

# Green Bond Investor Presentation

# December 2022

	Green Bond Senior Preferred Benchmarks					
ISIN	DE000A3H2ZX9	DE000A3T0X22	DE000A3T0X97	DE000A30WFV1	DE000A30WF43	
Issue Rating	BBB+ (S&P)					
Second Party Opinion	Cicero					
Coupon	0.10%	0.25%	0.25%	4.375%	7.625%	
Value Date	Date 01.02.2021 27.10.202	27.10.2021	0.2021 19.01.2022	29.08.2022	08.12.2022	
Maturity	02.02.2026	27.10.2025	17.01.2025	28.08.2026	08.12.2025	
Issue Size	€ 500 mn	€ 500 mn + € 200 mn tap	€ 750 mn	€ 500 mn	GBP 350 mn	
Index Memberships	Bloomberg MSCI Global Green Bond Index iBoxx Global Green, Social & Sustainable Bonds Index					



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## **Business Model & Strategy**

# Leading commercial real estate lender in Europe, complemented by US business



#### **USP**

- Specialised on-balance sheet lender with extensive placement capabilities
- Strong franchise with long-standing client relationships and local presence with 10 branches/ rep offices in Europe and the US
- Conservative lending standards and focus on risk management
- Pfandbrief is main funding instrument
- Sustainable finance defined as one key element of pbb's ESG strategy
- Launching of open-ended real estate funds (first product launch envisaged in H1/2023)

## **FUNDING**

- Stable, well diversified funding base
  - Pfandbriefe
  - Senior unsecured bonds (incl. Green Bonds)
  - Retail deposits (online)
- Strong capital markets presence (benchmarks/private placements)



## **LENDING**

- Pfandbrief-eligible senior loans
- Structuring expertise for complex/large transactions
  - ~150-200 deals per year
  - average deal size € ~50 mn
- Green Loans pbb as sustainable finance bank and transformation partner



## **Value Proposition for Debt Investors**

- High portfolio quality and risk standards
- Strong capital base
- Strong operating performance
- Considerable MREL buffer
- Strategic initiatives to push growth

## **Key figures**<sup>1</sup> (IFRS, 30/09/2022)

Total assets	€ 55.9 bn
Equity	€ 3.7 bn
RWA	€ 17.3 bn
CET1 ratio	16.3%
Leverage ratio	5.6%
RoE before taxes	6.4%
FTE	776
·	·

<sup>1</sup> Excl. interim result

### Strategic portfolio

Financing volume in € bn



- Public Investment Finance (i.e. asset based public sector lending)
- Real Estate Finance (i.e. commercial real estate lending)

## **ESG** within pbb – Set-up & Strategy

pbb's ESG set-up and strategy provide for holistic approach (1/3)



#### General

**ESG** 

**Program** 

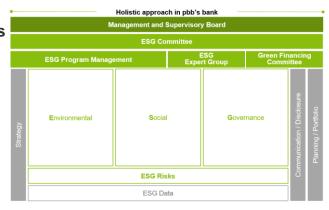
ESG Governance



- Law-abiding conduct, responsible corporate governance and adherence to ethical principles considered essential prerequisites
- General governance framework defined by code of conduct and human rights policy, providing nonnegotiable standards to comply with, complemented by code of conduct for suppliers
- Governance structure with high standard monitoring and control mechanisms – "Three Lines of Defence" (3 LoD) system implemented for ESG risk steering



- Comprehensive ESG Program in place with sound governance structure, covering all ESG dimensions
  - Clearly assigned Board responsibility
    - Management Board and Supervisory Board involvement
    - ESG performance targets part of variable compensation
  - Central program management accompanied by relevant committees
  - Operationally, all ESG dimensions covered with clear responsibilities assigned



## ESG within pbb – Set-up & Strategy

## pbb's ESG set-up and strategy provide for holistic approach (2/3)



ESG Strategy (1/2) Selfconception  Sustainability defined as self-conception, that own actions provide an essential contribution to securing long-term future and to consider the consequences for all stakeholders and the environment

