Presentation for Investors

January 2014

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 117 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:
 - 35.6 bn Euro total assets
 - around 430 employees
 - broad based ownership; no predominant owner
 - Moody's issuer rating: A2 (negative)

favourable funding by Pfandbrief privilege:

- Pfandbrief licence: continuous issuing of mortgage Pfandbriefe and public-sector Pfandbriefe
- fourth biggest mortgage cover pool of all german Pfandbrief issuers
- Moody's Pfandbrief rating: both Aaa (stable)
- 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:
 - focus on co-operative mission, no profit maximisation
 - sustainability as integral part of our business activities
 - ratings from oekom research and imug

Date of information: 30/09/2013

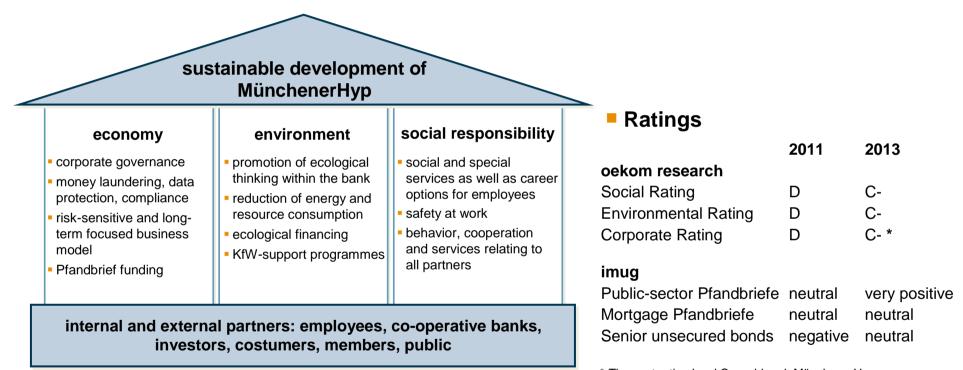


Business Performance End Q3 2013

- earnings increased substantially:
 - net interest income rose by 13 percent to 106.0 mn Euro
- ongoing growth of the mortgage portfolio:
 - increase by around 0.4 bn Euro to a total of 21.4 bn Euro
- successful and diversified refinancing:
 - debut benchmark in sterling and benchmarks in Euro with a 5 and 15 years tenor
- growing capital ratios:
 - core capital ratio at 10.4% and total capital ratio at 15.1%
- risk situation remains very satisfactory:
 - constant at moderate 5 bp of the mortgage loan portfolio
- positive outlook:
 - organic growth with emphasis on residential property financing
 - achievement of net results above the previous year's level



Sustainability at MünchenerHyp



* The next rating level C would rank MünchenerHyp as "Prime" (leaders in an industry).

sustainability report and presentation:

