



# FY 2024 results

6th March 2025

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**Aareal**  
YOUR COMPETITIVE ADVANTAGE.

# Agenda

1. Highlights
2. Financial Performance
3. Business Performance
4. Funding, Liquidity & Capital
5. Outlook
6. Aareal AMBITION
7. Key Takeaways

Appendix

# 01

**Highlights**

# Highlights

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Operating profit of € 294 mn significantly above 2023, strongest since 2018

Net interest income above 2023, loan impairment charges below 2023, stable costs<sup>1)</sup>

Very comfortable capital, funding and liquidity positions

New business of € 10.9 bn with good margins and conservative loan-to-value ratios

Non-performing loans reduced

Net income of € 2.2 bn (incl. gain from Aareon sale), in total € 0.3 bn to be retained

Targeting operating profit<sup>2)</sup> of € 375 - 425 mn in 2025

Key strategic initiatives identified to drive RoE<sup>3)</sup> to  $\geq 13\%$  by 2027

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1) Excl. one-off charges for efficiency enhancements

2) Adjusted, excl. expected one-off charges of € 20-25 mn in 2025

3) Post tax, adjusted, excl. one-offs, based on standardised 13.5% CET1-ratio (B4 fully phased)

# 02

## Financial Performance

# Financial Performance – Group Profit & Loss

Operating profit at upper end of guidance, despite one-off charges

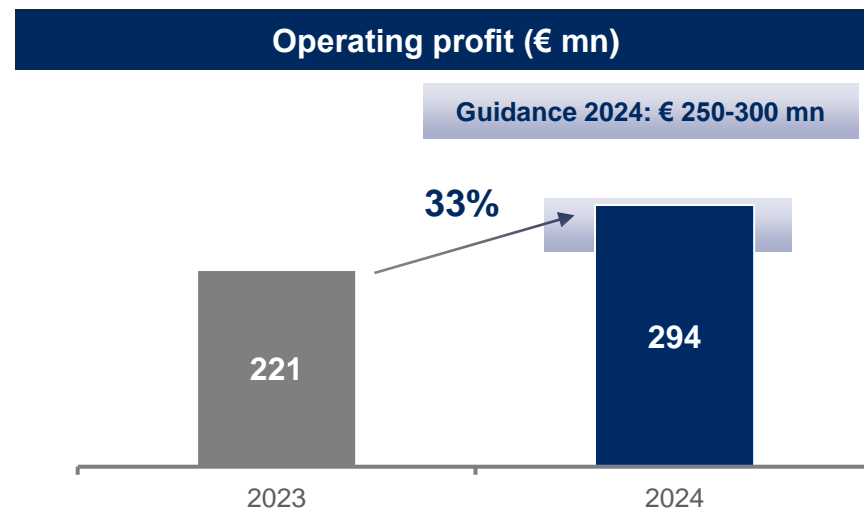
Results from continuing operations		2023	2024	Δ
	Profit & loss (€ mn)			
	Net interest income	1,014	1,060	+5%
	Net derecognition income	23	31	+35%
	Net commission income	39	-4	-
	<b>Total income</b>	<b>1,076</b>	<b>1,087</b>	<b>+1%</b>
	Expenses <sup>1)</sup>	-341	-343	+1%
	Efficiency enhancement one-off	-	-34	-
	Loan impairment charges <sup>2)</sup>	-510	-396	-22%
	Others	-4	-20	-
<b>Operating profit</b>	<b>221</b>	<b>294</b>	<b>+33%</b>	
Income taxes	-94	-82	-13%	
<b>Consolidated net income</b>	<b>127</b>	<b>212</b>	<b>+67%</b>	
<b>Return on equity (RoE)<sup>3)</sup></b>	<b>3.4%</b>	<b>5.9%<sup>4)</sup></b>	-	

1) Excl. one-off charges for efficiency enhancements

2) Incl. FVPL

3) Post tax, based on IFRS equity

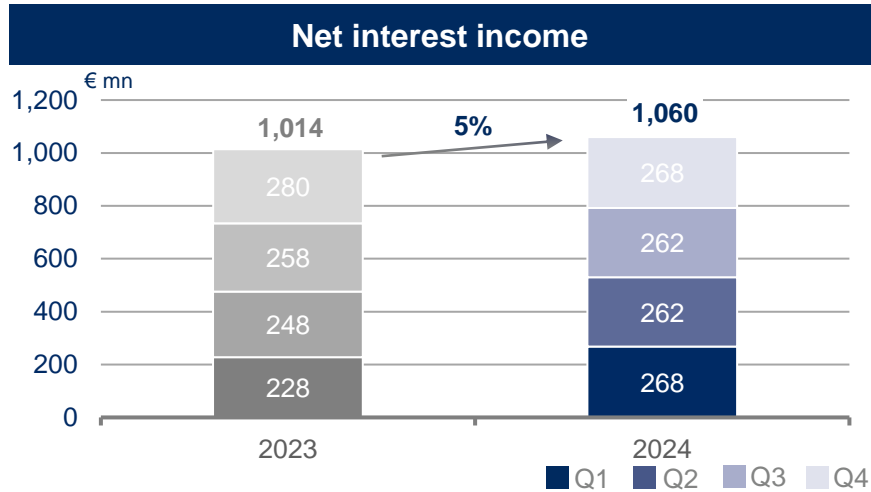
4) 6.8% excl. one-off charges for efficiency enhancements



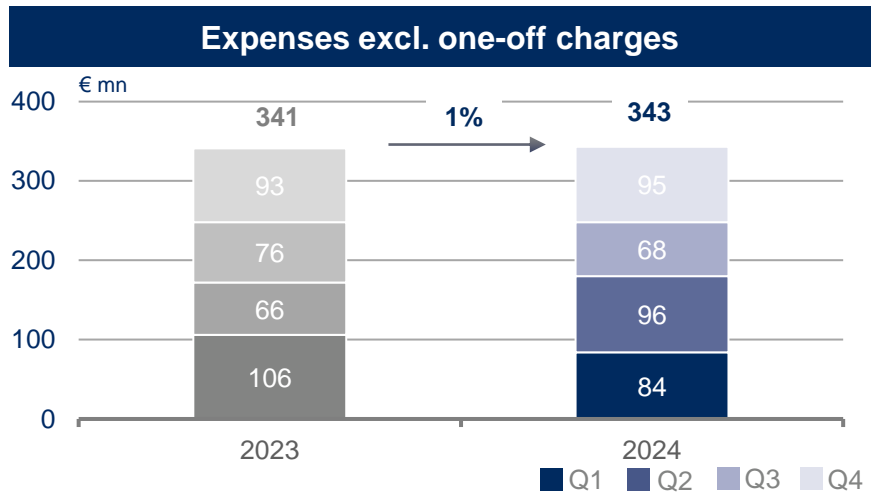
	2023	2024	Δ
Profit & loss (€ mn)			
Consolidated net income from continuing operations	127	212	+67%
Net income from discontinued operations	-79	2,062	-
AT1 / Minorities	-6	-33	-
<b>Consolidated net income attributable to ordinary shareholders</b>	<b>42</b>	<b>2,241</b>	<b>&gt;100%</b>
<b>Dividend proposal</b>	<b>-</b>	<b>1,941</b>	<b>-</b>

# Financial Performance

Strong net interest income, costs stable excluding one-off charges for efficiency enhancements



- Net interest income further increased based on
  - Increased loan portfolio
  - Good new business margins
  - Stable BDS deposit volumes
- Interest from Aareon sale proceeds reflected in Q4

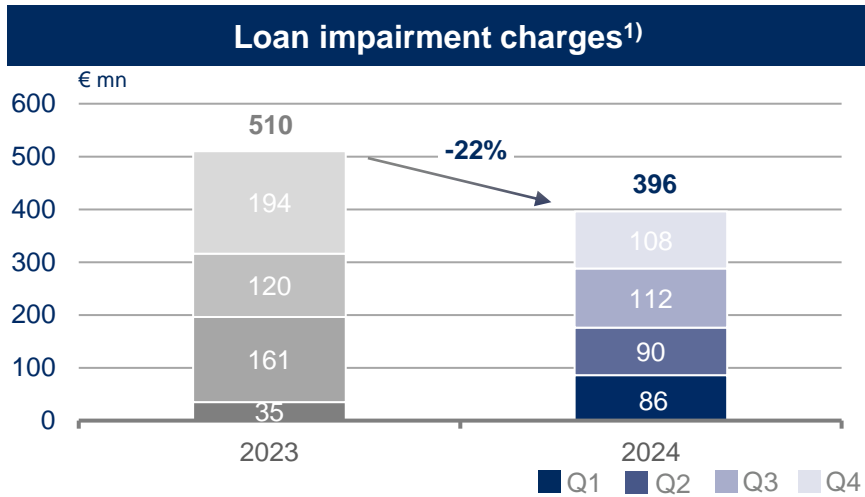


- Continuous focus on cost control
- Cost-income ratio<sup>1)</sup> stable at 31%

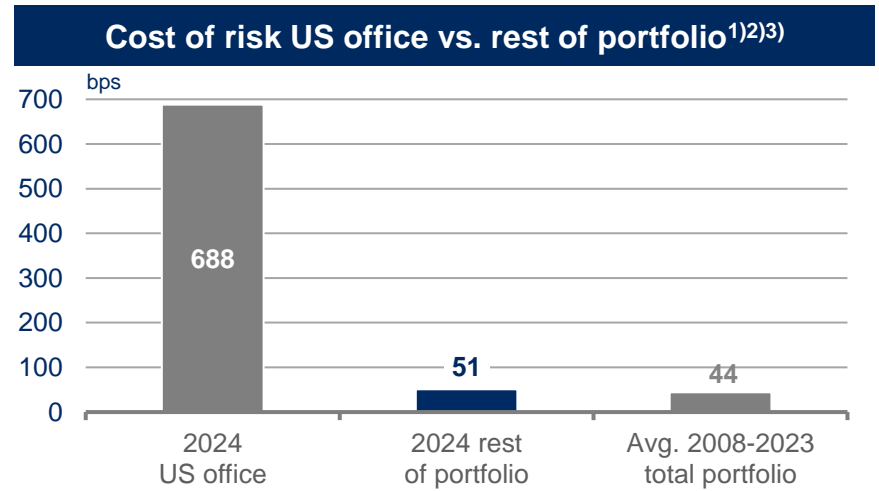
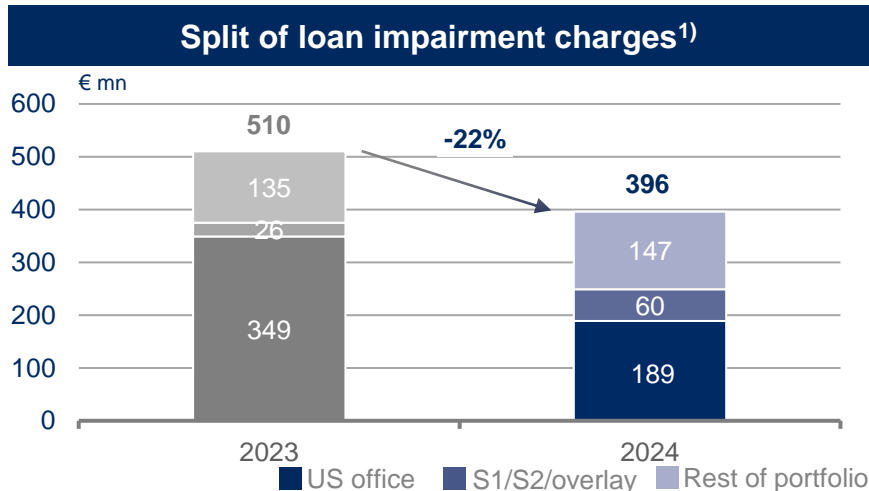
1) Cost-income ratio excl. bank levy/deposit guarantee scheme and one-off charges for efficiency enhancements

