Presentation for Investors

May/June 2017

Münchener Hypothekenbank eG



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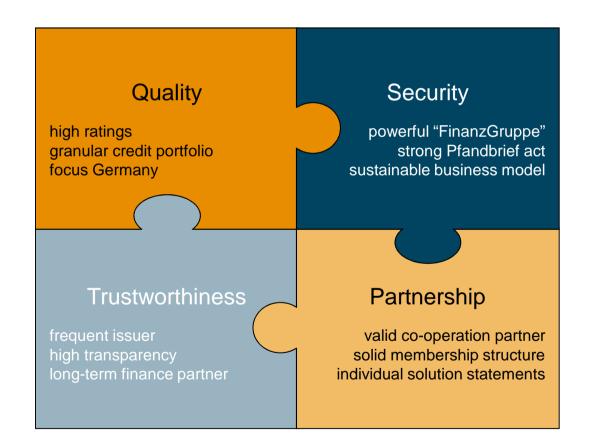
Zukunftsbezogene Aussagen

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
- 121 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:
 - 38.5 bn Euro total assets
 - around 500 employees
 - broad based ownership; no predominant owner
 - Moody's issuer rating: A1 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

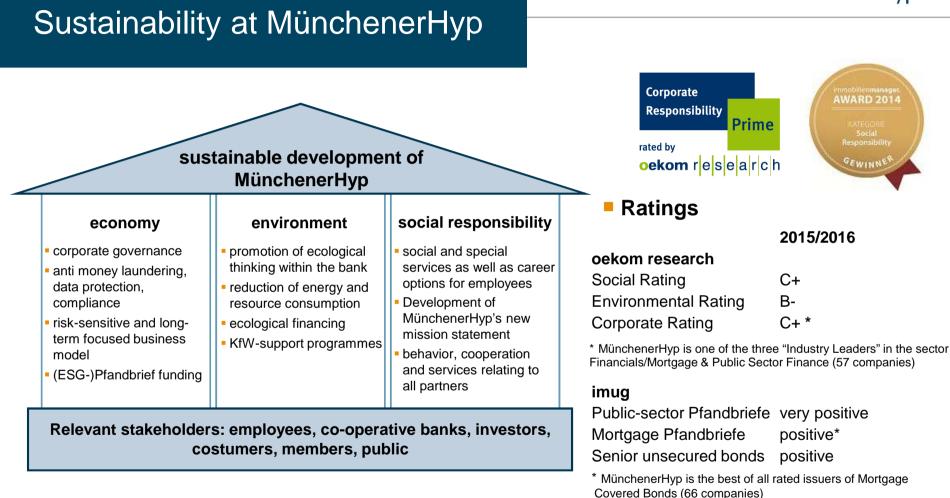
Date of information: 31/12/2016



Business Performance

		31/12/2016	31/12/2015
business	net interest income (mn EUR)	233.4	221.5
busi	growth new property loans	8.3%	9.0%
loan	mortgage portfolio (bn EUR)	27.8	25.7
	LCR	225.6%	254.8%
regulation	NSFR	105.0%	103.3%
regul	leverage ratio	3.35%	
	SREP minimum ratio	7.25%	
_	common equity tier 1 capital ratio	22.9%	17.3%
capital	tier 1 capital ratio	22.9%	19.5%
0	total capital ratio	24.5%	24.2%





MünchenerHyp's sustainability activities:

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

Date of information: 31/03/2017

57 out of 100 points

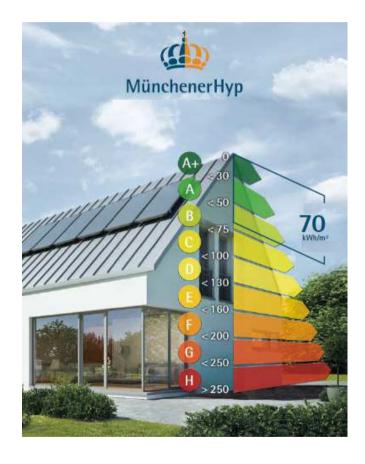
Sustainalytics



Sustainability Loan

sustainability loan for retail customers

- strict standards for sustainable financing
- based on energy efficiency
- MünchenerHyp is granting the full loan
- available for new construction, purchase, modernisation or restructuring
- Top 10% energy efficiency of the German housing market
 - annual primary energy consumption not more than 70 kWh/m²
 - current median in German residential housing is about 140 kWh/m² per year
- positive climate impact
 - energy saved is approx. 330 tons of CO² emission per square meter per year
- sustainable strategy
 - currently every 10th loan granted was already sustainable
 - permanently growing cover pool for future ESG Pfandbriefe





