



Analyst Conference Call

Q3 2020 results

November 12, 2020

Marc Hess, CFO – Christof Winkelmann, CMO

Aareal
YOUR COMPETITIVE ADVANTAGE.

Agenda

- Business development in times of Covid-19 and Highlights Q3/2020
- Asset Quality
- Segments
- Group results Q3 2020
- Capital, B/S, Funding/Liquidity
- Outlook 2020
- The way ahead

- Appendix

Business development in times of Covid-19 and Highlights Q3/2020

01

Aareal

Business development in times of Covid-19

Managing Covid-19 challenges and pursue strategic initiatives consistently

Robust and resilient

- Conservative risk profile
- Strong capital base
- Solid liquidity position
- Well-diversified business

Staying on course

- As a reliable partner we are in close contact with our clients to find solutions and to support where necessary
- Precautionary model based risk provisioning and value adjustments
- Pursue strategic initiatives consistently
- De-risking

What we expected: Q1/20

Continuous normalisation from mid 2020 onwards, followed by a significant recovery (“swoosh” shaped) in 2021

What we expected: Q2/20

Sticking to “swoosh scenario” with more pronounced dip considering slightly slower recovery

What we expect: Q3/20

Stick to updated “swoosh”-shaped scenario. Due to overall deteriorated market forecast we expect a somewhat more pronounced decline in economic activity and a six months delayed recovery

Highlights Q3/2020

Positive operating profit despite Covid-19 impacts, growing NII & NCI

Aareal Bank Group	Solid Group Financials	<ul style="list-style-type: none">▪ Positive Q3 operating profit of € 11 mn, Covid-19 effects manageable▪ Capital gain of ~ € 180 mn from Aareon minority sale locked in▪ Strong capital, funding and liquidity position
	Resilient Segment Performance	<ul style="list-style-type: none">▪ SPF:<ul style="list-style-type: none">- Resilient CREF portfolio- New business with low LTVs and significantly above planned margins- Portfolio increase to upper end of guided range expected- Increasing NII in line with planned portfolio development▪ C/S Bank:<ul style="list-style-type: none">- As expected, housing industry deposits proven stable- Ytd Commission income increased- FY operating profit target increased further▪ Aareon:<ul style="list-style-type: none">- Sale of minority stake in Aareon to Advent successfully closed- Growth in digital continues- Continued Covid-19 resiliency, limited impact on adj. EBITDA confirmed
	Strategic review initiated	<p>360° review of 'Aareal Next Level' in the context of Covid-19 started</p>
	Outlook¹⁾	<p>In view of the deteriorating macroeconomic forecasts and market outlook, as at today the Bank expects an significant positive operating profit in the mid double-digit euro million range</p>

1) Please refer to page 36: 'Outlook 2020'

Highlights Q3/2020: Aareon

Sale of minority stake in Aareon to Advent successfully closed

Published
Aug. 2020

Rationale for the transaction: Aareal Bank and Advent to jointly support Aareon on its way to "Next Level"

Unlock potential	<ul style="list-style-type: none"> Create a platform for Aareon to achieve its full potential Become Europe's undisputed software leader facilitating the digitalisation of the real estate industry Leverage the strategic advantages offered by digitalisation to contribute to a more sustainable economic growth
Value creation	<ul style="list-style-type: none"> Cornerstones of a value creation plan have been agreed upon; updated business plan to be defined and presented over the coming months Core elements: Boost organic growth, drive operational excellence and execute M&A
Roll-up M&A strategy	<ul style="list-style-type: none"> Support and enhance existing M&A roadmap and significantly step up M&A activity Drive consolidation in a fragmented ecosystem Benefit from Advent's extensive network, transaction execution and sector expertise
Strategic support	<ul style="list-style-type: none"> Advent to be represented in Aareon's Supervisory Board Advisory Board to support Aareon Management with industry and functional expertise with a view to achieve mutually agreed visions
Financial support	<ul style="list-style-type: none"> Utilise Aareon's significant debt capacity for M&A Further equity contribution from Aareal Bank and Advent on a pro rata basis as required Support by Advent with debt, equity and capital markets expertise

Ambition level: Become a „Rule of 40“ software company

	today	by 2025
Annual revenue growth	30%	>40%
+		
EBITDA margin		

"Rule of 40": Sum of Aareon's annual revenue growth and EBITDA margin will at least reach 40 per cent

Aareal

- Financials of the transaction unchanged and as communicated:
 - Enterprise value: € ~960 mn¹⁾ corresponding equity value of €~860 mn¹⁾
 - Net cash proceeds: € ~260 mn
 - Capital gain: € ~180 mn
- Goal: Develop Aareon into a Rule-of 40 company - beyond the original targets
- Value Creation plan will be jointly and swiftly developed over the coming months
- Jeffrey Paduch (Managing Partner of Advent International) is set to be represented on Aareon's Supervisory Board
- Advisory Board to be established

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1) On a 100% basis

Asset quality

02

Aareal

Asset quality

Actively managing Covid-19 implications, precautionary model based risks provisioning (management overlays)

Covid-19 implications

- Pre-crisis: Sound portfolio quality with low LTVs and strong cash flows
- Contacted 90%+ of our clients during the first three weeks following mid-march's Covid-19 related- and vastly implemented global restrictions
- Debt service
 - During the crisis, the portfolio has benefitted of significant equity contributions by our clients
 - Normal loan servicing by large part of our clients
 - Governmental programs are providing additional support to the real estate sector
 - So far, reasonable monetary support from our side (€ 80 mn amortisation, € 107 mn liquidity lines / interest suspensions), representing an increase <1% in our CREF exposure
 - In majority of cases, borrowers and the bank are both participating in bridging cashflow needs
 - This is in part possible, as clients have build up significant cash reserves during the last cycle
- Property values
 - External appraisals successively undertaken. Impact so far in line with current assumptions, reflected in management overlays, with limited effect on overall portfolio LTV
 - Overlays are anticipating possible changes in property values going forward
 - Especially assets in good locations in metropole areas are trading at or around their pre Covid-19 valuations and in parts above the same

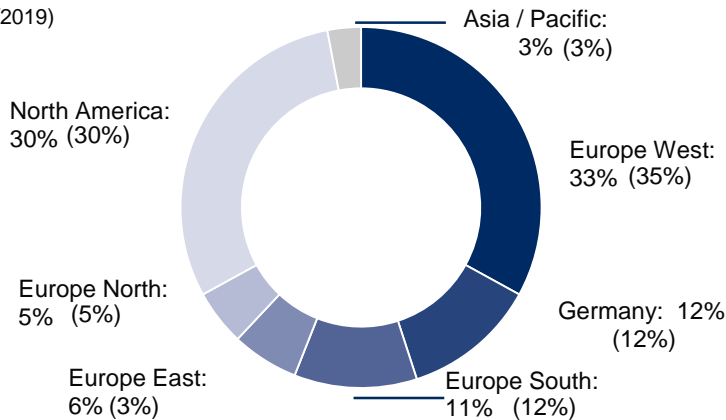
Uncertainties continue and further LTV changes are possible, however they are expected to stay below the level of ~70% at the onset of the WFC in 2008

Commercial real estate finance portfolio (CREF)

€ 26.1 bn highly diversified

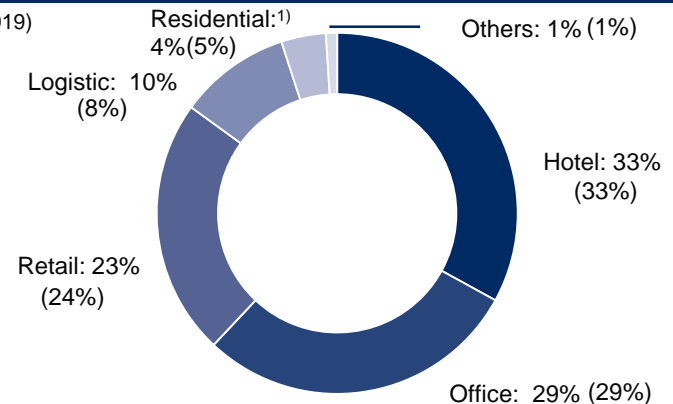
Portfolio by region

(vs. 12/2019)

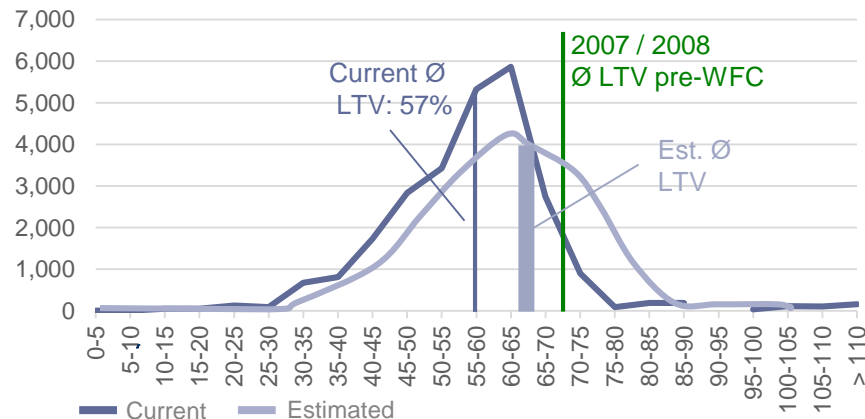


Portfolio by property type

(vs. 12/2019)

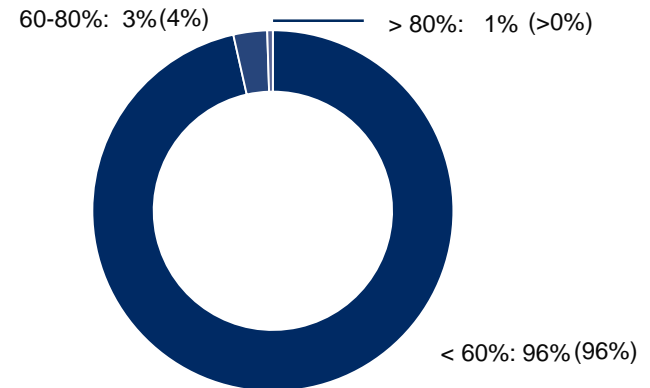


Estimated LTV by YE 2020³⁾



Portfolio by LTV ranges²⁾

(vs. 12/2019)



1) Incl. Student housing (UK & Australia only)

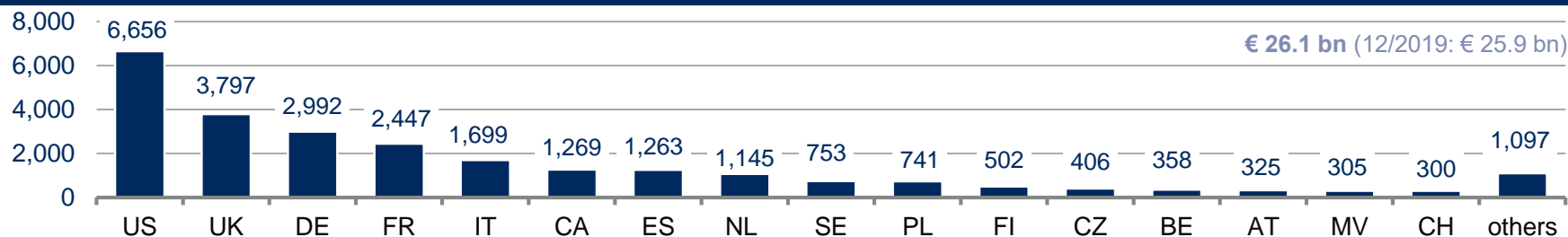
2) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

3) Acc. to our market value development expectations

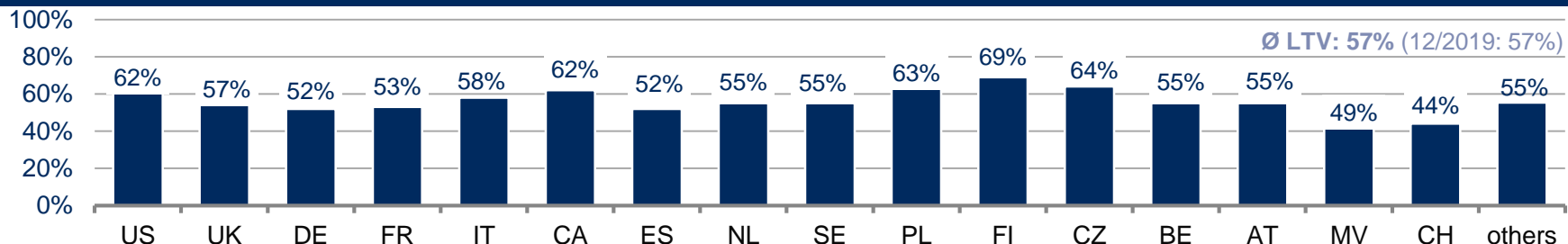
Commercial real estate finance portfolio (CREF) by country

€ 26.1 bn highly diversified

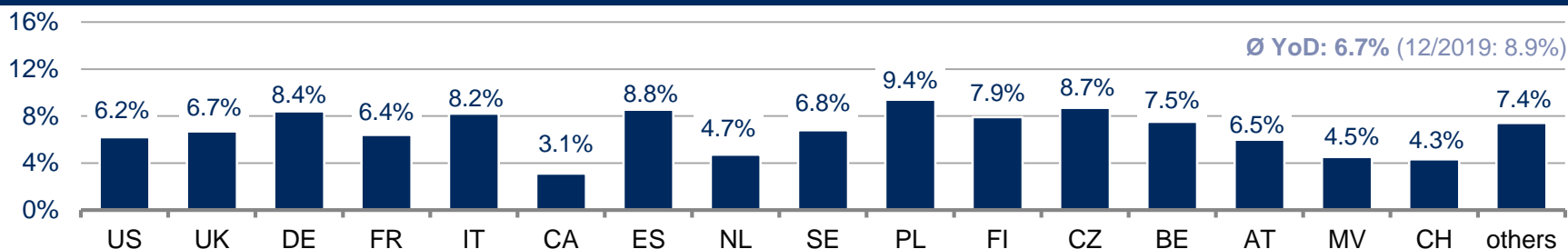
CREF portfolio (€ mn)



LTV¹⁾



YoD²⁾

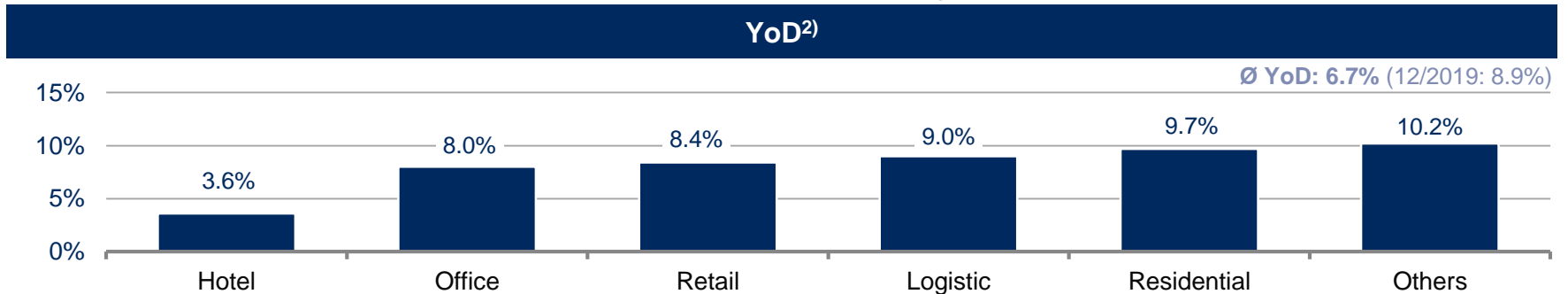
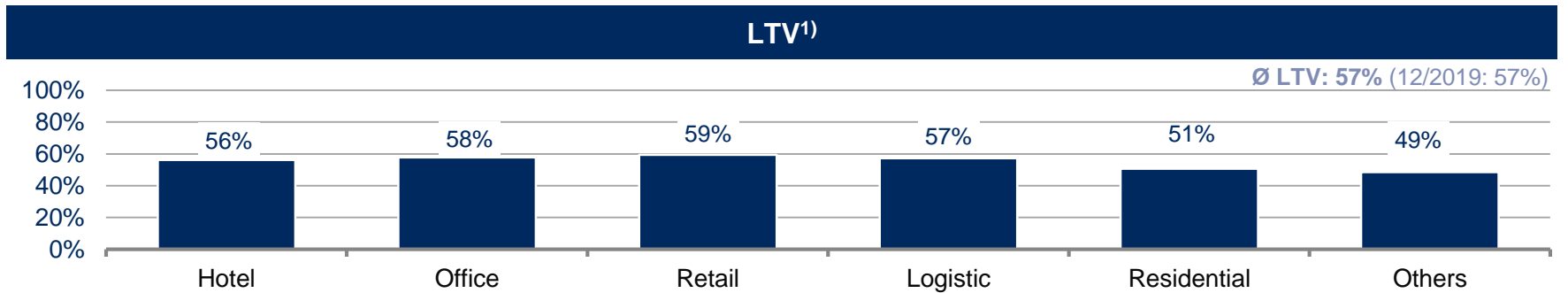
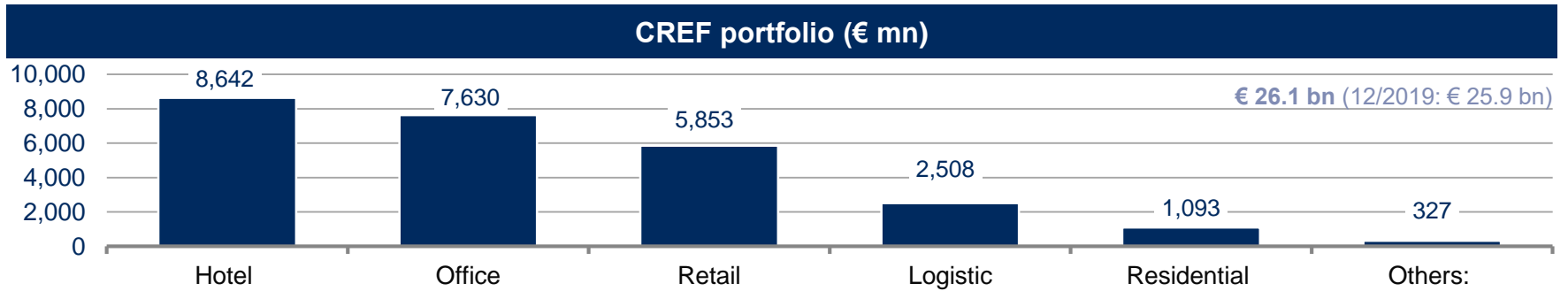


1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

2) Performing CREF-portfolio only, based on 12-months forward looking estimate (see also page 86 definitions)

Commercial real estate finance portfolio (CREF) by property types

€ 26.1 bn highly diversified



1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

2) Performing CREF-portfolio only, based on 12-months forward looking estimate (see also page 86 definitions)

Our Hotel financing business

Experienced team, solid portfolio

History

- 20 years of dedicated Hotel financing
- Team members recruited from hotel related industries (i.e. Operators, Managers, Valuers and hotel equity investments)
- Gradual increase in hotel lending since 2000, decreasing leverage levels over time with growing differentiation via USPs and recognition in the industry with increasing client base globally (initiative started in 2000; by 12/2008 € 3.7 bn loan book with an average LTV of 68%; by 12/2019: € 8.6 bn loan book with LTV an average LTV of 56%)
- 06/2001: Securitisation of an European and American Hotel portfolio (“Global Hotel One”) € 1.1 bn, maturity 5 years, no defaults, despite 9/11 in NYC
- Successfully accompanied our hotel finance portfolio through the GFC

