



## **Private Property Finance**

Münchener Hypothekenbank eG is one of the leading German experts for long-term property finance. Our core areas of business are providing financing for residential and commercial property. Furthermore, as a trusted issuer of Pfandbriefe we have also earned an outstanding reputation in the capital markets.

Anyone who wishes to build, buy, modernise or obtain follow-up financing at favourable terms has their own individual requirements and needs. And it takes proven competence, experience and reliability to transform them into reality. With more than 120 years of experience, Münchener Hypothekenbank offers customers innovative and tailormade financing solutions with attractive conditions. This competence is reflected by the numerous awards we have received over the years including "Most innovative property financer" and "Best property financer with long-term fixed-interest rates."

Within the residential property finance area of business we are partners with the Volksbanken and Raiffeisenbanken in the Cooperative Financial Network. Thanks to the strong local presence of our cooperative partner banks, with about 11,000 offices across the country offering specialised consulting services, we're active in all of Germany's regions.

In addition, we operate eleven regional offices across Germany staffed with our finance experts who keep our business relationships with the Volksbanken and Raiffeisenbanken running smoothly.



### **Commercial Property Finance**

Whenever property investments are being planned it is absolutely vital that the financing partner fits perfectly into the plan. We provide professional investors with seasoned property experts as partners from the very start and then work closely with them to develop the ideal financing solution.

We run our commercial property finance business on an intermediary basis with the Volksbanken and Raiffeisenbanken, as well as on a direct business and consortium basis for major volume financing transactions. We finance property deals in Germany and in other Western European countries (with a primary emphasis on properties in the UK, France, Spain, Benelux and Austria). In addition to Munich we are also present in Germany with our own offices in Berlin, Frankfurt am Main and Hamburg. We operate our international business activities by working together with renowned collaborating partners.

The focus of our commercial property finance deals is on office buildings, retail trade properties including specialty stores and shopping centres, multi-family buildings, hotels and logistics properties.



#### **Issuer of Pfandbriefe**

Pfandbriefe are securities of the highest quality. A quality that has been repeatedly proven during their 250 years of history. As a classical Pfandbriefbank Münchener Hypothekenbank primarily refinances itself by issuing Pfandbriefe.

We are a valued address among national and international capital market investors, who honour our low-risk business model that is reflected by the high and granular quality of our coverage pools. The rating agency Moody's has given our Pfandbriefe their highest rating, Aaa. Moreover, we place great importance on structuring our business model to ensure that it is transparent and sustainable. Furthermore, our issues have repeatedly received awards with special praise noted for the quality of the support we provide to our investors.



# The History of MünchenerHyp Volksbanken Raiffeisenbanken Cooperative Financial Network

Münchener Hypothekenbank was originally founded as the Bayerische Landwirthschaftsbank in 1896 with the support of the Royal Bavarian Government. The primary aim of the bank was to provide economic assistance to the agricultural sector. We have been doing business as the Münchener Hypothekenbank since 1971. Over the years our bank has evolved from its original focus on agriculture to become a modern mortgage bank that is active nationally and internationally and is still one of the few independent Pfandbriefbanks left in Germany today.

MünchenerHyp's founders were convinced supporters of the cooperative idea and for this reason the bank began doing business as a legally registered cooperative. Today, we are still dedicated to providing the benefits of the cooperative spirit to our 67,000 members and our partners in the Volksbanken Raiffeisenbanken Cooperative Financial Network. This is why we have continued our legal form of business as a cooperative. The Cooperative Financial Network is one of Germany's biggest banking groups with about 900 Volksbanken and Raiffeisenbanken at its core. As universal banks they offer their customers one-stop service for the full range of financial products and services. They also work closely together with strong partners within the Cooperative Financial Network like the Münchener Hypothekenbank.



## **Business Policy Focused on Sustainability**

As a cooperative bank, MünchenerHyp feels particularly committed to the sustainable development of business, the environment and society. This is reflected in our business strategy, which is guided by the concept of sustainable commercial operations. At the centre of this is a long-term oriented and risk-conscious business model, which includes acting in a socially and ecologically responsible way. We strive to consistently anchor sustainability in our core area of business.

On the one hand, this means that we place particular value on making loans to finance property in a responsible and risk-aware manner. Furthermore, we will only grant these loans against sufficient collateral and, at a maximum, only to the amount of the purchase price. Our refinancing in the capital markets primarily takes place via Pfandbriefe, as the Pfandbrief is recognised as a very safe security due to its high standards of quality.

On the other hand, we have developed various kinds of sustainable loans for our private customers that cover both environmental and social aspects in line with our holistic understanding of sustainability. These are sustainably refinanced in the form of ESG (Environment Social Governance) Pfandbriefe.

