

WHO WE ARE

Introducing pbb



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COMPANY PROFILE AND EXPERTISE

Who we are, what we do and what our strengths are



Deutsche Pfandbriefbank AG (pbb) – a **leading specialist bank for Commercial Real Estate (CRE) financing** in Germany and Europe with two business pillars.

RE FINANCE SOLUTIONS

- provides loans to the **real estate industry**
- acts either as the **sole lender** or,
- in case of large-volume transactions, **together with financing partners** (regulated and non-regulated)

RE INVESTMENT SOLUTIONS

- combines **off-balance sheet commission-based business**
- segment with two pillars:
 - **pbb invest** (with Deutsche Investment)
 - **Originate & Cooperate** (financing business with the lending network)



pbb refinances its on-balance-sheet business mainly on the capital market with **Mortgage Covered (Hypotheken Pfandbriefe)** and **Senior Preferred Bonds**. The unsecured funding is supported by **retail deposits** via “pbb direkt”.



USP

One of Europe's leading CRE banks in most relevant asset classes

Strong franchise with long-standing client relationships



Strength and experience in implementing complex financing arrangements and cross border transactions

Proximity to clients through local presence in Germany and across Europe

High level of expertise in structuring (business-plan related) and executing loans in sophisticated capital stacks

LOCATIONS, BRANCHES, MARKETS*

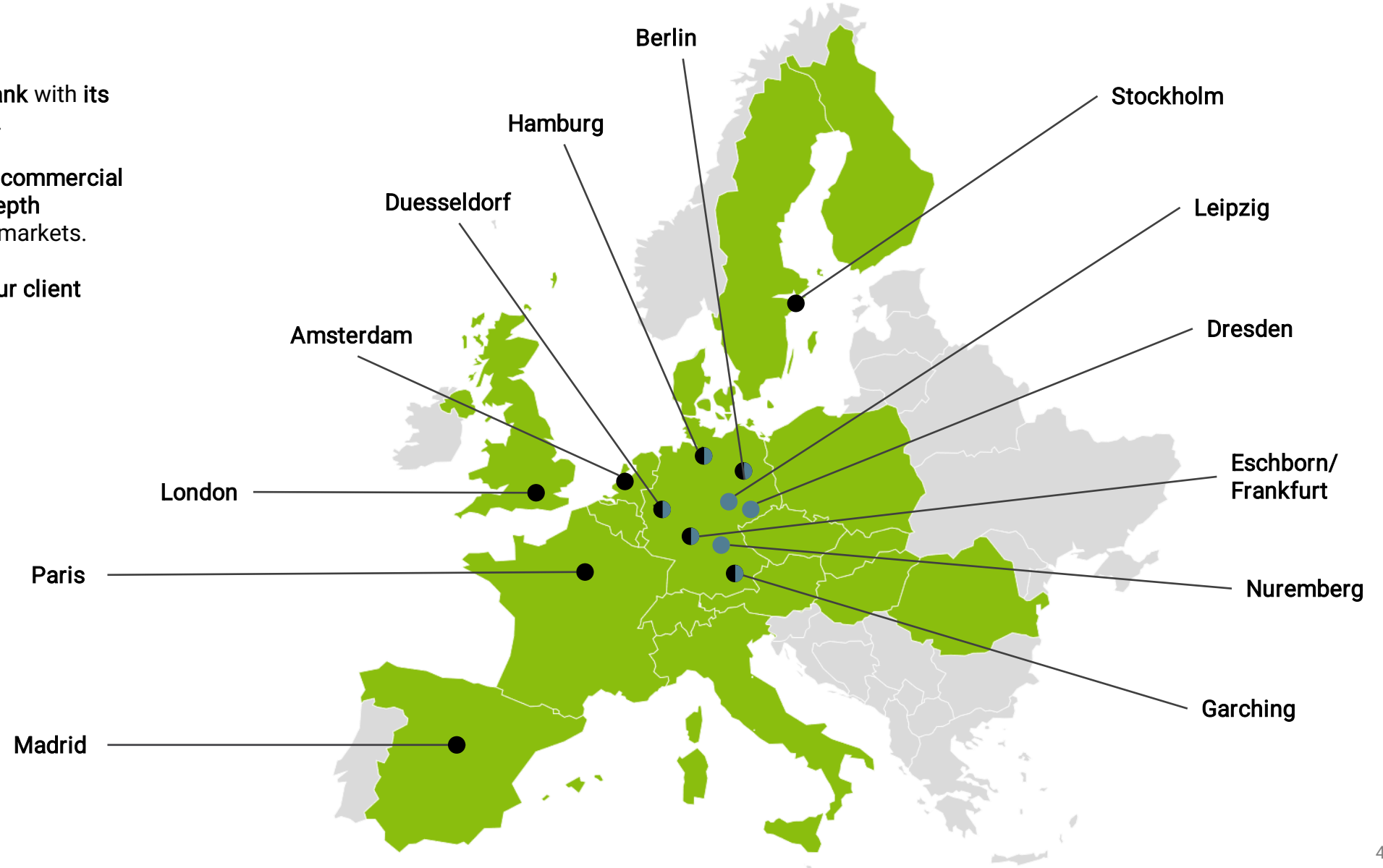
Closer to the Clients

pbb – a thoroughly European bank

We see ourselves as a **European bank** with its **headquarter in the heart of Europe**.

As one of the **leading financiers of commercial real estate** in Europe, we have **in-depth knowledge** of the specific national markets.

With our offices, **we are there for our client** throughout Europe.



* Strategic withdrawal from US market;
Real Estate Finance: EaD according to regions

