

# Bausparkasse Schwäbisch Hall AG

## Investor Presentation



# Summary 2023



<b>Vision</b>	<ul style="list-style-type: none"><li>- A leading provider of products and services in the cooperative Building and Living ecosystem in close cooperation with the cooperative banks</li></ul>
<b>Mission</b>	<ul style="list-style-type: none"><li>- To create and preserve homes</li></ul>
<b>Position</b>	<ul style="list-style-type: none"><li>- Sustainable real estate financing provider and part of the German Cooperative Banking Group</li><li>- New business: housing financing €13.4 billion and Bausparen €31 billion</li></ul>
<b>Earnings position/ Balance sheet</b>	<ul style="list-style-type: none"><li>- €20m profit before tax (IFRS consolidated)</li><li>- Total assets €85 bn (IFRS consolidated)</li></ul>
<b>Sales network</b>	<ul style="list-style-type: none"><li>- Approximately 3,100 sales agents and almost 100% of cooperative banks</li></ul>
<b>Customers</b>	<ul style="list-style-type: none"><li>- Around 6.3m customers in Germany</li><li>- Almost 0.7m customers outside Germany</li></ul>
<b>Cover pool/ Rating</b>	<ul style="list-style-type: none"><li>- Highly granular cover pool from purely residential loans</li><li>- Our Pfandbriefe have been awarded the top Aaa rating</li></ul>
<b>Funding</b>	<ul style="list-style-type: none"><li>- The issuance of Pfandbriefe serves to refinance housing financing</li></ul>
<b>Outlook</b>	<ul style="list-style-type: none"><li>- Private households continue to be very keen to buy homes, but the market environment is challenging (including high inflation and interest rates). High volume of energy-efficient refurbishments expected in future</li><li>- The energy renovation requirement is estimated at €80 billion p.a. in 2024<sup>1</sup></li><li>- The volume of (debt) financing in the housing financing business with private households in Germany is expected to be around €173 billion in 2024<sup>2</sup></li><li>- Renaissance in Bausparen leads to anticipated high market level of €100 billion<sup>3</sup></li></ul>

<sup>1</sup> Report of the Working Group for Contemporary Building: “Housing construction - the future of the existing building”, February 2022, own calculations

<sup>2</sup> Housing financing: MAD - Research; German Bundesbank: MFI interest rate statistics as of 09/2023, own projections

<sup>3</sup> MAD - Research; Association of private building societies, own estimates

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1. Schwäbisch Hall at a Glance

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2. Business Strategy

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3. Balance Sheet and Income Statement Data

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4. Cover Pool

---

5. Funding

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6. Rating

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# **1. Schwäbisch Hall at a Glance**

## 2. Business Strategy

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## 3. Balance Sheet and Income Statement Data

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## 4. Cover Pool

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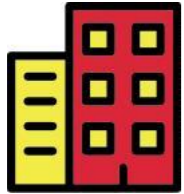
## 5. Funding

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## 6. Rating

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# Bausparkasse Schwäbisch Hall at a glance



Largest German  
Bausparkasse with around  
**31% market share**

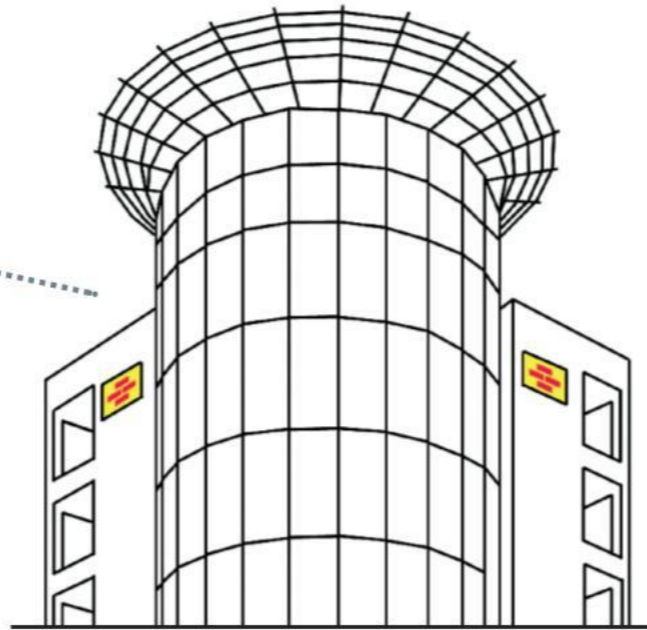


**Around 7m customers**  
in Germany and abroad (around 6.3m in DE)



One of Germany's largest providers  
of housing finance with more than

**Around €13.4bn new housing  
financing business**



**Around 7m contracts**  
More than €321bn Bauspar sum in the portfolio

Data as at: 31 Dec. 2023

# Our Success Story



## Continuous growth – for 90 years

**1931** 16 May: Established in Cologne as “Deutsche Bausparer AG, Bau-, Spar- und Entschuldungskasse”

**1944** Schwäbisch Hall becomes the new head office due to wartime events

**1956** Investment by “Raiffeisen-Zentralkassen” (agricultural credit cooperatives’ central institutions). New name: “Bausparkasse Schwäbisch Hall AG, Bausparkasse der Volksbanken und Raiffeisenkassen”

**1975** The Schwäbisch Hall brand animal is born: The Bauspar fox takes the stage

**from 1992** Establishment of in Eastern Europe (currently Slovakia and Hungary) subsidiaries\*



**from 1994** Establishment of:  
Schwäbisch Hall Training GmbH (SHT)  
Schwäbisch Hall Kreditservice GmbH (SHK)  
Schwäbisch Hall Facility Management GmbH (SHF)

**2004** Bauspar starts in China (in four provinces since 2018)

**2014** Evolution of business strategy: On the way to becoming a provider of housing finance with a Bausparen core business segment

**from 2018** Establishment of: BAUFINEX: online sales platform  
Schwäbisch Hall Wohnen: digital sales Impleco: digital ecosystem for all aspects of “Building and Living”

**2022** At €51.1 billion, best sales performance in the Company’s history

\*minority interests (except Hungary)