Financial Figures

	2010	2011	2012	2013	2014	2015	2016	e2017
Net interest income	124.5	117.9	129.0	143.6	170.6	221.5	233.4	259.0
Commission income	-27.6	-38.3	-50.6	-49.3	-60.1	-66.8	-74.2	-77.0
Total administrative expenses	-58.9	-63.5	-65.5	-73.5	-81.5	-88.9	-92.2	-96.0
Operating profit before risk provisions	32.2	10.7	10.6	22.4	27.0	61.4	63.5	82.0
Operating profit after risk provisions	16.7	6.5	9.8	21.2	26.8	56.3	67.3	76.0
Payment to fund for general banking risks		-1.7	-2.5	-5.0	-5.4	-8.4	-7.0	-11.0
Net Income	11.0	4.9	5.4	6.7	16.1	22.2	31.9	33.0
Cost-Income-Ratio	50.3	62.0	62.3	60.7	60.5	51.2	55.9	53.0
ROE (Return on equity before tax)	5.5%	4.2%	5.0%	6.3%	5.1%	6.7%	6.1%	6.5%
CET 1 Ratio					12.5%	17.3%	22.9%	22.0%
Tier 1 Ratio	6.4%	8.9%	9.1%	11.7%	14.2%	19.5%	22.9%	22.0%
Total assets	35,225.0	37,348.0	36,642.9	34,898.5	36,340.1	38,098.8	38,509.0	39,000.0
	2010	2011	2012	2013	2014	2015	2016	e2017
New mortgage loan commitments	3,553.4	3,390.8	3,620.4	3,618.3	4,436.1	4,333.1	4,929.9	5,300.0
- of which residential mortgage loans	3,208.2	2,807.9	2,958.7	2,879.0	3,677.6	3,540.8	3,958.2	4,000.0
- of which commercial mortgage loans	345.2	582.9	661.7	739.3	758.5	792.3	971.7	1,300.0
New public-sector and municipal loan commitments	1,883.4	1,449.0	662.9	552.2	861.4	670.9	109.0	0.0

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: 31/03/2017



Ownership

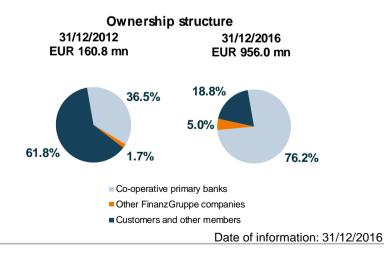
membership:

- 69,601 members
- 13.613 mn co-operative shares
- 70 Euro nominal value, no trading
- 952.9 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 31/12/2016		
in € million			
Common Equity Tier 1		1,251.2	
Paid-up capital	956.0		
Reserves	283.8		
Special items for general banking ris	sk 23.0		
Deductible items	-11.6		
Additional Equity Tier 1		-	
Tier 2 Capital		91.9	
Total Equity		1,343.1	





Asset Quality

Ioan portfolio:

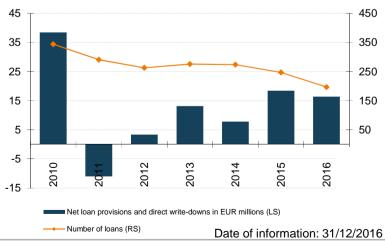
- 27.8 bn Euro
- 187,683 individual loans
- volume:

85.9% residential mortgage loans 14.1% commercial mortgage loans

- average size: about 128,000 Euro residential mortgage loans about 3,000,000 Euro commercial mortgage loans
- average loan-to-value ratio:
 59.5% residential mortgage loans
 72.7% commercial mortgage loans
- geographic split:
 - 46.8% Bavaria, Baden-Württemberg, Hesse and North Rhine-Westphalia
 - 26.5% other German States
 - 5.6% Berlin
 - 21.1% non-domestic

		Total mortgage loan portfo				
Ltsustvalue ratio *)	EUR millions	%	% cumulative			
Up to 60%	12,855	46.22%	46.22%			
Over 60 to 70%	5,316	19.12%	65.34%			
Over 70 to 80%	5,910	21.25%	86.59%			
Over 80 to 90%	2,017	7.25%	93.85%			
Over 90 to 100%	1,036	3.73%	97.57%			
Over 100%	666	2.40%	99.97%			
Without	9	0.03%	100.00%			
Total	27,809	100.00%				

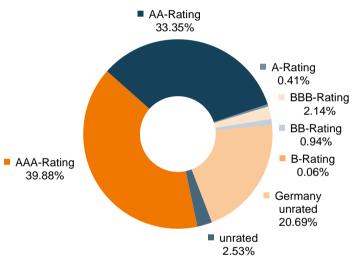
^{*)}The terms of the German Pfandbrief Act (PfandBG) define the sustainable value of property as, being generally 10-15% below the open market value of the property.





