



## Excellent prospects for your success.

Deutsche Hypo – NORD/LB Real Estate Finance. NORD/LB  
centre of competence in commercial real estate financing.

## Deutsche Hypo NORD/LB Real Estate Finance.

State-of-the-art out of tradition.

Deutsche Hypo – NORD/LB Real Estate Finance is the centre of competence of Norddeutsche Landesbank for the financing of commercial real estate. Since 150 years we support professional real estate customers in Germany and, for more than the last 30 years, in other core European markets as well.

Thanks to our wide product range, we have the right solution for your project. Our employees are here to help you.

**We are looking forward to meeting you.**



“Real estate financing with our Deutsche Hypo brand is a core business segment of NORD/LB, where we focus specifically on the topic of sustainability. With our Green Loans and Green Bonds, we have established a green value chain from financing to securitization.”

**Jörg Frischholz**  
CEO NORD/LB



**Christoph Schulz**  
Member of the Managing Board Real Estate NORD/LB

“With our experience and market expertise, we are able to handle complex financing requirements. Our financing solutions are geared toward your individual needs. Reliability, superior quality and customer satisfaction are our major areas of focus.”

**Frank Schrader**  
Head of Real Estate Finance



“We can support you with your financing transactions in Europe’s key real estate markets. Put our local know-how, highly developed structuring skills and specified expertise in development projects to work for you.”

**Ingo Martin**  
Head of Real Estate Finance Origination



## Our core markets.

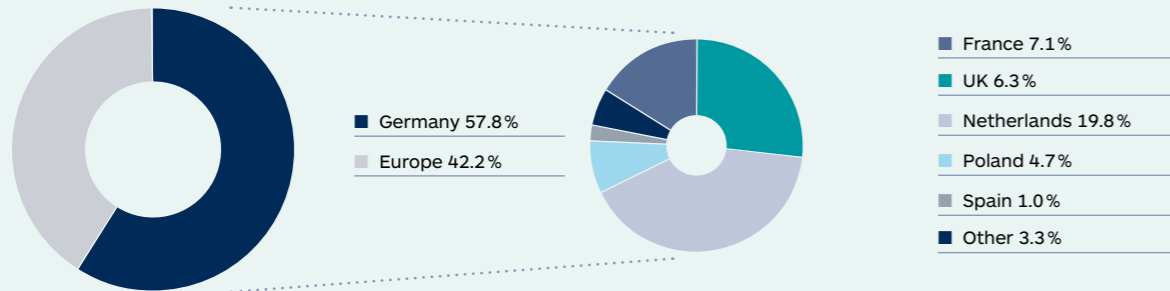
We have a local presence in the most important real estate markets!

We focus on direct business with professional real estate investors. We offer tailored financing concepts and support. We invest in high-quality properties, which we finance in close collaboration with our clients.

Deutsche Hypo – NORD/LB Real Estate Finance concentrates on regions with a large property stock and a positive long-term outlook and properties with a good tenant structure and stable cash flow. The strategic target markets for Deutsche Hypo – NORD/LB Real Estate Finance are Germany, the UK, France, the Netherlands, Poland, Spain and Austria.



### Regional breakdown



As of: 30.06.2022

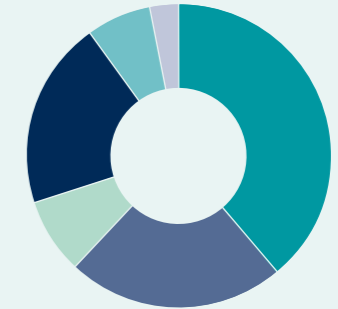
## Our asset classes.

We finance the following asset types:

- // Office and commercial buildings
- // Retail
- // Hotels
- // Multi-storey residential
- // Logistics

Deutsche Hypo's multi-lingual team has a wealth of market experience and prides itself on its assetbased expertise and local legal knowledge in each of its core markets.

