

Munich, April 2021





# Agenda

- HypoVereinsbank at a glance
- 2 Update on latest results
- 3 Funding
- Cover pool
- **5** Annex
- 6 Contacts



## 150 Years – from Bayerische Vereinsbank to UniCredit Bank AG



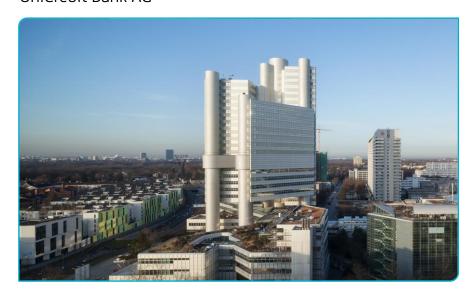
HypoVereinsbank at a glance

Founded in 1869 as "Bayerische Vereinsbank AG" the business was started in Munich, Bavaria



Headquarter of the Bayerische Vereinsbank in 1884

Since 2016 the HVB Tower has become Headquarter of the UniCredit Bank AG

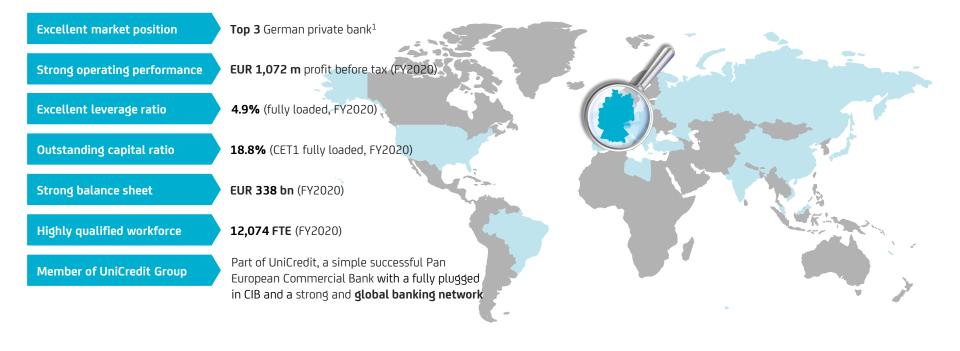




# Part of a simple successful Pan European UniCredit, HypoVereinsbank has an excellent market position in the strong German economy



HypoVereinsbank at a glance





# Resilient business model: Well balanced with access to a wide range of national and international clients



HypoVereinsbank at a glance

#### **Commercial Banking**

- Corporate
  The "go to" bank for the German Mittelstand
- Retail
   First mover in modernization of branch network with extended digital services
- Private Banking & Wealth Management
   Solid market position in growing German market

#2 Private sector lender for German mid caps<sup>1</sup>

Best Bank in Germany<sup>2</sup>

Wealth Management & Private Banking: Summa cum laude<sup>3</sup>

#### **Corporate & Investment Banking**

International competence centre for UniCredit Group and fully plugged into Commercial Banking

- Financing & Advisory (F&A)
   Access to leading capital raising & financing solutions
- Markets
   Top class solutions across multiple asset classes & channels
- Global Transaction Banking (GTB)

  Best-in-class cash management, export, trade and supply chain finance as well as securities services

#4 All German syndicated loans: 10.1% market share<sup>4</sup>

#4 German corporate loans: 11.1% market share<sup>4</sup>

#1 All German bonds in EUR: 11.1% market share<sup>4</sup>

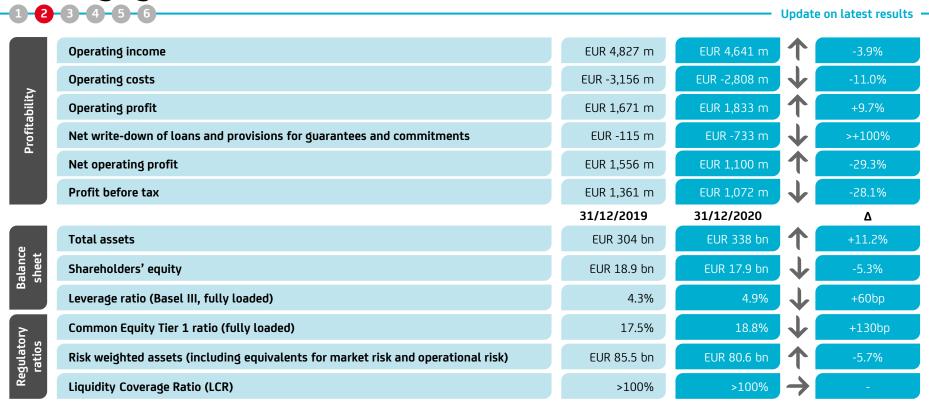


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# HypoVereinsbank with positive business performance in the extremely challenging market environment in FY2020