Our Hotel financing business

Key facts

Total portfolio exposure	EUR 8.6 bn
▪ Portfolio deals	45%
▪ Single asset deals	55%
Number of countries	19
Number of hotels	236 hotels
Average exposure per hotel	EUR 36 mn
Number of loans	94
Average exposure per loan	EUR 90 mn
Total number of hotel rooms	58,241 rooms
Exposure per hotel room	EUR 150,000



Our Hotel financing business

Key findings

The Aareal hotel portfolio is:

- Well diversified by 236 hotels in 19 countries
- Well balanced in terms of brand and hotel category
- Well backed by i.a. sound public companies, sovereign wealth funds and HNWI who have shown their financial commitment to the assets throughout this crisis
- Conservatively leveraged with sufficient buffer for value decreases caused by the current crisis

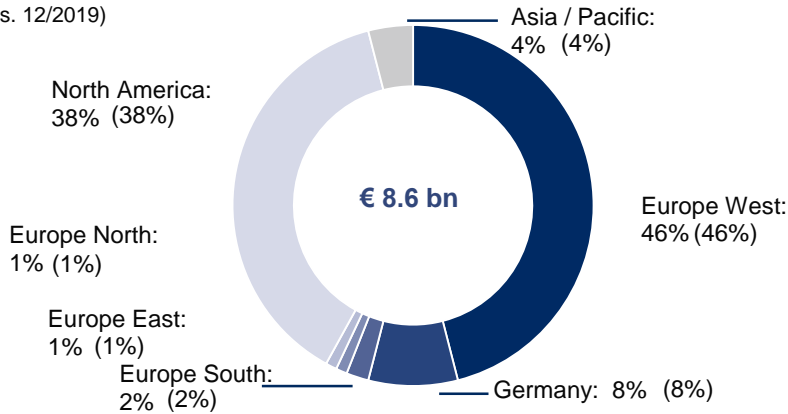
- Of the top 15 loans (all are loans above € 150 mn, of which 12 are portfolio financings), only 6 were provided with additional liquidity since March. Overall, 35% (~ € 3 bn) of our hotel exposure has received liquidity support since the beginning of the year.
- The sum of all hotel loan support financed so far represents approximately 1.4% of the total portfolio size.
- 45% portfolio deals vs. 55% single assets deals (portfolio deals are all cross collateralised to the extent legally permissible)

Asset quality: Hotel Portfolio

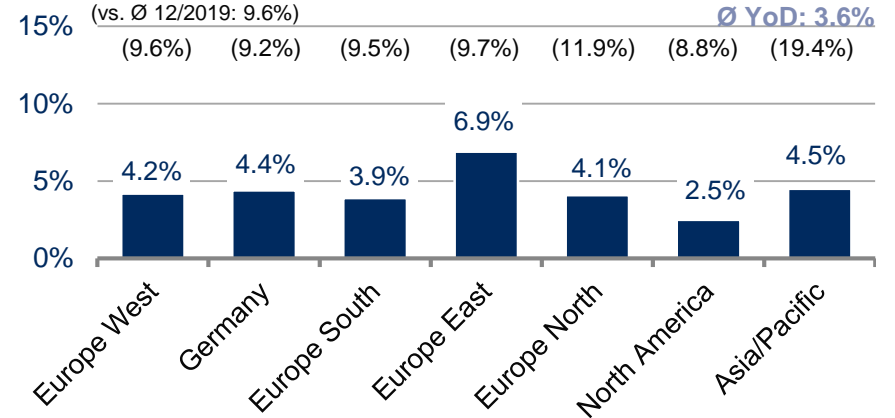
Hotel portfolio well positioned to master Covid-19 crisis

Hotel Portfolio by region

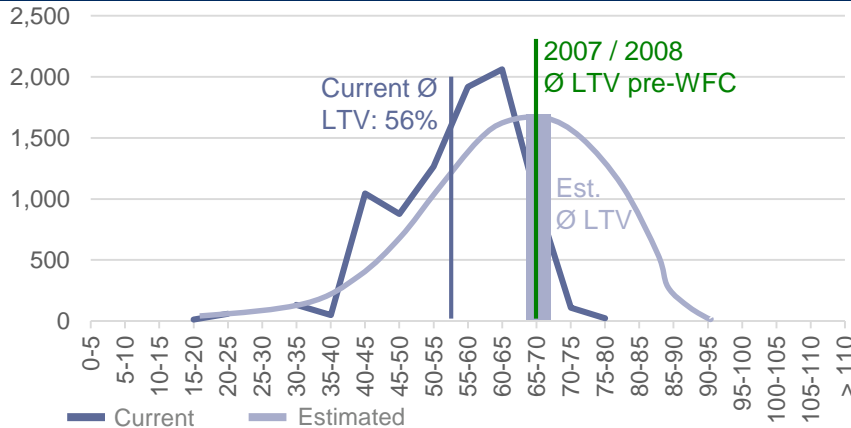
(vs. 12/2019)



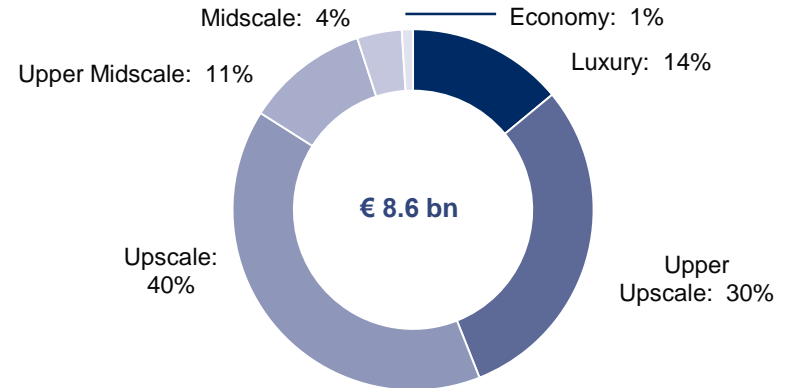
Yield on debt



Estimated LTV by YE 2020^{1,2)}



Hotel by category³⁾



- 1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020
- 2) Acc. to our market value development expectations
- 3) Acc. to STR classification

Our Hotel financing business

Market developments

Markets

- “Travel” industry is one of the largest industries / employers globally
- 10 years of booming economies allowed hotel owners to build up substantial reserves and buffers, which they are willing to re-invest
- Cost of carry is significantly lower than in 2008, where the average 3M Euribor was approximately ~ 4.5%, compared to the 2020 YtD avg. 3M Euribor of ~ -0.4%
- Limited transaction volumes in markets for hotel assets, indicating
 - No overwhelming distress of owners / banks
 - No markable increase in NPL transactions to date
 - Current loan parameters are on a more conservative level than at the onset of the GFC
 - Borrowers for the largest part are looking through the cycle and are seeing positive equity value in their assets
 - Measures taken by governments globally further increase market liquidity
 - No foreseeable increase of interest rates
(quite the contrary: Central Banks signaled willingness to further lower interest rates, if needed)

Our Hotel financing business

Expectations and examples

Expectations

- Catch up effect for business related travel expected to be significant, as is pent up demand for personal travel
- In the interim, people will learn to live and travel with Covid-19 and not against it
- Final resolution with accepted treatment / vaccine
- Currently, Resort Hotels and drive to destinations fare better, while China is a possible projection on how hotels will fare, as Covid-19 is under control
- With our profound know-how and well-established network in hospitality industry, we are expecting to apply our expertise and USPs to generate attractive risk / return through the cycle

A picture is worth a thousand words...



For the refinancing of senior debt on the
Beverly Hilton Hotel and Waldorf Astoria Beverly Hills, California
USA



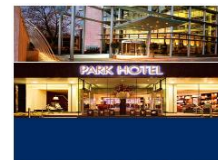
For the refinancing of the
Four Seasons Hotel Des Bergues, Geneva
Switzerland



For the financing of the
Cumberland Hotel & Retail in London,
United Kingdom



For the financing of
10 Hotels
across Canada (including Victoria, Toronto, Calgary, Montreal)



For the refinancing of the
Project Mountain Portfolio with 14 hotels
in Austria, Belgium, Germany and The Netherlands



For the financing of the
Marriott Hotel
in Munich, Germany

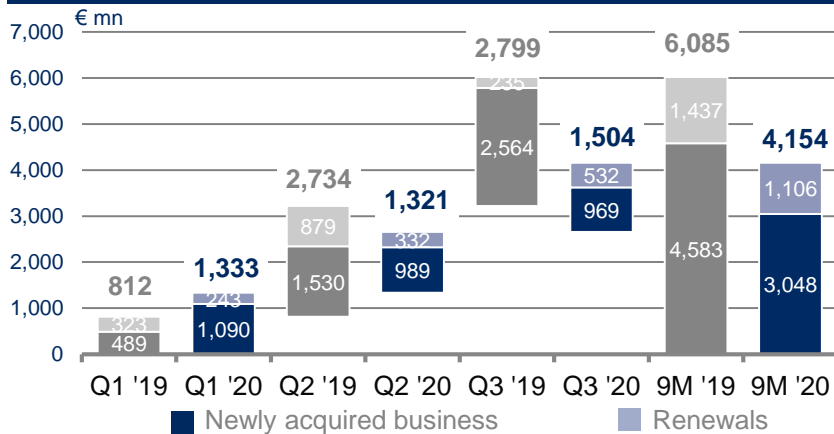
Segments

03

Segment: Structure Property Financing

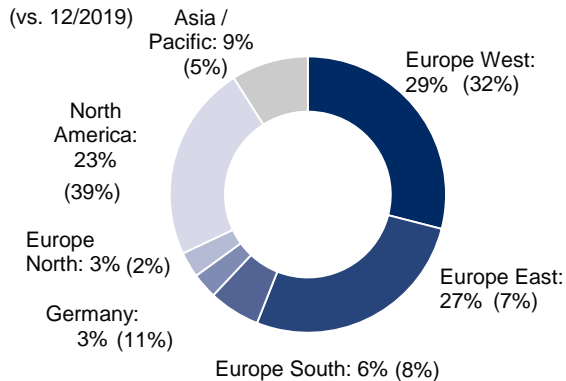
New business with low LTVs and significantly above planned margins

New business by quarter

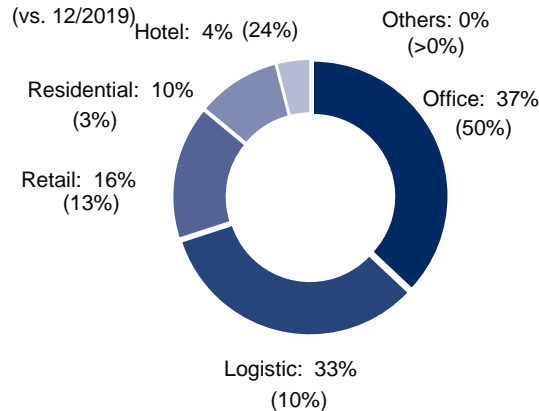


- Newly acquired business in Q3:
 - Margins of ~220 bp above plan (180-190 bps)
 - Strong Ø LTV of 57%
 - Increased focus on logistics
- Portfolio size picking up despite FX effects
- Further portfolio increase in Q4 expected to upper end of guided range (€ 26 - 28 bn); TLTRO-bonus collection therewith likely
- Using market opportunities through the cycle by applying expertise and USPs

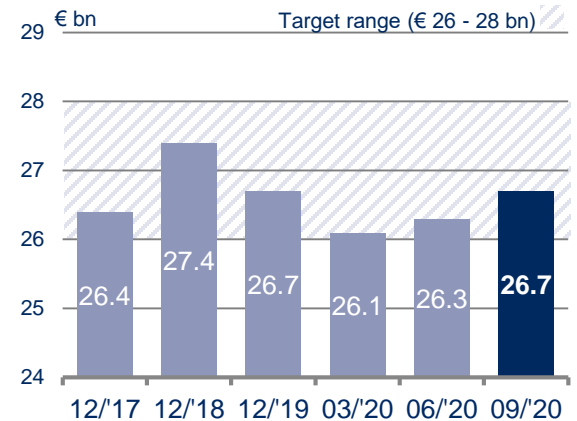
Q3-new business by region



Q3-new business by property type



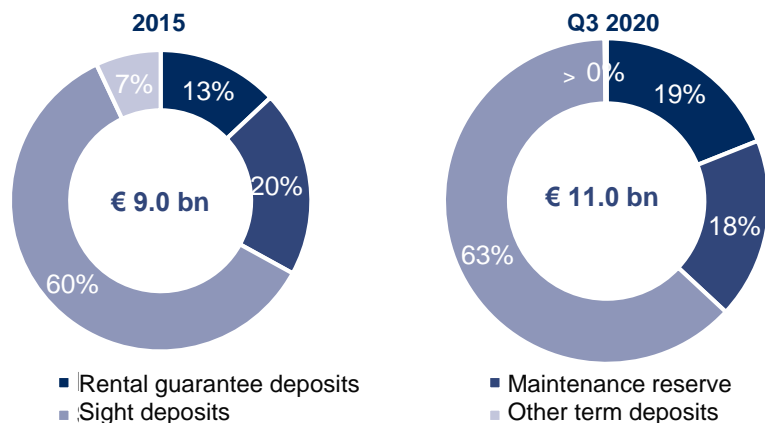
REF portfolio development



Segment: Consulting/Services Bank

Housing industry deposits proven stable, Ytd NCI increased

Split of deposits by type



- Stable deposit volume of € 11 bn
- Structure further improved, sticky rental guarantee deposits grown above € 2 bn
- Q3 NII at € 9 mn / 9M '20 at € 29 mn (Q3 '19: € -4 mn / 9M '19: € -10 mn)
Improvement in current year mainly due to adjusted modelling and transfer pricing, reflecting value of housing industry deposits as stable funding source
- Due to higher short term interest rates and Covid-19 related underspend segment FY-EBT now expected even better than revised guidance of ~ € -10 mn (original guidance ~ € -20 mn)
- Unlocking further business opportunities, e.g. joint-venture with ista (“objego”)

€ mn	Q3 '19	Q4 '19	Q1 '20	Q2 '20	Q3 '20
Net interest income	-4	-5	10	10	9
Net commission income	7	6	5	7	6
Admin expenses	20	16	18	17	15
Net other operating income	0	1	0	0	0
Operating profit	-17	-14	-3	0	0

Segment: Aareon

Continued Covid-19 resiliency, limited adj. EBITDA impact confirmed

P&L Aareon segment - Industry format ¹⁾	Q3'19	9M'19	Q1'20	Q2'20	Q3'20	9M'20	Δ Q3 '20/'19	Δ 9M '20/'19
€ mn								
Sales revenue	60	182	64	61	63	188	5%	4%
▪ <i>Thereof ERP</i>	48	146	49	47	49	144	1%	-1%
▪ <i>Thereof Digital</i>	12	35	15	15	14	44	20%	25%
Costs ²⁾	-47	-140	-50	-51	-50	-152	7%	8%
▪ <i>Thereof material</i>	-11	-32	-11	-12	-10	-34	-2%	7%
EBITDA	13	41	14	10	13	36	-1%	-12%
New products / Inorganic ³⁾	-1	-1	-1	-2	-2	-4	>100%	>100%
One offs	0	0	0	0	0	0		
Adj. EBITDA	14	42	15	12	14	41	6%	-3%
EBITDA	13	41	14	10	13	36	-1%	-12%
D&A / Financial result	-6	-17	-7	-7	-6	-20	9%	12%
EBT / Operating profit	7	24	7	3	6	17	-9%	-29%

- Sales revenues increased by € 6 mn to € 188 mn (+4%); Q2 was the quarter most affected by Covid-19 whereas catch-up becomes visible in Q3
- Costs: Steadfast on investments supporting Aareon's growth strategy which is in line with 2020 run rate – driven by increasing FTE numbers and additional investments
- As of now, Aareon continues to assess this crisis from a business point of view as a singular event and still expects an adjusted EBITDA effect in FY 20 of approx. € -10 mn
- Adj. EBITDA as well as adj. EBITDA margin virtually stable at € 41 mn (PY: € 42 mn) and 22% (PY: 23%) respectively – growing digital business compensated lower consulting revenues due to Covid-19 crisis
- Outlook 2025: Development of value creation plan with goal to become a “Rule of 40” company

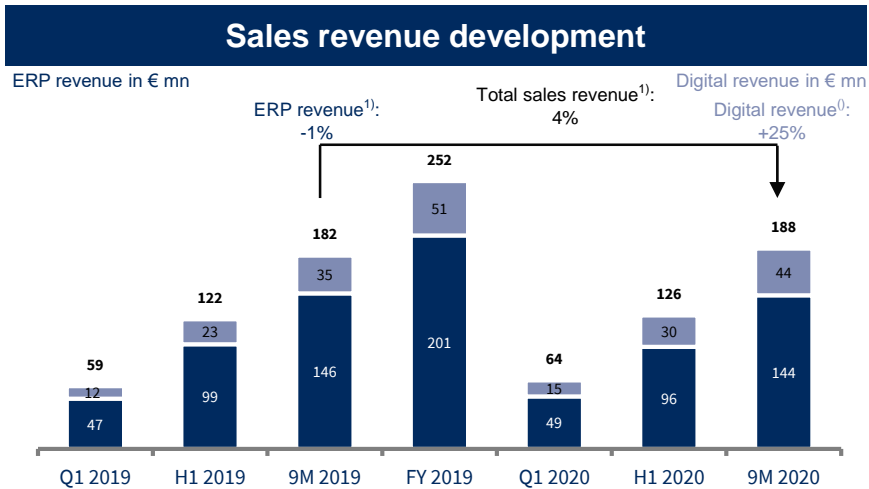
1) Calculation refers to unrounded numbers

2) Incl. capitalised software and other income

3) New Products consist of e.g. Virtual Assistant, Aareon Smart Platform, etc., Inorganic bundles Venture (e.g. Ophigo) and M&A activities, include investments in new product developments

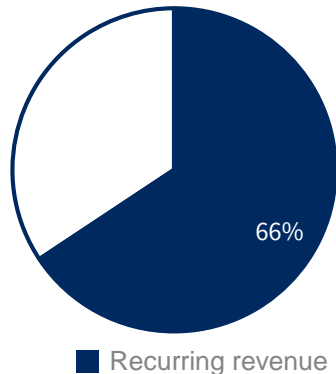
Segment: Aareon

YTD: Recurring revenue providing stability, growth in digital continues



- Aareon total sales revenue increased by 4% yoy, mainly driven by Digital and Consulting
- Digital grew by 25% yoy, based on higher penetration with existing digital products and CalCon
- ERP decreased by -1% yoy because of lower Consulting due to Covid-19
- Consulting utilisation rate: ~60% (previous years ~70%) still relatively high thanks to green (digitalised) consulting

Q3: Share of recurring revenue (LTM)²⁾



- The recurring revenues share (LTM) of 66% (2019: 64%) at high level and has steadily been growing throughout the quarters
- Increasing assurance of revenues independent from circumstances another pillar of becoming a “Rule of 40” company
- The trend in the customer base to buy into SaaS based ERP- and digital solution is ongoing, additionally the demand for outsourcing services is high as well

1) Represents growth rate from 9M '19 to 9M '20 (based on unrounded numbers)
 2) LTM: Last twelve months

