



Fixed Income Investor Presentation

March 2023

100 Years Building
Your Tomorrow


Aareal
YOUR COMPETITIVE ADVANTAGE.

Agenda


- **Recent Financial Performance**
- Loan Book & Asset Quality
- Liquidity & Funding
- Capital
- ESG
- Appendix

Highlights 2022

In a very challenging environment, all major targets achieved

Group	METRIC	Targets 2022	Actual 2022	
	<ul style="list-style-type: none"> Operating profit Net income¹⁾ Earnings per share (EPS) 	<p>€ 210 - 250 mn</p> <p>€ 120 - 150 mn²⁾</p> <p>€ 2.00 - 2.50²⁾</p>	<p>€ 239 mn</p> <p>€ 138 mn</p> <p>€ 2.32</p>	

CIR Bank³⁾: 40% (2021: 50%) – mid-term target of <44% already achieved

Segments	METRIC	(Orig.) Targets 2022	Actual 2022	
	Structured Property Financing	<ul style="list-style-type: none"> REF Portfolio New business 	<p>~ € 31 bn</p> <p>€ 7 - 8 bn</p>	
Banking & Digital Solutions	<ul style="list-style-type: none"> Deposit vol. NCI 	<p>~ € 12 bn</p> <p>~13% CAGR⁴⁾</p>	<p>€ 13.4 bn</p> <p>€ 31 mn</p>	
Aareon	<ul style="list-style-type: none"> Revenues Adj. EBITDA 	<p>€ 305 - 325 mn</p> <p>€ 72 - 78 mn</p>	<p>€ 308 mn</p> <p>€ 75 mn</p>	

1) Net income attributable to ordinary shareholders

2) Based on expected FY-tax ratio of ~36%

3) Structured Property Financing and Banking & Digital Solutions (excl. bank levy and contributions to the deposit guarantee scheme)

4) 2020 - 2023

Note: All 2022 figures preliminary and unaudited

Highlights 2022

Strong operating performance

-  Successful financial year with earnings at upper end of targeted range despite Russian related LLP and PTO-related costs
-  Strong operating performance in all three segments, strategy of growing at low marginal costs effectively executed
-  Asset quality further improved with major KPIs better than pre-Covid, NPLs significantly reduced despite Russia
-  Diversification of funding mix continued successfully – comfortable liquidity position
-  Further improved capital position despite portfolio growth and challenging environment
-  **Takeover**
Investors expect completion of qualifying holding procedure in spring 2023

Group Results

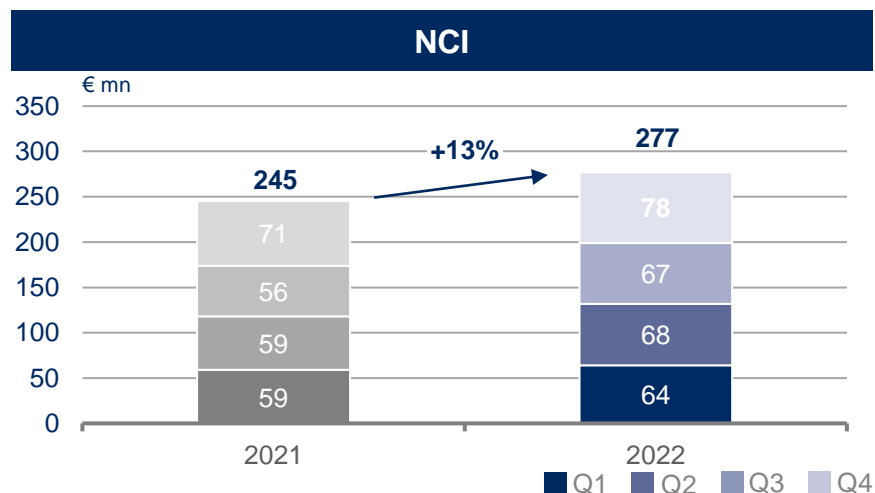
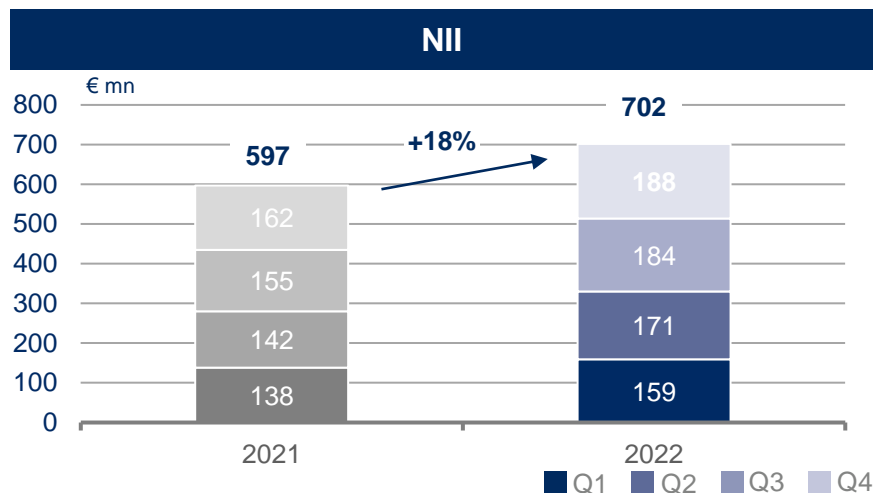
Strong earnings momentum offsetting additional LLP on remaining Russian exposure

€ mn	FY '21	FY '22	Comments
Net interest income	597	702	Increase driven by portfolio growth, higher interest rates and diversified funding mix
Net commission income	245	277	Both Aareon and BDS contribute to 14% increase
Administrative expenses	528	571	Reflects investments in Aareon growth. Bank largely stable despite PTO one-offs
Other operating income / expenses ¹⁾	-26	-81	
Pre-provision profit	288	327	
Loss allowance	133	192	Dominated by provision on remaining Russian exposure
Operating profit (EBT)	155	239	Successful financial year with profit at upper end of targeted range despite Russian related LLP and PTO-related costs
Profit after tax (PAT)	68	153	

1) Includes Net derecognition gain or loss, Net gain or loss from financial instruments (fvpl), Net gain or loss from hedge accounting, Net gain or loss from investments accounted for using the equity method, Net other operating income/expenses

Net interest income (NII) / Net commission income (NCI)

Strong income momentum



Portfolio growth and positive effects of higher interest rates and diversified funding mix

- SPF
 - Strong new business generation
 - Funding mix successfully further diversified
- BDS
 - NII significantly picking up in H2 with rising interest rate environment
 - Higher deposit volume supporting NII and providing stable funding

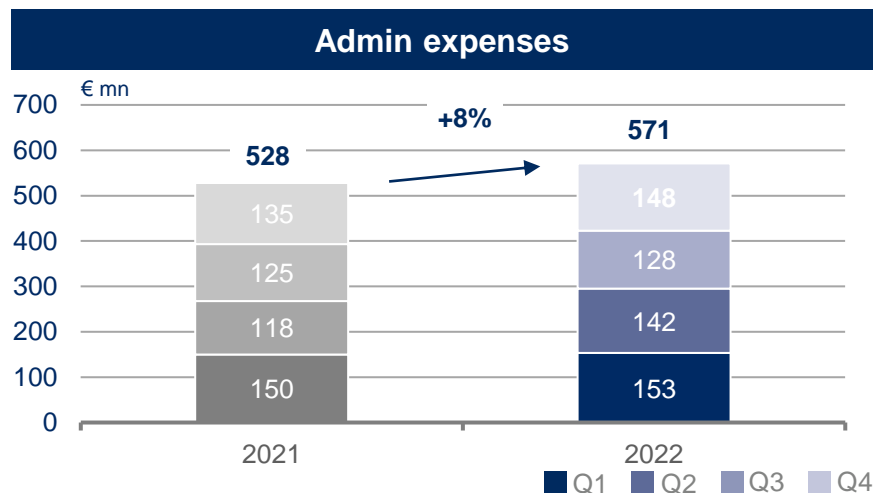
Aareon and BDS contribute to increase

- Aareon
 - NCI supported by healthy growth in recurring revenues
 - Shift from license to SaaS/Subscription making further progress
- BDS
 - Recurring revenues, which dominate segment NCI, increased as planned
 - Licence fees for banking software increased

Admin expenses / Loan loss provisions (LLP)

Admin: Aareon growing – Bank stable

LLP: Dominated by provision on remaining Russian exposure



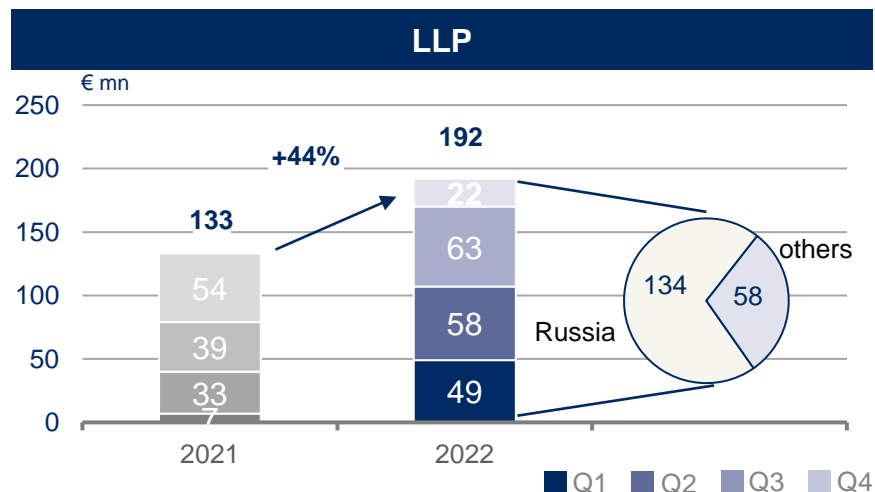
Reflects Aareon growth,
Bank stable excluding PTO one-offs

Bank¹⁾:

- € 327 mn incl. € 11 mn PTO one-off (2021: € 317 mn)
- Growth at low marginal costs
- CIR²⁾ of 40% (2021: 50%):
mid-term target of <44% already achieved

Aareon:

- Increase to € 244 mn (vs. € 211 mn) driven by investments in growth



Dominated by provision on remaining
Russian exposure

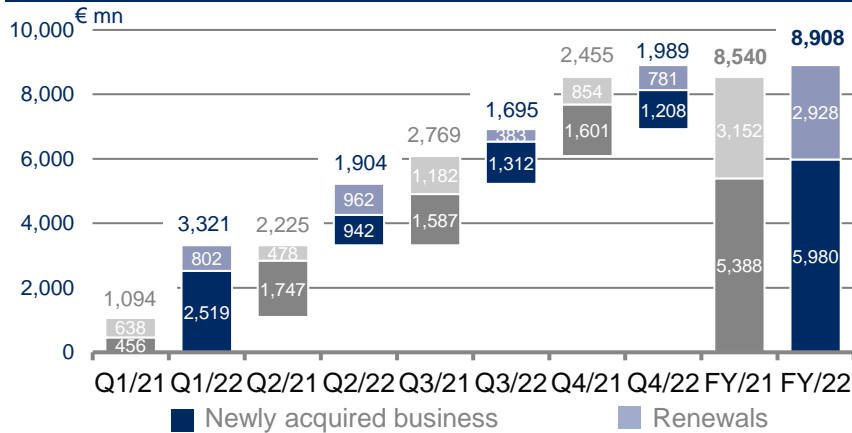
- LLP ex Russia is evidence of strong recovery after Covid-crisis
- Russia:
Total of € 134 mn Russian LLP represents 63% of outstanding loan volume (€ 213 mn³⁾)

1) Structured Property Financing and Banking & Digital Solutions
 2) Excl. bank levy and contributions to the deposit guarantee scheme
 3) Incl. interest

Segment Highlights: Structured Property Financing

Strong new business generation while strictly adhering to unchanged conservative risk standards

New business by quarter



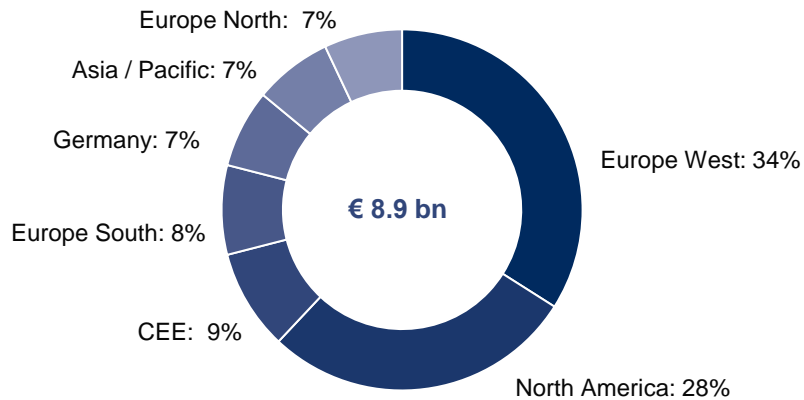
Newly acquired business

- FY avg. margin¹⁾ of 240 bps (FY plan 2022: ~205 bps)
- Conservative FY avg. LtV of 55%

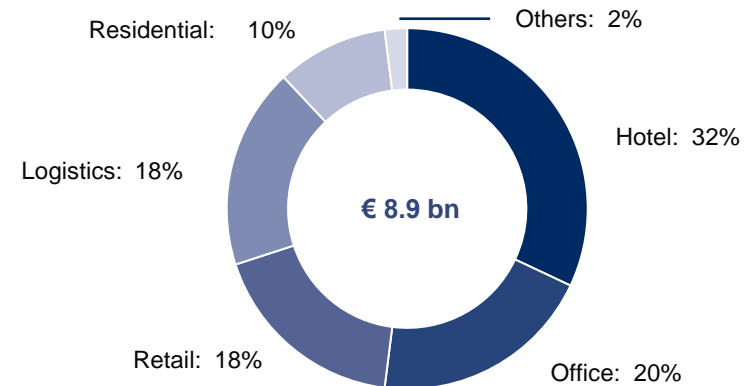
€ 1.8 bn Green loans²⁾

- € ~1 bn new business
- € ~800 mn existing loans qualifying after clients' agreement

FY-new business by country



FY-new business by property type

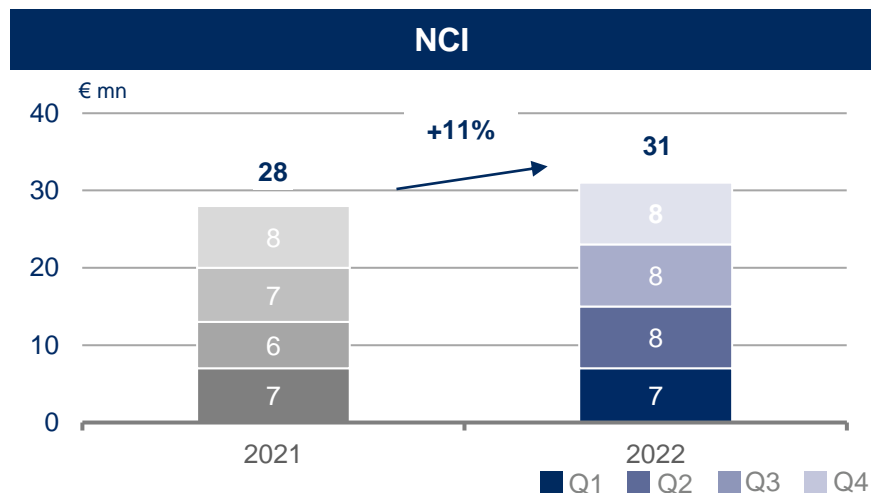


1) Pre FX

2) Governed by "Green Finance Framework"

Segment Highlights: Banking & Digital Solutions

NII benefitting from rising interest rates

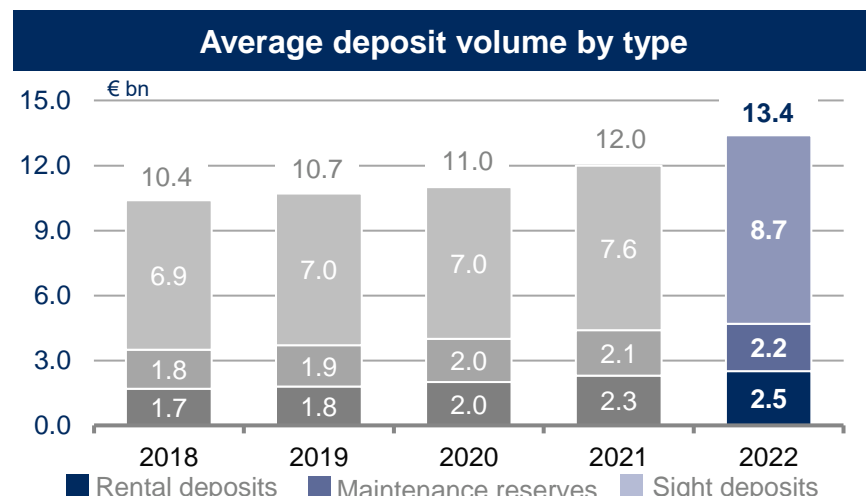
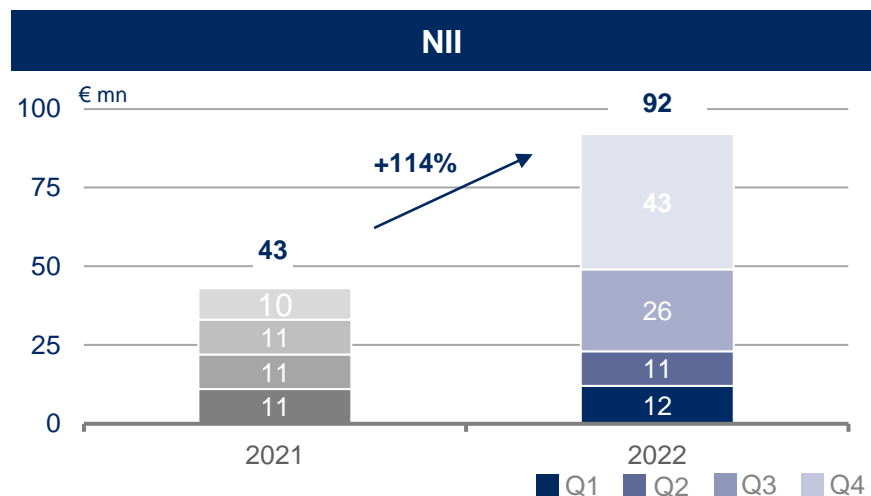