**Materiality** 

SDGs and

**UN Global** 

Compact

**Paris** 

**Climate** 

Goals

- Material topics and aspects identified through materiality analysis, including stakeholder feedback
- Sustainability strategy also aligned to UN Sustainable
   Development Goals (SDGs), commitment to further relevant initiatives envisaged
- pbb joined UN Global Compact (UNGC) in 2022 and commits itself to the ten principles of the UNGC, which are derived from the 17 SDGs
- Clear strategic commitment on active contribution towards the goals of the Paris Agreement and transition to low-carbon economy

Topics Aspects

Clear orientation
Compliance
Comparison
Compariso





**ESG** Risk

- ESG risks structurally integrated in Risk Management landscape and overall Business Strategy – current focus on climate risks
- Climate-related risks include both, physical and transitional risks from the transformation towards a low carbon economy



## ESG within pbb – Set-up & Strategy

## pbb's ESG set-up and strategy provide for holistic approach (3/3)



## ESG Strategy (2/2)

# Sustainable Finance

- Given pbb's business model, inter alia strong focus on Sustainable Finance and contribution to a more climateefficient real estate sector – pbb aims to be a transformation partner for its clients
  - Systematic collection of sustainability criteria of financed properties integral part of pbb's credit process
  - Green Bond: Since 2021, four Green Senior Preferred Bonds issued in benchmark format - thus, pbb is one of the most active issuers in Green Senior funding with a total outstanding Green Bond volume of € 2.86 bn; first impact reporting published in January 2022
  - Green Loan: Since its introduction in Q4 2021, pbb granted green loans in a total volume of more than € 1.3 bn
  - "Green" asset share of 30% in pbb's REF portfolio envisaged until 2024/25



## **Disclosure**

Nonfinancial Reporting

- Non-financial Report (NFR) published since 2017 according to Non-Financial Reporting Directive (NFRD) / CSR Directive Implementation Act (CSR-RUG)
- Reporting obligations according to Corporate Sustainability Reporting Directive (CSRD) in preparation – to be applied for the first time to non-financial report on financial year 2023
- Transparency significantly improved in recent years, incl. reporting on CO<sub>2</sub> footprint acc. to scope 1-3 – further expansion of reporting scope envisaged



## **ESG Governance**

# ESG Program provides for holistic approach with clear responsibilities assigned – significant progress positively acknowledged by ECB



Holistic approach in pbb's bank management

#### **Management and Supervisory Board**

#### **ESG Committee**

- Setting the ESG strategy as well as objectives and measures to achieve it
- Approval of materiality analysis and the definition of non-financial performance indicators
- Tracking project progress

#### **ESG Program Management**

- Overall coordination of the program and PMO across all work areas
- Steering and tracking of the program
- Internal and regulatory reporting
- Internal point of contact

#### ESG Expert Group

- Tracking and discussion of program progress
- Platform for discussion of cross-divisional tasks
- Platform for knowledge exchange and to discuss ESG-relevant questions

## Green Financing Committee

- Initiation, implementation and monitoring of initiatives related to green financing
- Consulting on topics with a special focus on green bonds and green loans

#### **Environmental**

- Monitoring and execution of tasks related to E-matters, focusing on topics related to green financing (e.g. green loans, green assets, green bonds) and pbb's environmental footprint
- Provision of E-expertise with specific knowledge about pbb as financier, capital markets participant and bank

#### Social

 Monitoring and execution of tasks related to "S-matters (e.g. remuneration/ benefits, diversity/ compatibility, safety, health, human rights, social/ cultural commitment, employer attractiveness/ securing young talent, training

#### Governance

- Monitoring and execution of tasks related to regulatory legal and governance requirements in the ESG context
- Execution of tasks related to customer relations, business partners, reputation management, ethical principles
- Dealing with rules of procedure and organizational structures

#### **ESG** Risks

- Monitoring and execution of tasks related to necessary adjustments and developments with respect to ESG risks (e.g. in consideration regulatory requirements and guidelines)
- Integrated consideration of necessary data models for ESG risks
- In line with ECB's expectations, current focus on climate risks

## Communication / Disclosure

- Monitoring and execution of tasks related to ESG financial and non-financial disclosures
- Responsible for the group-wide ESG communication in line with regulatory and market requirements