Group results Q3 2020

04

Q3 results 2020

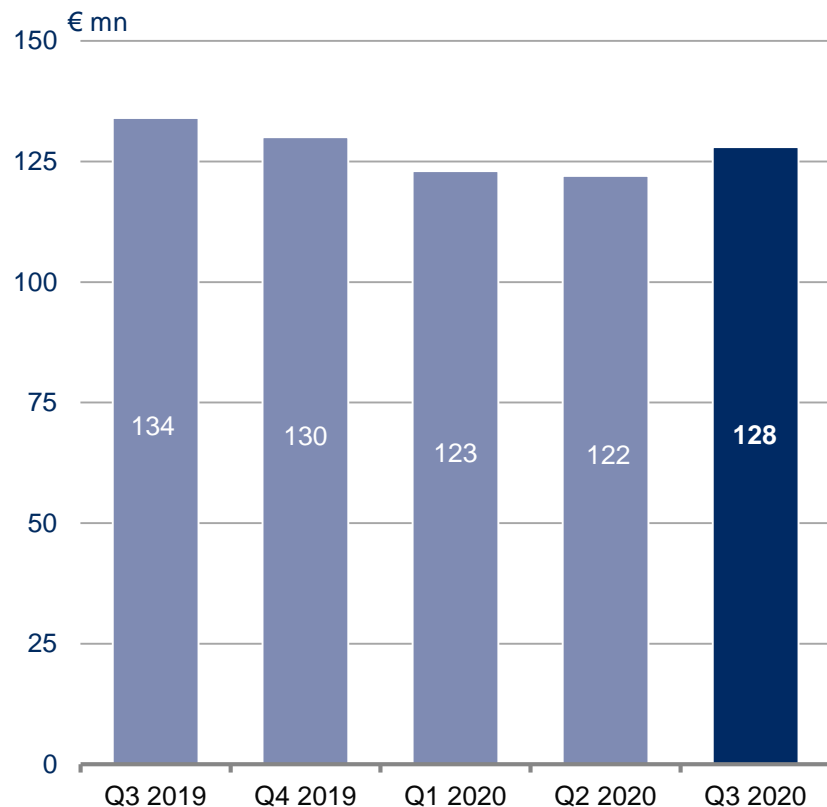
Positive operating profit despite Covid-19 impacts, growing NII & NCI

€ mn	Q3 '19	Q4 '19	Q1 '20	Q2 '20	Q3 '20	Q3 2020-Comments
Net interest income	134	130	123	122	128	Positive impacts from TLTRO participation and increased portfolio
Derecognition result	15	22	7	9	3	Effects from early repayments
Loss allowance	27	35	58	48	61	Above last years' level due to Covid-19 impact
Net commission income	54	65	57	54	57	Above last years' level driven by Aareon's growth
FV- / hedge-result	2	-4	11	-16	-2	
Admin expenses	114	118	129	109	114	Flat despite Aareon growth
<i>Others</i>	0	2	0	-10	0	
Operating profit (EBT)	64	62	11	2	11	Positive operating profit despite Covid-19 impacts, growing NII & NCI
Income taxes	24	20	4	-7	10	FY tax ratio above 50% expected due to expenses non effective for tax purposes
Minorities	1	0	1	0	1	
Consolidated net income allocated to shareholders	39	42	6	9	0	Additional € ~180 mn from Aareon minority sale will be shown in Q4 directly in equity position under IFRS consolidated financial statements (unlike in HGB financial statements)
Earnings per share ¹⁾ (€)	0.60	0.62	0.04	0.07	-0.05	

1) After AT1 accrual

Net interest income (NII)

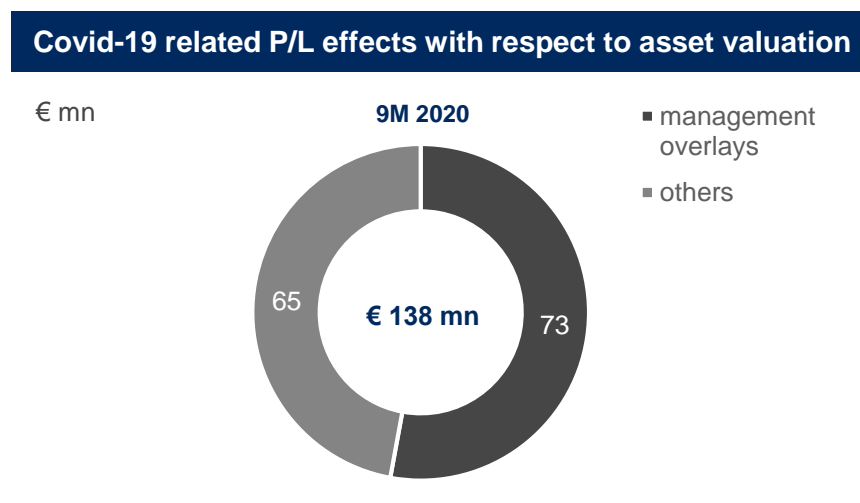
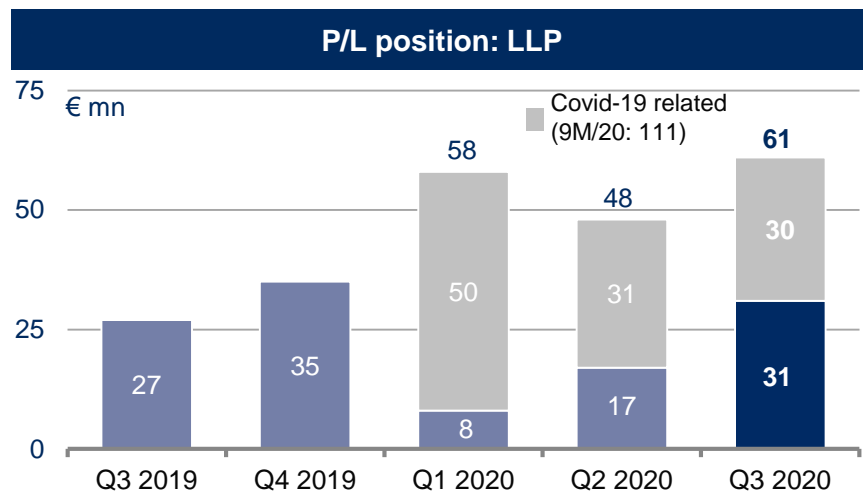
Positive impacts from TLTRO participation and increased portfolio



- Positive TLTRO effect (bonus) of ~ € 4 mn
- Portfolio increase (€ 26.7 bn) by strong new business supporting NII despite weakened USD
- YE-portfolio size in the upper end of guided range expected (€ 26 - 28 bn); TLTRO-bonus collection therewith likely

Loss allowance (LLP) / Others

Above last years' level due to Covid-19 impact



9M LLP amounts to € 167 mn, thereof

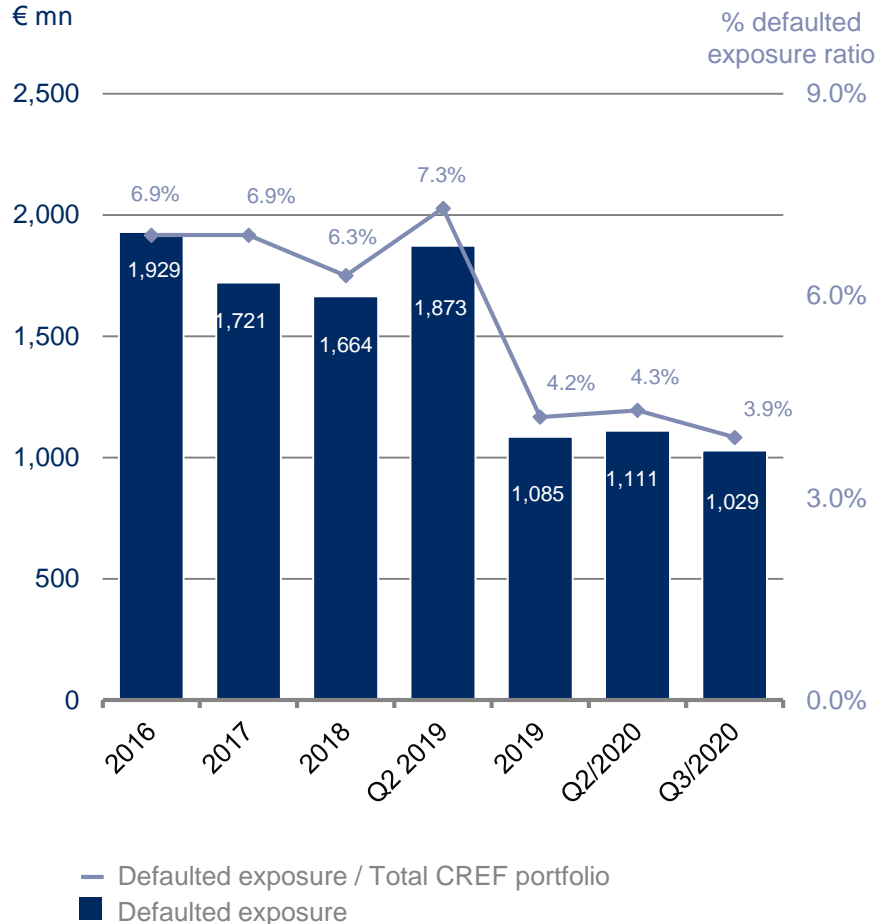
- € 57 mn management overlay (Q1: € 17 mn, Q2: € 20 mn, Q3: € 20 mn)
- € 51 mn Stage 1/2 including but not limited to Covid-19 (Q1: € 15 mn, Q2: € 11 mn, Q3: € 25 mn)
Stage 1/2 related LLP stock increased throughout the crises by 108% to € 79 mn

- Covid-19 effect (with respect to asset valuation) of € 138 mn in 9M (Q3: € 32 mn) reflected in the following P/L positions:
 - LLP: € 111 mn (Q3: € 30 mn)
thereof management overlays: € 57 mn (Q3: € 20 mn)
 - Fvpl: € 14 mn (Q3: € 1 mn)
thereof management overlays: € 16 mn (Q3: € 3 mn)
 - Other expenses: € 13 mn (Q3: € 0 mn)

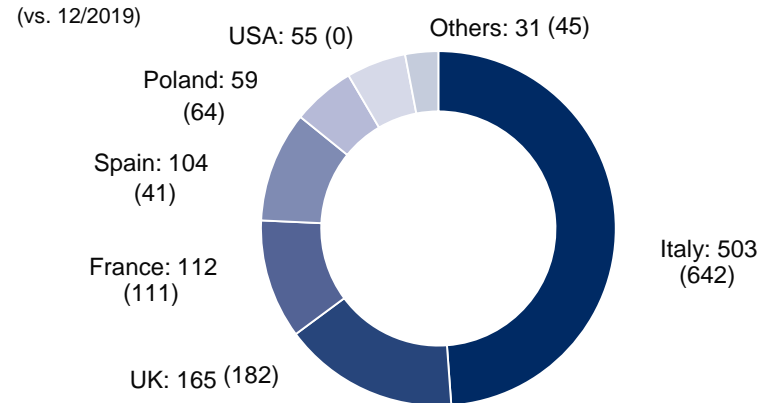
Defaulted exposure

NPL portfolio further decreased

Development of defaulted exposure



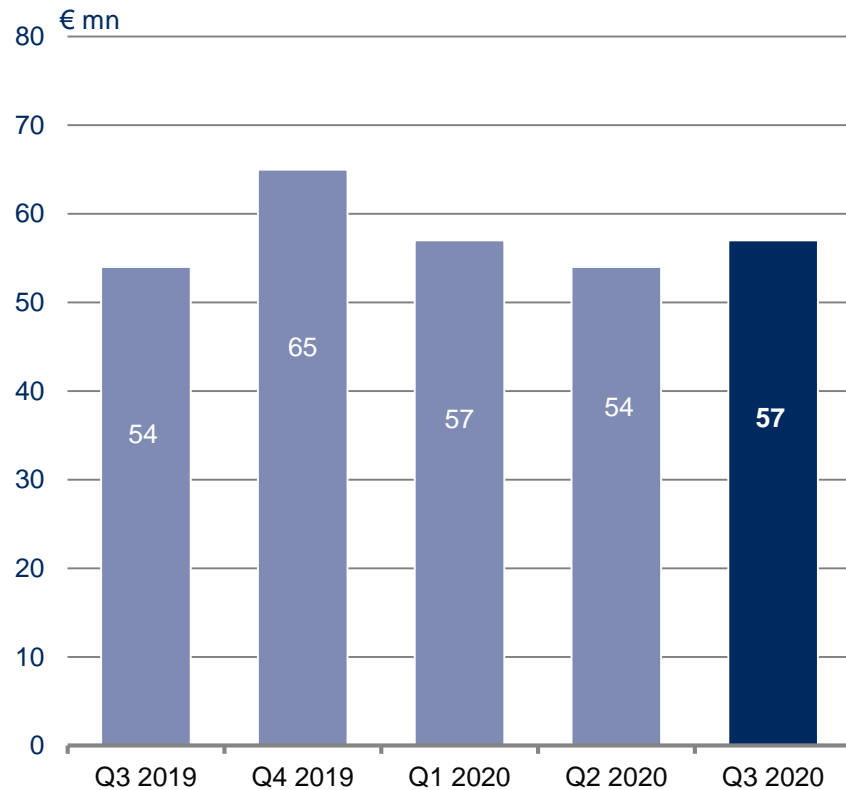
Defaulted exposure by country (€ mn)



- Successful accelerated de-risking activities
- Additional outflow of several smaller and inflow of two new NPLs
- Net NPL reduction in Q3 of € 82 mn
- Opportunities for further accelerated de-risking will be assessed if they emerge

Net commission income

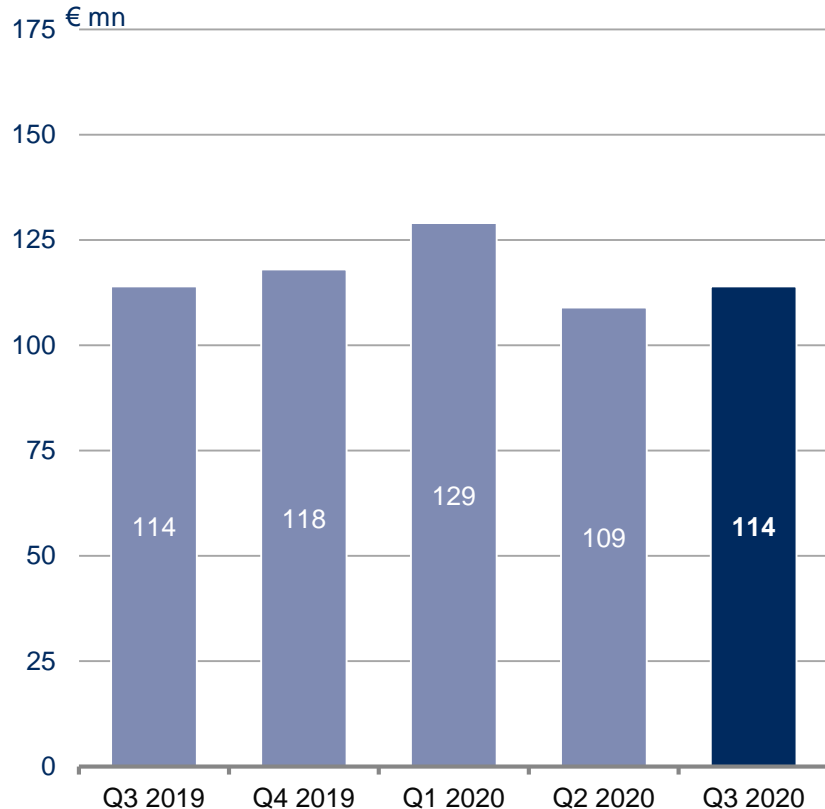
Above last years' level driven by Aareon's growth



- Aareon's NCI contribution increased
 - Growth in digital solutions continuous
 - Recovery in Consulting business
 - High share of recurring revenues providing earnings stability even in times of Covid-19 crisis
- C/S Bank segment increased NCI YtD

Admin expenses

Flat despite Aareon growth



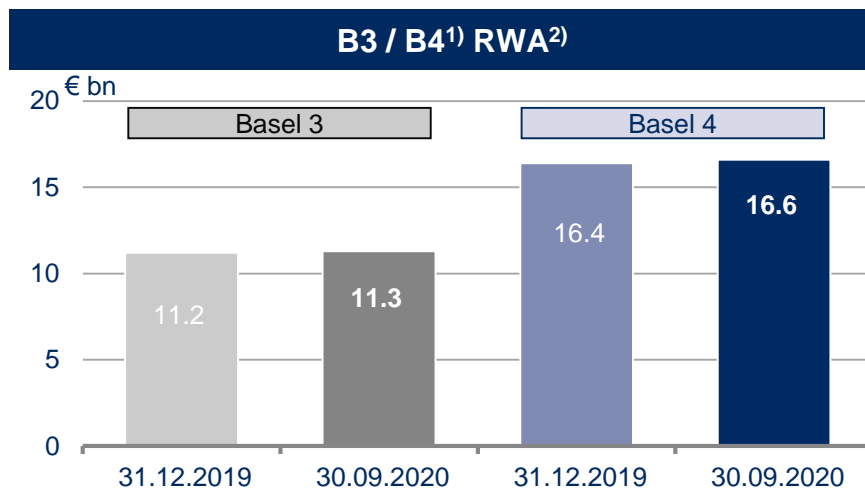
- Q3 admin expenses kept on previous years' level
- 9M 2020 figure (€ 352 mn) significantly reduced despite Aareon growth (9M 2019 € 370 mn, incl. € 11 mn DHB Integration)
- Q1 including € 18 mn European bank levy and ESF
- Aareon
 - Q3 2020: € 46 mn (Q3 2019: € 43 mn)
 - 9M 2020: € 138 mn (9M 2019: € 127 mn)

Capital, B/S, Funding/Liquidity

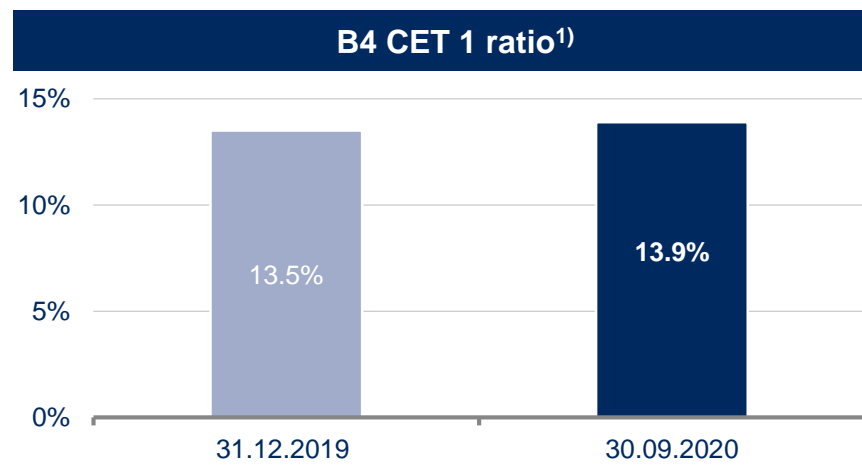
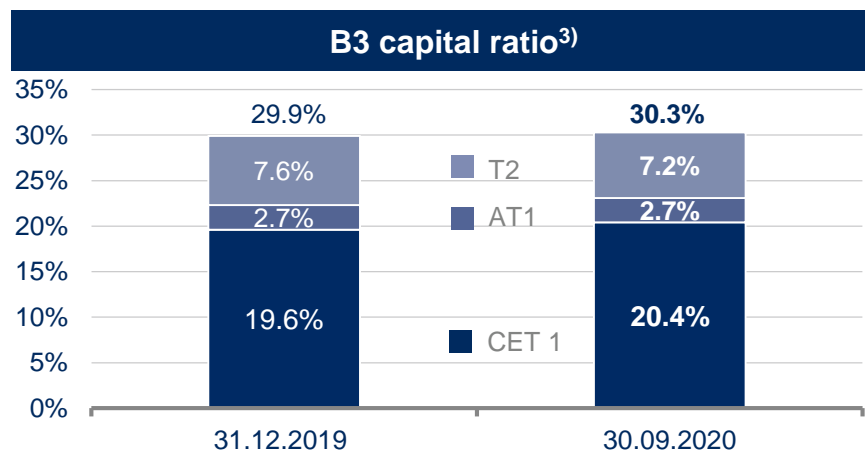
05