NCI increased as planned

- Growing recurring revenues (banking and software fees)
- New products and services providing growth potential

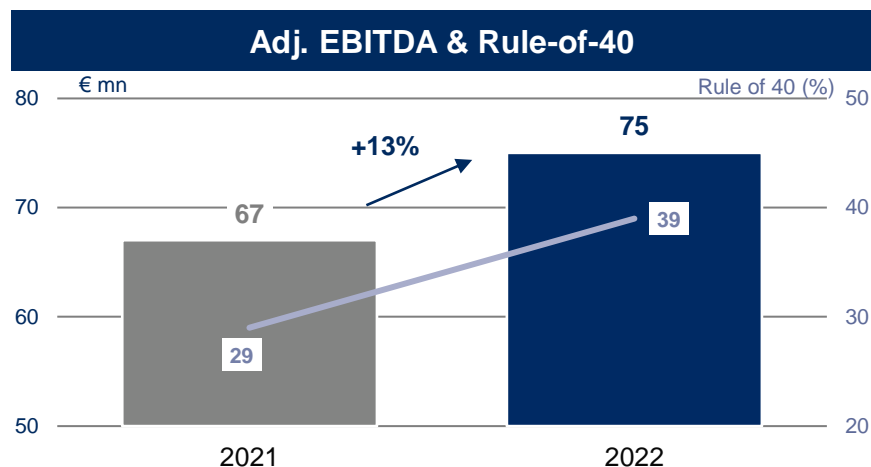
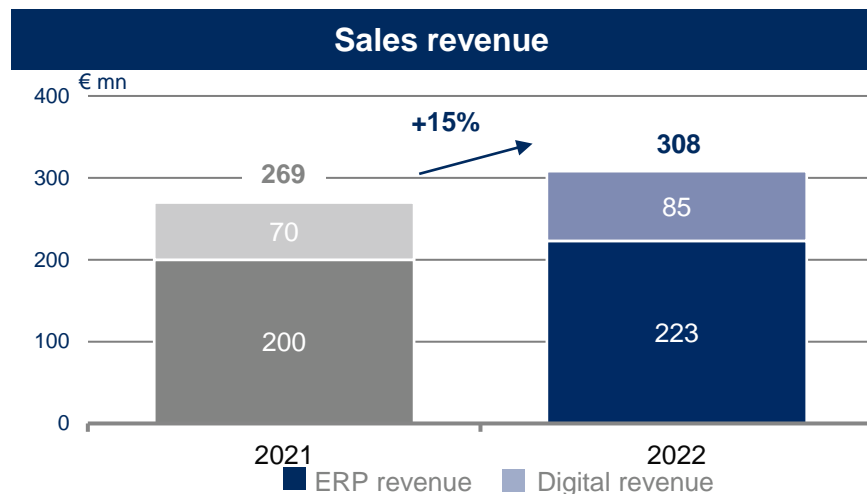
Deposit volume significantly above target level of € ~12 bn supporting diversification of funding mix

- In H2 rising interest rates generated significant NII increase
- Growth in customer numbers positively impacted deposit volume
- Sticky rental deposits continuously growing



Segment Highlights: Aareon

Healthy recurring run-rate, new management focusing on execution of growth plan and enhancing efficiency of product portfolio

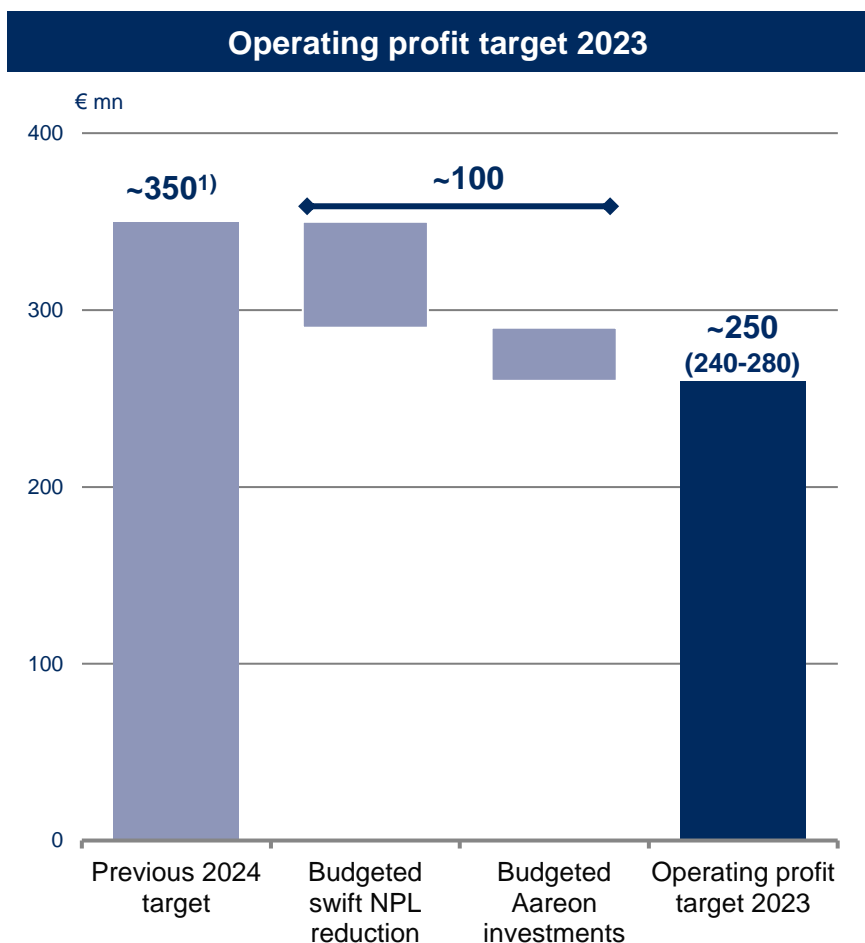


Note: Numbers not adding up refer to rounding

- Switch of revenue model from license to SaaS/ Subscription underpins healthy recurring revenue growth
 - SaaS growth accelerated to 25% yoy (2021: 16%)
 - Run-rate of recurring revenues successfully increased to 74% (2021: 71%)
- Sales revenues increased by € 39 mn to € 308 mn (+15% yoy)
 - Digital revenues up 22%
 - ERP revenues up 12%
- Adj. EBITDA increased by € 8 mn to € 75 mn (+13% yoy), adj. EBITDA margin at 24.4% (2021: 24.8%)
- Rule-of-40 in 2022 almost achieved
- Areas of management attention
 - Focus on executing growth agenda incl. M&A
 - Investments of € ~35 mn to increase long-term profitability
 - Streamline product portfolio
 - Adjust facility presence
 - Implement early retirement program
 - Implementation of a partnering platform based on Locoia, acquired in December 2022

Outlook 2023

Confident of achieving 2024 target on an operating level one year earlier, enabling one-off budget for additional strategic measures



Strong operating performance enables us to implement strategic measures to further improve corporate resilience. One-off budget of close to € 100 mn assigned

- Budgeted swift NPL reduction
 - Strategic goal to sustainably reduce NPL ratio < 3%
 - One-off budget of € ~60 mn
- Budgeted Aareon investments € ~35 mn
 - Streamline product portfolio
 - Adjust facility presence
 - Implement early retirement programto facilitate annual cost savings in the area of lower double-digit millions starting from 2024

1) Operating profit target 2024: up to € 350 mn

Outlook 2023

Group	METRIC	2022	OUTLOOK 2023
	<ul style="list-style-type: none"> Net interest income Net commission income LLP¹⁾ Admin expenses 	€ 702 mn € 277 mn € 192 mn € 571 mn	€ 730 - 770 mn € 315 - 335 mn € 170 - 210 mn incl. € 60 mn budget for a swift NPL reduction € 590 - 630 mn incl. € 35 mn budget for Aareon investments
<ul style="list-style-type: none"> Operating profit (adjusted) Operating profit Earnings per share (EPS) 	€ 239 mn € 2.32	€ ~350 mn € 240 - 280 mn € 2.40 - 2.80 ²⁾	
Developments in the macroeconomic environment remain uncertain			

Segments	METRIC	2022	OUTLOOK 2023
	Structured Property Financing	<ul style="list-style-type: none"> REF Portfolio New business 	€ 30.9 bn € 8.9 bn
Banking & Digital Solutions	<ul style="list-style-type: none"> Deposit volume NCI 	€ 13.4 bn € 31 mn	€ ~13 bn ~13% CAGR (2020-2023)
Aareon	<ul style="list-style-type: none"> Revenues Adj. EBITDA 	€ 308 mn € 75 mn	€ 325 - 345 mn € 90 - 100 mn

1) Incl. value adjustments from NPL fvpl

2) Based on expected FY-tax ratio of ~33%

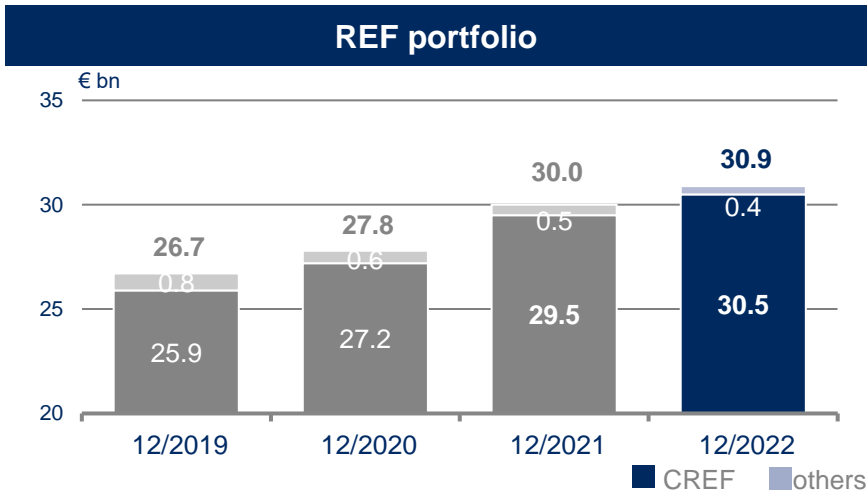
3) Subject to FX development

Agenda

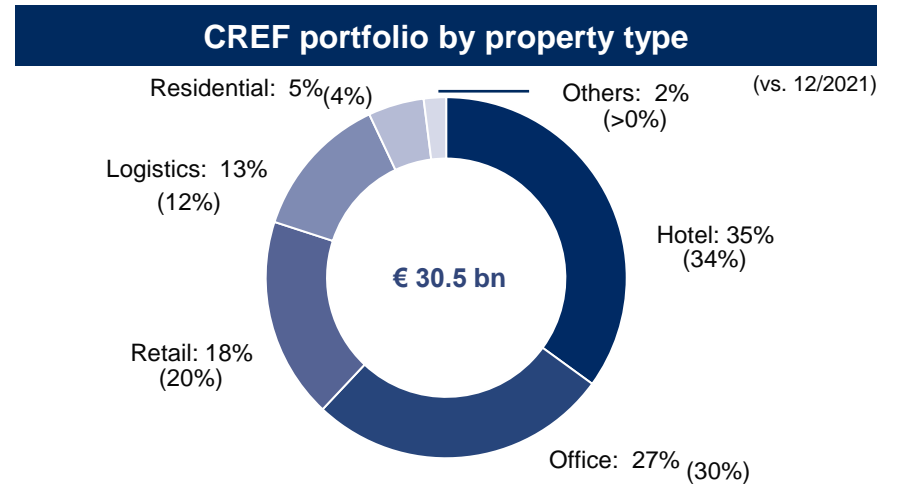
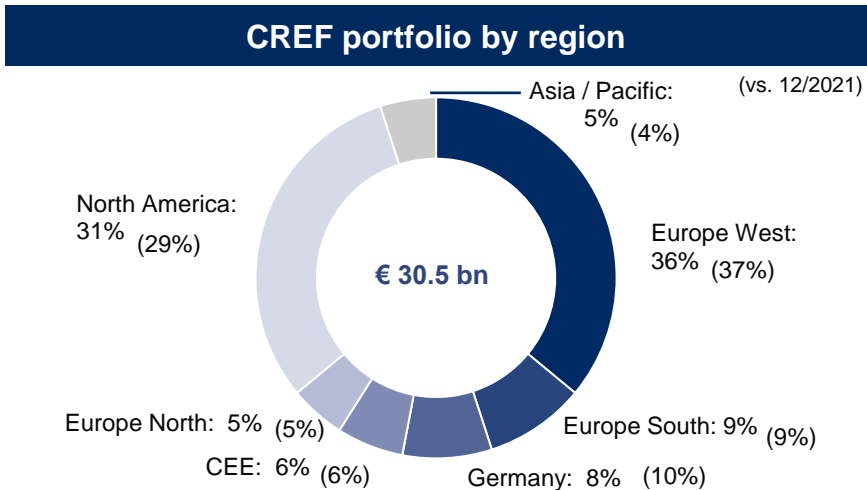
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Portfolio

Portfolio volume further increased in line with plan

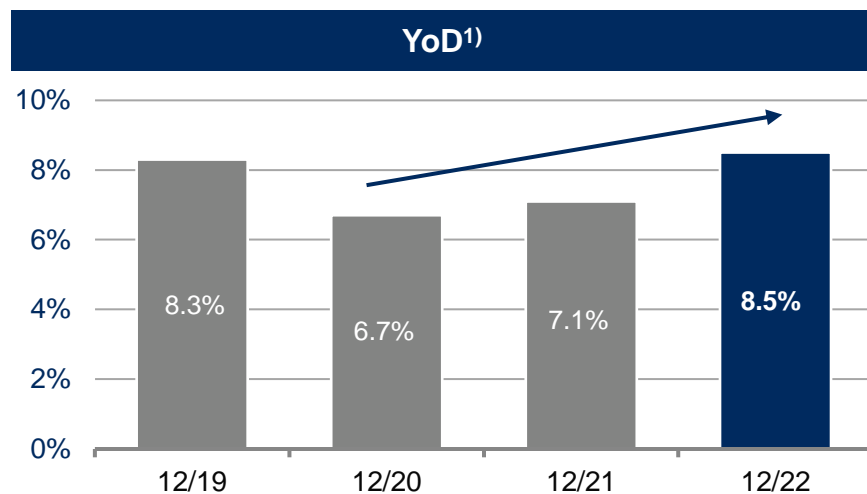
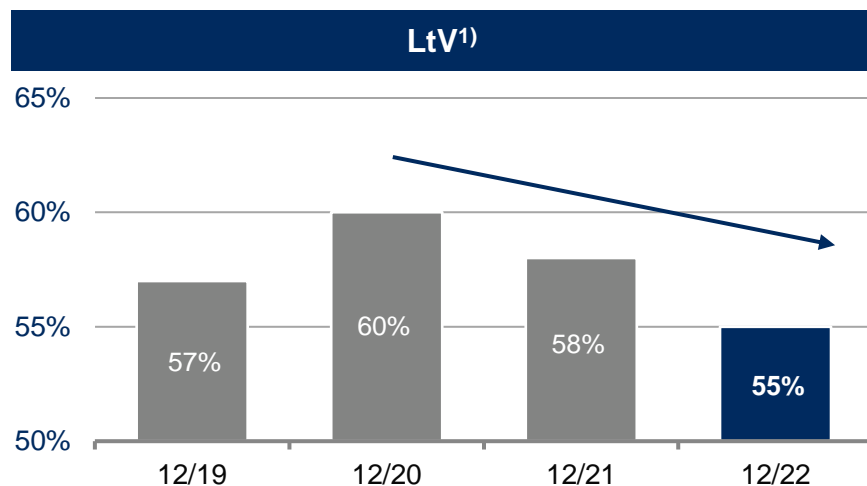


