



### Agenda

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Overview | Business segments | Sustainability

### **02** Facts and figures

Market overview | Business figures | Portfolio overview

#### 03 Funding Rating | Issuances | Cover Pools | Green Pfandbrief

#### 04 Appendix

German banking market | Protection scheme



# 1. Company profile



### **DZ HYP** – at a glance

Competence center and comprehensive specialist for real estate finance and local-authority lending



- » Leading real estate bank in Germany with strong integration in the Cooperative Financial Network
- » Leading financing partner for corporate, retail and publicsector clients with focus on the German market
- » 906 employees at 11 locations throughout Germany



- Strong partners in the DZ BANK Group
- » Ownership:
   96.4% DZ BANK, 1.9% Stiftung
   Westfälische Landschaft, 1.7%
   Cooperative Banks
- » Control- and profit and loss transfer agreement and a letter of comfort given by DZ BANK for DZ HYP

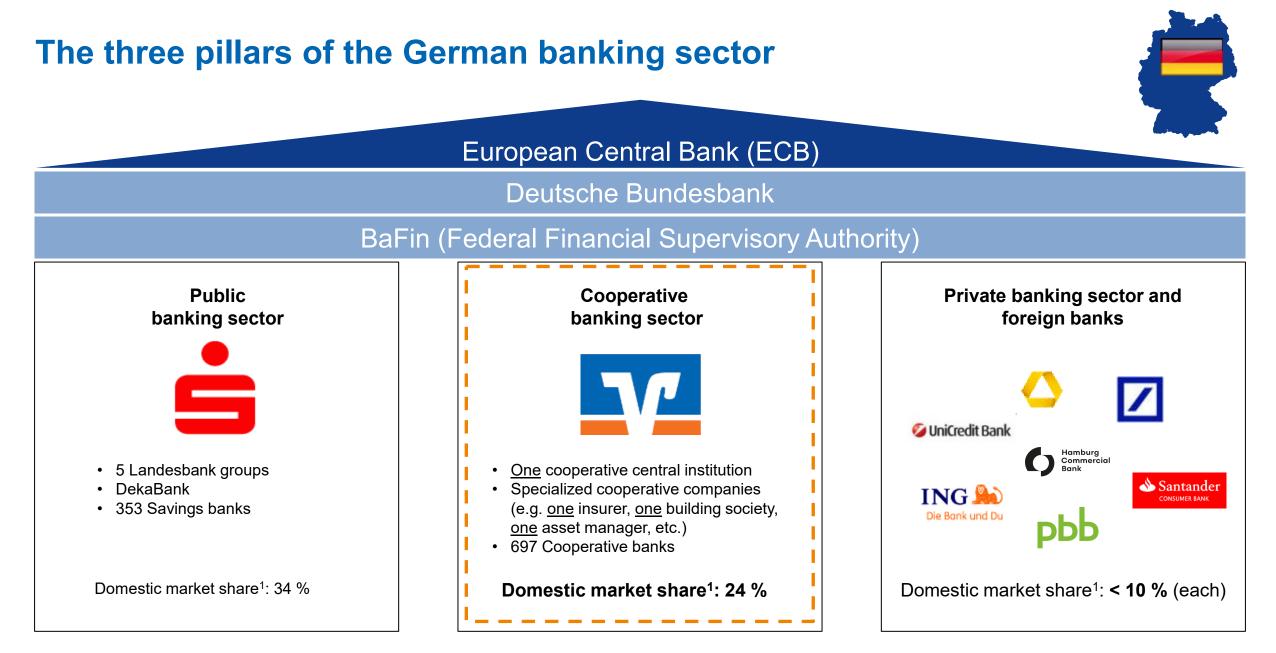


- » Major issuer of Pfandbriefe with a stable rating base
- Permanent issuer of mortgage
   Pfandbriefe and public-sector
   Pfandbriefe
- Targeted investment in sustainable real estate with Green Pfandbriefe



- » New business volume of € 9,498 mn (2023: € 8,627 mn)
- » Portfolio growth in real estate lending to € 57.5 bn (December 31, 2023: € 56.9 bn)
- » Operating profit € 386.2 mn (2023: € 355.1 mn)
- » Total assets ~ € 77.2 bn