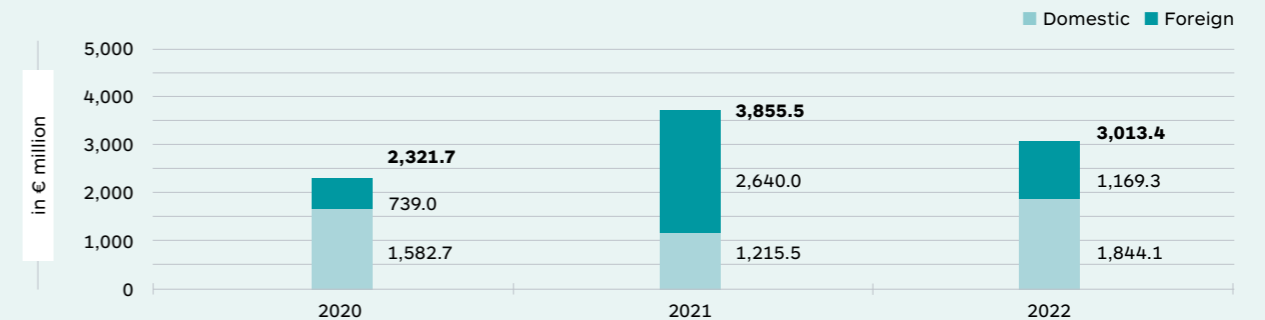
### Breakdown by property type



- Office and commercial buildings 40.4%
- Retail 18.9%
- Logistics 8.3%
- Residential real estate 22.7%
- Hotels 7.7%
- Other 2.0%

**Total volume: € 13,127 million as of 30.06.2022**

### New real estate finance business domestic – foreign



As of: 31.07.2022



## Our product range.

Are you planning to invest in real estate? Talk to us about your ideas. Together we can develop the right financing strategy for your project.

Besides traditional products, Deutsche Hypo – NORD/LB Real Estate Finance also offers innovative approaches in commercial real estate finance. From a strategic cooperation with insurance companies and pension funds as well as the structuring of credit funds, we integrate financially strong financing partners. This is why we can also realise transactions of considerable magnitude. This will benefit you.

### Our products at a glance:

- // Medium to long-term financing of existing properties
- // Interim financing
- // Financing of development projects
- // Financing of refurbishments
- // Portfolio financing
- // Acquisition financing
- // Structuring
- // Syndication/underwriting
- // Derivatives

### What you can count on:

- // Professional and individual support
- // Comprehensive market and industry knowledge
- // Local know-how
- // Tailored financing and term structures
- // Quick approval process and fast implementation for finance
- // Reliability and continuity
- // Constructive collaboration on an equal footing
- // All options offered by a universal bank thanks to our integration into NORD/LB



## Sustainability.

Sustainability is a top priority for us. With the establishment of Green Bonds and Green Loans, this important topic is now a part of both the assets and liabilities sides of our balance sheet.

### Green Bond.

Through an ecologically sustainable funding structure, NORD/LB also intends to meet the measurably growing demand of investors for investments in environmentally sustainable projects. Through the issuance of Green Bonds the Bank attempts to meet society’s objective of reducing global warming in its role as a financial intermediary.

When issuing Green Bonds, Deutsche Hypo funds itself through bonds whose raised funds are used exclusively to finance energy-efficient (i. e. green) buildings. The Bank issues unsecured bonds as well as Pfandbriefe as Green Bonds. The Pfandbriefe it issues fulfil all requirements under the German Pfandbrief Act.

### Green Loan.

Following the successful implementation of the Green Bond, the Green Loan is the logical extension of the sustainability concept in Deutsche Hypo’s core business. This “green financing” focuses on modern, sustainable and energy-efficient properties.