Asset Quality

- public-sector and municipal loan portfolio:
 - 4.8 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
 - 67.8% German Federal States
 - 8.2% German municipalities
 - 6.6% banks with guarantor's liability
 - 17.4% European sovereigns/sub-sovereigns
- total volume in Portugal, Ireland, Italy and Spain is 2.03% 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

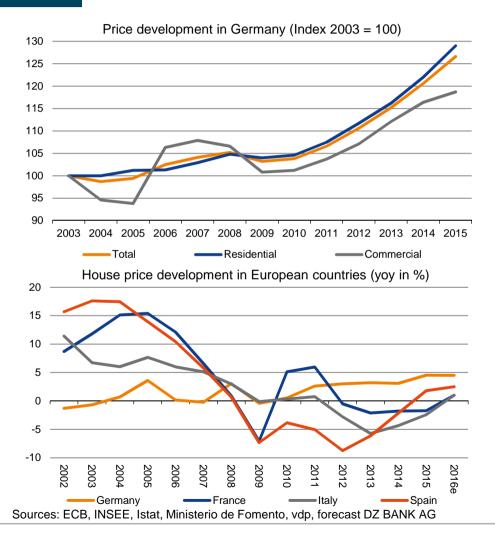






The German Real Estate Market

- 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

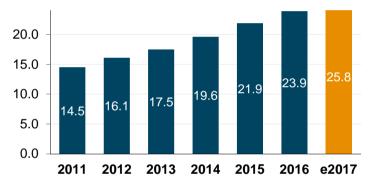
servicing:

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

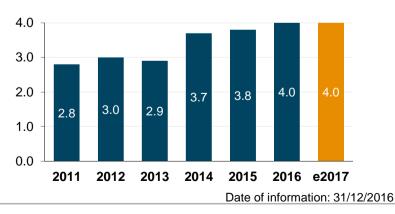
strategy 2017:

- 4.0 bn Euro new loan commitments
 - 2.5 bn Euro new loans via FinanzGruppe
 - 0.5 bn Euro new loans via PostFinance
 - 1.0 bn Euro new loans via direct origination

Residential mortgage loan portfolio (EUR bn)



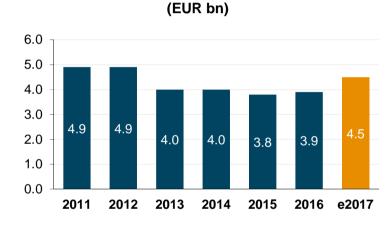
New residential mortgage loan commitments (EUR bn)





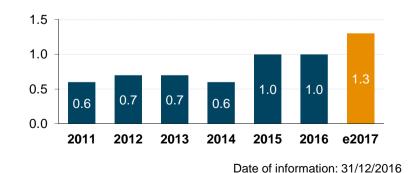
Commercial Mortgage Lending

- 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 2017:
 - 0.7 bn Euro new business in Germany
 - 0.2 bn Euro new business in UK
 - 0.1 bn Euro new business in France
 - 0.3 bn Euro other



Commercial mortgage loan portfolio

New commercial mortgage loan commitments (EUR bn)



- 0



Capital Market

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

domestic:

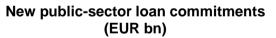
- central, regional and local authorities (cities, communities and administrative districts) and banks guaranteed by a public sector authority
- local authorities through the co-operative banks

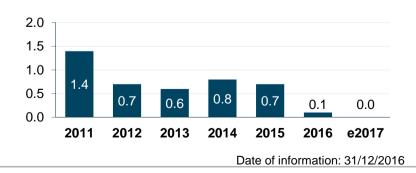
non-domestic:

- within the EU strictly limited by borrower's rating
- total volume in peripheral states 2.03% of the cover pool

15.0 10.0 13.3 12.1 10.3 5.0 9.4 8.2 68 57 0.0 2011 2012 2013 2014 2015 2016 e2017

Public-sector loan portfolio (EUR bn)