ORGANISATIONAL CHART AND STRUCTURE

Management, Divisions and Business Areas at pbb



Kay Wolf



Marcus Schulte



Barkha Mehmedagic*



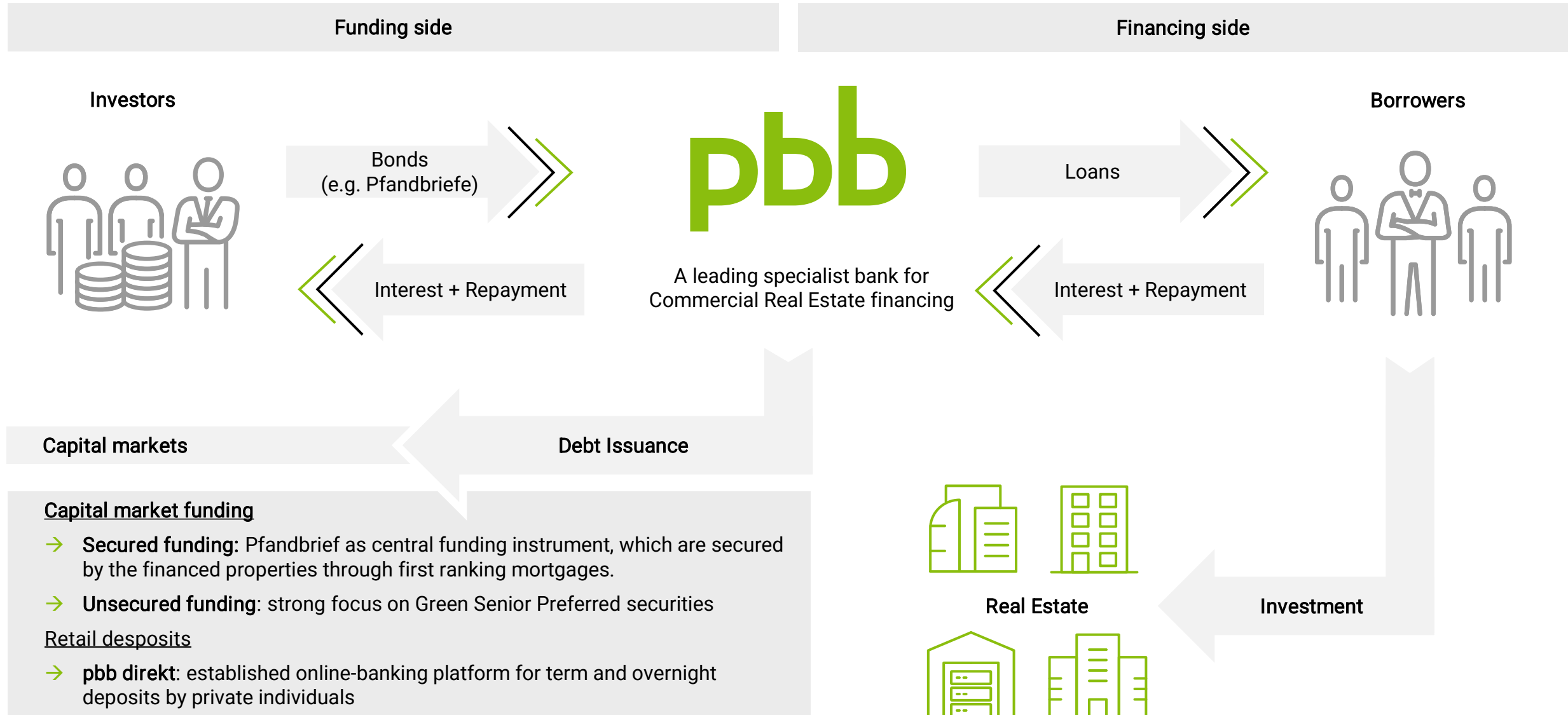
Dr Pamela Hoerr



Jörn Joseph

Divisions	CEO	CFO Deputy CEO	Real Estate Finance Solutions (REFS)	Real Estate Investment Solutions (REIS)	CRO
Business Areas	Corporate Affairs	Treasury	RE Finance Germany	pbb invest	CRM
	Legal	CIO/COO	RE Finance International	Originate & Cooperate	Financial Risk & Control
	Internal Audit	Finance	Loan Management		Non-Financial Risk & Control
	Human Resources				

*From 1 June 2026; until then,
CEO Kay Wolf will head the
REF division on an interim basis





- **Target Ticket Size** for New Business: from €20mn → Transactions from €100 million with renowned partner banks in Germany and across Europe
- **Types of financing:** variable and interest-rate-hedged
- **Terms:** one to ten years

Our clients: Real Estate Professionals

Our financing offers

Our invests in asset classes



Investors

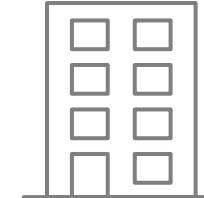
- International and national stock listed and owner-managed companies
- Family Offices
- Housing associations
- Insurance Companies

Developer

- Commercial developers
- Residential developers



- Financing of existing properties and portfolios (including cross-border)
- Financing of property repositioning
- Capex financing (develop to green)
- Lease-Up and reposition financings
- Development and property developer financing
- Holistic financing concepts involving strategic partners



- City Hotels
- Data Centers
- Residential (Long-stay, Serviced, Student & Senior Living)
- Industrial / Logistics / Storage
- Retail (food anchored & non food anchored but top location)
- Office
- Mixed use / other

Stand-alone and/or with the involvement of financing partners

Type of income: Interest Income



pbb invest

Investment, asset, property and facility management



Specialist in Real Estate Investment solutions, specially for institutional investors with an ESG focus



Structuring and initiating equity/debt investment products



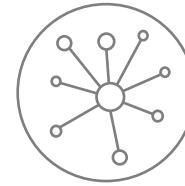
Acquires majority stake in Deutsche Investment Group in 2025



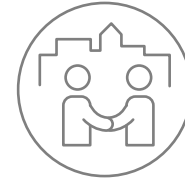
Type of income: Fee Income¹

Originate & Cooperate (O&C)

Expansion of traditional lending business with an innovative offering



pbb clients have access to our carefully selected network of financing partners across Europe and the spectrum of insurance companies, alternative lenders, pension funds and family offices → access to a broader range of financing options



Together with its clients, pbb develops a suitable financing structure – tailored to the individual requirements of each customer across the required capital stack