## Strategic domestic investments



Digital platform business / sales support



Processing for Bauspar  
and lending business



Training and  
consulting



Facilities  
management



Broker  
marketplace



Digital sales



Building and Living  
digital ecosystem



Optimising housing  
financing processes



Data-driven  
market  
cultivation  
solutions

# Our Partners – the Basis of our Success



## The German Cooperative Banking Group



Around **730** cooperative banks



Around **134,550** employees



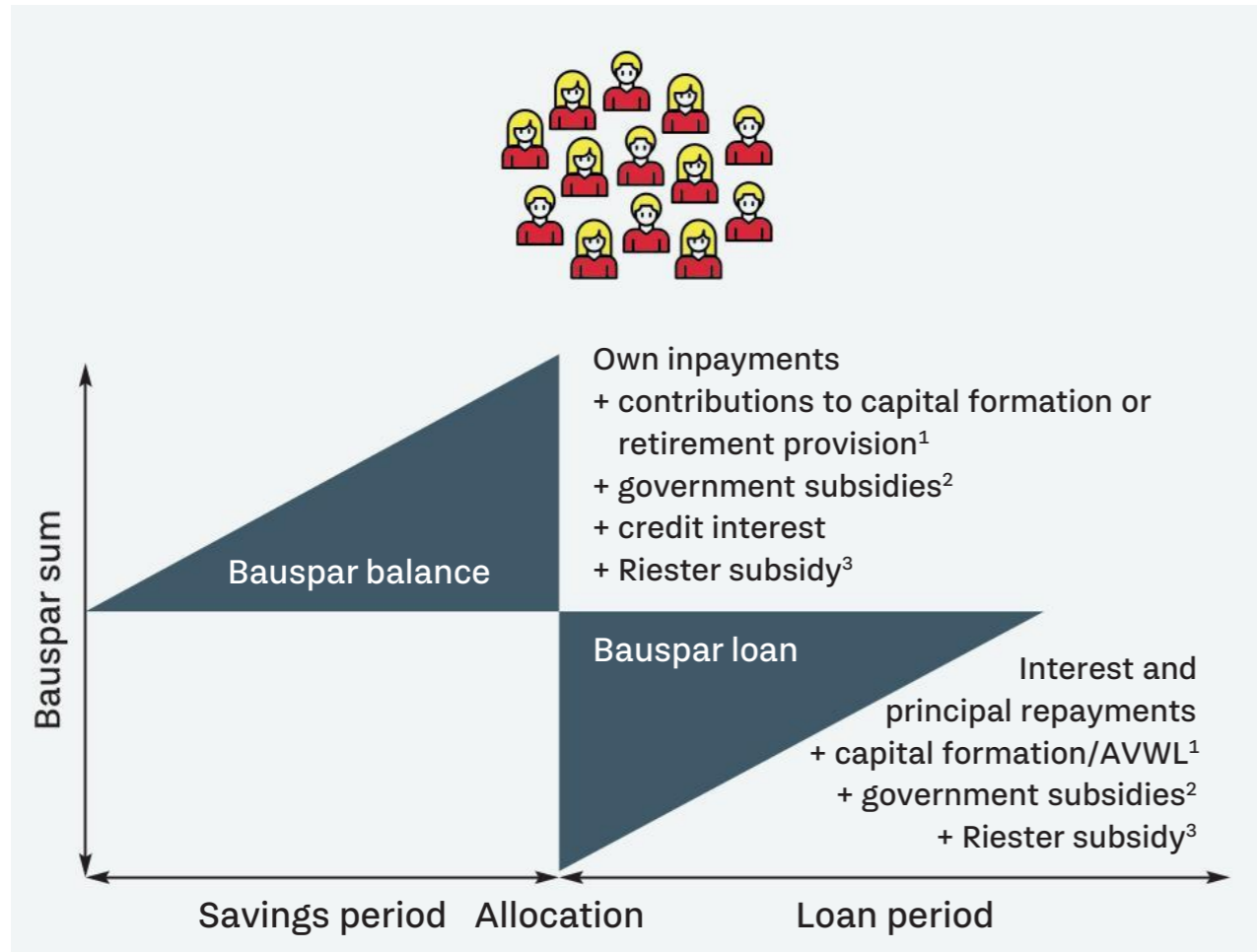
**17.9** million members



**A+/AA – Network rating**  
by Standard & Poor's and Fitch Ratings

finanzgruppe.de				Genossenschaftliche FinanzGruppe Volksbanken Raiffeisenbanken			
 Schwäbisch Hall							
	 Volksbanken Raiffeisenbanken						
			reisebank.				

# How Does Bausparen Work?



<sup>1</sup>AVWL: payments by employer in addition to salary depending on industry

<sup>2</sup>Income limits and other conditions apply

<sup>3</sup>If eligible/conditions are satisfied

<sup>4</sup>Other allocation conditions apply



## Saving equity capital

For Bausparen, the customer enters into a **Bauspar contract** for a specific Bauspar sum and saves about half of this amount in regular instalments



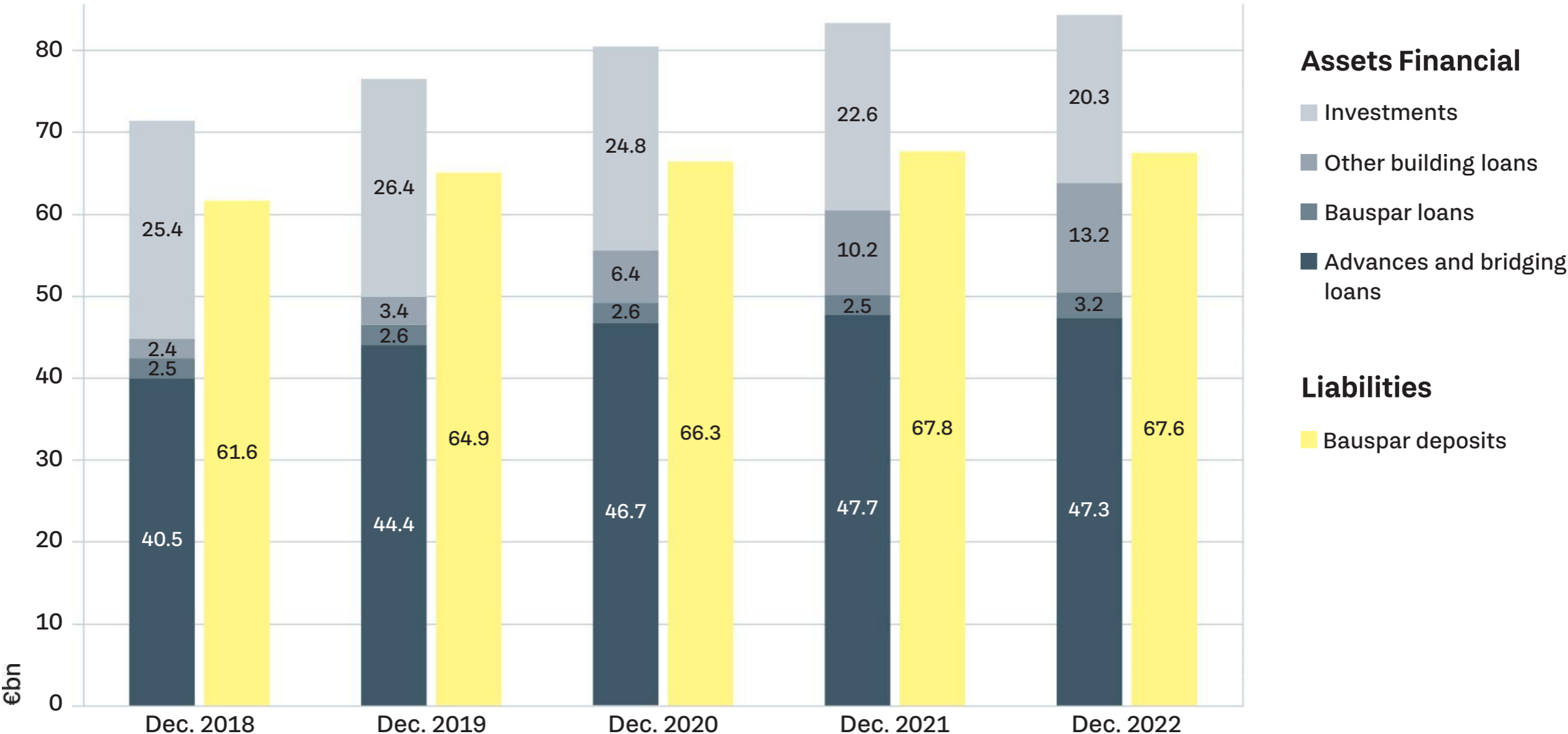
## Taking out loans

Once the agreed portion of the Bauspar sum has been saved<sup>4</sup>, a **low-interest Bauspar loan** can be taken out for the remainder



## Paying back convenient instalments

In the **interest/principal repayment phase**, the customer pays back the loan in regular monthly instalments



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1. Schwäbisch Hall at a Glance

**2. Business Strategy**

3. Balance Sheet and Income Statement Data

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4. Cover Pool

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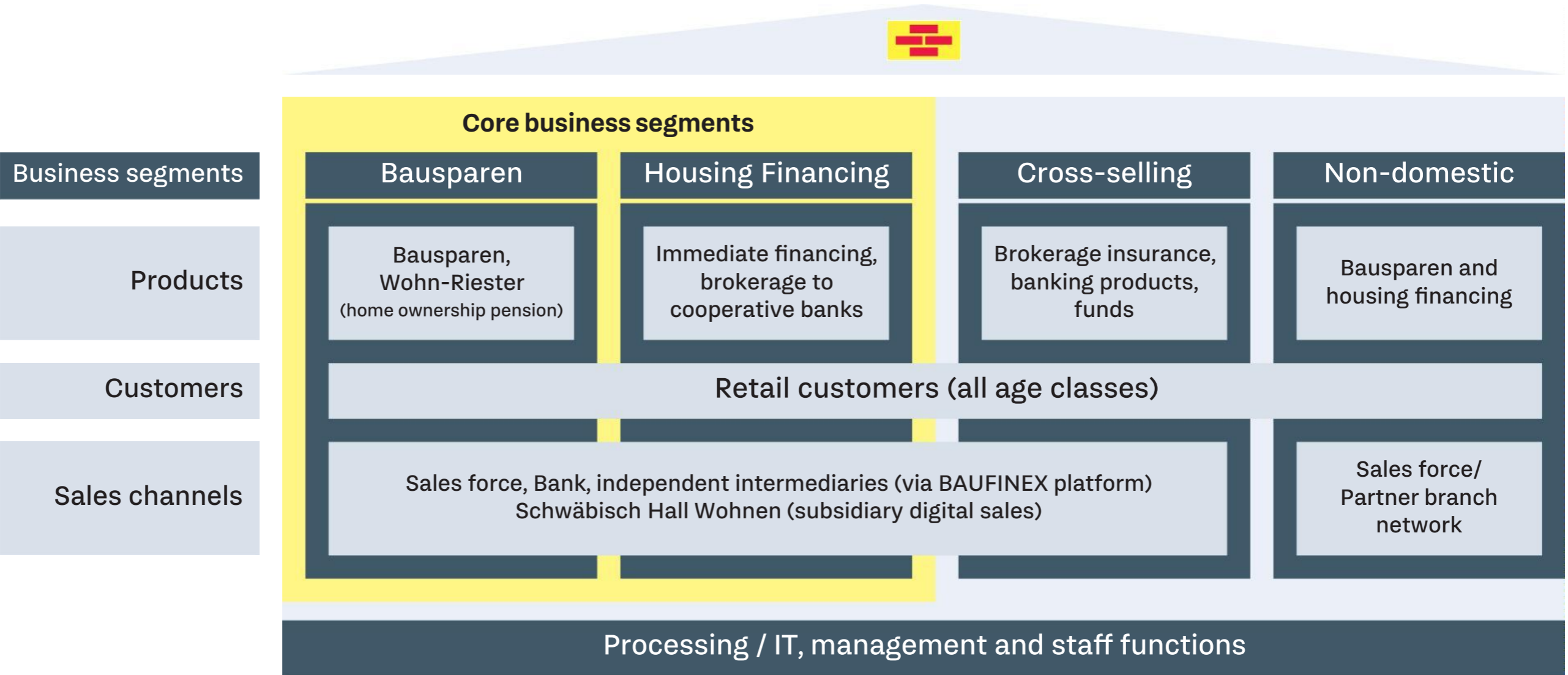
5. Funding

