9	10.66	0.99
Mecklenburg-Western Pomerania	1.0	0.15	0.01
North Rhine-Westphalia	164.9	25.55	2.37
Rhineland-Palatinate	55.1	8.53	0.79
Saarland	10.3	1.60	0.15
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	15.5	2.40	0.22
Thuringia	0.8	0.12	0.01
Total German municipalities	645.7	100.00	9.29

### Others

	EUR millions	%	% total
Others total *)	1,030.6	100.00	14.82

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



# Public-sector Pfandbriefe

### Country

	Sovereign	Sub-sovereign			
	EUR millions	EUR millions	total EUR m	%	% total
	2011	2011	1010.1 2011 1.11	,,	/0 to tu
Austria	159.8	105.0	264.8	20.16	3.81
Belgium	175.0	95.0	270.0	20.56	3.88
Czech Republic	42.0	0.0	42.0	3.20	0.60
France	20.0	0.3	20.3	1.54	0.29
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	1.14	0.22
Ireland	22.7	0.0	22.7	1.73	0.33
Italy	46.1	0.0	46.1	3.51	0.66
Lithuania	0.0	0.0	0.0	0.00	0.00
Poland	54.7	0.0	54.7	4.17	0.79
Portugal	53.4	0.0	53.4	4.07	0.77
Slovakia	19.0	0.0	19.0	1.45	0.27
Slovenia	90.0	0.0	90.0	6.85	1.29
Spain	0.0	65.0	65.0	4.95	0.93
Sweden	0.0	0.0	0.0	0.00	0.00
Switzerland	0.0	199.4	199.4	15.19	2.87
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	697.8	464.7	1,162.5	88.52	16.72
European institutions	0.0	150.7	150.7	11.48	2.17
Total international	697.8	615.4	1,313.2	100.00	18.89

34



# **Contact Information**

Münchener Hypothekenbank eG Karl-Scharnagl-Ring 10 D-80539 München

Telephone: +49-89-5387-0

Telefax: +49-89-5387-243

Reuters: MHB01

Internet: http://www.muenchenerhyp.de

## **Treasury – Debt Investor Relations**

Rafael Scholz <u>rafael.scholz@muenchenerhyp.de</u> Tel. +49-89-5387-106

Claudia Bärdges-Koch <u>claudia.baerdges-koch@muenchenerhyp.de</u> Tel. +49-89-5387-110

### **Sustainability**

Dr. Patrick Wellas patrick.wellas@muenchenerhyp.de Tel. +49-89-5387-392

Appendix 35



# Disclaimer

This MATERIAL IS PROVIDED SOLELY FOR INFORMATIONAL PURPOSES AND is not an offer for sale of, or an invitation for the subscription or purchase, of securities offered by THE BANK in the United States or in any other jurisdiction.

Such securities may not be offered, sold or delivered in the United States or to, or for the account or benefit of, US persons (as such terms are defined in Regulations S under the U.S. Securities Act of 1933, as amended (the "Securities Act")) unless registered under the Securities Act or pursuant to an exemption from such registration. Such securities have not been and will not be registered under the Securities Act. Any offer of such Securities in the United States will only be made by means of an offering circular that will contain detailed information about the Bank and its management, as well as financial statements.

### Zukunftsbezogene Aussagen

Die Präsentation enthält zukunftsbezogene Aussagen. Diese zukunftsbezogenen Aussagen basieren auf den derzeitigen Erwartungen und Prognosen der Bank im Hinblick auf zukünftige Ergebnisse und sind mit Risiken, Unsicherheiten und Vermutungen verbunden, die die Bank und ihr Geschäftsfeld betreffen.

Risiken, Unsicherheiten und Annahmen können dazu führen, dass die tatsächlichen Ergebnisse, Leistungen und erreichten Ziele der Bank wesentlich von den durch solche zukunftsbezogenen Aussagen ausdrücklich oder implizit umschriebenen zukünftigen Ergebnisse, Leistungen oder Zielen abweichen können. Darüber hinaus sollten potentielle Investoren beachten, dass Aussagen über in der Vergangenheit liegende Trends und Ereignisse keine Garantie dafür bedeuten, dass sich diese Trends und Ereignisse auch zukünftig fortsetzen werden. Die Bank übernimmt keinerlei Verpflichtung, zukunftsgerichtete Aussagen aufgrund von neuen Informationen, zukünftigen Ereignissen oder aus anderen Gründen öffentlich zu aktualisieren oder zu revidieren.

Appendix 36



# Notes

Appendix 37