# Financial Performance

## Significantly reduced loan impairment charges but still elevated



- Loan impairment charges of € 396 mn (FY/23: € 510 mn) include € 26 mn FVPL (FY/23: € 69 mn)
- Loan impairment charges reflect
  - Active NPL management
  - € 60 mn net additions to management overlays, totalling € 85 mn
- US office remained challenging with elevated cost of risk
- Cost of risk of other ~90% of portfolio at normal levels, only marginally above recent experience



1) Incl. FVPL  
 2) Incl. management overlay  
 3) Calculated on year-end numbers



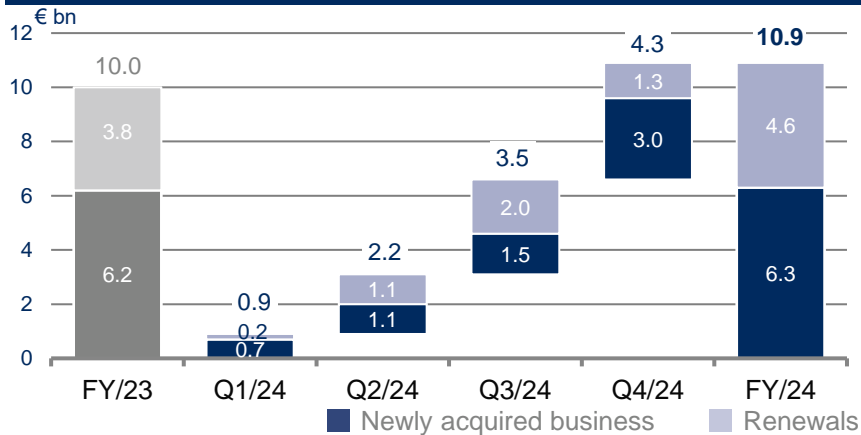
03

**Business Performance**

# Structured Property Financing

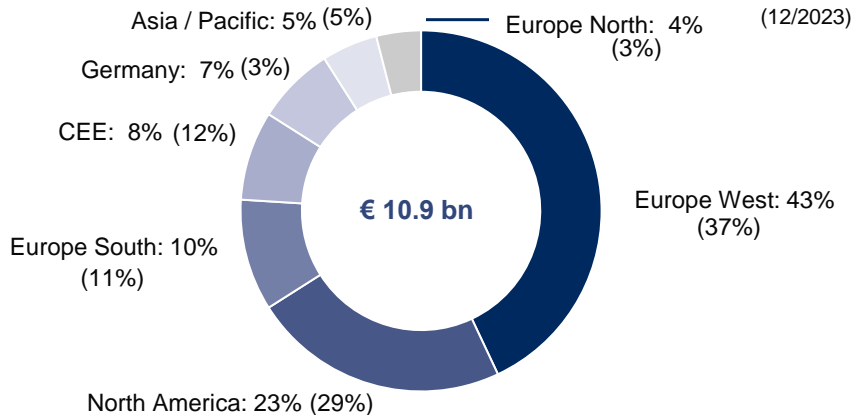
New business with good margins and conservative LTVs

## New business by quarter

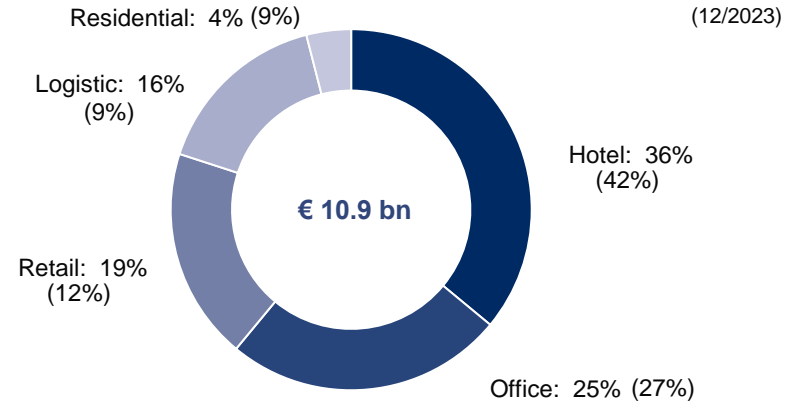


- Strong new business generation despite still muted market transaction volume
- Shift from North America to Europe
- Newly acquired business
  - Very conservative avg. LTV of 54%
  - Avg. margin of 271 bps
- New business includes € 3.9 bn green loans<sup>1)</sup>

## New business by region



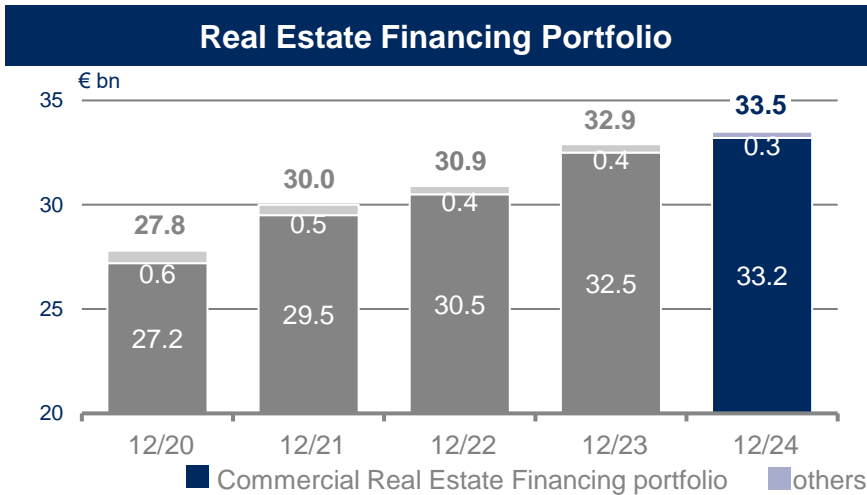
## New business by property type



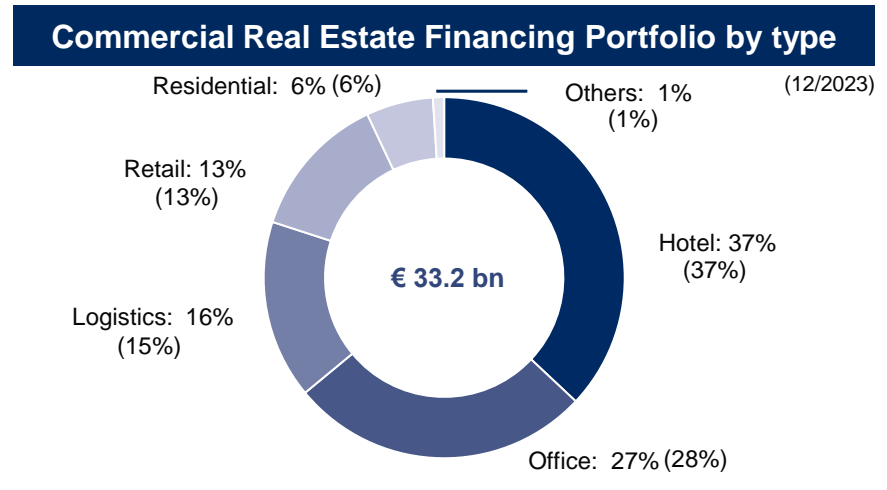
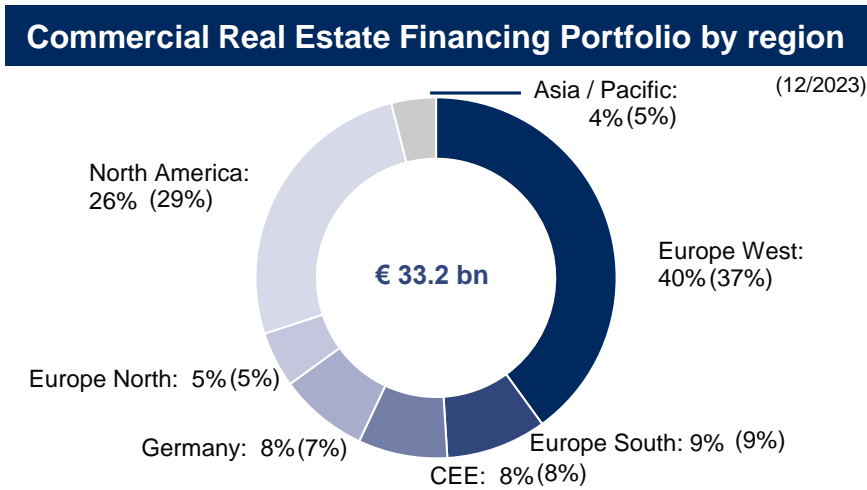
1) Governed by "Green Finance Framework"

# Structured Property Financing

## Loan portfolio further increased



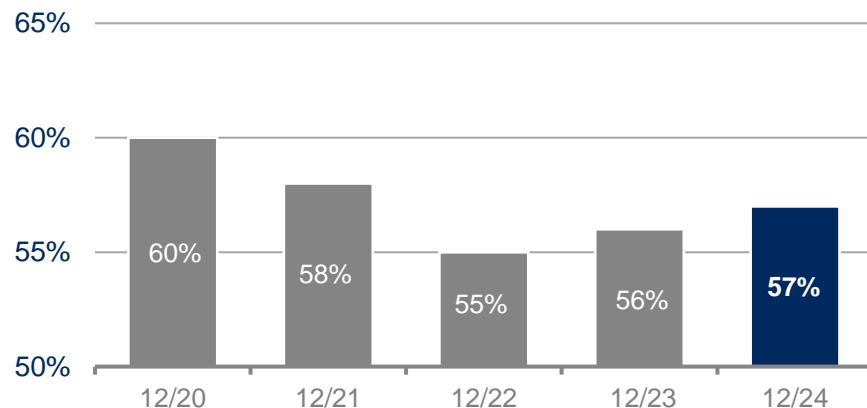
- Portfolio highly diversified by region and property type
  - Focus on major global metropolitan areas
  - No new construction financings
  - Limited exposure in Germany (8% of commercial real estate financing portfolio)
  - No exposure to Russia, China, Middle East
- Slight shift from US to Europe
- Financing of refurbishments to foster green transition
- Green loan volume of € 7.6 bn (12/23: € 4.8 bn)



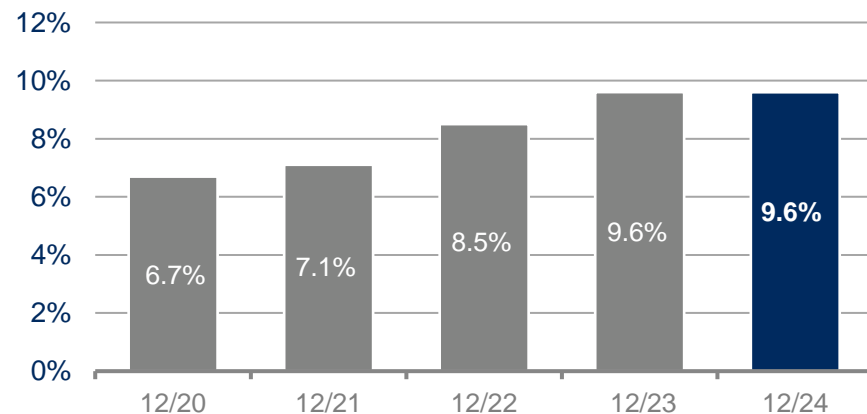
# Structured Property Financing

## Conservative risk parameters

### Performing portfolio loan-to-value (LTV)



### Performing portfolio yield-on-debt (YoD)



1) Including undrawn commitments, performing only

### Loan-to-value (LTV)<sup>1)</sup> by property type

%	12 '20	12 '21	12 '22	12 '23	12 '24
Hotel	62	60	56	54	53
Logistics	56	55	52	55	58
Office	58	58	57	62	64
Retail	61	59	56	58	56