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

Date of information: 31/12/2013



Financial Figures

2009	2010*	2011*	2012*	30/09/2013*	e2013	e2014
132.7	124.5	117.9	129.0	106.0	140.0	160.0
-30.0	-27.6	-38.3	-50.6	-37.4	-48.0	-49.0
-59.4	-58.9	-63.5	-65.5	-53.5	-72.0	-74.0
40.9	32.2	10.7	10.6	15.8	23.0	35.0
29.2	16.7	6.5	9.8	14.7	19.0	27.0
		-1.7	-2.5		-4.0	-4.5
11.0	11.0	4.9	5.4	9.4	8.0	13.0
59.3	50.3	62.0	62.3	60.4	60.0	58.0
3.8%	5.5%	4.2%	5.0%		5.0%	5.0%
6.5%	6.4%	8.9%	9.1%	10.4%	10.0%	11.0%
35,733.4	35,225.0	37,348.0	36,642.9	35,603.3	36,000.0	35,000.0
2009	2010	2011	2012	30/09/2013	e2013	e2014
1,902.0	3,553.4	3,390.8	3,620.4	2,636.3	3,400.0	4,000.0
1,817.5	3,208.2	2,807.9	2,958.7	2,092.2	2,600.0	2,700.0
84.5	345.2	582.9	661.7	544.1	800.0	1,300.0
912.3	1,883.4	1,449.0	662.9	283.0	500.0	500.0
	132.7 -30.0 -59.4 40.9 29.2 11.0 59.3 3.8% 6.5% 35,733.4 2009 1,902.0 1,902.0 1,817.5 84.5	132.7 124.5 -30.0 -27.6 -59.4 -58.9 40.9 32.2 29.2 16.7 11.0 11.0 59.3 50.3 3.8% 5.5% 6.5% 6.4% 35,733.4 35,225.0 2009 2010 1,902.0 3,553.4 1,817.5 3,208.2 84.5 345.2	132.7 124.5 117.9 -30.0 -27.6 -38.3 -59.4 -58.9 -63.5 40.9 32.2 10.7 29.2 16.7 6.5 11.0 11.0 4.9 59.3 50.3 62.0 3.8% 5.5% 4.2% 6.5% 6.4% 8.9% 35,733.4 35,225.0 37,348.0 2009 2010 2011 1,902.0 3,553.4 3,390.8 1,817.5 3,208.2 2,807.9 84.5 345.2 582.9	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	132.7124.5117.9129.0106.0 -30.0 -27.6 -38.3 -50.6 -37.4 -59.4 -58.9 -63.5 -65.5 -53.5 40.9 32.2 10.7 10.6 15.8 29.2 16.7 6.5 9.8 14.7 -1.7 -2.5 -1.7 -2.5 11.0 11.0 4.9 5.4 9.4 59.3 50.3 62.0 62.3 60.4 3.8% 5.5% 4.2% 5.0% -10.4% $35,733.4$ $35,225.0$ $37,348.0$ $36,642.9$ $35,603.3$ 2009 2010 2011 2012 $30/09/2013$ $1,902.0$ $3,553.4$ $3,390.8$ $3,620.4$ $2,636.3$ $1,902.0$ $3,553.4$ $3,390.8$ $3,620.4$ $2,636.3$ $1,817.5$ $3,208.2$ $2,807.9$ $2,958.7$ $2,092.2$ 84.5 345.2 582.9 661.7 544.1	132.7124.5117.9129.0106.0140.0-30.0-27.6-38.3-50.6-37.4-48.0-59.4-58.9-63.5-65.5-53.5-72.040.932.210.710.615.823.029.216.76.59.814.719.0-1.7-2.5-4.011.011.04.95.49.48.059.350.362.062.360.460.03.8%5.5%4.2%5.0%5.0%6.5%6.4%8.9%9.1%10.4%10.0%35,733.435,225.037,348.036,642.935,603.336,000.0200920102011201230/09/2013e20131,902.03,553.43,390.83,620.42,636.33,400.01,817.53,208.22,807.92,958.72,092.22,600.084.5345.2582.9661.7544.1800.0

* 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



Ratings

Münchener Hypothekenbank eG

Moody's Rating	Outlook
Aaa	stable
Aaa	stable
A2	negative
P-1	
D	negative
	Aaa Aaa A2 P-1

Münchener Hypothekenbank eG within the Cooperative Financial Network

	Fitch Rating	Outlook
long-term	A+	stable
short-term	F1+	stable

Cooperative Financial Network

	S&P Rating	Outlook
long-term	AA-	stable
short-term	A-1	stable

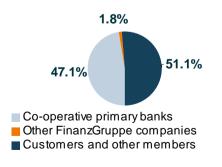
Date of information: 31/12/2013



Ownership

Equity Components June 30, 2013				
in € million				
Core capital for Solvency Purposes		790.7		
Paid-up capital	196.3			
Reserves	283.8			
Undisclosed holdings	340.6			
Special items for general banking risks	4.3			
IRBA-value adjustment deficit	-22.1			
Other deductible items	-12.2			
Supplementary capital for solvency				
purposes		361.3		
Tier III capital		-		
For information purposes: Deductible items				
per Art. 10 para. 6 KWG	-			
Total Equity for Solvency Purposes		1,152.0		

Ownership structure



Date of information: 30/06/2013

membership:

- 79,554 members

- 2.842 million co-operative shares
- 70 Euro nominal value, no trading
- 196.3 million Euro total amount
- individuals up to 500 shares
- "one man, one vote"
- declaration to terminate membership
- liability:
 - per share: 255.65 Euro
 - total additional liability: 726.2 million Euro
- impact on strategy and business:
 - long-term profitability and business sustainability
 - conservative risk policy
 - no major shareholder
 - stable and continuous dividend payments



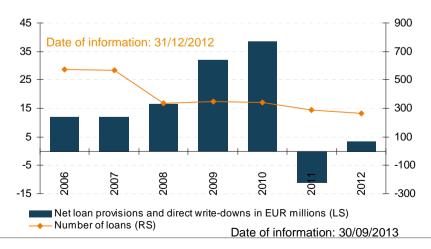
Asset Quality

mortgage loan portfolio:

- 21.309 bn Euro
- 150,644 individual loans
- volume:
 - 80.4% residential mortgage loans 19.6% commercial mortgage loans
- average size: about 115,000 Euro residential mortgage loans about 2,570,000 Euro commercial mortgage loans
- average loan-to-value ratio:
 56.4% residential mortgage loans
 67.3% commercial mortgage loans
- geographic split:
 - 45.7% Bavaria, Baden-Württemberg, Hesse and North Rhine-Westphalia
 - 17.5% other old West German States
 - 6.4% newly-formed German States
 - 5.2% Berlin
 - 25.2% non-domestic

