Presentation for Investors

April / May 2016

Münchener Hypothekenbank eG



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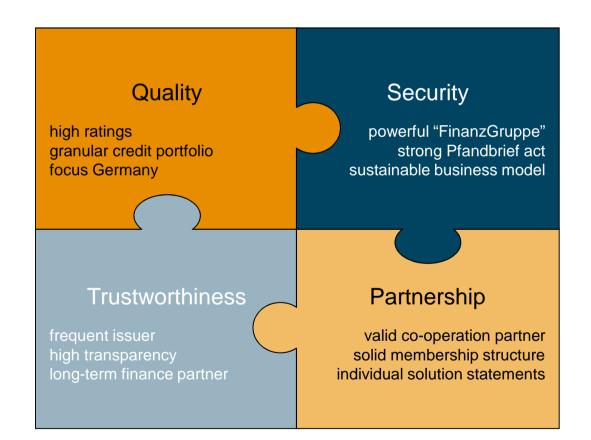
Zukunftsbezogene Aussagen

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.

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Why invest in MünchenerHyp?





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"Royal Bank of Bavaria"

- founded in 1896
- strongly enabled and supported by the former Bavarian royal family
- 120 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:
 - 38.1 bn Euro total assets
 - around 500 employees
 - broad based ownership; no predominant owner
 - Moody's issuer rating: A1 stable (Feb. 2016)
- favourable funding by Pfandbrief privilege:
 - Pfandbrief licence: continuous issuing of benchmark bonds and private placements
 - 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 since 2013 with economic, ecological and social actions and strategies

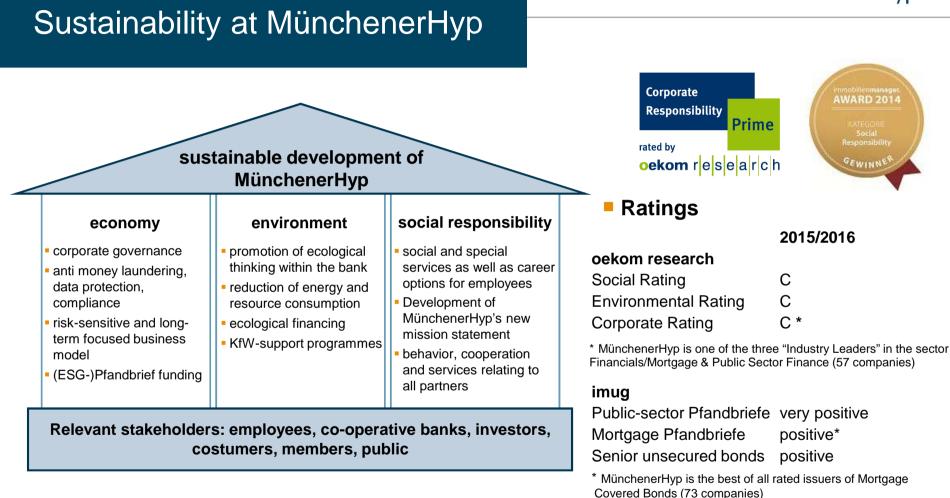
Date of information: 31/12/2015



Financial Year 2015

		31/12/2015	31/12/2014
less	net interest income (mn EUR)	221.5	170.6
loan business	growth new property loans	9.0%	9.5%
loan	mortgage portfolio (bn EUR)	25.7	23.6
u	LCR	255.0%	
regulation	NSFR	103.0%	
re	MREL	coming soon	
_	common equity tier 1 capital ratio	17.3%	12.5%
capital	tier 1 capital ratio	19.5%	14.2%
·	total capital ratio	24.2%	18.3%





MünchenerHyp's sustainability activities:

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

Date of information: 31/03/2016

57 out of 100 points

Sustainalytics



Financial Figures

	2010	2011	2012	2013	2014	2015	e2016
Net interest income	124.5	117.9	129.0	143.6	170.6	221.5	237.0
Commission income	-27.6	-38.3	-50.6	-49.3	-60.1	-66.8	-66.0
Total administrative expenses	-58.9	-63.5	-65.5	-73.5	-81.5	-88.9	-93.0
Operating profit before risk provisions	32.2	10.7	10.6	22.4	27.0	61.4	73.0
Operating profit after risk provisions	16.7	6.5	9.8	21.2	26.8	56.3	56.0
Payment to fund for general banking risks		-1.7	-2.5	-5.0	-5.4	-8.4	-9.0
Net Income	11.0	4.9	5.4	6.7	16.1	22.2	24.0
Cost-Income-Ratio	50.3	62.0	62.3	60.7	60.5	51.2	52.0
ROE (Return on equity before tax)	5.5%	4.2%	5.0%	6.3%	5.1%	6.7%	7.0%
CET 1 Ratio					12.5%	17.3%	17.0%
Tier 1 Ratio	6.4%	8.9%	9.1%	11.7%	14.2%	19.5%	19.0%
Total assets	35,225.0	37,348.0	36,642.9	34,898.5	36,340.1	38,098.8	38,000.0
	2010	2011	2012	2013	2014	2015	e2016
New mortgage loan commitments	3,553.4	3,390.8	3,620.4	3,618.3	4,436.1	4,333.1	4,900.0
- of which residential mortgage loans	3,208.2	2,807.9	2,958.7	2,879.0	3,677.6	3,540.8	3,400.0
- of which commercial mortgage loans	345.2	582.9	661.7	739.3	758.5	792.3	1,500.0
New public-sector and municipal loan commitments	1,883.4	1,449.0	662.9	552.2	861.4	670.9	500.0

Figures in EUR millions



Ratings

Münchener Hypothekenbank eG

	Moody's Rating	Outlook
public-sector Pfandbriefe	Aaa	stable
mortgage Pfandbriefe	Aaa	stable
senior unsecured bonds	A1	stable
short-term liabilities	Prime-1	
long-term deposits	Aa3	

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

Date of information: 31/03/2016



Ownership

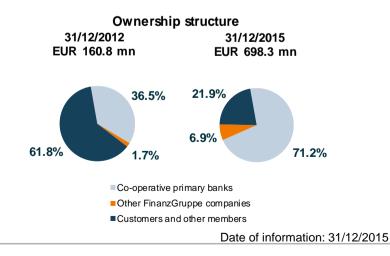
membership:

- 71,409 members
- 9.975 million co-operative shares
- 70 Euro nominal value, no trading
- 698.3 million Euro total amount of nonterminated co-operative shares
- individuals up to 500 shares
- "one man, one vote"
- declaration to terminate membership

impact on strategy and business:

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

Equity Components 31/12/2015					
in € million					
Common Equity Tier 1		979.5			
Paid-up capital	705.3				
Reserves	283.8				
Special items for general banking risl	x 14.7				
Deductible items	-24.3				
Additional Equity Tier 1		126.6			
Undisclosed holdings	140.0				
Deductible items	-13.4				
Tier 2 Capital		265.9			
Total Equity		1,372.0			





Asset Quality

Ioan portfolio:

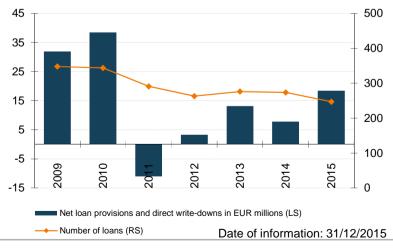
- 25.7 bn Euro
- 177,280 individual loans
- volume:

85.5% residential mortgage loans 14.5% commercial mortgage loans

- average size: about 124,500 Euro residential mortgage loans about 2,700,000 Euro commercial mortgage loans
- average loan-to-value ratio:
 58.4% residential mortgage loans
 69.0% commercial mortgage loans
- geographic split:
 - 46.4% Bavaria, Baden-Württemberg, Hesse and North Rhine-Westphalia
 - 25.8% other German States
 - 5.9% Berlin
 - 21.9% non-domestic

	Т	otal mortgage	e loan portfolio
Ltsustvalue ratio *)	EUR millions	%	%cumulative
Up to 60%	12,330	48.02%	48.02%
Over 60 to 70%	4,685	18.25%	66.27%
Over 70 to 80%	5,597	21.80%	88.06%
Over 80 to 90%	1,774	6.91%	94.97%
Over 90 to 100%	699	2.72%	97.69%
Over 100%	591	2.30%	99.99%
Without	2	0.01%	100.00%
Total	25,678	100.00%	

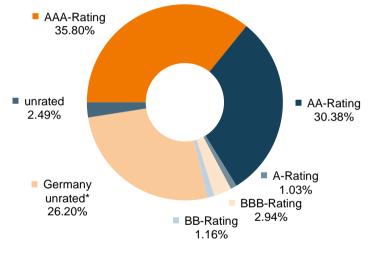
^{*)}The terms of the German Pfandbrief Act (PfandBG) define the sustainable value of property as, being generally 10-15% below the open market value of the property.