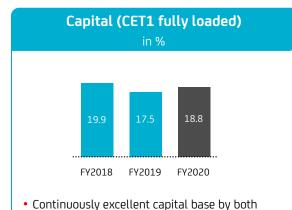




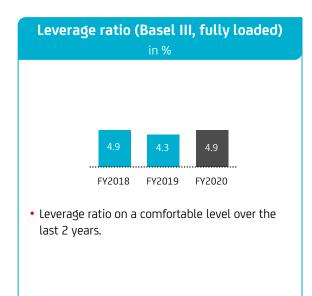
# Healthy balance sheet provides sound base for sustainable growth and business continuity



Update on latest results



national and international standards.





 The total risk-weighted assets determined in accordance with Basel III requirements amounted to EUR 80.6 billion at end of 2020 and were thus EUR 4.9 billion lower than yearend 2019 mainly due to a lower credit exposure with clients redeeming their RCF's used at the beginning of the corona pandemic.



<sup>&</sup>lt;sup>1</sup> Including equivalents for market risk and operational risk

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- ✓ UniCredit SpA acts as the Group Holding as well as the Italian operating bank and is the **TLAC/MREL issuer** under Single-Point-of-Entry (SPE)
- Coordinated Group-wide funding and liquidity **management** to optimise market access and funding costs
- **Diversified by geography** and **funding sources**
- ✓ All Group Legal Entities to become self-funded by progressively minimising intragroup exposures

<sup>&</sup>lt;sup>1</sup>Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Romania, Russia, Serbia, Slovakia, Slovenia

### HypoVereinsbank: Funding and liquidity management

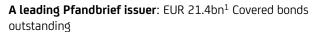


**Funding** 

- **UniCredit Bank AG**, as the German subsidiary of UniCredit SpA, manages its liquidity and funding on the base of the policies of the Group, exploiting the opportunity to leverage on its unique funding base, also geographical, with a solid mix of instruments.
- The activities are coordinated Group wide and are based on a common framework, to optimise market access and funding costs
- The funding strategy aims at:
  - Covering the bank's needs at limited cost
  - Limiting the maturity mismatch between assets and liabilities
  - Optimising the projected cash flows

#### **UniCredit Bank AG** is **active as Issuer** in the following instruments:

- Mortgage and public covered bonds ("Pfandbriefe")
- Private placements
- Retail issues
- Registered notes secured and unsecured (in SP format)
- French CD



- 87% mortgage covered bonds
- 13% public sector covered bonds

#### Funding as of 31/12/2020:

- Nearly 65% of the outstanding wholesale funding is issued in covered bonds
- Senior unsecured funding mainly in structured format



<sup>&</sup>lt;sup>1</sup> Figure as of 31/12/2020 (net volume)

### HypoVereinsbank's funding mix: Sustainable, diversified and risk adjusted



Funding

#### Strict three-pillar funding strategy<sup>1</sup>:

#### Sustainability

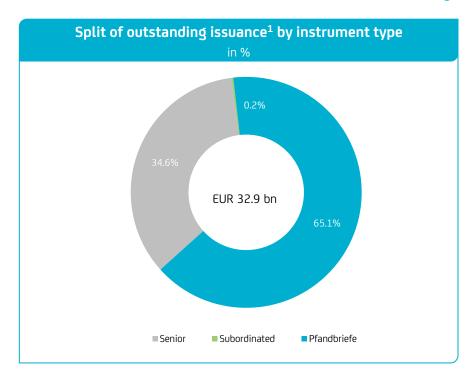
- Solid medium/long term funding with constant presence on the debt capital market
- Declining outstanding issuance volume within a sound balance sheet structure (2010: >EUR 62bn; 40/2020: EUR 32.9bn)

