



MünchenerHyp

**Commercial real estate  
finance**

# MünchenerHyp – your partner

Münchener Hypothekenbank is one of the most competitive providers of customised commercial real estate finance for professional institutional and private real estate investors.

Our strong competitiveness is based on our extensive experience in real estate lending, as well as our highly favourable funding situation and sound capital market presence with international bond issuances in all major currencies.

## Our focus in commercial real estate finance

### MünchenerHyp offers:

- Proven expertise for bespoke and/or complex financing solutions
- An international set-up for cross-border financing business
- Attractive financing terms
- A high level of product flexibility
- A quick and reliable decision making process

### Our customers are professional real estate investors, e.g.:

- Open or closed-ended funds
- REITs, and listed real estate corporations
- Residential real estate companies and building societies
- Private investors



# Markets

MünchenerHyp's target markets are Germany and various countries in Western Europe. Financing in the United States of America is possible through participating in or arranging club deals. In addition, we assist our national and international clients with their cross-border transactions.

We are head quartered in Munich and have further offices in other major cities in Germany and Europe.



# Our strength at your disposal

MünchenerHyp's lending activities are a combination of state-of-the-art financing techniques and a conservative lending approach. Our lending criteria are:

- Completed properties with stabilised cash flow (no construction, no development) in good state of maintenance and convincing domestic project development
- Sustainable property income as a result of (i) a good location with positive economic outlook, (ii) a good future lettable after the expiration of the current lease agreements and (iii) suitability for third party use of the property
- Preferably multi-let with low lease roll-over during the term of the loan and appropriate longer-termed lease agreements with credit-worthy tenants
- First-ranking financing of up to € 125 million. Higher loan amounts are available by forming a club arrangement with other banks or by syndication of parts of the loan upon full underwriting
- Comfortable Debt Service Coverage (ISCR/DSCR) based on current and sustainable rents and appropriate operating expenses
- Plausible exit scenario based on conservative assumptions

**Our focus is on stabilised commercial properties such as:**

- Office buildings
- Retail facilities or shopping centre
- Residential properties (multifamily)
- Logistic facilities
- Hotels
- Student Housing / micro living