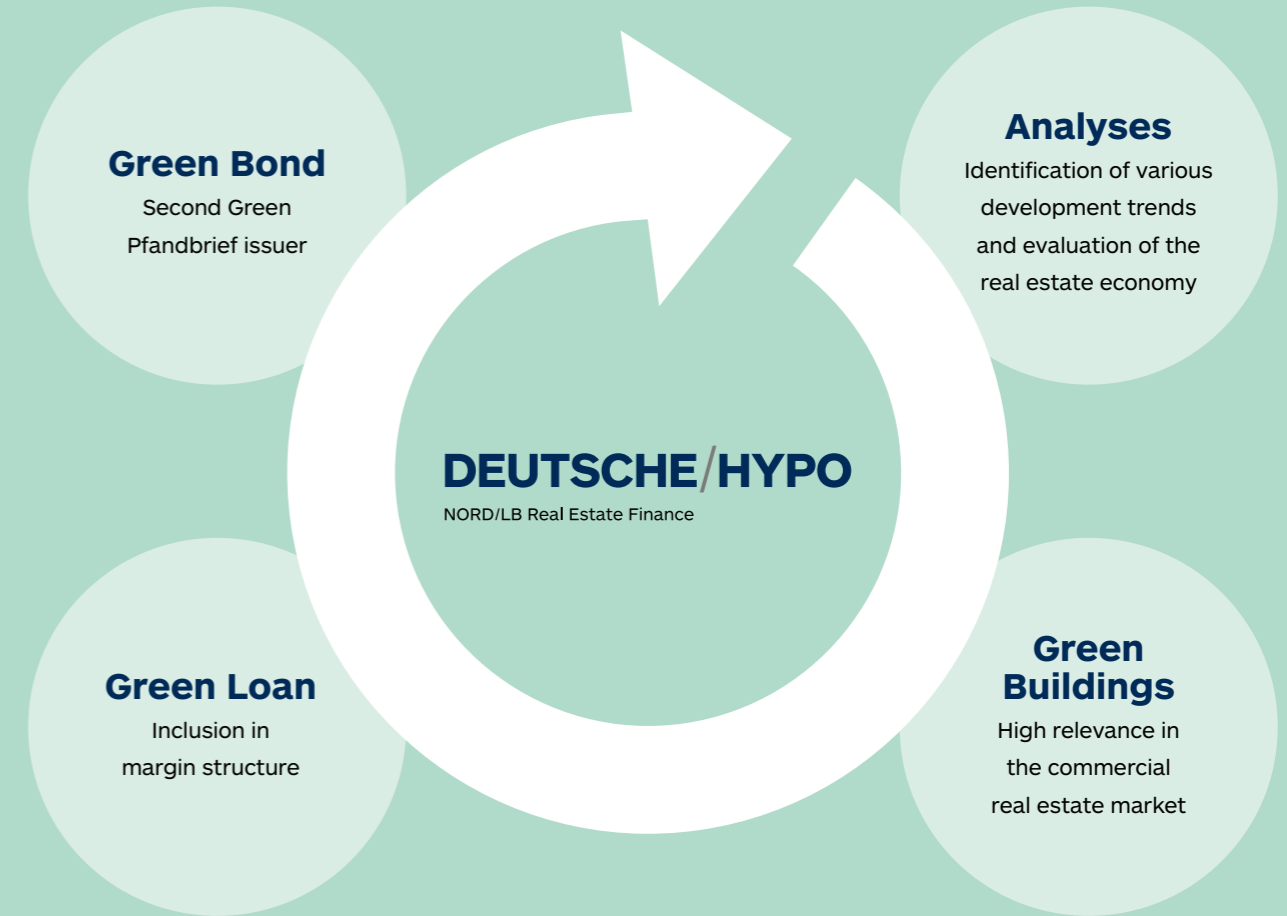
The green loan capability of the financing is assessed using a scoring model developed in-house. Our customers benefit from preferential terms as part of a Green Loan.

Feel free to contact us and learn more about the advantages of Green Loan financing.