		Total mortgage	e loan portfolio
Ltsustvalue ratio *)	EUR millions	%	% cumulative
Up to 60%	11,230	52.70	52.70%
Over 60 to 70%	3,553	16.67	69.38%
Over 70 to 80%	3,978	18.67	88.05%
Over 80 to 90%	1,689	7.93	95.97%
Over 90 to 100%	561	2.63	98.60%
Over 100%	296	1.39	99.99%
Without	1	0.01	100.00%
Total	21,309	100.00	

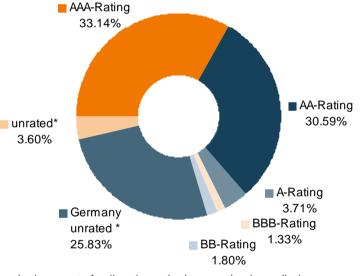
^{*)}The terms of the German Pfandbrief Act (PfandBG) define the sustainable value of property as, being generally 10-15% below the open market value of the property.





Asset Quality

- public-sector and municipal loan portfolio:
 - 7.23 bn Euro cover pool public sector Pfandbriefe
 - claims meet the strict requirements of the German Pfandbrief Act ("PfandBG")
 - borrower group according to § 28 PfandBG: 0.6% German Federal Republic
 56.0% German Federal States
 15.9% banks with guarantor's liability
 9.6% German municipalities
 17.9% european sovereigns/sub-sovereigns
- total volume in Portugal, Ireland, Italy and Spain is 2.85% according to § 28 German Pfandbrief Act



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

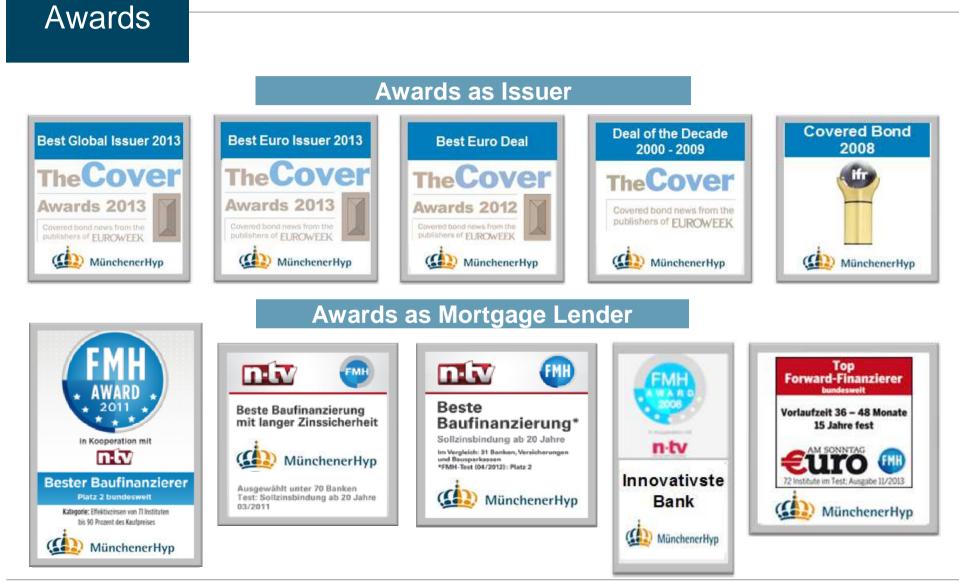
* In general, domestic municipalities and local authorities are not rated and several federal states have waived their Fitch rating.



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
Public-sector lending	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

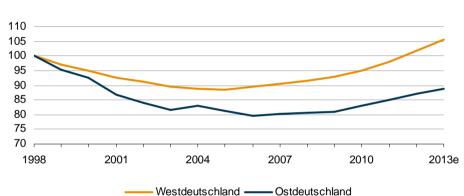


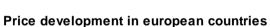


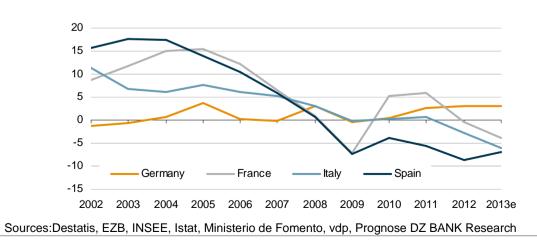


The German Real Estate Market

- small house price growth since 2008
- fixed rate loans with an amortisation
- broad supply of rental housing space
- rising demand for residential real estate







Price development in Germany



Residential Mortgage Lending

origination:

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

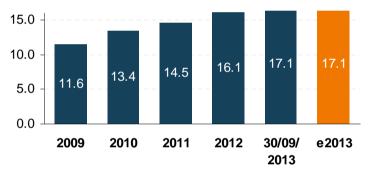
servicing:

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

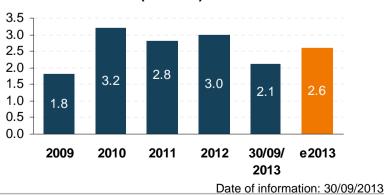
strategy 2014:

- 2.7 bn Euro new loan commitments
 - 1.8 bn Euro new loans via FinanzGruppe
 - 0.4 bn Euro new loans via PostFinance
 - 0.5 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

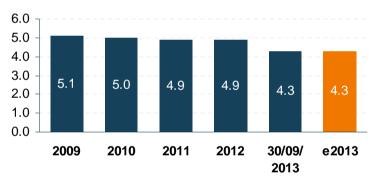
risk criteria:

- focus on selected markets (object type / region)
- conservative risk policy
- low LTVs
- sustainable cash flows

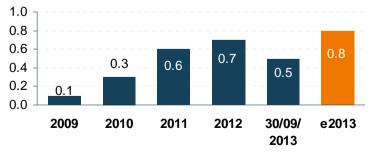
strategy 2014:

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

Commercial mortgage loan portfolio (EUR bn)



New commercial mortgage loan commitments (EUR bn)





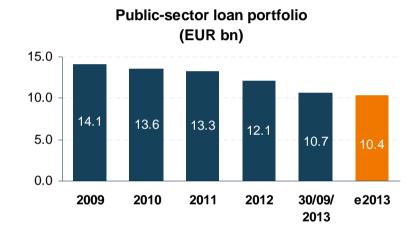
Public Sector Lending

overview:

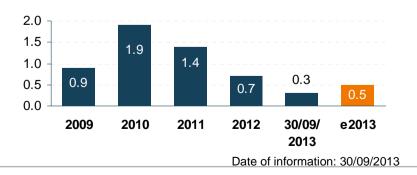
- business area serves as a tool to steer cover pool and liquidity (repos, liquid assets, etc.)
- cover pool eligibility

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 2.85%

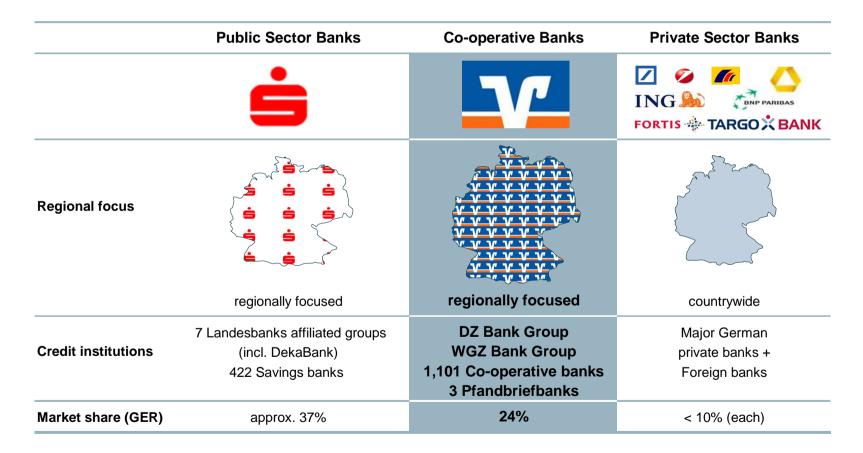








The German Banking Landscape





The Cooperative Financial Network "Genossenschaftliche FinanzGruppe"

network of leading German financial service providers, e.g.:

insurance group

commercial bank

building society

- R+V:
- Union Investment: asset manager
- Easy Credit: consumer credits
- DZ Bank:
- Schwäbisch Hall:
- VR Leasing: leasing company
- financial figures:
 - total assets 1,090 bn Euro
 - Cooperative network's capital 72 bn Euro
 - 190,000 employees
- key benefits:
 - high distribution capacity
 - strong mutual protection scheme
 - access to liquidity pool of the co-operative banks (665 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