Asset Quality

- public-sector and municipal loan portfolio:
 - 4.9 bn Euro cover pool public sector Pfandbriefe
 - claims meet the strict requirements of the German Pfandbrief Act ("PfandBG")
 - borrower group according to § 28 PfandBG:
 0.0% German Federal Republic
 - 64.2% German Federal States
 - 9.1% German municipalities
 - 7.0% banks with guarantor's liability
 - 19.7% European sovereigns/sub-sovereigns
- total volume in Portugal, Ireland, Italy and Spain is 2.13% 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 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
Capital market	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

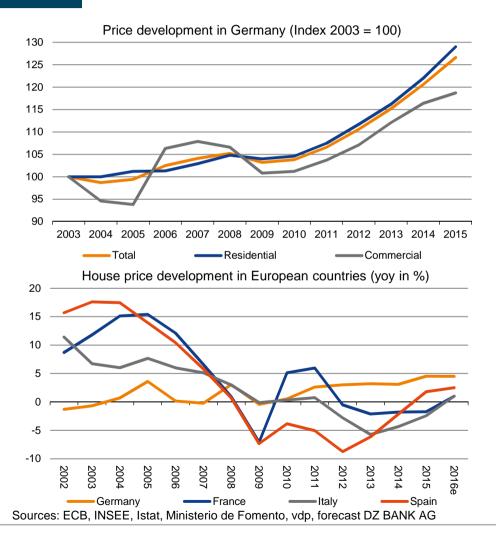






The German Real Estate Market

- increased house price growth since 2015
- fixed rate loans with an amortisation
- broad supply of rental housing space
- strong demand for residential real estate





Residential Mortgage Lending

origination:

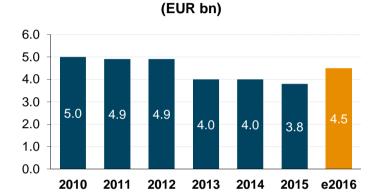
- co-operative banking network
- partnership PostFinance
- direct origination and electronic plattforms

servicing:

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

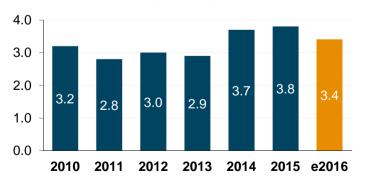
strategy 2016:

- 3.4 bn Euro new loan commitments
 - 2.4 bn Euro new loans via FinanzGruppe
 - 0.5 bn Euro new loans via PostFinance
 - 0.5 bn Euro new loans via direct origination



Commercial mortgage loan portfolio



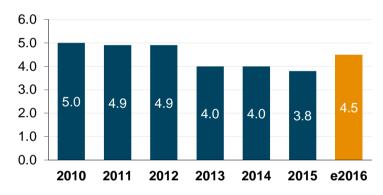




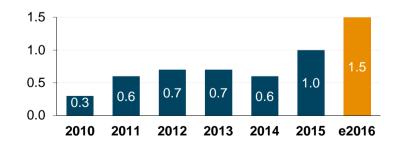
Commercial Mortgage Lending

- 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 2016:
 - 1.0 bn Euro new business in Germany
 - 0.2 bn Euro new business in UK
 - 0.1 bn Euro new business in France
 - 0.2 bn Euro other

Commercial mortgage loan portfolio (EUR bn)



New commercial mortgage loan commitments (EUR bn)



Date of information: 31/12/2015



Capital Market

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

domestic:

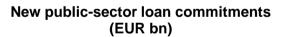
- central, regional and local authorities (cities, communities and administrative districts) and banks guaranteed by a public sector authority
- local authorities through the co-operative banks

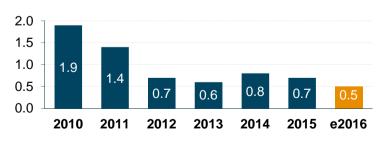
non-domestic:

- within the EU strictly limited by borrower's rating
- total volume in peripheral states 2.13% of the cover pool

15.0 10.0 13.6 13.3 12.1 10.3 5.0 9.4 8.2 0.0 2010 2011 2012 2013 2014 2015 e2016

Public-sector loan portfolio (EUR bn)