Capital

Solid capital ratios



- Portfolio growth & first Covid-19 effects triggered Q3 RWA increase. CRR2 Quick-Fix overcompensate B3 RWA increase
- RWA increase in Q4 expected (e.g. portfolio growth, Covid-19 effects). B4 RWA less exposed to Covid-19 volatility due to floor
- Capital gain (~€ 180 mn) from sale of Aareon minority share will positively impact Q4 capital ratios (B3: ~150bps / B4: ~110bps)
- Significant CET1, AT1 and T2 buffers; optimisation potential in review
- T1-Leverage ratio at 6.0% despite TLTRO participation
- Remaining regulatory uncertainties (models, ICAAP, ILAAP, B4 etc.): modelled RWA's may further inflate



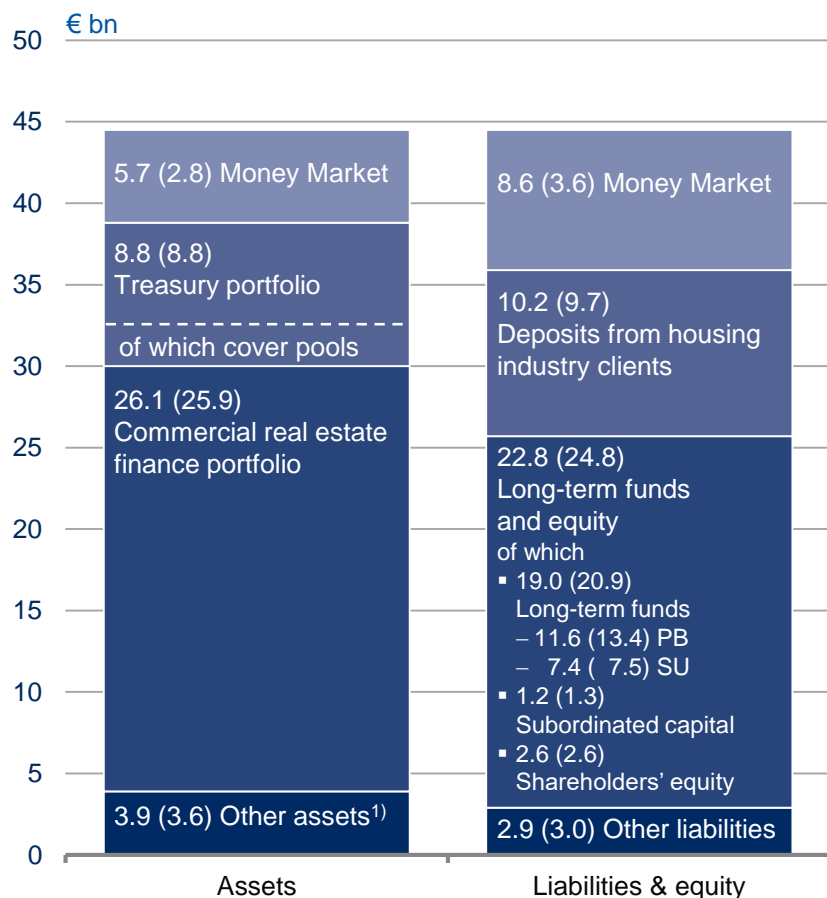
1) Underlying RWA estimate, given a 72.5 % output floor based on the final Basel Committee framework dated 7 December 2017, calculation subject to outstanding EU implementation as well as the implementation of further regulatory requirements

2) Ratings not yet reflecting potential changes from management overlays

3) When calculating own funds as at 30 Sep. 2020, interim profits were taken into account, deducting the pro-rata dividend in line with the dividend policy, and incorporating the pro-rata accrual of net interest payable on the AT1 bond. Moreover, the expected relevant impact of the TRIM exercise on commercial property financings, and of the SREP recommendations concerning the NPL inventory as well as the ECB's NPL guidelines for exposures newly classified as NPLs, were taken into account for determining regulatory indicators.

B/S structure according to IFRS

As at 30.09.2020: € 44.5 bn (31.12.2019: € 41.1 bn)

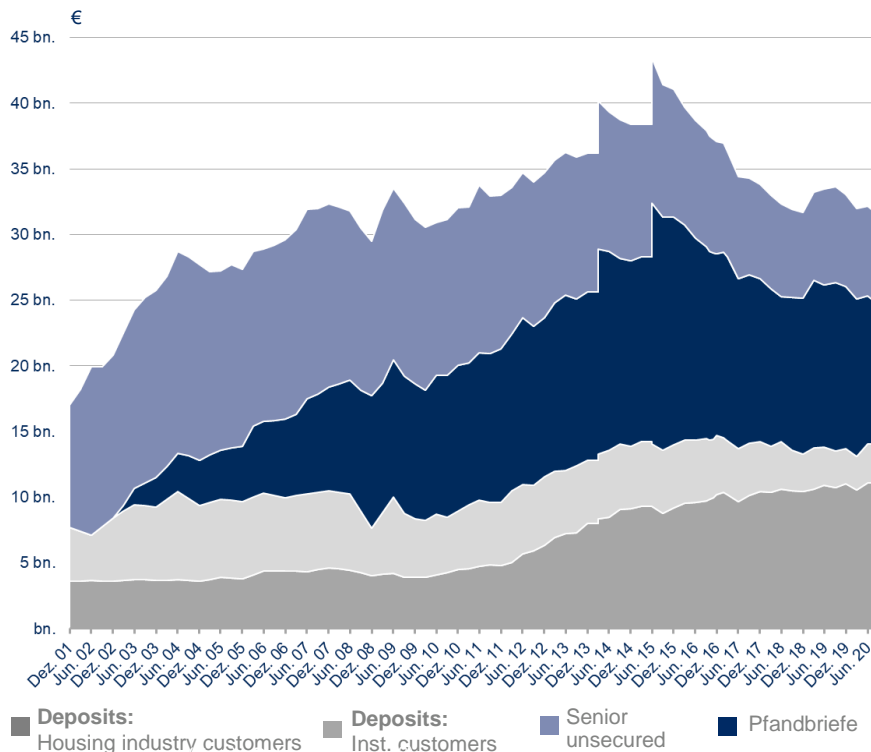


- Well balanced B/S structure
- Temporary significant increase of total assets due to participation in ECBs' TLTRO (> € 4 bn) currently reflected in money market positions

1) Other assets includes € 0.4 bn private client portfolio and WIB's € 0.3 bn public sector loans

Funding / Liquidity

Diversified funding sources and distribution channels

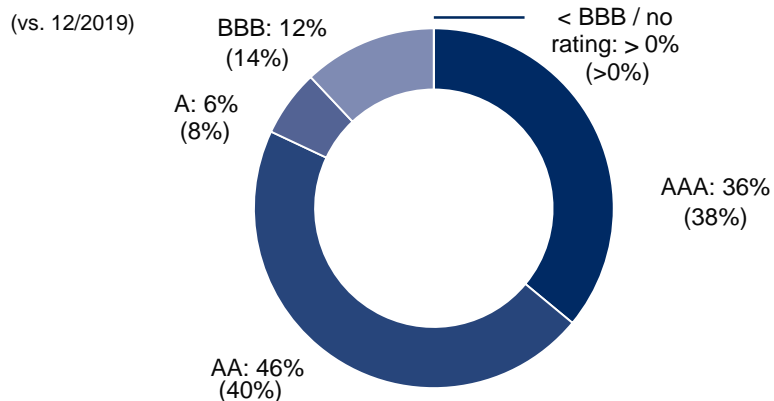


- Sustainable and strong housing industry deposit base being part of well diversified funding mix
- Successful capital market transactions during the first 9 months:
 - More than 40 senior unsecured private placements with a volume of € 600 mn
 - September: € 500 mn senior preferred benchmark (6.5Y, MS +95bps)
 - October: € 500 mn Pfandbrief benchmark (6Y, MS+1bp)
- Expected Q4 portfolio growth already funded
- Liquidity ratios significantly over fulfilled:
 - NSFR > 100%
 - LCR >> 100%

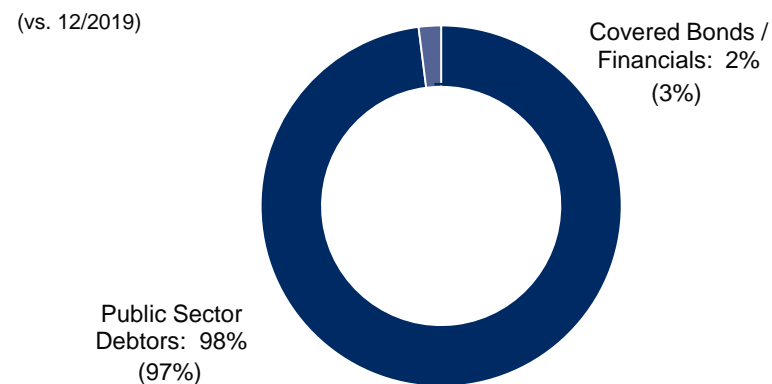
Treasury portfolio

€ 7.3 bn (2019: € 7.3 bn) of high quality and highly liquid assets

by rating¹⁾



by asset class



As at 30.09.2020 – all figures are nominal amounts

1) Composite Rating

Outlook 2020

06

Outlook 2020 specified

We had qualified our annual forecast published in the 2019 Annual Report, noting that the impact of the Covid-19 pandemic cannot be reliably estimated and that it is thus impossible to anticipate the consequences for business and earnings development.

In the remaining course of the year and in addition to our strategic initiatives as part of “Aareal Next Level” we focus to overcome the challenges and impacts from the Covid-19 pandemic together with our clients.

Crucial Question:	When will the economic recovery kick-in? With what momentum?
Our assumption:	Aareal Bank Group continues to forecast an updated “swoosh”-shaped course of the crisis and recovery. The market forecast has deteriorated overall, compared to June 30 th 2020. Hence, for 2020 we now expect a somewhat more pronounced decline in economic activity in most of the regions where we are active, and a recovery that will be delayed by about six months. We continue to anticipate a marked recovery in 2021 and 2022
Our Outlook¹⁾:	In view of the deteriorating macroeconomic forecasts and market outlook, as at today the Bank expects an significant positive operating profit in the mid double-digit euro million range

1) Naturally, in the current environment, this forecast is subject to significant uncertainty, especially with regard to the assumed duration and intensity of the crisis, the pace of recovery and the associated effects on our clients, as well as prevailing unclear regulatory and accounting provisions, and the possibility that individual loan defaults cannot be reliably predicted. Further effects from potential de-risking measures are also not included. We continuously assess the pandemic development, the actions taken, and the resulting economic impact. Should the current trend continue, our forecast might need to be further adjusted

The way ahead

07

Delivering on “Aareal Next Level” despite Covid-19 impact

Our strategy “Aareal Next Level” ...

1 Keep structured property financing on track

Structured property financing



ACTIVATE!

- Leverage on expanded origination, structuring and exit opportunities – flexibly „play the matrix“ (countries, asset classes, structures)
- Expand servicing and digitisation opportunities
- De-risk balance sheet and flexibility where appropriate
- Protect the group's backbone and retain “best in class position”
- Contribute to mega-trend ESG by focusing on high-quality, long lasting value property financing

2 Leverage and grow our housing and adjacent industries business

Housing & adjacent industries



ELEVATE!

- Elevate product range by utilising deep understanding of customer processes and infrastructure...
- ...by further expanding product suite with a focus on fee income
- Take opportunities of joint business model developments with customers and other market players (e.g. “objego”; joint-venture with ista)
- Support affordable housing through our cost-efficient payment solutions

3 As an integral part of our strategy strengthen Aareon’s position as the leading software company for the European real estate industry over time and become a company with a strong independent value proposition

Aareon



ACCELERATE!

- Continue execution of already announced organic growth strategy to double EBITDA in the mid-term...
- ...particularly by expanding our digital solutions portfolio organically
- On top: accelerate through additional M&A activities – if and when opportunities arise
- Further invest in digital ecosystems relating sectors to meet today’s challenges (e.g. virtual assistance, digitalized maintenance, mobile services)

...and what we achieved so far

Aareon minority sale – Partnering with Advent ✓

Unbundling and continued growth of Aareon ✓

Co-operation with ista established ✓

Accelerated de-risking in a value preserving manner ✓

Further strengthened our CREF backbone ✓



- **Sound strategic basis and financial strength for further successful development of Aareal Bank Group**
- **Management has initiated a 360° review of ‘Aareal Next Level’ in the context of Covid-19 and it’s mid term structural implications supported by McKinsey**

Priorities of our 360° review of “Aareal Next Level”

Exploit opportunities of Covid-19 induced changes

Priorities	Potential impact	Time horizon
Capital (allocation) efficiency		
Review and optimise <ul style="list-style-type: none"> Regulatory capital effectiveness from a normative (BIII and BIV) and economic perspective (CREF business, TR book, etc.) Capital deployment and –profitability / new business allocation Total capital structure (incl. AT1 and Tier 2)¹⁾ Size of on- and off balance sheet business 	high	short- to mid-term
Invest in capital light business – organically and via M&A <ul style="list-style-type: none"> Value Creation Plan for Aareon to achieve „Rule of 40“ Explore opportunities to grow/invest in capital light banking business on top 	high	mid-term
Opportunity driven M&A track record to be continued	high	If possibilities arise
Corporate setup effectiveness		
<ul style="list-style-type: none"> Aareal Bank new way of working (incl. remote working, workflow concept, etc.) Benchmarking of setup, processes and IT infrastructure 	mid	mid- to long-term
Strengthening ESG as an integral part of our DNA		
<ul style="list-style-type: none"> Transparency assessment of our portfolio ongoing (80% completed) Approx. 50% with green building certificates, Energy performance certificates or both are in place, share to be increased going forward 	mid / high	mid- to long-term



Key focus: - Create sustainable shareholder value in a new normal after Covid-19 with the aim of earning our CoE mid-term²⁾
 - Resume our track record as a reliable dividend payer¹⁾

1) Subject to ECB approval

2) Based on optimised regulatory capital structure

Key Takeaways



Key takeaways

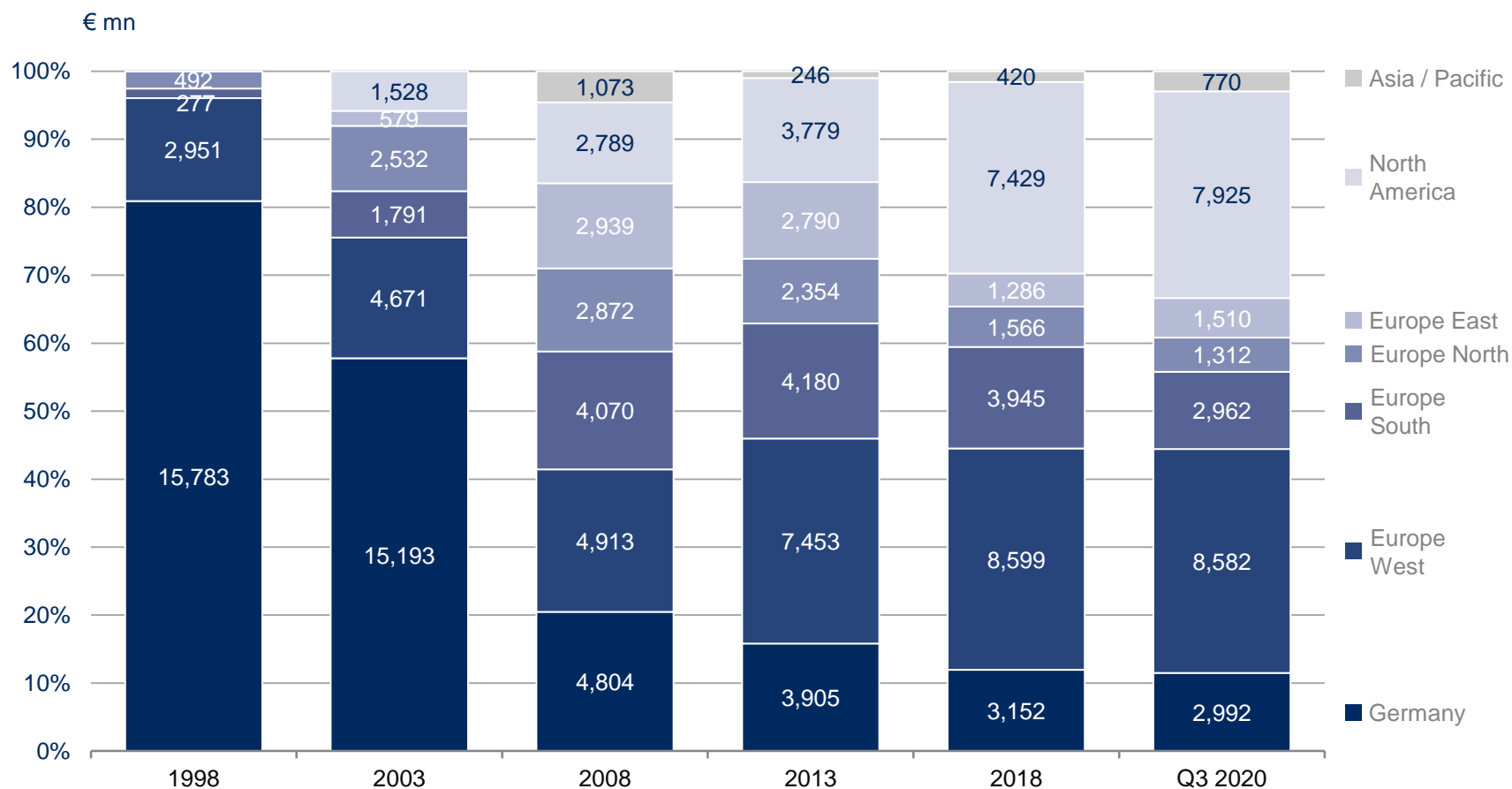
All good reasons to reiterate: Robust business in tough times	Ongoing resilient performance	Aareal Group stays positive on operating profit despite significant Covid-19 related burdens, thanks to its strong business performance and diversified Group set-up
	Risks manageable	Covid-19 related risks remain under control; precautionary model based risk provisioning resulting in substantial management overlays, while asset quality continuously proves to be high
	Strong financial position	Aareal Group is financially well-equipped given considerable buffers in capital position (even without capital gain from Aareon minority sale) and solid funding position
	Outlook 2020 specified	Due to Covid-19 uncertainties Aareal Group slightly adjusted its guidance for FY-2020, while still expecting a significant positive operating profit in the mid double-digit euro million range
	Maintaining strategic flexibility	Strategic milestones within “Aareal Next Level” achieved, regardless of high attention to manage through the crisis – strategic review started in light of recent environmental changes