#### Diversification

- Diversification and activity in all channels to avoid concentration risk especially with regard to seniors
- Covered bonds ("Pfandbriefe") as important source of funding due to cost-efficiency, first-class credit quality and high degree of safety for investors

#### Risk Management

Maturity diversification to avoid concentration risk



<sup>&</sup>lt;sup>1</sup> Figures as of 31/12/2020, net volume of senior, subordinated and covered bonds "Pfandbriefe" of UniCredit Bank AG and their subsidiaries (without own issuances held on own books); Positions within UniCredit Group are excluded, except held for trading purposes



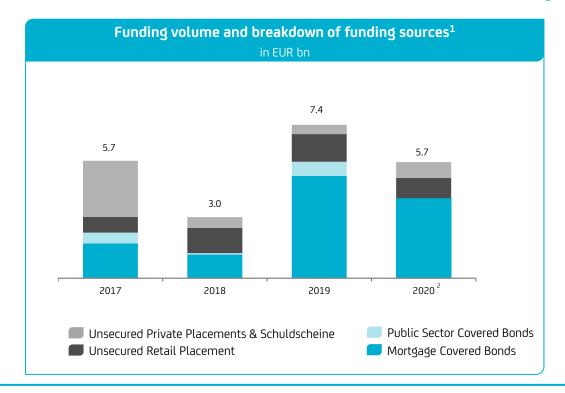
### Medium-Long Term Funding: Solid and diversified funding structure



Funding

# HypoVereinsbank's funding risk continues to remain on a low level due to

- Use of various channels
- Wide range of funding products
- Issuance in multiple asset classes and markets
- Well diversified group of investors



 $<sup>^{</sup>m 1}$  Calculation incl. forward transactions, without Other M/L Term Funding and Promotional (Supranational) Funding



<sup>&</sup>lt;sup>2</sup> Executed funding volume as of 31/12/2020

# Ratings¹ of HypoVereinsbank reflect robust business model and strong focus on the German market



1-2-3-4-5-6-						
	Moody's	STANDARD &POOR'S	Fitch Ratings			
Long-term/ Outlook/ Short-term	Counterparty Rating: A1/P-1 Deposits: A2/neg/P-1 Issuer Rating: A2/neg Sen. Unsec.: A2/neg Jr. Sen. Unsec.: Baa3	Resolution Counterparty Rating: A-/A-2 Issuer Credit Rating: BBB+/neg/A-2 Sen. Unsec.: BBB+ Sen. Subord.: BBB	Derivative Counterparty Rating: BBB+(dcr) Deposits: BBB+/F2 Issuer Default Rating: BBB/neg/F2 Sen. Preferred: BBB+/F2 Non-Preferred Sen. Unsec.: BBB			
Stand-alone Rating	baa2	bbb+	bbb			
Public Sector Covered Bonds/Outlook	Aaa	-	-			
Mortgage Covered Bonds/Outlook	Aaa	-	-			



<sup>&</sup>lt;sup>1</sup> Ratings as of 17/02/2021

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# From the first Communal Obligation in 1871 to the USD Public Pfandbrief in 2019





- In 1869 the "Bayerische Vereinsbank" received the permission to issue Pfandbrief
- Since this time the Pfandbrief has always been one of the main refinancing instruments of the bank and HVB has established itself as a permanent issuer in the Capital markets
- 150 years (and billions of Pfandbriefe) later it was about time to launch the first USD denominated Public Pfandbrief



# HypoVereinsbank and its Pfandbrief History

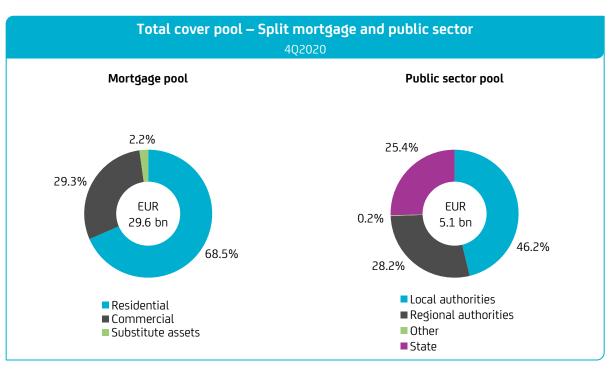
1 2 3 4 5 6	Cover pool -
King Frederick II decreed the first mortgage bond in Germany, referred to as "Pfandbrief"	
King Max II introduced the modern Pfandbrief system in	THE PARTY AND THE PARTY TO THE
Bavaria 1864	See the season of the season o
Foundation of Bayerische Vereinsbank 1869	The simple of th
Formation of a powerful mortgage bank: HypoVereinsbank	
Merger of Bayerische Hypotheken- und Wechsel Bank and ***********************************	
HypoVereinsbank becomes part of UniCredit Group ••••••••••••••••••••••••••••••••••••	