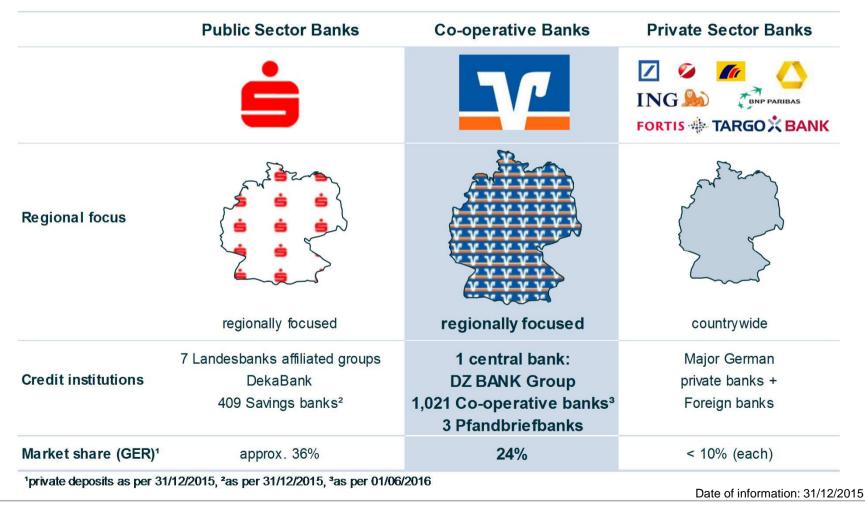




Business Areas



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 1,163 bn Euro
 - Cooperative network's capital 93.0 bn Euro
 - 18.3 mn members
- key benefits:
 - high distribution capacity
 - strong mutual protection scheme
 - access to liquidity pool of the co-operative banks (739 bn Euro customer deposits)
 - substantial rating support





Creditor Protection

support mechanism:

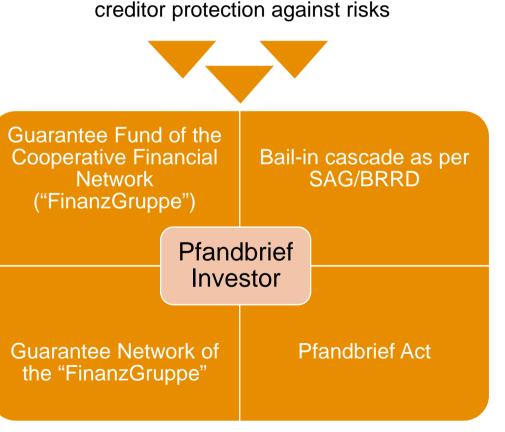
- Guarantee Fund and Guarantee Network
- managed by the Cooperative Financial Network (BVR)
- oldest support mechanism in Germany

tasks:

- preventive actions
- reorganisation measures

history:

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

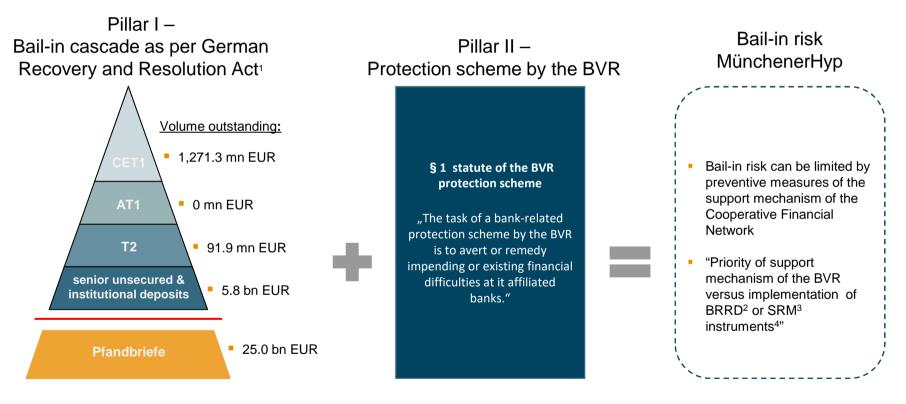


Date of information: 28/02/2017



Limited Bail-in Risk

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



¹ In german known as: Sanierungs- und Abwicklungsgesetz (SAG)

