



Financing progress.

We are real estate.

360° Real Estate – the right team for every task

◆ Bayern LB ◆ DKB ◆ Real I.S. ◆ BayernImmo ◆ BayernFMI ◆ LB ImmoWert ◆ Bayern Grund

Development

Financing

Construction

360°
RE

Use

Management



“

“We offer our customers a seamless range of services along the value chain.”



Gero Bergmann
Member of the Board
of Management,
BayernLB

Dear Business Partners,

360°RE unites all the BayernLB Group’s services in relation to construction, financing, investment, service and management of real estate. In one company. Under one roof. From a single source. BayernLB and its subsidiaries DKB, Real I.S., BayernImmo, BayernFM, LImmoWert and BayernGrund support you, jointly if needed, with all your projects along the entire value chain: from the development of municipal building plots, to financing and valuation, to asset and facility management. With real estate knowledge and skills. With experience and sector expertise. Across all asset classes and with a focus on ESG. This is our 360° Real Estate service offering for you. 360°RE for short. Give us a try. We look forward to it.

Gero Bergmann



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DKB

At home in the sector,
connected throughout
Germany

34

BayernFM

Among the top 3
in Bavaria for
facility management

06

360° Real Estate

We have the
right team for
every task

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Real I.S.

One of the leading
asset managers in the
German market

40

LBImmoWert

We support a range of
decision-making processes with
valuation products and analyses

10

BayernLB

One of the top lenders
for commercial and
residential real estate

28

BayernImmo

Inhouse
Turnaround
Investor

46

BayernGrund

Your strong partner for
infrastructure and municipal
real estate development



We have the right team for every task.

BayernLB

Financing solutions for all asset classes in Germany and established foreign markets with a focus on sustainable real estate.

DKB

Financing strategies for buying or building real estate, converting properties for senior citizens and energy-related modernisation.

Real I.S.

Investment and asset management for institutional and private investors in attractive real estate markets.

BayernImmo

Supporting the Group in turnaround projects in Europe.

BayernFM

Facility management and property management for real estate and technically sophisticated buildings.

LB ImmoWert

Real estate valuations and research in Germany, Europe and the US.

BayernGrund

Experts in land purchases, local land development and the realisation of municipal construction plans.

Our strong network, your successful project.

You benefit from the real estate expertise in the BayernLB Group

360° Real Estate.

So your projects are covered on all sides.

- Every Group member is a renowned market player
- Expertise is bundled
- All specialists work together

National and international presence.

So you get expert advice on-site.

- Strong in Germany and Europe
- Present in all the established global markets – from Australia to the US
- Regional market specialisation
- Help in accessing markets

Seamless range of services.

So we can respond to your specific needs.

- Top-notch range of products and services
- Modular structure for the entire service range
- Individualised all-in-one packages

Strong Group network.

So we can work smoothly with your team.

- No unnecessary interfacing between project partners
- Quick response times even for complex queries
- All project partners work in concert

Do you want to know more?

Yvonne Würtz
Real Estate Business Management

+49 2171-23455
yvonne.wuertz@bayernlb.de



One of the top lenders for commercial and residential real estate in Germany



EUR 29.1 bn
in financing volume

BayernLB excluding DKB and Labo
31.12.2023



EUR 7.5 bn
in new business

including renewals
31.12.2023



Munich Headquarters
& 4+5 locations

national + international

Fast facts

Our ethos

We are #Fortschrittsfinanzierer (financiers of progress) with a focus on sustainability and ESG compliance. We are one of the leading German institutions in commercial real estate.

Our strengths

- Long-term relationships
- Strong local roots with branch offices in Germany and abroad
- Expertise and professionalism in all asset classes
- High-quality consulting and processing
- Well-established cooperation with Group subsidiaries
- Strong network of national and international banks

Our profile

We concentrate on core properties in established asset classes. Our regional focus is on Germany, supplemented by business in selected foreign markets.