### HypoVereinsbank's cover pool at a glance: A strong Pfandbrief house

1 2 3 4 5 6

As of 31/12/2020	Mortgage	Public
Pool type	Dynam	nic
Cover pool (EUR m)		
Nominal value <sup>1</sup>	28,908	5,106
Net present value	33,394	5,801
Substitute assets	648	0
Total number of loans	150,235	1,681
Fixed rate loans	80.6%	64.9%
Floating rate loans	19.4%	35.1%
Outstanding issues (EUR m)		
Nominal value	22,011	3,205
Net present value	23,787	3,576
Overcollateralisation <sup>2</sup>	34.3%	59.3%





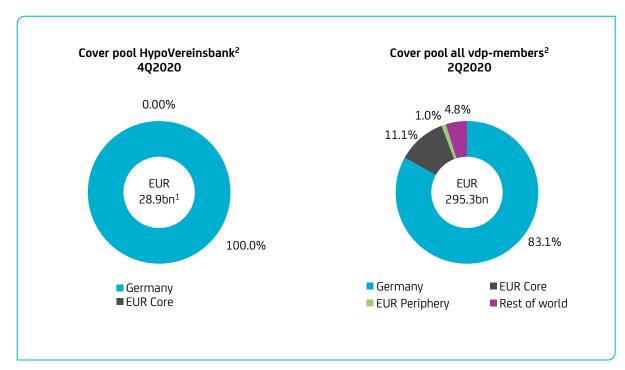
<sup>&</sup>lt;sup>1</sup> Excluding substitute assets

<sup>&</sup>lt;sup>2</sup> OC calculated with nominal values of cover pool and outstanding issues

### Mortgage cover pool with purely German assets



- As one of the oldest Pfandbrief players in Germany, HypoVereinsbank is well acquainted with the characteristics of the highly regulated German market
- With exclusively German assets in the mortgage cover pool, HypoVereinsbank benefits from the country's solid and reliable economic situation
- With 17 percent, the non-German exposure of the members of the Association of German Pfandbrief Banks (vdp) is substantially higher compared to HypoVereinsbank





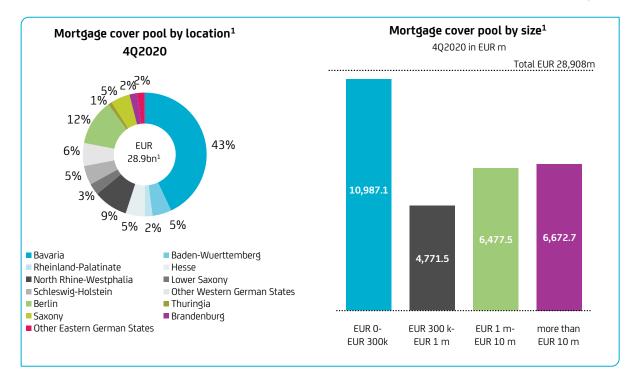
<sup>&</sup>lt;sup>1</sup> Without further cover assets

<sup>&</sup>lt;sup>2</sup> EUR Core: B, DK, F, FIN, GB, LUX, NL, AUT, PL, S, CZ, LIE, EU; EUR Periphery: BUL, EST, GR, IT, IRL, LET, LIT, MALT, PORT, RO, SLO, SK, ESP, HU, CY; Rest of world: ISL, NOR, CH, JAP, CAN, USA

### Mortgage cover pool with solid foothold in economically strong Bavaria



- HypoVereinsbank mortgage cover pool is mostly concentrated in economically strong federal state Bavaria where the bank has strongest presence
- The non-Bavarian mortgage cover pool is well diversified between the capital Berlin and the remaining federal states
- Mortgages of up to three hundred thousand Euros account for almost 40 percent of the entire mortgage cover pool basing it on a wide an solid foundation