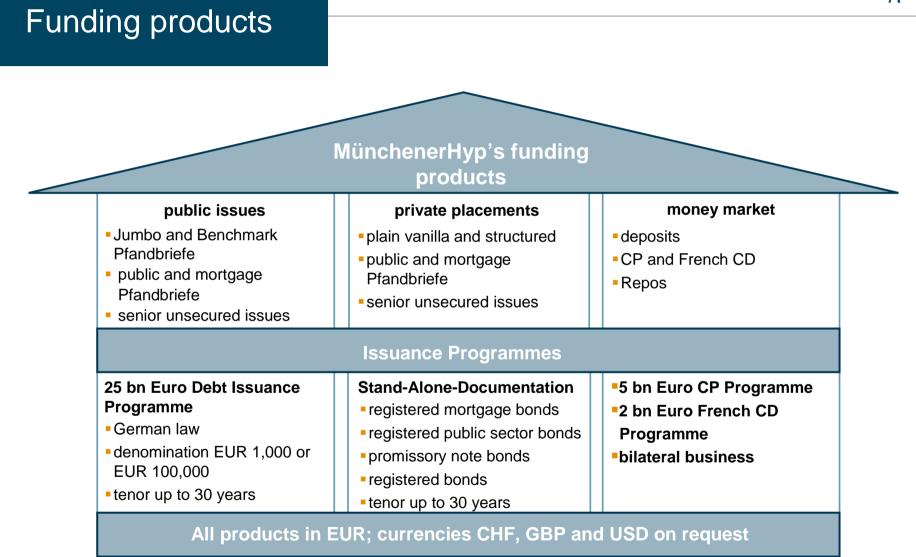
history:

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

rating FinanzGruppe:

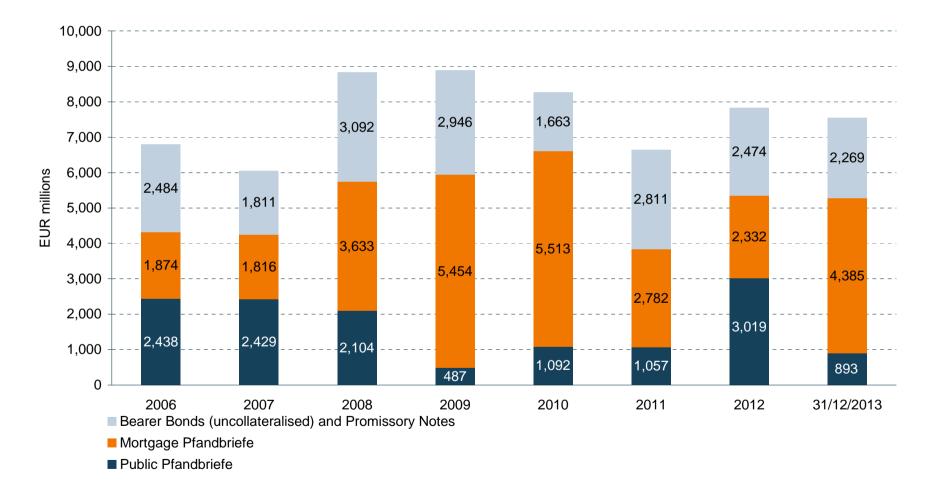
- Fitch: A+
- Standard & Poor's: AA-





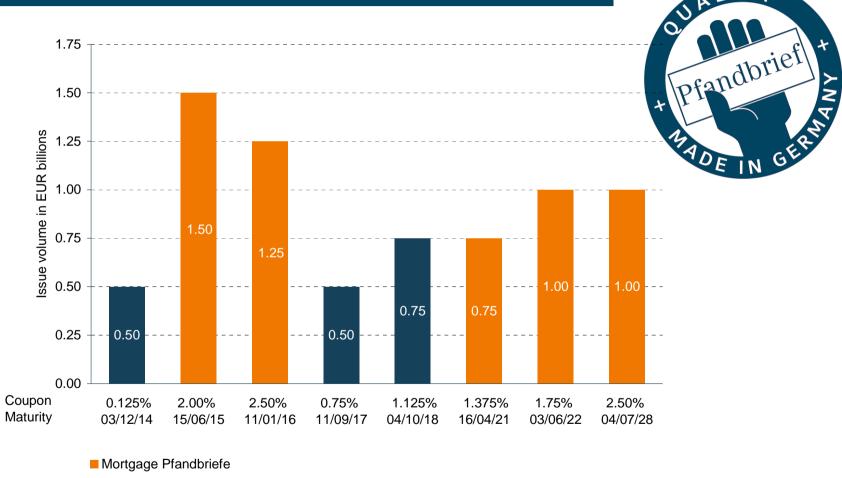


Gross Issuance Volume



Date of information: 31/12/2013





Public Pfandbriefe

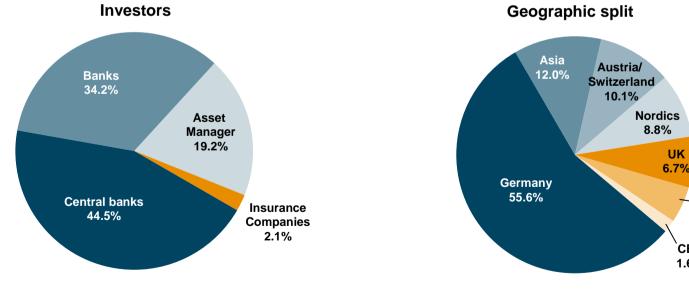
Total volume of EUR Benchmark-Pfandbriefe outstanding: EUR 7.25 bn

