Presentation for Investors

January 2016

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:
 - 37.4 bn Euro total assets
 - around 490 employees
 - broad based ownership; no predominant owner
 - Moody's issuer rating: A2 stable
- 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: 30/09/2015



Business Performance Q3 2015

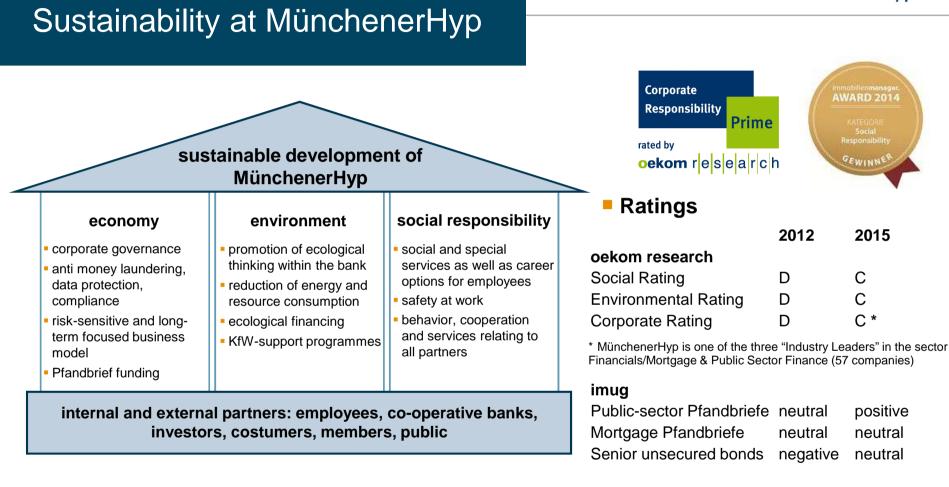
- earnings increased substantially:
 - net interest income rose by 35.0 percent to 161.7 mn Euro
- growth new property loans:
 - increased by 17% to a volume of 3.7 bn EUR
- ongoing growth of the mortgage portfolio:
 - increase by around 1.5 bn Euro to a total of 25.0 bn Euro
- CRR capital ratios:
 - common equity tier 1 capital at 13.0%, tier 1 capital at 14.7% and total capital ratio at 18.4%

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

Date of information: 30/09/2015





sustainability report and presentation:

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

Date of information: 30/09/2015

57 out of 100 points

Sustainalytics



Financial Figures

	2009	2010*	2011*	2012*	2013*	2014*	1.H.2015*	e2015*
Net interest income	132.7	124.5	117.9	129.0	143.6	170.6	107.5	195.0
Commission income	-30.0	-27.6	-38.3	-50.6	-49.3	-60.1	-34.6	-49.0
Total administrative expenses	-59.4	-58.9	-63.5	-65.5	-73.5	-81.5	-44.7	-92.0
Operating profit before risk provisions	40.9	32.2	10.7	10.6	22.4	27.0	26.6	49.0
Operating profit after risk provisions	29.2	16.7	6.5	9.8	21.2	26.7	23.5	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	13.7	21.0
Cost-Income-Ratio**	59.3	50.3	62.0	62.3	60.7	60.5	53.5	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%	12.3%	12.1%
Tier 1 Ratio	6.5%	6.4%	8.9%	9.1%	11.7%	14.2%	14.0%	13.7%
Total assets	35,733.4	35,225.0	37,348.0	36,642.9	34,898.5	36,340.1	37,553.1	37,000.0
	2009	2010	2011	2012	2013	2014	1.H.2015	e2015
New mortgage loan commitments	1,902.0	3,553.4	3,390.8	3,620.4	3,618.3	4,436.1	2,447.9	4,500.0
- of which residential mortgage loans	1,817.5	3,208.2	2,807.9	2,958.7	2,879.0	3,677.6	2,057.6	3,200.0
- of which commercial mortgage loans	84.5	345.2	582.9	661.7	739.3	758.5	390.3	1,300.0
New public-sector and municipal loan commitments	912.3	1,883.4	1,449.0	662.9	552.2	861.4	276.5	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	stable
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