<sup>&</sup>lt;sup>1</sup> Without further cover assets in accordance with section 19 (1) PfandBG



### High quality mortgage cover pool due to consistent risk management

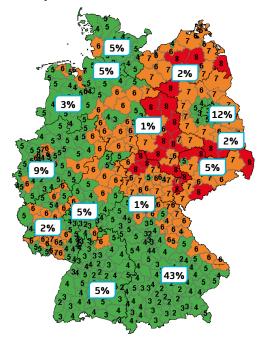


Cover pool

#### Consistent risk management

- Internal risk map based on empirical data from decades serves as basis for Loan-to-value (LTV) limits
- All focus areas of HypoVereinsbank's mortgage cover pool in low risk regions
- Majority of the mortgage cover pool with a LTV <100%</li>

#### Risk map residential real estate<sup>1</sup>



#### Loan-to-value limits

for retail and private banking clients

Division	Risk color	LTV limit <sup>2</sup>		
		Owner- occupied	Buy to let	
Retail		95%	80%	
Retail		85%	70%	
Retail		70%	no financing	
Private Banking		100%	100%	
Private Banking		70%	70%	

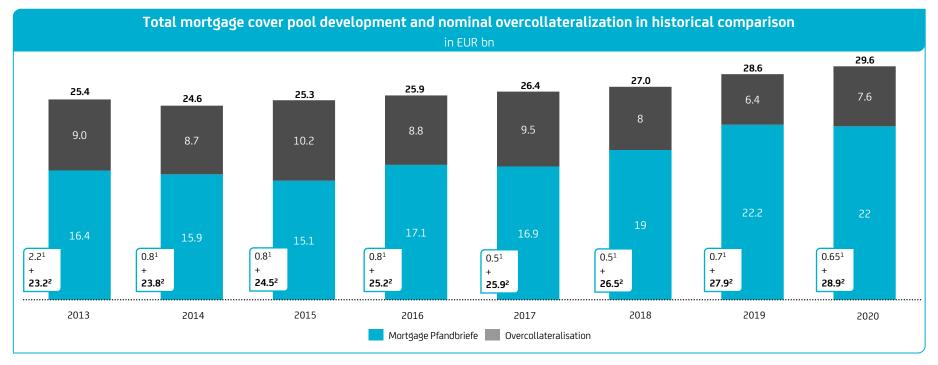


<sup>&</sup>lt;sup>1</sup> As of 4Q2020

<sup>&</sup>lt;sup>2</sup> Loan-to-value limits are calculated on the basis of market values derived from internal calculations (System Wertweiser, KRQ and on-site visit)

# Investors benefit from high level of overcollateralization of outstanding Pfandbriefe





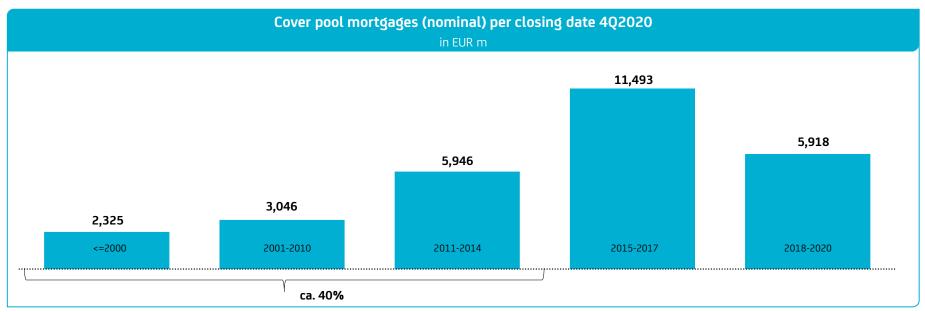


<sup>&</sup>lt;sup>1</sup> Further cover assets in accordance with section 19 (1) German Pfandbrief Act

<sup>&</sup>lt;sup>2</sup> Mortgage cover assets: There are no derivatives and foreign currency assets used as cover for Mortgage Pfandbriefe