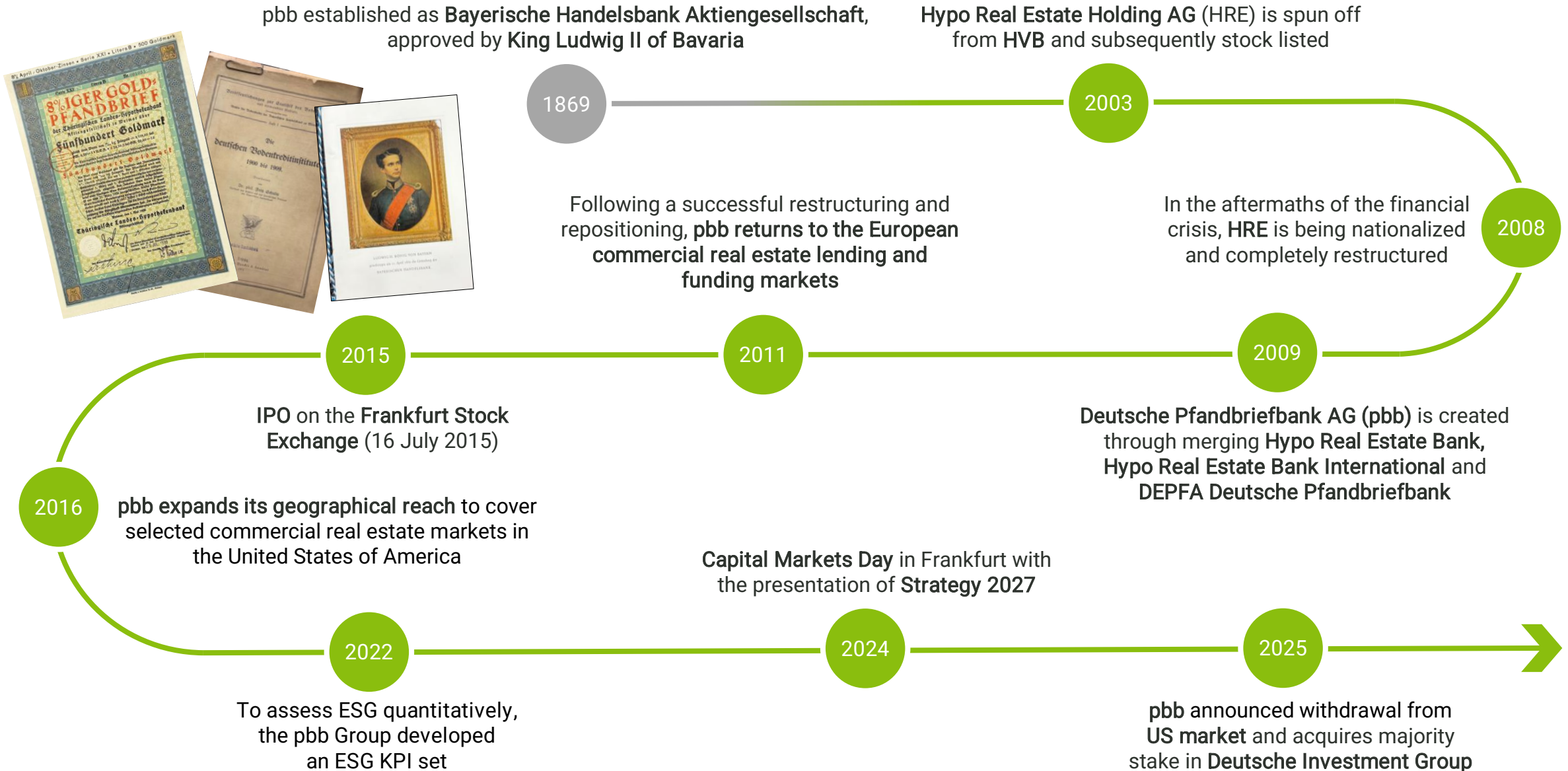


pbb offers sourcing and structuring expertise for debt partners in particular, but also products such as due diligence support and agency or loan servicing

¹ Fee income = Net commission income + other operating income (Facility & Property Mgt.)

HISTORY TIMELINE

The roots of pbb go back a long way



CONTACT

Let's keep in touch

You can find more information on our website.

We are looking forward to your visit.

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