External opinions on BayernLB

- Outstanding results in customer satisfaction surveys
- Good issuer ratings from Fitch and Moody's
- Solid ratings from five sustainability rating agencies

Our service profile

Quote

- Long-term property financing
- Financing for project developments (focus on Germany)
- Fund financing
- Portfolio financing
- Derivatives, investment and capital market products
- Subsidised loans
- Payment services

Key markets

- Core market: Germany
- Key markets in focus: France, the US, the UK, Italy and the Netherlands
- Key markets with selective business approaches: Spain, the Czech Republic, Poland, Scandinavia, Austria and Benelux

Asset classes

- Office (focus on core markets, also abroad)
- Logistics (transport hubs, also abroad)
- Residential (in Germany and also in the Netherlands and the US)
- Retail (conurbations, also abroad)
- Hotel, elderly and care homes

Financing tickets

- In bilateral transactions mainly between EUR 10 m and EUR 90 m (single assets) or higher for portfolios
- Syndicated business in conjunction with commercial banks and savings banks means large financing volumes can be provided



“What we offer: experience and expertise in all asset classes.”

Bernd Mayer,
Global Head of Real Estate,
BayernLB



“We are strong in Germany – and with our international sites we also have a presence in Europe and the US.”

Alexander Huber,
Global Head of Real Estate,
BayernLB

Locations and target regions

Make an appointment to talk to us


Alexander Huber
Global Head of Real Estate
+49 89 2171-22489
alexander.huber@bayernlb.de



Bernd Mayer
Global Head of Real Estate
+49 89 2171-22352
bernd.mayer@bayernlb.de



Jasmin Fürst
Relationship Manager
International Real Estate
and Funds
+49 89 2171-22130
jasmin.fuerst@bayernlb.de



Robert Hetzner
Relationship Manager
Real Estate South Germany,
Austria and Switzerland
+49 89 2171-24636
robert.hetzner@bayernlb.de



Gunnar Rüffer
Head of Real Estate
Frankfurt
+49 69 2713989-11
gunnar.rueffer@bayernlb.de



Christoph Schmitz-Wenzel
International Real Estate
+49 160 5378541
christoph.schmitz-wenzel@bayernlb.de



Philippe Troukens
Relationship Manager
International Real Estate Paris
+33 1 4421-1467
philippe.troukens@bayernlb.de

At home in the sector, connected throughout Germany



Housing
EUR 30.7 bn

Gross exposure*



Care homes
EUR 1.9 bn

Gross exposure*



Tourism
EUR 1.2 bn

Gross exposure*

*As at 31 December 2023

Fast facts

Our ethos

We provide you with the building blocks for success in the form of money and expert knowledge. Together we are #geldverbesserer, helping your money do more: DKB's sector experts help you to advance the housing industry in Germany.

Our products and services

Whether you wish to purchase property, construct a new building, convert a home for senior citizens or make energy-related renovations, our specialists will put together the right financing strategy for your plans.

- Extensive expertise and market penetration in all the segments of residential property, healthcare management and tourism
- Solutions like WOBIL for conducting balance sheet analyses in the housing industry, with sector-specific benchmark comparisons, and DKB-Verwalterplattform for professional real estate portfolio management

Our profile

We specialise in the residential, care home and hotel asset classes.

DKB's ratings

- Positive rating by Moody's rating agency (Aa3–issuer rating, Aaa–public sector Pfandbriefe and mortgage Pfandbriefe)
- Prime status in the ISS-ESG sustainability rating. The grade of "B-" corresponds to an "Industry Leader" classification among national and international commercial, state, and regional banks (approximately 270 banks)
- Sustainalytics issuer rating 18.1 (low risk)



“Together we boost the real estate market.”

Adeline Schumacher,
Head of Business Clients,
DKB

Our service profile

Markets

- Focus on the German real estate market
- Residential and care homes: nation-wide in Germany, in Bavaria in cooperation with the local savings bank
- Hotel: mainly on the German North and Baltic Sea coastlines and in cities with over 750,000 overnight stays p.a.