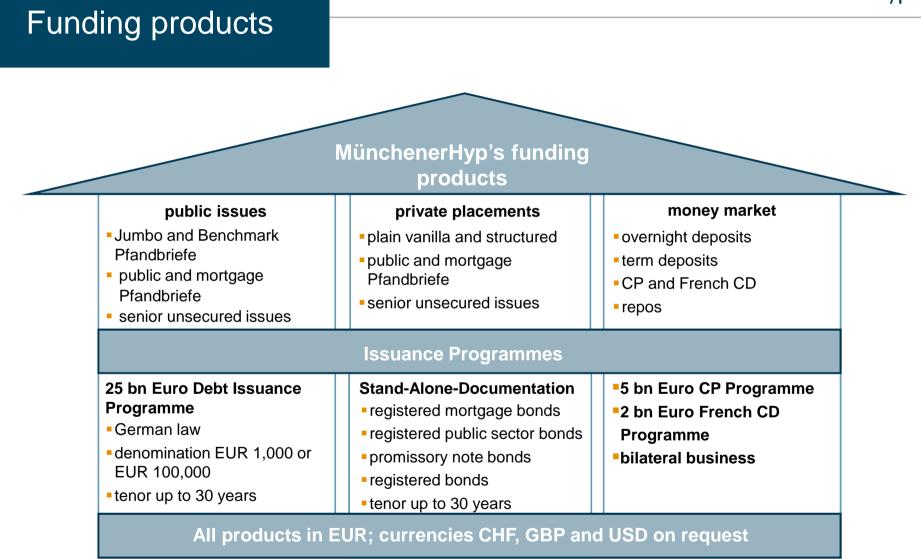
²Bank Recovery and Resolution Directive (BRRD)

³ Single Resolution Mechanism (SRM)