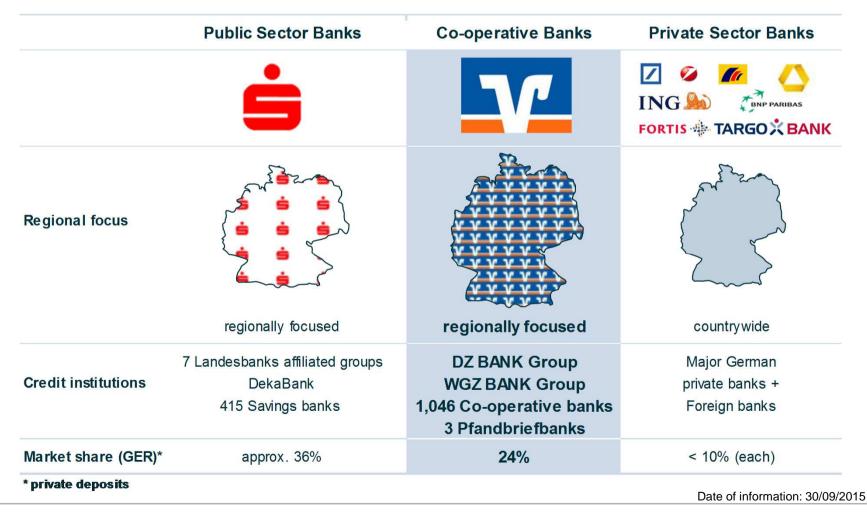




Date of information: 31/12/2015



The German Banking Landscape





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:
 - Schwäbisch Hall:
 - VR Leasing:
- building society leasing company

commercial bank

- consolidated financial figures:
 - total assets 1,136 bn Euro
 - Cooperative network's capital 86.5 bn Euro
 - 190,544 employees
- key benefits:
 - high distribution capacity
 - strong mutual protection scheme
 - access to liquidity pool of the co-operative banks (713 bn Euro customer deposits)
 - substantial rating support





Creditor Protection

support mechanism:

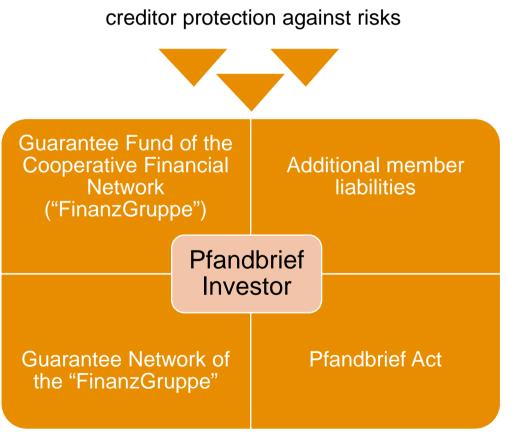
- Guarantee Fund and Guarantee Network
- managed by the Cooperative Financial Network (BVR)
- oldest support mechanism in Germany

tasks:

- preventive actions
- reorganisation measures

history:

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

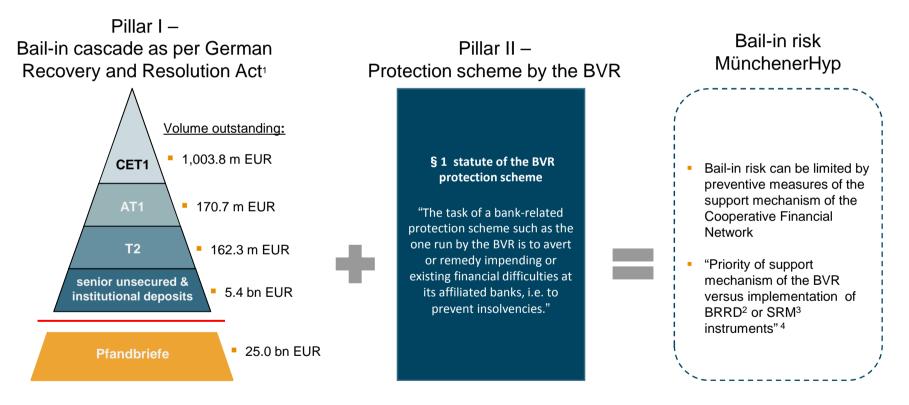


Date of information: 31/03/2016



Limited Bail-in Risk

Limitation of the bail-in risk of MünchenerHyp as a result of the two pillar approach:



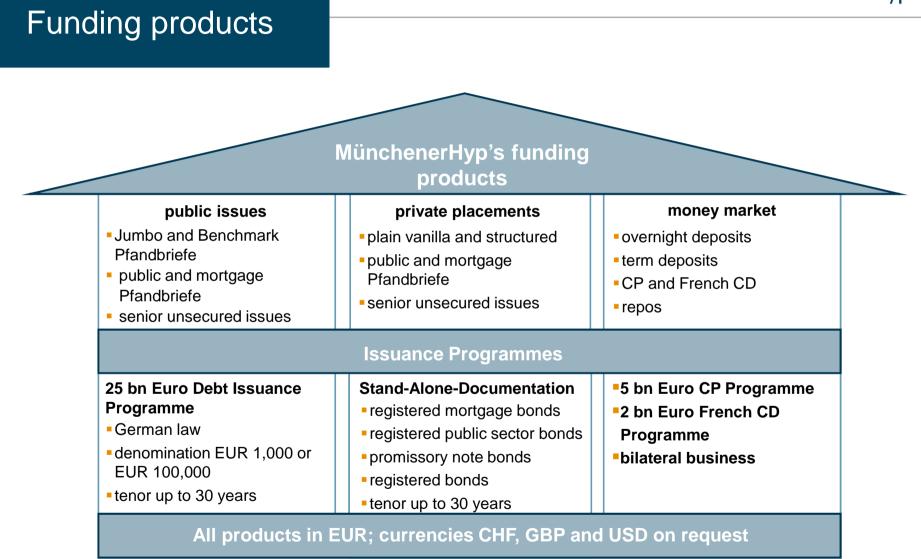
¹ In Germany implemented as Sanierungs- und Abwicklungsgesetz (SAG)

² Bank Recovery and Resolution Directive (BRRD)

³ Single Resolution Mechanism (SRM)

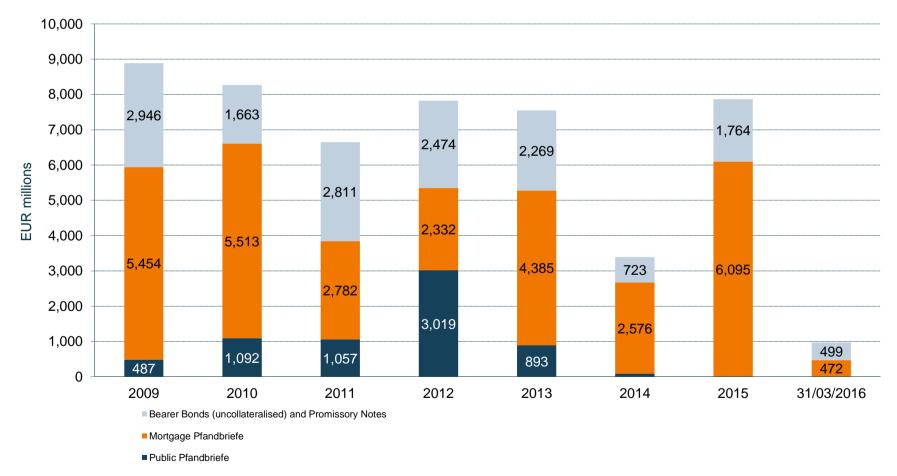
⁴ Hofmann, Gerhard, Member of the Executive Board BVR, (2014): Europäische Bankenunion: Perspektiven und Handlungsoptionen für die genossenschaftliche FinanzGruppe, Source: Wissenschaft und Praxis im Gespräch Universität Münster, Münster, May, 26th 2014