Sales model

- On-site presence in 26 locations throughout Germany
- Holistic customer support geared towards long-term business relationships
- Focus on direct selling with selective services for brokered transactions
- Management of construction phase risks through risk-adjusted construction phase controlling
- Participation in the major sector associations and networks

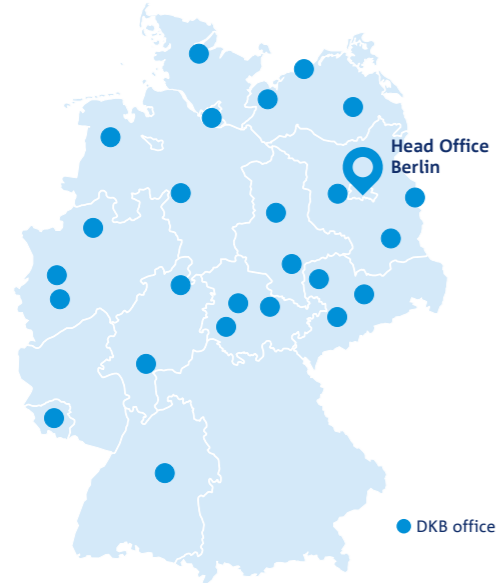
Asset classes

- Residential (municipal, cooperative, church-affiliated and private housing companies, investors in and developers of residential property, student housing)
- Care: care and social real estate
- Hotel: holiday and city hotels

Financial services

- Financing for real estate portfolios and purchases, new builds and modernisation measures
- Financing for residential project developments
- Mezzanine capital via the DKB Crowd platform or DKB Finance GmbH
- Portfolio financing
- Integration of subsidy loans
- Interest rate management using suitable derivatives
- Brokering for leasing / factoring and insurance products
- Investment advice and payment services
- Software solutions for the real estate business (Verwalterplattform)

At your service at numerous locations in Germany



Your contacts



Adeline Schumacher
Head of Business Clients
+49 30 12030-7829
adeline.schumacher@dkb.de



Andreas Koschowski
Head of Housing and Tourism
+49 30 12030-3510
andreas.koschowski@dkb.de



Holger Kuball
Head of Housing and Tourism
+49 30 12030-9920
holger.kuball@dkb.de



Silvio Hagemann
Regional Manager West
+49 221 993773-7777
silvio.hagemann@dkb.de



Britta Timm
Regional Manager North
+49 30 12030-9400
britta.timm@dkb.de



Jürgen Wenzler
Regional Manager South
+49 30 12030-2300
juergen.wenzler@dkb.de

Real I.S.

One of the leading asset managers in the German market



Approx. EUR 1.4 bn
in real estate transactions

Ø 2019 - 2023



EUR 12.5 bn
in assets under management

31.12.2023



2.9 m m²
under management

31.12.2023

Fast facts

Our ethos	The Real I.S. Group has been BayernLB's specialist fund service provider for real estate investments for more than 30 years. The member of the Savings Banks Finance Group is one of the top asset managers in the German market.
Our business model	We provide investors with access to investments in attractive real estate markets – as special AIF, individual mandate, club deal or joint venture or open-ended mutual property fund. Real I.S. has extensive expertise in asset management. The company manages several asset management mandates on behalf of institutional investors. Our holistic approach comprises commercial and technical asset management as well as the development and implementation of sustainability strategies to ensure long-term rentability and fungibility of the properties.
Our services for real estate market players	We conduct the purchase and sale of real estate properties and special-purpose companies in a structured and standardised manner. Our operations extend across six locations in Europe and Australia.
Our investment profile	Core- / core+ / manage-to-core properties
Our focus	Tailored real estate investments (purchasing volume: EUR 20–200 m) for commercial banks and savings banks, insurance companies, foundations and pension funds, for broad-based portfolio funds in Germany, Europe and Australia. We also structure individual fund solutions with a clearly defined investment focus, as well as individual real estate investments and portfolios for club deals with a distinctive equity story. The sale option is regularly reviewed over the property's life cycle.
Our standards	We are a trustworthy partner. Real I.S. AG is a licensed investment company ("KVG") and is monitored by BaFin, the German Federal Financial Supervisory Authority.
Our quality	Asset management rating AA+ (AMR) by Scope Analysis GmbH (Scope)