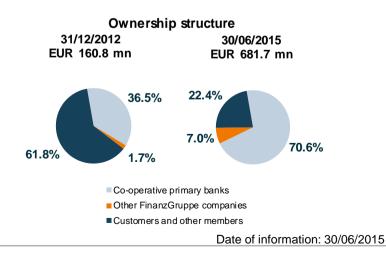
membership:

- 75,521 members
- 9.738 million co-operative shares
- 70 Euro nominal value, no trading
- 681.7 million Euro total amount
- 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 3	0/06/2015
in € million		
Common Equity Tier 1		956.3
Paid-up capital	681.7	
Reserves	283.8	
Special items for general banking risk	14.7	
Deductible items	-23.9	
Additional Equity Tier 1		132.0
Undisclosed holdings	147.2	
Deductible items	-15.2	
Tier 2 Capital		280.1
Total Equity		1,368.4





Asset Quality

mortgage loan portfolio:

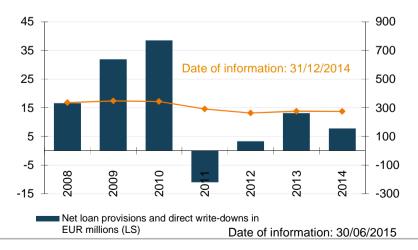
- 24.891 bn Euro
- 172,230 individual loans
- volume:

84.5% residential mortgage loans 15.5% commercial mortgage loans

- average size: about 123,000 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:
 - 46.3% Bavaria, Baden-Württemberg, Hesse and North Rhine-Westphalia
 - 18.1% other old West German States
 - 6.8% newly-formed German States
 - 6.0% Berlin
 - 22.8% non-domestic

	Т	otal mortgage	e loan portfolio
Ltsustvalue ratio *)	EUR millions	%	% cumulative
Up to 60%	12,283	49.35%	49.35%
Over 60 to 70%	4,459	17.91%	67.26%
Over 70 to 80%	5,333	21.43%	88.69%
Over 80 to 90%	1,739	6.99%	95.67%
Over 90 to 100%	573	2.30%	97.97%
Over 100%	498	2.00%	99.98%
Without	6	0.02%	100.00%
Total	24,891	100.00%	

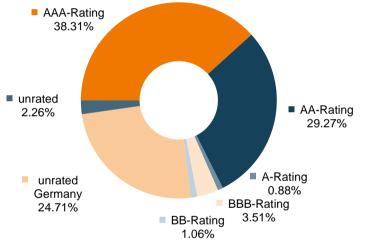
^{*)}The terms of the German Pfandbrief Act (PfandBG) define the sustainable value of property as, being generally 10-15% below the open market value of the property.





Asset Quality

- public-sector and municipal loan portfolio:
 - 5.4 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
 - 62.4% German Federal States
 - 9.2% German municipalities
 - 8.4% banks with guarantor's liability
 - 19.2% European sovereigns/sub-sovereigns
- total volume in Portugal, Ireland, Italy and Spain is 2.68% according to § 28 German Pfandbrief Act



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

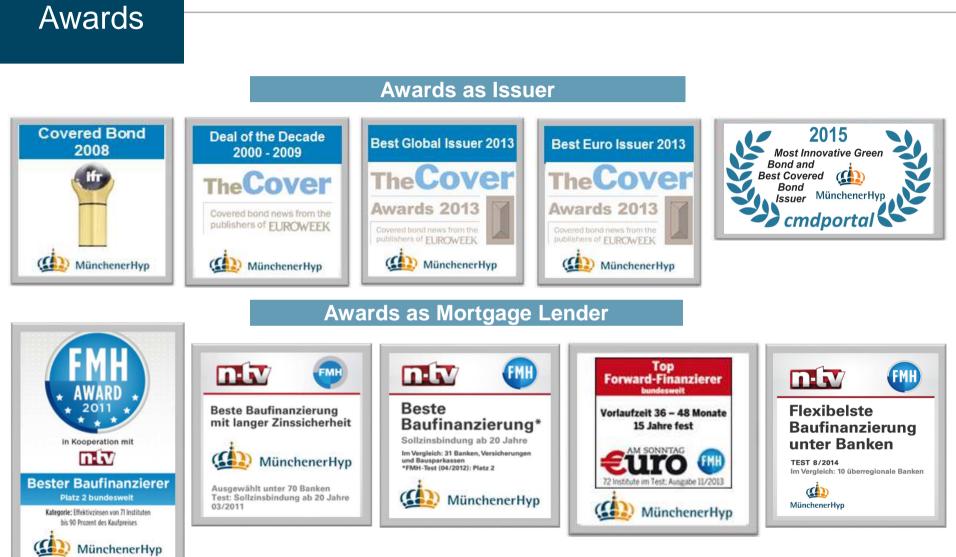
* In general, domestic municipalities and local authorities are not rated and several federal states have waived their Fitch rating.