#### **DZ HYP**



#### M DZ HYP

#### **Interaction within the German Cooperative Financial Network**





#### **Competence center for real estate and municipal finance** Business segments



- Tailor-made financings for commercial real estate investors, and for commercial or residential real-estate developers
- Financing of existing properties,
   Property development activities and
   Real estate projects developments
- » Core segments: housing, office, retail
- » Specialist segments: hotels, logistics, social real estate



- » Financing of self-used real estate in close cooperation with the cooperative banks
- » Strong product range with up to 30 years fixed interest rates
- » Efficient processes with automated loan decision procedure up to € 1 mn

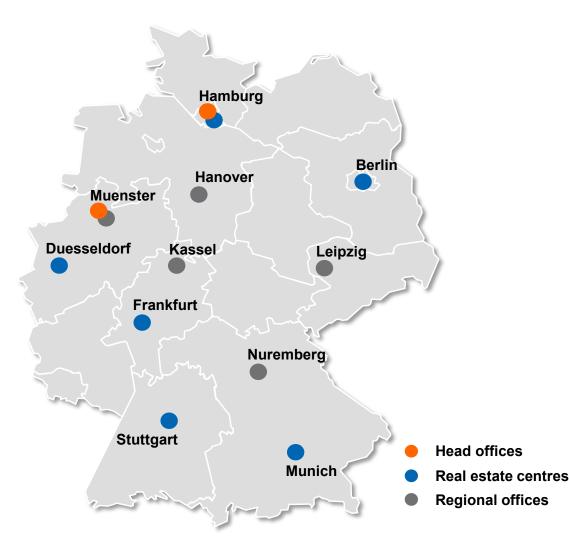


- Financing solutions for cities, municipalities and counties as well as dependent municipal enterprises, municipal special-purpose associations, institutions under public law (AöR)
- » Municipal loans and short-term cash loans

#### 🔽 DZ HYP

### Local presence across the board in the core market of Germany

Selective accompaniment into foreign markets



- » DZ HYP's nationwide presence comprises two head offices (Hamburg and Muenster), plus real estate centres and regional offices across Germany
- » Covering all regions, with competent local contacts across all business segments
- » Local service to customers and partner banks, with swift decision-making processes
- » Supporting mostly institutional customers into selected foreign markets:
  - » France
  - » Netherlands
  - » United Kingdom
  - » Austria

#### 🔽 DZ HYP

### Sustainability at DZ HYP

Cooperative principles as guidelines for our sustainable action



- » Group-wide reduction target of greenhouse gas emissions of 65% by 2030 and climate neutrality by 2045 in our own business operations
- » Redrafting the exclusion criteria for controversial business areas/practices
- » Decarbonization targets for the business portfolio
- » Incorporation of transitional and physical risks into DZ HYP's risk management



- » In 2012, the "Diversity Charter" was signed as a fundamental principle of the company's policy, and the rules of the "Fair Company Codex" were adopted
- » Award for family-friendly employee policy by the non-profit Hertie Foundation
- » "Best Place to Learn" seal of quality confirms high training quality
- Support and sponsorship of a variety of social institutions and projects (Hamburg Donations Parliament, Club of Rome)



- » Sustainability strategy as a guideline and integral part of the business strategy
- » Integration of sustainability into the company structure and establishment of distinct committees
- Creating transparency through an annual sustainability report