# Our contacts

## National clients

### Headquarter Munich

Karl-Scharnagl-Ring 10  
80539 Munich

#### Marcus Tietge

☎ +49 89 5387-2215  
marcus.tietge@mhb.de

#### Tobias Rameiser

☎ +49 89 5387-2214  
tobias.rameiser@mhb.de

### Office Frankfurt

#### Dirk Ley

Rotfeder-Ring 5  
60327 Frankfurt/Main  
☎ +49 69 743465-13  
dirk.ley@mhb.de

### Office Cologne

#### Michael Kohl

Herwarthstraße 1  
50672 Cologne  
☎ +49 221 500616-14  
michael.kohl@mhb.de

### Office Berlin

Kurfürstendamm 151  
10709 Berlin

#### Andreas Schlosser

☎ +49 30 329007-12  
andreas.schlosser@mhb.de

#### Andreas Steuter

☎ +49 89 5387-5360  
andreas.steuter@mhb.de

### Office Hamburg

Colonnaden 5  
20354 Hamburg

#### Volker Brunner

☎ +49 40 355430-51  
volker.brunner@mhb.de

#### Edgard Maurette

☎ +49 40 355430-50  
edgard.maurette@mhb.de

#### Katja Peeck

☎ +49 40 355430-52  
katja.peeck@mhb.de

## International clients

### Office Frankfurt

Rotfeder-Ring 5  
60327 Frankfurt/Main

#### Nicole Jürgensen

☎ +49 89 5387-2220  
nicole.juergensen@mhb.de

#### Julian Mühlfried

☎ +49 89 5387-2221  
julian.muehlfried@mhb.de

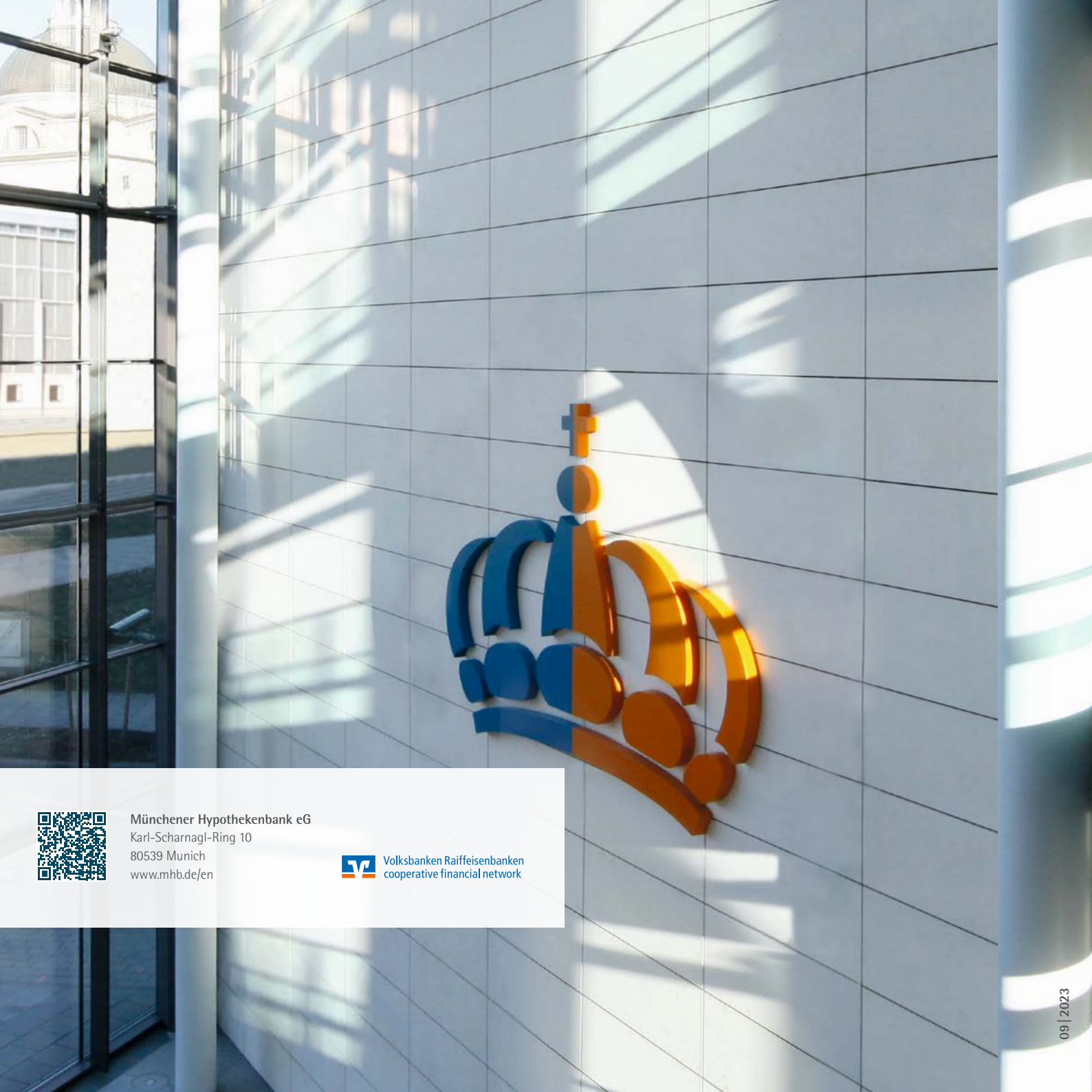
## Debt Investments & Distribution

### Stefan Maier

☎ +49 89 5387-2230  
stefan.maier@mhb.de

### Alexander Schramm

☎ +49 89 5387-2231  
alexander.schramm@mhb.de



Münchener Hypothekenbank eG  
Karl-Scharnagl-Ring 10  
80539 Munich  
[www.mhb.de/en](http://www.mhb.de/en)



Volksbanken Raiffeisenbanken  
cooperative financial network