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

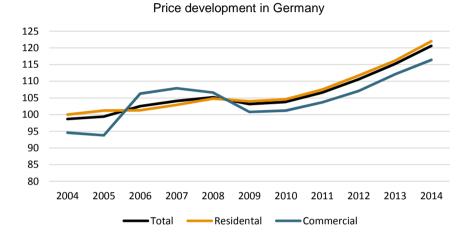


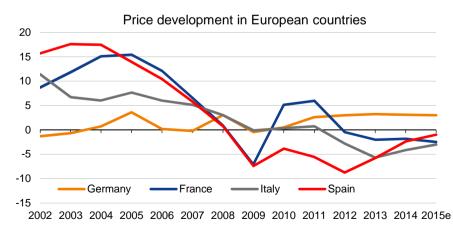




The German Real Estate Market

- 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

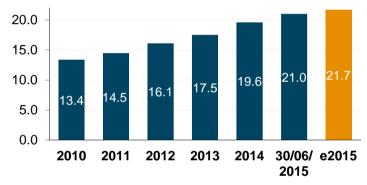
servicing:

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

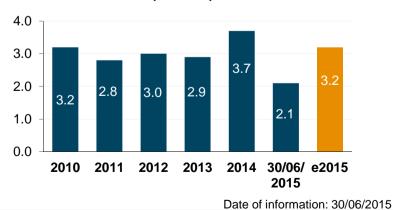
strategy 2015:

- 3.2 bn Euro new loan commitments
 - 2.3 bn Euro new Ioans via FinanzGruppe
 - 0.5 bn Euro new loans via PostFinance
 - 0.4 bn Euro new loans via direct origination

Residential mortgage loan portfolio (EUR bn)







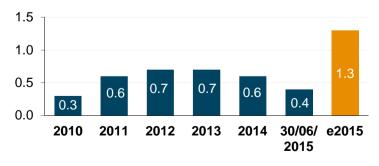


Commercial Mortgage Lending

- 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 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

(EUR bn) 6.0 5.0 4.0 3.0 4.9 5.0 4.9 2.0 4.0 40 1.0 0.0 2011 30/06/ e2015 2010 2012 2013 2014 2015 New commercial mortgage loan commitments (EUR bn)

Commercial mortgage loan portfolio





Capital Market

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

domestic:

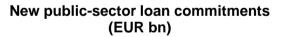
- central, regional and local authorities (cities, communities and administrative districts) and banks guaranteed by a public sector authority
- local authorities through the co-operative banks

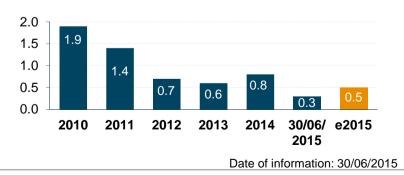
non-domestic:

- within the EU strictly limited by borrower's rating
- total volume in peripheral states 2.68% of the cover pool

15.0 10.0 13.6 13.3 12.1 10.3 9.4 5.0 9.0 8.5 0.0 2010 2011 2012 2013 2014 30/06/ e2015 2015