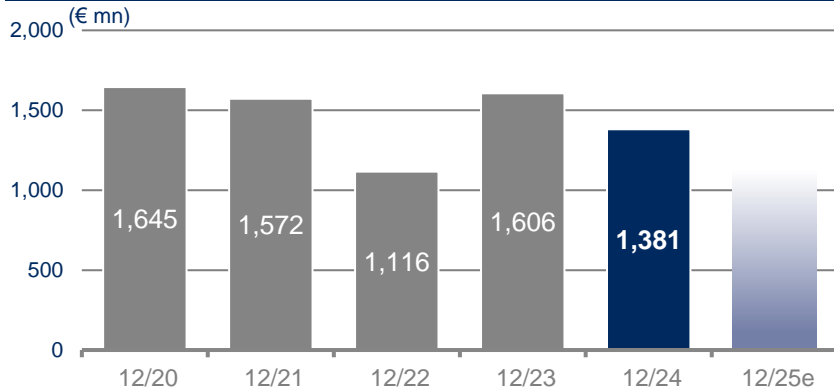
### Yield-on-debt (YoD)<sup>1)</sup> by property type

%	12 '20	12 '21	12 '22	12 '23	12 '24
Hotel	3.0	5.0	9.0	10.6	10.4
Logistics	9.2	8.7	9.0	9.3	9.4
Office	8.1	7.6	6.9	7.5	7.6
Retail	8.8	9.1	9.8	11.3	12.0

# Structured Property Financing

Non-performing loans reduced, coverage ratios increased

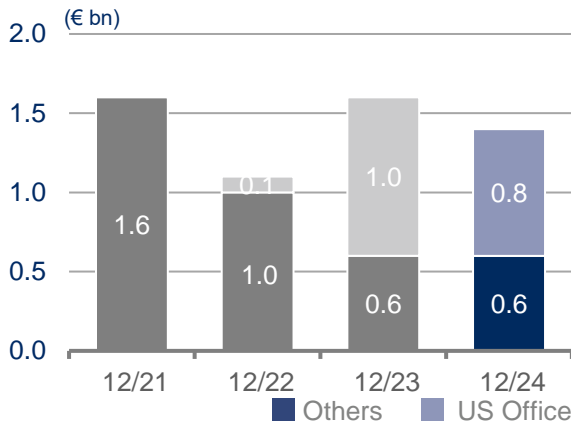
## Non-performing loan development



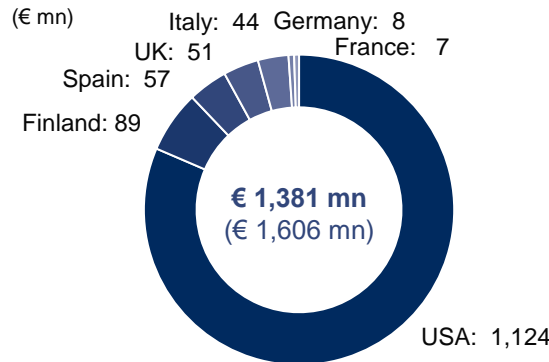
## US Office remained challenging rest of the portfolio behaved normally

- US office (11% of CREF portfolio) accounts for 60% of total non-performing loans
- Non-performing exposure ratio acc. to EBA methodology<sup>1)</sup>: 2.8% (12/23: 3.4%)
- Coverage ratio (incl. FVPL) of 28% (12/23: 24%)
- Significant further reduction of non-performing loans planned

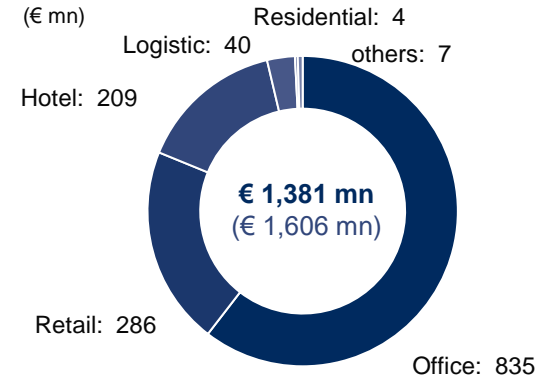
## NPL split: US office vs others



## NPLs by country



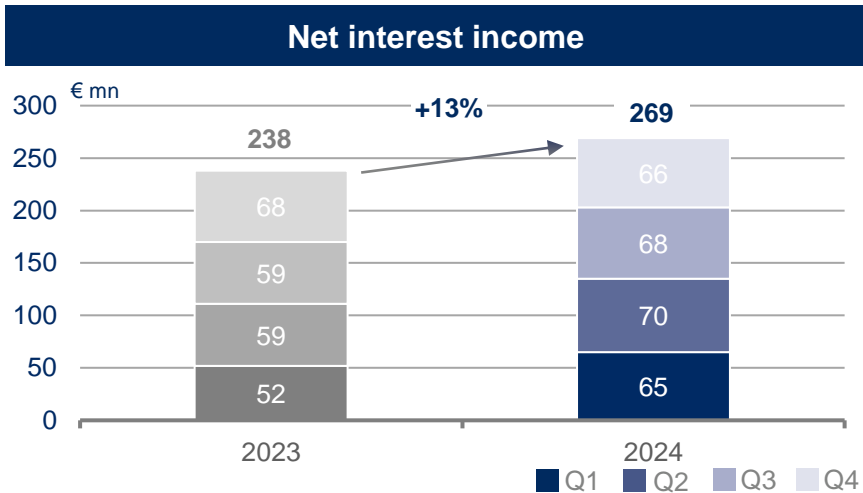
## NPLs by property type



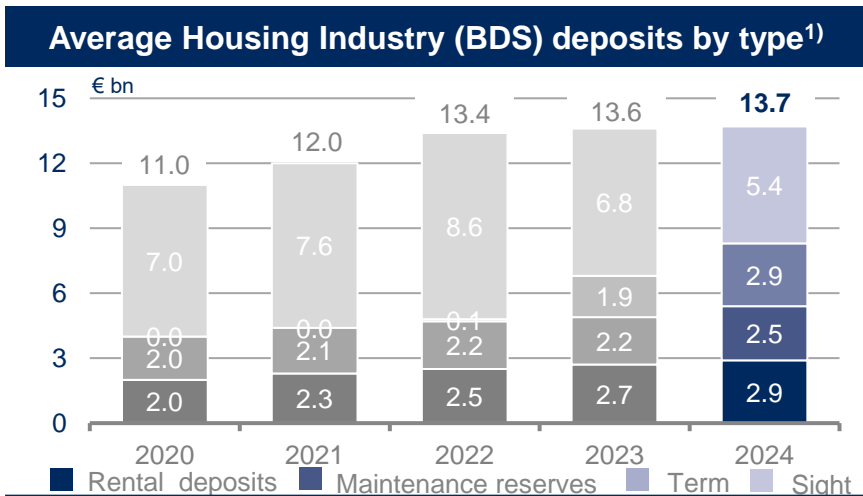
1) NPE ratio according to EBA Risk Dashboard definition

# Banking & Digital Solutions

BDS deposits stable, contributing well to group net interest income



- Strong segment net interest income due to high deposit volume
- Joint Venture with Aareon attracting new clients, which further enhance deposit volumes
- Interest sensitivity led to a shift from sight into term deposits, extending average deposit duration



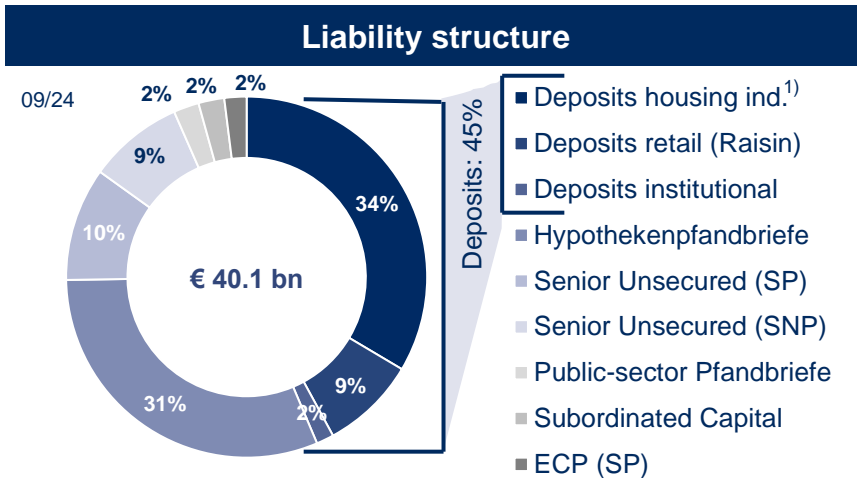
1) Average on annual

# 04

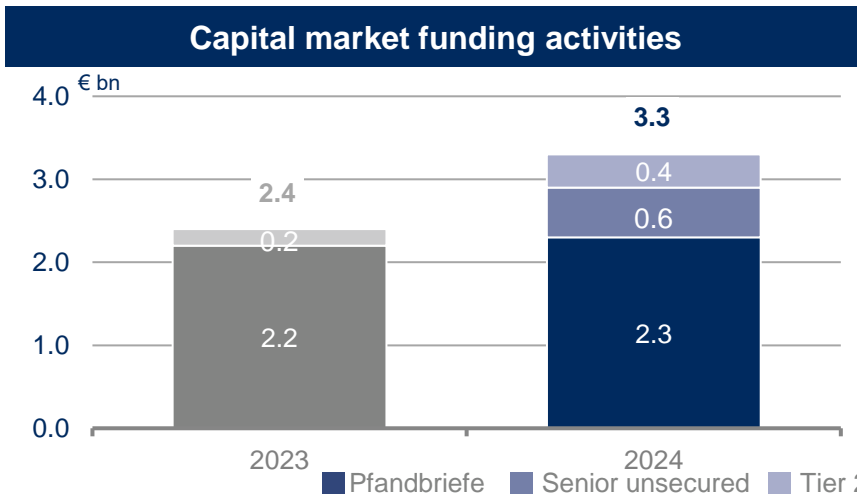
## Funding, Liquidity & Capital

# Funding & Liquidity

Strong market response to recent issuance of SNP, T2 and AT1



- Comfortable liquidity position
- Solid liquidity ratios:
  - NSFR 117%<sup>2)</sup>
  - LCR 230%<sup>1)</sup>
- Total deposits of € ~18 bn



- 2024 funding plan concluded
  - Tier 2 benchmark
  - Inaugural green Senior non-preferred benchmark
  - EUR and GBP benchmark Pfandbriefe
- Successful start in 2025
  - AT1 capital increased net ~€ 100 mn by replacement of outstanding € 300 mn with new USD 425 mn
  - EUR 100 mn Tier 2
  - EUR 750 mn Pfandbrief benchmark (6.5Y)
  - SEK 750 mn Pfandbrief (first since 2006)
- Remaining 2025 funding plan includes Pfandbrief and potentially SNP issues