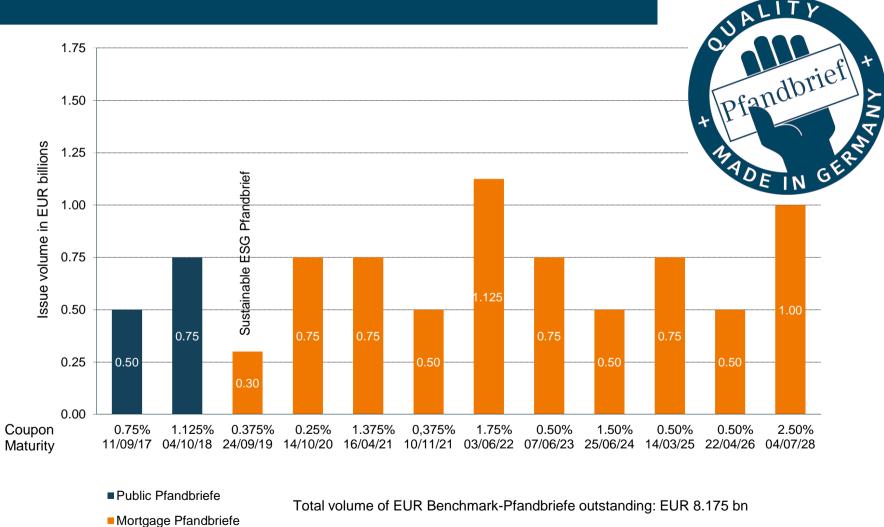


Gross Issuance Volume





MünchenerHyp's € Benchmark-Pfandbriefe

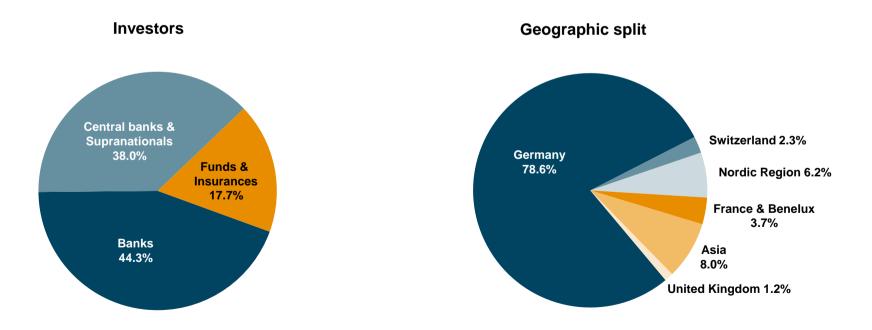


Date of information: 18/04/2016



Issue 04/2016: EUR 0.50 bn, 10 years, Mortgage Pfandbrief, MS – 1bp

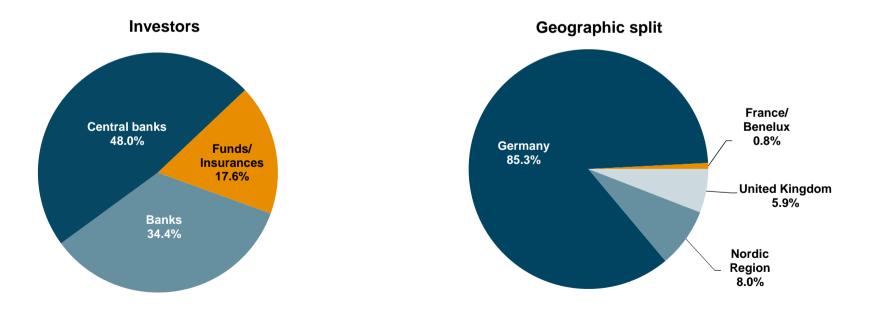
- ISIN DE000MHB17J8, 18/04/2016 22/04/2026
- Orderbook around EUR 0.73 bn
- 44 orders from 10 countries





Issue 10/2015: EUR 0.50 bn, long 6 years, Mortgage Pfandbrief, MS – 10bp

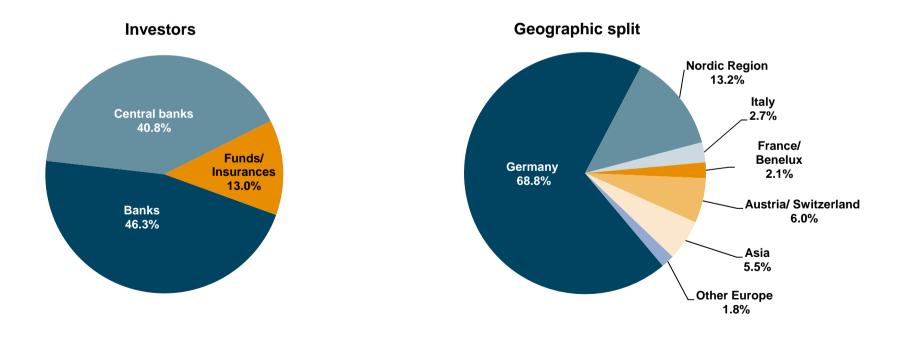
- ISIN DE000MHB16J0, 13/10/2015 10/11/2021
- Orderbook around EUR 0.75 bn
- 32 orders from 5 countries





Issue 08/2015: EUR 0.75 bn, long 5 years, Mortgage Pfandbrief, MS – 17bp

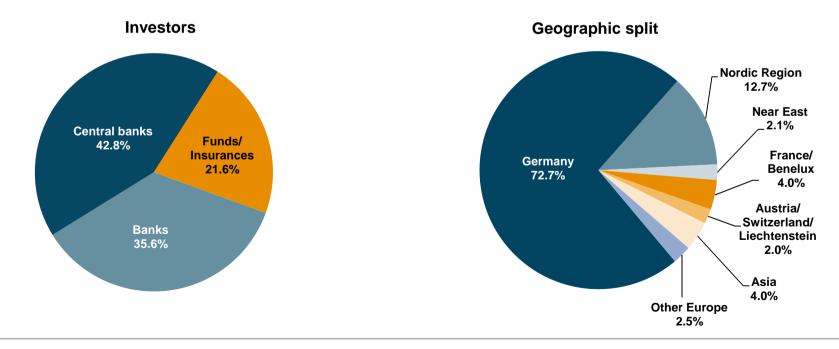
- ISIN DE000MHB15J2, 05/08/2015 14/10/2020
- Orderbook around EUR 1.0 bn
- 49 orders from 14 countries