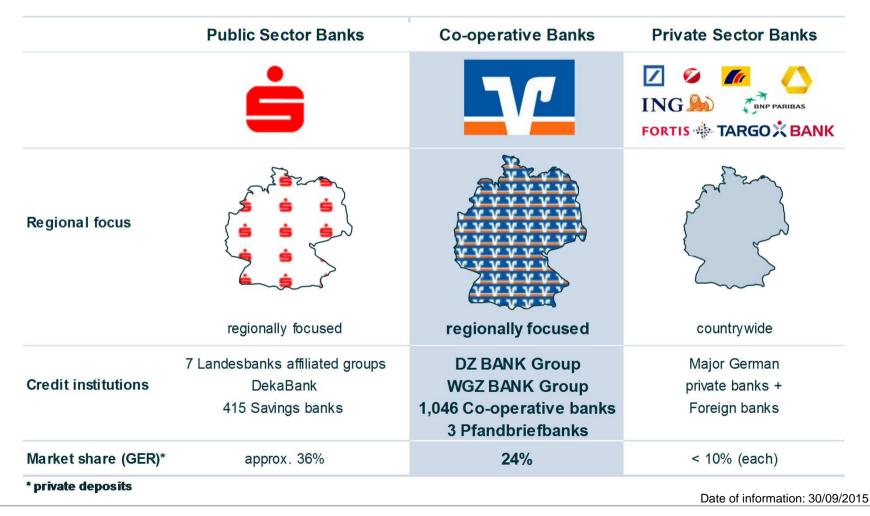
Public-sector loan portfolio (EUR bn)







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 ("FinanzGruppe")
 - oldest support mechanism in Germany

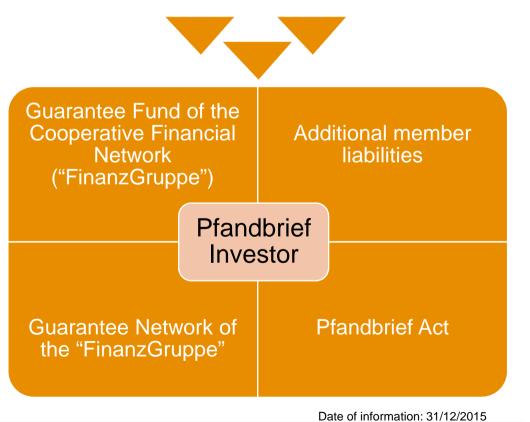
tasks:

- preventive actions
- reorganisation measures

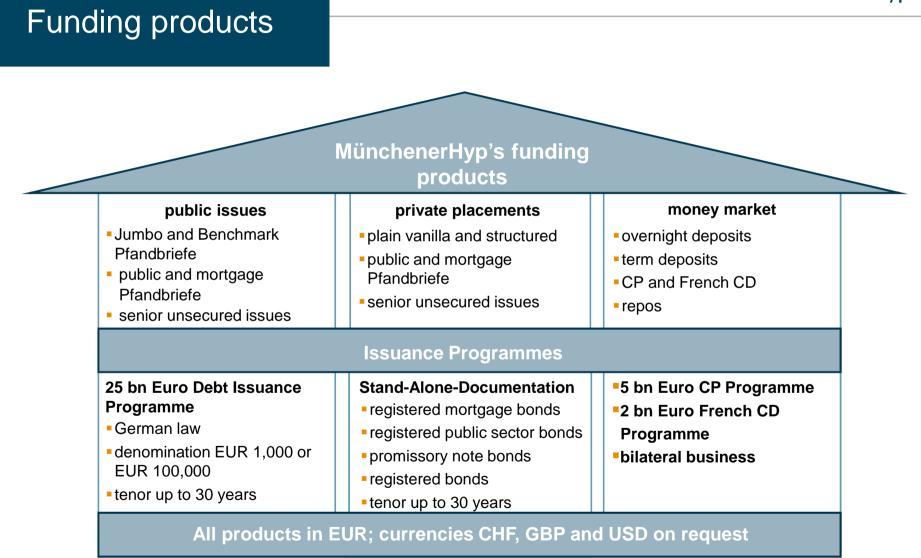
history:

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

creditor protection against risks

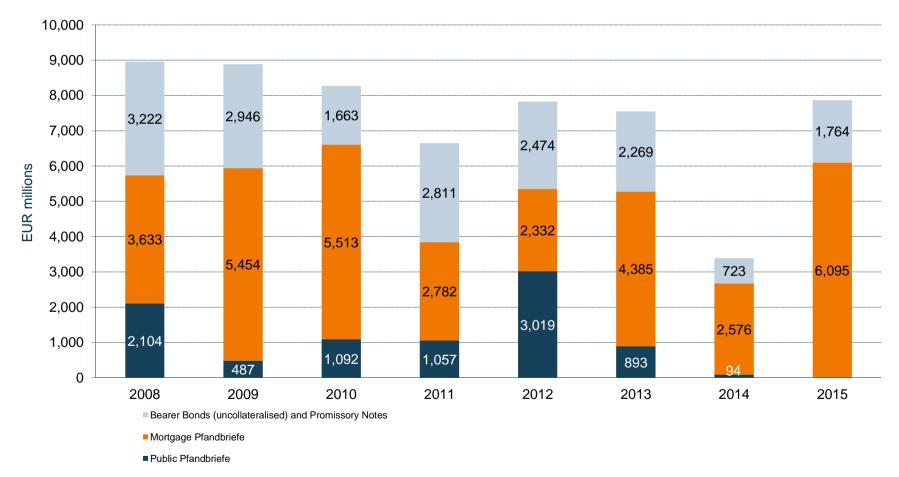






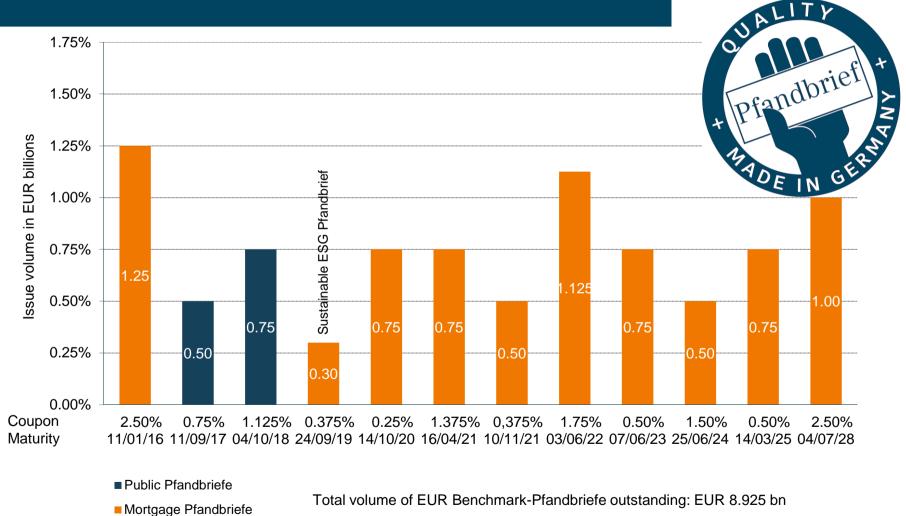


Gross Issuance Volume



Date of information: 31/12/2015



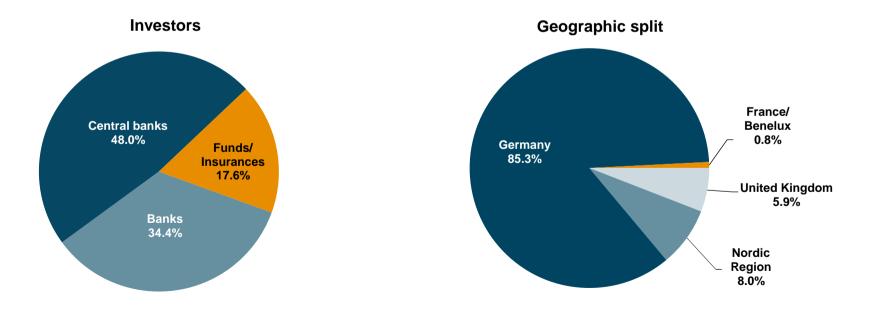


Date of information: 31/12/2015



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

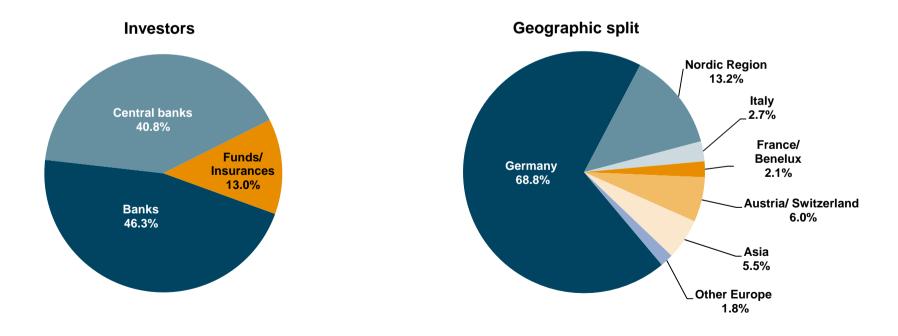
- ISIN DE000MHB16J0, 13/10/2015 10/11/2021