- Sticking to overall country and asset diversification with increasing importance of logistics financings, and of portfolio transactions with risk reducing cross collateralisation
- € 30.9 bn below 9/2022 volume due to significantly weaker USD in Q4
- Green property financing portfolio at € 6.5 bn or 21% of total CREF portfolio (12/21: 17%)
- Virtually no financing of developments (~0.5%), refurbishments to foster green transition



Asset quality

Portfolio KPIs continued to improve, already better than pre-Covid



1) Performing CREF-portfolio only (exposure)

LtVs reduced by improvements for all property types

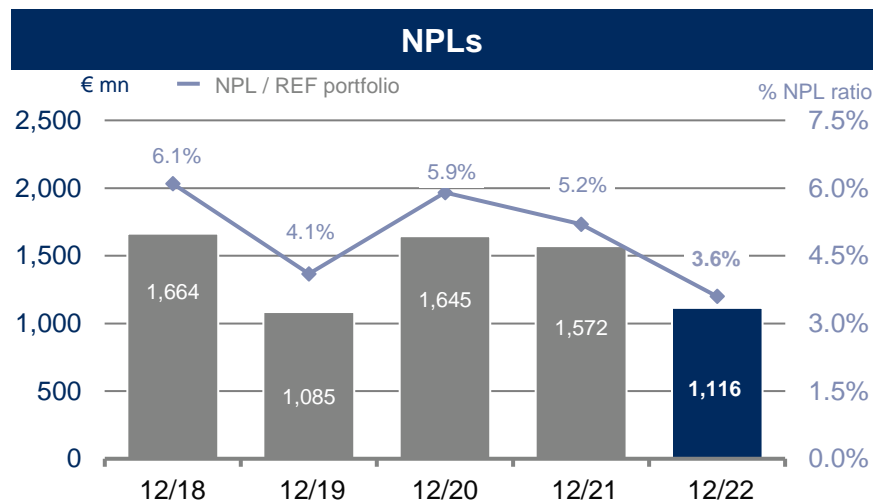
%	12 '19	12 '20	12 '21	12 '22
Hotel	56	62	60	56
Logistics	56	56	55	52
Office	58	58	58	57
Retail	58	61	59	56

YoD increased for hotel, logistics and retail

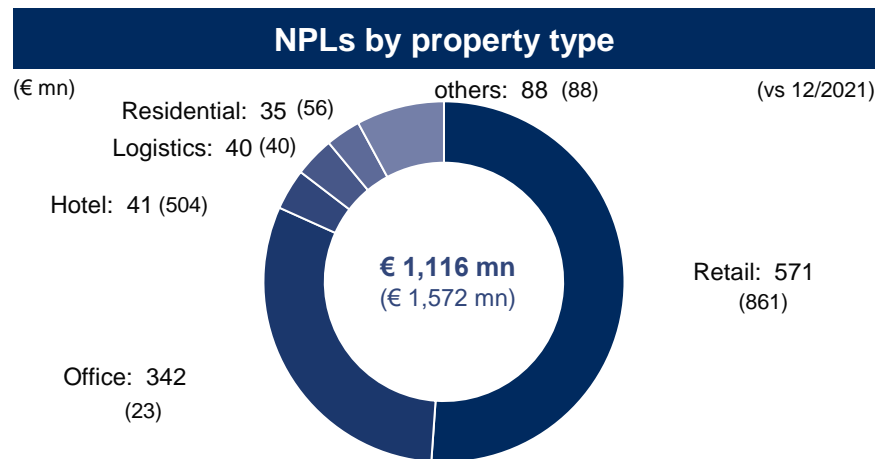
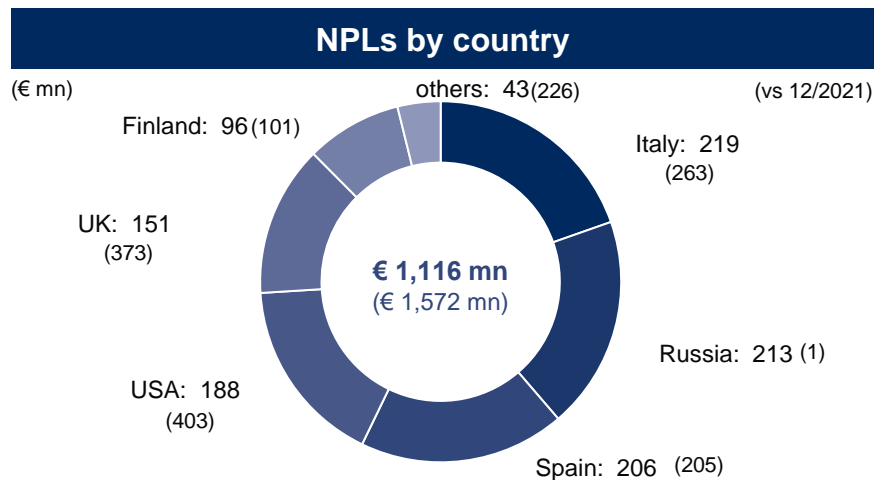
%	12 '19	12 '20	12 '21	12 '22
Hotel	9.3	3.0	5.0	9.0
Logistics	8.5	9.2	8.7	9.0
Office	7.7	8.1	7.6	6.9
Retail	9.6	8.8	9.1	9.8

Asset quality

NPLs significantly reduced



- NPL portfolio significantly reduced following post Covid recovery, down by € ~450 mn (30%) in 2022 (ex Russia decline would have amounted to € ~670 mn or ~40%)
- Reduction predominantly in the retail and hotel segment witnessing strong recovery
- Aside from Russia, manageable inflow of new NPLs in 2022
- One-off budget of € ~60 mn assigned for a swift NPL reduction to sustainably reduce NPL ratio < 3%
- NPE ratio¹⁾: 2.8% (12/2021: 3.6%)



1) Acc. to EBA Risk Dashboard (Non-performing debt instruments (loans and advances & debt securities) other than held for trading / Total gross debt instruments)

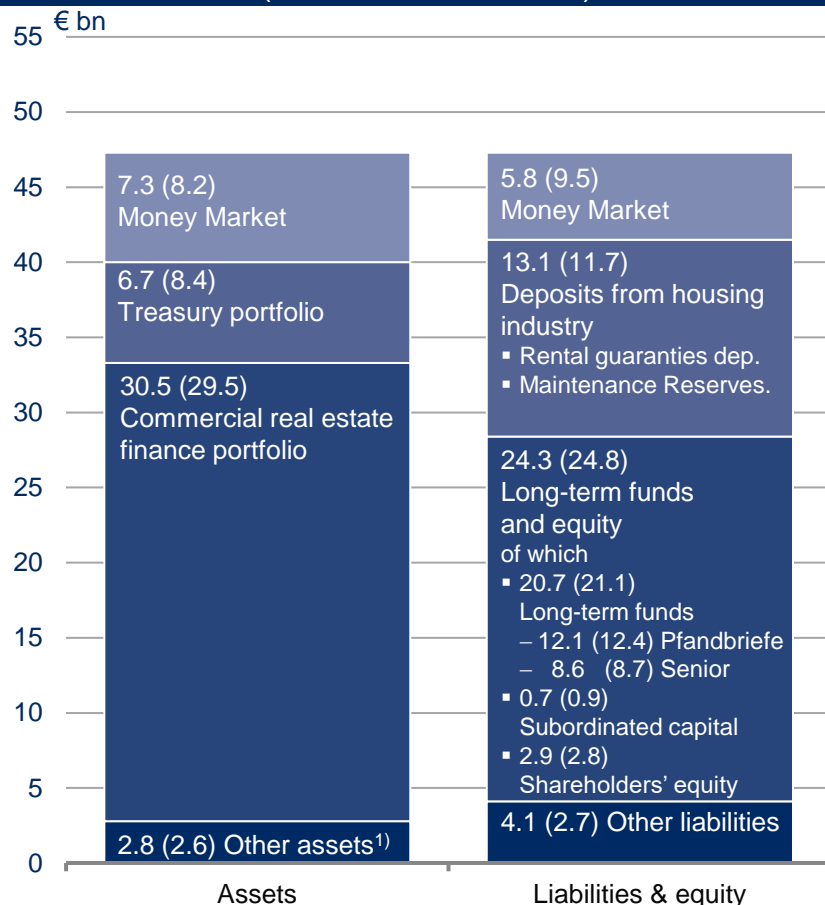
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Liquidity

Comfortable liquidity position

Balance sheet as at 31.12.2022: € 47.3 bn
(31.12.2021: € 48.7 bn)



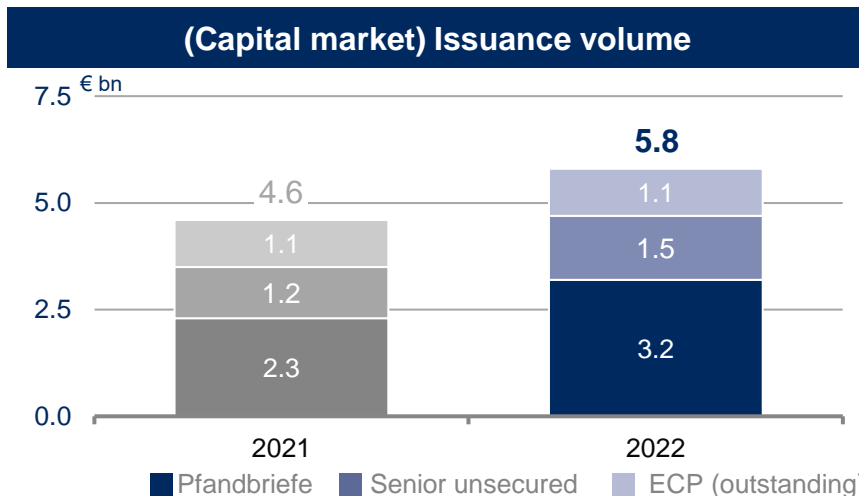
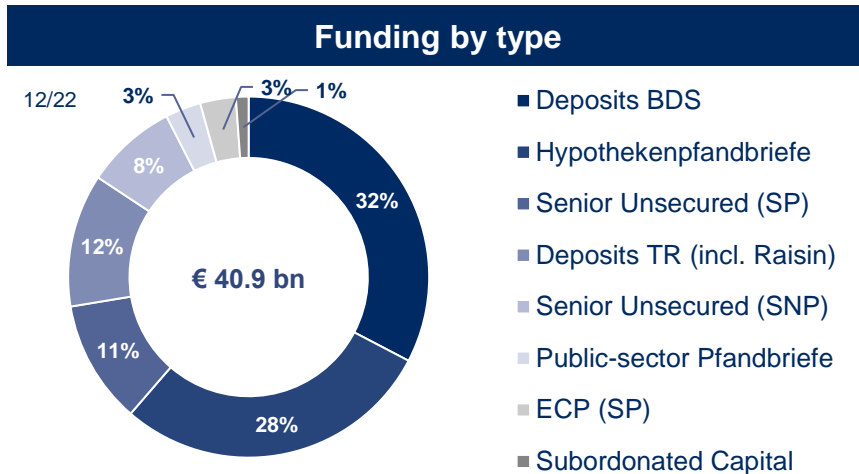
1) Other assets includes € 0.2 bn private client portfolio and WIB's € 0.2 bn public sector loans

Conservative liquidity management throughout the cycle

- On average long-term funds have longer maturities than finance portfolio
- Substantial buffer in regulatory liquidity ratios (LCR / NSFR) despite strong growth in portfolio and difficult economic and capital markets environment
 - NSFR at 119%
 - LCR at 210%
- Assets: High quality treasury portfolio with continuous efforts to further improve / optimise structure
- Liabilities & equity: Money Market includes retail deposits and ECPs from successfully further diversified funding mix, TLTRO partially repaid in Q4

Funding

Successful further diversification of funding mix, established as green bond issuer



Funding further diversified

- Retail deposits as additional funding source by cooperating with Raisin/Weltsparen and Deutsche Bank
- Launch of Commercial Paper Program enables offering ECP in EUR, GBP & USD and also in Green format
- Second issue Rating from Moody's (A3) launched

Funding activities in 2022

- Pfandbrief and Senior unsecured totalling € ~4.7 bn incl.
 - 2 Green Senior Benchmarks (€ 1 bn)
 - 4 Pfandbrief Benchmarks (€ 2.6 bn)
- € 1.1 bn ECP outstanding in EUR, USD and GBP
 - Thereof € ~500 mn Green ECPs
- Strong and proven access to the institutional private placement market (€ >1.1 bn)

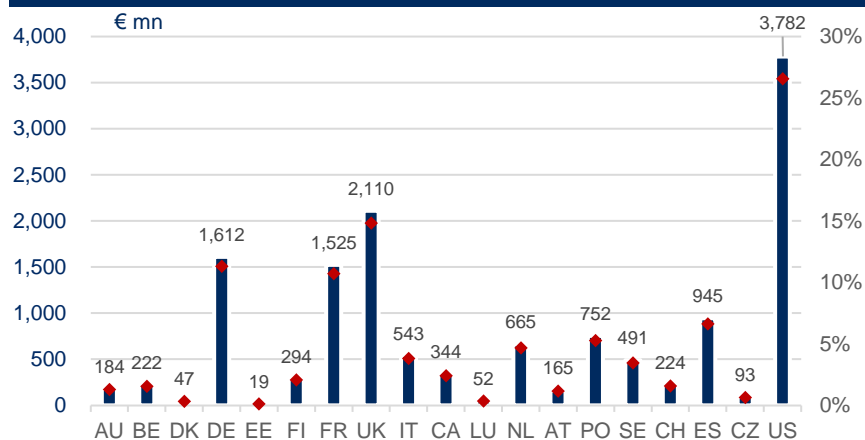
Promising start in 2023

- 2 Pfandbriefe (€ 1.5 bn) issued in January and February
- Having further diversified and optimized funding mix, less Senior capital markets funding planned despite targeted CREF-portfolio growth

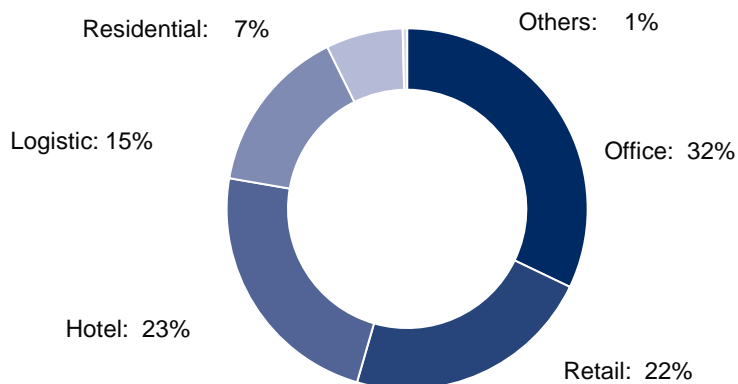
Funding

Strong Mortgage Cover Pool and Aaa Rating for Pfandbriefe

Cover Pool by Geography



Cover Pool by Property Type



Pfandbriefe funding cornerstone of wholesale issuance

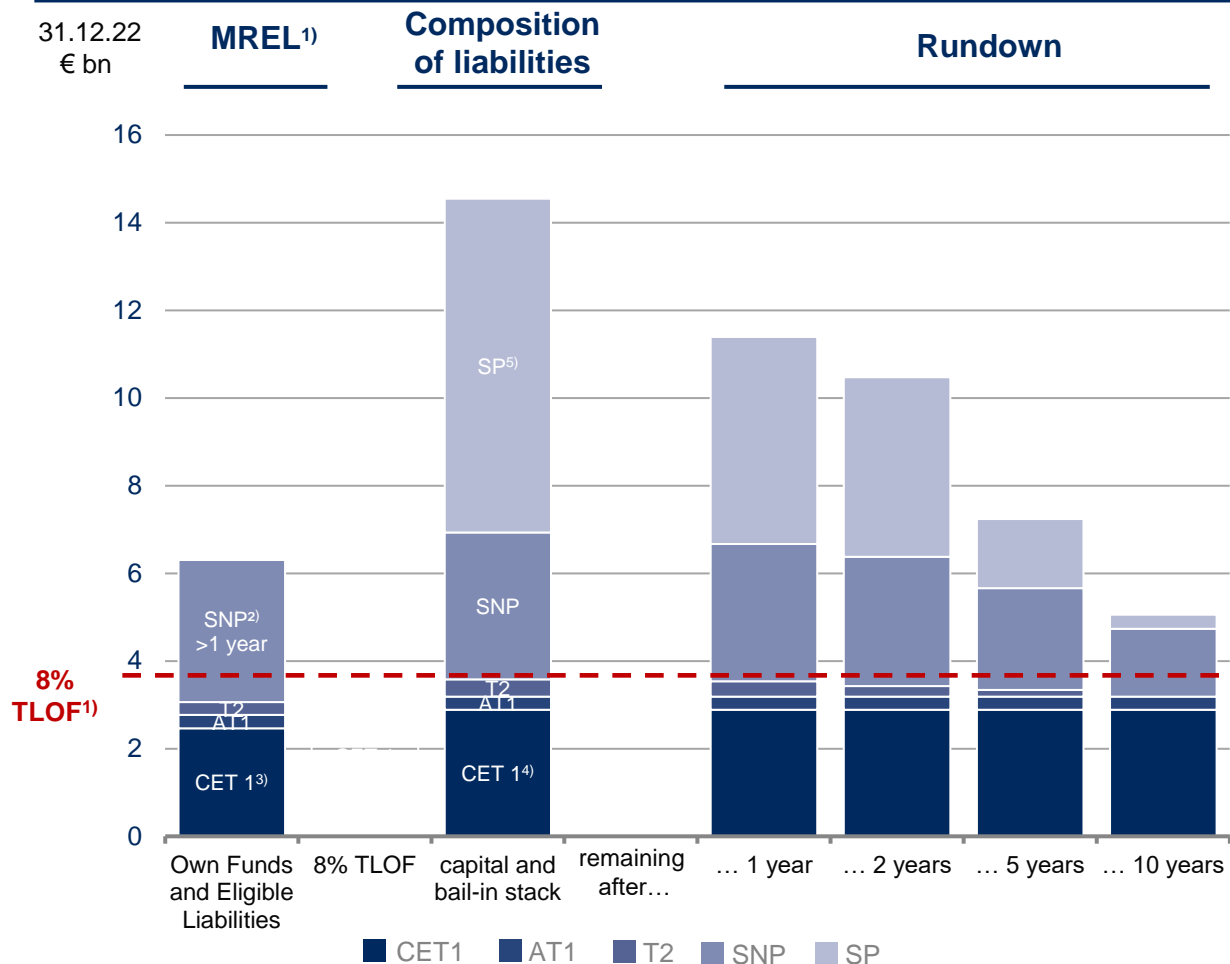
- Cover pool of € 15.2 bn incl. € 1.1 bn substitute assets diversified over 19 countries
- High quality assets: first-class mortgage loans (mortgage-lending-value 55.5%)
- Mortgage-lending-value with high discount from market-value
- Avg. LtV of the mortgage cover pool 32.0%
- Moody's has calculated a 'Aaa' supporting over-collateralisation ratio of 18.0% on a PV basis
- Over-collateralisation on a PV basis as of FY 2022 20.7%
- High diversification within property types
- No assets in the covered pool from Russia and Ukraine