### High percentage of long lasting client relationship minimizes risk





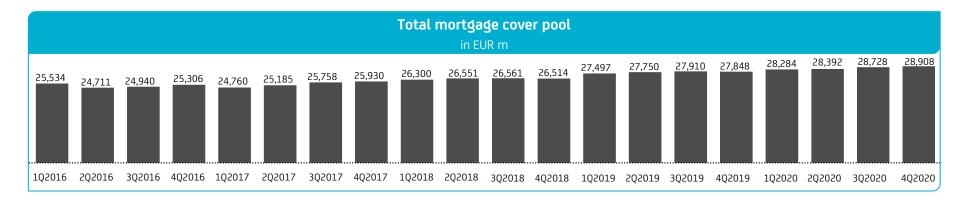
- Roughly 40% of HypoVereinsbank's cover pool mortgages date back to more than five years
- Reliable and predictable customer base due to long term client relationship



## Excellent payment discipline: Arrear ratio below 0.005% for years



Payments in Arrears  in EUR m and % share of the mortgage cover pool (arrear ratio)																			
0.004%	0.003%	0.002%	0.002%	0.001% 0.3	0.003%	0.002%	0.001% 0.4	0.002% 0.4	0.002%	0.002%	0.002%	0.002% 0.5	0.001%	0.001% 0.4	0.001%	0.001%	0.001%	0.003%	0.001%
1Q2016	2Q2016	3Q2016	4Q2016	1Q2017	2Q2017	3Q2017	4Q2017	1Q2018	2Q2018	3Q2018	4Q2018	1Q2019	2Q2019	3Q2019	4Q2019	1Q2020	2Q2020	3Q2020	4Q2020

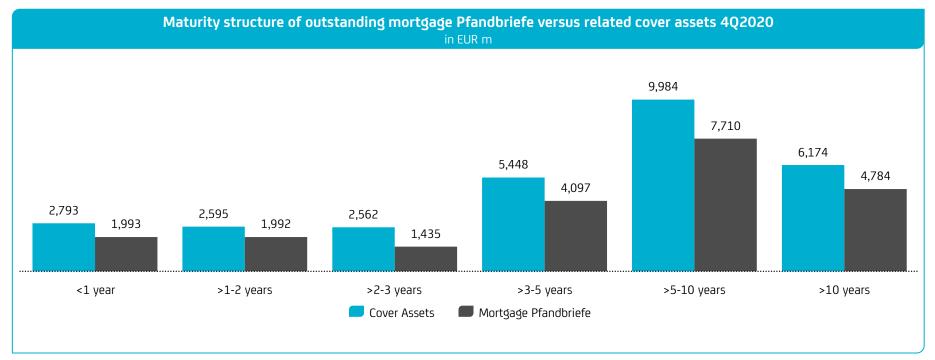




<sup>&</sup>lt;sup>1</sup> Payments more than 90 days overdue in relation to mortgage receivables

### Well matching maturity profiles of mortgages and Pfandbrief issues







#### **COVERED Bonds – Benchmark issues since 2019**

Pfandbrief Type	Initial Tenor and Interest Type	Issued Volume	Issue Date	Maturity	Spread
Mortgage Pfandbriefe	10Y. FXD RATE	EUR 0.50 bn	Jan-19	Jan-29	midswap +15bps
Mortgage Pfandbriefe	Tap 10Y. FXD RATE	EUR 0.50 bn	Feb-19	Jan-29	midswap +11bps
Mortgage Pfandbriefe	15Y. FXD RATE	EUR 1.00 bn	May-19	May-34	midswap +8bps
Public Sector Pfandbriefe	3Y. FXD Rate	USD 0.50 bn	Jul-19	Jul-22	Libor +32
Mortgage Pfandbriefe	5Y. FXD Rate	EUR 0.75 bn	Sep-19	Sep-24	midswap +3bps
Mortgage Pfandbriefe	8Y. FXD Rate	EUR 1.00 bn	Nov-19	Nov-27	midswap +4bps
Mortgage Pfandbriefe	12Y. FXD Rate	EUR 1.25 bn	Jan-20	Jan-32	midswap +6bps
Mortgage Pfandbriefe	10Y. FXD Rate	EUR 1.00 bn	Jun-20	Jun-30	midswap +10bps
Mortgage Pfandbriefe	8Y. FXD Rate	EUR 1.00 bn	Sep-20	Sep-28	midswap +7bps
Mortgage Pfandbriefe	15Y. FXD Rate	EUR 0.50 bn	Jan-21	Jan-36	midswap +3bps