- Orderbook around EUR 0.75 bn
- 32 orders from 5 countries





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

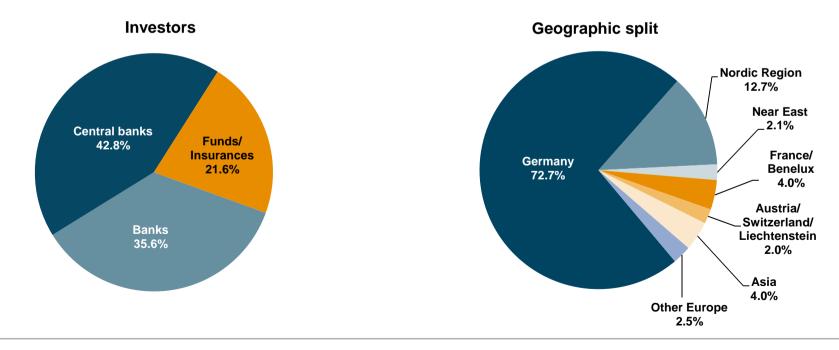
- ISIN DE000MHB15J2, 05/08/2015 14/10/2020
- Orderbook around EUR 1.0 bn
- 49 orders from 14 countries





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

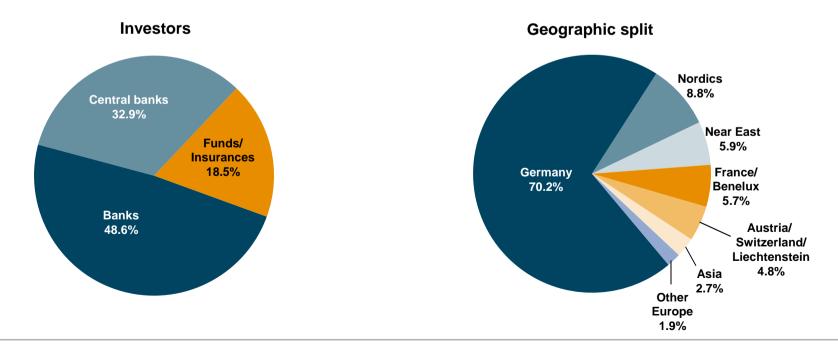
- ISIN DE000MHB14J5, 10/06/2015 07/06/2023
- Orderbook above EUR 1.0 bn
- 46 orders from 12 countries