“As a smart investment manager with a solid fund strategy, Real I.S. focuses on sustainable properties and asset management with vision. We create long-term, value-creating investments for our investors. Within the scope of various mandates, we are always on the lookout for suitable investment opportunities on the market.”

Dr. Christine Bernhofer,
Chairwoman of the Executive Board,
Real I.S.

Our service profile

Offices

Risk: Core, core+

Location: A and B cities, in Germany also C cities

Letting: Multi-tenant and single-tenant

Quality: Good building quality and projects with completion in max. 1.5 years

Volume: EUR 20 m and more

Logistics

Risk: Core, core+

Location: Established logistic hubs

Letting: Multi-tenant and single-tenant

Quality: Good building quality and projects with completion in max. 1.5 years

Volume: EUR 20 m and more

Retail

Risk: Core, core+

Location: Individual location analysis

Type: Shopping centres and speciality stores (multi-tenant structures), city centre commercial properties

Quality: Good building quality and projects with completion in max. 1.5 years

Volume: EUR 20 m and more

Residential / hotel / student housing / senior living

Risk: Core, core+

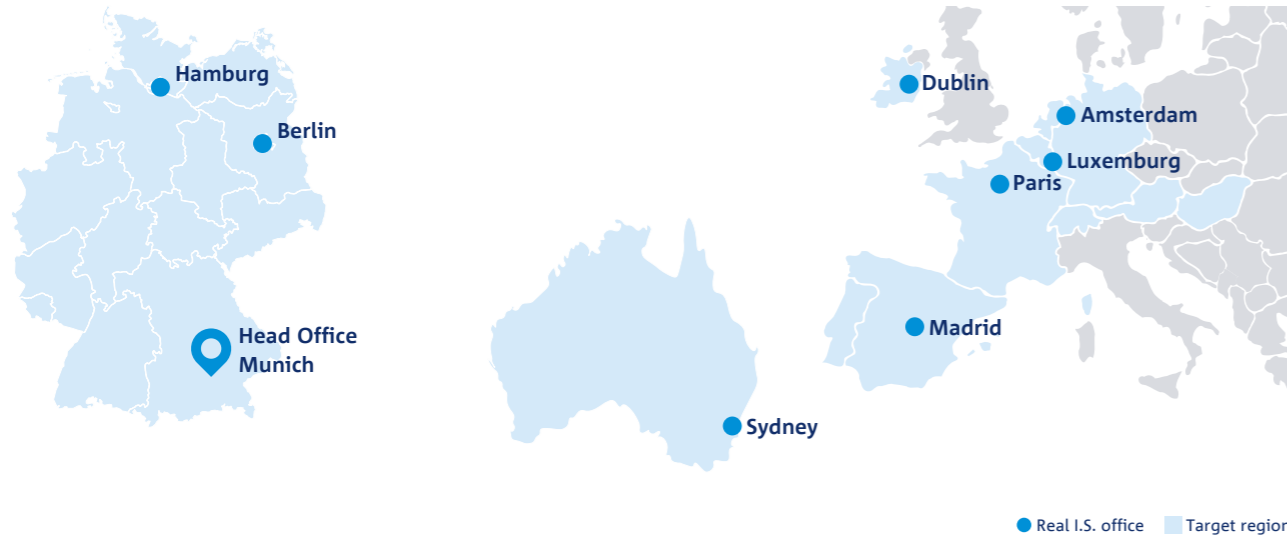
Location: Individual location analysis

Lease: Long-term properties – high occupancy rate; residential projects – renting by seller or buyer; hotel projects – with users and operators of high credit standing