# 2. Facts and figures

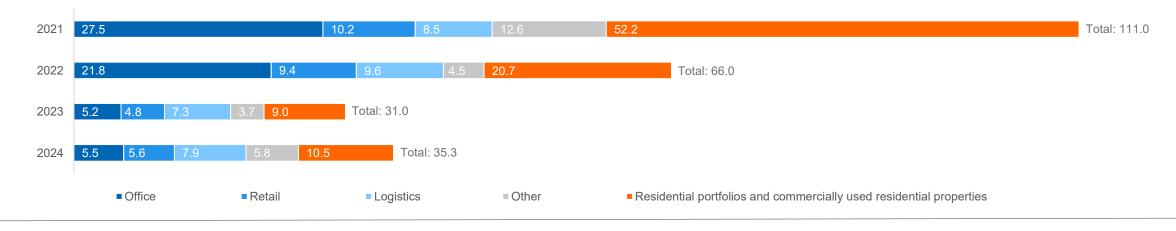


# **German real estate market**

Overview

#### **Transaction volume**

ln € bn



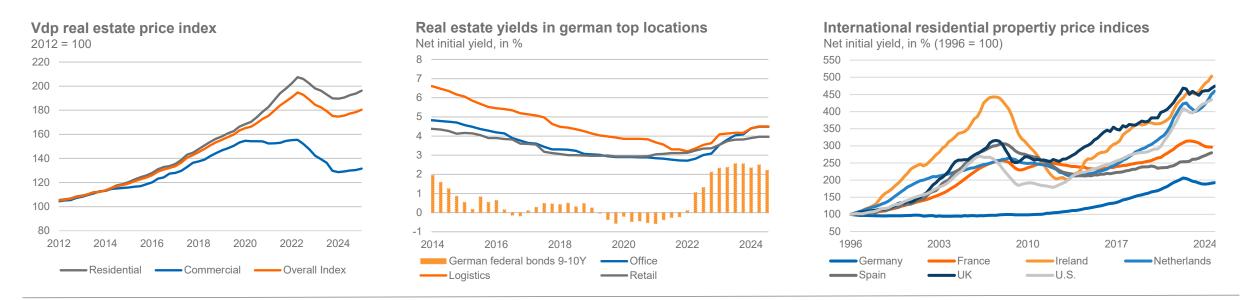
- In the first quarter of 2025, the German real estate investment market recorded a transaction volume of around €7.9 billion. This represents an increase of 26 percent compared to the same period last year (Q1 2024: €6.3 billion).
- The increase in investment is primarily attributable to the residential segment. Overall, investors continue to be particularly interested in asset classes with positive prospects, such as residential, local retail, and data centers. In the first quarter of 2025, demand also picked up slightly in the office segment. In contrast, transaction volume declined in the logistics segment.
- » Despite a slight recovery in the German real estate market, the weak economy, negative sentiment among companies, and lower yield advantages continue to exert a dampening effect.
- The good rental prospects for modern, contemporary space are offset by weaker demand for outdated properties. Rising vacancy rates are being mitigated through property conversions.



Source: DZ BANK, JLL Research

# **German real estate market**

Overview



- » Real estate prices in Germany recovered slightly in 2024, after a downward trend was observed in 2023. The vdp real estate price index rose by 1.8 % year-on-year in 2024.
- » For the first time since mid-2022, prices for commercial real estate including office and retail properties also returned to growth (+0.5%) in the fourth quarter of 2024 compared to the same quarter of the previous year. Residential real estate prices were 2.1 % higher than in the final quarter of 2023.
- This is partly due to the continuing high demand for housing, for example as a result of immigration, and the overall shortage of housing supply. These factors suggest that rents will continue to rise. Overall, the housing market is suffering from increased construction and financing costs, which is leading to a decline in the number of building permits. The increasing shortage of supply is likely to intensify the tension on the housing markets. In addition, the upcoming investments in energy-efficient refurbishment over the next few years are a burden.

Source: DZ BANK, vdp, Macrobond

### **Key financial figures**

#### **DZ HYP's business development**

New business development (€ mn)	2024	2023
Commercial clients	7,221	7,439
Retail customers	1,509	753
Public sector (originated loans to local authorities)	768	435
Total	9,498	8,627

Portfolio development (€ mn)	31/12/2024	31/12/2023
Total assets	77,213	77,477
Mortgage loans	57,548	56,902
Originated loans to local authorities	8,580	8,785
Securities business <sup>1</sup>	8,318	9,007

#### **Profit and loss account<sup>2</sup>**

(€ mn)	2024	2023
Net interest income	719.8	711.0
Net commission result	-21.1	-14.5
Administrative expenses	-244.5	-246.7
Other net operating income	18.2	16.6
Risk provisioning	-90.6	-109.6
Net financial result	4.4	-1.7
Operating profit	386.2	355.1
Allocation to the fund for general banking risks	-146.0	-155.0
Taxes	-140.2	-144.2
Partial profit transfer	0.0	-0.5
Profits to be transferred <sup>3</sup>	100.0	55.4

<sup>1</sup>Lending transactions with national governments and sub-sovereign entities as well as state-guaranteed corporate bonds, bank bonds and MBS; <sup>2</sup>According to HGB accounting; <sup>3</sup>Pursuant to the profit and loss transfer agreement

### Key financial figures<sup>1</sup> Integration into DZ BANK Group



https://www.dzbank.com/content/dzbank/en/home/we-are-dz-bank/investor-relations/reports/latest-reports.html



