



DEUTSCHE
PFANDBRIEFBANK

Green Bond Investor Presentation

October 2021



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Agenda

1. Business Model & Strategy

2. ESG within pbb

- 2.1. ESG governance and strategy
- 2.2. ESG Program
- 2.3. Sustainable Finance

3. Green Bond

- 3.1. Green Bond Framework
- 3.2. Second Party Opinion
- 3.3. Reference Portfolio

4. CO₂ Footprint

5. ESG Ratings

Business Model & Strategy

Leading commercial real estate lender in Europe, complemented by the US

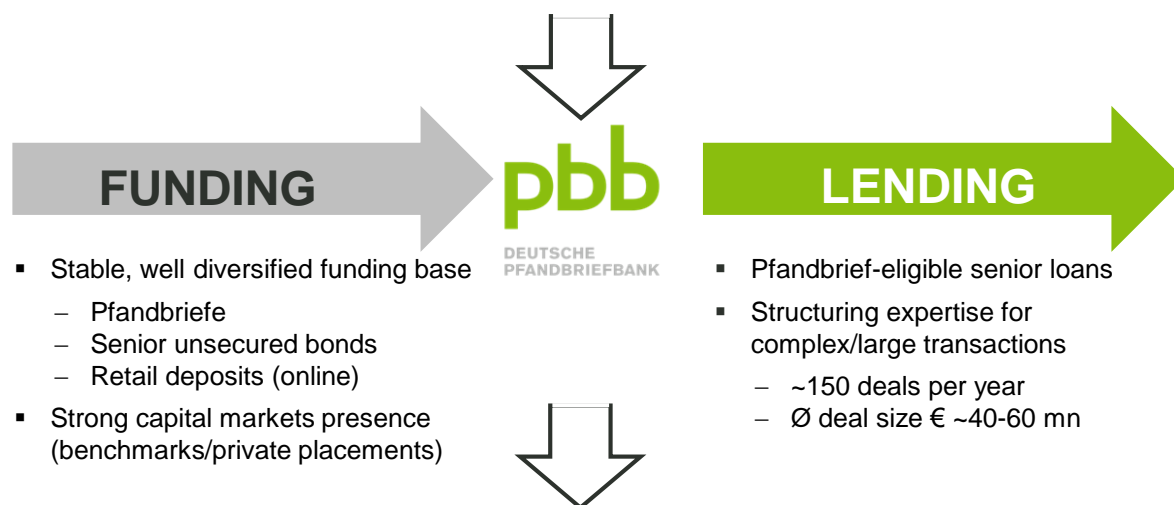
USPs

- 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

Key figures

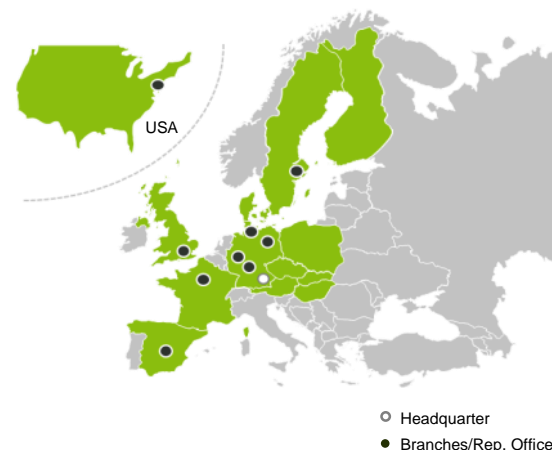
(IFRS, 30/06/2021)

Total assets	€ 59.0 bn
Total equity	€ 3.3 bn
RWA	€ 18.0 bn
CET1 ratio ¹	15.4%
Leverage ratio ¹	5.9%
RoE before taxes	7.1%
FTE	779



Value Proposition for Debt Investors

- Considerable MREL buffer
- Strong capital base
- High quality cover pools
- High portfolio quality and risk standards
- Strong operating performance



¹ Excl. interim result, 2020 result not included

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ESG within pbb – ESG governance and strategy

pbb's ESG governance and strategy provide for holistic approach with clearly assigned Board responsibility (1/3)

ESG Governance

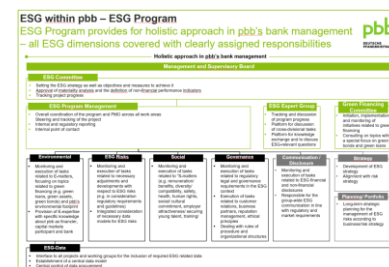
General

- Overall **governance framework** with **high standards applied**
 - 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 non-negotiable standards to comply with, complemented by **code of conduct for suppliers**
 - **Governance structure** with high standard **monitoring and control mechanisms**