Quality: Good building quality and projects with completion in max. 1.5 years

Volume: EUR 20 m and more

Locations and target regions



Your contacts



Dr. Christine Bernhofer
CEO

+49 89 489082-101
christine.bernhofner@realisag.de



Maximilian Kube
Global Head of Investment Management
D-A-CH

+49 89 489082-350
maximilian.kube@realisag.de



Barbara Geidner-Buchelt
Global Head of Investment Management
international

+49 89 489082-138
barbara.geidner@realisag.de

BayernImmo

Inhouse Turnaround Investor



Turnaround consultant
for non-performing
property loans



Equity investor into Euro-
pean real estate loans



Founded in 1993

Fast facts

Our experience	We have been on the market since 1993, and in the past 15 years we have specialised in mezzanine and equity investments in real estate projects (new construction, refurbishment, existing properties).
Our services	Consultancy on assessing potential value creation in distressed situations.
Our investment profile	Distressed property financing in Europe.
Our business model	Assessment and takeover of non-performing property financing with an unbiased look at future value creation potential.
Our awards	Team of experts for all property related, legal and technical tasks - throughout Europe.

“

“We successfully support our Group in turnaround projects”

Karl-Heinz Denk,
Managing Director,
BayernImmo

Your contacts



Karl-Heinz Denk
Managing Director
+49 89 44233-4001
karl-heinz.denk@bayernimmo.de



Sigurd Korte
Director Projectmanagement
+49 89 44233-4013
sigurd.korte@bayernimmo.de



Tobias Krammer
Director Investmentmanagement
+49 89 44233-4024
tobias.krammer@bayernimmo.de



Johannes K. Kankainen
Director Projectmanagement
+49 89 44233-400
johannes.kankainen@bayernimmo.de



Lukas Wochele
Investment Manager
+49 89 44233-4025
lukas.wochele@bayernimmo.de

BayernFM

Among the top 3 in Bavaria for facility management



Approx. EUR 60 m
in sales revenues

2023



5 m m² GFA,
more than 500 customers

2023



100% subsidiary
BayernCS

Security and
reception service provider

Fast facts

Our experience	Over the past 20 years, we have supported contractors, investors and real estate portfolio owners with our operating services and our team of advisors for the entire real estate life cycle.
Our USPs	<ul style="list-style-type: none"> • Our key strength is the close integration of consulting and operations • With our broad range of services we combine the expertise of several specialist service providers (FM service providers, energy consultants, planning firms, etc.) under one roof. For our customers this means: different needs, a single point of contact
Our services for real estate customers	By combining our management, construction, sustainability and digitalisation services, we provide our customers with a finely-tuned product range for all their real estate requirements.
Our customers	<ul style="list-style-type: none"> • Renowned customers from the industrial and financial services sectors • Office and administration buildings as well as logistics and special real estate with high-frequency customers
Our most recent awards	<ul style="list-style-type: none"> • Customer satisfaction (2022: 1.5) • Certified quality management (DIN EN ISO 9001) and Environmental Management System (EMAS III, DIN EN ISO 14001), climate neutrality (since 2008)

Our service profile

Management

Technical facility services

- Optimising management costs, safeguarding processes and complying with regulatory requirements by maintaining, planning and operating the complete technical infrastructure of your real estate.

Property management / commercial facility management

- Assuming property management tasks; analysing and optimising costs and income as a reliable basis for your business and strategic decisions.

Security services

- Operational and strategic services for protecting people, buildings and equipment
- High-end reception and office management services

BayernFM Consult

Orientation, security and progress – our guiding principles for advising you on all real estate-related issues, making sure you achieve your goals. Trust in our reliability and experience.

Facility management

Legal certainty, seamless and compatible processes, appropriate costs, functioning interfaces and a structure tailored to the situation are the result of our advisory services.