#### **Business segments at a glance**

#### Lending volume

In € mn

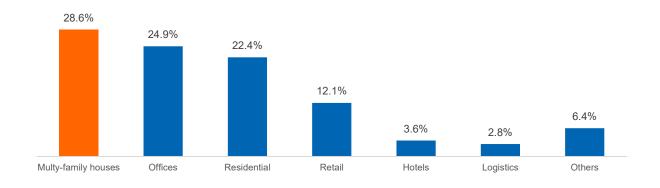


- » Conservative risk strategy with hard quantitative guidelines for credit decisions, extensive qualitative analysis of the property and its location including stress tests as well as the quality of the client relationship characterize lending in corporate client business
- » Regular portfolio reviews continue showing stable portfolio quality
- » More than 50% of the real estate portfolio consists of residential and commercial housing properties
- » No assets serving as collateral that are located in USA, Ukraine, Russia or Belarus



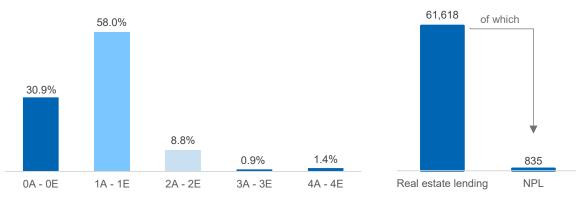
### **Real estate lending operations<sup>1</sup>**

Type of property use As of 31/12/2024



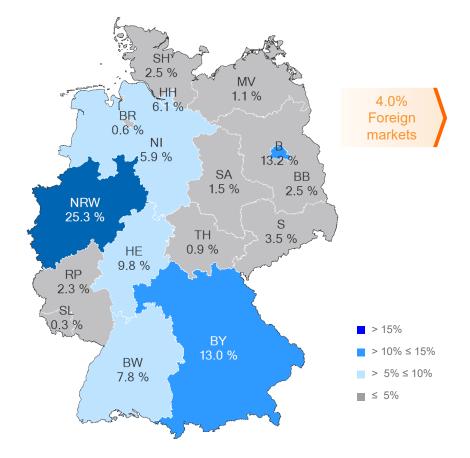
NPL<sup>3</sup>

Rating<sup>2</sup>



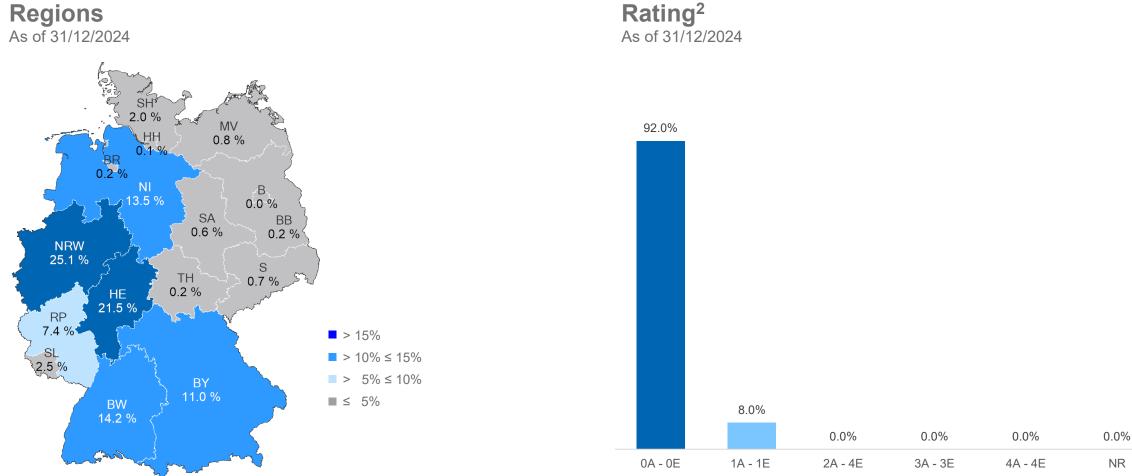
<sup>1</sup>Including irrevocable commitments; <sup>2</sup> BVR Rating; <sup>3</sup>Non-Performing Loans in € mn

**Regions** As of 31/12/2024



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#### Public sector lending operations <sup>1</sup>