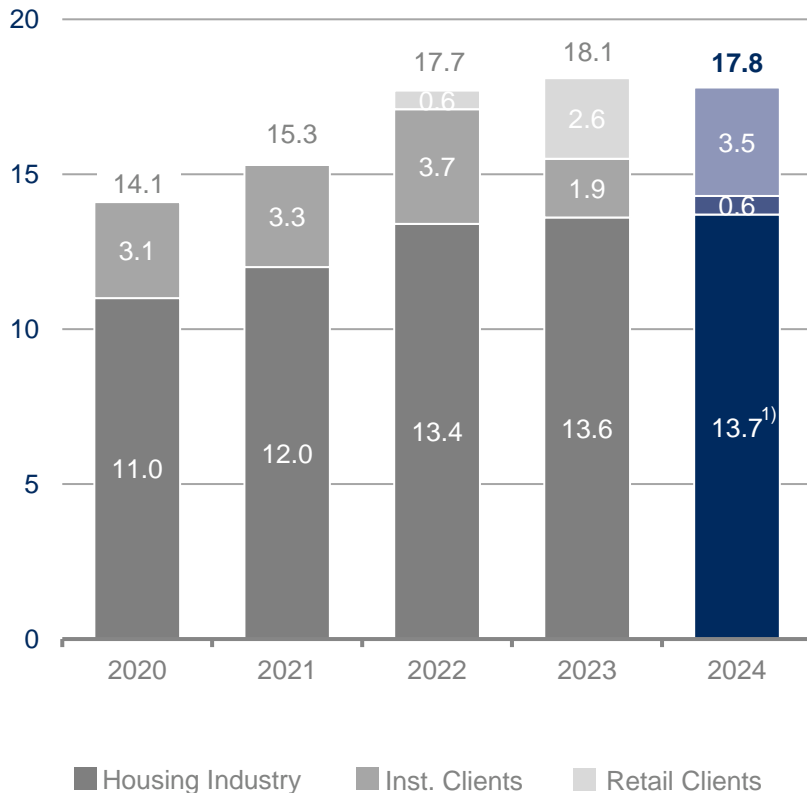
1) Q4 average  
2) As at 31.12.2024



# Funding & Liquidity

Strong deposit franchise reduces dependence on capital markets

## Total deposit volume by client groups



1) Annual average

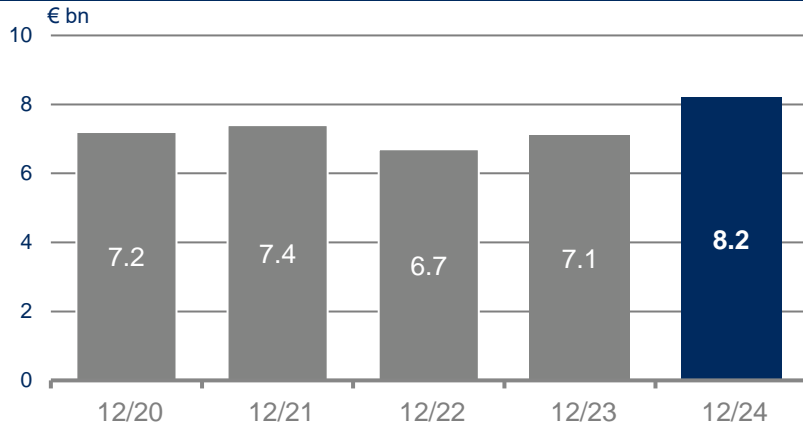
## Deposit base consistently increased

- Total deposit base significantly improved over time
- Granular and sticky Housing Industry (BDS) deposit structure from ~4,000 clients managing more than 9 mn units
- Institutional clients adjusted their deposits caused by reform of the German deposit protection
- Duration of liabilities successfully extended by adding € 3.5 bn retail deposits, ~98% with a maturity  $\geq$  2 years

# Funding & Liquidity

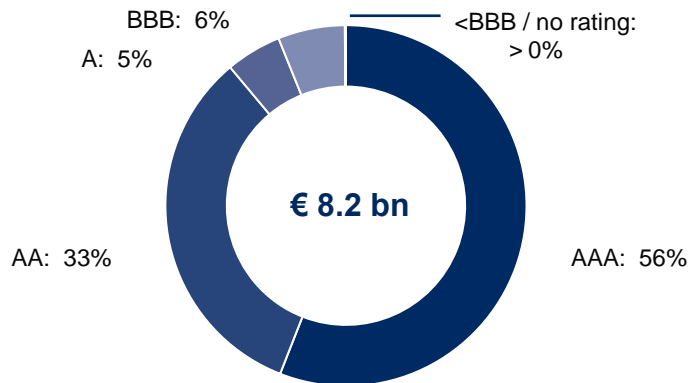
Treasury portfolio of € 8.2 bn ensures comfortable liquidity buffer

## Treasury portfolio development

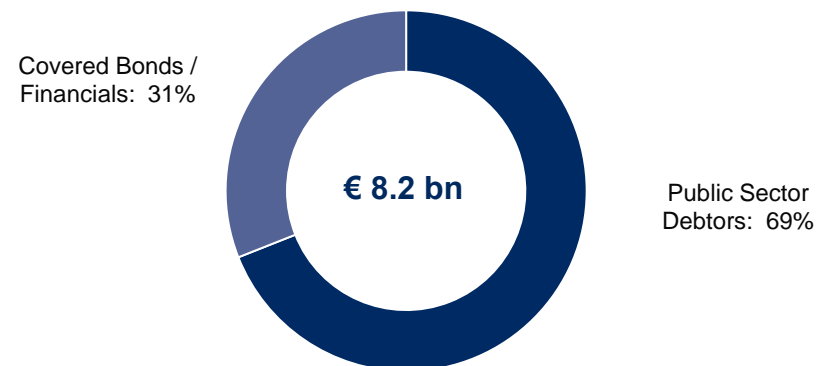


- Strong liquidity profile due to highly-rated SSAs and Covered Bond focus
- Cash shifted into HQLAs
- Asset-swap purchases ensure low interest-rate risk exposure
- Well-balanced maturity profile

## Treasury portfolio by rating<sup>1)</sup>



## Treasury portfolio by asset class



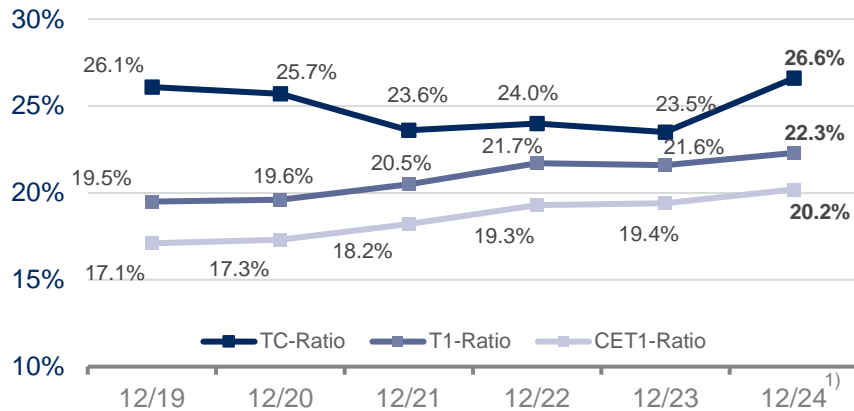
As of 31.12.2024 – all numbers refer to nominal amounts

1) Composite Rating

# Capital

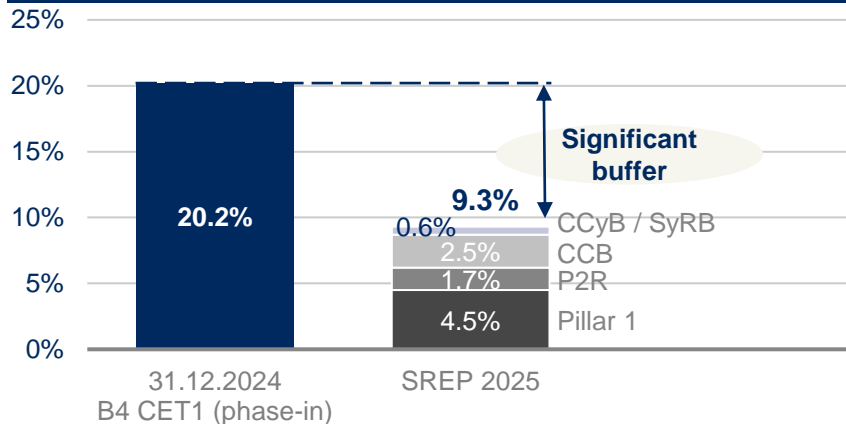
## Strong capital ratios

### B4 (phase in) capital ratios

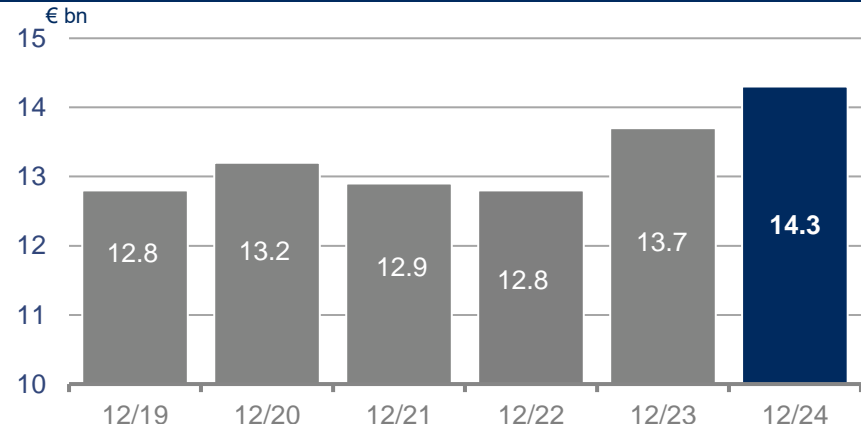


- Capital ratios further increased due to retained earnings (€ 0.3 bn) and Tier 2 issue, overcompensating RWA increase from portfolio growth
- B4 CET1 (fully phased) ratio at 15.2% (12/23: 13.4%)
- Capital ratios significantly above SREP requirements
- T1-Leverage ratio at 6.8% (12/23: 6.6%)

### CET1 ratio vs. SREP (CET1) requirements



### B4 (phase in) RWA<sup>2)3)</sup>



1) B4 (phase in) CET1-Ratio for Atlantic Group at 20.3% and for Atlantic Group Germany at 20.2%

2) Based on the European Commission's final version for implementation of Basel IV (CRR III) on the Regulation 2024/1623 of 31 May 2024

3) B4 (phase-in) capital ratios are based on RWA calculation taking the higher-of RWAs from Advanced Internal Rating Based Approach (A-IRBA) and B4 Revised Credit Risk Standard Approach (CRSA@50% output floor)

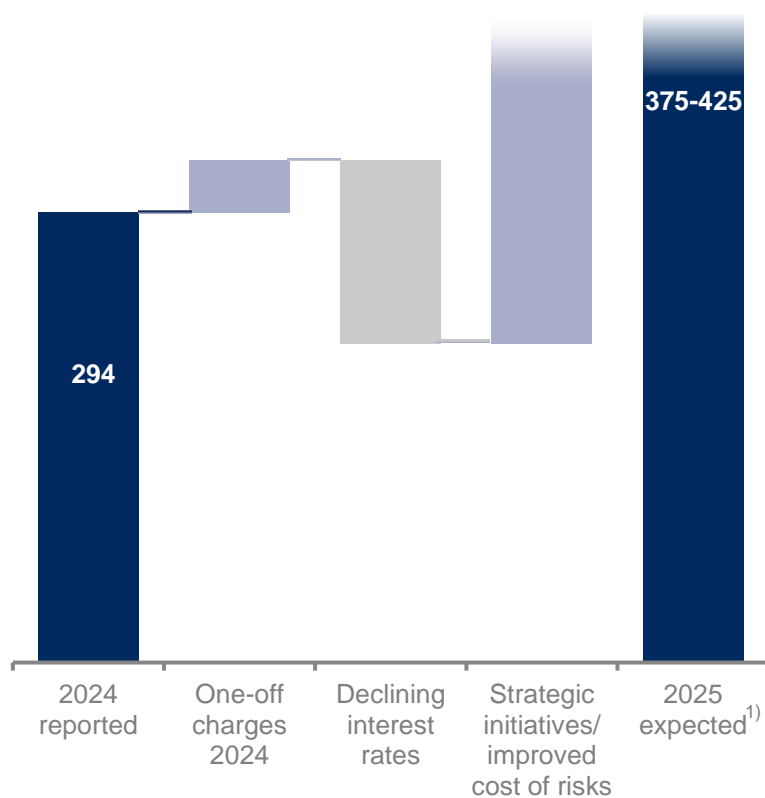
05

Outlook

# Outlook 2025

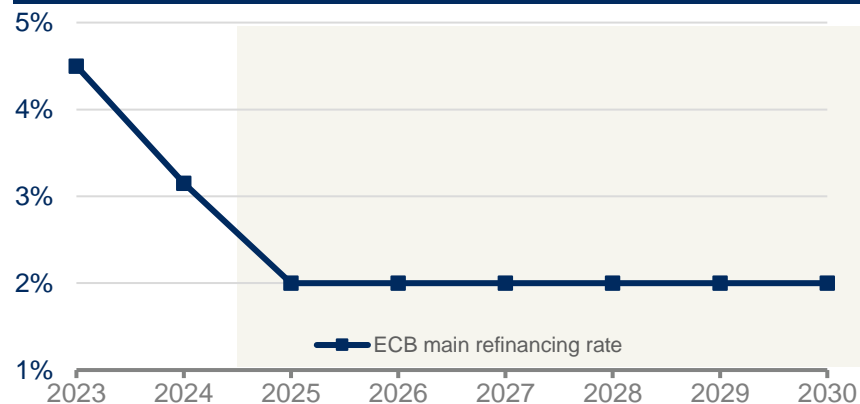
## Further strong profit growth expected despite declining interest rates