ESG Program

- **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 – ESG governance and strategy

pbb's ESG set-up and strategy provide for holistic approach with clearly assigned Board responsibility (2/3)



ESG within pbb – ESG governance and strategy

pbb's ESG set-up and strategy provide for holistic approach with clearly assigned Board responsibility (3/3)

Disclosure

Non- financial Reporting

- **Non-financial report** published since 2017 according to Non-Financial Reporting Directive (NFRD) / CSR Directive Implementation Act (CSR-RUG)
- Reporting obligations according to **EU Taxonomy Article 8 Delegated Act** (incl. Green Asset Ratio – GAR) as well as **Corporate Sustainability Reporting Directive (CSRD)** in preparation
- Transparency **significantly increased** in recent years – **further expansion of reporting scope** envisaged



ESG within pbb – ESG Program

ESG Program provides for holistic approach in pbb's bank management
– all ESG dimensions covered with clearly assigned responsibilities

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

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

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

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

ESG within pbb – Sustainable Finance

Systematic collection of sustainability criteria of financed properties
integral part of pbb's credit process

Criteria

Energy demand/-consumption [kWh/(m²·a)]

“Green” building certification

Exclusion criteria for controversial customers and building use according to existing business strategy



Energy Reduction in Planning [kWh/(m²·a)] *

Surface sealing (green field vs. brown field)

Type of/distance to public transportation

Local supply

Materials recycling**

Type of heating

Consumption of green energy

Biodiversity**

Existing energy/ environmental management**

Green Bond

Green Loan

- **Green Bond Framework** developed in line with market standard
- Documentation based on **ICMA Green Bond Principles**
- **Second Party Opinion** by Cicero Shades of Green (Light Green)
- Implementation completed in first half of 2020 and **first Green Bond issued in Q1 2021**

- No established standard for green loans on the market yet – therefore, **Green Loan Framework** aligned with current regulatory (EU Taxonomy) and market developments
- Documentation based on **LMA Green Loan Principles**
- pbb Green Loan product offered **since mid-October 2021**