Asset quality

Appendix

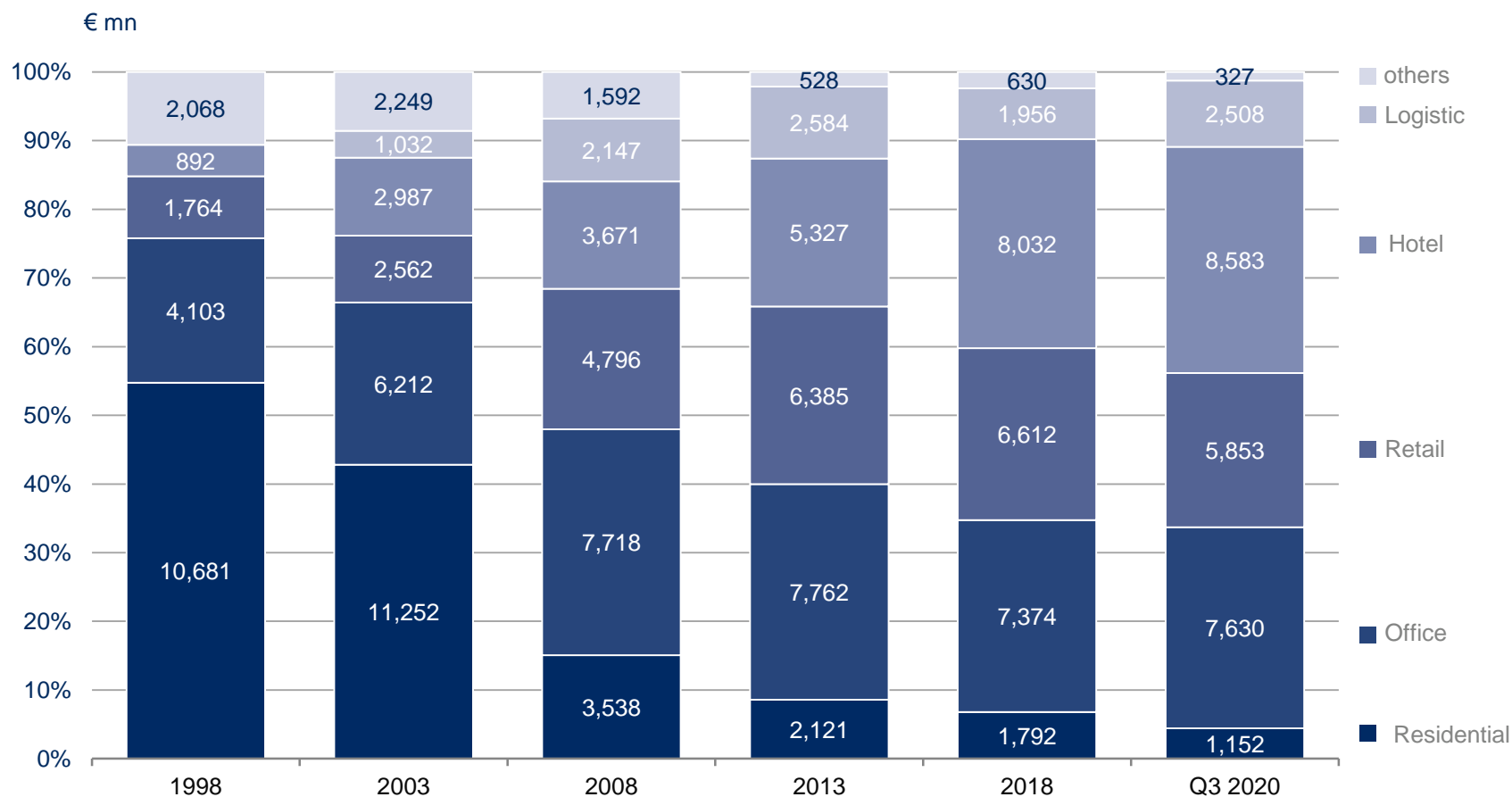
Development commercial real estate finance portfolio

By region



Development commercial real estate finance portfolio

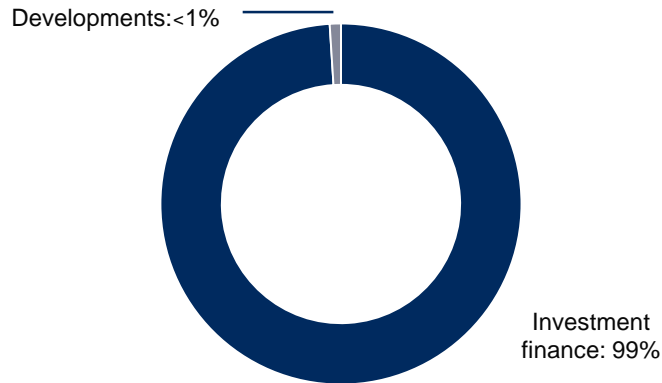
By property type



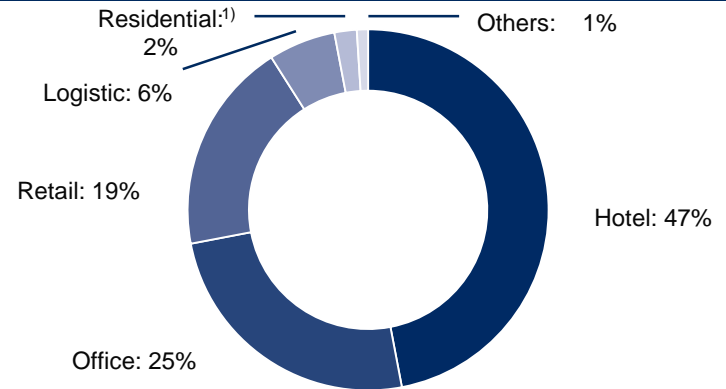
Western Europe (ex Germany) CREF portfolio

Total volume outstanding as at 30.09.2020: € 8.6 bn

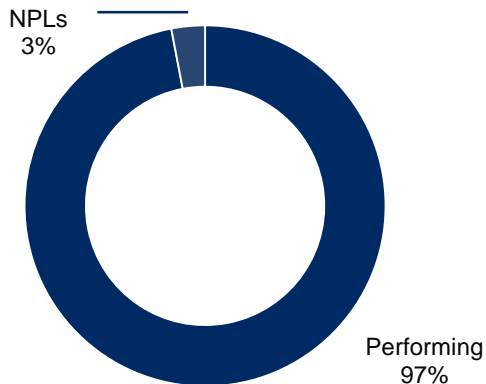
by product type



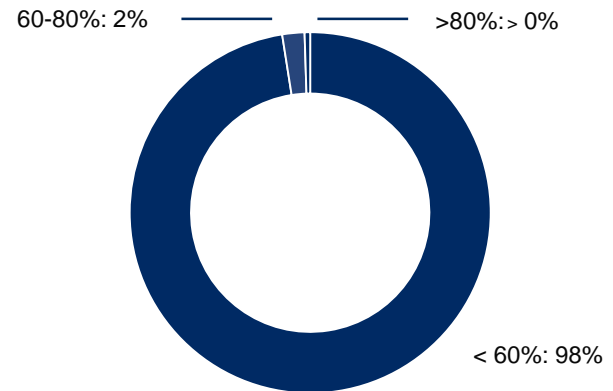
by property type



by performance



by LTV ranges²⁾



1) Incl. Student housing (UK & Australia only)

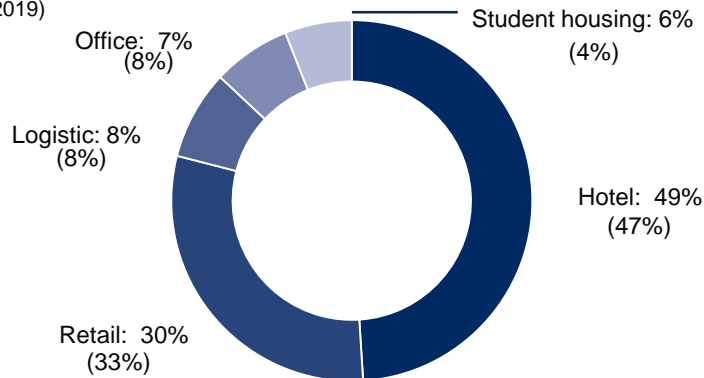
2) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

Spotlight: UK CREF portfolio

€ 3.8 bn (~15% of total CREF-portfolio)

Total portfolio by property type

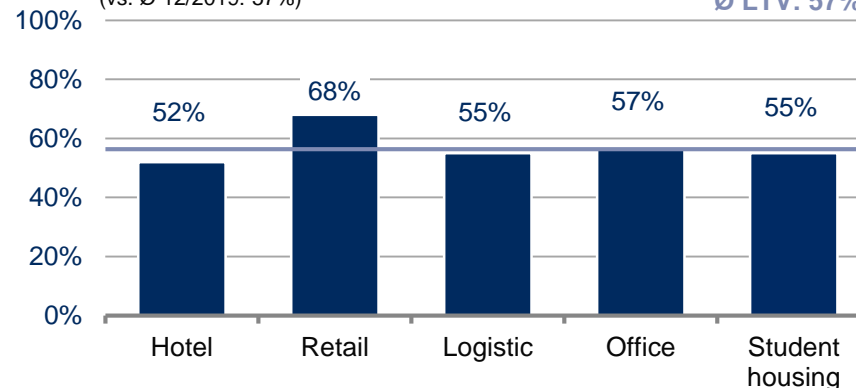
(vs. 12/2019)



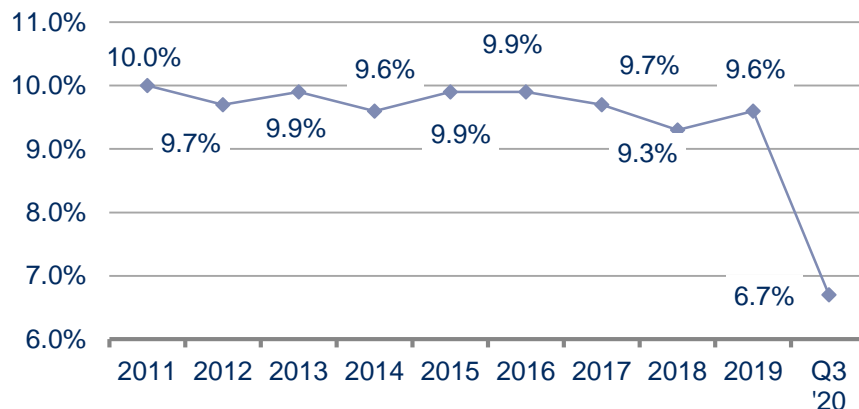
Average LTV by property type¹⁾

(vs. Ø 12/2019: 57%)

Ø LTV: 57%



Yield on debt¹⁾



Comments (vs. 2019)

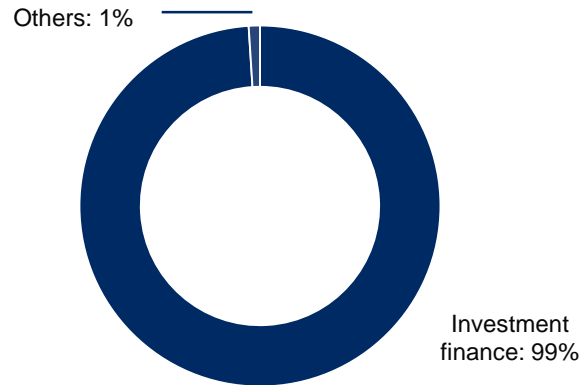
- Performing:
 - Investment finance only, no developments
 - ~ 60% of total portfolio in Greater London area, emphasising on hotels
 - € 155 mn with LTV > 60%
 - Avg. LTV on same level as total CREF-portfolio
 - Significant drop in YoD due to high hotel share of portfolio strongly effected by Covid-19
- Defaulted exposure: € 165 mn (€ 182 mn)

1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

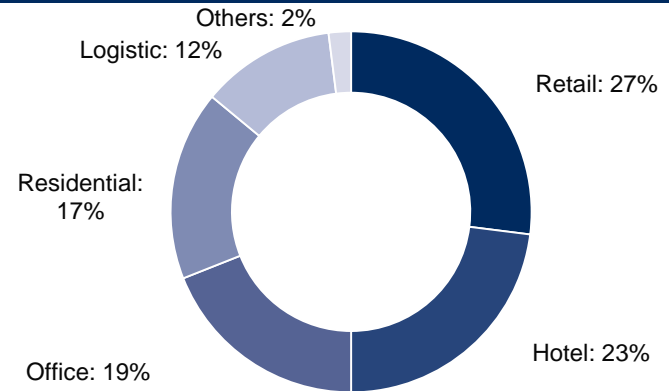
German CREF portfolio

Total volume outstanding as at 30.09.2020: € 3.0 bn

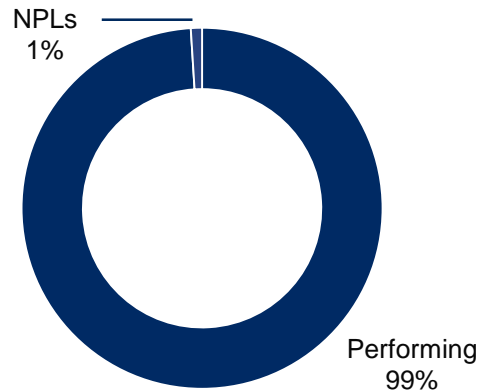
by product type



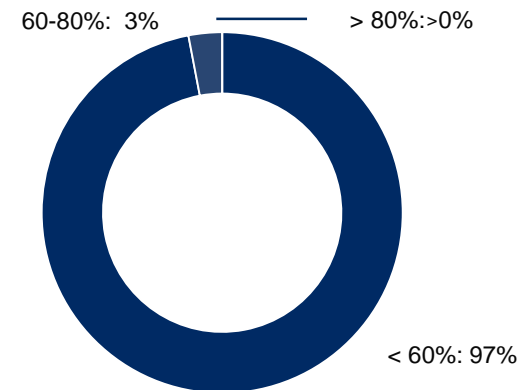
by property type



by performance



by LTV ranges¹⁾

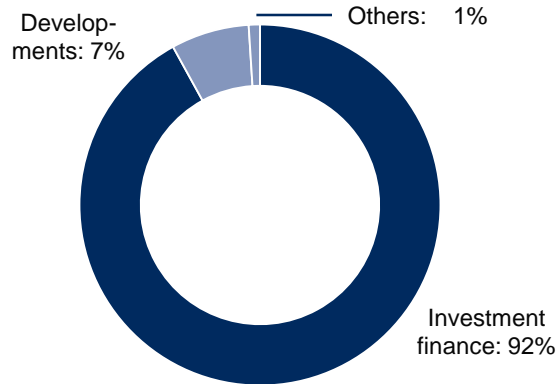


1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

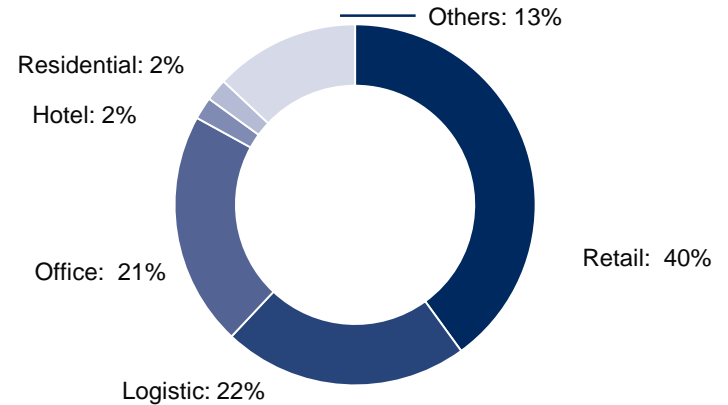
Southern Europe CREF portfolio

Total volume outstanding as at 30.09.2020: € 3.0 bn

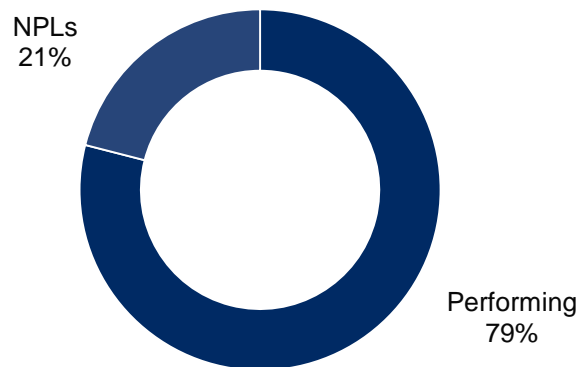
by product type



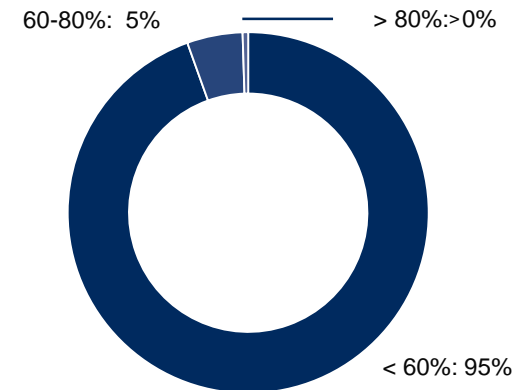
by property type



by performance



by LTV ranges¹⁾



1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

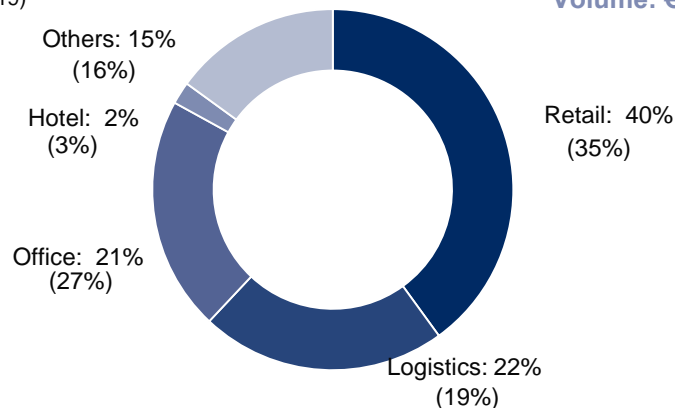
Spotlight: Italian CREF portfolio (€ 1.7 bn)

Successful de-risking led to further significant NPL reduction

Italian Portfolio by property type

(vs. 12/2019)

Volume: € 1.7 bn



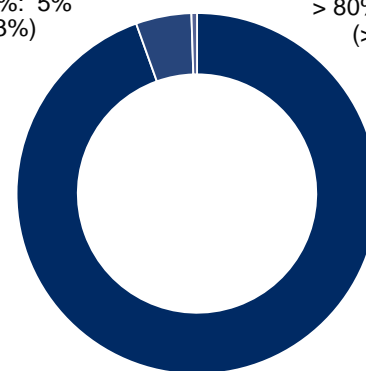
Italian Portfolio by LTV ranges¹⁾

(vs. 12/2019)

60-80%: 5%
(3%)

> 80%: >0%
(>0%)

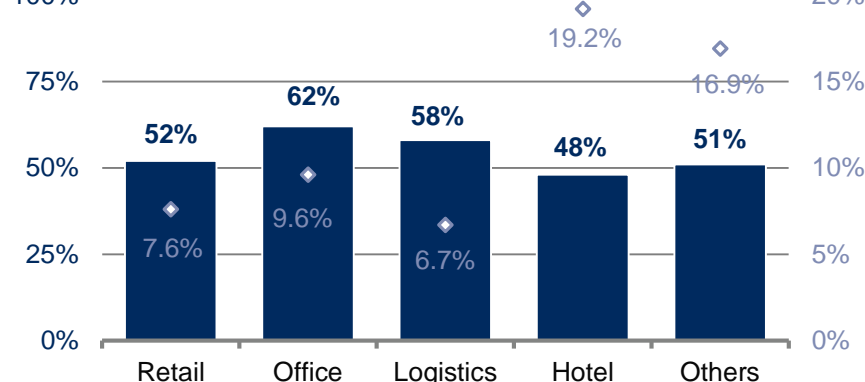
Ø LTV: 58%



Average LTV / YoD by property type¹⁾

Ø LTV: 58%

Ø YoD: 8.2%



Comments

- LTV: € 14 mn > 70% / € 7 mn > 80% / € 2 mn > 90%
- Defaulted exposure: € 503 mn as at 30.09.2020
- Further de-risking in 07/2020 led to an additional reduction of the Italian NPL portfolio close to € 500 mn

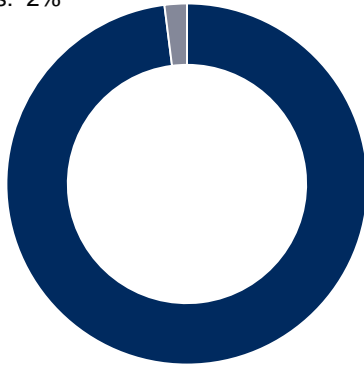
1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