Construction

Unnecessary cost hikes can be avoided more easily than anticipated. Our experts bolster the contractor's expertise and ensure a stress-free construction project. We take a bird's-eye view to identify adverse strategic and operational developments in good time.

Digitalisation

We help you define and implement your digitalisation strategy to ensure that information is secured, processes optimised and the operator's responsibilities met.

Energy and sustainability

Efficient use of resources is both a success factor and a priority task of the future. We support you in many different ways, e.g. to cut your energy consumption and energy costs.



“Our technical services are characterized by quality, legal certainty and sustainability. We would be happy to convince you!”

Dr. Karsten Klöcker,
Managing Director,
BayernFM

Locations and target regions

Construction and consulting



● BayernFM office ■ Target region

Facility management



Your contacts



Dr. Karsten Klöcker
Managing Director
+49 89 44233-3120
karsten.kloecker@bayernfm.de



Thomas Aumer
Managing Director
+49 89 44233-3300
thomas.aumer@bayernfm.de



Martin Behrends
Senior Sales Consultant
+49 89 44233-3340
martin.behrends@bayernfm.de

LB ImmoWert

We support your decision-making processes with expertise, experience and commitment.



EUR 73 bn

Assessed market value, in and outside Germany, p.a.



Far more than 1 million market data

In-house real estate database



More than 20 years of experience

Real estate valuation and research

Fast facts

Our ethos	LB ImmoWert is a valuation expert in real estate appraisal and a member of S-Finanzgruppe, a strong alliance. We support our clients in all decisions across a property's life cycle, provide assessments and appraise all types of real estate and special properties, in Germany and abroad.
Our customers	Savings banks, banks, municipalities, insurers, family offices, firms, leasing companies
Our aspiration	Creating added value for our customers – with expertise, experience and proven processes
Our strengths	<ul style="list-style-type: none"> • Strong service ethos and resources • Reliability based on long-standing expertise • Independent and pooled specialist skills • Timeliness and efficiency • One of the leading valuation companies in Germany • Co-initiator and recipient of the national award “Approved by HypZert” • Recipient of the international award “Regulated by RICS”
Our networks	Appraisal Institute, DSGV, HypZert, RICS, VDP, VÖB, ZIA
Our knowledge base	Real estate database with more than 1 million valuation-relevant market data, deep regulatory expertise in the credit process, certified surveyors with years of experience in all market situations and asset classes
Our focus on projects for the future	Sustainability, digitalisation, optimisation of valuation processes and the appraiser's role as an auditor of compliance with regulatory requirements and data specialist

Our service profile

Property valuations

- Valuations for all types of real estate, developed and undeveloped land, in Germany and abroad
- Re-valuations
- Preliminary valuations (appraisals of project developments still in the planning phase)
- Construction reports containing a rough analysis of the progress and current costs of the construction
- Market and property rating, including a sustainability analysis, to provide a quick and individual risk assessment of a property
- Portfolio valuations, particularly for large residential portfolios, but also for office and commercial properties

Appraisals outside Germany

- Valuations for all types of properties
- Branch in Paris, along with a team of international appraisers in Munich and Frankfurt
- Broad and in-depth expertise on the valuation of real estate in Europe and the US
- Valuations in line with international standards
- LTV and market values shown as required under current regulatory law

Commercial and special properties

- Quick access to information amid complex real estate markets
- On-site branch specialists for valuations of retail, logistics and hotel buildings and social/public housing, as well as for sustainability
- Top quality thanks to exhaustive research interlocked with skillful valuations in all real estate classes

Real estate research (foreign and domestic)

- Property-centred market and location assessments using SWOT analyses, along with risk evaluations / forecasts
- Regional evaluations of national and international real estate markets
- Periodicals on real estate market developments and the latest trends
- Market data and analyses for portfolio valuations
- In-house research database with over 1 million valuation-relevant data from own appraisals and external data sources.
- Project partner of the central real estate market database of the S-Finanzgruppe (ZIMDB)
- Transaction and property data with a wide array of analysis options



“Cooperation at eye level is particularly important to us. Because we are convinced that honest, direct and open communication forms the basis for a sustainable customer relationship. You can measure us by that.”