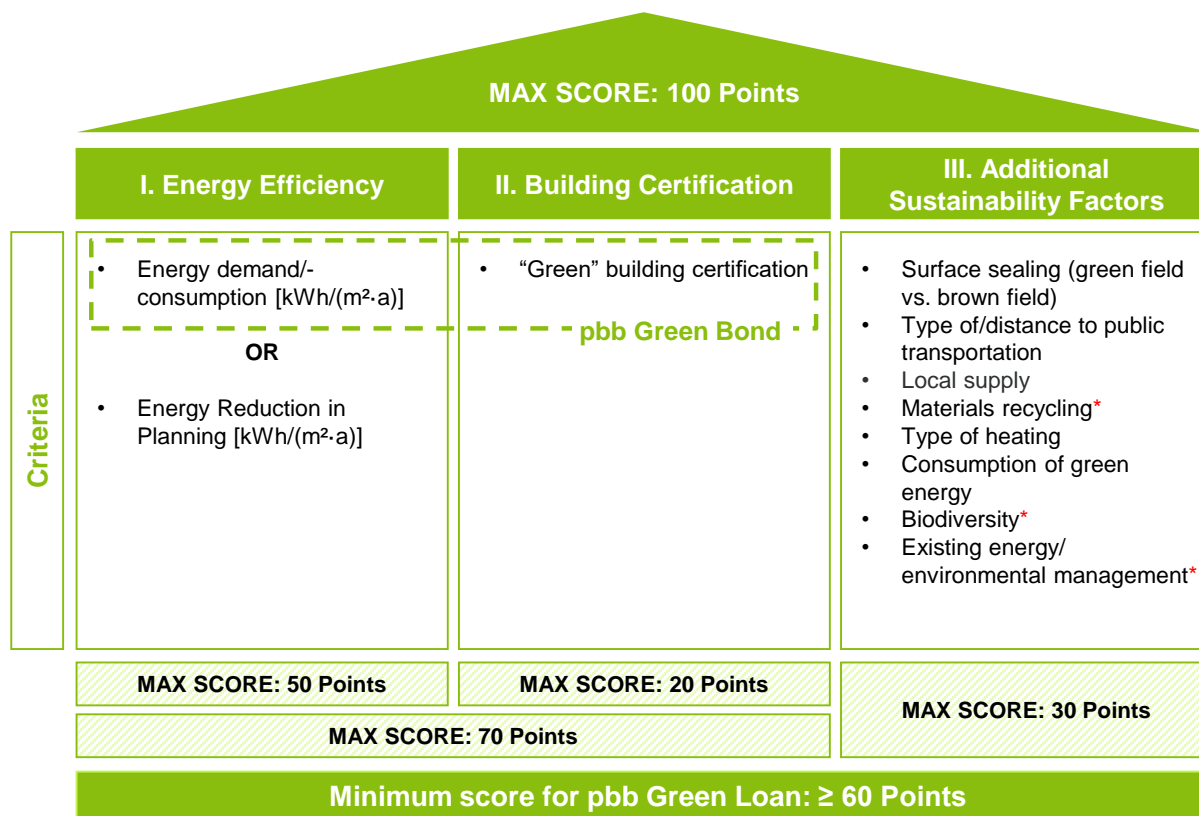
* Aligned with the EU Taxonomy

** Do Not Significant Harm Principles according to EU Taxonomy

ESG within pbb – Green Loan

pbb Green Loan Framework aligned with current regulatory and market developments – specific metrics defined for each criteria

pbb Scoring Model



EU Taxonomy



OR

pbb Green Loan

* Aligned with the EU Taxonomy
* Do Not Significant Harm Principles according to EU Taxonomy

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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: <ul style="list-style-type: none"> ▪ 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: <ul style="list-style-type: none"> ▪ Office, Hotel and Retail: < 160 kWh/m² p.a. ▪ Residential: < 100 kWh/m² p.a. ▪ Logistics: < 65 kWh/m² p.a. 	Exclusion criteria <ul style="list-style-type: none"> ▪ 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	<ul style="list-style-type: none"> ▪ Green Bond Committee to manage the process for project evaluation and selection. ▪ Committee composed by representatives from the following business areas: <ul style="list-style-type: none"> – Communications – Property Analysis & Valuation – Portfolio Analysis – Treasury ▪ Committee responsible of: <ul style="list-style-type: none"> – 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	<ul style="list-style-type: none"> ▪ 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	<ul style="list-style-type: none"> ▪ Reporting starting approximately one year after the first issuance and annually thereafter. ▪ Publicly available on pbb's website. 	Allocation reporting <ul style="list-style-type: none"> ▪ 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 <p>Examples of output indicators:</p> <ul style="list-style-type: none"> ▪ Green Portfolio breakdown by year of construction / refurbishment (in %) ▪ Green Portfolio breakdown by EPC kWh / m² p.a. / Certification Type and Level <p>Examples of impact indicators:</p> <ul style="list-style-type: none"> ▪ Estimated ex-ante annual energy savings (in kWh / m² p.a.) ▪ Estimated annual reduced / avoided Green House Gas emissions (in tons of CO₂ equivalent)

Green Bond – Second Party Opinion

Second Party Opinion by Cicero Shades of Green (CICERO Light Green)



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- CICERO Shades of Green provided the Second Party Opinion on pbb's Green Bond Framework and related policies.
- The Second Party Opinion document is available on pbb's website.
- CICERO Shades of Green will also provide an annual independent review of pbb's green bond reporting.

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.



CICERO
Shades of
Green

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 fuel heating such as natural gas based heating sources.

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.

"Second Opinion" on pbb's Green Bond Framework

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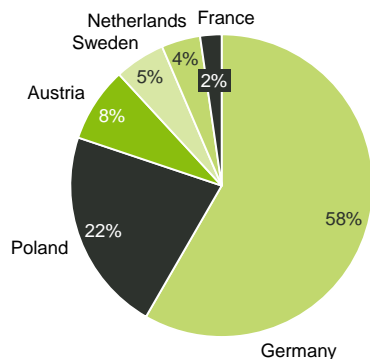


CICERO
Light Green

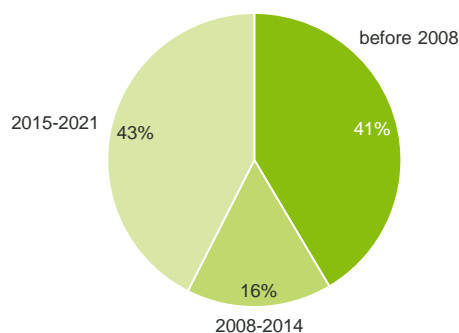
Green Bond – Reference Portfolio

Reference Portfolio: approx. € ~1.2 bn as of 08/2021

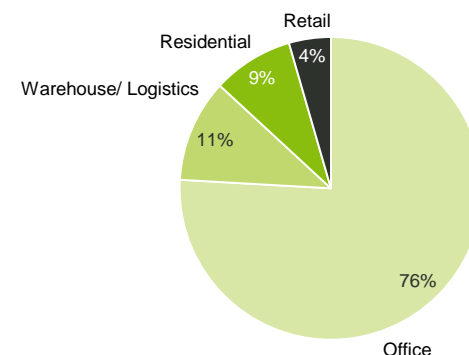
Breakdown by regions (€ mn)