#### Strategy

- Development of ESG strategy
- Alignment with risk strategy

#### Planning/ Portfolio

 Long-term strategic planning for the management of ESG risks according to business/risk strategy

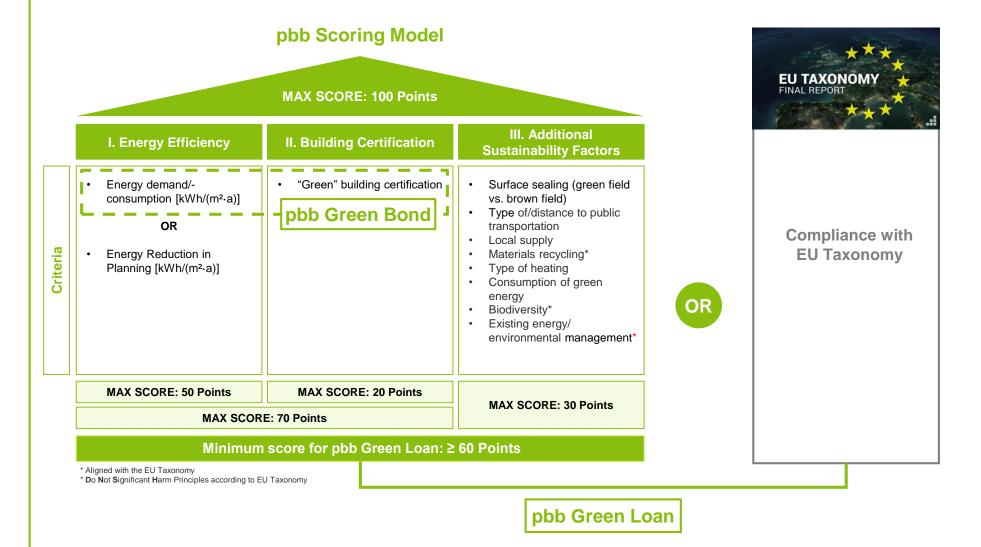
#### **ESG-Data**

- Interface to all projects and working groups for the inclusion of required ESG related data
- Establishment of a central data model
- Central control of data procurement

## **Sustainable Finance**

pbb's Green Bond and Green Loan and Frameworks aligned with current regulation and market standards





## Initiatives – "Green" finance

# pbb is part of the solution in climate transition with products and processes, and a dedicated internal sustainability program



### **Achievements**

# Comprehensive ESG program implemented – providing for holistic approach in pbb's bank management

- Sound governance structure with Management Board and Supervisory Board oversight
- Operationally, all ESG dimensions covered with clear responsibilities assigned

# Sustainable finance defined as one key element of pbb's ESG strategy

 Systematic pbb approach to classify new sustainable REF investments integrated in pbb's credit process

#### > € 1.3 bn

Green loans granted (since October 2021)

€ 2.86 bn

Green bonds issued (since January 2021)

Green bonds used as attractive funding source based on pbb's

sustainable assets

Green loans granted based on

pbb's new business classification

ESG risks structurally integrated in risk management landscape and overall business strategy – current focus on climate risk (physical / transitional risks)

**ESG data** collection and transparency significantly increased

Scope of CO<sub>2</sub> footprint continuously improved

## **Strategic levers**

Financial industry plays a **special role** in the **climate transition** due to being able to **support funding** into climate-friendly projects

Sustainability provides **profitable growth opportunities** due to

- more sustainable property values and
- strong property/financing demand

Sustainability for pbb is the commitment to make a positive contribution by securing the long-term future and considering the consequences for all stakeholders of the company as well as for the environment

## **Key measures**

Grow pbb's impact as sustainable finance bank and as transformation partner based on lending products and advisory services

Several **transformation levers** identified to increase green portfolio share from new projects as well as upgrade of legacy real estate

- increase green loans
- increase green development loans
- increase green capex facilities for transitions of existing non-green assets into green assets

Integration of further relevant strategic objectives and definition of sustainability-related **quantitative targets** 

Further expansion of pbb's CO<sub>2</sub> footprint reporting

~30%

"Green" REF portfolio share 2024/25

## **Green Bond – Green Bond Framework**

# Green Bond Framework developed in line with market standard – documentation based on ICMA Green Bond Principles (1/2)



#### Aligned with the 2018 Green Bond Principles and its four components

## 1) Use of proceeds

#### **Green Building Certification**

Eligible Green Real Estate Assets have to be certified against:

- BREEAM: ≥ "Very Good"
- LEED: ≥ "Gold"
- DGNB: ≥ "Gold"
- HQE: ≥ "Very High"

### **Energy Efficiency Performance**

Eligible Green Real Estate Assets have to demonstrate a Final Energy Consumption:

- Office, Hotel and Retail: < 160 kWh/m² p.a.
- Residential: < 100 kWh/m² p.a.</li>
- Logistics: < 65 kWh/m² p.a.

#### **Exclusion criteria**

- Building use: production of weapons, pesticides, nuclear energy, fossil fuels or pornography and sex work.
- Concentration of tenants with an unacceptable environmental impact.
- Substantial other negative impact on the environment (e.g. polluted areas, green field construction in protected areas).

# 2) Process for Project Evaluation and Selection

- Green Bond Committee to manage the process for project evaluation and selection.
- Committee composed by representatives from the following business areas:
  - Communications
  - Property Analysis & Valuation
  - Portfolio Analysis
  - Treasury
- Committee responsible of:
  - Monitor the potential Eligible Green Loans against pbb's standard credit process and the eligibility criteria
  - Allocate and Monitor the portfolio of Eligible Green Loans against the Green Bond funding
  - Coordinate reporting

## **Green Bond – Green Bond Framework**

# Green Bond Framework developed in line with market standard – documentation based on ICMA Green Bond Principles (2/2)



# 3) Management of Proceeds

- Management of the net proceeds on a portfolio basis.
- Eligible Green Loans already exists on pbb's balance sheet at issuance of a Green Bond (not booked in a separate portfolio, but earmarked in the IT systems).
- Treasury business area will monitor that an amount at least equivalent to the net proceeds will be used to finance or refinance the portfolio of Eligible Green Loans and that the amount of such Eligible Green Loans within the portfolio is higher than the net proceeds of the outstanding Green Bonds issued.
- If outstanding Green Bonds exceed the Eligible Green Loans (e.g. due to unexpected prepayments), pbb shall invest in Green Bonds fulfilling the ICMA Green Bond Principles if feasible.

## 4) Reporting

- Reporting started one year after the first issuance and will be updated annually thereafter.
- Publicly available on pbb's website.

#### **Allocation reporting**

- The total amount of outstanding Green Bonds issued.
- The total amount of Eligible Green Loans.
- Examples of assets financed or refinanced through the proceeds of the Green Bond.

#### Impact reporting

Examples of output indicators:

- Green Portfolio breakdown by year of construction / refurbishment (in %)
- Green Portfolio breakdown by EPC kWh / m² p.a.

Examples of impact indicators:

- Estimated ex-ante annual energy savings (in kWh / m² p.a.)
- Estimated annual reduced / avoided Green House Gas emissions (in tons of CO<sub>2</sub> equivalent)

## **Green Bond – Second Party Opinion**

# Second Party Opinion & External Review by Cicero Shades of Green (CICERO Light Green)





°CICERO Shades of Green

- CICERO Shades of Green provided the <u>Second Party</u>
   <u>Opinion</u> on pbb's Green Bond Framework and related policies.
- CICERO Shades of Green also provides an annual independent review of pbb's Green Bond Reporting. The <u>first review</u> was published in January 2022.
- Both documents are available on pbb's website.



#### Deutsche Pfandbriefbank AG Green Bond Second Opinion

April 28, 2020

Deutsche Pfandbriefbank AG ("pbb") is a bank specialized in real estate and public investment finance, pbb has its headquarter in Garching, Germany and has additional offices in the United Kingdom, France, Sweden, Spain and the United States. The issuer is one of the largest issuers in the Pfandbriefe market with an outstanding volume of approx. EUR 30 billion. Around 50% of pbb's assets are located in Germany.