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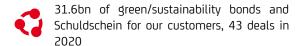
# Strong footprint in Environmental, Social and Governance Revised coal policy

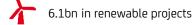
Figures as of FY20

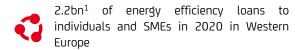


### **Environmental**



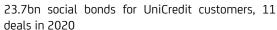


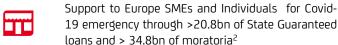






Social





225m of loans from Social Impact Banking to >4.300 beneficiaries through Microcredit and Impact Financing

>61k beneficiaries at 433 schools educational initiatives trained financial education programmes

- >5,800 projects supported with ~120m
- >19m for >300 scholarships and fellowships researchers





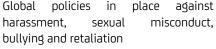
Strong involvement of top management and BoD on ESG topics

Strengthening of managerial team to continuously update UniCredit strategy and embed it further in the DNA of the company

Chief Ethics Officer position created in 2019

> 10% of Senior Management LTIP<sup>3</sup> connected to 3 Sustainability criteria:

- Sustainalytics ESG relative rating ranking
- People engagement
- Customer experience<sup>4</sup>

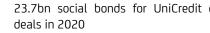


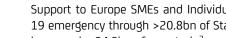


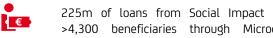












UniCredit Foundation's strong role:



granted to more than 1,000 students and

# UniCredit Group - Best practice commitment with total phase-out of coal sector in all markets by 2028



Comprehensive update of Nov 19 coal policy in early Aug 20 to broaden commitments

- Clear commitment to fully exit coal sector financing by 2028 worldwide
- General financing available only to clients aligned with UniCredit commitments and that currently have less than 25% of revenues from thermal coal
- Zero general financing in all cases of expansion of coal operations (i.e. Coal Fired Power Plants acquisition or opening)

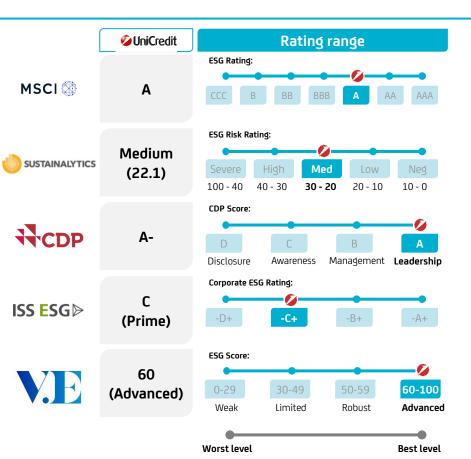
New and existing project financing remains aligned to sector best practise

- No financing for new projects and no new financing to existing projects
- Zero exposure to thermal coal mining and coal fired power plant projects by 2023

The Group proactively supports clients in accelerating transition to substantially improve their environmental and social footprint



### ESG ratings (1/2)



#### Comments

- On governance, the bank continues to be ahead of most international peers (pay practices and board structure)
- ESG Risk Rating improved from last 25.3 as of November 2020
- Medium exposure and strong management of material ESG issues
- UniCredit is noted for its strong corporate governance performance
- UniCredit's 2020 rating upgraded from "B" to "A-", within the Leadership band
- Average rating for Financial services is "B", for Europe is "C" and for Global Average is "C"
- UniCredit is ranked among the 10% of companies within the sector with the highest relative ESG performance
- Environment score 64 (Advanced)
- Social score 62 (Advanced)
- Governance score 53 (Robust)



### ESG ratings (2/2)



#### Comments

- UniCredit is the only bank in Italy with an EE+ rating and one of European excellence in terms of sustainability
- Strong compliance and ability to manage reputational risks linked to the United Nations,
   OECD and EU agenda on sustainability and corporate governance
- UniCredit is the first bank in the Top 10 ranking, 8<sup>th</sup> out of 74<sup>1</sup>
- UniCredit included in the Top 3 in the financial sector
- UniCredit is ranked in the 90<sup>th</sup> percentile of banks
- UniCredit scores are higher than the banks subsector and industry averages
- Score dropped to 49 from 53 but percentile ranking improved to 67 from 63
- The assessment is performed based on public sources without any active participation of UniCredit
- ESG Disclosure Score is not a rating but a disclosure score:
  - Score split: 49.1 (Environmental); 55.0 (Social); 71.4 (Governance)
- GEI score improved to from last year 69.2% to 77.4%
  - Average scores: 66.4% (Global GEI); 68.2% (Financial sector); 66.7% (Italy)