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





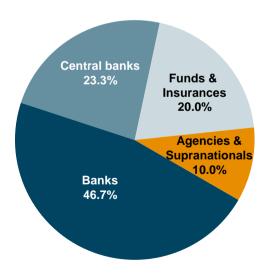
MünchenerHyp's ESG Pfandbrief

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

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

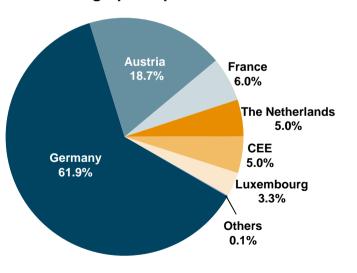
Investors

- 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



Mortgage Pfandbriefe

	Commercial mortg	age loans	Residential mortga	age loans	Total mortgage	loans
	EUR millions	%total	EUR millions	%total	EUR millions	%total
Domestic						
Baden-Württemberg	259.3	9.29%	1,614.6	9.07%	1,873.9	9.10%
Bavaria	573.6	20.55%	3,361.0	18.88%	3,934.7	19.11%
Berlin	96.5	3.46%	984.6	5.53%	1,081.1	5.25%
Brandenburg	9.0	0.32%	293.1	1.65%	302.1	1.47%
Bremen	1.4	0.05%	49.0	0.28%	50.4	0.24%
Hamburg	130.5	4.67%	429.9	2.41%	560.3	2.72%
Hesse	275.2	9.86%	949.3	5.33%	1,224.5	5.95%
Lower Saxony	27.1	0.97%	1,395.5	7.84%	1,422.6	6.91%
Mecklenburg-Western Pomerania	4.3	0.15%	166.4	0.93%	170.7	0.83%
North Rhine-Westphalia	284.7	10.20%	2,830.2	15.90%	3,114.9	15.13%
Rhineland-Palatinate	38.6	1.38%	560.1	3.15%	598.7	2.91%
Saarland	2.0	0.07%	97.1	0.55%	99.0	0.48%
Saxony	56.3	2.02%	528.5	2.97%	584.8	2.84%
Saxony-Anhalt	7.1	0.25%	161.1	0.90%	168.1	0.82%
Schleswig-Holstein	32.1	1.15%	1,274.1	7.16%	1,306.2	6.34%
Thuringia	14.6	0.52%	137.0	0.77%	151.6	0.74%
Total domestic	1,812.2	64.93%	14,831.4	83.31%	16,643.6	80.82%
Non-domestic (international)						
Austria	73.7	2.64%	0.0	0.00%	73.7	0.36%
Belgium	5.5	0.20%	0.0	0.00%	5.5	0.03%
France	150.6	5.39%	14.2	0.08%	164.7	0.80%
Great Britain	222.5	7.97%	0.0	0.00%	222.5	1.08%
Luxembourg	46.6	1.67%	0.0	0.00%	46.6	0.23%
Spain	126.3	4.53%	0.0	0.00%	126.3	0.61%
Sweden	0.0	0.00%	0.0	0.00%	0.0	0.00%
Switzerland	0.0	0.00%	2,937.1	16.50%	2,937.1	14.26%
The Netherlands	110.2	3.95%	19.7	0.11%	129.9	0.63%
USA	243.6	8.73%	0.0	0.00%	243.6	1.18%
Total non-domestic	979.0	35.07%	2,971.0	16.69%	3,950.0	19.18%
Total domestic and non-domestic	2,791.2	100.00%	17,802.4	100.00%	20,593.6	100.00%



Mortgage Pfandbriefe

Type of underlying property

	Mortgage Pfandbrief collateral pool				
	EUR millions	% Nu	mber of loans	Av. EUR m	
Residential	17,802.4	86.45	159,481	0.112	
- Apartments	2,910.5	14.13			
- Single-family houses	10,739.0	52.15			
- Multi-family houses	4,120.4	20.01			
- New buildings and buildings not yet capable of					
producing a yield	31.8	0.15			
- Buildings under construction	0.8	0.00			
Commercial	2,791.2	13.55	1,320	2.115	
- Office buildings	1,713.3	8.32			
- Retail buildings	836.1	4.06			
- Industrial buildings	24.5	0.12			
- Other commercially used properties	216.9	1.05			
- New buildings and buildings not yet capable of					
producing a yield	0.3	0.00			
- Buildings under construction	0.1	0.00			
Total	20,593.6	100.00	160,801	0.128	