#### NORD/LB Sustainability ratings

Corporate Rating	
MSCI	A
ISS ESG	C Prime

# Green Banking.





## Our references.

### The Oval



©Constantin Meyer Fotografie

**Type of property:** Office  
**Location:** Düsseldorf  
**Customer:** GERCHGROUP AG  
**Financing volume:** € 70 million  
**Green Building:** LEED Gold  
**Digitization Certification:** WiredScore in Platin

### Am Tacheles



©bloomimages

**Type of property:** Office, residential and retail property  
**Location:** Berlin  
**Customer:** pwr development  
**Green Building:** LEED Platinum

### The Cradle



©INTERBODEN Gruppe/HPP Architekten, bloomimages

**Type of property:** Office  
**Location:** Düsseldorf-Medienhafen  
**Customer:** INTERBODEN Gruppe  
**Financing volume:** Mid eight figures  
**Green Building**

### Woodwork



©Sienna Real Estate

**Type of property:** Office  
**Location:** Paris  
**Customer:** A Joint Venture of Sienna Real Estate and a US Investor  
**Green Building:** HQE Très Performant (*sought*)

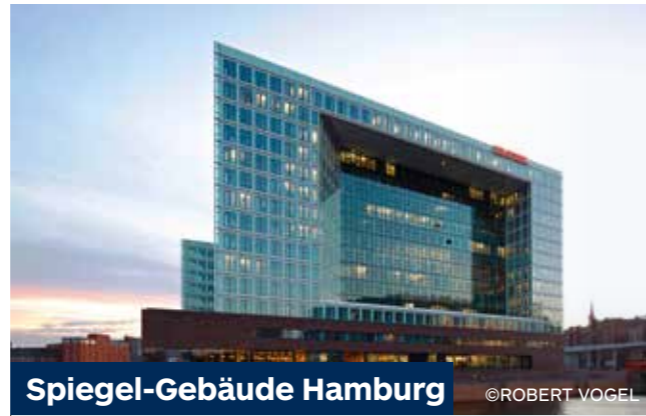
### Logistik Kerpen Dietz



©Dietz Group

**Type of property:** Logistics property  
**Location:** Kerpen  
**Customer:** A property company of Dietz AG  
**Financing volume:** Mid eight figures  
**Green Building**

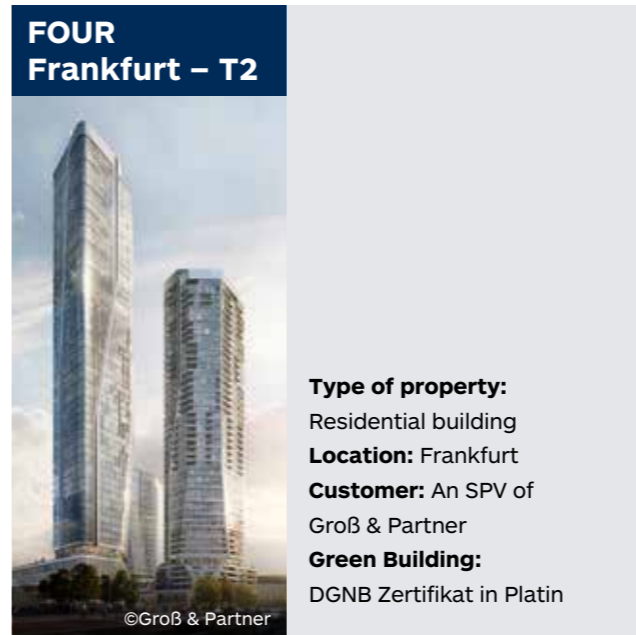
### Spiegel-Gebäude Hamburg



©ROBERT VOGEL

**Type of property:** Office  
**Location:** Hamburg  
**Customer:** ROBERT VOGEL GmbH & Co Kommanditgesellschaft

### FOUR Frankfurt – T2



©Groß & Partner

**Type of property:** Residential building  
**Location:** Frankfurt  
**Customer:** An SPV of Groß & Partner  
**Green Building:** DGNB Zertifikat in Platin