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6. Rating

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# Business Model and Business Segments



# Our Ambition: No. 1 Provider of Housing Finance

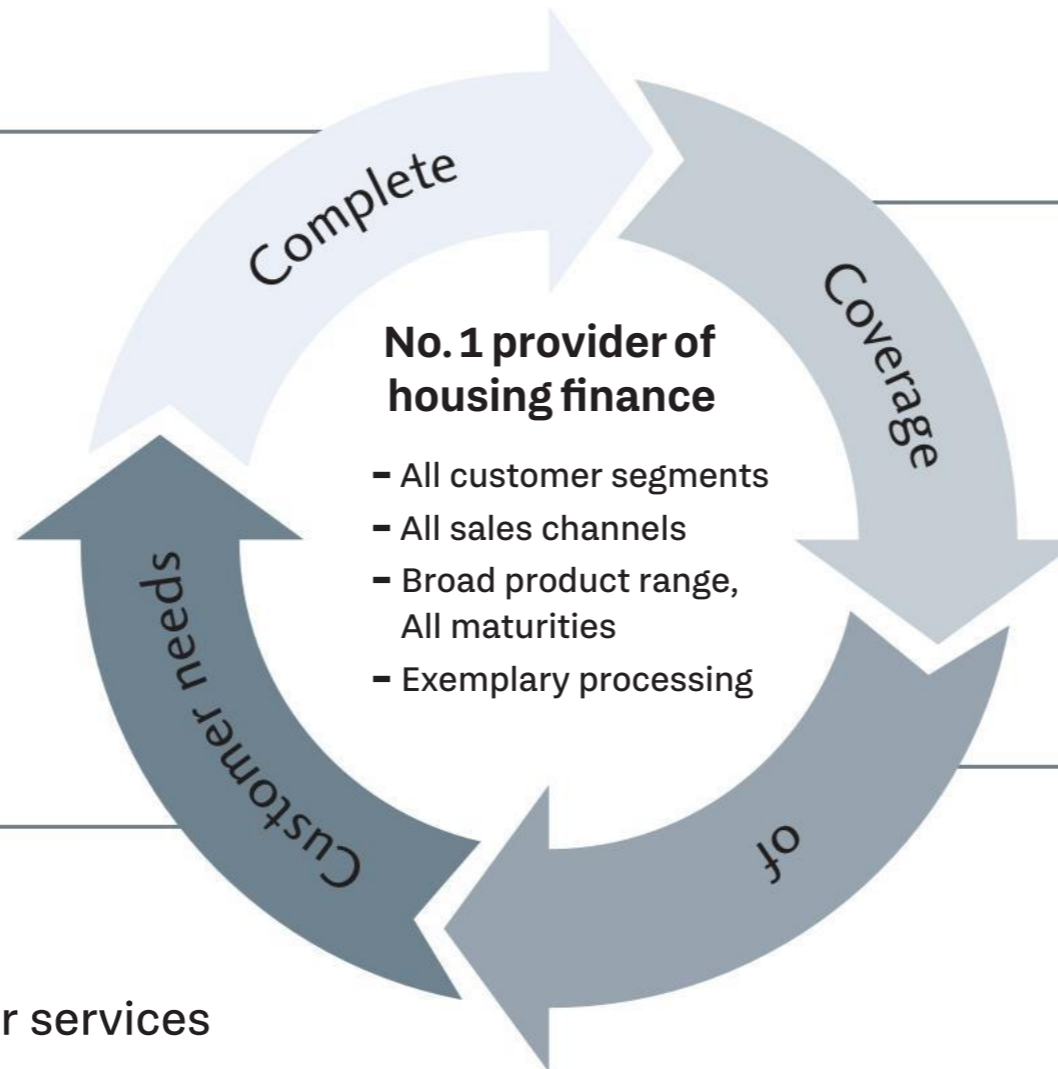


## Sales/customer care

- Large number of expert housing finance advisers
- Nationwide cooperation with the banks of the German Cooperative Banking Group
- Expansion platform business

## Service

- Ongoing enhancement of advisory systems
- Further expansion of customer services (Customer Journey)



## Products, conditions/commissions

- End-to-end cover of customer needs
- Wohn-Riester as a unique selling point
- Attractive conditions

## Processes

- Cost-effective loan processing (economies of scale)
- Expansion of process automation (E2E)

# Our Unique Selling Points



## Powerful sales organisation

- ~ 3.100 force employees
- Nationwide cooperation with the cooperative banks
- BAUFINEX B2B-platform

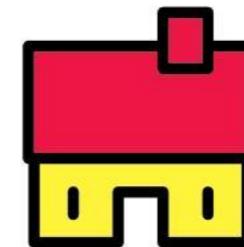
## Broad customer base

BSH: ~ 6.3m customers  
GCBG: ~ 30m customers



Funding by collective independent of capital markets  
New: supplemented by Pfandbriefe (covered bonds)

Above-average housing finance level compared with the market\*



## High brand recognition

„Auf diese Steine können Sie bauen“  
(You can build on these stones)

\*Source: BSH market research, new business growth 2012 – 2023

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1. Schwäbisch Hall at a Glance

---

2. Business Strategy

---

**3. Balance Sheet and Income Statement Data**

---

4. Cover Pool

---

5. Funding

---

6. Rating

---

## Schwäbisch Hall Group: selected financial data\*

	31 Dec 2022	31 Dec 2021
Balance sheet total in €m	85,599	85,371
Equity in €m	4,215	5,718
Common Equity Tier 1 capital ratio in %	24.8	30.6
Profit before tax in €m	143	130
Cost/income ratio in %	76.9	78.1
RORAC in %	4.7	4.6
LCR in % (only Bausparkasse SHA AG)	317.2	1,780.9

DZ BANK AG and Bausparkasse Schwäbisch Hall have entered into a profit and loss transfer agreement

\*IFRS

# Schwäbisch Hall Consolidated Balance Sheet



## Assets

€m	31 Dec 2022	31 Dec 2021
Cash and cash equivalents	80	998
Loans and advances to banks	8,798	8,045
Loans and advances to customers*	66,373	63,175
Positive fair values of hedging instruments	32	2
Investments	9,479	12,893
Investments accounted for using the equity method	85	114
Intangible assets	187	199
Property, plant and equipment and right-of-use assets	110	110
Income tax assets (current + deferred)	618	4
Other assets	49	29
Loss allowances	-212	-198
<b>Total assets</b>	<b>85,599</b>	<b>85,371</b>

## Equity and liabilities

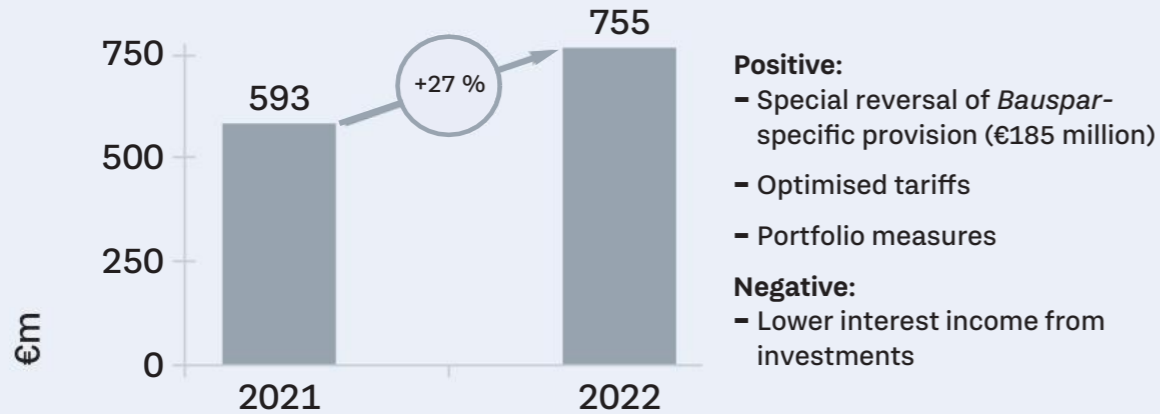
€m	31 Dec 2022	31 Dec 2021
Deposits from banks	10,459	9,452
Deposits from customers	66,851	66,733
Fair value changes of hedged items in portfolio hedges of interest rate risk	-223	-10
Issued bonds	2,510	1,506
Negative fair values of hedging instruments	220	5
Provisions	1,355	1,683
Income tax liabilities (current + deferred)	15	107
Other liabilities	197	177
Equity	4,215	5,718
<b>Total equity and liabilities</b>	<b>85,599</b>	<b>85,371</b>