Rating<sup>2</sup>

<sup>1</sup>Including irrevocable commitments; <sup>2</sup>BVR Rating





### Funding









- » Major Pfandbrief issuer of the DZ BANK Group
- » Long-term issuer with reliable issuing behavior
- » Broad investor base based on long-term business relationships
- » Senior Funding mainly within DZ BANK Group



- » Pfandbriefe customized as:
  - » Mortgage Pfandbriefe as well as Public Sector Pfandbriefe
  - » Green Mortgage Pfandbriefe
  - » Benchmark / Private Placements
  - » Plain vanilla / structures
  - » Wide range of maturities
- » Senior preferred issues
  - » Private placements



- » Excellent issuer ratings from Standard & Poor's, Moody's and Fitch Ratings
- » AAA/Aaa rating for both cover pools by Standard & Poor's and Moody's
- » Prime rating status in the ISS-ESG sustainability rating



# Strong refinancing base due to stable ratings

Bank ratings	S&P Global	Moody`s	FitchRatings
Issuer rating	A+	Aa2	AA-
Outlook	stable	stable	stable
Short-term liabilities	A-1	Prime-1	F1+
Covered bond ratings			
Mortgage Pfandbriefe	AAA	Aaa	-
Public Sector Pfandbriefe	AAA	Aaa	-
Unsecured issue ratings			
Senior Preferred	A+	Aa2	AA
Senior Non-Preferred	А	A3	AA-



- » ISS ESG Prime status ("C+" Grade) as an award for above-average commitment
  - » DZ HYP ranks among the top 10% of the peer group with a decile rank of "1" (scale 1 10)

» As of 2024, DZ HYP received an ESG risk rating of 12.2 from Morningstar Sustainalytics and was assessed to be at low risk of experiencing material financial impacts from ESG factors.<sup>1</sup>

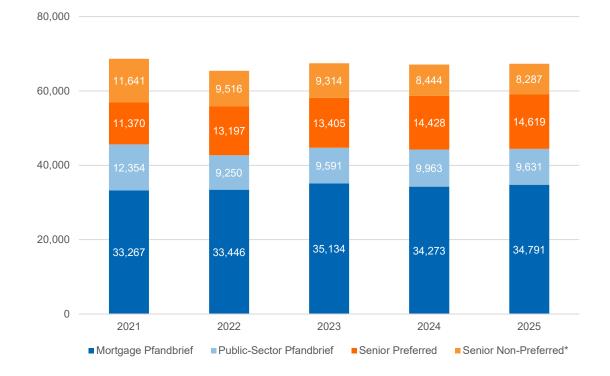
» Sustainable Fitch Entity Rating "2" (scale 1 - 5)

<sup>1</sup>In no event the risk rating shall be construed as investment advice or expert opinion as defined by the applicable legislation. Copyright ©2022 Sustainalytics. All rights reserved.