As at 31.12.2022

Funding & Capital

MREL ratios well above regulatory requirements



Senior Preferred have significant protection from subordinated liabilities and own funds

- Ample buffer to MREL requirements
- Senior Preferred remains the predominant senior product, though Senior Non-Preferred remains a key element of the funding strategy
- The rundown remains manageable with a number of long-term liabilities providing significant levels of subordination
- 8% TLOF is the bank's upcoming binding MREL requirement, to be met with 100% subordinated liabilities

1) 8% TLOF with 100% subordinated debt (i.e. Own Funds and SNP). MREL requirements are only updated once a year

2) MREL-eligible Senior Non-Preferred Debt >1Y according to contractual maturities

3) Considering regulatory adjustments

4) CET1 assumed to be constant over time

5) Senior Preferred, excluding structured unsecured issuances

Note: All 2022 figures preliminary and unaudited

Liquidity & Funding

Credit rating profile

Financial ratings			
Fitch Ratings	FitchRatings	Moody's	MOODY'S
Issuer default rating ¹⁾	BBB+	Issuer rating ¹⁾	A3
Short-term issuer rating	F2	Short-term issuer rating	P-2
Deposit rating	A-	Senior preferred	A3
Senior preferred	A-	Bank deposit rating	A3
Senior non preferred	BBB+	BCA	Baa3
Viability rating	BBB+	Mortgage Pfandbriefe	Aaa
Subordinated debt	BBB-		
Additional Tier 1	BB		

Sustainability ratings		
MSCI		AA
ISS-ESG		prima (C+)
Sustainalytics		Low (20-10)
CDP		Awareness Level B

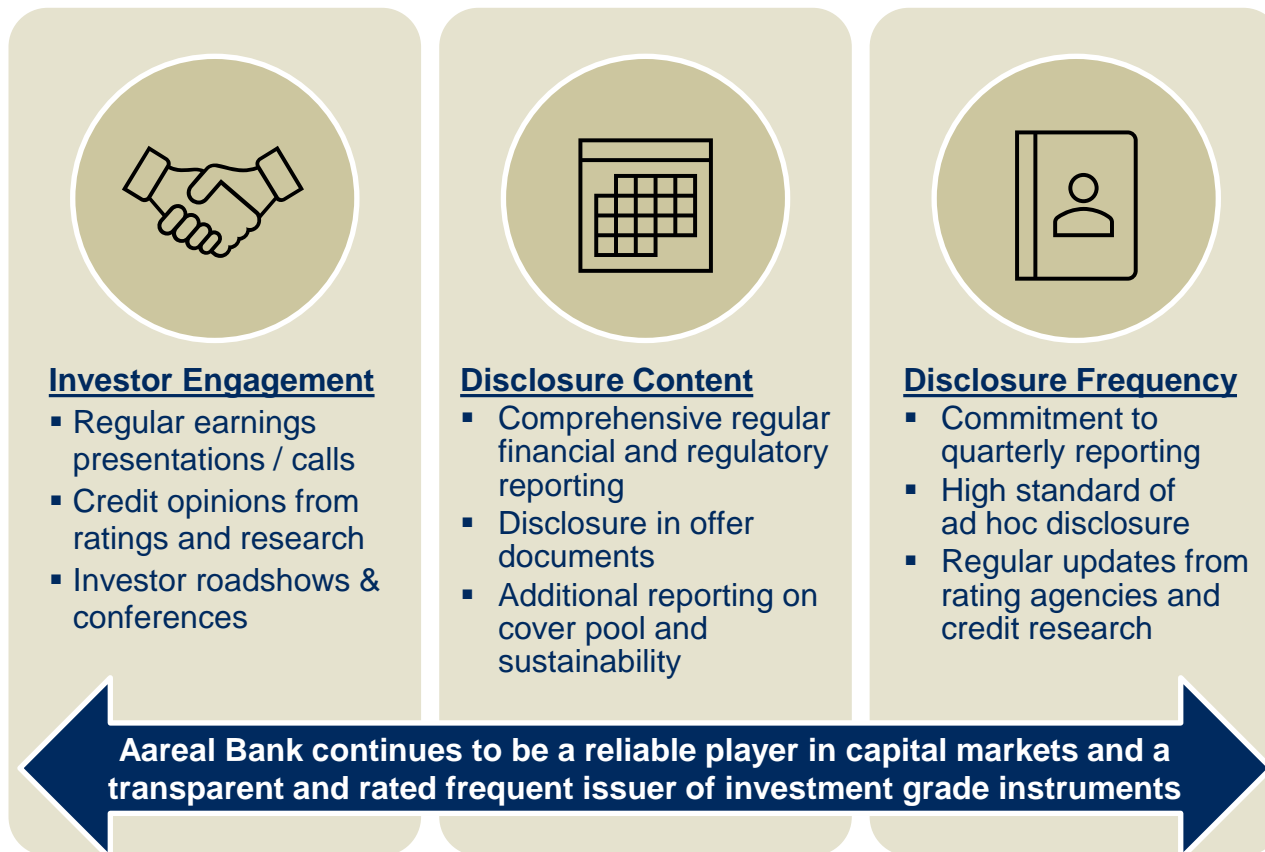
1) Outlook negative

Preservation of Fitch Ratings long-term senior preferred rating of at least A-

- Recently solicited a second rating from Moody's through Q2-2022 to broaden the investor base
- Financial ratings a reflection of the strong and stable credit profile, cemented by the capital position
- Aareal's ESG performance has been rewarded by agencies:
 - MSCI: Aareal is in the best 39% of 199 Banks in MSCI ACWI Index
 - ISS: Prime Status confirms ESG performance above sector-specific Prime threshold
 - Sustainalytics: Improvement "Medium" to "Low" risk, Rank 148 of 1008 in Sector Banks, 12 of 100 in Thrifts and Mortgages
 - Vigeo: Rank 27 of 95 in Sector Retail & Specialized Banks

Commitment to transparency

Remaining committed to a strong reputation in capital markets, continuing to meet highest transparency standards



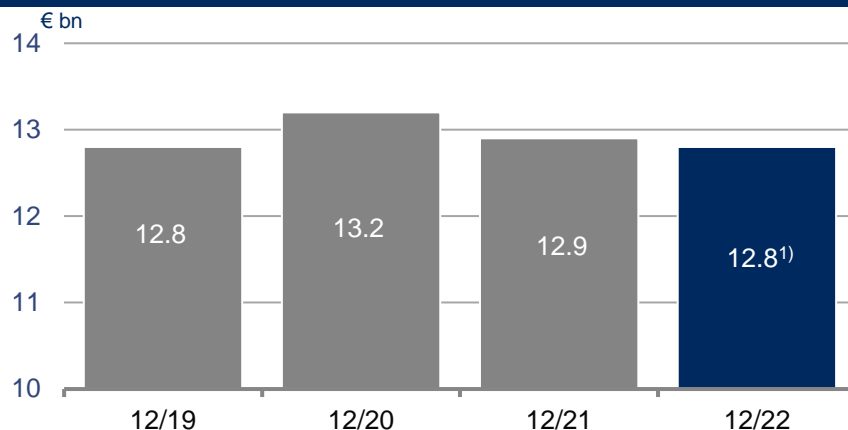
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Capital

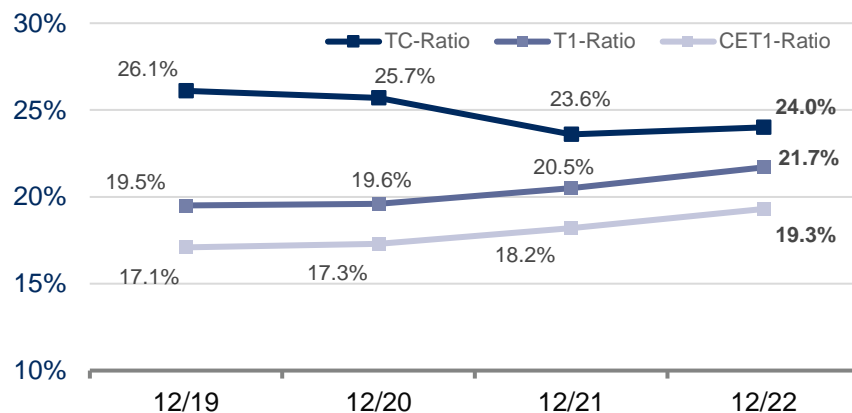
Improved capital position despite portfolio growth

B4 (phase in) RWA



- RWA increase from CREF portfolio growth compensated by portfolio quality improvements

B4 (phase in) capital ratios



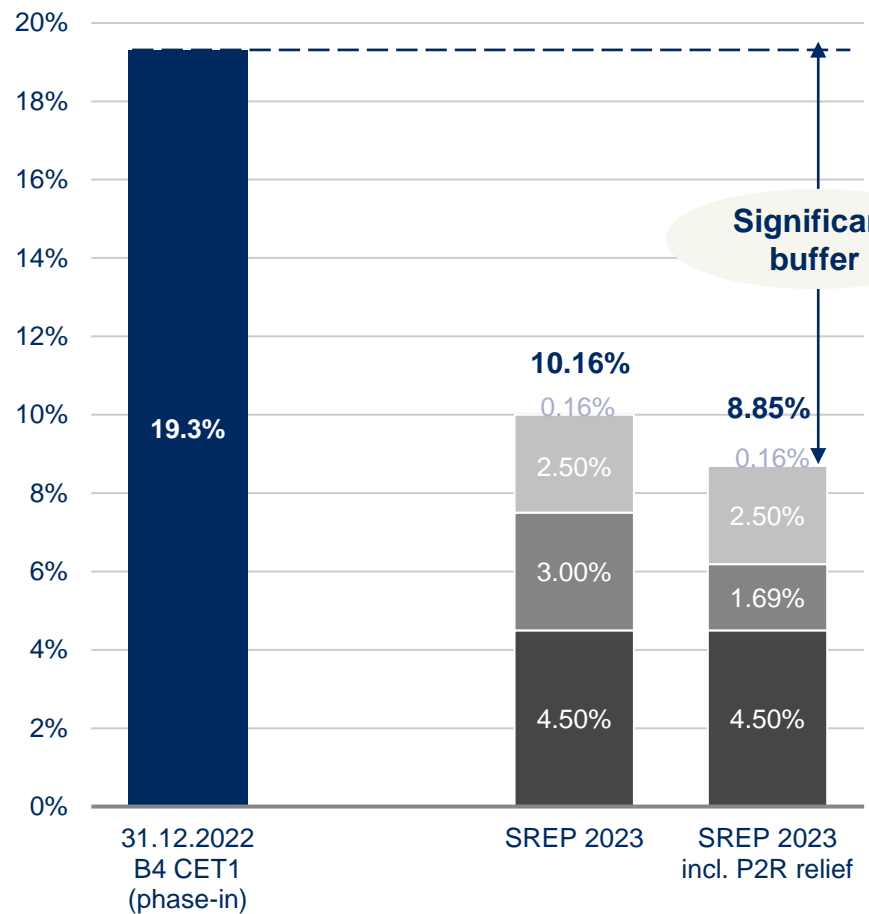
- CET1 ratio increased despite portfolio growth mainly due to
 - Retained earnings
 - Portfolio quality improvements
- Capital ratios very solid throughout Covid-19 crisis
- T1-Leverage ratio improved to 6.0% (2021: 5.5%)

1) Based on draft version of the European implementation of Basel IV by the European Commission dated 27 October 2021 (CRR III)

Capital - SREP (CET 1) requirements

Demonstrating conservative and sustainable business model

CET1 ratio vs. SREP (CET1) requirements



- Capital ratios significant above SREP requirements
- P2R relief by using possibility of partially fulfilling requirements with AT1 and T2 capital
- Total capital requirement (Overall Capital Requirement (OCR)) amounts to 13.66% compared to 24.0% total capital ratio

- Countercyclical Buffer
- Capital Conservation Buffer
- Pillar 2 Requirement
- Pillar 1 Requirement

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ESG@Aareal

Phase 1: Mission accomplished

	We have laid the foundation...	...achieved our 2022 goals... 	... and will continue to follow our path
Growing our impact	Green expansion of financing business € 2 bn by 2024 additional green loan volume	Achieved	On track for 2024
	Optimisation of funding mix € 1 bn in 2022 - new allocation of green funding	€ 1 bn long-term funding + € 0.5 bn green CPs	+ € 0.5 bn green long-term funding in '23
	Providing transparency for global CREF portfolio 20% by 2022 – Verified green properties	> 21 % screening almost completed	Grow share of verified green properties PCAF report on financed emissions by '24
	Limiting our own Greenhouse Gas emissions Carbon neutrality by '23 of our business operations worldwide	Achieved	On track for 2023
	Expansion of innovative solutions with ESG impact Growth targets by 2025 – Identification of enabler products by 2022	Achieved	On track for 2025
Setting the tone at the top	ESG governance with enhanced Board's oversight CEO responsibility – Regular Board engagement	Achieved	Achieved and continuing
	ESG integration in business, credit, investment, risk and refinancing strategies and decision making process Targeting of ESG initiatives in individual / group targets	15 % ESG component in Management Bords variable remuneration	Increased to 25% of our Management Board's variable remuneration in 2023

Additional Highlights

- Green Finance Frameworks Lending & Liabilities established and signed off by second party opinion (SPO)
- Strengthened investability for green investors through consistently positive ESG rating results
- Strong performance in ECB climate stress test, which assessed our portfolio for its vulnerability to physical and transitory risks

Major Milestones in Sustainable Finance Strategy achieved

Increasing transparency reveals strong share of green properties

Significant progress¹⁾ in ESG transparency and performance:

Verified²⁾ ESG-Transparency for

~48%

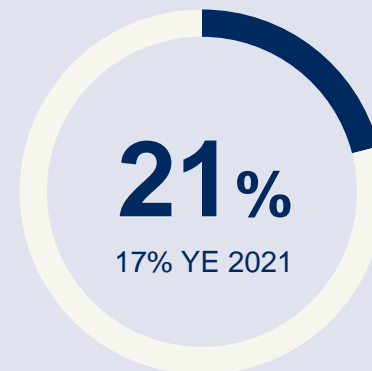
of our portfolio through documentation of proof in IT systems

Since the launch in June 2021

€ ~2.2 bn

qualified for Green Loan

Green Property Financings²⁾



of CREF³⁾ portfolio

with more potential subject to ongoing validation

Since implementation of Green Finance Framework – Funding

> € 1.5 bn

has been issued via Senior Preferred Green Bonds as well as via the green Commercial Paper Program