\*incl. country borrower's note loans

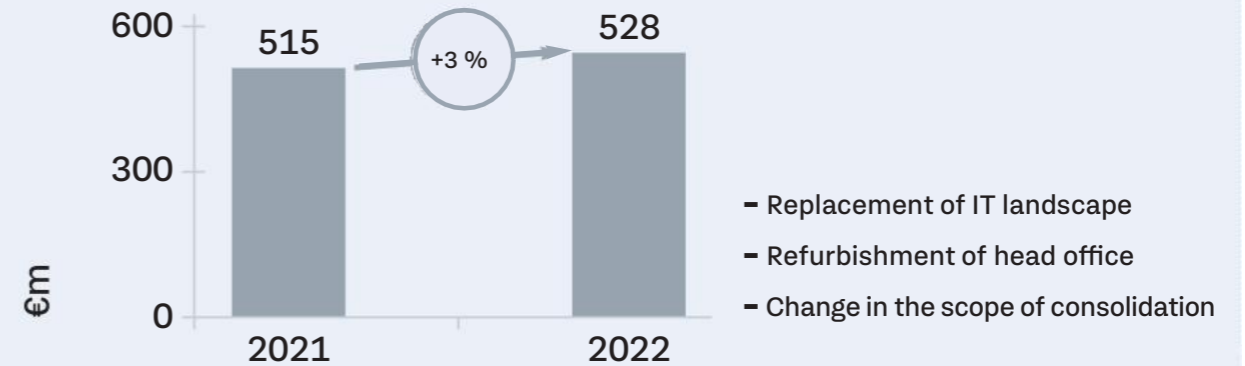
# Income, Expense and Earnings Trends



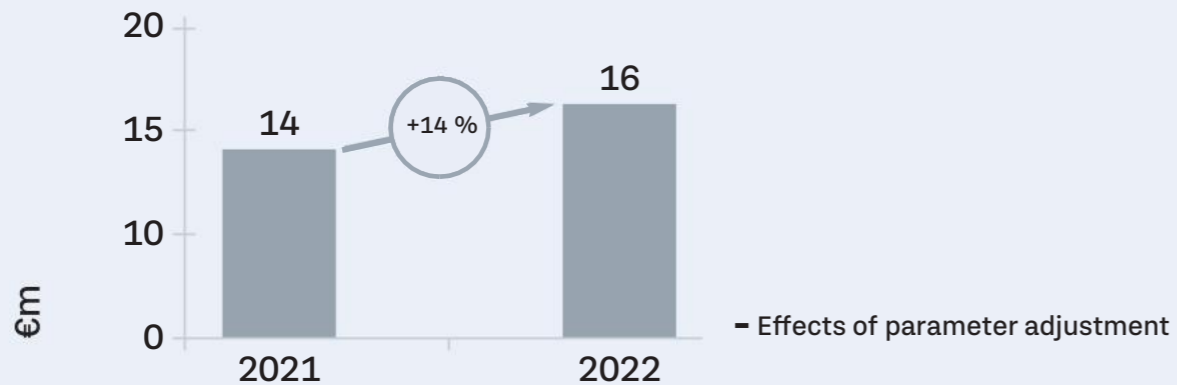
## Net fee and commission income



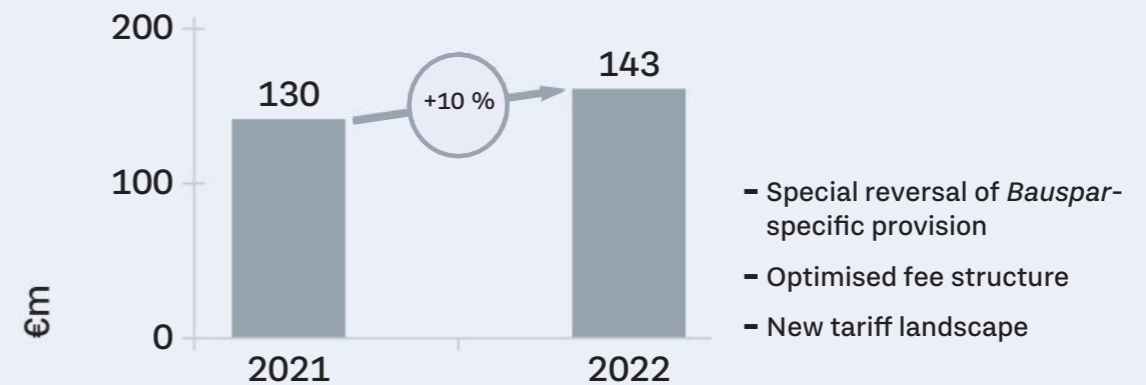
## Administrative expenses



## Loss allowances



## Profit before tax



# IFRS Income Statement\* (condensed)



€m	31 Dec 2022	31 Dec 2021
Net interest income	744	581
Net fee and commission income	11	12
Gains or losses on investments	-90	22
Other gains or losses on valuation of financial instruments	3	-
Gains or losses on derecognition of financial assets measured at amortised cost	3	2
Loss allowances	-16	-14
Administrative expenses	-528	-515
Other net operating income	16	42
<b>Profit before taxes</b>	<b>143</b>	<b>130</b>
Income taxes	-53	-40
<b>Net profit</b>	<b>90</b>	<b>90</b>

\*BSH-Group

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1. Schwäbisch Hall at a Glance

---

2. Business Strategy

---

3. Balance Sheet and Income Statement Data

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**4. Cover Pool**

---

5. Funding

---

6. Rating

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# You Can Build on This Cover Pool



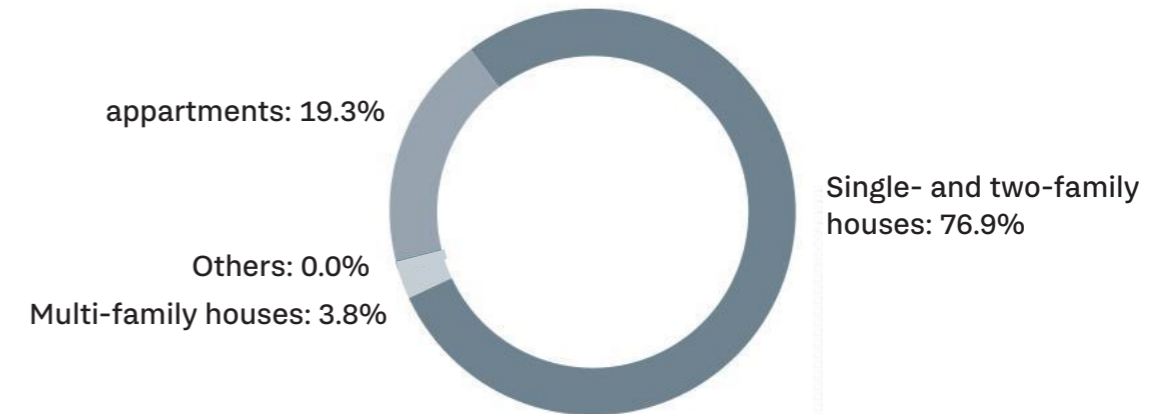
## Cover Pool: Private residential property finance



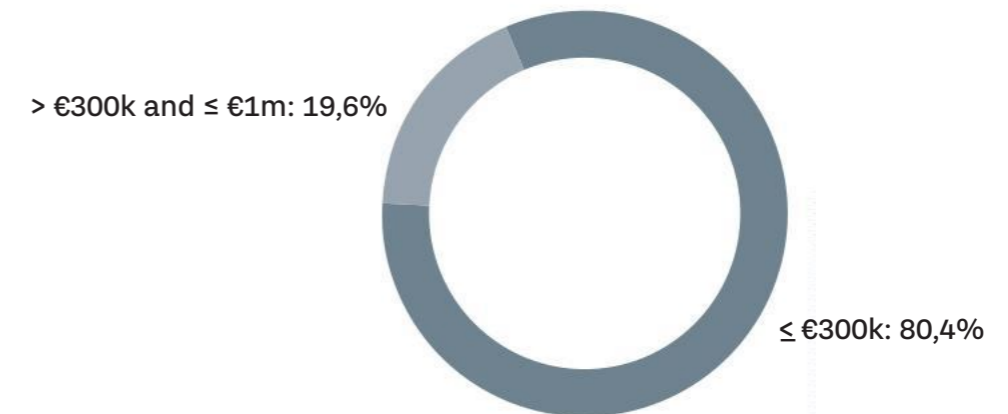
as of: 31 Dec 2023

- Residential property cover pool  
due to Bausparkassen Act  
(significant restrictions for commercial lending)
- Granular, Germany-wide **diversified loan portfolio**
  - Around 87% owner-occupied property
  - Around 77% single- and two-family houses
  - All collateral located in Germany
  - No foreign currencies