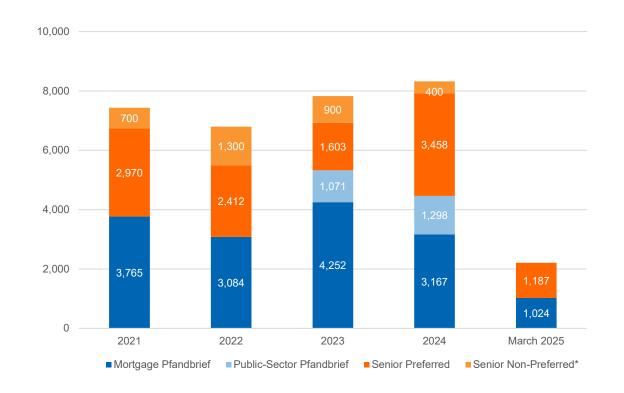


### Long-term funding

**Portfolio** As of 31/03/2025 (in € mn)



#### **New issues** As of 31/03/2025 (in € mn)

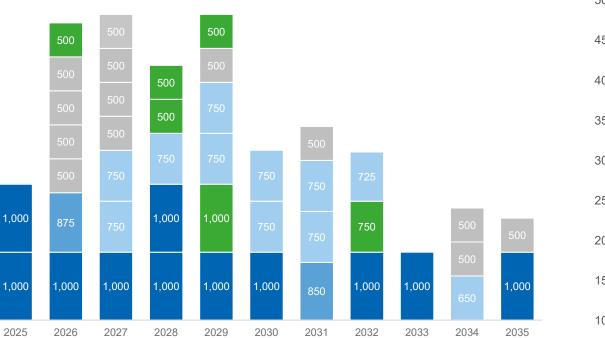


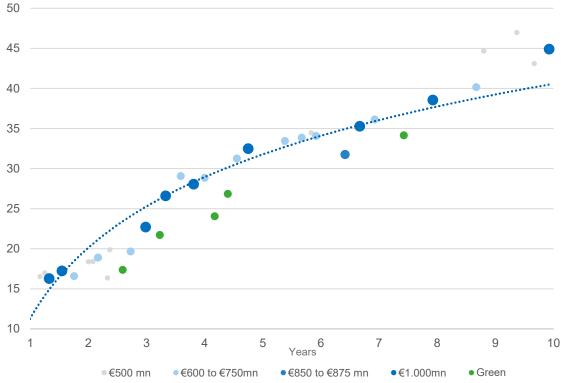
\*incl. internal MREL-eligible liabilities

#### **DZ HYP**

## Long-term funding<sup>1</sup>

Benchmark maturity profile As of 30/06/2025 (in € mn) Market spreads of outstanding Benchmark issues<sup>2</sup> As of 30/06/2025 (in BP)





M DZ HYP

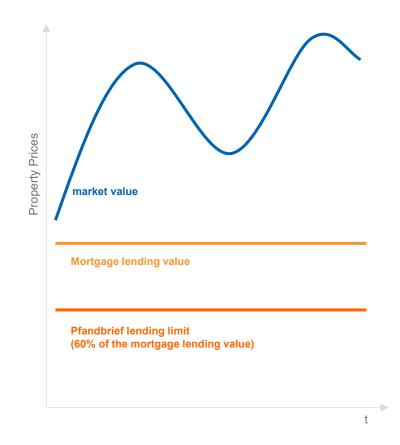
<sup>1</sup>Volume: Nominal amounts; <sup>2</sup>Reference: Mid Swaps against 6 months EURIBOR; Source: Bloomberg

# The German Pfandbrief

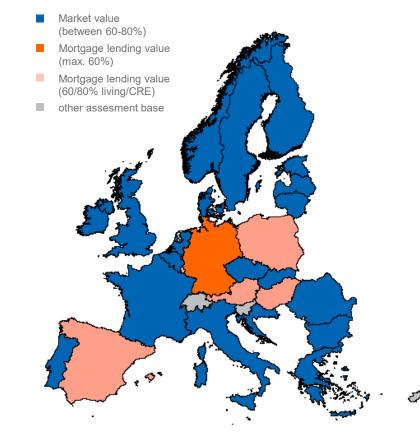
# Safe haven in turbulent times

- The German Pfandbrief Act distinguishes between the market value and the mortgage lending value of a property.
- The mortgage lending value is based on the long-term and sustainable characteristics of the property to be mortgaged and excludes speculative elements and cyclical fluctuations in value.
- » A maximum of 60% of the mortgage lending value of a property may be used to cover a Pfandbrief.
- In international comparison, most jurisdictions use the market value as a basis. The Pfandbrief is particularly conservative with its mortgage lending value view.