1) As at 31.12.2022

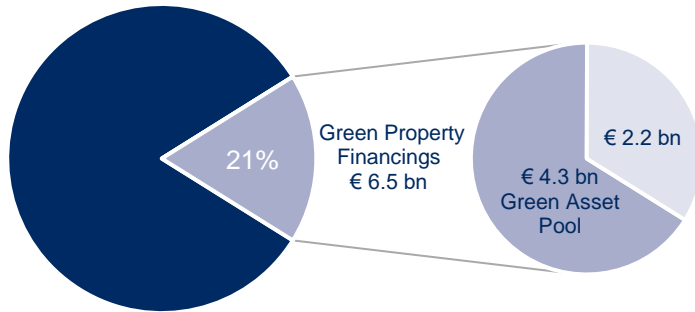
2) Valid certificate is documented

3) CREF excl. business not directly collateralized by properties

Note: All 2022 figures preliminary and unaudited

21% of CREF portfolio classified as Green Property Financings

CREF¹⁾ portfolio

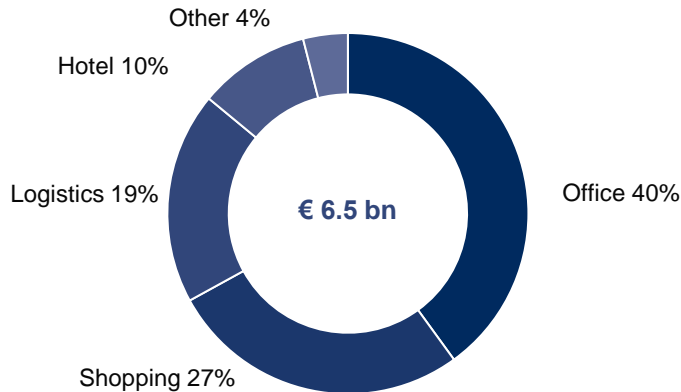


€ 6.5 bn¹⁾ (21%) of total CREF portfolio fulfilling Aareal's Green Finance Framework and are classified as "Green Property Financings", thereof

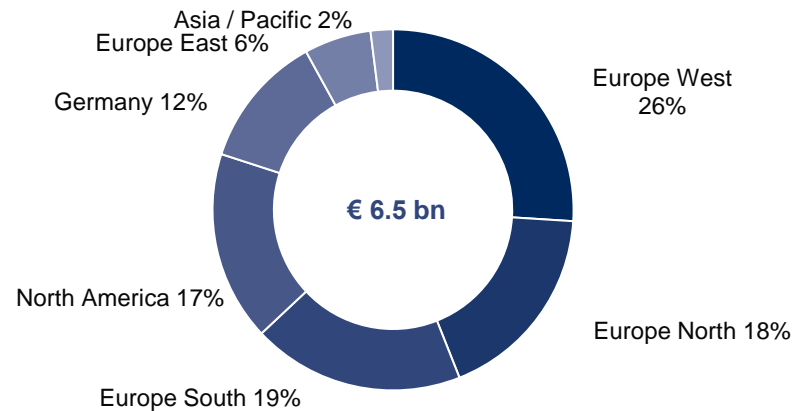
- € 4.3 bn included in green asset pool for underlying of Green bond issues
- € 2.2 bn green property financings mainly for technical reasons not (yet) included

■ CREF portfolio ■ Included in green asset pool ■ Not (yet) included

Green Property Financings²⁾ by property type



Green Property Financings²⁾ by region

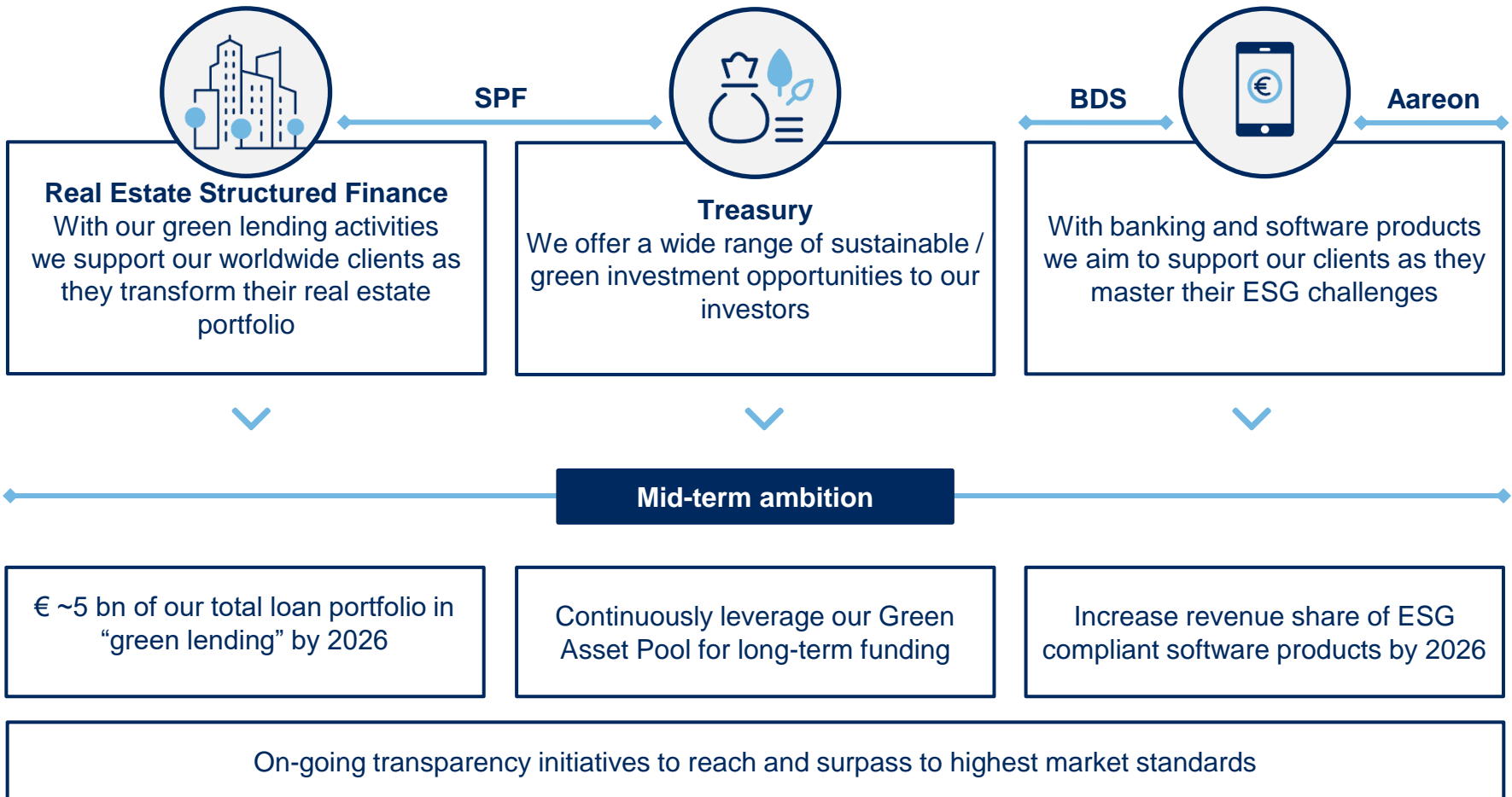


1) CREF excl. business not directly collateralized by properties
Portfolio data as at 31.12.2022 – ESG Data as at 31.12.2022

2) Valid certificate is documented

ESG@Aareal

Our mission for phase 2: On the „Road to Paris“ we are supporting our clients



Agenda

- Recent Financial Performance
- Loan Book & Asset Quality
- Liquidity & Funding
- Capital
- ESG
- **Appendix**

Appendix Group Results

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Note: All 2022 figures preliminary and unaudited

Aareal Bank Group

Results FY 2022

	01.01.- 31.12.2022	01.01.- 31.12.2021	Change
	€ mn	€ mn	
Profit and loss account			
Net interest income	702	597	18%
Loss allowance	192	133	44%
Net commission income	277	245	13%
Net derecognition gain or loss	1	23	-96%
Net gain or loss from financial instruments (fvpl)	26	-30	
Net gain or loss on hedge accounting	-2	-5	-60%
Net gain or loss from investments accounted for using the equity method	-2	-2	0%
Administrative expenses	571	528	8%
Net other operating income / expenses	0	-12	
Operating Profit	239	155	54%
Income taxes	86	87	-1%
Consolidated net income	153	68	125%
Consolidated net income attributable to non-controlling interests	0	1	
Consolidated net income attributable to shareholders of Aareal Bank AG	153	67	128%
Earnings per share (Eps)			
Consolidated net income attributable to shareholders of Aareal Bank AG ¹⁾	153	67	128%
of which: allocated to ordinary shareholders	138	53	160%
of which: allocated to AT1 investors	15	14	7%
Earnings per ordinary share (in €) ²⁾	2.32	0.89	161%
Earnings per ordinary AT1 unit (in €) ³⁾	0.15	0.14	7%

1) The allocation of earnings is based on the assumption that net interest payable on the AT1 bond is recognised on an accrual basis.

2) Earnings per ordinary share are determined by dividing the earnings allocated to ordinary shareholders of Aareal Bank AG by the weighted average of ordinary shares outstanding during the financial year (59,857,221 shares). Basic earnings per ordinary share correspond to diluted earnings per ordinary share.

3) Earnings per AT1 unit (based on 100,000,000 AT1 units with a notional amount of 3 € each) are determined by dividing the earnings allocated to AT1 investors by the weighted average of AT1 units outstanding during the financial year. Earnings per AT1 unit (basic) correspond to (diluted) earnings per AT1 unit.

Note: All 2022 figures preliminary and unaudited

Aareal Bank Group

Results FY 2022 by segments

	Structured Property Financing		Banking & Digital Solutions		Aareon		Consolidation/ Reconciliation		Aareal Bank Group	
	01.01.- 31.12. 2022	01.01.- 31.12. 2021	01.01.- 31.12. 2022	01.01.- 31.12. 2021	01.01.- 31.12. 2022	01.01.- 31.12. 2021	01.01.- 31.12. 2022	01.01.- 31.12. 2021	01.01.- 31.12. 2022	01.01.- 31.12. 2021
€ mn										
Net interest income	627	560	92	43	-17	-6	0	0	702	597
Loss allowance	192	133	0		0	0			192	133
Net commission income	6	8	31	28	252	221	-12	-12	277	245
Net derecognition gain or loss	1	23							1	23
Net gain or loss from financial instruments (fvpl)	26	-30	0	0	0				26	-30
Net gain or loss on hedge accounting	-2	-5							-2	-5
Net gain or loss from investments accounted for using the equity method	0	0	-1	-1	-1	-1			-2	-2
Administrative expenses	260	256	79	73	244	211	-12	-12	571	528
Net other operating income / expenses	-6	-13	-1	-1	7	2	0	0	0	-12
Operating profit	200	154	42	-4	-3	5	0	0	239	155
Income taxes	70	82	14	-1	2	6			86	87
Consolidated net income	130	72	28	-3	-5	-1	0	0	153	68
Allocation of results										
Cons. net income attributable to non-controlling interests	0	0	0	0	0	1			0	1
Cons. net income attributable to shareholders of Aareal Bank AG	130	72	28	-3	-5	-2	0	0	153	67

Aareal Bank Group

Preliminary results – quarter by quarter

	Structured Property Financing					Banking & Digital Solutions					Aareon					Consolidation / Reconciliation					Aareal Bank Group								
	Q4	Q3	Q2	Q1	Q4	Q4	Q3	Q2	Q1	Q4	Q4	Q3	Q2	Q1	Q4	Q4	Q3	Q2	Q1	Q4	Q4	Q3	Q2	Q1	Q4				
	2022					'21					2022					'21					2022					'21			
€ mn																													
Net interest income	152	162	163	150	154	43	26	11	12	10	-7	-4	-3	-3	-2	0	0	0	0	0	188	184	171	159	162				
Loss allowance	22	63	58	49	54	0	0		0		0	0	0	0	0						22	63	58	49	54				
Net commission income	1	1	2	2	2	8	8	8	7	8	72	61	61	58	64	-3	-3	-3	-3	-3	78	67	68	64	71				
Net derecognition gain or loss	-23	2	13	9	8																-23	2	13	9	8				
Net gain / loss from fin. instruments (fvpl)	4	4	12	6	-23	0	0	0		0	0		0								4	4	12	6	-23				
Net gain or loss on hedge accounting	4	1	-3	-4	-1																4	1	-3	-4	-1				
Net gain / loss from investments acc. for using the equity method	0				0			-1	0	0	0	0	-1	0	-1						0	0	-2	0	-1				
Administrative expenses	60	54	61	85	63	25	17	19	18	20	66	60	65	53	55	-3	-3	-3	-3	-3	148	128	142	153	135				
Net other operating income / expenses	-2	-2	1	-3	8	0	0	-1	0	-1		1	2	1	-2	0	0	0	0	0	1	-1	2	-2	5				
Operating profit	54	51	69	26	31	26	17	-2	1	-3	2	-2	-6	3	4	0	0	0	0	0	82	66	61	30	32				
Income taxes	18	18	24	10	14	8	6	0	0	0	3	0	-2	1	6						29	24	22	11	20				
Consolidated net income	36	33	45	16	17	18	11	-2	1	-3	-1	-2	-4	2	-2	0	0	0	0	0	53	42	39	19	12				
Cons. net income attributable to non-controlling interests	0	0	0	0	0	0	0	0	0	0	0	-1	0	1	-1						0	-1	0	1	-1				
Cons. net income attributable to ARL shareholders	36	33	45	16	17	18	11	-2	1	-3	-1	-1	-4	1	-1	0	0	0	0	0	53	43	39	18	13				

Segment: Aareon

2022 P&L and other KPIs

P&L Aareon segment - Industry format ¹⁾	Q4'21	FY'21	Q4'22	FY'22	Δ Q4 '22/'21	Δ FY '22/'21
€ mn						
Sales revenue	75	269	87	308	17%	15%
▪ <i>Thereof ERP</i>	54	200	63	224	15%	12%
▪ <i>Thereof Digital</i>	20	70	25	85	21%	22%
Costs ²⁾	-57	-227	-66	-255	15%	13%
▪ <i>Thereof material</i>	-11	-48	-16	-57	45%	17%
EBITDA	18	43	22	53	23%	24%
Adjustments ²⁾	-8	-24	-7	-22	-7%	-7%
Adj. EBITDA	25	67	29	75	14%	13%
EBITDA	18	43	22	53	23%	24%
D&A / Financial result	-13	-38	-19	-56	42%	48%
EBT / Operating profit	4	5	2	-3	-42%	<-100%

R&D, RPU and operating cashflow	
Revenue per unit (RPU) – LTM (€)	22
R&D spend as % of software revenue	24%
Operating Cash Flow (€ mn)	36

- RPU (last 12 months) at 22 €. With cross-selling opportunities to be harvested
- R&D spend slightly above 24%, still close to communicated pattern of 25% threshold
- Operating Cash Flow at € 36 mn (2021: € 36 mn)

1) Calculation refers to unrounded numbers

2) Incl. New product, VCP, Ventures, M&A and one-offs

Appendix

Asset Quality

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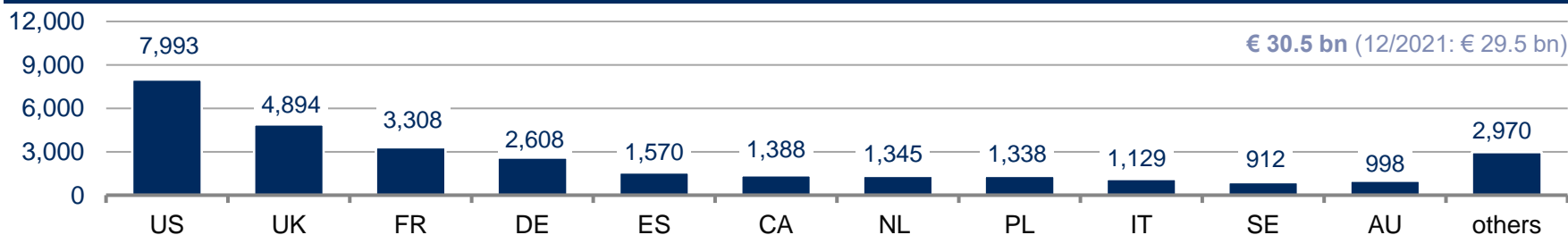
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Note: All 2022 figures preliminary and unaudited