### Usage category of regular cover assets

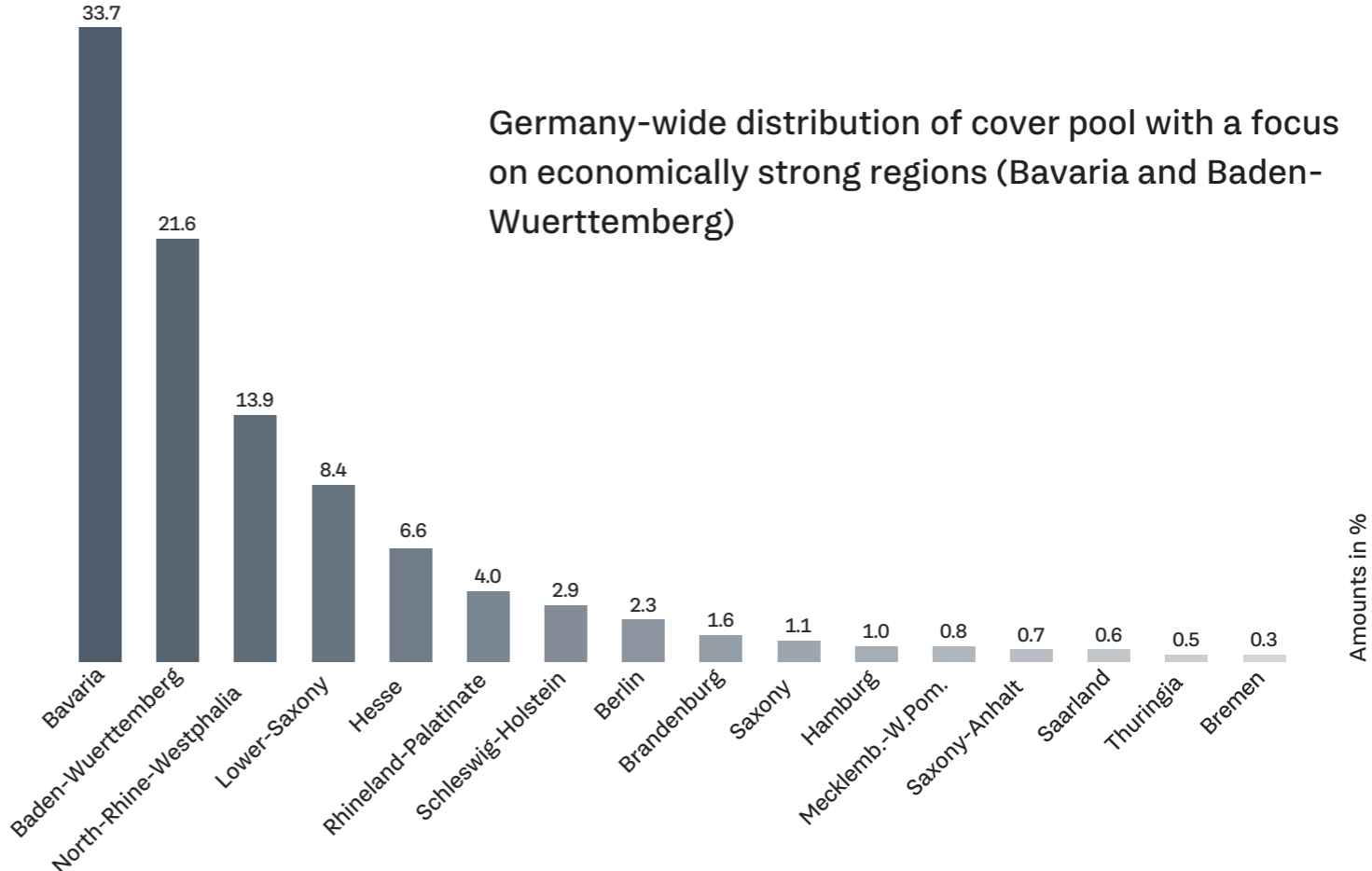
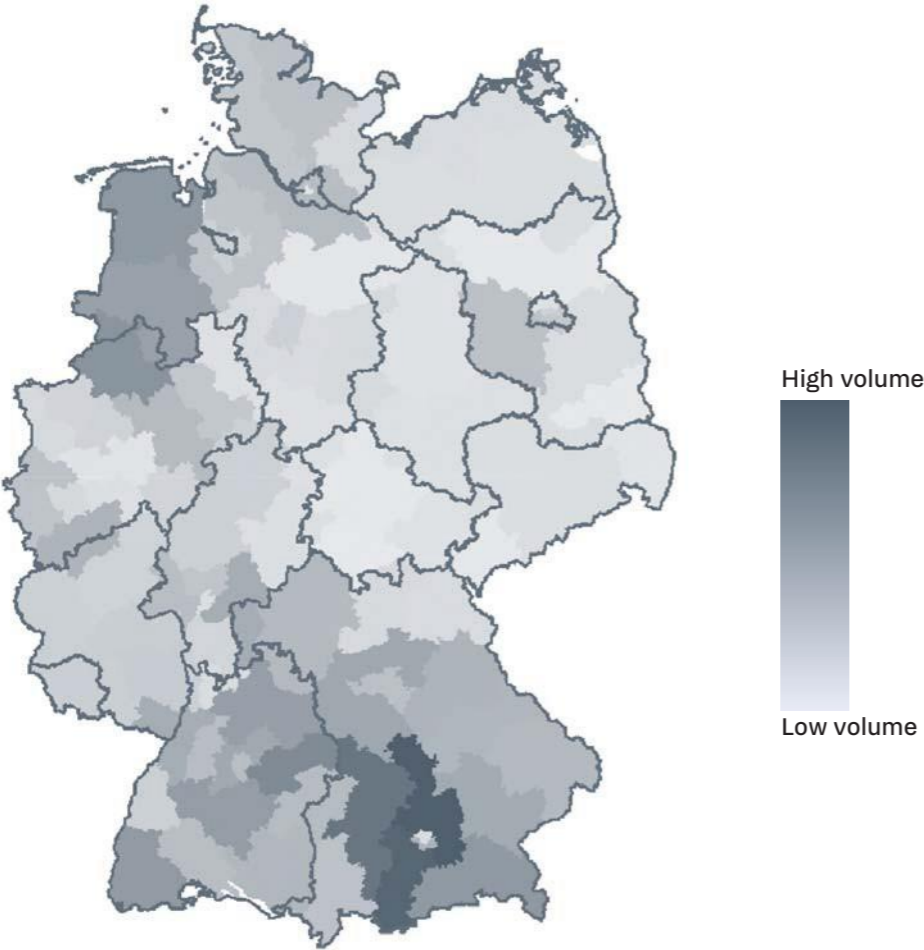


### Granular cover assets: Size classes of mortgage cover



## Regional distribution of regular cover pool assets

as of: 31 Dec. 2023



# A Sustainable Business

## Living and encouraging corporate responsibility

Our annual sustainability report (GRI analysis) includes the following activities, deliverables and fields of action:

### Products and services

- Supporting our customers with sustainable asset formation and private retirement provision using home ownership
- Products and services for sustainable building and living
- Measuring the ESG performance of the credit portfolio

### Sustainable banking

- Climate strategy in the DZ BANK Group and the Schwäbisch Hall climate course
- Climate-friendly operation of Schwäbisch Hall's
- head office External commitments (e.g. Stiftung KlimaWirtschaft, Association for environmental management and sustainability in financial institutions)

### Responsible employer

- HR policy based on stages of the employee life cycle with many additional benefits High level of employee
- satisfaction and identification with employer
- Regular awards, e.g. "Top Employer 2024"

### Social commitment

- Active role as a corporate citizen in the region
- Specific support for volunteering and social and cultural projects
- Engagement with foundations and alliances



We determine ESG-related KPIs for the credit portfolio (top-down)

The top-down method is based on statistical average values for the energy consumption (kWh/m<sup>2</sup>/a) and CO<sub>2</sub> emissions of real estate.<sup>1</sup>

ESG KPIs (31.12.2022)<sup>2</sup>:



#### SDG impact

Proportion of Schwäbisch Hall financing that positively impacts the United Nations Sustainable Development Goals (SDGs): **approx. 41%**



#### CO<sub>2</sub> footprint

Co-financed CO<sub>2</sub> emissions through our lending business: approx. **1.7 million t CO<sub>2</sub>**

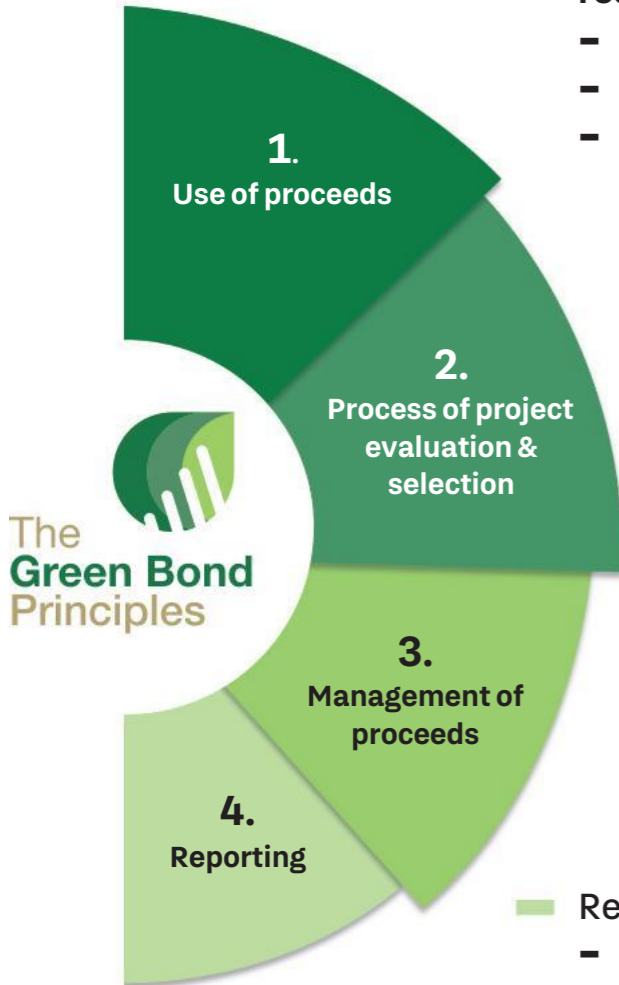
<sup>1</sup>These values are derived on the basis of year of construction, year of modernisation, building type, purpose, square metres, heating structure, CO<sub>2</sub> emissions per energy source, property value, loan amount (net exposure) and other supplementary information, such as KfW loans or FuchsEco tariffs.

<sup>2</sup>[https://www.schwaebisch-hall.de/content/dam/dambsh/unternehmen/nachhaltigkeit/reporting-&-rating/2023\\_sustainability\\_report\\_schwaebisch\\_hall\\_2022.pdf](https://www.schwaebisch-hall.de/content/dam/dambsh/unternehmen/nachhaltigkeit/reporting-&-rating/2023_sustainability_report_schwaebisch_hall_2022.pdf) Page 36

# Green Bond Programme Based on ICMA Green Bond Principles



## Green Pfandbriefe by Schwäbisch Hall:



- (Re-)Financing of Eligible Green Assets (mortgage loans) for **energy-efficient residential real estate** (see Green Bond Framework)

- New construction (top 15%\* of the German national building stock)
- Acquisition (top 15%\* of the German national building stock)
- Modernization

- **Admission of Eligible Green Loans to the Green Cover Pool** based on the Eligibility Criteria defined in the Green Bond Framework

- Selection of Green Mortgage Loans supported by IT systems
- Review and refinement of the eligibility criteria by a dedicated team of sustainability and funding experts

- Proceeds from Green Bonds are managed on a **portfolio basis**

- Earmarking of Eligible Green Loans and creation of a sub-portfolio from the Pfandbrief cover pool
- Monitoring that the volume of Eligible Green Loans permanently exceeds the volume of Green Bonds outstanding (“Green Overcollateralization”)

- Regular publication of **investor reports** as long as there are Green Bonds outstanding

- Allocation Report: Information on Green Assets and outstanding Green Bonds
- Impact Report: Information on energy savings and avoided carbon emissions



BSH issues Green Bonds exclusively as **Mortgage Pfandbriefe** in accordance with the Minimum Standards for Green Pfandbriefe of the Association of German Pfandbrief Banks (vdp) and the German Pfandbrief Act

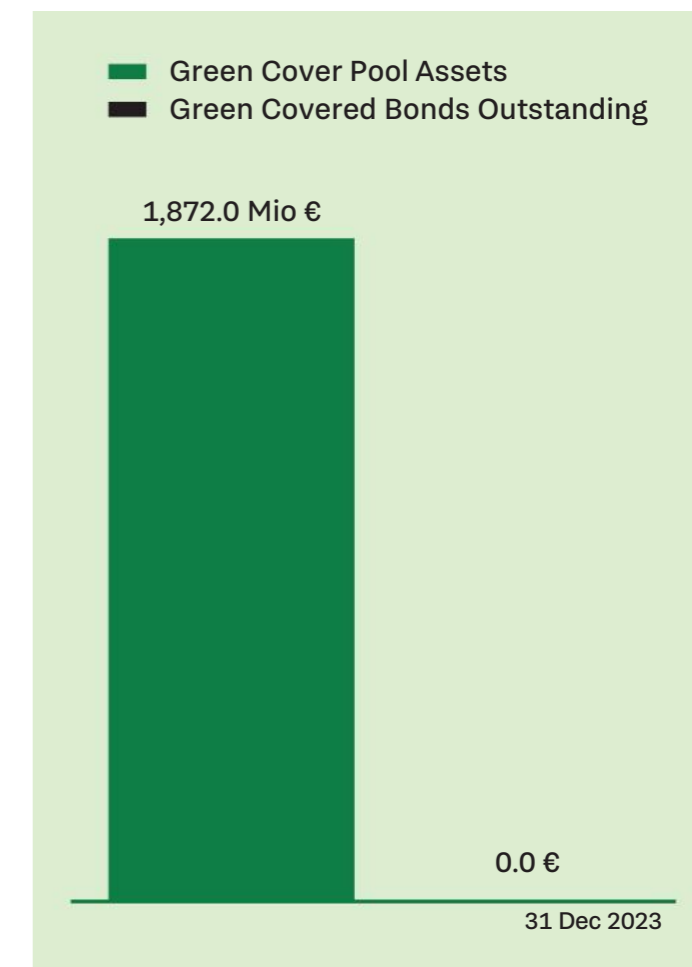
\*Drees & Sommer study for member institutes of the Association of German Pfandbrief Banks (2022)

# Highlights Green Cover Pool



Overview Green Cover Pool and Green Mortgage Covered Bonds Outstanding		31 Dec 2023
Green Mortgage Covered Bonds	€m	0.0
Green Cover Pool	€m	1,872.0
Green Cover Ratio	%	./.

- The proceeds of the Green Bonds are used for financing and refinancing **energy-efficient buildings**
- Green cover pool assets comprise eligible **mortgage loans** as defined in the Green Bond Framework of Bausparkasse Schwäbisch Hall
- The Eligibility Criteria are defined with the aim that the energy-efficient buildings represent a selection of the **top 15%** of the national building stock in Germany\*



\*based on a study (2022) conducted by Drees & Sommer for the Association of German Pfandbrief Banks (Verband deutscher Pfandbriefbanken –vdp)

# Overview of the structure and quality of the Green Cover Pool

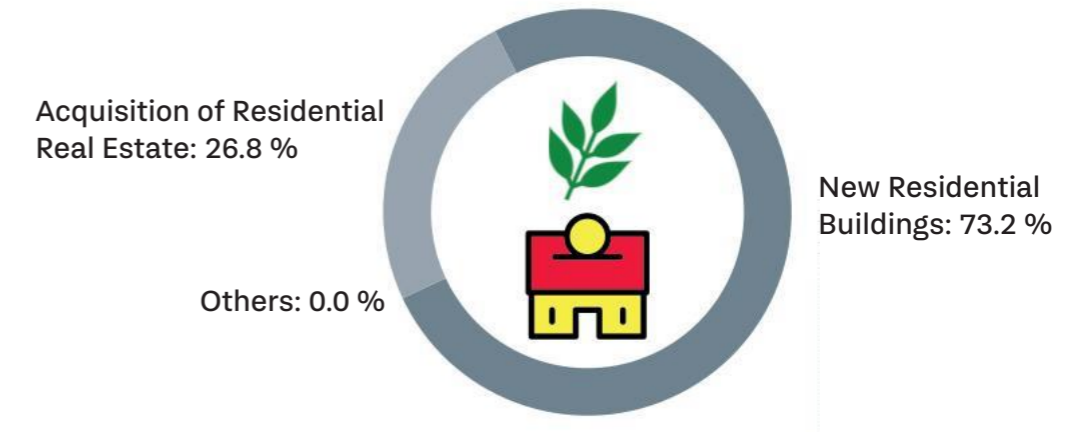


Green Allocation Indicators	31 Dec 2023
Over-Collateralization of Green Mortgage Covered Bonds Outstanding	./.
Eligible Green Cover Pool Currently not Allocated to Outstanding Green Bonds	1,872.0 €m
Percentage of Eligible Green Cover Pool Allocated to Outstanding Green Bonds	./.