### The Hague Kneuterdijk



©UBM Development AG

**Type of property:** Hotel  
**Location:** The Hague  
**Customer:** UBM Development AG  
**Financing volume:** € 32.4 million  
**Green Building:** Breeam in Use certificate (*sought*)

# Our publications.

We do not keep our know-how to ourselves. So that you can participate in our experience and expertise, we publish:

// The Deutsche Hypo Real Estate Climate report, which presents the results of a monthly survey of real estate experts

// The Deutsche Hypo REECOX, which reflects the development of the real estate economy in Germany, the UK, France, Poland, Spain and the Netherlands

// Regular market analyses on current developments in the real estate markets and in the real estate industry



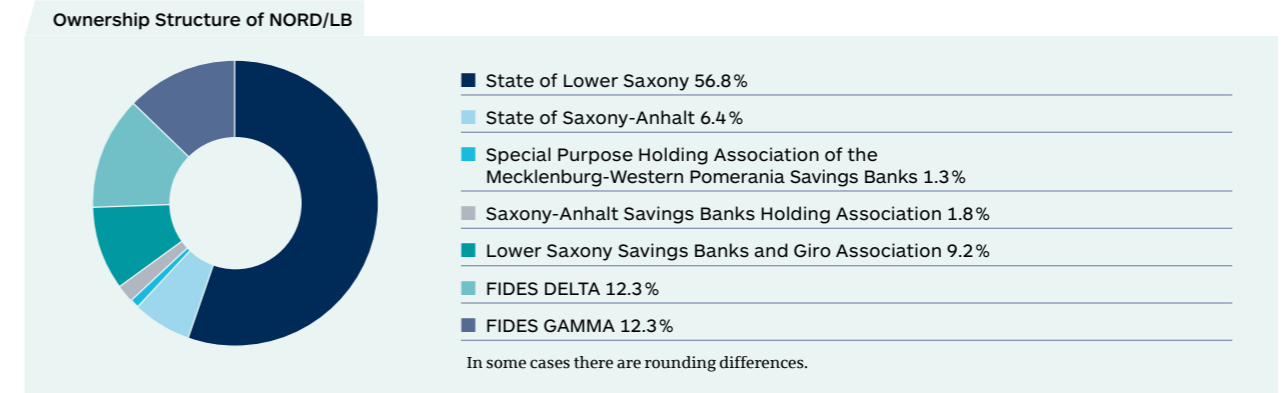
Available in German and partly in English on our website: [www.deutsche-hypo.de](http://www.deutsche-hypo.de)

# NORD/LB: an overview.

- // With total assets of € 112.3 billion NORD/LB is one of the most important financial institutions in Germany
- // Landesbank for the federal states of Lower Saxony and Saxony-Anhalt
- // Central bank for savings banks for Lower Saxony, Saxony-Anhalt and Mecklenburg-Western Pomerania
- // State savings bank for the Braunschweig region with more than 90 branches

# Engages in the business areas:

- // Commercial real estate financing (via Deutsche Hypo – NORD/LB Real Estate Finance)
- // Corporate customers
- // Structured finance in the sector of energy and infrastructure, aviation finance
- // Capital markets business
- // Private and commercial customers



The NORD/LB Group consists of:





## Together we can achieve great things.

### Your contacts



**Real Estate Finance Origination**  
Head  
Ingo Martin  
Tel +49 511 361 2217  
Mobile +49 172 140 284 7  
Ingo.Martin@Deutsche-Hypo.de



**Real Estate Financial Solutions**  
Head  
Dieter Koch  
Tel +49 511 361 4918  
Mobile +49 173 245 010 7  
Dieter.Koch@Deutsche-Hypo.de



**Central Acquisition / Berlin Office / Hanover Office**  
Head  
José Luis Calderón Martínez  
Tel +49 511 361 6701  
Mobile +49 173 236 506 5  
Jose.Calderon@Deutsche-Hypo.de