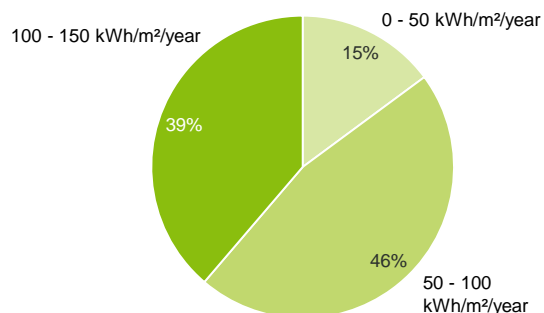
Breakdown by year of construction (€ mn)



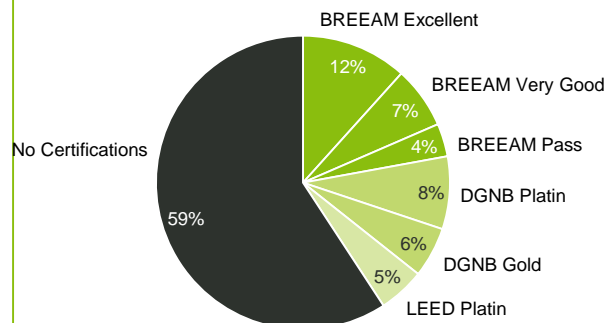
Breakdown by property type (€ mn)



Breakdown by final energy consumption (€ mn)



Breakdown by green certifications (€ mn)



- **Portfolio** consisting of ~ € 1,176 mn.
- 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

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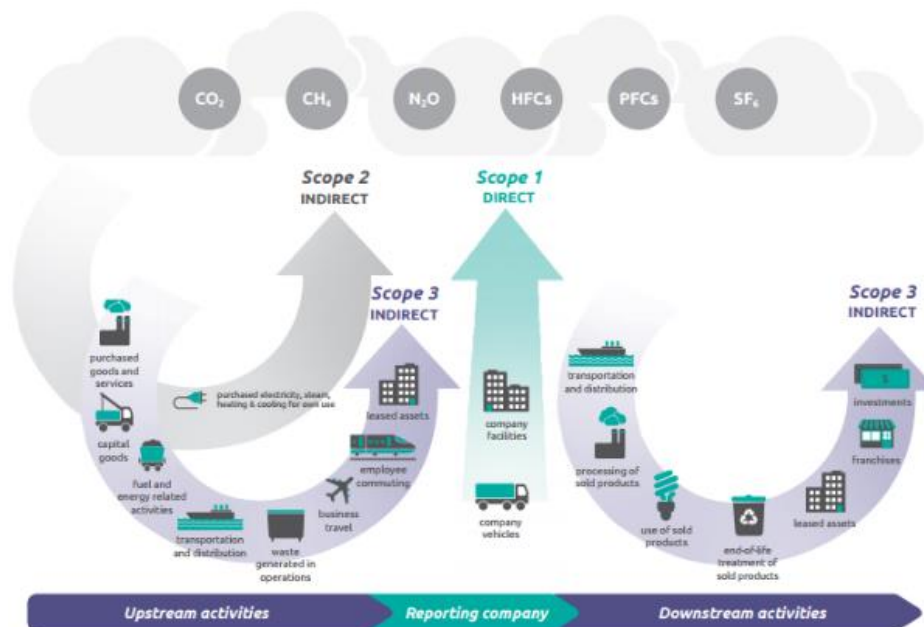
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CO₂ Footprint

Expansion of pbb's CO₂ footprint reporting in progress

Scopes of emission

(GHG Protocol)



- **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.)

pbb reporting

(Non-financial Report 2020)

Scope		in t CO ₂ ¹	CO ₂ Compensation
Scope 1	Company cars ²	387	Climate-neutral via certificates
Scope 2	Indirect emissions from purchased electricity	0	Renewable energy sources
Scope 3	Office consumer goods ³	8	
	Business travel	153	Climate-neutral via certificates
	Events (Annual Press Briefing, Analyst Conferences, virtual AGM)	2	Climate-neutral via certificates
		560	

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/>

- Reporting of **CO₂ footprint** **constantly improved** in recent years
- ■ **Expansion** of reporting scope envisaged

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ESG Ratings

Stable solid ESG ratings underpin continuous improvement