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





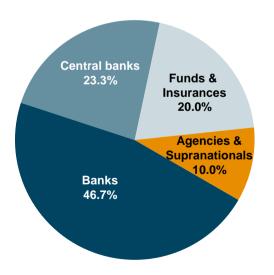
MünchenerHyp's ESG Pfandbrief

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

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

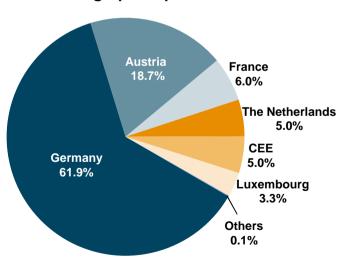
Investors

- 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



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	302.8	9.78%	1,531.4	9.02%	1,834.2	9.14%	
Bavaria	542.1	17.51%	3,196.9	18.83%	3,739.1	18.63%	
Bremen	1.4	0.05%	45.5	0.27%	47.0	0.239	
Hamburg	107.2	3.46%	412.1	2.43%	519.3	2.59%	
Hesse	301.7	9.75%	912.9	5.38%	1,214.6	6.05%	
Lower Saxony	19.7	0.64%	1,315.4	7.75%	1,335.1	6.65%	
North Rhine-Westphalia	301.7	9.75%	2,708.3	15.96%	3,010.0	15.00%	
Rhineland-Palatinate	98.9	3.20%	494.4	2.91%	593.3	2.96%	
Saarland	2.0	0.07%	81.9	0.48%	84.0	0.42%	
Schleswig-Holstein	33.6	1.09%	1,226.8	7.23%	1,260.4	6.28%	
Total West Germany	1,711.4	55.28%	11,925.6	70.26%	13,637.0	67.95	
Berlin	107.2	3.46%	943.3	5.56%	1,050.6	5.23%	
Brandenburg	8.2	0.26%	270.1	1.59%	278.3	1.39%	
Mecklenburg-Western Pomerania	4.7	0.15%	153.0	0.90%	157.8	0.79%	
Saxony	46.6	1.51%	505.6	2.98%	552.2	2.75%	
Saxony-Anhalt	7.2	0.23%	147.3	0.87%	154.5	0.77%	
Thuringia	2.1	0.07%	132.0	0.78%	134.1	0.679	
Total East Germany	68.9	2.23%	1,208.0	7.12%	1,276.9	6.36	
Total domestic	1,887.6	60.97%	14,076.9	82.93%	15,964.4	79.55	
on-domestic (international)							
Austria	74.2	2.40%	0.0	0.00%	74.2	0.37%	
Belgium	5.5	0.18%	0.0	0.00%	5.5	0.039	
France	198.1	6.40%	14.2	0.08%	212.2	1.069	
Great Britain	340.7	11.01%	0.0	0.00%	340.7	1.709	
Luxembourg	33.5	1.08%	0.0	0.00%	33.5	0.179	
Spain	139.2	4.50%	0.0	0.00%	139.2	0.69%	
Sweden	0.0	0.00%	0.0	0.00%	0.0	0.00%	
Switzerland	0.0	0.00%	2,834.7	16.70%	2,834.7	14.129	
The Netherlands	101.1	3.26%	16.5	0.10%	117.6	0.599	
USA	315.8	10.20%	31.6	0.19%	347.4	1.739	
Total non-domestic	1,208.1	39.03%	2,896.9	17.07%	4,105.1	20.45	
otal domestic and non-domestic	3,095.7	100.00%	16,973.8	100.00%	20,069.5	100.009	



Mortgage Pfandbriefe

Type of underlying property

	Mortgage Pfandbrief collateral pool				
	EUR millions	%	Number of loans	Av. EUR m	
Residential	16.973.8	84.58	152.249	0.111	
- Apartments	2,759.0	13.75	102,245	0.111	
- Single-family houses	10.094.3	50.30			
- Multi-family houses	4,084.9	20.35			
- New buildings and buildings not yet capable of					
producing a yield	34.9	0.17			
- Buildings under construction	0.8	0.00			
Commercial	3,095.7	15.42	1,385	2.235	
- Office buildings	1,937.4	9.65			
- Retail buildings	953.4	4.75			
- Industrial buildings	30.2	0.15			
- Other commercially used properties	174.3	0.87			
- New buildings and buildings not yet capable of					
producing a yield	0.2	0.00			
- Buildings under construction	0.3	0.00			
Total	20,069.5	100.00	153,634	0.131	