### Operating profit (€ mn)



- Targeting operating profit of € 375-425 mn in 2025 excl. expected € 20-25 mn one-off charges
- Interest rates expected to further decline affecting net interest income
- Effect overcompensated by
  - Further growth at low marginal costs
  - Normalization of risk costs
  - Positive effects from efficiency measures

### ECB main refinancing rate<sup>2)</sup>



1) Excl. expected one-off charges of € 20-25 mn in 2025

2) Source: Oxford Economics

# Outlook 2025

Targeting operating profit of € 375 - 425 mn<sup>1)</sup>

	METRIC	2024	OUTLOOK 2025
Structured Property Financing	▪ REF Portfolio	€ 33.5 bn	€ 34 - 35 bn <sup>2)</sup>
	▪ New business	€ 10.9 bn	€ 9 - 10 bn
Banking & Digital Solutions	▪ Deposit volume	€ 13.7 bn	€ 13 - 14 bn
Operating profit		€ 294 mn	€ 375 - 425 mn <sup>1)</sup>
Return on equity (RoE) <sup>3)</sup>		5.9%	7% - 8% <sup>1)</sup>

1) Adjusted, excl. expected one-off charges of € 20-25 mn in 2025

2) Subject to FX development

3) Post tax, based on IFRS equity

06

Aareal AMBITION

# Aareal AMBITION

Four strategic targets are the foundation for our growth and efficiency initiatives





# Aareal AMBITION

SPF: Deliver focused growth for on- and off-balance sheet business



Accelerate **expansion** of our **capital light business**



**Grow and further diversify our CRE loan book** in future-oriented asset classes and regions within attractive margins



**Revised US strategy** targeting stable balance sheet volumes while **shifting towards more value-accretive asset classes** and improve efficiency



**Sustainability:** Meeting regulatory requirements and being a **trusted partner** to our **customers** in implementing their **ESG agenda**



## KPIs 2027E

vs 2024

**On-balance volume** € ~37 bn

€ ~33 bn

**Off-balance volume** € ~9 bn

€ ~7 bn

# Aareal AMBITION

BDS: Increase share of wallet and expand into adjacent markets



**Leverage our strong market position** and unique combination of banking and software products **to keep our deposit volume**



**Increase share of wallet with existing customer base** and gain market share through new ERP cooperations



**Expand customer base** with value-added offers for **further B2B segments** in Germany and **internationally**



**Investments to achieve digitized end-to end bank processes** and a digital product offering



## KPIs 2027E

vs 2024

Deposits

€ >13 bn

€ >13 bn

# Aareal AMBITION

Risk, Funding & Capital: Maintain discipline on capital and liquidity ratios



**Preserve our conservative risk appetite** and pro-active credit risk management to **maintain a fortress balance sheet** from a risk, funding and capital perspective



**Further diversify funding sources** with structured funding products and building an own retail deposit platform; maintain strong liquidity ratios



**Balancing capital return to our shareholders** with regulatory capital requirements, growth of our businesses and expectations of our debt investors



Continue to **manage our financial resources prudently**, complying with and anticipating regulatory standards



## KPIs 2027E

vs 2024

**CET1 ratio**  
(B4 fully phased) **≥13.5%**

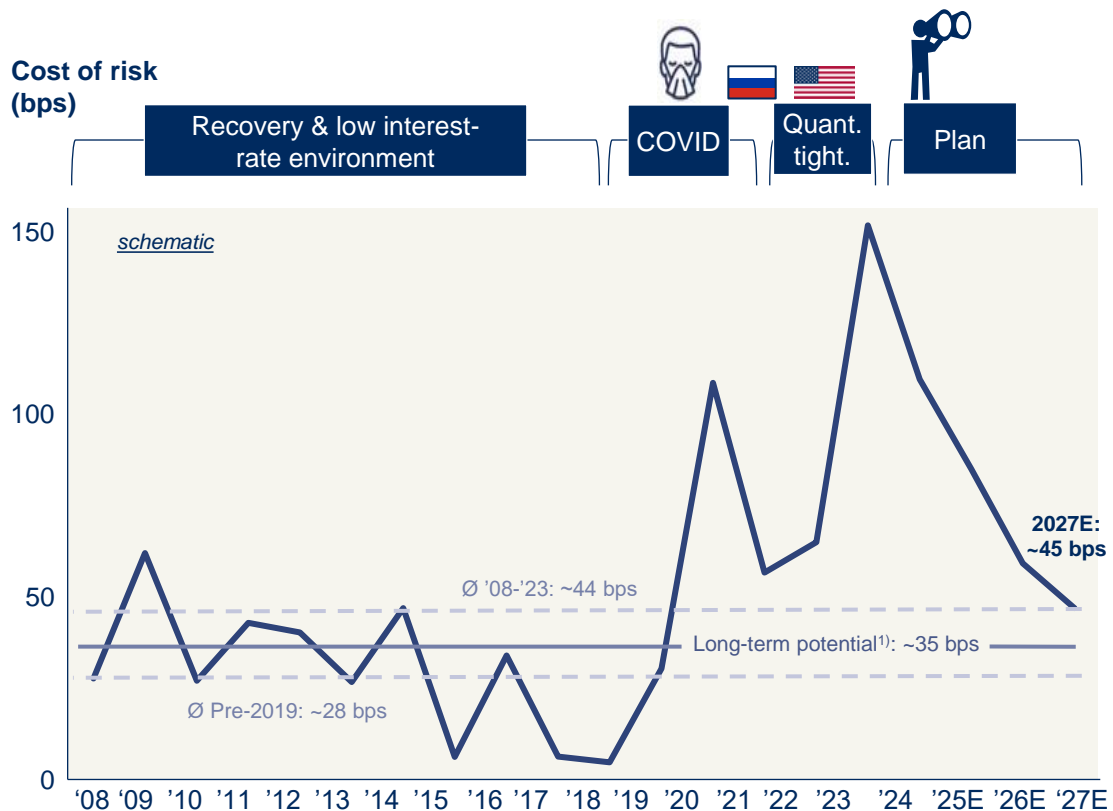
n.a.

**NPE ratio**  
(acc. to EBA Dashboard) **<3%**

<3%

# Aareal AMBITION

Normalization of cost of risk expected going forward



## LTV and seniority

Focus on senior loans within targeted 55-65% LTV risk bucket



## Country risk

Presence primarily in low-risk emphasizing diversification of portfolio



## Asset type

Focus on core and core-plus RE asset types with value-add on case-by-case basis



## Value chain

Emphasis on low-risk stages and no standalone developments



## ESG

Deep integration of ESG in financing, funding, business, credit and risk

1) Assumes that the entire loan portfolio is "rolled over" in the long-term scenario, applying the cost of risk for new business in the "steady state" to the entire stable portfolio of € 37 bn

# Aareal AMBITION

## Infrastructure: Exploit scalability



**Continue to realize our growth initiatives at low marginal costs** within the current and adjacent scope of our business model



**Execute an efficiency program** addressing organizational structure, IT architecture & platform, processes and our campus set-up



**New COO division implemented** that will bundle all “bank platform components”



**Evaluation of additional cost savings in new COO division started**



### KPIs 2027E

vs 2024

Gross savings (p.a.) € ~40 mn

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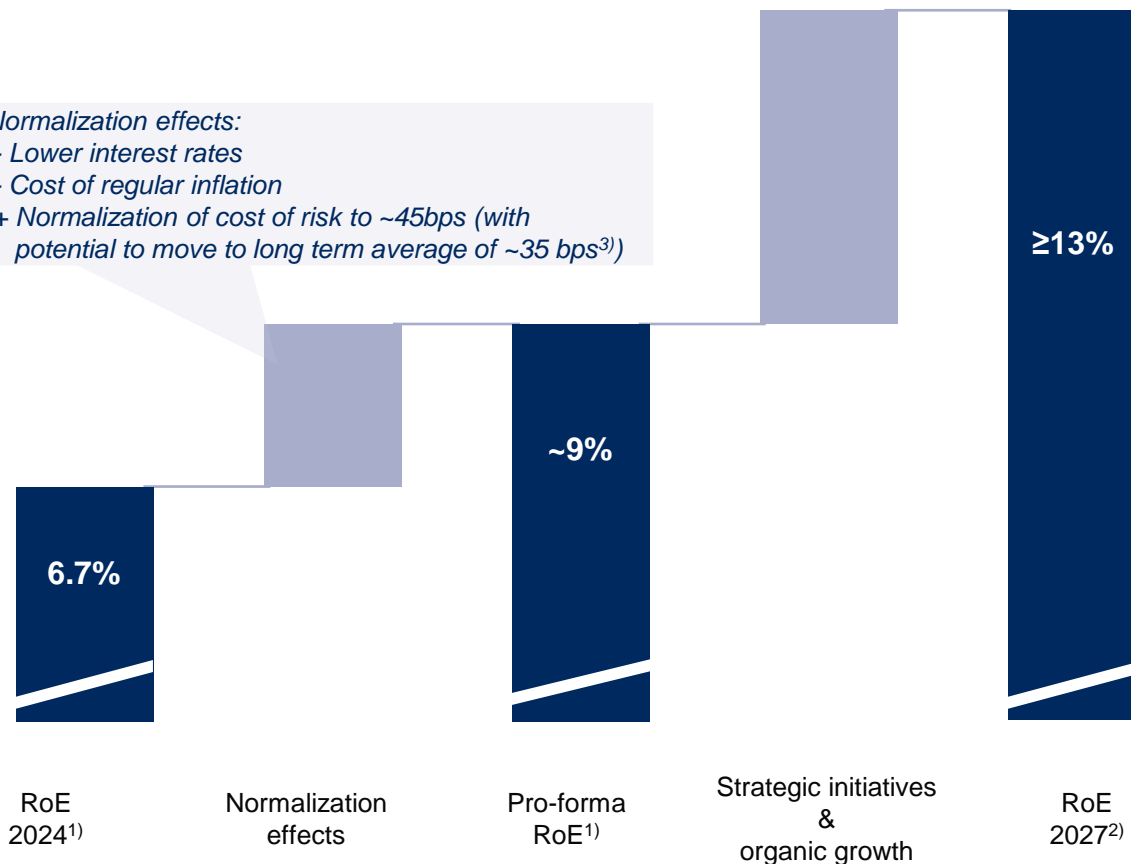
# Aareal AMBITION

Growth and efficiency initiatives to reach and exceed cost of capital...