pbb's green bond framework lists only green buildings as an eligible project category in accordance to the Green Bond Principles, pbb informed us that approximately 80-85% of proceeds are expected to be allocated to refinancing of existing buildings and 15-20% will be used for financing of new loans for existing buildings mainly in Poland, Germany, France, UK, Netherlands and Austria that either meet a minimum certification of LEED Gold (or equivalent) or absolute minimum energy consumption thresholds defined by pbb's framework that applies to all jurisdictions of pbb's business activities, pbb excludes financing of outdated/inefficient heating systems, which excludes, e.g., oil based heating, but could include other fossil full cheating such as natural gas based heating, but could include other fossil full cheating such as natural gas based heating, but

The issuer is in the process of rolling out a green loan system and to raise environmentally relevant data for all of its buildings. The issuer informed us that this framework provides a test case for the bank and that the framework is expected to be improved and tightened regarding its eligibility criteria over time. pbb will obtain an external review for its impact reporting.

pbb's framework does not exclude fossil fuel-based heating and could allow for financing or refinancing that reach minimum certification levels, but do not align with specific energy efficiency thresholds. In addition, pbb does not yet systematically assess climate related risks and has not yet implemented TCFD recommendations. It is the responsibility of the issuer and specifically pbb's green bond committee to ensure that green buildings exceed local regulations and ensure low-carbon impact and climate resilience of the buildings.

Based on the overall assessment of the project types that will be financed by the green bonds, governance and transparency considerations, pbb's green bond framework receives a CICERO Light Green shading and a governance score of Good. The framework would benefit from excluding fossil fuel based heat sources and adding additional requirements for eligible new loans such as low carbon transport access, higher certification levels, climate resilience as well as construction material considerations and construction emissions.

SHADES OF GREEN

Based on our review, we rate the pbb's green bond framework CICERO Light Green.

Included in the overall shading is an assessment of the governance structure of the green bond framework. CICERO Shades of Green finds the governance procedures in pbb's framework to be Good.



### GREEN BOND PRINCIPLES

Based on this review, this Framework is found in alignment with the principles.



Light Green

"Second Oninion" on phil's Green Bond Framework



#### Deutsche Pfandbriefbank AG (pbb) External Review of 2021 Green Bond Reporting

January 27, 202

CICERO Green has reviewed Deutsche Pfandbriefbank AG's (pbb) 2021 Green Bond Report. We review project allocation against framework criteria and impact metrics for relevance and transparency.

CICERO Green finds no discrepancies in our review of the reporting against pbb's Green Bond Framework. We particularly welcome that all projects that have environmental certifications also satisfy the Green Bond Framework's energy performance criteria, pbb reports avoided emissions, which is a relevant impact indicator for green buildings and pbb has shown commitment to transparency by detailing its methodology and pro-rating impacts per EUR 1 million of green bond proceeds.

#### Project allocation

pbb reports on its green bond portfolio as at November 2021.

We assigned an overall shading of Light Green to pbb's Green Bond Framework in our Second Opinion dated April 28, 2020. 'Green buildings was the only project category included in pbb's Green Bond Framework – specifically, proceeds would finance or re-finance loans extended in respect of green buildings (green loans). This project category also received a Light Green shading, and all proceeds have been allocated to this category (see Figure 1). For a more detailed review of pbb's allocation, see Table 1.

pbb's Green Bond Report satisfies the commitments in respect of allocation reporting contained in its Green Bond Framework. The Green Bond Report sets out the following, for example:

- · that the outstanding value of green bonds at 30 November 2021 was EUR 1 billion
- furthermore, that as of 30 November 2021, pbb's green bond portfolio consisted of approximately EUR
   1.3 billion of eligible green loans, exceeding the amount of the bonds
- · list of properties in the portfolio
- information on the construction year and energy use (in kWh/m² p.a) of the properties in the portfolio

The largest loan pbb includes in its list of properties is for a residential portfolio, for which pbb provides the range of construction years and final energy consumption, as well as the different heating systems in place, pbb informed us these properties were not listed individually because they consist of large number of comparatively low value loans, though it confirmed that each individual building satisfied the Green Bond Framework criteria, pbb's approach to these residential properties provides less transparency than for the rest of the portfolio, for example investors cannot calculate the share of residential buildings with a certain heating type.

pbb states that buildings were only selected based on energy use and not on environmental certifications. This is in accordance with pbb's statement during the SPO process that it would likely screen out buildings with environmental certifications but high energy consumption, and we welcome that pbb has implemented the Green Bond Framework in this way. Nonetheless, pbb may in the future consider including a breakdown of environmental certifications as this may add value for investors.