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

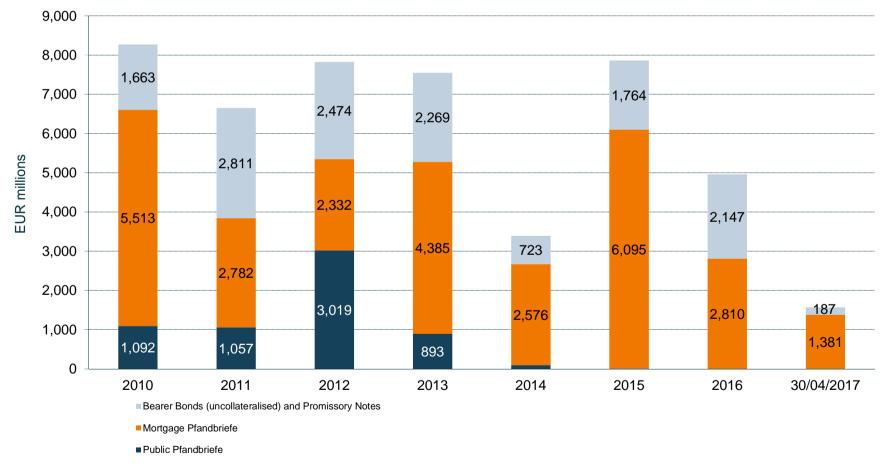
Date of information: 31/12/2016







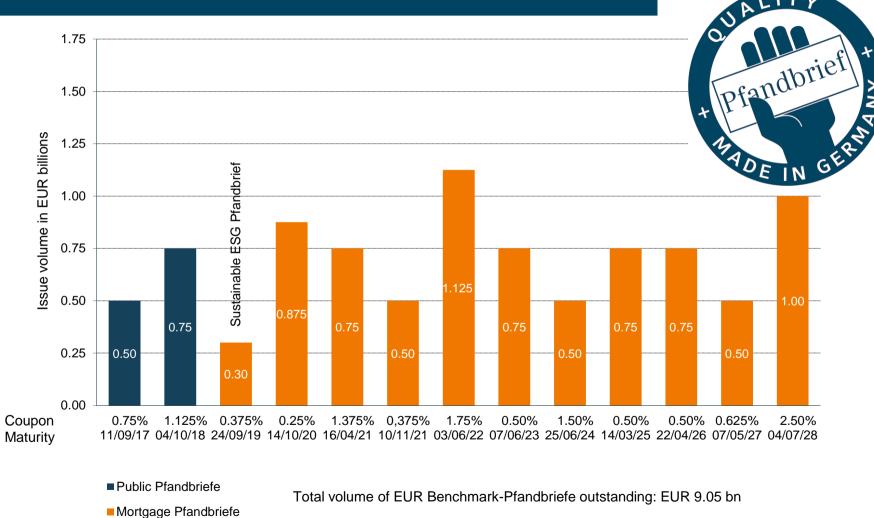
Gross Issuance Volume



Date of information: 30/04/2017



MünchenerHyp's € Benchmark-Pfandbriefe

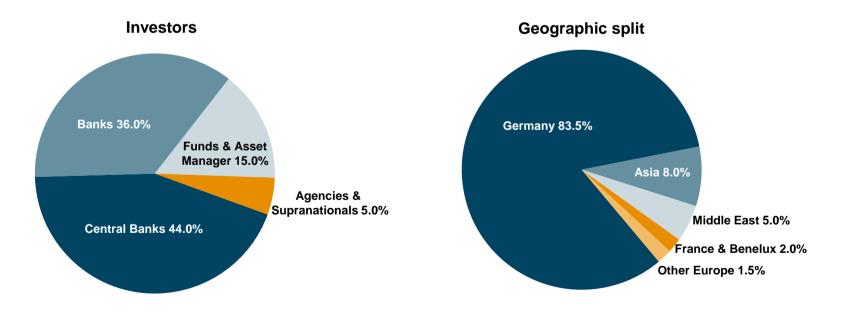


Date of information: 09/05/2017



Issue 05/2017: EUR 0.50 bn, 10 years, Mortgage Pfandbrief, MS – 12bp

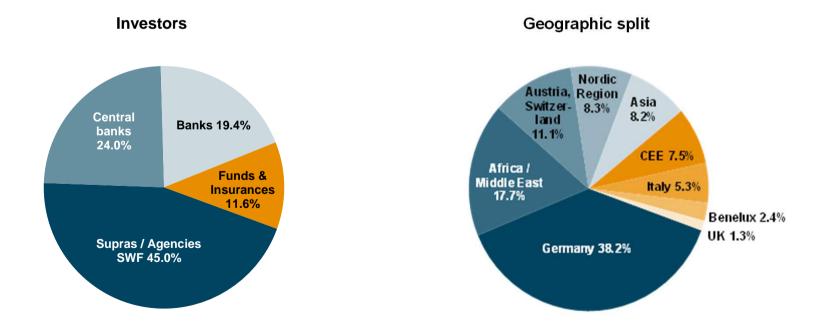
- ISIN DE000MHB18J6, 09/05/2017 07/05/2027
- Orderbook around EUR 0.65 bn
- 34 orders from 9 countries





Issue 07/2016: USD 0.60 bn, 3 years, Mortgage Pfandbrief, \$MS + 48bp

- ISIN DE000MHB2622, 19/07/2016 19/07/2019
- Orderbook above EUR 0.9 bn
- 33 orders from 14 countries

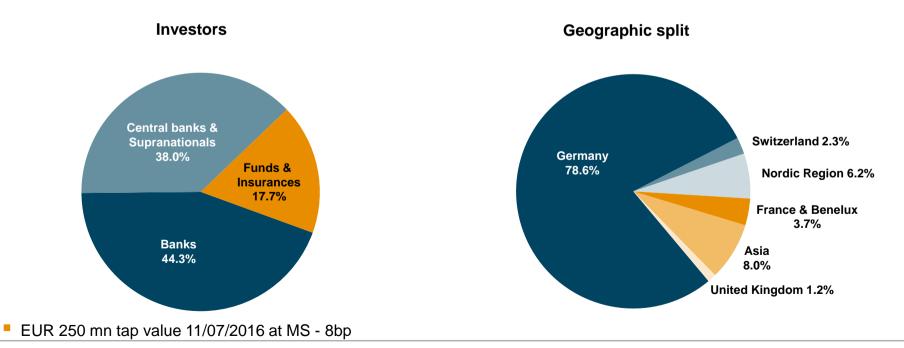


Funding



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

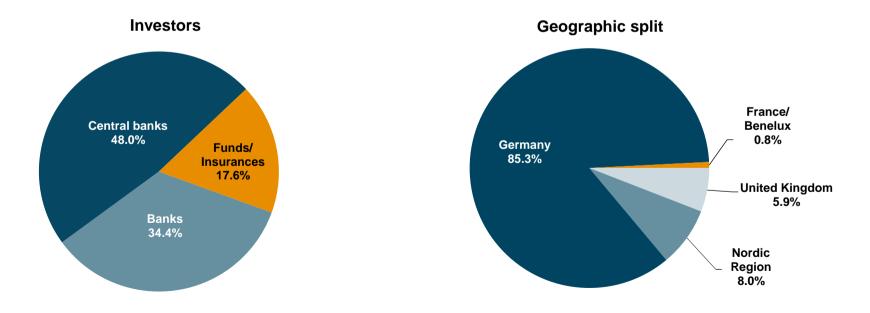
- ISIN DE000MHB17J8, 18/04/2016 22/04/2026
- Orderbook around EUR 0.73 bn
- 44 orders from 10 countries