*schematic*

Normalization effects:  
 - Lower interest rates  
 - Cost of regular inflation  
 + Normalization of cost of risk to ~45bps (with potential to move to long term average of ~35 bps<sup>3)</sup>)



1) Post tax, based on standardised 13.5% CET1-ratio (B4 fully phased)

2) Post tax, adjusted, excl. one-offs, based on standardised 13.5% CET1-ratio (B4 fully phased)

3) Assumes that the entire loan portfolio is "rolled over" in the long-term scenario, applying the cost of risk for new business in the "steady state" to the entire stable portfolio of € 37 bn

# Aareal AMBITION

... and to achieve ambitious group financial targets with a  $\geq 13\%$  RoE<sup>1)</sup> by 2027



1) Post tax, adjusted, excl. one-offs, based on standardised 13.5% CET1-ratio (B4 fully phased)

2) Cost-income ratio excl. bank levy/deposit guarantee scheme and one-offs

# 07

## Key Takeaways



## Key takeaways

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- ✓ **Diversified business model based with two strong segments – high yielding and resilient**
- ✓ **Significant improvements led to the best result since 2018**
- ✓ **Strong income enables further growth**
- ✓ **Well positioned for sentiment change towards sector**
- ✓ **New initiatives ‘Aareal AMBITION’ targeting RoE<sup>1)</sup> ≥13 by 2027**

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1) Post tax, adjusted, excl. one-offs, based on standardised 13.5% CET1-ratio (B4 fully phased)

Appendix  
**Aareal AMBITION**

# Aareal AMBITION

Growth and efficiency initiatives targeting  $\geq 13\%$  RoE after tax<sup>1)</sup> by 2027



SPF	<ul style="list-style-type: none"><li>▪ Accelerate expansion of <b>capital light business to € ~9bn</b> while growing <b>CRE loan book</b> moderately to € ~37bn</li><li>▪ Further portfolio diversification at attractive margins; focus on future-oriented asset classes and regions</li><li>▪ Revised US strategy targeting stable balance sheet volumes while shifting towards more value-accretive asset classes</li></ul>
BDS	<ul style="list-style-type: none"><li>▪ Leverage our strong market position to keep our <b>deposit volumes € &gt;13bn by...</b><ul style="list-style-type: none"><li>▫ ... increasing market penetration within our existing customer base</li><li>▫ ... expanding our customer base into further B2B segments in Germany and internationally</li></ul></li></ul>
Risk, funding & capital	<ul style="list-style-type: none"><li>▪ Preserve conservative risk appetite and fortress balance sheet with <b>NPE ratio &lt;3%</b> and a <b>CoR normalization to ~45 bps</b></li><li>▪ Further diversify funding sources with structured funding products and own retail deposit platform</li><li>▪ Retain strong capital ratios with a <b>CET1 ratio<sup>2)</sup> of <math>\geq 13.5\%</math></b></li></ul>
Infrastructure	<ul style="list-style-type: none"><li>▪ Improve best-in-class <b>cost-income ratio<sup>3)</sup> to &lt;30% by...</b><ul style="list-style-type: none"><li>▫ ... continuing to realize our growth and strategic initiatives at low marginal costs</li><li>▫ ... executing an efficiency program addressing organizational structure, IT architecture and processes</li></ul></li></ul>
People	<ul style="list-style-type: none"><li>▪ Strengthen leadership, invest in experienced experts, continuation of our young talents program and foster diversity along every dimension</li></ul>

1) Post tax, based on standardised 13.5% CET1-ratio (B4 fully phased)

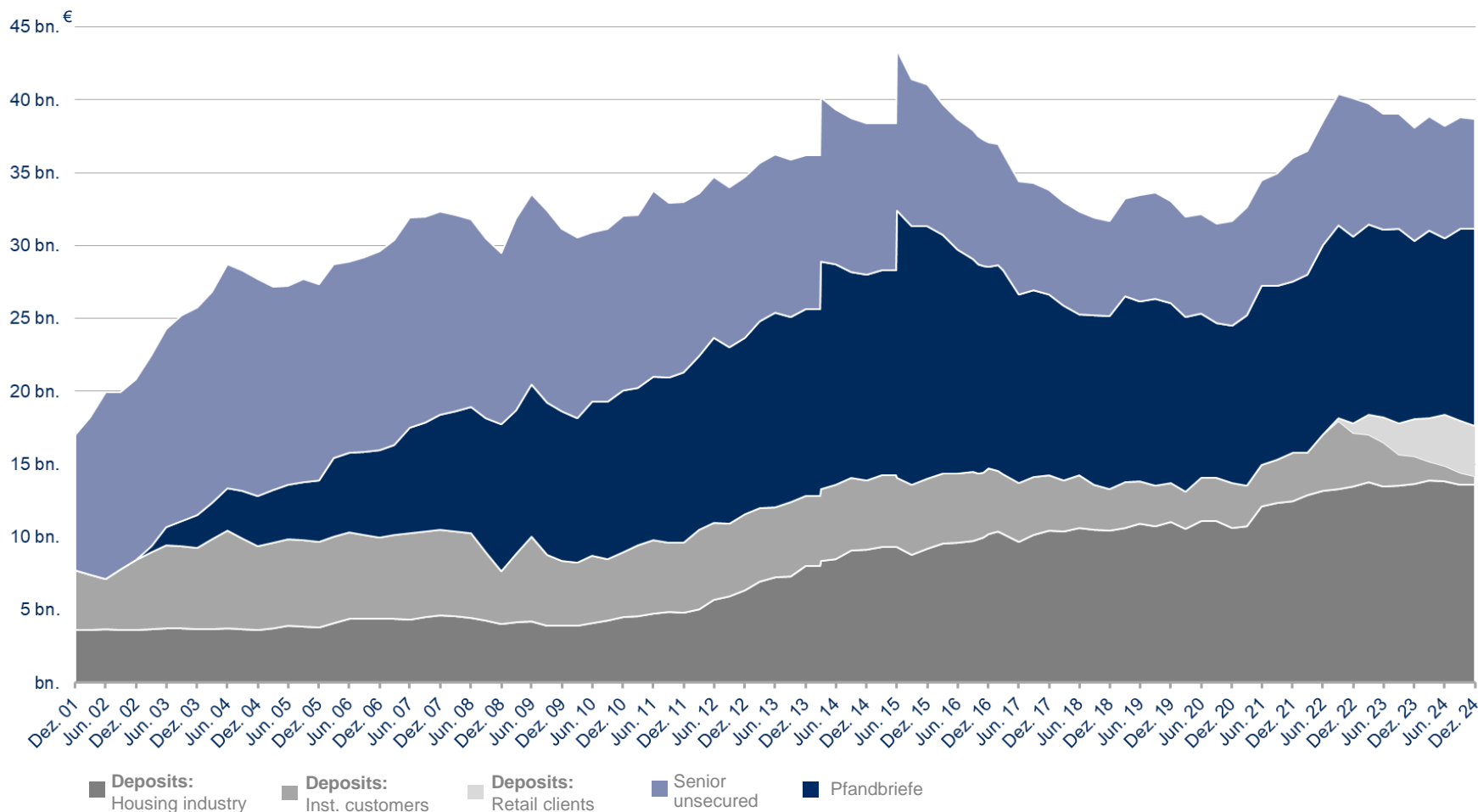
2) B4 fully phased CET1 ratio

3) Cost-income ratio excluding bank levy/deposit guarantee scheme and one-off costs

Appendix  
**Funding, Liquidity & Capital**

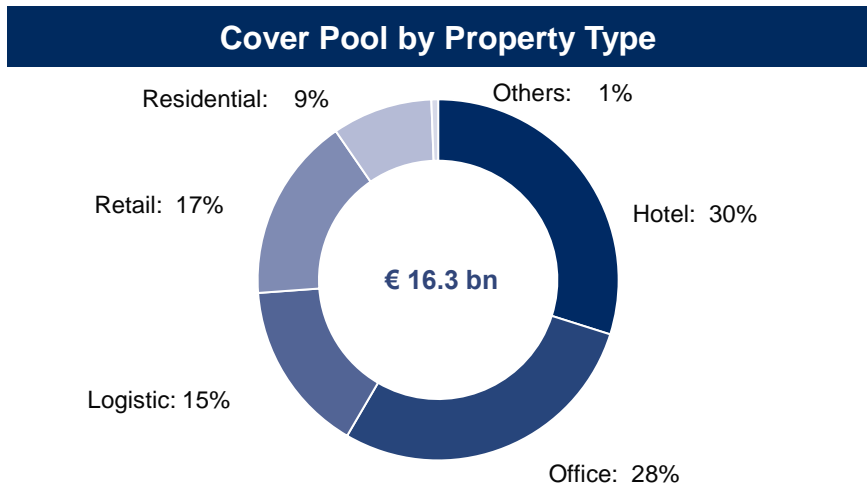
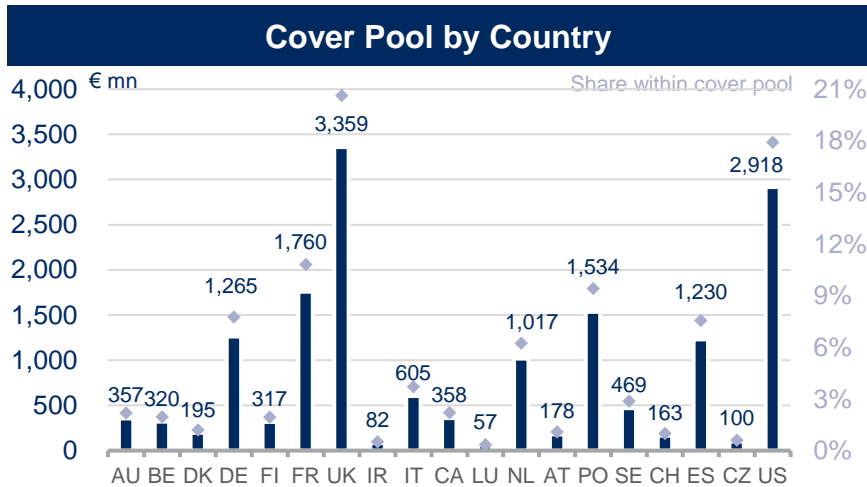
# Funding & Liquidity