Date of information: 31/12/2013



Issue 10/2013: EUR 0.625 bn, 5 years, Public Sector Pfandbrief, MS - 5bp

- ISIN DE000MHB11J1, 04/10/2013 04/10/2018
- Orderbook EUR 0.8 bn
- 53 orders from 13 countries



EUR 125 mn tap at MS – 9bp value 14/11/2013

France/

Benelux

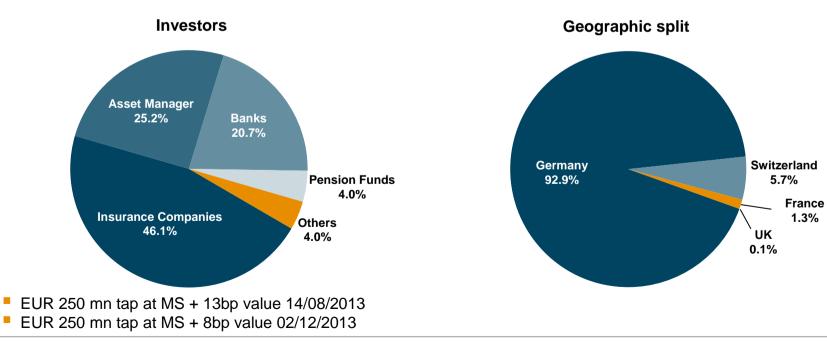
5.2%

CEE 1.6%



Issue 06/2013: EUR 0.50 bn, 15 years, Mortgage Pfandbrief, MS + 17bp

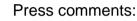
- ISIN DE000MHB10J3, 04/07/2013 04/07/2028
- Orderbook EUR 0.6 bn
- 41 orders from 4 countries



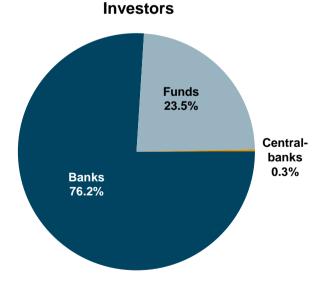


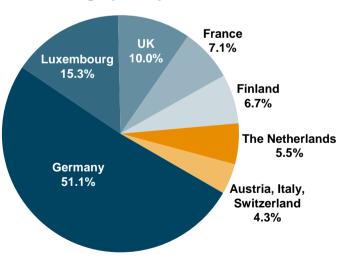
Issue 04/2013: EUR 0.75 bn, 8 years, Mortgage Pfandbrief, MS + 3bp

- ISIN DE000MHB09J5, 17/04/2013 16/04/2021
- Orderbook EUR 0.9 bn
- 66 orders spread over 9 countries



The Covered Bond Report: "... the issuer was showing important market leadership..."





Geographic split

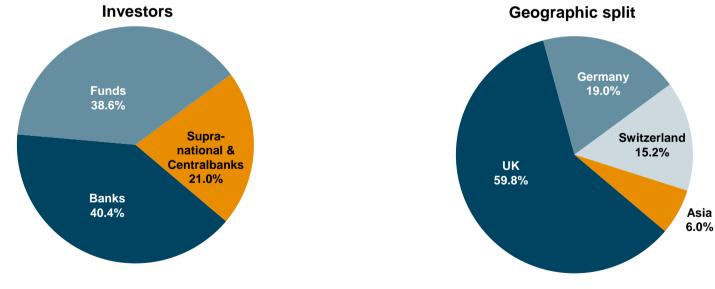


Issue 04/2013: GBP 0.2 bn, 3 years, Mortgage Pfandbrief, 3mGBPLibor + 20bp

ISIN DE000MHB2143, 25/04/2013 – 25/04/2016

Press comments:

The Cover: "MuHyp joins foreign flow in sterling"



GBP 100 mn tap value 08/05/2013



Finland

10.0%

CEE

7.0%

Japan

2.0%

Austria

2.0%

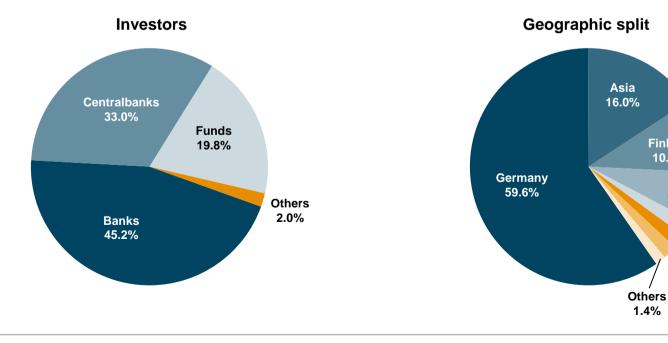
Denmark

2.0%

MünchenerHyp's Benchmark-Pfandbrief

Issue 11/2012: EUR 0.5 bn, 2 years, Public Sector Pfandbrief, MS - 20bp

- ISIN DE000MHB08J7, 03/12/2012 03/12/2014
- Orderbook EUR 0.575 bn
- Allocation into 11 countries