1 https://pub.cicero.oslo.no/cicero-xmlui/bitstream/handle/11250/2720290/Cicero\_Second\_Opinion\_for\_pbb.pdf

External Review of 2021 Green Bond Report

## Allocation Report: Green Bond – Reference Portfolio

## Preliminary Impact Reporting based on current portfolio



### **Carbon Impact Figures**

Main building type	Carbon Emissions of heating & electricity (kgCO <sub>2</sub> /m²/year)	Energy Demand Baseline (kWh/m²/year)	Emission Factor (kgCO <sub>2</sub> /kWh)	Carbon Emission Benchmark (kgCO <sub>2</sub> /m²/year)	Carbon Savings (kgCO <sub>2</sub> /m²/year)	Total Carbon Savings (tCO <sub>2</sub> /year)	Financed Carbon Savings (tCO <sub>2</sub> /year)
Building 1	EPC	Local average	Local energy mix	EDB x EF	CEB - CE	CS x Area	TCS x pbb financing share
Total						XXX	XXX

pbb Green Bond Carbon Impact: 44,840 tCO<sub>2</sub>/year

### Carbon impact assessment methodology

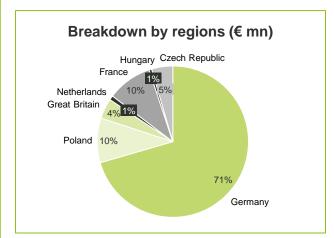
- pbb estimates the carbon impact of its Green Bond Assets portfolio on a line by line basis
- pbb collects the carbon emission intensity for each building from its Energy Performance Certificates (EPCs)
- If carbon emissions are not included in the EPC, energy demand figures are translated to carbon emissions via applicable emission factors for heating (sources: GEG 9 – German building energy law) and electricity (source: European Environment Agency)
- The benchmark is the average energy demand by type of use in specific locations from PCAF (Partnership for Carbon Accounting Financials). (<a href="https://carbonaccountingfinancials.com/about">https://carbonaccountingfinancials.com/about</a>). In last quarter's report we used ENTRANZE values as benchmark. In order to tighten the benchmark, we decided to use PCAF which provides more recent values.

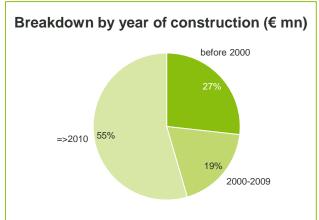
As of	Outstanding nominal amount in the potential Green Portfolio (€ mn)	No. of Green Buildings	Total floor area (m²)	Carbon savings - pbb financing share (tCO <sub>2</sub> /year)	Carbon savings - pbb financing share (tCO₂/€ 1mn)
12/2022	~3,724	168	~2.8 mn	~45,000	~12

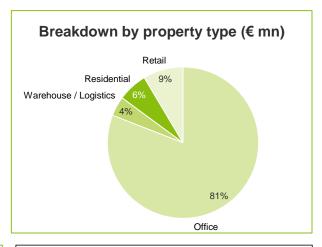
## Allocation Report: Green Bond – Reference Portfolio

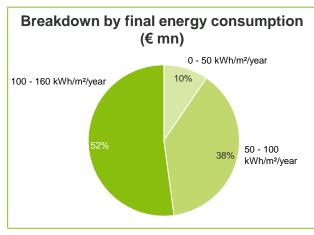
Reference Portfolio: approx. € 3.7 bn as of 12/2022

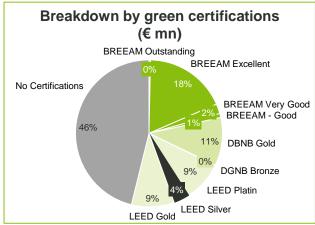












- Portfolio consisting of ~ € 3.72 bn.
- Portfolio will change over time
- Process for **recording the criteria** of the overall portfolio established:
  - Recording of all properties of the new business
  - Recording of the already existing portfolio as part of the regular monitoring process