Loan size

	Mortgage Pfandbrief collateral pool				
	EUR millions	Av. EUR m			
Up to 0.3 EUR million	13,488.6	65.50	154,883	0.09	
Over 0.3 EUR million up to 1.0 EUR million	2,170.3	10.54	5,138	0.42	
Over 1.0 EUR million up to 10.0 EUR million	1,948.7	9.46	619	3.15	
Over 10.0 EUR million	2,985.9	14.50	161	18.55	
Total	20,593.6	100.00	160,801	0.128	



Mortgage Pfandbriefe

Further Cover Assets

CHF

GBP

USD

	mn EUR
Germany	814.0
Austria	101.2
Belgium	38.0
France	160.0
EU-Institutions	113.0
Total - all states	1,226.2

Net present value for each foreign currency

Loan-to-value

	in %
weighted average loan-to-value ratio	51.0

Seasoning

in years
5.0

Percentage share of fixed-rate

	in %
Cover pool	97.0
Outstanding Mortgage Pfandbriefe	88.0

Total amount of payments in arrears for at least 90 days

	mn EUR
Total - all states	31.5

2,569.8 -173.3

balance mn EUR

77.8



German Federal Republic

	EUR millions	%total
German Federal Republic	0.0	0.00

German Federal State

	EUR millions	%	%tota
Baden-Württemberg	252.3	7.95	5.10
Bavaria	400.0	12.61	8.09
Berlin	128.0	4.03	2.59
Brandenburg	0.0	0.00	0.00
Bremen	100.0	3.15	2.02
Hamburg	160.2	5.05	3.24
Hesse	75.0	2.36	1.52
Lower Saxony	575.0	18.12	11.63
Mecklenburg-Western Pomerania	0.0	0.00	0.00
North Rhine-Westphalia	814.1	25.65	18.13
Rhineland-Palatinate	51.1	1.61	1.03
Saarland	250.3	7.89	5.06
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	65.0	2.05	1.31
Thuringia	302.3	9.53	6.11
Total German Federal States	3,173.3	100.00	64.16



German Local Authorities

	EUR millions	%	%total
Baden-Württemberg	84.8	18.90	1.71
Bavaria	97.0	21.62	1.96
Berlin	0.0	0.00	0.00
Brandenburg	0.0	0.00	0.00
Bremen	4.9	1.09	0.10
Hamburg	0.0	0.00	0.00
Hesse	41.4	9.23	0.84
Lower Saxony	48.6	10.83	0.98
Mecklenburg-Western Pomerania	0.5	0.12	0.01
North Rhine-Westphalia	115.9	25.86	2.34
Rhineland-Palatinate	39.0	8.69	0.79
Saarland	7.0	1.56	0.14
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	8.8	1.96	0.18
Thuringia	0.7	0.15	0.01
Total German municipalities	448.4	100.00	9.07

Others

	EUR millions	%	%total
Others total *)	347.9	100.00	7.03

*) 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	164.1	68.0	232.1	23.78	4.69
Belgium	100.0	95.0	195.0	19.97	3.94
Czech Republic	0.0	0.0	0.0	0.00	0.00
Finland	25.0	0.0	25.0	2.56	0.51
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	1.54	0.30
Ireland	22.7	0.0	22.7	2.32	0.46
Italy	17.2	0.0	17.2	1.76	0.35
Lithuania	0.0	0.0	0.0	0.00	0.00
Poland	46.1	0.0	46.1	4.73	0.93
Portugal	44.5	0.0	44.5	4.56	0.90
Slovakia	0.0	0.0	0.0	0.00	0.00
Slovenia	90.0	0.0	90.0	9.22	1.82
Spain	0.0	21.0	21.0	2.15	0.42
Sweden	0.0	0.0	0.0	0.00	0.00
Switzerland	0.0	202.7	202.7	20.76	4.10
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	524.7	386.7	911.4	93.36	18.43
European institutions	0.0	64.9	64.9	6.64	1.31
Total international	524.7	451.5	976.2	100.00	19.74



Further Cover Assets

mn EUR
142.0
0.0
0.0
0.0
142.0

Percentage share of fixed-rate

	in %
Cover pool	82.0
Outstanding Public Pfandbriefe	90.0

Net present value for each foreign currency

•	-
	balance
	mn EUR
CHF	-152.1
GBP	0.0
JPY	-3.3



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