Diversified funding sources and distribution channels



# Funding & Liquidity

## Strong Mortgage Cover Pool and Aaa Rating for Pfandbriefe



As at 31.12.2024

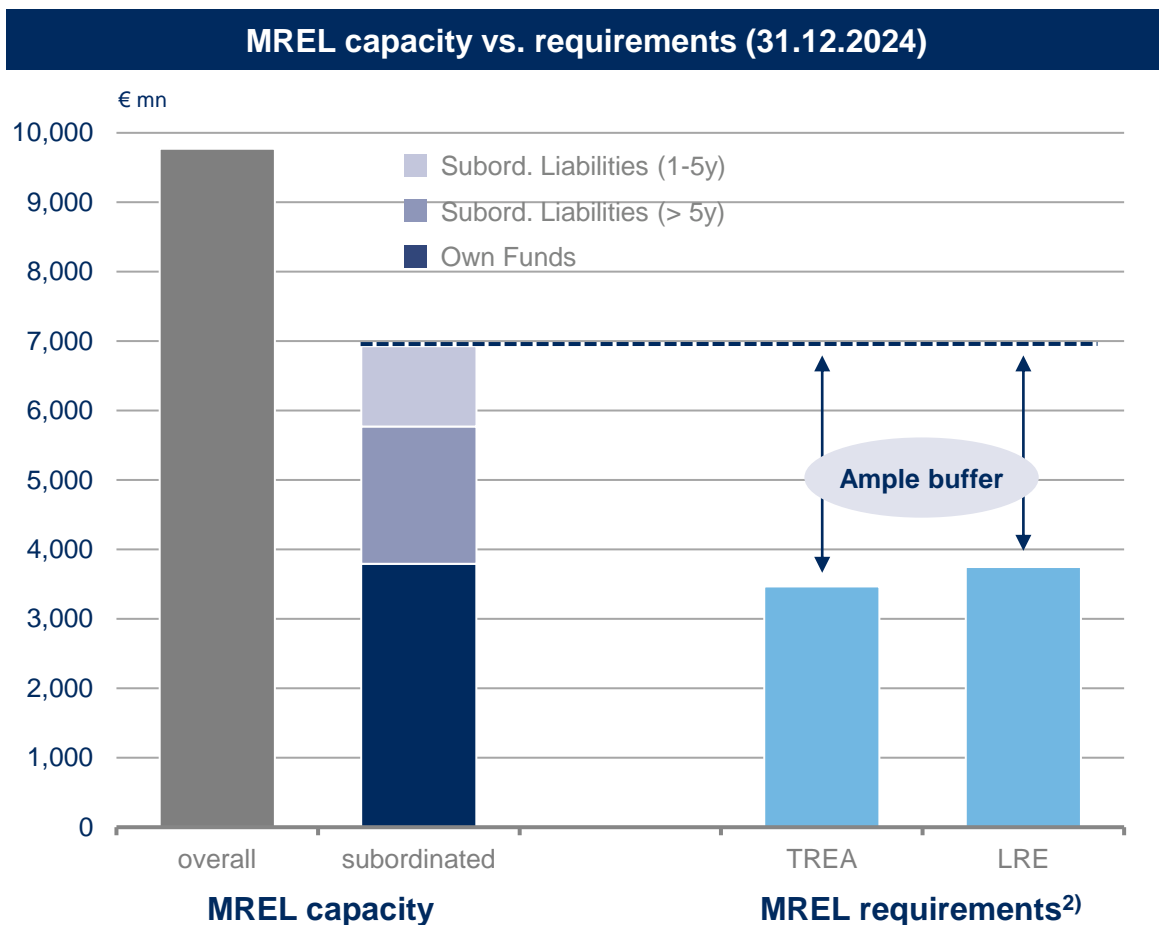
### Pfandbrief funding cornerstone of wholesale issuance

- Cover pool of € 17.2 bn incl. € 0.9 bn substitute assets diversified over 19 countries
- High quality assets: first-class mortgage loans (mortgage-lending-value 56%)
- Mortgage-lending-value with high discount from market-value
- Avg. LTV of the mortgage cover pool 35%
- The Pfandbriefe are rated 'Aaa' by Moody's
- Over-collateralisation on a PV basis as of 31.12.2024: 15.6%
- High diversification within property types and countries



# Funding & Liquidity

## MREL capacity well above regulatory requirements



- Senior Preferred have significant protection from subordinated liabilities and own funds
- Run-down of subordinated liabilities well manageable, after 5 years cet.par. still comfortably complying with requirements
- (Subordinated) MREL ratios as at 31.12.2024:

%	TREA	LRE
Actual	48.54	14.84
Requirements <sup>1)</sup>	24.30	8.03

1) (Subordinated) MREL Requirements came into effect as of January 21, 2025.

MREL-TREA requirement includes the combined buffer requirement (CBR).

2) Based on 2025 requirements in relation to current RWAs (phase-in) and leverage ratio exposure

# Funding & Liquidity

Ratings reflect strong credit profile based on solid capital and liquidity position

Financial Ratings			
Fitch Ratings	FitchRatings	Moody's	Moody's
Issuer default rating (Stable)	BBB	Issuer rating (stable)	Baa1
Short-term issuer rating	F2	Short-term issuer rating	P-2
Deposit rating	BBB+	<b>Senior preferred</b>	<b>Baa1</b>
<b>Senior preferred</b>	<b>BBB+</b>	Senior non preferred	Baa3
Senior non preferred	BBB	Bank deposit rating	Baa1
Viability rating	BBB	BCA	Ba1
Subordinated debt (Tier 2)	BB+	Mortgage Pfandbriefe	Aaa
Additional Tier 1	BB-		

ESG-Ratings		
MSCI	 MSCI	A
ISS-ESG	 ISS ESG	prime (C)
Sustainalytics	 SUSTAINALYTICS	Low (20-10)
CDP	 CDP <small>DISCLOSURE WEIGHT ACTION</small>	Management Level B

Note: ESG-Ratings and Benchmarks as of 21/01/2025



# Interest payments and ADI of Aareal Bank AG

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

	31.12. 2021	31.12. 2022	31.12. 2023	31.12. 2024
€ mn				
Net Retained Profit	96	61	452	2,440
▪ <i>Net income</i>	30	61	391	1,988
▪ <i>Profit carried forward from previous year</i>	66	-	61	452
▪ <i>Net income attribution to revenue reserves</i>	-	-	-	-
+ Other revenue reserves after net income attribution	840	936	936	936
= Total dividend potential before amount blocked	936	997	1.388	3.376
./. Dividend amount blocked under section 268 (8) of the German Commercial Code	386	466	487	503
./. Dividend amount blocked under section 253 (6) of the German Commercial Code	36	24	6	-
= Available Distributable Items	515	507	895	2,873
+ Increase by aggregated amount of interest expenses relating to Distributions on Tier 1 Instruments	20	21	29	33
= 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	535	529	924	2,906 <sup>1)</sup>

Note: Calculation refers to unrounded numbers

1) € 1,941 mn to be distributed in March 2025 acc. to proposed dividend distribution

Appendix  
**ESG**

# ESG is fundamental to our business and our corporate strategy

Supporting our clients on their „Road to Paris“



Real Estate is transitioning to a more...



...sustainable digitized and connected future



We are fostering the transition...

- **Deep integration of ESG** into business, credit, investment, risk and funding strategies
- Comprehensive **Green Finance Framework** in place (for both lending and liabilities)
- Continuously **leveraging our Green product portfolio**
- Consistently **positive ESG-rating results** rewarding Aareal's ESG performance

...because it is important to us



- We are **aware of our responsibility** for the environment and strive to make a **positive contribution to a green future**
- Our **aim** is to **integrate ESG considerations** into **all business decisions**
- We are **committed to transparency, integrity and continuous improvement** and to working together with our clients for a sustainable world

# ESG in our daily business

## Deep integration of ESG in our lending and funding activities



### ESG in our lending business

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

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

### ESG in our funding activity

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

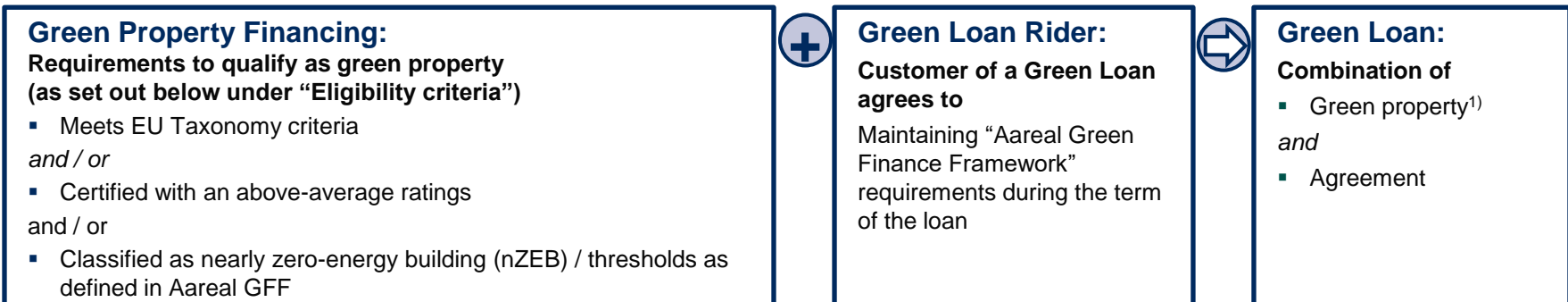
- In addition to the lending framework, Aareal Bank has implemented an accompanying and regularly updated liability-side / use-of-proceeds framework - confirmed through SPO by Sustainalytics - that allows issue of green financing instruments
- “Green Finance Framework – Liabilities” is intended to not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

#### Continue to enlarge climate transparency in the portfolio

- Portfolio transparency and data accumulation significantly improved for both existing and new lending and to be continued
- Publication of first detailed report on financed carbon emissions of our Commercial Real Estate Financing portfolio in 2024 (in accordance with the Partnership for Carbon Accounting Financials (PCAF) standard)

# Aareal's 'credible and impactful' Green Finance Framework

## Aareal Green Finance Framework (GFF) in place

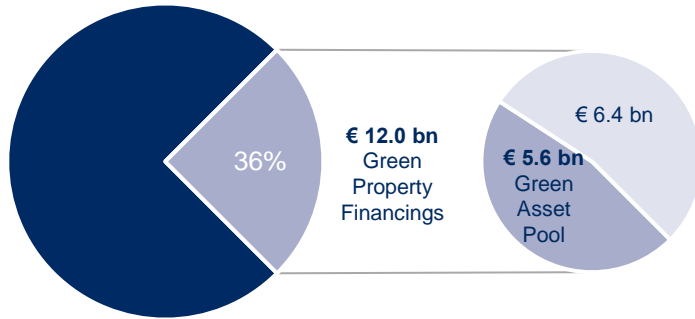


Eligibility category	Eligibility criteria (alternatives)								
Green Buildings	<b>1. EU taxonomy compliant:</b> Buildings meet the EU Taxonomy criteria according to the EU Commission Delegated Regulation, Chapter 7.7 "Acquisition and ownership of existing buildings"	<b>2. Green building certification:</b> <ul style="list-style-type: none"> <li>BREEAM: "Very Good" and above</li> <li>LEED: "Gold" and above</li> <li>DGNB: "Gold" and above</li> <li>Green Star: "5 Stars" and above</li> <li>NABERS: "4.5 Stars" and above</li> <li>HQE: "Excellent" and above</li> <li>Energy Star. "80" or above</li> </ul>	<b>3. Energy efficiency:</b> Classified as a nearly zero-energy building (nZEB) <b>and / or</b> property falls <b>below</b> the maximum energy reference values <table border="1" data-bbox="1387 958 1779 1082"> <tr> <td>75 kWh/m<sup>2</sup> p.a.</td> <td>Residential</td> </tr> <tr> <td>140 kWh/m<sup>2</sup> p.a.</td> <td>Office, Hotel, Retail</td> </tr> <tr> <td>65 kWh/m<sup>2</sup> p.a.</td> <td>Logistics</td> </tr> </table>	75 kWh/m <sup>2</sup> p.a.	Residential	140 kWh/m <sup>2</sup> p.a.	Office, Hotel, Retail	65 kWh/m <sup>2</sup> p.a.	Logistics
75 kWh/m <sup>2</sup> p.a.	Residential								
140 kWh/m <sup>2</sup> p.a.	Office, Hotel, Retail								
65 kWh/m <sup>2</sup> p.a.	Logistics								
Energy efficiency upgrades	<b>1. EU taxonomy compliant:</b> Modernisation measures meet the EU Taxonomy criteria acc. EU Commission Delegated Regulation <sup>3)</sup>	<b>2. Upgrade to Green Building:</b> Completion of the measure brings the property up to the green building standard defined above.	<b>3. Energy efficiency improvement:</b> Completion of the measure results in an energy efficiency improvement of at least 30%.						