### UniCredit Bank AG – Initiation of a Green Loan Product Line in Real Estate Germany

Annex - ESG

#### Background

- In the context of UCB's Sustainable Finance Task Force, Real Estate Germany ("REG") identified substantial Green Loan business potential which enables UCB to issue a Green Pfandbrief in 2021. <sup>1</sup>
- Furthermore, German sustainable new building standards as well as energy-efficient refurbishment activities are bearing significant asset-based Green Loan potential going forward.
- At all institutional investors, which represent the biggest group of real estate asset buyers, increasingly center investment decisions on ESG criteria.
- COVID-19 is expected to further catalyst this trend by impacting on medium-term real estate asset allocation and thereby, REG's overall client base.
- Current market dynamics and timing allow UCB to be an early adopter.
- In order to originate Green Loans, a UCB internal Real Estate Green Loan Framework ("REGLF") has been designed.
- In order to originate Green Loans, a UCB internal Real Estate Green Loan Framework ("REGLF") based on the EU Taxonomy/ national hub vdp (Verband deutscher Pfandbriefbanken) has been designed.
- REG's target clients: Developers, Fund Managers/ Investors, KVGs, Property Companies/Managers/ Investors, Housing Corporations (WBGs).

#### Key Messages



#### Sustainable Finance - New Business Potential

- ESG is an emerging business megatrend with comparably low market entry barriers in the real estate sector
- ESG-linked financing solutions mostly appropriate for listed real estate companies
- → Due to high portfolio quality, asset-based Green Loans offer ca. EUR 300 500mn p.a. new business potential within REG´s client base (same volume expected in retail banking)



#### UCB "Green Pfandbrief"

- Aiming to address **new investors** by originating Green Pfandbrief as well as to potentially **profit from funding advantages in the long-run**
- Quick Win: manually already identified c. EUR 1.2 bn Green Loan exposure, whereof c. 0.6bn are in covered pool\*



#### Clients Initiatives

- Real Estate Sustainable Finance Client Webinar in 16<sup>th</sup> July 2020 has demonstrated UCB's Sustainable Finance & Advisory capabilities
- Selected institutional clients have been approached to discuss initial Green Loan origination and validate proposed Framework



#### **Involved Parties**

Efforts fully plugged in UCB SF Task Force

#### Real Estate Green Loan - Use of Proceeds

- All criterias for issuing a Real Estate Green Loan have evolved from the EU Taxonomy and are compliant with vdp-standards (Verband Deutscher Pfandbriefbanken), which represent the national hub of taxonomy
- Use of Proceeds

At least one of following Energy Efficiency & Green Building criteria has to be fulfilled for both, residential and commercial assets:

- KfW Co-Financing for new build as well as renovation (program KfW 40-100)
- ✓ **Top 15%** of national building stock by energy performance
- ✓ Primary Energy Demand reduction >30%
- External Certifications
  - LEED = Gold or more
  - BRFFAM = Excellent or more
  - DGNB = Gold or more
  - HQE = Very Good or more



<sup>1</sup> Partial quick scan of REG's existing loan portfolio identified 17 assets to be labeled "Green" in accordance to proposed REGLF; loan exposure corresponding to c. EUR 1.2bn loan exposure / internal market value of ca. EUR 2.3bn; within private client's asset-based portfolio, further 8.8k KfW co-financed assets identified as suitable / loan exposure totaling c. EUR 1.7bn

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### Your contacts



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# Publication of Cover Pool data according to § 28 Pfandbriefact:

https://www.hypovereinsbank.de/hvb/ueberuns/investor-relations-en/emissionscollateral/data-on-collateral-pool

#### Imprint

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#### Corporate & Investment Banking

UniCredit Bank AG as of 14 April, 2021