## **Green Bond – Reference Portfolio**

# Examples of Green Assets: Project "Optineo", Werksviertel, Munich





**Building** 

Two components: high rise & low rise

High rise: 18 and 5 storeys partly

· 24,000 m<sup>2</sup> gross floor area, 299 parking units

· Gastronomy on the ground floor

Green

· A groundwater geothermal plant

· Photovoltaic systems produce electricity

· Operation of heat pumps

· Electromobility infrastructure in the neigbourhood

**Standards** 

- LEED Gold (pre-check)
- KfW-55 standard
- Green Scoring 82



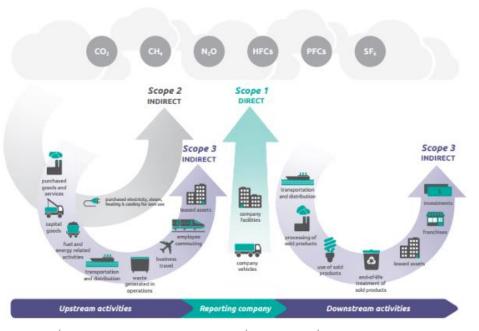
## **CO<sub>2</sub> Footprint**

## Expansion of pbb's CO<sub>2</sub> footprint reporting in progress



Scopes of emission

(GHG Protocol)



## pbb reporting

(Non-financial Report 2021)

Scope		in t CO <sub>2</sub> <sup>1</sup>	CO <sub>2</sub> Compensation
Scope 1	Company cars <sup>2</sup>	383	Climate-neutral via certificates
Scope 2	Indirect emissions from purchased electricity	0	Renewable energy sources
Scope 3	Office consumer goods <sup>3</sup>	6	
	Business travel	63	Climate-neutral via certificates
	Events (Annual Press Briefing, Analyst Conferences, virtual AGM)	9	Climate-neutral via certificates
		461	

- 1 Only German locations
- 2 Calculation based on the contractually agreed upon annual mileage
- 3 Only paper; calculation in accordance with https://www.papiernetz.de/informationen/nachhaltigkeitsrechner/

#### Scope 1

The emissions from owned or operated assets (e.g., emissions from a company's fleet of vehicles)

#### Scope 2

The emissions from purchased energy

#### Scope 3

The emissions from everything else (suppliers, distributors, product use, etc.)

- Reporting of CO<sub>2</sub> footprint constantly improved in recent years
- Expansion of reporting scope envisaged

## **ESG** Ratings

# Continuous ESG build-out visible and acknowledged by regulator and ESG rating agencies



#### **ESG**

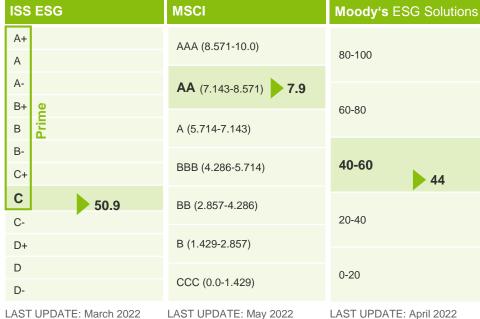
- ESG programme in plan continued focus on strategy 2.0, "green" lending/funding, ESG risk management, ESG data management and ESG disclosure requirements
- Good progress in Sustainable Finance activities
  - Green loan volume now more than € 1.3 bn
  - Green bond volume now at nearly € 2.86 bn pbb one of most active issuers in Green senior funding
- Significant ESG progress positively acknowledged by regulator/ECB and ESG risk governance confirmed
- ECB stress test for physical climate risks successfully passed with almost no additional provisioning requirement
- Progress also positively acknowledged by ESG rating agencies with above sector average ratings – upgrade from MSCI from A to AA

#### **Sustainable Finance**

€ bn (outstanding)



### **ESG Ratings**



- "Prime" Rating since initiation in 2012
- ISS ESG confirms "Very High" transparency level
- Second-best rating on MSCI rating scale
- Latest upgrade from "A" to "AA" in 03/22 mainly reflects strongly increased "E" score
- Solid rating with score of 44 (scale of 100)
- "Limited" Performance Level since 2019

No involvement in controversial activities identified by agencies depicted