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





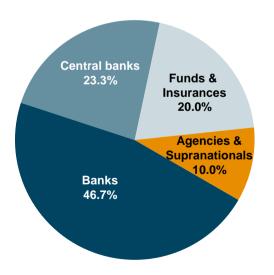
MünchenerHyp's ESG Pfandbrief

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

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

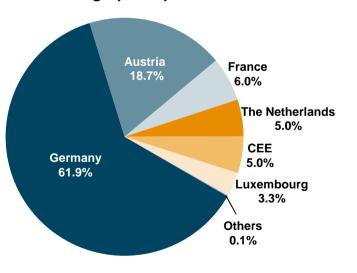
Investors

- 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 mortga	age loans	Residential mortga	ge loans	Total mortgage loans	
	EUR millions	% total	EUR millions	% total	EUR millions	% total
Domestic						
Baden-Württemberg	214.5	7.49%	1,716.9	8.99%	1,931.4	8.80%
Bavaria	665.2	23.24%	3,653.6	19.13%	4,318.8	19.67%
Berlin	125.0	4.37%	999.4	5.23%	1,124.4	5.12%
Brandenburg	17.0	0.59%	324.1	1.70%	341.1	1.55%
Bremen	1.4	0.05%	53.1	0.28%	54.5	0.25%
Hamburg	151.6	5.30%	415.1	2.17%	566.7	2.58%
Hesse	265.0	9.26%	1,006.5	5.27%	1,271.5	5.79%
Lower Saxony	25.3	0.88%	1,538.1	8.05%	1,563.4	7.12%
Mecklenburg-Western Pomerania	41.4	1.45%	179.8	0.94%	221.2	1.01%
North Rhine-Westphalia	303.6	10.61%	3,001.3	15.72%	3,304.9	15.05%
Rhineland-Palatinate	29.8	1.04%	704.6	3.69%	734.5	3.35%
Saarland	1.0	0.04%	133.0	0.70%	134.0	0.61%
Saxony	30.2	1.06%	553.3	2.90%	583.5	2.66%
Saxony-Anhalt	6.7	0.23%	195.8	1.03%	202.5	0.92%
Schleswig-Holstein	30.3	1.06%	1,326.9	6.95%	1,357.2	6.18%
Thuringia	17.7	0.62%	154.6	0.81%	172.3	0.78%
Total domestic	1,925.7	67.28%	15,956.2	83.56%	17,881.9	81.44%
Non-domestic (international)						
Austria	113.8	3.98%	0.0	0.00%	113.8	0.52%
Belgium	9.6	0.33%	0.0	0.00%	9.6	0.04%
France	147.8	5.17%	7.4	0.04%	155.3	0.71%
Great Britain	190.7	6.66%	0.0	0.00%	190.7	0.87%
Luxembourg	46.6	1.63%	0.0	0.00%	46.6	0.21%
Spain	142.1	4.96%	0.0	0.00%	142.1	0.65%
Sweden	0.0	0.00%	0.0	0.00%	0.0	0.00%
Switzerland	0.0	0.00%	3,045.4	15.95%	3,045.4	13.87%
The Netherlands	128.6	4.49%	85.8	0.45%	214.4	0.98%
USA	157.1	5.49%	0.0	0.00%	157.1	0.72%
Total non-domestic	936.3	32.72%	3,138.7	16.44%	4,075.0	18.56%
Total domestic and non-domestic	2,862.1	100.00%	19,094.8	100.00%	21,956.9	100.00%



Mortgage Pfandbriefe

Type of underlying property

	Mortgage Pfandbrief collateral pool					
	EUR millions	%	Number of loans	Av. EUR millions		
Residential	19,094.8	86.97	169,056	0.113		
- Apartments	3,146.0	14.33				
- Single-family houses	11,738.6	53.46				
- Multi-family houses	4,183.8	19.05				
 New buildings and buildings not yet capable of producing a yield 	25.8	0.12				
- Buildings under construction	0.6	0.00				
Commercial	2,862.1	13.03	1,270	2.254		
- Office buildings	1,789.2	8.15				
- Retail buildings	884.9	4.03				
- Industrial buildings	16.4	0.07				
- Other commercially used properties	171.1	0.78				
- New buildings and buildings not yet capable of producing a yield	0.1	0.00				
- Buildings under construction	0.2	0.00				
Total	21,956.9	100.00	170,326	0.129		