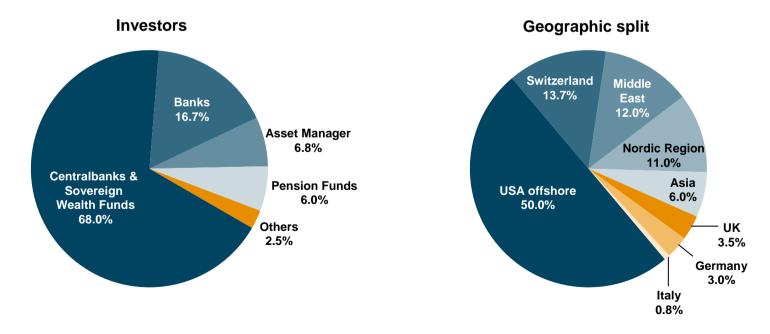


Issue 07/2012: USD 0.5 bn, 3 years, Mortgage Pfandbrief, 3mUSDLibor + 63bp

ISIN DE000MHB2093, 13/07/2012 – 13/07/2015

Press comments:

The Covered Bond Report: "Münchener Hyp is relishing the demand it received for a debut US dollar deal"





Mortgage Pfandbriefe

	Commercial mortg	age loans	Residential mortga	age loans	Total mortgage	Ioans
	EUR millions	% total	EUR millions	% total	EUR millions	% tota
omestic						
Baden-Württemberg	199.2	6.00%	1,292.7	9.37%	1,491.9	8.72%
Bavaria	503.7	15.18%	2,717.8	19.70%	3,221.5	18.82%
Bremen	1.5	0.05%	33.8	0.24%	35.4	0.21%
Hamburg	211.4	6.37%	337.0	2.44%	548.3	3.20%
Hesse	185.2	5.58%	785.6	5.69%	970.9	5.67%
Lower Saxony	17.6	0.53%	984.8	7.14%	1,002.4	5.86%
North Rhine-Westphalia	256.1	7.72%	2,298.0	16.65%	2,554.1	14.92%
Rhineland-Palatinate	109.2	3.29%	329.8	2.39%	438.9	2.56%
Saarland	2.7	0.08%	39.8	0.29%	42.5	0.25%
Schleswig-Holstein	34.5	1.04%	1,021.0	7.40%	1,055.6	6.17%
Total West Germany	1,521.1	45.85%	9,840.4	71.31%	11,361.5	66.38%
Berlin	95.6	2.88%	616.7	4.47%	712.4	4.16%
Brandenburg	8.5	0.26%	231.9	1.68%	240.4	1.40%
Mecklenburg-Western Pomerania	3.7	0.11%	118.4	0.86%	122.1	0.719
Saxony	45.9	1.38%	393.3	2.85%	439.2	2.57%
Saxony-Anhalt	3.1	0.09%	110.2	0.80%	113.3	0.66%
Thuringia	2.1	0.06%	120.9	0.88%	123.0	0.729
Total East Germany	63.4	1.91%	974.7	7.06%	1,038.1	6.06%
Total domestic	1,680.1	50.64%	11,431.9	82.84%	13,112.0	76.60%
on-domestic (international)						
Austria	82.2	2.48%	0.0	0.00%	82.2	0.48%
Belgium	6.4	0.19%	0.0	0.00%	6.4	0.04%
France	235.0	7.08%	6.7	0.05%	241.7	1.41%
Great Britain	326.4	9.84%	0.0	0.00%	326.4	1.919
Luxembourg	4.3	0.13%	0.0	0.00%	4.3	0.029
Spain	71.1	2.14%	0.0	0.00%	71.1	0.429
Sweden	0.0	0.00%	0.0	0.00%	0.0	0.00
Switzerland	0.0	0.00%	2,290.9	16.60%	2,290.9	13.389
The Netherlands	130.8	3.94%	0.0	0.00%	130.8	0.76%
USA	781.3	23.55%	69.7	0.51%	851.0	4.979
Total non-domestic	1,637.4	49.36%	2,367.3	17.16%	4,004.8	23.40%
otal domestic and non-domestic	3,317.5	100.00%	13,799.2	100.00%	17,116.7	100.00%