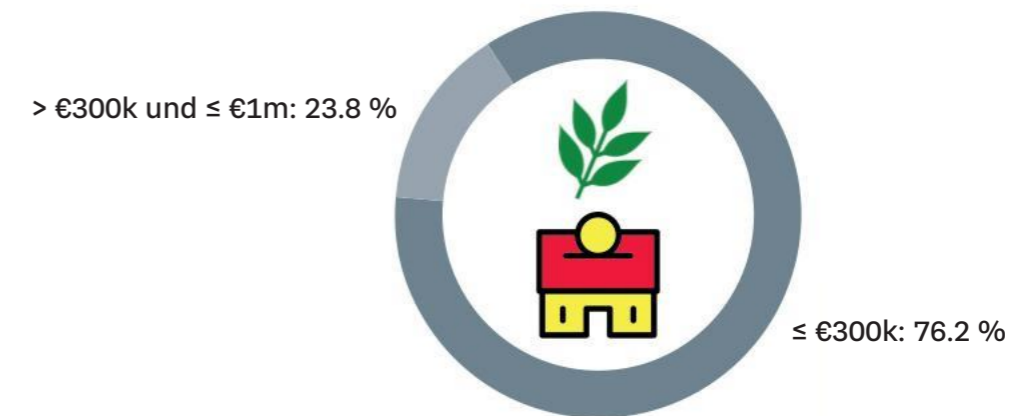
## Additional Informationen About the Mortgage Loans of the Green Cover Pool

Loan Purpose	€m	Loan Balance Cover Assets	€m
Acquisition of Residential Real Estate	502.0	≤ €300.000	1,426.8
New Residential Builds	1,370.0	> €300.000 ≤ €1m	445.2
Other	0.0	> €1m ≤ €10m	0.0
Total	1,872.0	> €10m	0.0

## Usage category of green cover assets



## Granular cover assets: Size classes of mortgage cover



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1. Schwäbisch Hall at a Glance

---

2. Business Strategy

---

3. Balance Sheet and Income Statement Data

---

4. Cover Pool

**5. Funding**

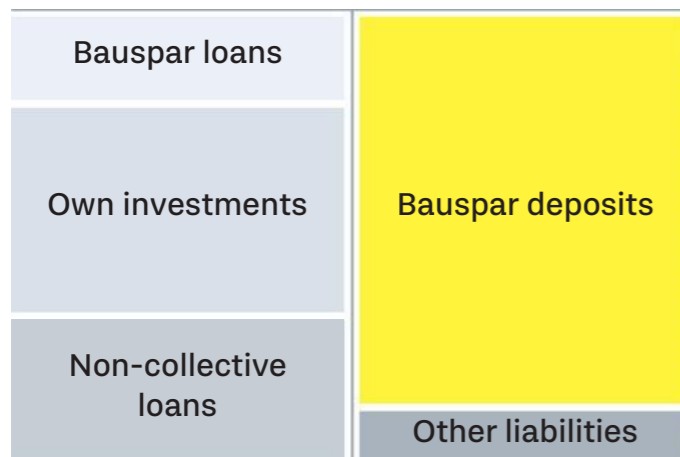
6. Rating

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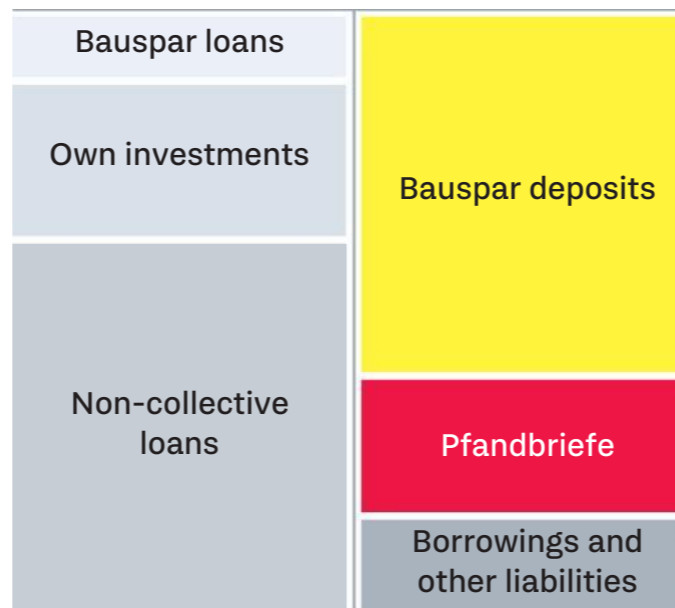
# Overview of Bausparkasse Schwäbisch Hall's Funding Structure



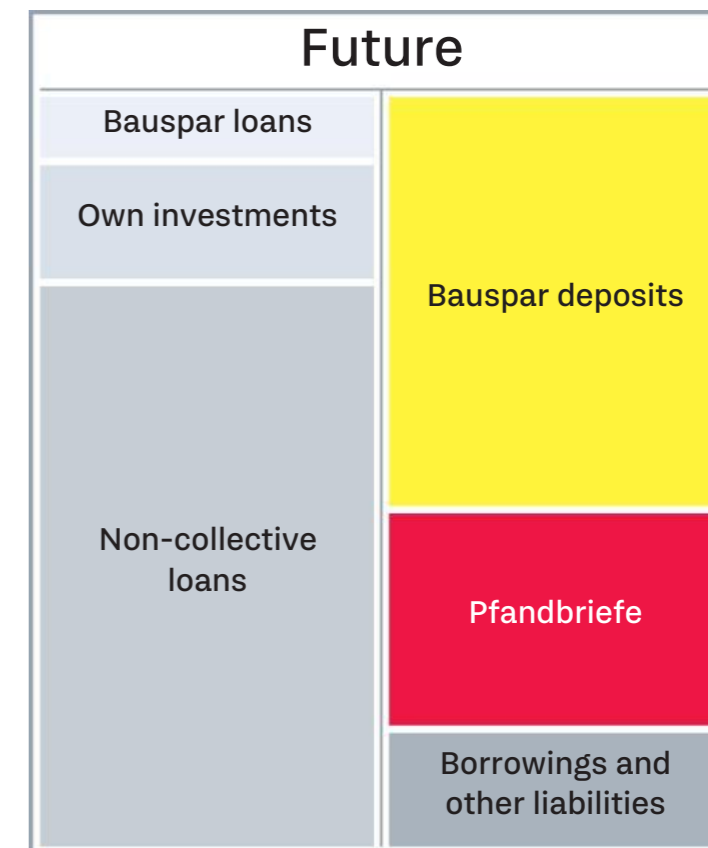
## Historical



## Today



## Future



“In future, growth in the housing financing business will lead to funding via Pfandbriefe”

# Our Target Vision for the Future Funding Structure



Asset	Liabilities	Note
Bauspar loans	Bauspar deposits	<ul style="list-style-type: none"><li>- The <b>new lending business</b> increases total assets</li><li>- Issuance of <b>Pfandbriefe</b> as an additional, sustainable and low-cost source of funding in line with the business model</li><li>- Future <b>growth in cover pool</b> will enable regular issuances in sub-benchmark and benchmark formats</li><li>- <b>Bauspar deposits</b> will remain an important source of funding</li><li>- Additional requirements will be met by borrowing</li></ul>
Own investments		
Non-collective loans		
	Pfandbriefe	
	Borrowings and other liabilities	

Future funding via Bauspar deposits and **Pfandbriefe**

# ECBC membership and acquisition of covered bond label



Issuer	Kind of Pfandbrief	Maturity	Volume	Cupon	ISIN	ESG
BAUSCH	Hyp. Pfandbrief	16.01.2029	500 Mio. EUR	2,875	DE000A3824G4	Green 
BAUSCH	Hyp. Pfandbrief	13.09.2029	500 Mio. EUR	2,375	DE000A30VN02	-
BAUSCH	Hyp. Pfandbrief	22.10.2030	500 Mio. EUR	0,01	DE000A3H24G6	-
BAUSCH	Hyp. Pfandbrief	28.10.2031	500 Mio. EUR	0,20	DE000A3MP6H1	-
BAUSCH	Hyp. Pfandbrief	24.06.2032	500 Mio. EUR	2,875	DE000A30V8H6	-
BAUSCH	Hyp. Pfandbrief	27.04.2033	500 Mio. EUR	0,20	DE000A3E5S18	-
BAUSCH	Hyp. Pfandbrief	17.05.2034	500 Mio. EUR	2,00	DE000A30VH59	-

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1. Schwäbisch Hall at a Glance

---

2. Business Strategy

---

3. Balance Sheet and Income Statement Data

---

4. Cover Pool

---

5. Funding

---

**6. Rating**



	Moody's	S&P	Fitch
Issue ratings			
Hypothekenpfandbrief (German mortgage covered bonds)	Aaa	—	—
Bank ratings*			
Long-term	Aa2	A+*	AA-*
Outlook	stable	stable*	stable*
Short-term	P-1	A-1*	F1+*

as of: March 2023

Rating provider	Rating	Date of Rating
ISS ESG	Prime/ C+	2022

Schwäbisch Hall organises its sustainability activities under the umbrella of the DZ BANK Group. The results receive regular recognition: ISS ESG, one of the leading rating agencies for sustainable investments, has confirmed the corporate rating of „**Prime-Status C+**“ awarded to the DZ BANK Group and therefore also to Bausparkasse Schwäbisch Hall.