Loan size

	Mortgage Pfandbrief collateral pool				
	EUR millions % Number of loans Av. EUR				
Up to 0.3 EUR million	14.547.2	66.25	163.853	0.09	
Over 0.3 EUR million up to 1.0 EUR million	2,376.8	10.82	5,709	0.42	
Over 1.0 EUR million up to 10.0 EUR million	1,932.4	8.80	595	3.25	
Over 10.0 EUR million	3,100.5	14.12	169	18.35	
Total	21,956.9	100.00	170,326	0.129	



Mortgage Pfandbriefe

Further Cover Assets

	EUR millions
Germany	250.0
Austria	23.2
Belgium	38.0
Finnland	75.0
France	160.0
Total - all states	546.2

Loan-to-value

	in %
weighted average loan-to-value ratio	51.0
Seconing	

Seasoning

	in years
volume-weighted average of the maturity	5.0
Percentage share of fixed-rate	

	in %
Cover pool	98.0
Outstanding Mortgage Pfandbriefe	90.0

Total amount of payments in arrears for at least 90 days

	EUR millions
Total - all states	12.6

Net present value for each foreign currency

	balance
	EUR millions
CHF	2,563.9
GBP	-59.5
USD	-576.8



German Federal Republic

	EUR millions	% total
German Federal Republic	0.0	0.00

German Federal State

	EUR millions	%	% total
Baden-Württemberg	252.3	7.67	5.21
Bavaria	400.0	12.17	8.25
Berlin	169.0	5.14	3.49
Brandenburg	25.0	0.76	0.52
Bremen	125.0	3.80	2.58
Hamburg	150.0	4.56	3.10
Hesse	75.0	2.28	1.55
Lower Saxony	633.0	19.26	13.06
Mecklenburg-Western Pomerania	0.0	0.00	0.00
North Rhine-Westphalia	870.5	26.48	18.13
Rhineland-Palatinate	51.1	1.56	1.05
Saarland	200.3	6.09	4.13
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	85.0	2.59	1.75
Thuringia	251.1	7.64	5.18
Total German Federal States	3,287.4	100.00	67.83



German Local Authorities

	EUR millions	%	% total
Baden-Württemberg	82.5	20.64	1.70
Bavaria	100.9	25.27	2.08
Berlin	0.0	0.00	0.00
Brandenburg	0.0	0.00	0.00
Bremen	4.4	1.11	0.09
Hamburg	0.0	0.00	0.00
Hesse	33.6	8.41	0.69
Lower Saxony	39.2	9.81	0.81
Mecklenburg-Western Pomerania	0.3	0.07	0.01
North Rhine-Westphalia	92.3	23.10	1.90
Rhineland-Palatinate	32.8	8.22	0.68
Saarland	5.5	1.37	0.11
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.0	0.00	0.00
Schleswig-Holstein	7.4	1.85	0.15
Thuringia	0.6	0.15	0.01
Total German municipalities	399.6	100.00	8.24

Others

	EUR millions	%	% total
Others total *)	319.2	100.00	6.59

*) 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 millions	%	% total
Austria	130.4	63.0	193.4	23.02	3.99
Belgium	100.0	95.0	195.0	23.21	4.02
Czech Republic	0.0	0.0	0.0	0.00	0.00
Finland	25.0	0.0	25.0	2.98	0.52
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	1.79	0.31
Ireland	22.7	0.0	22.7	2.70	0.47
Italy	17.3	0.0	17.3	2.06	0.36
Lithuania	0.0	0.0	0.0	0.00	0.00
Poland	46.6	0.0	46.6	5.54	0.96
Portugal	45.5	0.0	45.5	5.41	0.94
Slovakia	0.0	0.0	0.0	0.00	0.00
Slovenia	20.0	0.0	20.0	2.38	0.41
Spain	0.0	13.0	13.0	1.55	0.27
Sweden	0.0	0.0	0.0	0.00	0.00
Switzerland	0.0	152.9	152.9	18.20	3.16
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	422.5	323.9	746.4	88.83	15.40
European institutions	0.0	68.9	68.9	8.20	1.42
Other institutions	0.0	25.0	25.0	2.98	0.52
Total international	422.5	417.8	840.3	100.0	17.34



Further Cover Assets

	EUR millions
Germany	0.0
Belgium	0.0
Great Britain	0.0
Luxembourg	0.0
Total - all states	0.0

Percentage share of fixed-rate

	in %
Cover pool	88.0
Outstanding Public Pfandbriefe	92.0

Net present value for each foreign currency

	balance
	EUR millions
CHF	-147.4
GBP	0.0
JPY	-3.3



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Notes