**Real Estate Finance Baden-Wuerttemberg**  
Head  
Claus-Halvard Cors  
Tel +49 511 36 14589  
Mobile +49 172 682 411 7  
Claus-Halvard.Cors@Deutsche-Hypo.de



**Real Estate Finance Hamburg**  
Head  
Florian Meyer  
Tel +49 40 37655 312  
Mobile +49 172 150 934 4  
Florian.Meyer@Deutsche-Hypo.de



**Real Estate Finance North Rhine-Westphalia**  
Head  
Peter Kleinhütten  
Tel +49 211 38 549 614  
Mobile +49 152 015 185 00  
Peter.Kleinhuetten@Deutsche-Hypo.de



**Real Estate Finance Frankfurt**  
Head  
Ingo Albert  
Tel +49 69 244 374 283  
Mobile +49 172 518 259 2  
Ingo.Albert@Deutsche-Hypo.de



**Real Estate Finance Munich**  
Head  
Harald Nolterieke  
Tel +49 89 23032 4124  
Mobile +49 173 656 982 7  
Harald.Nolterieke@Deutsche-Hypo.de



**Institutional Investors**  
Head  
Christoph Hötzel  
Tel +49 69 244 374 281  
Mobile +49 172 511 651 7  
Christoph.Hoetzel@Deutsche-Hypo.de



**Hotel Financing**  
Head  
Uwe Niemann  
Tel +49 511 361 2741  
Mobile +49 172 4279302  
Uwe.Niemann@Deutsche-Hypo.de

With Deutsche Hypo – NORD/LB Real Estate Finance you can rely on a partner who will use all its experience and expertise to achieve success for you. We rise to the challenge of achieving more for our customers. This is how we became one of Germany's leading real estate financing banks. Our specialists will offer you a high level of know-how, flexibility and service. At the same time, great emphasis is placed on acting as a partner. We believe in strong, long-term business relationships and look forward to making your project a success with you. After all: **Your success is our benchmark.**

**We will find the right financing solution for you. Come and talk to us.**

### Your contacts



**Real Estate Finance Amsterdam**  
Managing Director  
Wouter de Bever  
Tel +31 20 691 45 51  
Mobile +31 650 737 390  
Wouter.de.Bever@Deutsche-Hypo.de



**Real Estate Finance Warsaw**  
Managing Director  
Beata Latoszek  
Tel +48 22 828 02 53  
Mobile +48 78 686 573 2  
Beata.Latoszek@Deutsche-Hypo.de



**Real Estate Finance Madrid**  
Managing Director  
Maria Teresa Linares Fernández  
Tel +34 91 022 841 4  
Mobile +34 618 109 905  
Maite.Linares@Deutsche-Hypo.de



**Real Estate Finance Paris**  
Managing Director  
Anne-Isabelle Carbonnières  
Tel +33 1 550 484 85  
Mobile +33 629 794 722  
Anne-Isabelle.Carbonnieres@Deutsche-Hypo.de



**Real Estate Finance London**  
Head  
Claudia Nacke  
Tel +44 20 7429 4714  
Mobile +44 779 988 342 9  
Claudia.Nacke@DeutscheHypo.com



**Real Estate Finance London**  
Senior Director  
Paul Sutcliffe  
Tel +44 20 742 947 32  
Mobile +44 788 798 452 9  
Paul.Sutcliffe@DeutscheHypo.com



**Real Estate Finance Transaction Management**  
Head  
Jens Assmann  
Tel +49 511 361 9394  
Mobile +49 172 454 472 1  
Jens.Assmann@Deutsche-Hypo.de



You can find all contact persons on our website:  
[www.deutsche-hypo.de/en/contacts](http://www.deutsche-hypo.de/en/contacts)



**Norddeutsche Landesbank**

– Girozentrale –

Deutsche Hypo –  
NORD/LB Real Estate Finance

Friedrichswall 10  
30159 Hanover

[www.deutsche-hypo.de](http://www.deutsche-hypo.de)