according to § 28 Pfandbrief Act, date of information: 30/09/2013



Mortgage Pfandbriefe

Type of underlying property

	Mortgage Pfandbrief collateral pool				
	EUR millions	%	Number of loans	Av. EUR m	
Residential	13,799.2	80.62	133,437	0.103	
- Apartments	2,258.4	13.19			
- Single-family houses	6,269.3	36.63			
- Multi-family houses	5,226.3	30.53			
 New buildings and buildings not yet capable of producing a yield 	44.6	0.26			
- Buildings under construction	0.7	0.20			
Commercial	3,317.5	19.38	1,630	2.035	
- Office buildings	2,056.0	12.01			
- Retail buildings	992.8	5.80			
- Industrial buildings	41.3	0.24			
- Other commercially used properties	226.4	1.32			
- New buildings and buildings not yet capable of					
producing a yield	0.2	0.00			
- Buildings under construction	0.9	0.01			
Total	17,116.7	100.00	135,067	0.127	

Loan size

	Mortgage Pfandbrief collateral pool					
	EUR millions	%	Number of loans	Av. EUR m		
Up to 0.3 EUR million	10,716.9	62.61	130,750	0.08		
Over 0.3 EUR million up to 5.0 EUR million	2,659.0	15.53	4,082	0.65		
Over 5.0 EUR million	3,740.9	21.85	235	15.92		
Total	17,116.7	100.00	135,067	0.127		



Public-sector Pfandbriefe

German Federal Republic

	EUR millions	% total
German Federal Republic	42.4	0.59

German Federal State

EUR millions	%	% total
		3.49
490.0	12.11	6.78
75.0	1.85	1.04
0.0	0.00	0.00
110.2	2.72	1.52
224.7	5.55	3.11
108.9	2.69	1.51
0.0	0.00	0.00
635.0	15.69	8.78
1,197.2	29.59	16.56
51.1	1.26	0.71
451.5	11.16	6.25
4.7	0.12	0.07
67.5	1.67	0.93
0.5	0.01	0.01
377.8	9.34	5.23
4,046.5	100.00	55.98
	$\begin{array}{c} 252.3 \\ 490.0 \\ 75.0 \\ 0.0 \\ 110.2 \\ 224.7 \\ 108.9 \\ 0.0 \\ 635.0 \\ 1,197.2 \\ 51.1 \\ 451.5 \\ 4.7 \\ 67.5 \\ 0.5 \\ 377.8 \end{array}$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$



Public-sector Pfandbriefe

German Local Authorities

	EUR millions	%	% total
Baden-Württemberg	115.8	16.59	1.60
Bavaria	169.9	24.33	2.35
Berlin	0.0	0.00	0.00
Brandenburg	0.0	0.00	0.00
Bremen	5.7	0.81	0.08
Hamburg	0.0	0.00	0.00
Hesse	61.0	8.74	0.84
Mecklenburg-Western Pomerania	1.0	0.14	0.01
Lower Saxony	73.1	10.47	1.01
North Rhine-Westphalia	186.2	26.66	2.58
Rhineland-Palatinate	57.0	8.16	0.79
Saarland	11.0	1.57	0.15
Saxony	0.0	0.00	0.00
Saxony-Anhalt	0.6	0.09	0.01
Schleswig-Holstein	16.1	2.30	0.22
Thuringia	0.8	0.11	0.01
Total German municipalities	698.2	100.00	9.66

Others

	EUR millions	%	% total
Others total *)	1,148.8	100.00	15.88

*) Only claims against public-sector banks which are guaranteed by the German Federal Republic, a German Federal state or a German municipality.

according to § 28 Pfandbrief Act, date of information: 30/09/2013



Public-sector Pfandbriefe

	Sovereign				
	Sovereign	Sub-sovereign			
	EUR millions	EUR millions	total EUR m	%	% total
Austria	159.8	105.0	264.8	20.48	3.66
Belgium	175.0	50.0	225.0	17.40	3.11
Czech Republic	42.0	0.0	42.0	3.25	0.58
France	20.0	0.3	20.3	1.57	0.28
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	1.16	0.21
Ireland	22.7	0.0	22.7	1.76	0.31
Italy	46.2	0.0	46.2	3.57	0.64
Lithuania	0.0	0.0	0.0	0.00	0.00
Poland	54.9	0.0	54.9	4.25	0.76
Portugal	53.4	8.9	62.3	4.82	0.86
Slovakia	19.0	0.0	19.0	1.47	0.26
Slovenia	90.0	0.0	90.0	6.96	1.25
Spain	0.0	75.0	75.0	5.80	1.04
Sweden	0.0	0.0	0.0	0.00	0.00
Switzerland	0.0	199.5	199.5	15.43	2.76
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	698.0	438.7	1,136.7	87.91	15.72
European institutions	0.0	156.4	156.4	12.09	2.16
Total international	698.0	595.1	1,293.0	100.00	17.89



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Notes