Loan size

	Mortgage Pfandbrief collateral pool					
	EUR millions	% Number of loans		Av. EUR m		
Up to 0.3 EUR million	12,685.7	63.21	147,848	0.09		
Over 0.3 EUR million up to 1.0 EUR million	2,125.6	10.59	4,984	0.43		
Over 1.0 EUR million up to 10.0 EUR million	1,964.4	9.79	635	3.09		
Over 10.0 EUR million	3,293.8	16.41	167	19.72		
Total	20,069.5	100.00	153,634	0.131		



Mortgage Pfandbriefe

Further Cover Assets

	mn EUR
Germany	638.5
Austria	132.5
France	50.0
Luxembourg	200.0
EU-Institutions	50.0
Total - all states	1,071.0

Net present value for each foreign currency

	balance
	mn EUR
CHF	2,377.1
GBP	-38.8
USD	-34.7

Loan-to-value

	in %
weighted average loan-to-value ratio	51.0

Seasoning

	in years
volume-weighted average of the maturity	5.0

Percentage share of fixed-rate

	in %
Cover pool	93.0
Outstanding Mortgage Pfandbriefe	91.0

Total amount of payments in arrears for at least 90 days

	mn EUR
Total - all states	19.4



German Federal Republic

	EUR millions	%total
German Federal Republic	41.2	0.76

German Federal State

	EUR millions	%	%total
Baden-Württemberg	252.3	7.43	4.64
Bavaria	490.0	14.43	9.02
Berlin	75.0	2.21	1.38
Brandenburg	0.0	0.00	0.00
Bremen	100.0	2.95	1.84
Hamburg	160.2	4.72	2.95
Hesse	50.0	1.47	0.92
Lower Saxony	585.0	17.23	10.76
Mecklenburg-Western Pomerania	0.0	0.00	0.00
North Rhine-Westphalia	1,004.1	29.57	18.47
Rhineland-Palatinate	51.1	1.51	0.94
Saarland	325.3	9.58	5.99
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	0.0	0.00	0.00
Thuringia	302.3	8.90	5.56
Total German Federal States	3,395.3	100.00	62.47



German Local Authorities

	EUR millions	%	%total
Baden-Württemberg	91.4	18.30	1.68
Bavaria	109.1	21.83	2.01
Berlin	0.0	0.00	0.00
Brandenburg	0.0	0.00	0.00
Bremen	5.1	1.02	0.09
Hamburg	0.0	0.00	0.00
Hesse	45.9	9.20	0.85
Lower Saxony	51.9	10.40	0.96
Mecklenburg-Western Pomerania	0.6	0.13	0.01
North Rhine-Westphalia	131.8	26.40	2.43
Rhineland-Palatinate	45.2	9.06	0.83
Saarland	8.1	1.62	0.15
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	9.6	1.92	0.18
Thuringia	0.7	0.14	0.01
Total German municipalities	499.5	100.00	9.19

Others

	EUR millions	%	%total
Others total *)	457.5	100.00	8.42

*) 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	22.30	4.27
Belgium	100.0	95.0	195.0	18.73	3.59
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	1.44	0.28
Ireland	22.7	0.0	22.7	2.18	0.42
Italy	17.6	0.0	17.6	1.69	0.32
Lithuania	0.0	0.0	0.0	0.00	0.00
Poland	48.0	0.0	48.0	4.61	0.88
Portugal	44.5	0.0	44.5	4.27	0.82
Slovakia	0.0	0.0	0.0	0.00	0.00
Slovenia	90.0	0.0	90.0	8.65	1.66
Spain	0.0	61.0	61.0	5.86	1.12
Sweden	0.0	0.0	0.0	0.00	0.00
Switzerland	0.0	203.8	203.8	19.58	3.75
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	501.9	427.8	929.7	89.31	17.11
European institutions	0.0	111.2	111.2	10.69	2.05
Total international	501.9	539.0	1,041.0	100.00	19.16



Further Cover Assets

mn EUR
144.0
0.0
0.0
0.0
144.0

Percentage share of fixed-rate

	in %
Cover pool	85.0
Outstanding Public Pfandbriefe	89.0

Net present value for each foreign currency

	balance
	mn EUR
CHF	-155.6
CHF GBP	144.0
JPY	-3.8



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Notes