Eastern Europe CREF portfolio

Total volume outstanding as at 30.09.2020: € 1.5 bn

by product type

Developments: 2%



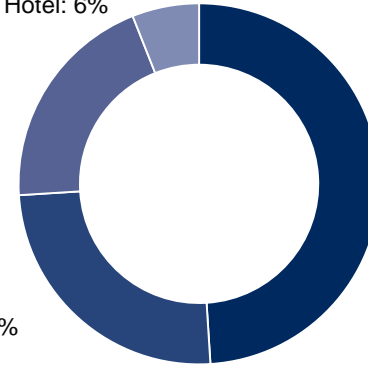
Investment
finance: 98%

by property type

Hotel: 6%

Retail: 20%

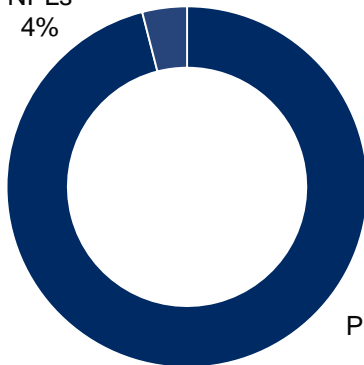
Office: 25%



Logistic: 49%

by performance

NPLs
4%

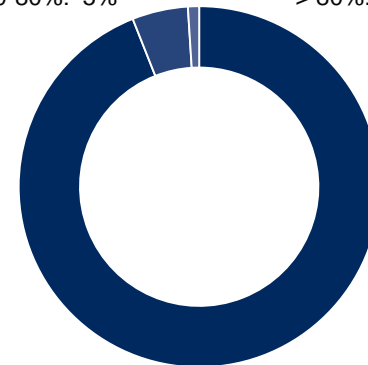


Performing
96%

by LTV ranges¹⁾

60-80%: 5%

> 80%: <1%



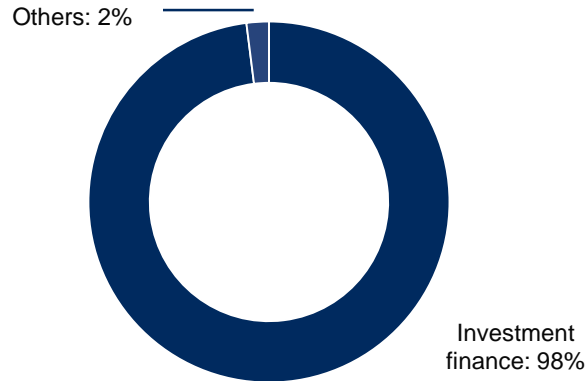
< 60%: 94%

1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

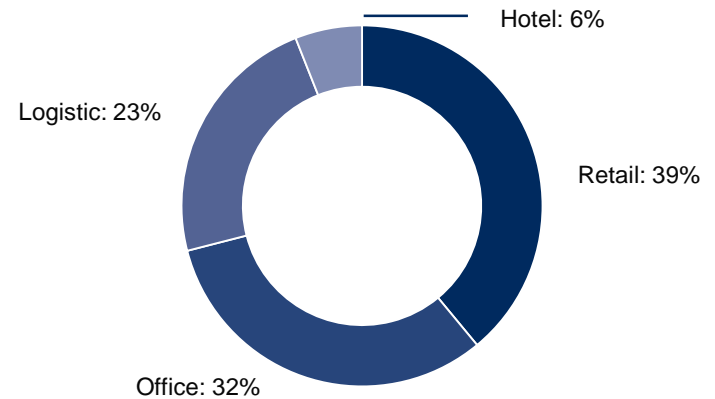
Northern Europe CREF portfolio

Total volume outstanding as at 30.09.2020: € 1.3 bn

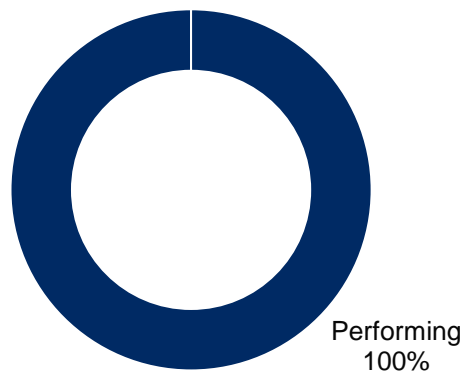
by product type



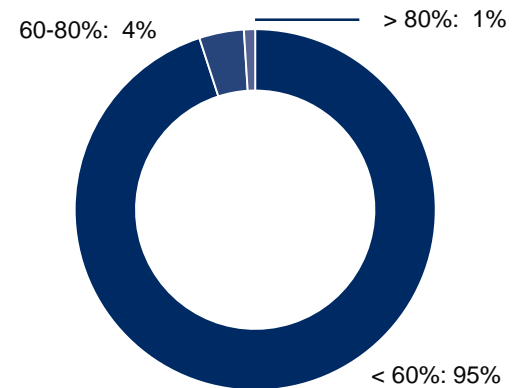
by property type



by performance



by LTV ranges¹⁾



1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

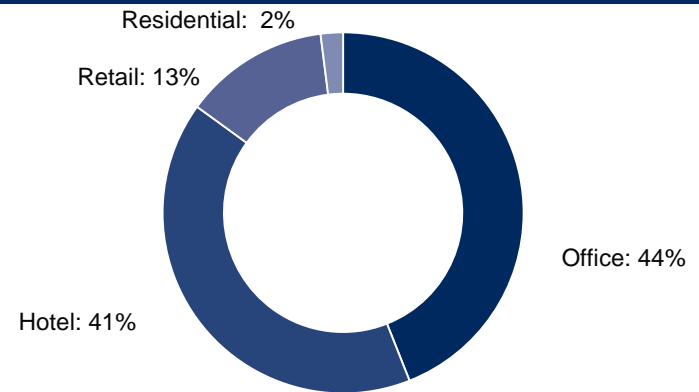
North America CREF portfolio

Total volume outstanding as at 30.09.2020: € 7.9 bn

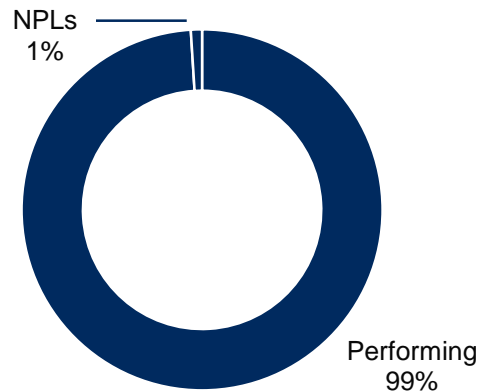
by product type



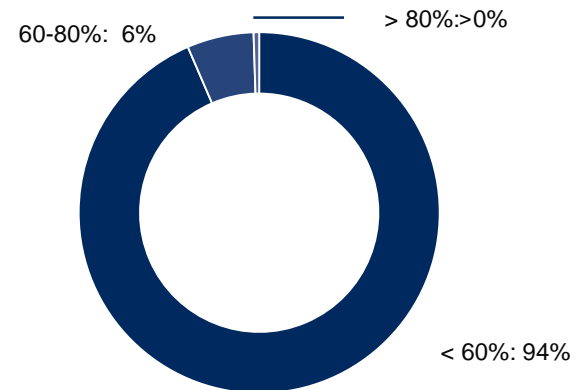
by property type



by performance



by LTV ranges¹⁾



1) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

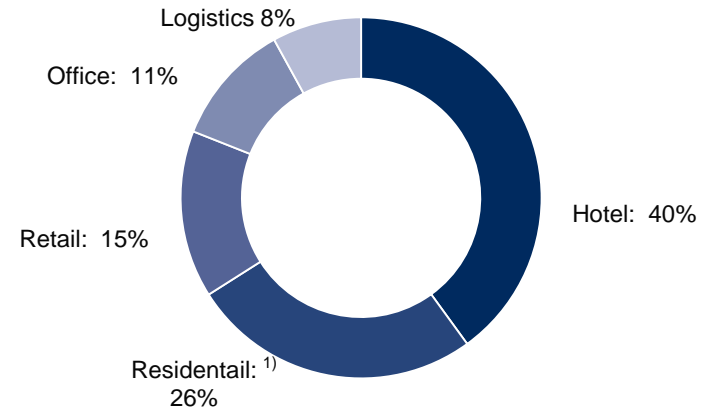
Asia / Pacific CREF portfolio

Total volume outstanding as at 30.09.2020: € 0.8 bn

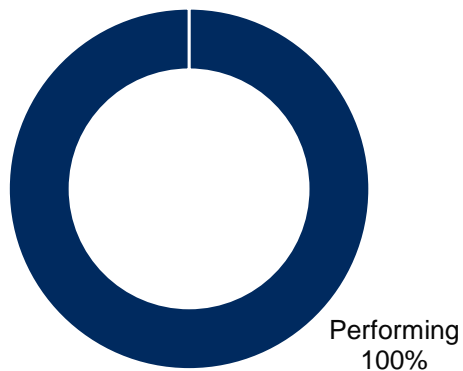
by product type



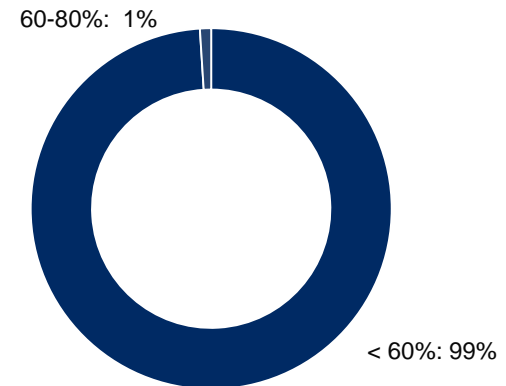
by property type



by performance



by LTV ranges²⁾



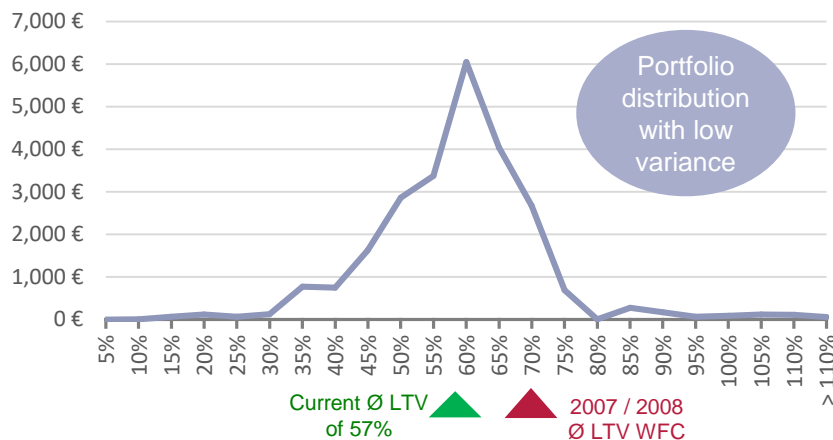
1) Incl. Student housing (UK & Australia only)

2) Performing CREF-portfolio only (exposure). Due to lockdown in H1 2020 only limited number of external appraisals available as at 30.09.2020

Commercial real estate finance portfolio¹⁾ (CREF)

Conservative risk parameters

Total CREF exposure by LTV¹⁾



Portfolio risk matrix

Exposure		LTV						
		70% bis 75%	75% bis 80%	80% bis 85%	85% bis 90%	90% bis 95%	95% bis 100%	über 100%
Probability	100%	250		132		71		
	95%							
	90%							
	85%							
	80%							
	75%							
	70%							
	60%							
40%								
20%								

Density

Current average LTV of 57%

Layered LTVs:

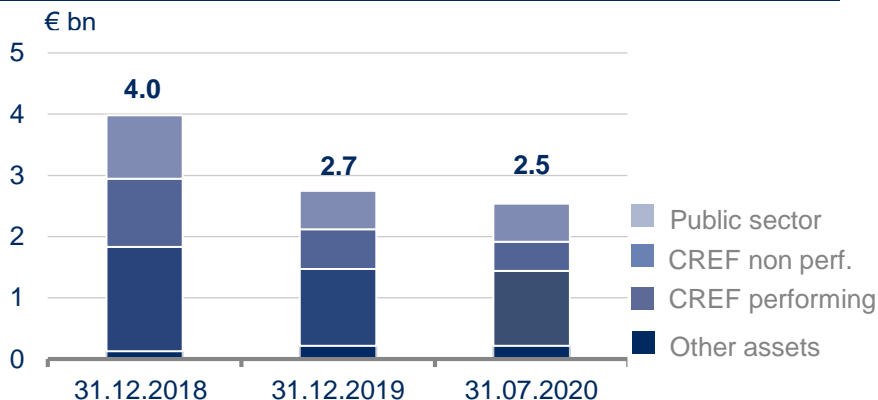
- > 70% LTV exposure: € 250 mn
- > 80% LTV exposure: € 132 mn
- > 90% LTV exposure: € 71 mn

- High portfolio concentration at 57% LTV
- Fairly small tail risk

1) Performing CREF-portfolio only, LTV / YoD pre Covid-19, exposure (excl. commitments) as at 31.03.2020

Accelerated de-risking

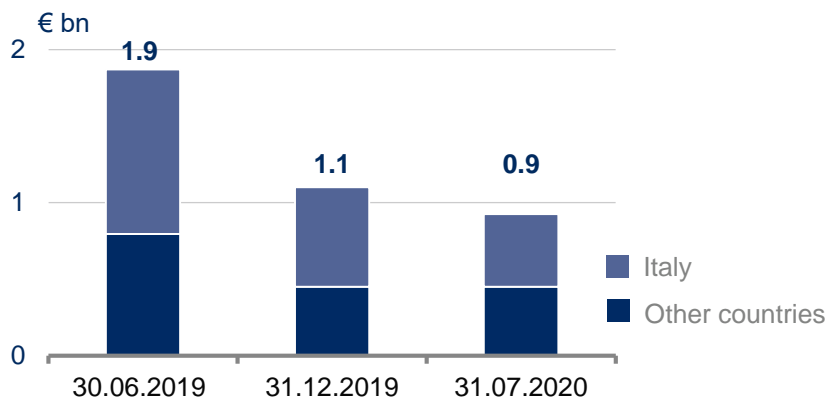
Italian exposure, FY2018-2020



Accelerated de-risking

- Program with focus on Italian portfolio, continued in Q4 with Italian credit risk further down by approx. € 0.6 bn (thereof € 0.3 bn NPL, € 0.3 bn single borrower risk)
- Total effect from accelerated de-risking of approx. € 1.2 bn¹⁾ Italian credit risk in 2019
- P&L burden 2019 of approx. € 50 mn (€ ~15 mn in Q4)

Non performing loans, H1 2019 – H1 2020



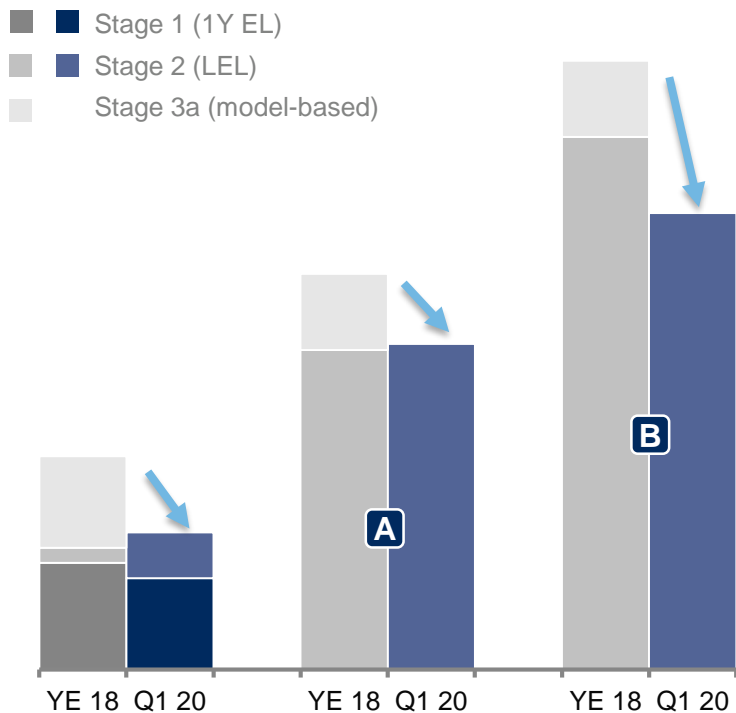
NPL reduction

- In H2 2019 total NPL volume down by approx. 40%
- Italian NPL also down by approx. 40% in 2019 (incl. a foreclosed Italian asset of approx. € 90 mn taken on own book for future development, not part of acc. de-risking)

1) Thereof € 350 mn NPL (in FY 2019, of which € 310 mn in H2 2019), € 350 mn single borrower risk, € 410 mn BTPs, € 80 mn NPL provisioned for future reduction

Commercial real estate finance portfolio (CREF)

Dimension of (theoretical) Stage migration effects have benefit from successful de-risking executed in 2019 and Covid-19 related provisions already considered in Q1/20 LLP



What: IFRS 9 Stage 2 maximum shift, LLP dimension depending on rating development

How: **A** Modelling an (unrealistic) theoretical case of 100% loan volume migrating from Stage 1 to Stage 2
B Additional shift of 1-2 rating classes

Impact: Recognition in P/L

Dimension: Q1 2020: ~ € 100 mn additional Stage 2 LLPs
 YE 2018: ~ € 150 mn additional Stage 2/3a LLPs

→ Dimension of (theoretical) Stage migration effects have benefit from successful de-risking executed in 2019 and Covid-19 related provisions already considered in Q1/2020 LLP

Segments

Appendix

Aareon segment

Dimension products / markets and M&A activities / other cooperations

Progress on the development of products, markets and M&A activities / other cooperations

Products/Markets

- Launch of Wodis Yuneo – user centric approach and based on newest technology (intelligent tools and analytics components. Routine tasks, for example, can be automated and errors avoided using certain algorithms, optimized user interface, high flexibility due to web-based technology). First customers decided for Wodis Yuneo
- Neela AI based Virtual Assistant: Start of roll-out
- Venture OFI Group with platform Ophigo used by first customers. Two other ventures (ecaria and Refurbio) created and start to build-up the business model
- Online event Aareon Live “Pioneering Spirit” with about 1,600 registered participants. First presentation of the new ERP product generation Wodis Yuneo in Germany, prominent key notes, further product information as well as online exhibition

M&A activities / other cooperations

- CalCon integration project on track – product integrated in Aareon Smart World and sales synchronized as well as internal process set up; communications intensified.
- M&A activity to expand inorganically and drive digital product capabilities according to communicated growth case – extensive market screening for potential targets and numerous opportunities have been identified which are systematically pursued and modelled within a value creation plan
- Success will lead to upside potential

**Accelerate growth and value creation
by partnership with Advent**

Appendix

This landmark transaction delivers on one of the key pillars of “Aareal Next Level”

Aareal

YOUR COMPETITIVE ADVANTAGE.