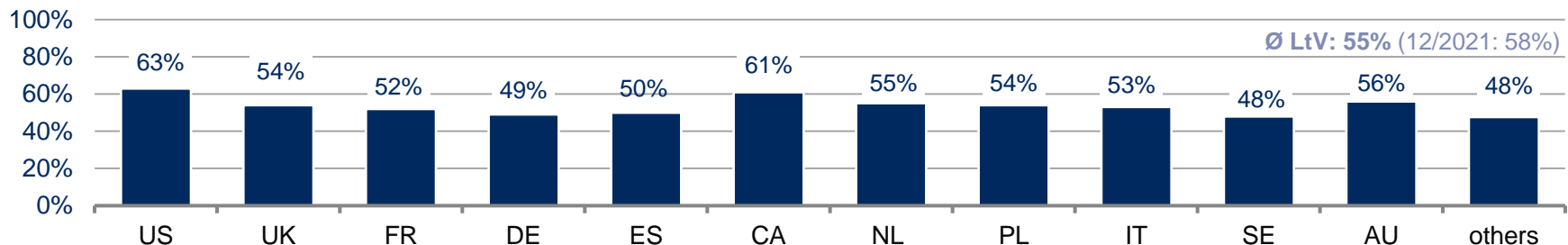
CREF portfolio by country

€ 30.5 bn highly diversified

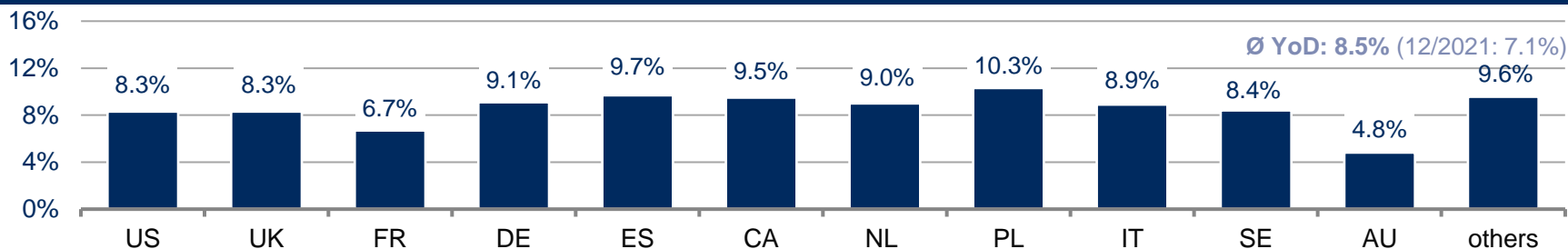
CREF portfolio (€ mn)



LtV¹⁾



YoD¹⁾

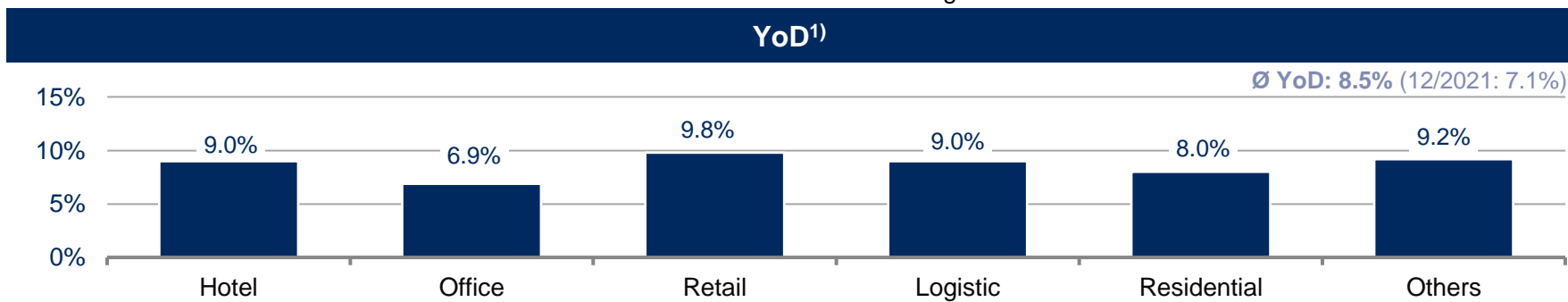
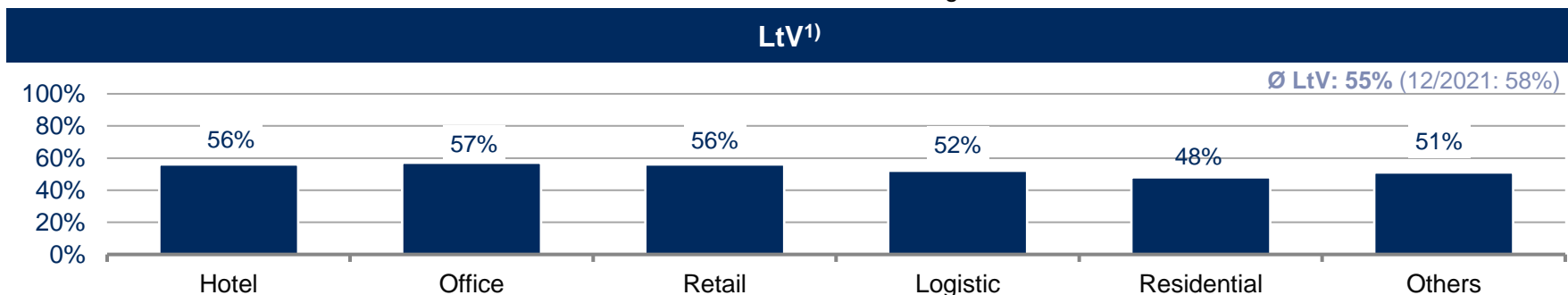
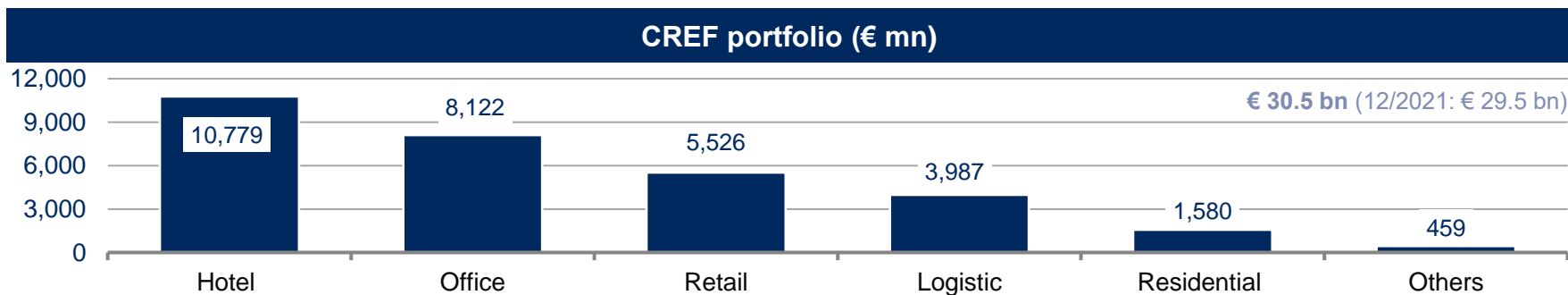


Note: others incl. countries with a portfolio below € 500 mn

1) Performing CREF-portfolio only (exposure)

CREF portfolio by property types

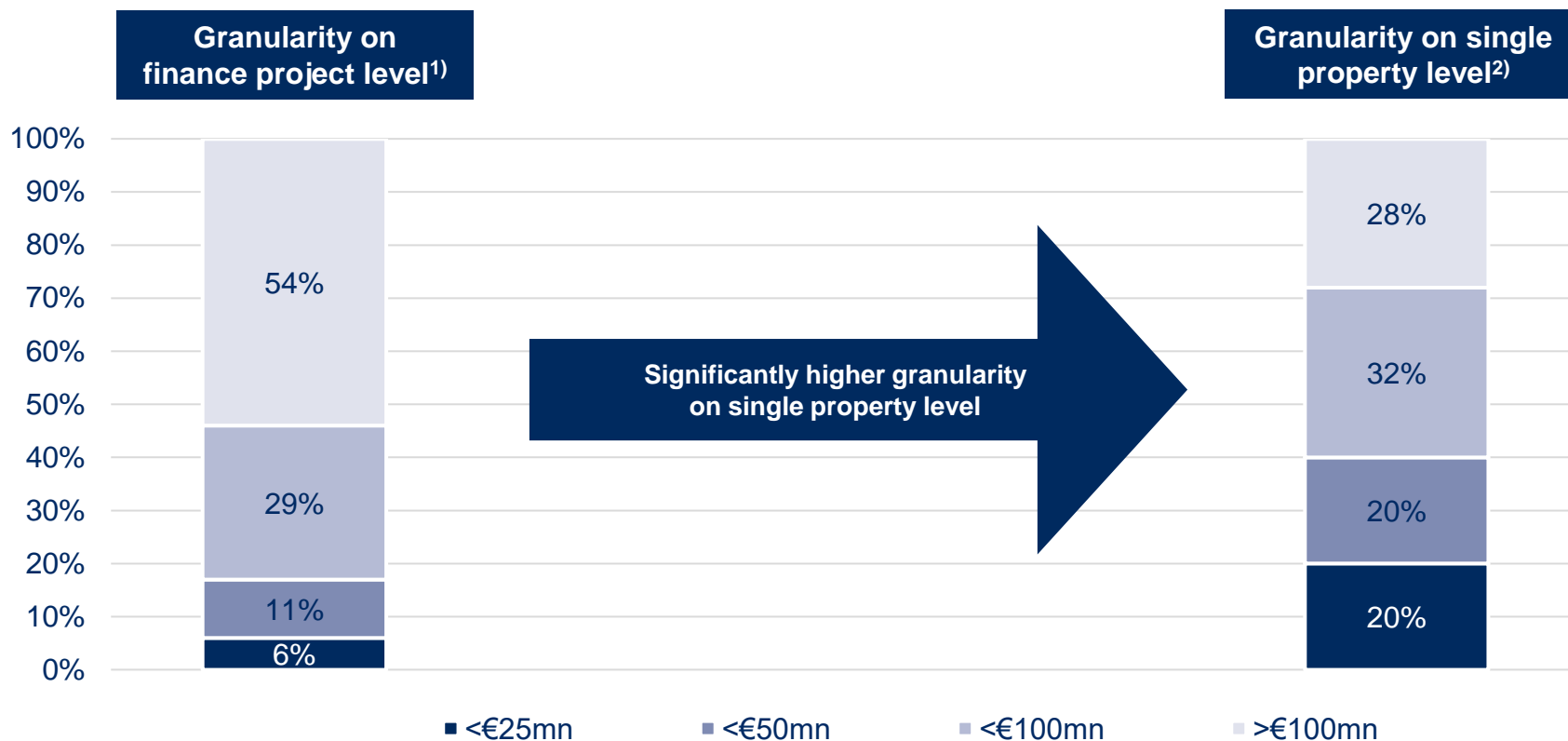
€ 30.5 bn highly diversified



1) Performing CREF-portfolio only (exposure)

Structured Property Financing

High portfolio granularity esp. considering cross collateralisation



Note: All numbers as at 31.12.2021

1) Financing portfolio exposure: € 30.6 bn

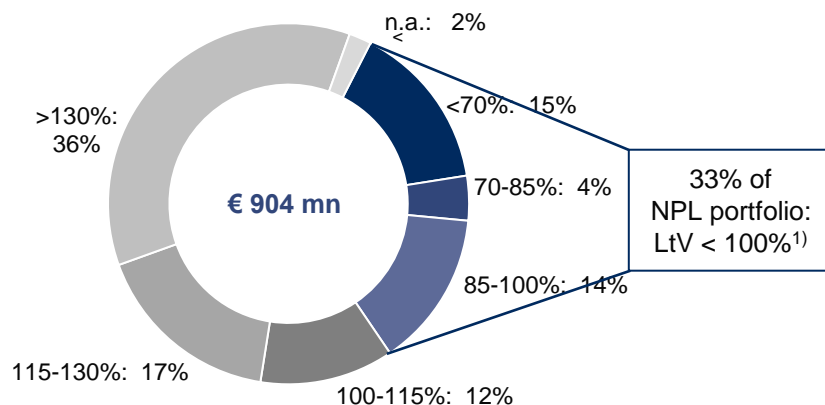
2) Financing portfolio exposure: € 30.1 bn, excl. loans without a property as collateral

Non performing loans (NPL ex Russia)

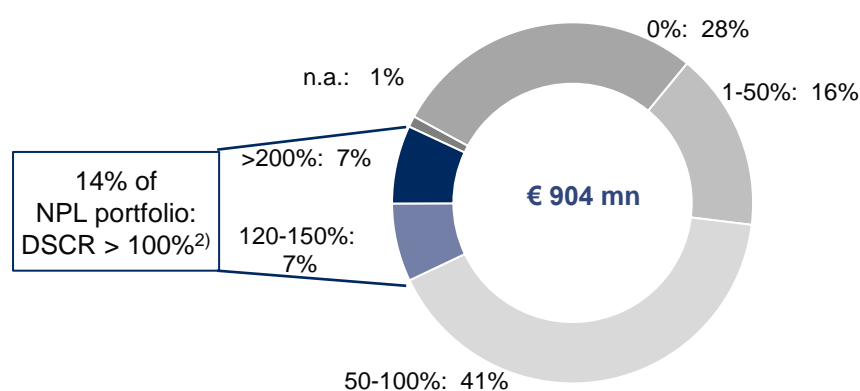
Deep dive

- NPL classification depends on a variety of triggers (e.g. arrears, NOI, DSCR, LtVs, yields, prices, marketability, ...)
 - NPL classification might be triggered even if no nominal loss will be made but contractual payments are or potentially will not be received in line with the agreement (timing / amounts)
 - Current NPL portfolio (ex Russian NPL):
 - 33% of NPL portfolio with LtV <100%
 - 14% of NPL portfolio with DSCR >100%
- ➔ Only 60% of NPL portfolio with LtV >100% and DSCR <100%

LtV distribution



DSCR distribution



1) Based on current market values

2) Based solely on asset performance (not including sponsor support)

Implications of the Russian war against Ukraine

Russian exposure 63% provisioned

Russian operations

- Rep office with 2 employees in Moscow
- Russia defined as non-core market about a decade ago
- Last newly acquired business in 2012
- From more than € 1 bn in 2010 portfolio significantly reduced to an exposure of around € ~200 mn

Russian exposure

- One loan; outstanding € 213 mn (EURO denominated)
- Office complex in Moscow
- Nearly fully let to international and Russian tenants
- Client able and willing to pay
- Currently Russian sanctions hinder cash transfer out of Russia
 - € 134 mn LLP booked in 2022
 - Remaining net exposure of € 78 mn equals ~30% of 10/2021 market value of the financed property

As of today impacts from geopolitical and macroeconomic environment are not predictable. However the markdown reflects volatility seen in other crisis in the past.

Appendix

Liquidity & Funding / TR-portfolio

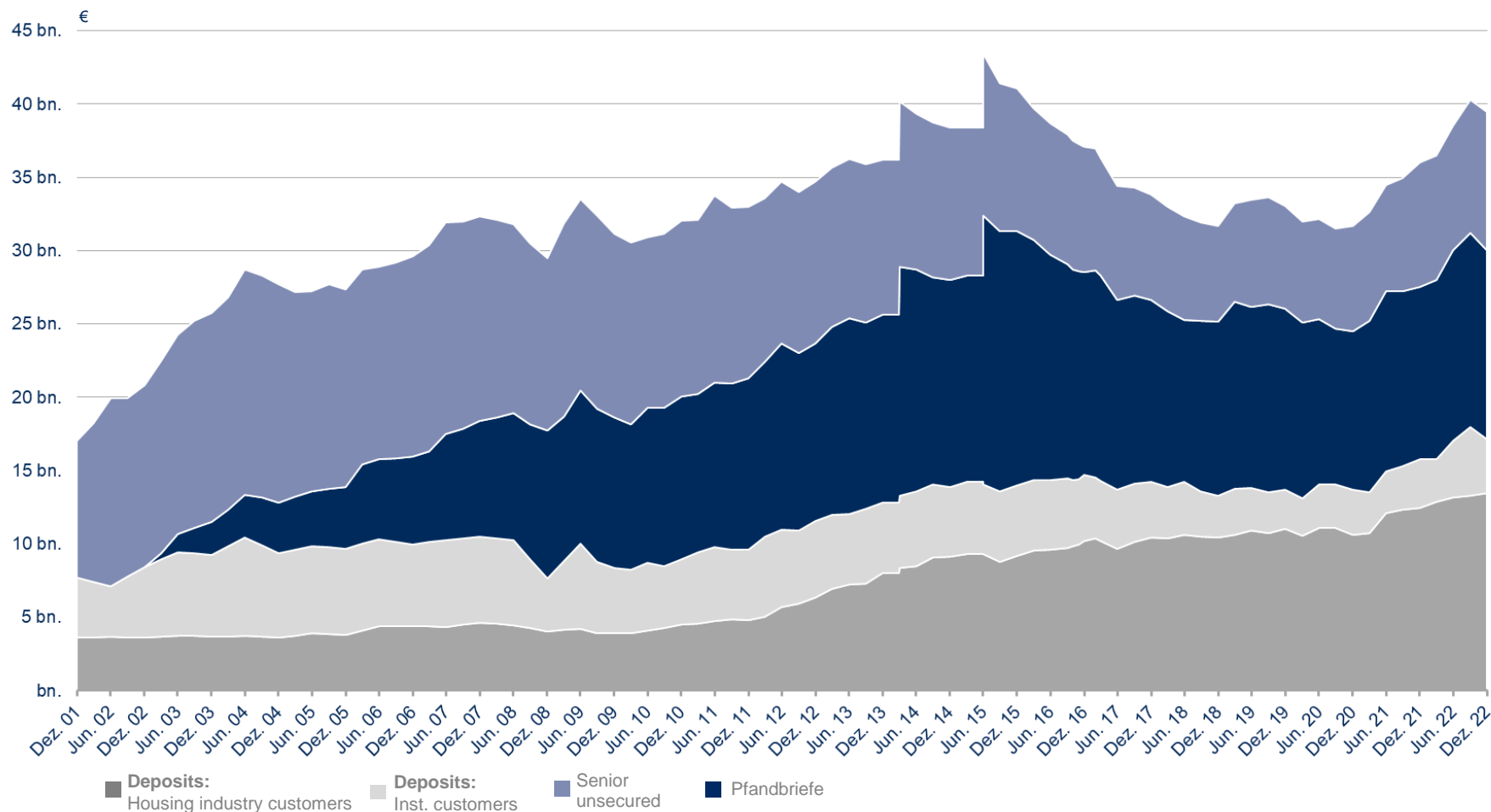
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Note: All 2022 figures preliminary and unaudited