1) All buildings within a financing have to qualify as green buildings according to Aareal GFF  
 2) Partnership for Carbon Accounting Financials  
 3) Chapter 7.2 "Renovation of existing buildings"

# 36% of CREF portfolio classified as Green Property Financings

## CREF<sup>1)</sup> portfolio

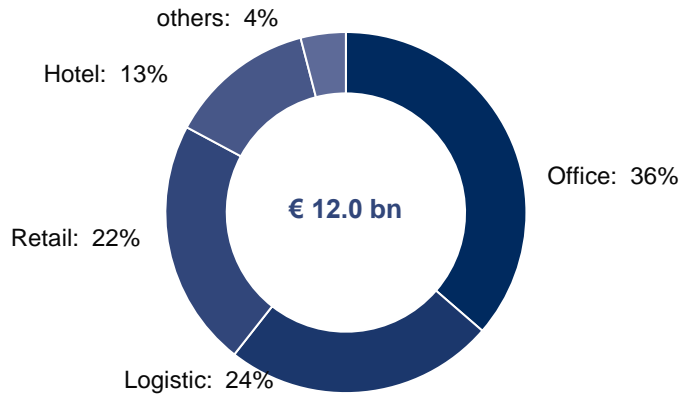


■ CREF portfolio ■ Included in green asset pool ■ Not (yet) included

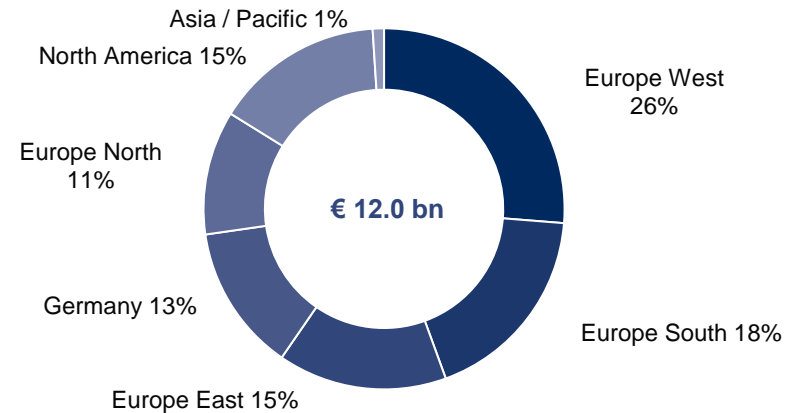
€ 12.0 bn<sup>1)</sup> or 36% of total CREF portfolio fulfilling Aareal's Green Finance Framework and are classified as "Green Property Financings", thereof

- € 5.6 bn included in green asset pool for underlying of Green bond issues
- € 6.4 bn green property financings not (yet) included

## Green Property Financings<sup>2)</sup> by property type



## Green Property Financings<sup>2)</sup> by region



1) CREF excluding business not directly collateralized by properties  
Portfolio data as at 31.12.2024 – ESG Data as at 31.12.2024

2) Valid certificate is documented

# Consistently positive rating results

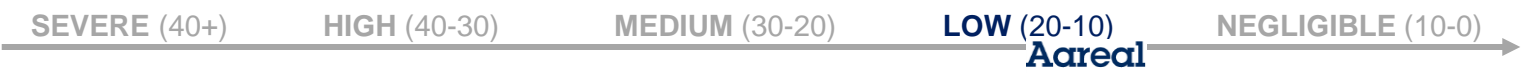
## Rewarding Aareal's ESG performance



- “A” Rating shows strong ESG Performance in the upper midfield in relative comparison to our industry peers
- Above average score in social issues (4.6) vs. Industry average (3.8)



- Prime Status confirms ESG performance above sector-specific Prime threshold, which means Aareal fulfils ambitious absolute performance requirements
- Range of 125 rated companies in the Mortgage & Public Sector Finance sector between D and B, Aareal on Decile Rank 2



- Aareal is at low risk of experiencing material financial impacts from ESG factors, due to its medium exposure and strong management of material ESG issues (negligible or low risk rating in five out of six material ESG issues)
- Still “Low” risk classification (18.1), Rank 213 of 1027 in Sector Banks, 16 of 103 in Thrifts and Mortgages



- Management Level B in CDP's Climate Change survey, which affirms Aareal addressed the environmental impacts of its business and ensure good environmental management

Note: Results and Benchmarks as of 21/01/2025



Appendix  
**Group Results**



# Aareal Bank

## Results FY 2024<sup>1)</sup>

€ mn	01.01.- 31.12.2023	01.01.- 31.12.2024	Change
Net interest income	1,014	1,060	5%
Net commission income	39	-4	-110%
Net derecognition gain or loss	23	31	35%
Net gain or loss from financial instruments (fvpl)	-71	-44	-38%
Net gain or loss from hedge accounting	1	3	200%
Net gain or loss from investments accounted for using the equity method	3	1	-67%
Expenses	-341	-343	1%
Efficiency enhancement one-off		-34	
Loss allowance	-441	-370	-16%
Net other operating income / expenses	-6	-6	
<b>Operating profit from continuing operations</b>	<b>221</b>	<b>294</b>	<b>33%</b>
Income taxes	-94	-82	-13%
<b>Consolidated net income from continuing operations</b>	<b>127</b>	<b>212</b>	
Net income from discontinued operations	-79	2,062	
<b>Consolidated net income</b>	<b>48</b>	<b>2,274</b>	<b>4638%</b>
Consolidated net income attributable to non-controlling interests	-23	0	
Consolidated net income attributable to shareholders of Aareal Bank AG	71	2,274	3103%

1) In accordance with IFRS 5, net income from discontinued operations is disclosed separately; the previous year's figures have been adjusted

# Aareal Bank

## Results FY 2024 by segments<sup>1)</sup>

	Structured Property Financing		Banking & Digital Solutions		Consolidation/ Reconciliation		Aareal Bank	
	01.01.-	01.01.-	01.01.-	01.01.-	01.01.-	01.01.-	01.01.-	01.01.-
	31.12.	31.12.	31.12.	31.12.	31.12.	31.12.	31.12.	31.12.
	2023	2024	2023	2024	2023	2024	2023	2024
€ mn								
Net interest income	776	791	238	269	0	0	1,014	1,060
Net commission income	6	1	33	-5	0	0	39	-4
Net derecognition gain or loss	23	31					23	31
Net gain or loss from financial instruments (fvpl)	-71	-43	0	-1			-71	-44
Net result from hedge accounting	1	3					1	3
Net gain or loss from investments accounted for using the equity method	1	0	2	1			3	1
Expenses	-231	-244	-110	-99		0	-341	-343
Efficiency enhancement one-off		-34						-34
Loss allowance	-441	-370	0	0			-441	-370
Net other operating income / expenses	-4	-5	-2	-1	0	0	-6	-6
<b>Operating profit from continuing operations</b>	<b>60</b>	<b>130</b>	<b>161</b>	<b>164</b>	<b>0</b>	<b>0</b>	<b>221</b>	<b>294</b>
Income taxes	-44	-30	-50	-52			-94	-82
<b>Consolidated net income from continuing operations</b>	<b>16</b>	<b>100</b>	<b>111</b>	<b>112</b>	<b>0</b>	<b>0</b>	<b>127</b>	<b>212</b>
Net income from discontinued operations					-79	2,062	-79	2,062
<b>Consolidated net income</b>	<b>16</b>	<b>100</b>	<b>111</b>	<b>112</b>	<b>-79</b>	<b>2,062</b>	<b>48</b>	<b>2,274</b>
<b>Allocation of results</b>								
Cons. net income attributable to non-controlling interests	-1	0	0	0	-22		-23	0
Cons. net income attributable to shareholders of Aareal Bank AG	17	100	111	112	-57	2,062	71	2,274

1) Presentation in line with the structure prescribed by IFRS 5

# Aareal Bank

## Results<sup>1)</sup> - quarter by quarter

	Structured Property Financing					Banking & Digital Solutions					Consolidation / Reconciliation					Aareal Bank				
	Q4 '23	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 '23	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 '23	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 '23	Q1 2024	Q2 2024	Q3 2024	Q4 2024
€ mn																				
Net interest income	212	203	192	194	202	68	65	70	68	66	0	0	0	0	0	280	268	262	262	268
Net commission income	0	-1	2	1	-1	9	-1	-2	0	-2	0	0	0	0	0	9	-2	0	1	-3
Net derecognition gain or loss	5	3	6	10	12											5	3	6	10	12
Net gain or loss from financial instruments (fvpl)	-13	-17	-11	-22	7	0	-1	0	0	0						-13	-18	-11	-22	7
Net gain or loss from hedge accounting	3	8	0	-6	1											3	8	0	-6	1
Net gain or loss from investments accounted for using the equity method	1				0					1						1				1
Expenses	-58	-58	-70	-47	-69	-35	-24	-24	-25	-26			0	0	0	-93	-82	-94	-72	-95
Efficiency enhancement one-off		-2	-2	-1	-29												-2	-2	-1	-29
Loss allowance	-179	-83	-80	-94	-113	0	0	0	0	0			0	0		-179	-83	-80	-94	-113
Net other operating income/expenses	-11	0	9	2	-16	-1	-1	0	0	0	0	0	0	0	0	-12	-1	9	2	-16
<b>Operating profit from continuing operations</b>	<b>-40</b>	<b>53</b>	<b>46</b>	<b>37</b>	<b>-6</b>	<b>41</b>	<b>38</b>	<b>44</b>	<b>43</b>	<b>39</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>91</b>	<b>90</b>	<b>80</b>	<b>33</b>
Income taxes	-16	-12	-15	-9	6	-12	-12	-14	-14	-12						-28	-24	-29	-23	-6
<b>Consolidated net income from continuing operations</b>	<b>-56</b>	<b>41</b>	<b>31</b>	<b>28</b>	<b>0</b>	<b>29</b>	<b>26</b>	<b>30</b>	<b>29</b>	<b>27</b>		<b>0</b>	<b>0</b>	<b>0</b>		<b>-27</b>	<b>67</b>	<b>61</b>	<b>57</b>	<b>27</b>
Net income from discontinued operations											-29	6	-142	-25	2,223	-29	6	-142	-25	2,223
<b>Consolidated net income</b>	<b>-56</b>	<b>41</b>	<b>31</b>	<b>28</b>	<b>0</b>	<b>29</b>	<b>26</b>	<b>30</b>	<b>29</b>	<b>27</b>	<b>-29</b>	<b>6</b>	<b>-142</b>	<b>-25</b>	<b>2,223</b>	<b>-56</b>	<b>73</b>	<b>-81</b>	<b>32</b>	<b>2,250</b>
Cons. net income attributable to non-controlling interests	-1	0	0	0	0	0	0	0	0	0	-9	2	-32	-7	37	-10	2	-32	-7	37
Cons. net income attributable to ARL shareholders	-55	41	31	28	0	29	26	30	29	27	-20	4	-110	-18	2,186	-46	71	-49	39	2,213

1) Presentation in line with the structure prescribed by IFRS 5

Appendix  
**Definitions and contacts**

# Definitions

<b>New Business</b>	New business = Newly acquired business + renewals
<b>Common Equity Tier 1 ratio</b>	$\frac{\text{CET 1}}{\text{Risk weighted assets}}$
<b>CIR</b>	$\frac{\text{Admin expenses (excluding bank levy/deposit guarantee scheme and one-off costs)}}{\text{Net income}}$
<b>Net income</b>	Net interest income + Net commission income + Net derecognition gain or loss + Net gain or loss from financial instruments (fvpl) + Net gain or loss on hedge accounting + Net gain or loss from investments accounted for using the equity method + Net other operating income / expense
<b>Net stable funding ratio</b>	$\frac{\text{Available stable funding}}{\text{Required stable funding}}$
<b>Liquidity coverage ratio</b>	$\frac{\text{Total stock of high quality liquid assets}}{\text{Net cash outflows under stress}}$
<b>Yield on Debt</b>	$\frac{\text{NOI x 100 (Net operating income, 12-months forward looking)}}{\text{Outstanding incl. prior/pari-passu loans (without developments)}}$
<b>CREF-portfolio</b>	Commercial real estate finance portfolio excl. private client business and WIB's public sector loans
<b>REF-portfolio</b>	Real estate finance portfolio incl. private client business and WIB's public sector loans
<b>Exposure (performing)</b>	Maximum [actual commitment (performing) or Outstanding (performing)]

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A photograph of a city skyline at sunset, with buildings reflected in the water. A large, semi-transparent blue geometric shape, consisting of several overlapping triangles, is overlaid on the right side of the image. The text "Thank you!" is written in white, bold, sans-serif font within this blue area.

**Thank you!**

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YOUR COMPETITIVE ADVANTAGE.