Structured Property Financing (SPF)	Consulting/Service (C/S) Bank	Aareon
<p>Commercial real estate financing solutions across 3 continents: Europe, North American and Asia/Pacific</p> <p>Diverse property types</p> <ul style="list-style-type: none"> Hotels, logistics, offices, retail, residential and student housing Additional industry experts in hotels, logistics and retail properties <p>Investment finance</p> <ul style="list-style-type: none"> Single asset, portfolio, value add Portfolio size: c.€ 26 bn; average LTV: 57% 	<p>Integrated payment transaction system for the housing industry (market-leading) and the utility sector</p> <p>Financial solutions</p> <ul style="list-style-type: none"> Payment processing provider Deposit bank <p>Software solutions</p> <ul style="list-style-type: none"> Intelligent solutions to improve connectivity and efficiency for bank and non-bank customers Average deposit volume of € 11.0 bn in Q3 2020 	<p>European leader for real estate software, 60+ years in the market serving c.3k customers and 10m+ units with 40 locations in DACH, Netherlands, France, Nordics and UK</p> <p>Mission-critical ERP and broad set of modular Digital Solutions built on a cloud-enabled PaaS platform</p> <p>Sustainable and resilient business model with strong downside protection delivers decades of consistent profitable growth</p> <p>Experienced leadership team combining deep software expertise and longstanding real estate experience with a strong M&A roll-up track-record</p>
<p>“Activate”</p>	<p>“Elevate”</p>	<p>“Accelerate”</p>

Aareal

Ideally positioned to drive consolidation in the fragmented real estate ecosystem by further stepping up M&A activity

Ideally positioned to drive industry consolidation



Track record
"We have done it before"



Scale and footprint
"We are the natural consolidator"



Unique ability to unlock synergies
"We can make these deals work"

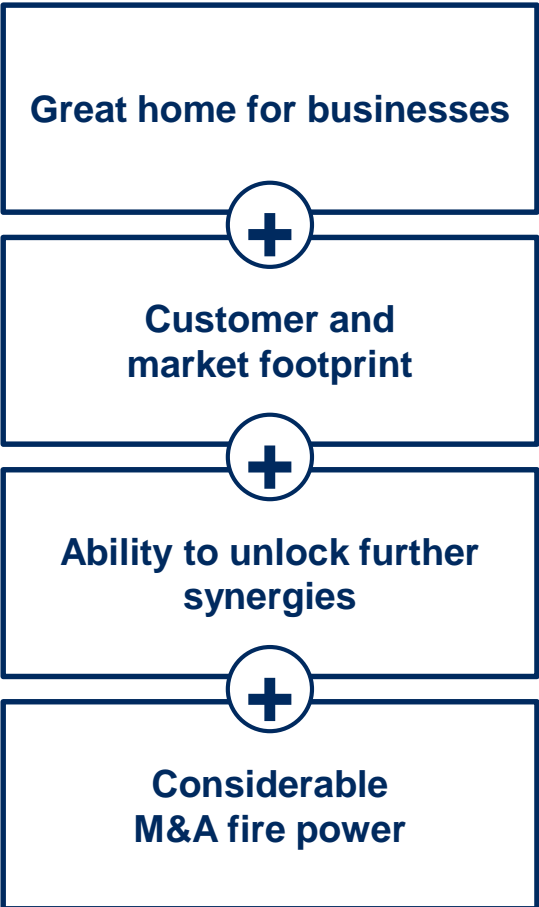


Supportive shareholders
"We have the resources"

Track record of successful M&A execution and integration



Accelerated M&A add-on strategy with support of Advent



Aareal

Important milestone on the path to implementing “Aareal Next Level”

Published
Aug. 2020

1

Keep structured property financing on track

Structured
property
financing



ACTIVATE!

- Leverage on expanded origination, structuring and exit opportunities – flexibly „play the matrix“ (countries, asset classes, structures)
- Expand servicing and digitisation opportunities
- De-risk balance sheet and flexibility where appropriate
- Protect the group’s backbone and retain “best in class position”
- Contribute to mega-trend ESG by focusing on high-quality, long lasting value property financing

2

Leverage and grow our housing and adjacent industries business

Housing &
adjacent
industries



ELEVATE!

- Elevate product range by utilising deep understanding of customer processes and infrastructure...
- ...by further expanding product suite with a focus on fee income
- Take opportunities of joint business model developments with customers and other market players (e.g. “objego”; joint-venture with ista)
- Support affordable housing through our cost-efficient payment solutions

3

As an integral part of our strategy strengthen Aareon’s position as the leading software company for the European real estate industry over time and become a company with a strong independent value proposition

Aareon



ACCELERATE!

- Continue execution of already announced organic growth strategy to double EBITDA in the mid-term...
- ...particularly by expanding our digital solutions portfolio organically
- On top: accelerate through additional M&A activities – if and when opportunities arise
- Further invest in digital ecosystems relating sectors to meet today’s challenges (e.g. virtual assistance, digitalised maintenance, mobile services)

Strategic milestone: Aareal Bank enters into a long-term partnership with Advent to accelerate growth and value creation of Aareon

Published
Aug. 2020

Advent acquires 30% of Aareon

- 30% minority stake in Aareon will be acquired by Advent at an attractive Enterprise value of € ~960 mn¹
- Corresponding equity value of €~860 mn¹ of which Aareal Bank will receive net cash proceeds of € ~260 mn as of closing
- Additionally Advent granted an earn-out component of up to € 50 mn dependent on certain performance conditions
- Closing of the transaction is subject to customary conditions, primarily related to anti-trust approvals, and is anticipated to take place in the fourth quarter of 2020






Financial effects on Aareal Bank Group

- Expected realisation (as of closing) of a significant, P&L neutral, capital gain of € ~180 mn after taking into account minority interest in equity, transaction costs and taxation on capital gain
- CET1 capital to be strengthened accordingly
- Upfront capital gain significantly outweighs minor EPS dilution (FY 2020: ~0.05 EUR²)
- EPS effect to be compensated over time by significantly raised Aareon ambition level and reinvestment of proceeds



The transaction takes advantage of the very favourable market environment for resilient software-centric businesses

Rationale for the transaction: Aareal Bank and Advent to jointly support Aareon on its way to “Next Level”

Unlock potential 	<ul style="list-style-type: none"> ▪ Create a platform for Aareon to achieve its full potential ▪ Become Europe’s undisputed software leader facilitating the digitalisation of the real estate industry ▪ Leverage the strategic advantages offered by digitalisation to contribute to a more sustainable economic growth
Value creation 	<ul style="list-style-type: none"> ▪ Cornerstones of a value creation plan have been agreed upon; updated business plan to be defined and presented over the coming months ▪ Core elements: Boost organic growth, drive operational excellence and execute M&A
Roll-up M&A strategy 	<ul style="list-style-type: none"> ▪ Support and enhance existing M&A roadmap and significantly step up M&A activity ▪ Drive consolidation in a fragmented ecosystem ▪ Benefit from Advent’s extensive network, transaction execution and sector expertise
Strategic support 	<ul style="list-style-type: none"> ▪ Advent to be represented in Aareon’s Supervisory Board ▪ Advisory Board to support Aareon Management with industry and functional expertise with a view to achieve mutually agreed visions
Financial support 	<ul style="list-style-type: none"> ▪ Utilise Aareon’s significant debt capacity for M&A ▪ Further equity contribution from Aareal Bank and Advent on a pro rata basis as required ▪ Support by Advent with debt, equity and capital markets expertise

Ambition level: Become a „Rule of 40“ software company

	today	by 2025
Annual revenue growth	30%	>40%
+		
EBITDA margin		

“Rule of 40”: Sum of Aareon’s annual revenue growth and EBITDA margin will at least reach 40 per cent

Partnering with Advent will enable Aareal Bank and Aareon to even stronger support our clients

Published
Aug. 2020

Aareal



Advent International
GLOBAL PRIVATE EQUITY



Aareon is ideally positioned to help its clients with the challenges and opportunities that come with the rapid digitisation of the real estate industry – Covid-19 seen as a catalyst for digitisation



Continued R&D investment will allow Aareon to underpin its role as a digital pioneer in the real estate industry by expanding its suite of innovative products and digital solutions for our clients



As the natural consolidator and a great home for acquired businesses, Aareon will bring the best products and solutions in the ecosystem to our clients



As Aareal Bank will remain the majority shareholder committed to Aareon's long-term performance, the existing synergies between the parent and subsidiary will be preserved – in the interests of both institutions' clients

Value crystallisation today and strengthen the upsides for the future boost shareholder value

Published
Aug. 2020

Value crystallisation today



- Crystallise Aareon's current value in a very favourable market environment for resilient software-centric businesses for Aareal Bank
- Realise an attractive capital gain as of closing, hence...
- ...significant increase of our regulatory capital

Upsides for the future



- Achieve higher value contribution to our shareholders in a partnership by...
 - further accelerating Aareon's EBITDA and revenue growth beyond promised 2025 levels
 - multiple re-rating of Aareon as a "Rule of 40" company
- Minor EPS effect on Aareal Bank Group level to be compensated over time by significantly raised Aareon ambition level

Use of proceeds



- Unlock additional growth potential as promised in "Aareal Next Level":
 - Pursue value-enhancing sustainable opportunities in both segments of the Bank's business
 - Further support Aareon's M&A roadmap with strong new partner
- Enhance flexibility regarding capital management actions

See
next
page

Additional boost by investing the proceeds value-enhancing

Proceeds of the transaction

Investing in our business...

1	Keep structured property financing on track
<p>Structured property financing</p>  <div style="background-color: #003366; color: white; padding: 5px; text-align: center; font-weight: bold;">ACTIVATE!</div>	<ul style="list-style-type: none"> ▪ Leverage on expanded origination, structuring and exit opportunities – flexibly „play the matrix“ (countries, asset classes, structures) ▪ Expand servicing and digitisation opportunities ▪ De-risk balance sheet and flexibility where appropriate ▪ Protect the group’s backbone and retain “best in class position” ▪ Contribute to mega-trend ESG by focusing on high-quality, long lasting value property financing
2	Leverage and grow our housing and adjacent industries business
<p>Housing & adjacent industries</p>  <div style="background-color: #003366; color: white; padding: 5px; text-align: center; font-weight: bold;">ELEVATE!</div>	<ul style="list-style-type: none"> ▪ Elevate product range by utilising deep understanding of customer processes and infrastructure... ▪ ...by further expanding product suite with a focus on fee income ▪ Take opportunities of joint business model developments with customers and other market players (e.g. "objego"; joint-venture with ista) ▪ Support affordable housing through our cost-efficient payment solutions
3	As an integral part of our strategy strengthen Aareon’s position as the leading software company for the European real estate industry over time and become a company with a strong independent value proposition
<p>Aareon</p>  <div style="background-color: #003366; color: white; padding: 5px; text-align: center; font-weight: bold;">ACCELERATE!</div>	<ul style="list-style-type: none"> ▪ Continue execution of already announced organic growth strategy to double EBITDA in the mid-term... ▪ ...particularly by expanding our digital solutions portfolio organically ▪ On top: accelerate through additional M&A activities – if and when opportunities arise ▪ Further invest in digital ecosystems relating sectors – meet today’s challenges (e.g. virtual assistance, digitalized maintenance, mobile services)



By doing so
create
sustainable value
for Aareal Bank
and hence our
shareholders...

...leading to

Increased optionality regarding value-enhancing opportunities, if and when they arise

Advanced flexibility regarding potential capital management actions

Aareal Bank and Aareon have 60+ years of shared history and look forward to an exciting future with Advent

Published
Aug. 2020

Foundation & spin-off 1957-2002



Positioning & growth 2002-2020



Market leader Today



Accelerated growth Tomorrow



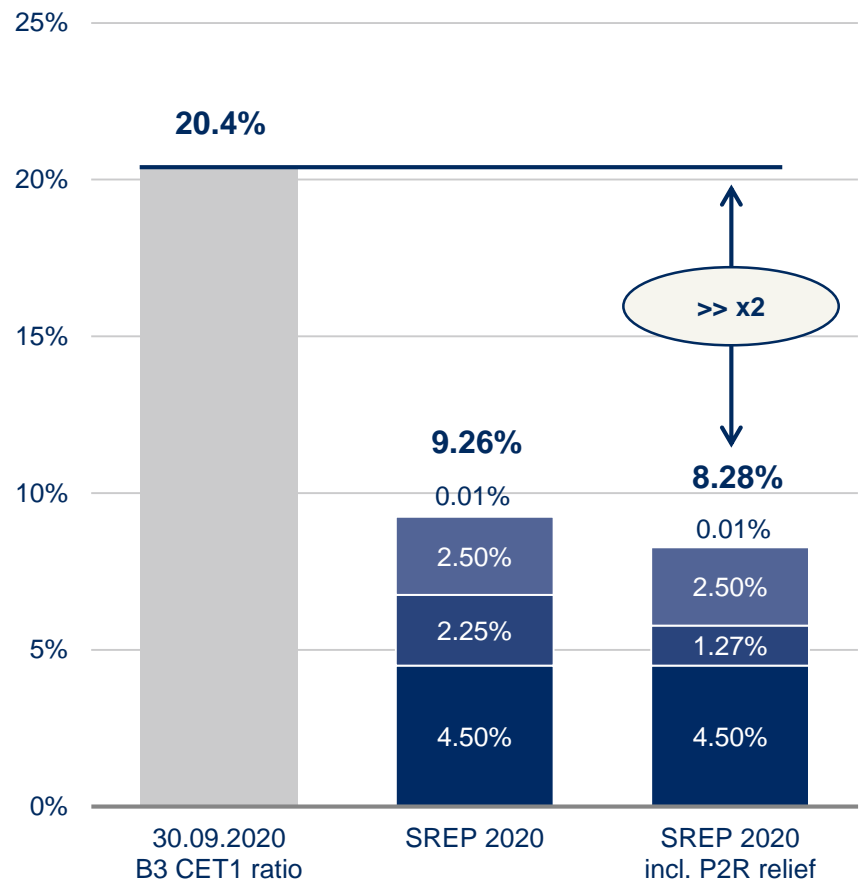
Capital, B/S, Funding/Liquidity

Appendix

SREP (CET 1) requirements

Demonstrating conservative and sustainable business model

B3 CET1 ratio vs. SREP (CET1) requirements



- Capital ratios significant above SREP requirements
- B3 CET1 buffer translates into > € 1.3 bn
- P2R relief by using possibility of partially fulfilling requirements with AT1 and T2 capital
- Total capital requirement 2020 (Overall Capital Requirement (OCR)) amounts to 12.8% compared to 30.3% total capital ratio
- All ratios already include TRIM effects as well as prudential provisioning

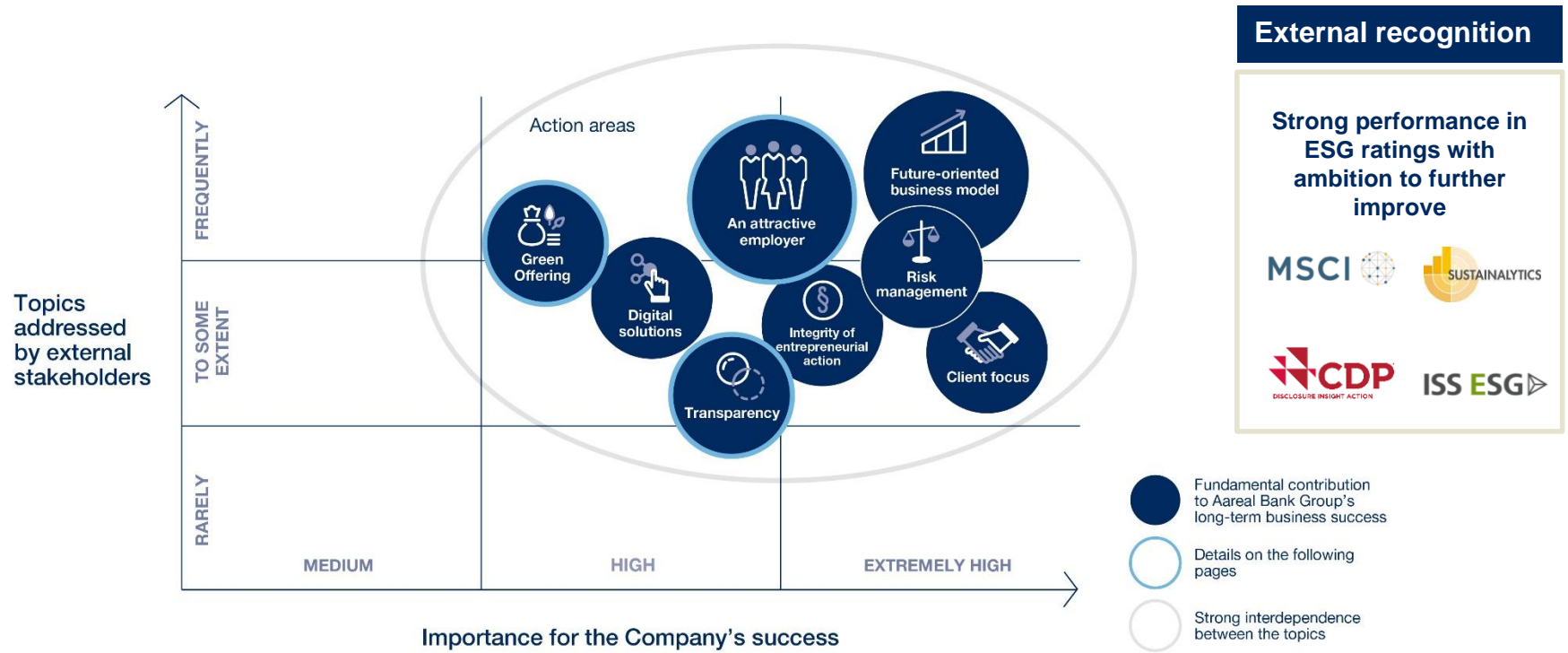
- Countercyclical Buffer
- Capital Conservation Buffer
- Pillar 2 Requirement
- Pillar 1 Requirement

The way ahead

Appendix

We take a strategic approach to sustainability management

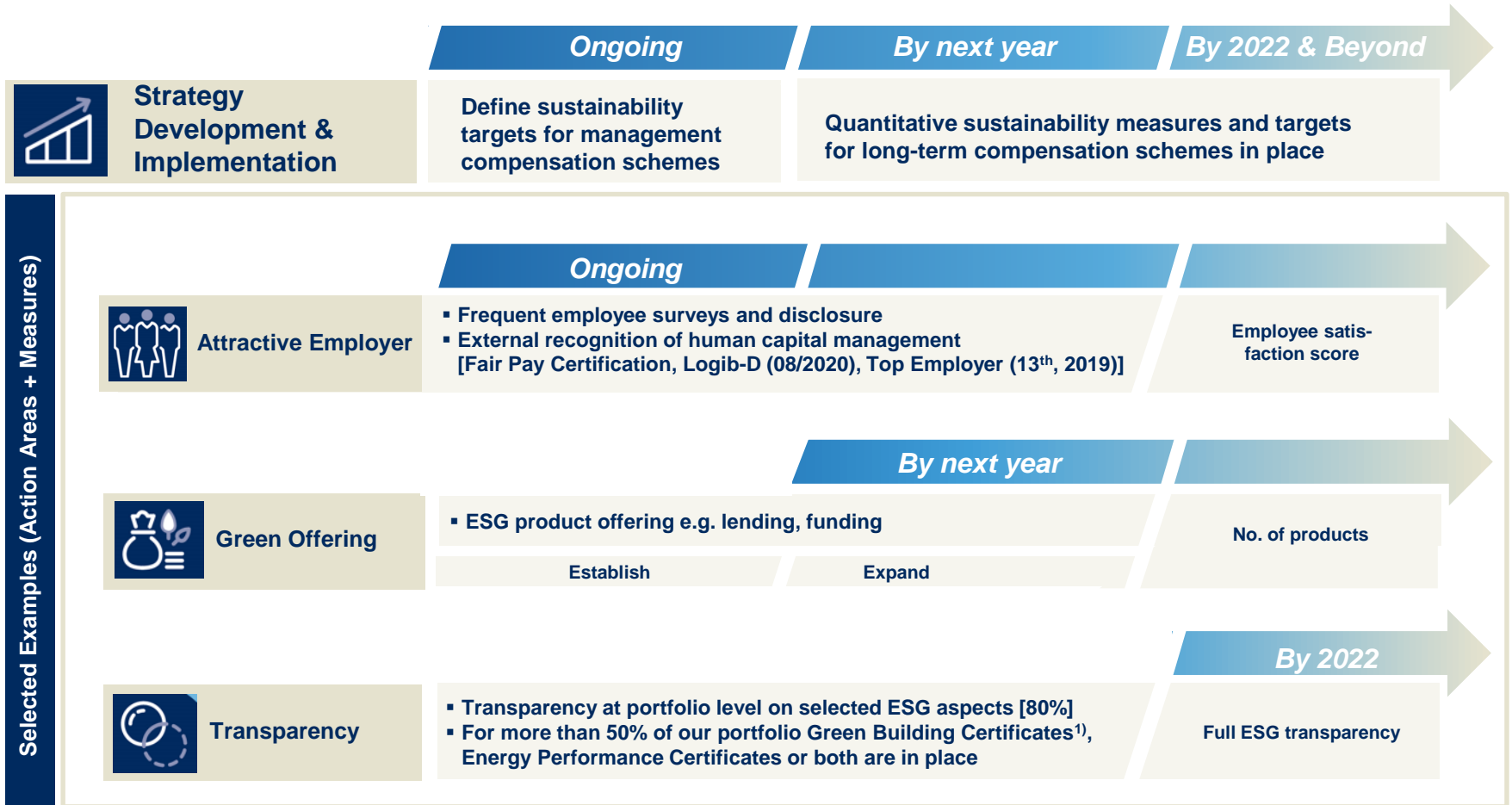
Action areas key to securing the Company's long-term success – as identified in regularly updated materiality analysis