Funding & Liquidity

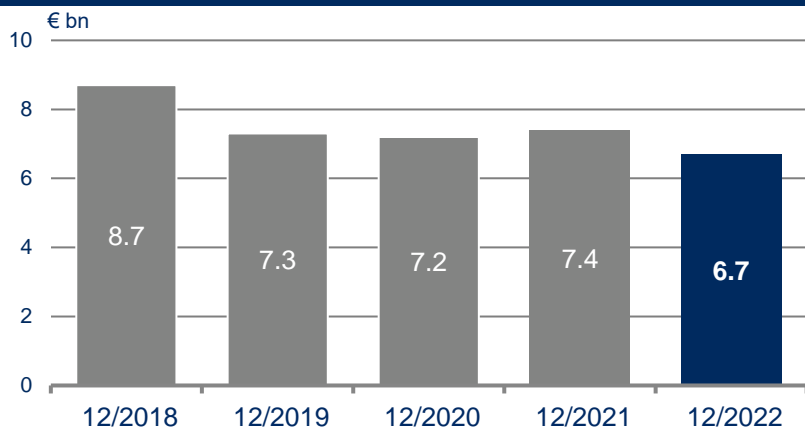
Diversified funding sources and distribution channels



Treasury portfolio

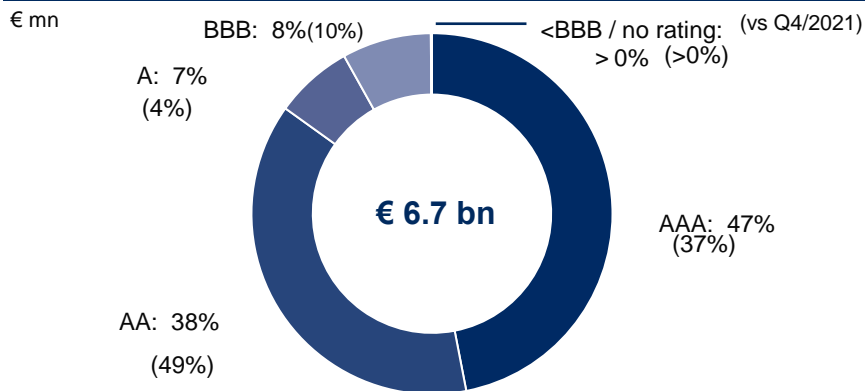
€ 6.7 bn of highly rated, quality liquid assets providing collateral and additional liquidity

TR portfolio development

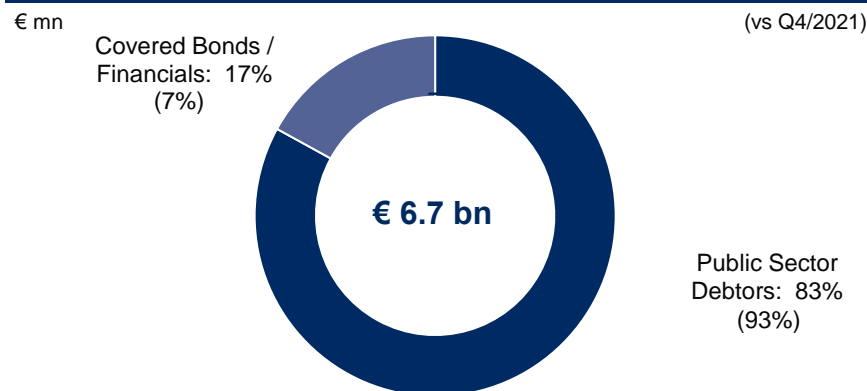


- Reduction due to maturities and sale of public sector bonds after significant spread widenings
- Diversification intensified by re-investing in new agencies and Covered Bonds supporting spread improvement
- Enables income generation vs holding just cash collateral
- Serves as a liquidity reserve in both economic and normative terms
- Mainly consists of
 - Collateral for the Pfandbrief (public / mortgage)
 - Assets permanently pledged for other reasons (e.g. collateral for LCH Clearing)

TR portfolio by rating¹⁾



TR portfolio by asset class



As at 31.12.2022 – all figures are nominal amounts

1) Composite Rating

Aareal Bank`s outstanding Benchmark Transactions

Pfandbriefe, Senior Unsecured and AT1

Product	Ratings ²⁾	Currency	Volume	Maturity ↓	Coupon	ISIN
<i>Pfandbriefe</i>	<i>Aaa</i>	<i>USD</i>	<i>750,000,000</i>	<i>02/14/25</i>	<i>0.625%</i>	<i>XS2297684842</i>
<i>Pfandbriefe</i>	<i>Aaa</i>	<i>GBP</i>	<i>500,000,000</i>	<i>04/29/25</i>	<i>SONIA + 100bps</i>	<i>XS2337339977</i>
Pfandbriefe	Aaa	EUR	500,000,000	07/31/23	0.125%	DE000AAR0223
Pfandbriefe	Aaa	EUR	750,000,000	02/01/24	0.125%	DE000AAR0249
Pfandbriefe	Aaa	EUR	500,000,000	07/30/24	0.375%	DE000AAR0207
Pfandbriefe	Aaa	EUR	500,000,000	07/15/25	0.375%	DE000AAR0215
Pfandbriefe²⁾	Aaa	EUR	750,000,000	02/13/26	3,125	DE000AAR0389
Pfandbriefe	Aaa	EUR	500,000,000	08/03/26	0.010%	DE000AAR0272
Pfandbriefe	Aaa	EUR	500,000,000	02/01/27	2.250%	DE000AAR0348
Pfandbriefe	Aaa	EUR	500,000,000	07/08/27	0.010%	DE000AAR0256
Pfandbriefe²⁾	Aaa	EUR	750,000,000	10/11/27	3.000%	DE000AAR0371
Pfandbriefe	Aaa	EUR	500,000,000	02/01/28	0.010%	DE000AAR0280
Pfandbriefe	Aaa	EUR	500,000,000	09/15/28	0.010%	DE000AAR0306
Pfandbriefe	Aaa	EUR	750,000,000	02/01/29	1.375%	DE000AAR0330
Pfandbriefe	Aaa	EUR	625,000,000	09/14/29	2.375	DE000AAR0363
Pfandbriefe	Aaa	EUR	750,000,000	02/01/30	0.125%	DE000AAR0314
Senior Preferred	A- / A3	EUR	500,000,000	04/10/24	0.375%	DE000A2E4CQ2
Senior Preferred green	A- / A3	EUR	500,000,000	07/25/25	4.500%	DE000AAR0355
Senior Preferred	A- / A3	EUR	500,000,000	09/02/26	0.050%	DE000AAR0298
Senior Preferred	A- / A3	EUR	500,000,000	04/07/27	0.050%	DE000AAR0264
Senior Preferred	A- / A3	EUR	750,000,000	11/23/27	0.250%	DE000A289LU4
Senior Preferred green	A- / A3	EUR	500,000,000	04/18/28	0.750%	DE000AAR0322
Additional Tier 1	BB	EUR	300,000,000	PERP_NC_5-1	7.3626%	DE000A1TNDK2

1. Pfandbriefe are rated by Moody`s, AT1 by FitchRatings and Senior Unsecured by FitchRatings and Moody`s

2. Issued in 2023

Appendix

ADI of Aareal Bank

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Note: All 2022 figures preliminary and unaudited

Interest payments and ADI of Aareal Bank AG

Available Distributable Items (as of end of the relevant year)

	31.12. 2016	31.12. 2017	31.12. 2018	31.12. 2019	31.12. 2020	31.12. 2021	31.12. 2022
€ mn							
Net Retained Profit	122	150	126	120	90	96	61
▪ Net income	122	147	126	120	90	30	61
▪ Profit carried forward from previous year	0	3	-	-	-	66	-
▪ Net income attribution to revenue reserves	-	-	-	-	-	-	-
+ Other revenue reserves after net income attribution	720	720	720	720	840	840	936
= Total dividend potential before amount blocked ¹⁾	842	870	846	840	930	936	997
./. Dividend amount blocked under section 268 (8) of the German Commercial Code	235	283	268	314	320	386	466
./. Dividend amount blocked under section 253 (6) of the German Commercial Code	28	35	42	40	43	36	24
= Available Distributable Items ¹⁾	580	552	536	486	566	515	507
+ Increase by aggregated amount of interest expenses relating to Distributions on Tier 1 Instruments ¹⁾	46	32	25	23	21	20	21
= Amount referred to in the relevant paragraphs of the terms and conditions of the respective Notes as being available to cover Interest Payments on the Notes and Distributions on other Tier 1 Instruments ¹⁾	626	584	560	509	588	535	529

Note: Calculation refers to unrounded numbers

1) Unaudited figures for information purposes only

Appendix ESG

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Note: All 2022 figures preliminary and unaudited

ESG in our daily business

Putting sustainability at the core of our decisions

ESG in our lending business

Aareal Bank “Green Finance Framework – Lending” put into place

- Aareal Bank’s Green Finance Framework – Lending confirmed through a Second Party Opinion (SPO) by Sustainalytics
- Ambition to extend ESG assessment in our day-to-day lending activities
- Explicit customer demand for Aareal Bank’s green lending approach identified internationally and interest is high for the new product
- Green lending within the new framework provided since Q2 2021

ESG in our funding activity

Aareal Bank “Green Finance Framework – Liabilities” forms basis for Green Bonds

- In addition to the lending framework, Aareal Bank has implemented an accompanying liability-side/use-of-proceeds framework that allows issuance of green financing instruments
- The “Green Finance Framework – Liabilities” is intended to not only reflect our sustainable lending activities but also our strategic approach towards sustainability
- Bond issuances under this framework invite open discussion and engagement with investors on the progress we have made and on the path forward



Continue to enlarge climate transparency in the portfolio

- Portfolio transparency and data accumulation significantly improved for both existing and new lending and to be continued
- Aareal Bank involved in international initiatives to calculate financed emissions (PCAF)

Aareal's demanding Green Finance Framework

Aareal Green Finance Framework (GFF) in place

Green Property Financing:

Requirements to qualify as green property

- Meets EU Taxonomy criteria
and / or
- Certified with an above-average ratings
and / or
- Classified as nearly zero-energy building (nZEB) / thresholds as defined in Aareal GFF



Green Loan Rider:

Customer agrees to Maintaining "Aareal Green Finance Framework" requirements during the term of the loan



Green Loan:

Combination of

- Green property¹⁾
and
- Agreement

Eligibility category

Eligibility criteria (alternatives)

Green Buildings

1. EU taxonomy compliant:

Buildings meet the EU Taxonomy criteria according to the EU Commission Delegated Regulation, Chapter 7.7 "Acquisition and ownership of existing buildings"

2. Green building certification:

- BREEAM: "Very Good" and above
- LEED: "Gold" and above
- DGNB: "Gold" and above
- Green Star: "5 Stars" and above
- NABERS: "4 Stars" and above
- HQE: "Excellent" and above

3. Energy efficiency:

Classified as a nearly zero-energy building (nZEB) **and / or** property falls **below** the maximum energy reference values

75 kWh/m ² p.a.	Residential
140 kWh/m ² p.a.	Office, Hotel, Retail
65 kWh/m ² p.a.	Logistics

Energy efficiency upgrades

1. EU taxonomy compliant:

Modernisation measures meet the EU Taxonomy criteria acc. EU Commission Delegated Regulation³⁾

2. Upgrade to Green Building:

Completion of the measure brings the property up to the green building standard defined above.

3. Energy efficiency improvement:

Completion of the measure results in an energy efficiency improvement of at least 30%.

1) All buildings within a financing have to qualify as green buildings according to Aareal GFF

2) Partnership for Carbon Accounting Financials

3) Chapter 7.2 "Renovation of existing buildings"

Appendix

Definitions and contacts

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Note: All 2022 figures preliminary and unaudited

Definitions

New Business	$\text{New business} = \text{Newly acquired business} + \text{renewals}$
Common Equity Tier 1 ratio	$\frac{\text{CET 1}}{\text{Risk weighted assets}}$
NPE ratio (acc. EBA Risk Dashboard)	$\frac{\text{Non-performing debt instruments (loans and advances \& debt securities) other than held for trading}}{\text{Total gross debt instruments}}$
CIR	$\frac{\text{Admin expenses (excl. bank levy, et al.)}}{\text{Net income}}$
Net income	$\text{Net interest income} + \text{Net commission income} + \text{Net derecognition gain or loss} + \text{Net gain or loss from financial instruments (fvpl)} + \text{Net gain or loss on hedge accounting} + \text{Net gain or loss from investments accounted for using the equity method} + \text{Net other operating income / expense}$
Net stable funding ratio	$\frac{\text{Available stable funding}}{\text{Required stable funding}}$
Liquidity coverage ratio	$\frac{\text{Total stock of high quality liquid assets}}{\text{Net cash outflows under stress}}$
Earnings per share	$\frac{\text{operating profit} \cdot / \cdot \text{income taxes} \cdot / \cdot \text{income/loss attributable to non controlling interests} \cdot / \cdot \text{net AT1 coupon}}{\text{Number of ordinary shares}}$
Yield on Debt	$\frac{\text{NOI} \times 100 \text{ (Net operating income, 12-months forward looking)}}{\text{Outstanding incl. prior/pari-passu loans (without developments)}}$
CREF-portfolio	Commercial real estate finance portfolio excl. private client business and WIB's public sector loans
REF-portfolio	Real estate finance portfolio incl. private client business and WIB's public sector loans
NPL ratio	$\frac{\text{NPL-exposure acc. CRR (excl. exposure in cure period)}}{\text{Total REF Portfolio}}$

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100 Years Building
Your Tomorrow

Aareal
YOUR COMPETITIVE ADVANTAGE.

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...bringing sector expertise whilst maintaining governance structure

Founding growth on stable ownership structure

- Reducing 'noise' in Aareal Bank's shareholder structure; supporting sustainable long-term objectives of Aareal Bank Group
- No control and / or profit transfer agreement intended
- Investors' sector expertise, experience and market access will support Aareal Bank Group's accelerated growth ambitions
- Good cooperation Aareal / Advent regarding development of Aareon

Reliable and transparent corporate governance

- Full confidence in present members of Group's management board
- Preservation of current structure of supervisory board, including 12 members thereof
- four employee representatives; At least two independent members
- Implementation of advisory board including independent industry experts

Careful risk management strategy in search of attractive return

- CREFF portfolio diversified by property type and geography
- LTVs declining below pre-Covid levels
- NPLs declining to € 1.1 bn (3.6%) and subject to ongoing prudent risk management
- Significantly reduced exposure to Russia, net exposure of € 213 mn as of 31.12.2022

Stable
ownership
structure



Governance
structure



Asset quality



... while enhancing Aareal's credit story and maintaining robust capital ratios to increase attractiveness for credit investors

Funding



- Enhancing Aareal Bank's strong debt story**
- Using frequent issuer status to fund growth
 - Preservation of Fitch Ratings long-term senior preferred rating of at least A-
 - Broadening investor base also with second credit rating by Moody's (A3)¹⁾ and green bonds
 - Further develop existing diversified funding platform by addressing additional funding sources, also including ECP and retail deposits (Raisin)

Capital base



- Maintain robust capital base**
- Intention to support organic and inorganic growth by waiving dividend payments²⁾, if necessary
 - Additional equity potentially available if required to facilitate growth beyond envisaged business plan subject to customary approvals
 - Takeover of Aareal Bank fully equity financed

Organisation



- Continuation of group wide efficiency measures in organisation, processes & infrastructure**
- Sharing of best practices with regard to organisation, processes and use of technology; increase size of workforce in relevant divisions to support growth

Note: All 2022 figures preliminary and unaudited

- 1) Long-term Senior Preferred Rating, launched in Q2 2022
- 2) 'Retention of dividend' policy will not apply to payments in context of AT1 instruments

... supporting "Areal Next Level" strategy

Significant investments to drive growth across all three segments of

Areal Bank Group...