market value vs. mortgage lending value according to the German Pfandbrief Act



**international Covered Bond guidelines** market value vs. mortgage lending value





Quelle DZ BANK research, NordLB research, Covered Bond label, vdp

# 3.1 Cover Pools

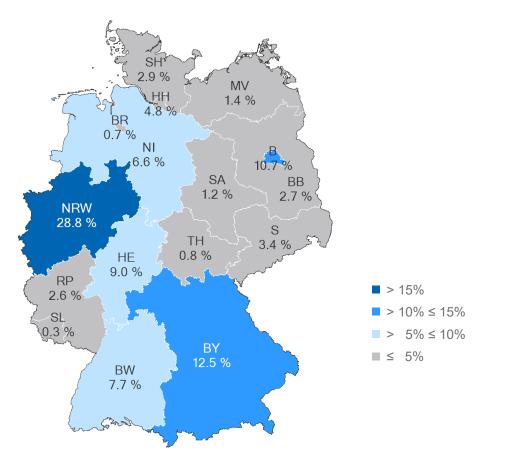


# Composition of domestic mortgage cover pool<sup>1,2</sup>

#### Ordinary cover assets

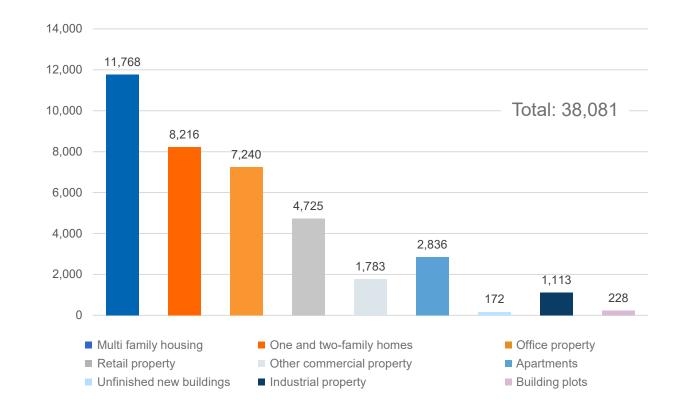
#### Regions

As of 31/03/2025



### Type of property use

As at 31/03/2025 (in € mn)



<sup>1</sup>Evaluations pursuant to section 28 of the PfandBG; <sup>2</sup>Further cover assets pursuant to §19 (1) Nr. 4 PfandBG amounting to €1,4bn (receivables from a German development bank with a state guarantee)

**DZ HYP** 

# Composition of foreign mortgage cover pool<sup>1,2</sup>

Ordinary cover assets

#### Type of property use

As of 31/03/2025 (in  $\in$  mn)

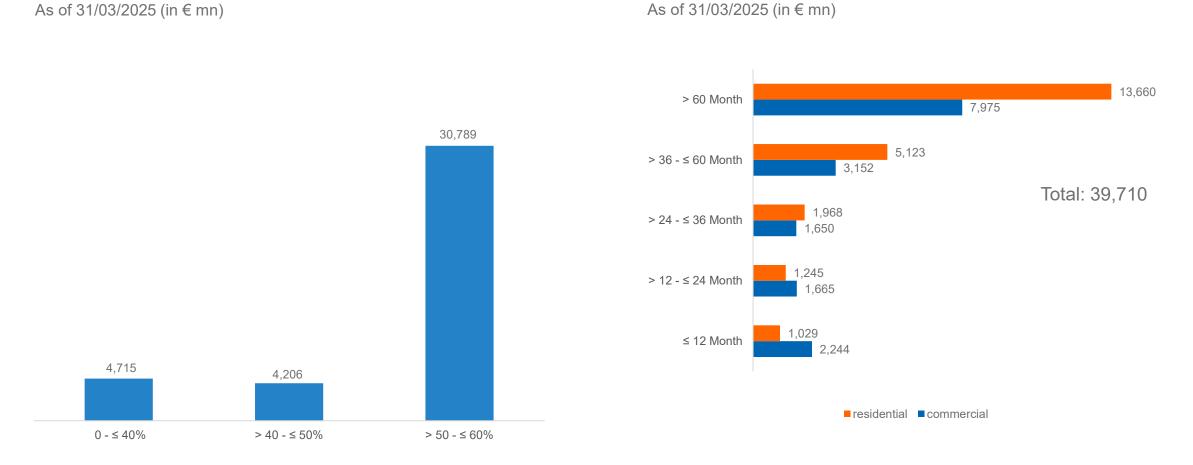


<sup>1</sup>Evaluations pursuant to section 28 of the PfandBG; <sup>2</sup>Further cover assets pursuant to §19 (1) Nr. 4 PfandBG amounting to €1.4bn (receivables from a German development bank with a state guarantee)



# Further key financial indicators of the mortgage cover pool<sup>1,2</sup>

Loan to mortgage lending value ratio



Seasoning

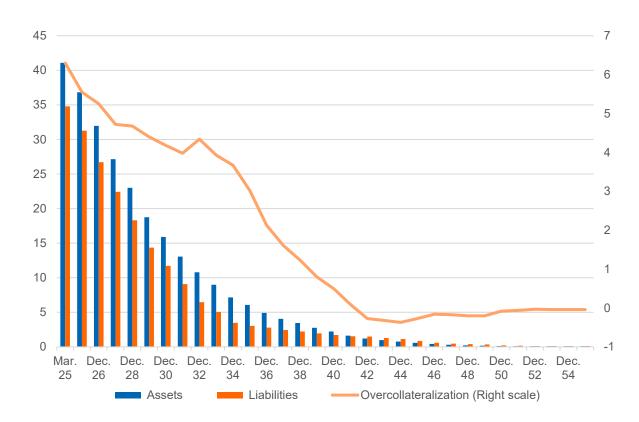
<sup>1</sup>Evaluations pursuant to section 28 of the PfandBG; <sup>2</sup>Further cover assets pursuant to §19 (1) Nr. 4 PfandBG amounting to €1,4bn (receivables from a German development bank with a state guarantee)