- We are fostering the transition in Real Estate – to a more sustainable, digitised and connected future
- Our intensified effort will make ESG an even more integral part of our DNA and a driver of value enhancement for all our stakeholders

Next Steps in our ESG Journey

Strengthening ESG as an integral part of our DNA by refining our strategy and setting ambitious goals and targets



1) DGNB, BREEAM, HQE, LEED

Dividend Policy

Appendix

Aareal Next Level

Our Dividend Policy – Confirmed despite significant regulatory burdens

Payout ratio of up to 80% confirmed

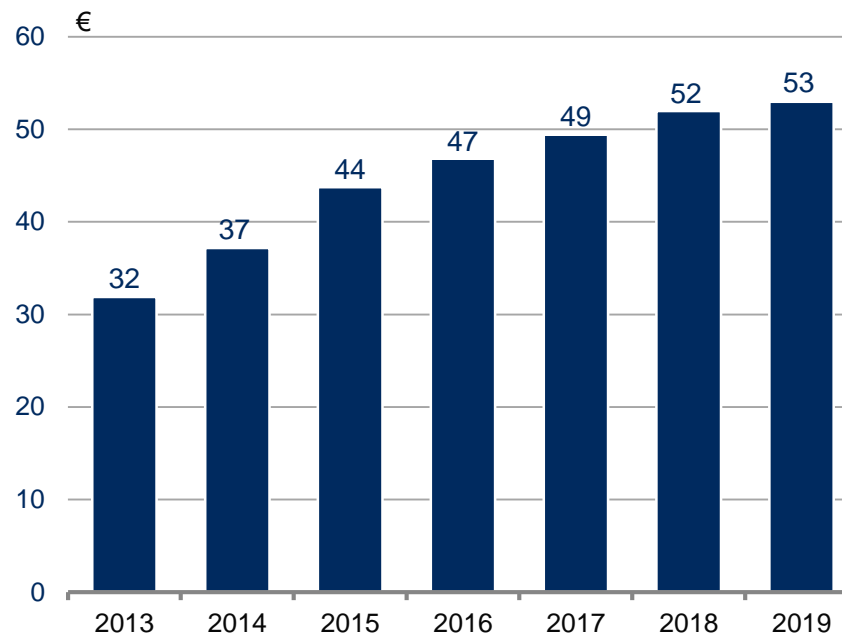
Base
Dividend



Supplementary
Dividend

- We intend to distribute approx. 50% of the earnings per ordinary share (EpS) as base dividend
- In addition, we plan to distribute supplementary dividends of up to 20-30% of the EpS under the following prerequisites:
 - No material deterioration of the environment (with longer-term and sustainably negative effects)
 - Nor attractive investment opportunities neither positive growth environment

Significant book value per share growth incl. dividend

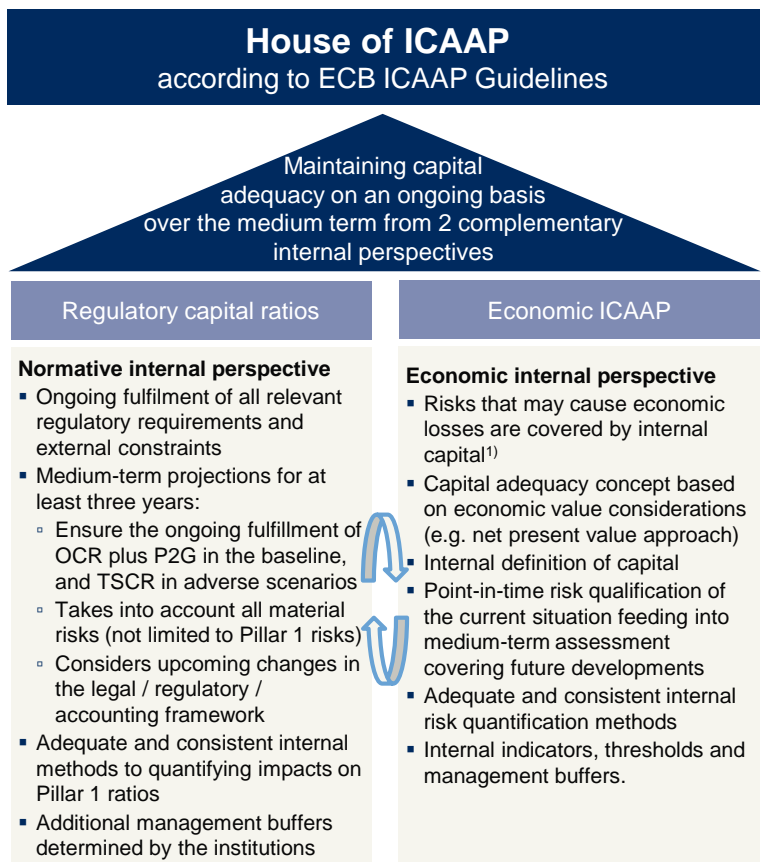


- **Attractive dividend policy and significant book value growth creating sustainable value for Aareal and hence our shareholders**

Regulation

Appendix

Economic ICAAP the next focus on the regulatory agenda – our reading and take away



- 1 Economic ICAAP on SSM priority list 2020**

 - Ongoing discussions regarding interpretation of requirements
 - Different methods currently used throughout Europe to estimate future volatility (scenario based vs. VAR models)
 - ICAAP Guidelines published end of 2018 are very conservative regarding holding period and confidential interval
 - ECB aims for future harmonization (equal to TRIM?) and potential tightening

- 2 AT1 with normative triggers will no longer be eligible under Economic ICAAP:**

Regulatory capital ratios: Future treatment appears to be more generous, although decisions will be taken on a case by case basis

- P2R could be partly covered by AT1 (and/or T2)

Economic ICAAP: Future requirements will be tightened

- AT1 with normative triggers not accountable any more (see ECB feedback statement; question 208)
- Interim grandfathering of existing AT1 (issued, cut off date?) not decided yet, but unlikely from our point of view

- **AT1 in the economic ICAAP, currently and presumably in future no alternative instruments (beside CET1) available to fulfil ECB requirements (economic triggers instead of normative)**
- **Economic ICAAP to become the new capital constraint for European banks?**

1) Different risk categories regarding regulatory capital ratios and economic ICAAP

AT1: ADI of Aareal Bank AG

Appendix

Interest payments and ADI of Aareal Bank AG

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

	31.12. 2015	31.12. 2016	31.12. 2017	31.12. 2018	31.12. 2019
€ mn					
Net Retained Profit	99	122	147	126	120
▪ <i>Net income</i>	99	122	147	126	120
▪ <i>Profit carried forward from previous year</i>	-	-	-	-	-
▪ <i>Net income attribution to revenue reserves</i>	-	-	-	-	-
+ Other revenue reserves after net income attribution	720	720	720	720	720
= Total dividend potential before amount blocked ¹⁾	819	842	870	846	840
./. Dividend amount blocked under section 268 (8) of the German Commercial Code	287	235	283	268	314
./. Dividend amount blocked under section 253 (6) of the German Commercial Code	-	28	35	42	40
= Available Distributable Items ¹⁾	532	579	552	536	486
+ Increase by aggregated amount of interest expenses relating to Distributions on Tier 1 Instruments ¹⁾	46	46	32	24	23
= 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⁾	578	625	584	560	509

1) Unaudited figures for information purposes only

Group results Q3 2020

Appendix

Aareal Bank Group

Results Q3 2020

	01.07.- 30.09.2020 € mn	01.07.- 30.09.2019 € mn	Change
Profit and loss account			
Net interest income	128	134	-4%
Loss allowance	61	27	126%
Net commission income	57	54	6%
Net derecognition gain or loss	3	15	-80%
Net gain or loss from financial instruments (fvpl)	-4	5	-180%
Net gain or loss on hedge accounting	2	-3	-167%
Net gain or loss from investments accounted for using the equity method	0	0	0%
Administrative expenses	114	114	0%
Net other operating income / expenses	0	0	0%
Operating Profit	11	64	-83%
Income taxes	10	24	-58%
Consolidated net income	1	40	-98%
Consolidated net income attributable to non-controlling interests	1	1	0%
Consolidated net income attributable to shareholders of Aareal Bank AG	0	39	-100%
Earnings per share (EpS)			
Consolidated net income attributable to shareholders of Aareal Bank AG ¹⁾	0	39	-100%
of which: allocated to ordinary shareholders	-4	35	-111%
of which: allocated to AT1 investors	4	4	
Earnings per ordinary share (in €) ²⁾	-0.05	0.60	-108%
Earnings per ordinary AT1 unit (in €) ³⁾	0.04	0.04	

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.

Aareal Bank Group

Results Q3 2020 by segments

	Structured Property Financing		Consulting / Services Bank		Aareon		Consolidation/ Reconciliation		Aareal Bank Group	
	01.07.- 30.09. 2020	01.07.- 30.09. 2019	01.07.- 30.09. 2020	01.07.- 30.09. 2019	01.07.- 30.09. 2020	01.07.- 30.09. 2019	01.07.- 30.09. 2020	01.07.- 30.09. 2019	01.07.- 30.09. 2020	01.07.- 30.09. 2019
	€ mn									
Net interest income	119	138	9	-4	0	0	0	0	128	134
Loss allowance	61	27			0	0			61	27
Net commission income	1	2	6	7	53	49	-3	-4	57	54
Net derecognition gain or loss	3	15							3	15
Net gain or loss from financial instruments (fvpl)	-4	5			0				-4	5
Net gain or loss on hedge accounting	2	-3							2	-3
Net gain or loss from investments accounted for using the equity method					0	0			0	0
Administrative expenses	56	55	15	20	46	43	-3	-4	114	114
Net other operating income / expenses	0	-1	0	0	0	1	0	0	0	0
Operating profit	4	74	0	-17	7	7	0	0	11	64
Income taxes	9	27	-1	-6	2	3			10	24
Consolidated net income	-5	47	1	-11	5	4	0	0	1	40
Allocation of results										
Cons. net income attributable to non-controlling interests	0	0	0	0	1	1			1	1
Cons. net income attributable to shareholders of Aareal Bank AG	-5	47	1	-11	4	3	0	0	0	39

Aareal Bank Group

Results 9M 2020

	01.01.- 30.09.2020 € mn	01.01.- 30.09.2019 € mn	Change
Profit and loss account			
Net interest income	373	403	-7%
Loss allowance	167	55	204%
Net commission income	168	164	2%
Net derecognition gain or loss	19	42	-55%
Net gain or loss from financial instruments (fvpl)	-11	5	-320%
Net gain or loss on hedge accounting	4	-4	-200%
Net gain or loss from investments accounted for using the equity method	0	0	0%
Administrative expenses	352	370	-5%
Net other operating income / expenses	-10	1	
Operating Profit	24	186	-87%
Income taxes	7	65	-89%
Consolidated net income	17	121	-86%
Consolidated net income attributable to non-controlling interests	2	2	0%
Consolidated net income attributable to shareholders of Aareal Bank AG	15	119	-87%
Earnings per share (EpS)			
Consolidated net income attributable to shareholders of Aareal Bank AG ¹⁾	15	119	-87%
of which: allocated to ordinary shareholders	3	107	-97%
of which: allocated to AT1 investors	12	12	
Earnings per ordinary share (in €) ²⁾	0.06	1.80	-97%
Earnings per ordinary AT1 unit (in €) ³⁾	0.12	0.12	

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.

Aareal Bank Group

Results 9M 2020 by segments

	Structured Property Financing		Consulting / Services Bank		Aareon		Consolidation/ Reconciliation		Aareal Bank Group	
	01.01.- 30.09. 2020	01.01.- 30.09. 2019	01.01.- 30.09. 2020	01.01.- 30.09. 2019	01.01.- 30.09. 2020	01.01.- 30.09. 2019	01.01.- 30.09. 2020	01.01.- 30.09. 2019	01.01.- 30.09. 2020	01.01.- 30.09. 2019
€ mn										
Net interest income	345	414	29	-10	-1	-1	0	0	373	403
Loss allowance	167	55			0	0			167	55
Net commission income	4	6	18	17	155	150	-9	-9	168	164
Net derecognition gain or loss	19	42							19	42
Net gain or loss from financial instruments (fvpl)	-11	5	0		0				-11	5
Net gain or loss on hedge accounting	4	-4							4	-4
Net gain or loss from investments accounted for using the equity method					0	0			0	0
Administrative expenses	173	195	50	57	138	127	-9	-9	352	370
Net other operating income / expenses	-11	0	0	-1	1	2	0	0	-10	1
Operating profit	10	213	-3	-51	17	24	0	0	24	186
Income taxes	4	74	-2	-17	5	8			7	65
Consolidated net income	6	139	-1	-34	12	16	0	0	17	121
Allocation of results										
Cons. net income attributable to non-controlling interests	0	0	0	0	2	2			2	2
Cons. net income attributable to shareholders of Aareal Bank AG	6	139	-1	-34	10	14	0	0	15	119

Aareal Bank Group

Results – quarter by quarter

	Structured Property Financing					Consulting / Services Bank					Aareon					Consolidation / Reconciliation					Aareal Bank Group					
	Q3 2020	Q2 2020	Q1 2019	Q4 2019	Q3 2019	Q3 2020	Q2 2020	Q1 2019	Q4 2019	Q3 2019	Q3 2020	Q2 2020	Q1 2019	Q4 2019	Q3 2019	Q3 2020	Q2 2020	Q1 2019	Q4 2019	Q3 2019	Q3 2020	Q2 2020	Q1 2019	Q4 2019	Q3 2019	
€ mn																										
Net interest income	119	113	113	135	138	9	10	10	-5	-4	0	-1	0	0	0	0	0	0	0	0	128	122	123	130	134	
Loss allowance	61	48	58	35	27				0		0	0	0	0	0						61	48	58	35	27	
Net commission income	1	1	2	4	2	6	7	5	6	7	53	49	53	58	49	-3	-3	-3	-3	-4	57	54	57	65	54	
Net derecognition gain or loss	3	9	7	22	15																3	9	7	22	15	
Net gain / loss from fin. instruments (fvpl)	-4	-17	10	-4	5		0				0	0	0	0							-4	-17	10	-4	5	
Net gain or loss on hedge accounting	2	1	1	0	-3																2	1	1	0	-3	
Net gain / loss from investments acc. for using the equity method				1							0	0	0	0	0						0	0	0	1	0	
Administrative expenses	56	49	68	59	55	15	17	18	16	20	46	46	46	46	43	-3	-3	-3	-3	-4	114	109	129	118	114	
Net other operating income / expenses	0	-11	0	-1	-1	0	0	0	1	0	0	1	0	1	1	0	0	0	0	0	0	-10	0	1	0	
Operating profit	4	-1	7	63	74	0	0	-3	-14	-17	7	3	7	13	7	0	0	0	0	0	11	2	11	62	64	
Income taxes	9	-8	3	21	27	-1	0	-1	-4	-6	2	1	2	3	3						10	-7	4	20	24	
Consolidated net income	-5	7	4	42	47	1	0	-2	-10	-11	5	2	5	10	4	0	0	0	0	0	1	9	7	42	40	
Cons. net income attributable to non-controlling interests	0	0	0	0	0	0	0	0	0	0	1	0	1	0	1						1	0	1	0	1	
Cons. net income attributable to ARL shareholders	-5	7	4	42	47	1	0	-2	-10	-11	4	2	4	10	3	0	0	0	0	0	0	9	6	42	39	

Definitions and contacts

Definitions

New Business	Newly acquired business + renewals
Common Equity Tier 1 ratio	$\frac{\text{CET 1}}{\text{Risk weighted assets}}$
Pre tax RoE	$\frac{\text{Operating profit/income} \text{./. loss attributable to non-controlling interests} \text{./. AT1 coupon}}{\text{Average IFRS equity excl. non-controlling interests, AT1 and dividends}}$
CIR	$\frac{\text{Admin expenses}}{\text{Net income}}$
Net income	net interest income + net commission income + net result on hedge accounting + net trading income + results from non-trading assets + results from investments accounted for at equity + results from investment properties + net other operating income
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	$\frac{\text{operating profit} \text{./. income taxes} \text{./. income/loss attributable to non controlling interests} \text{./. net AT1 coupon}}{\text{Number of ordinary shares}}$
Yield on Debt	$\frac{\text{NOI} \times 100 \text{ (Net operating income, based on 12-months forward looking estimate)}}{\text{Outstanding incl. prior/pari-passu loans (without developments)}}$
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

Contacts

Jürgen Junginger

Managing Director Investor Relations
Phone: +49 611 348 2636
juergen.junginger@aareal-bank.com

Sebastian Götzken

Director Investor Relations
Phone: +49 611 348 3337
sebastian.goetzken@aareal-bank.com

Carsten Schäfer

Director Investor Relations
Phone: +49 611 348 3616
carsten.schaefer@aareal-bank.com

Karin Desczka

Manager Investor Relations
Phone: +49 611 348 3009
karin.desczka@aareal-bank.com

Julia Taeschner

Group Sustainability Officer
Director Investor Relations
Phone: +49 611 348 3424
julia.taeschner@aareal-bank.com

Daniela Thyssen

Manager Sustainability Management
Phone: +49 611 348 3554
daniela.thyssen@aareal-bank.com

Leonie Eichhorn

Sustainability Management
Phone: +49 611 348 3433
leonie.eichhorn@aareal-bank.com



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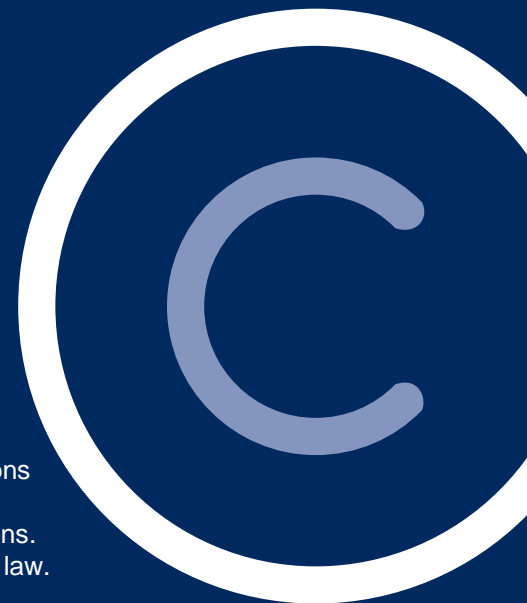
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