

Doing business sustainably. By conviction.

Version dated:
30 September 2017
Next update:
Q4 2017

Company-specific key indicators per 30 June 2017

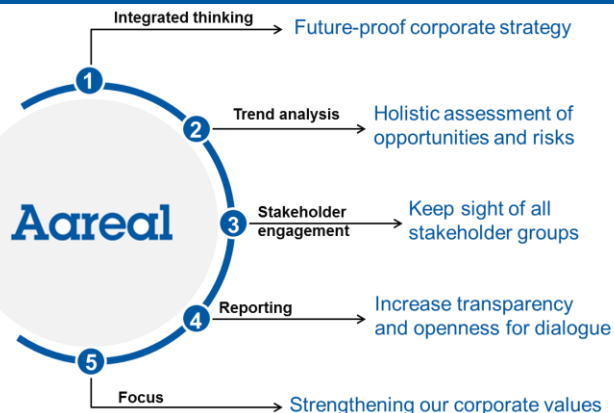
- 16.6% Common Equity Tier 1 ratio*
- Property finance portfolio of €27.2bn**, of which international: € 23.1 bn
- € 44.1bn in total assets
- 2,728 employees
- Operating profit 2016: € 366 mn
- Activities in more than 20 countries on three continents

Sustainable business model

Attractive investment opportunities for investors:

- Portfolio of property loans with stable values
- A far-sighted, risk-aware lending policy
- Attractive dividend policy
- Solid liquidity and capital base

Concept



Focus on clients:

- Third international Aareon client satisfaction survey in 2016: German clients were interviewed for the 14th time
- Continuous customer contact ensures that the requirements of Housing Industry clients are taken into account
Extensive client satisfaction survey conducted in 2017 again (currently under evaluation)
- Individual client needs in the field of Structured Property Financing are determined through regular exchange and individual discussions

Ratings

	2017	2016	2015	2014	2013
MSCI	←————— AA —————→				
EcoVadis	←————— prime —————→				
SUSTAINALYTICS	←————— 71		68	61	57
imug					
Mortgage Pfandbriefe	←—————			positive BB	neutral
Public-sector Pfandbriefe	←————— very positive A		positive BBB	positive BBB	positive
Unsecured bonds	←————— positive BBB		positive BB	positive B	neutral
GRESB REAL ESTATE DEBT	56	—	—	—	—
CDP DRIVING SUSTAINABLE ECONOMIES	←————— B		94C	88B	81B

← Current valid rating

* Full Basel III implementation

** Excluding WestImmo's private client business and local authority lending business.

Smart products:

- Sustainability in property financing
- Innovative, environmentally friendly digital solutions
- Maximum-security digital IT and banking services

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Voluntary commitments / awards / audits

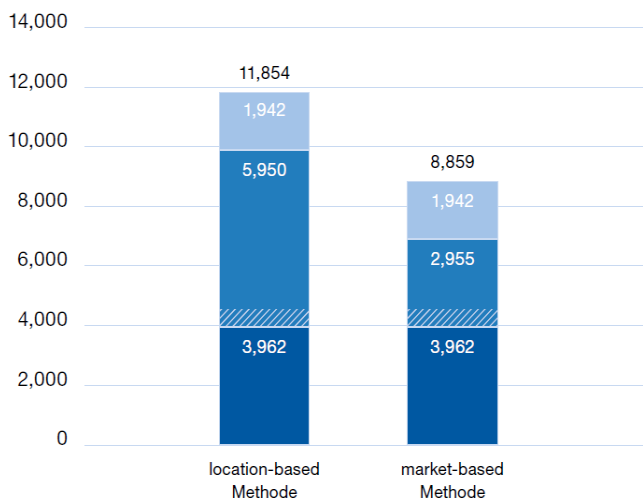
	United Nations Global Compact – Promoting responsible corporate management		Corporate Health Award – Company health management
	top EMPLOYER – Excellent working conditions within organisations		Work-Care Balance Charta – Flexibility for staff with relatives needing long-term care
	Diversity Charta – Creating and promoting equal opportunities		Work and Family Audit – Family-friendly company
	FAiR company 2016 – High quality standards and transparent rules for internships		systematic occupational safety – Occupational health and safety
	ÖKOPROFIT businesses – Environmental consulting/qualification programme at Aareal and Aareon		ISO 27001, TÜV certification – Corporate IT security
	Equal pay at work – Equal opportunities and fair pay tool for organisations		INQA-Audit New Quality of Work Initiative – Family-friendly/life-phase oriented human resources policy

Corporate sustainability

- Strategic sustainability management reporting directly to CEO
- Sustainability aspects part of Management Board's individual goals
- Responsible human resources policy, talent management
- 40% women on Management Board
- Average staff length of service approx. 14 years
- Staff turnover rate 3.9% p.a.
- 100% green energy at our headquarters and other selected sites of Aareal Bank Group

Environmental footprint

Total Group-wide CO₂ emissions in 2016 (in tonnes)



Resource consumption financial year 2016

	2016	2015
energy consumption	115,722 GJ	124,722 GJ
energy consumption per employee	42.42 GJ	43.59 GJ
electricity consumption	42,975 GJ	44,424 GJ
of which green electricity	29,121 GJ	29,282 GJ
total water consumption	24,484 m ³	27,636 m ³
water consumption per employee	9.0 m ³	9.7 m ³
waste accumulation	390 t	319 t
waste accumulation per employee	142.9 kg	111.5 kg

Standardised reporting

GRI G4 Core	UN Global Compact	DCGK	DNK
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■ Scope 1 ■ Scope 2 incl. district heating ■ District heating (571 tonnes each) ■ Scope 3