This means that Schwäbisch Hall remains in the top group of particularly sustainable companies.

\*S&P and Fitch: collective rating for the German Cooperative Banking Group

# Details of the Rating Profile



## Moody's Pfandbrief rating: Aaa

- Bausparkasse Schwäbisch Hall is rated **Aa2** (high quality and subject to very low credit risk)
- BSH's Pfandbriefe have been awarded the **top Aaa** rating (highest quality, with minimal credit risk)

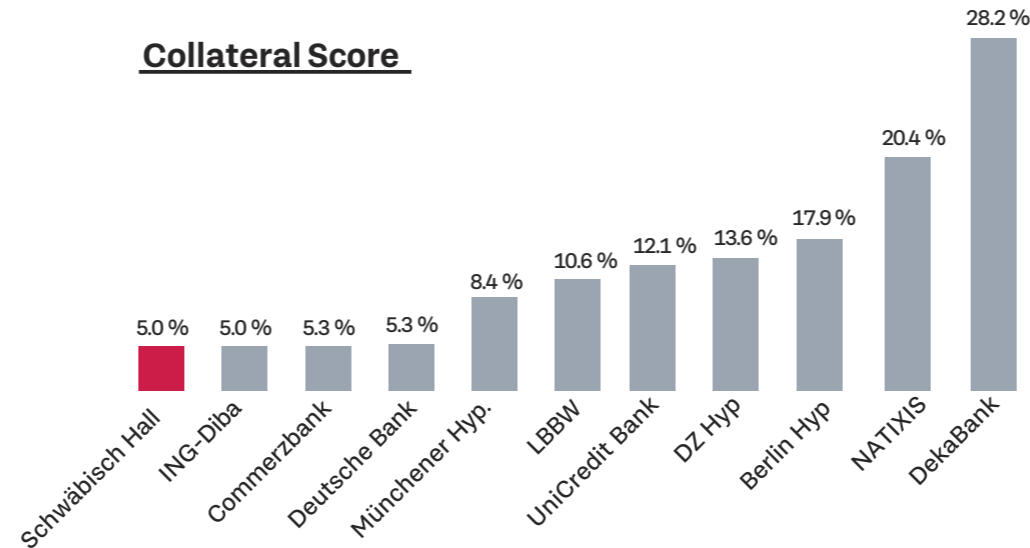
**Aaa**

**+6 Leeway**

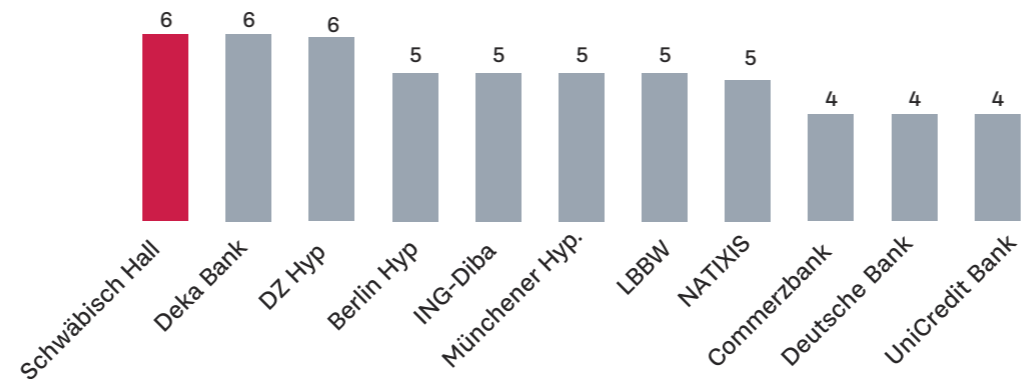
Very good combination of leeway and collateral score in the market

## Selected rating details

### Collateral Score

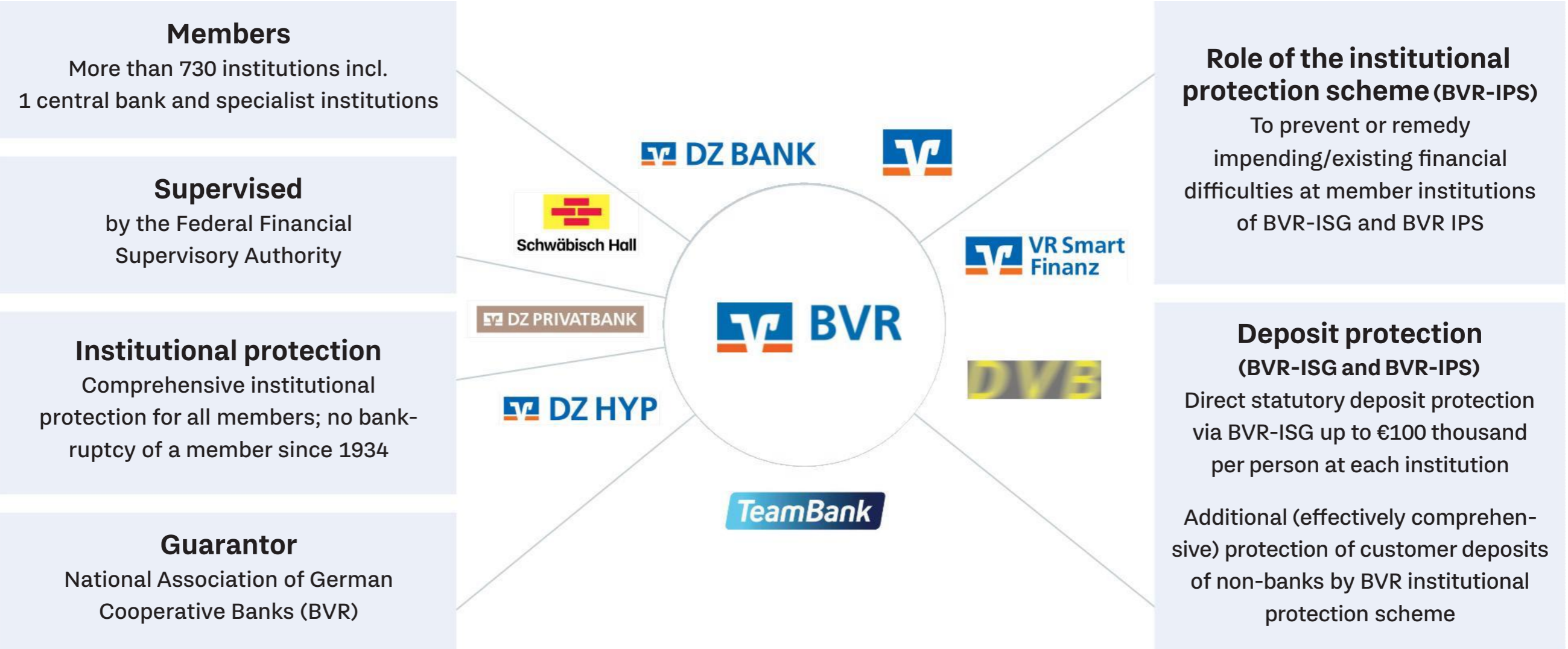


### Leeway



- Moody's assesses the **credit risk of the Pfandbrief cover pool** based on the "collateral score"
- The better the **credit quality**, the **lower** the collateral score
- Schwäbisch Hall's Pfandbriefe have a **collateral score of 5.0%**
- **Another indicator** has also become established for Pfandbriefe: How many notches can the institution's rating fall before the Pfandbrief rating is cut (under otherwise identical conditions)? (= leeway)
- For Bausparkasse Schwäbisch Hall, the **leeway is 6 notches**

# BVR Cooperative Institutional Protection Scheme



**Any questions?  
– We're happy to help!**

## Bausparkasse Schwäbisch Hall AG

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