Monika Preithner,
Managing Director,
LBImmoWert

Locations and target regions



● LBImmoWert office ■ Target region

Your contacts



Monika Preithner
 Managing Director
 Phone +49 89 122217-600
 Mobile +49 160 90727918
monika.preithner@lb-immowert.de



Jochen Nagel
 Head of Sales
 Phone +49 89 122217-160
 Mobile +49 160 90641855
jochen.nagel@lb-immowert.de



Carmen Schlichting
 Head of Research
 Phone +49 89 122217-130
 Mobile +49 172 8238804
carmen.schlichting@lb-immowert.de

BayernGrund

Your strong partner for infrastructure and municipal real estate development



1,100 Bavarian municipalities



More than 50 years of experience



> 4,000 projects realised

Fast facts

Our ethos	We provide all-round services for municipal property development – from land purchases to local land development to the realisation of municipal construction plans
Founding	BayernGrund Grundstücksbeschaffungs- und Erschließungs-GmbH was founded in 1972
Our customers	Municipal authorities and special-purpose associations in Bavaria, Saxony and bordering regions
Our aspiration	To be <i>the</i> experienced partner for all matters of municipal construction and development
Our strengths	<ul style="list-style-type: none"> • A team of qualified and dedicated employees • Civil-engineering know-how combined with business experience • Solutions that are tailor-made for the customer • Market leader in Bavaria
Our shareholders	50% BayernLB, 25% Free State of Bavaria, 25% Bayerische Ärzteversorgung



“BayernGrund – Your experienced specialist for all municipal real estate projects and land development!”

Franz Schonlau,
Managing Director,
BayernGrund

Our service profile

Land purchase models

- Interim purchase by BayernGrund as trustee, or direct purchase by the municipalities
- Project financing without using municipality budget resources (credit-like transaction as per BayGO, Article 72, section 1)

Trustee model

- Land management, including insurance
- Calculation of sales price
- Acquisition support

Property development

- Municipality transfers development to BayernGrund in accordance with the German Federal Building Code (BauGB), section 11
- BayernGrund charges the costs to the land owners

Advantages

- No costs to the municipality
- No claims to development-related fees
- Less administration and budget expenses

Management of urban development projects

Comprehensive offering for development of urban neighbourhoods

- Urban reconstruction / local development
- Redevelopment and development agencies in accordance with BauGB
- Fallow land conversion / development
- Redevelopment consulting and subsidies management
- Preliminary research
- Feasibility studies and negotiations on land development

Construction model

- “Temporary building authority”, realisation of construction projects for the municipalities
- Project financing without using municipality budget resources (credit-like transaction as per BayGO, Article 72, section 1)
- Project management including right of procurement
- Less administration

Locations and target regions



Your contacts



Franz Schonlau
Managing Director

+49 89 1241471-30
schonlau@bayerngrund.de



Harald Baumann
Head of Project Management

+49 89 1241471-40
baumann@bayerngrund.de



Markus Hofmann
Senior Key Account Manager
Region Niederbayern & Oberpfalz

+49 911 14691-306
m.hofmann@bayerngrund.de



Thomas Mörl
Head of Acquisition & Marketing

+49 89 12 41 471-22
moerl@bayerngrund.de



Thomas Laise
Senior Key Account Manager
Region Schwaben & Northern Oberbayern

+49 911 14691-307
laise@bayerngrund.de



Dieter Rössler
Senior Key Account Manager
Mittel- & Oberfranken

+49 911 14691-304
roessler@bayerngrund.de



Matthias Henfling
Senior Key Account Manager (external)
Region Unterfranken

+49 89 1241 471-17
henfling@bayerngrund.de



Financing progress.

Bayerische Landesbank
Brienner Strasse 18
80333 Munich
Germany

bayernlb.com/real_estate_expertise