Structured Property Financing

"GROW"

(*risk conscious*)

- Increase of portfolio volume over c. 5 years to € 36 bn with respecting existing risk policy and depending on market conditions
- Growth fueled by Bank's traditional asset classes and property types, but also by tapping new and attractive property types and adjacent segments, maintaining conservative risk / return profiles
- Actively managing REf portfolio, incl. NPL exposure; continuing growth of lending volume at low marginal costs considering Areal Bank's existing ESG criteria

Banking & Digital

Solutions

"LEVERAGE"


- Focus on growing commission income and asset light business
- Acceleration and support for execution of organic growth and implementation of an M&A roadmap, leveraging on significant M&A expertise, European market access through the network of the Investors
- Continue sustainable deposit franchise and additionally explore "win-win" opportunities on a European level in the payments space leveraging our Areal customer base

Areal


"ACCELERATE"

- Support Value Creation Programme and enhance M&A roadmap developed with Advent initiatives already agreed with Advent
- Fund further growth by M&A activities through additional capital beyond envisaged with co-investor Advent
- Continue organic growth to develop into a rule-of-40 company also in cooperation

Highly Experienced Shareholders... Investors with strong and relevant track record are backing Aareal Bank Group



- \$414 Bn¹ Capital under management
- Invests on behalf of more than 21 million Canadian contributors and beneficiaries with a focus on long-term, sustainable value creation

- \$31 Bn Capital under management
- Flexible capital dedicated to partnering with strong management teams to drive sustainable value creation




- \$96 Bn Capital under management
- Responsible investors that partner with outstanding businesses to create sustainable value for all stakeholders



Financial Services Wilton Re compare the market asurion FNZ REFINITIV Mechanics Bank	Real Estate Goodman Federated Hermes LONGPOINT EPP LoanCore Capital	Technology WAYSAR Informatica unity ellucian lytx SPDR Olik Globologic EPICOR VISMA
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Financial Services BankUnited canopus duobank Williams & Glynn BFF SELF STORAGE GREAT WALL MERIT HILL extended STAY AMERICA	Real Estate onbe Root Insurance Co GoHealth precisely acoustic	Technology
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Financial Services Addiko Bank worldpay planet EBANX nets nexi CONSERVICE Ambridge Hospitality	Real Estate rft Unsa	Technology concordis Addiko Bank worldpay planet EBANX nets nexi CONSERVICE Ambridge Hospitality Hareon zenoti FORESCOUT DEFINITIVE HEALTHCARE SHIFT KMD
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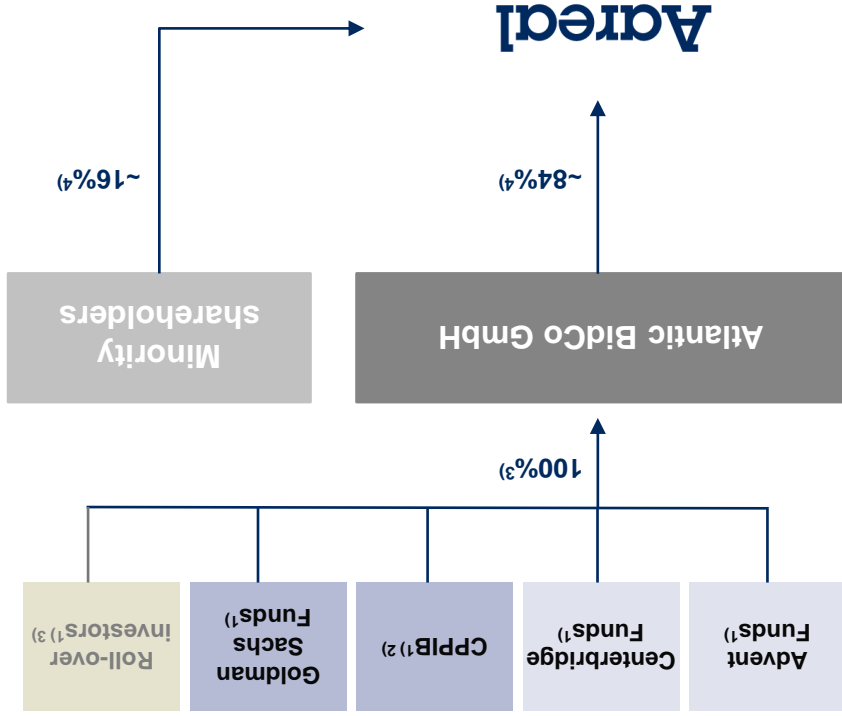
1) As of March 2022. Converted from CAD to USD based on spot FX of 0.77

Note: All 2022 figures preliminary and unaudited

New ownership structure

Long-term partnership-oriented investment approach creating value for all stakeholders

Overview of Structure



Atlantic BidCo Key Principles

- 1 Pro-investment into Areal with long-term investment horizon
- 2 Patient, partnership-oriented ownership approach
- 3 Focus on sustainable profitability and robust balance sheet
- 4 Building value for all stakeholders through congruent interests and transparency
- 5 Highly supportive of “Areal Next Level” strategy and existing Group composition

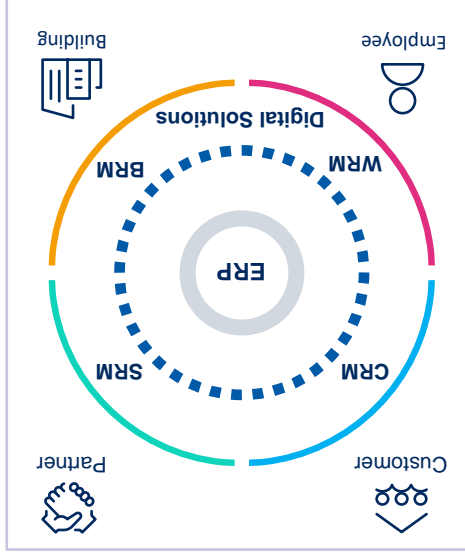


1) Indirect holding of participation in Atlantic BidCo GmbH
 2) CPP Investment Board Europe S.a.r.l., a wholly owned subsidiary of Canada Pension Plan Investment Board (“CPP Investments”)
 3) Minority representation in governance structure
 4) Closing based on tendered shares of ~84% is subject to finalisation of regulatory clearances by Atlantic BidCo GmbH
 Note: All 2022 figures preliminary and unaudited

- Introduction
- New Ownership Structure

Agenda

Solutions



Markets



Leading market position in all its countries (9) in Europe

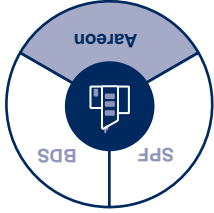
KPI's

Sales revenue ⁽¹⁾	€ 308 mn
Adjusted EBITDA ⁽¹⁾	€ 7 mn
Clients	> 7,000

Clients

Property management companies & condominium owners' associations	Municipal and church-owned housing companies	Private & independent housing enterprises
Cooperatives	Utilities	Commercial real estate
Tenants, tradespeople, developers, architects, project developers, financial investors, insurers, insurance brokers and property marketing companies, companies that manage owner-occupied property portfolios		

ESG impact



With every smart digital solution and innovative ecosystem connecting multiple parties and equipment, we enable our customers to improve their sustainability performance

USPs

ERP systems and digital solutions

Developing digital strategies

Creating digital ecosystems

User-centricity

Agile product development

Connecting market participants

Use of modern technologies such as artificial intelligence

Banking & Digital Solutions

2022



Integrated payment solutions

Integrated process optimisation for property management and energy between the housing and energy sectors

Digital payment management

Platform solutions

Digital tenancy bond management

Property investment advice



Germany and Austria



Mass payment transactions per year

~145 mn

Payment transactions clients

~4,200

Deposit volume¹⁾

€ 13.4 bn



Property management companies		Small and medium-sized property managers
Housing cooperatives	Platform providers	Utilities

Property investment advice

Digital tenancy bond management

Platform solutions

Digital payment management

Integrated process optimisation for property management and energy between the housing and energy sectors

Integrated payment solutions

Unique combination of IT and banking solutions

Extensive industry expertise

Profound know-how of processes and systems

All services from a single source

Development of customised solutions for and together with our clients

Future-oriented payment solutions

¹⁾ Average volume 2022

Note: All 2022 figures preliminary and unaudited

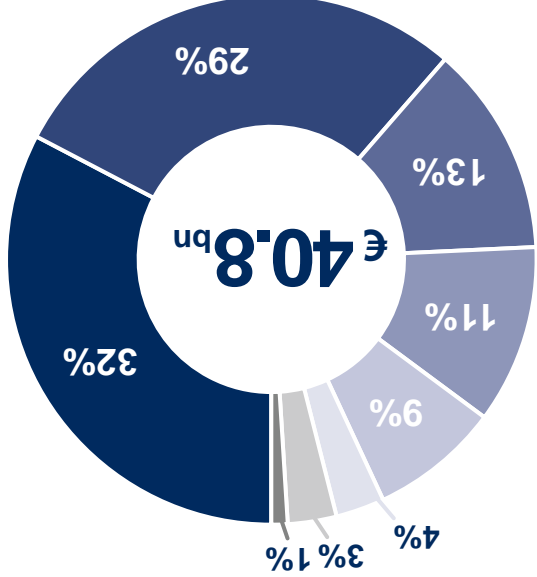
Structured Property Financing - Funding

2022

(Funding-) USPs

- Highly diversified funding mix
- Solid and stable deposit base from institutional housing industry
- Well established capital market funding, frequent issuer, high share of Pfandbriefe
- Strong investor basis
- Strong and proven access to private placement markets
- Established retail funding partnership with Raisin
- Robust capital position

Funding Mix⁽¹⁾



Rating

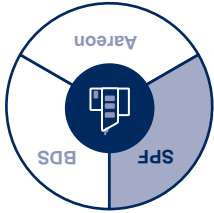
AAA Pfandbriefe
A- Senior non preferred

- Deposits BDS⁽²⁾ 33%
- Hyothekpfandbrief 29%
- Senior Unsecured (SP) 13%
- Deposits TR (incl. Raisin) 11%
- Senior Unsecured (SNP) 8%
- Public-sector Pfandbrief 3%
- ECP (SP) 3%
- Subordinated Capital 1%



(1) Funding products in green vs conventional, structured vs plain vanilla, multi currency all
(2) Avg. volume 2022

Note: All 2022 figures preliminary and unaudited



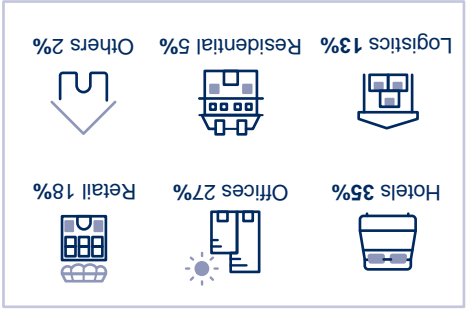
Structured Property Financing

2022

Products

Tailored, large sized commercial real estate financing & syndications

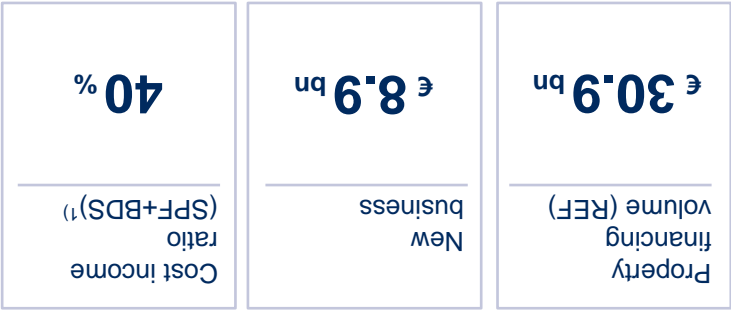
Asset classes²⁾



Markets



KPI's



Clients

Pension funds	Institutional Investors	Private equity
Financial institutions		Private individuals
Listed property companies	Investors with a sector focus	Family Office

ESG impact

With every financing of a green building / energy upgrade we contribute to the transition to a low carbon economy

USPs

Substantial local market knowledge

Sector specific know-how

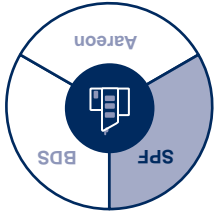
Extensive syndications expertise

Structuring expertise (Portfolio financing, Cross-border, Multi-currency)

Established network

Balance sheet capacity

Digitalisation expertise

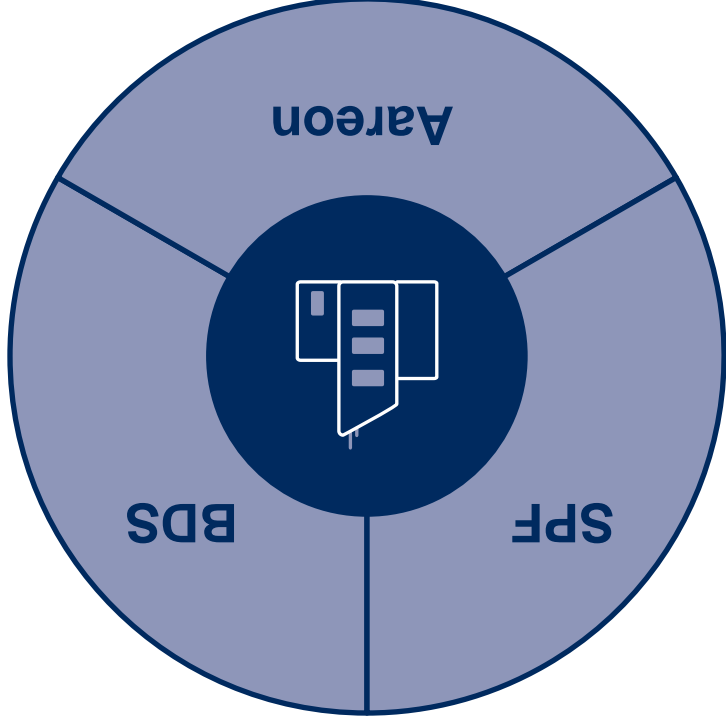


1) excl. bank levy, et al
2) Based on commercial real estate financing (CRF) volume of € 30.5 bn

Note: All 2022 figures preliminary and unaudited

Areal Bank Group – 3 segments

Structured Property Financing (SPF)
Supporting our clients with tailored, large-sized commercial property financing – in particular office buildings, hotels, shopping centres, logistics and residential properties, as well as student apartments.



Banking & Digital Solutions (BDS)
Digitalisation partner for cross-industry management and optimisation of payments and operating processes in the housing, property and energy industries, and provider of traditional corporate banking and deposit-taking services as well as of tenancy bond management services.

Aareon
Supporting companies from the housing, property and energy industries in establishing their own company-specific digital ecosystems.

Key indicators

2022

Total assets

€ 47.3 bn

Employees

3,316

Bank (SPF+BDS) 1,218

Aareon 2,098

Operating profit

€ 239 mn

RoE after taxes

5.0%

Total equity (IFRS)

€ 3.3 bn

Regulatory capital ratios

CET1

19.3%

TCR

24.0%

Financial ratings

Senior preferred rating¹⁾

Fitch

A-

Moody's

A3

Pandbrief rating

Moody's

Aaa

ESG ratings

GDP Awareness Level B

MSCI AA

ISS_ESG Prime (C+)

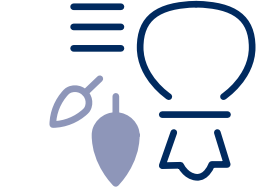
Sustainability LOW (20-10)

1) Outlook negative

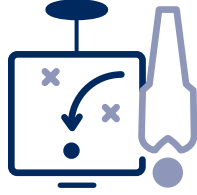
Note: All 2022 figures preliminary and unaudited

Real Estate is transitioning to a more sustainable, digitised and connected future

Fostering this transition



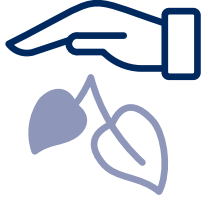
ESG⁽¹⁾ is (and has always been) fundamental to our business



Strategic sustainability based on five criteria⁽²⁾



Integration of ESG in decision making initiated group-wide



We have impact!

(1) Environmental, Social, Governance
(2) Green expansion of financing business, Optimisation of funding mix, Providing transparency for global CREF portfolio, Limiting our own Greenhouse Gas emissions, Expansion of innovative solutions with ESG impact

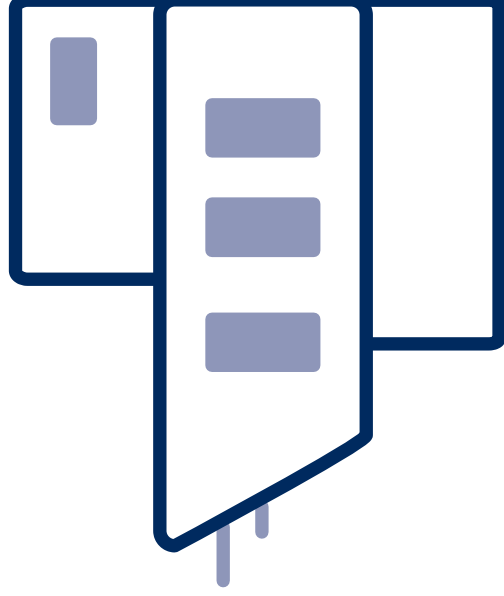
Note: All 2022 figures preliminary and unaudited

Who we are

The Areal Bank Group is a leading international provider of smart financing, software products, digital solutions and payment transaction applications in the property sector and related industries.

Our way of doing business, our actions and our decisions are sustainable – by conviction.

In 2023, Areal Bank will celebrate its 100th anniversary.



- **Introduction**
- New Ownership Structure

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March 2023

Introduction