### Further key financial indicators of the mortgage cover pool

Maturity profile<sup>1,2</sup>

As of 31/03/2025 (in € bn)



Other financial indicators<sup>3</sup> As of 31/03/2025

#### Indicator

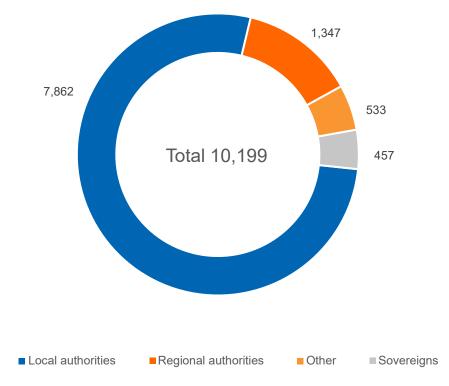
Total cover pool (€ mn)	41,081		
Pfandbriefe total volume outstanding (€ mn)	34,781		
Overcollateralization (OC) (%)	18.1		
Share of fixed-rate cover assets (%)	89.4		
Share of fixed-rate Pfandbriefe (%)	99.5		
Weighted average LTV <sup>4</sup> (%)	53.9		
NPL (%)	0.0		
Weighted average seasoning (years)	5.7		

<sup>1</sup>Nominal value; <sup>2</sup>Maturity profile shown for a period of 30 years; <sup>3</sup>Evaluations pursuant to section 28 of the PfandBG, <sup>4</sup>weighted using the mortgage lending value

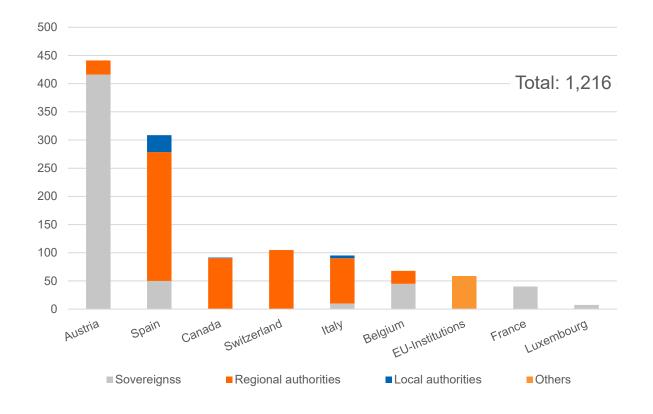
**DZ HYP** 

# **Composition of the public-sector cover pool<sup>1</sup>**

**Domestic: by borrower group** As of 31/03/2025 (in € mn)



#### **International: by country and borrower group** As of 31/03/2025 (in € mn)

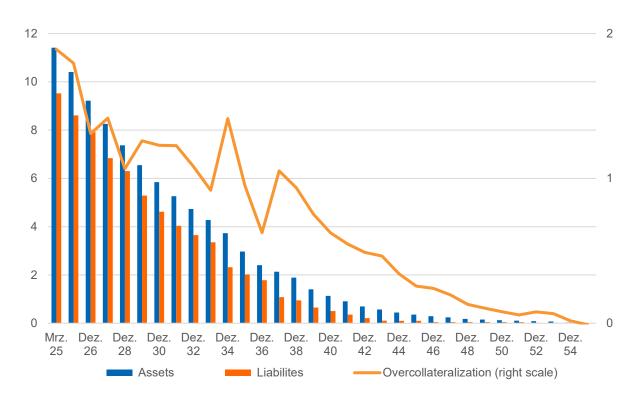




<sup>1</sup>Data collection and criteria according to §28 PfandBG

### Further key financial indicators of the public-sector cover pool

Maturity profile<sup>1,2</sup> As of 31/03/2025 (in  $\in$  bn)



#### Other financial indicators<sup>3</sup> As of 31/03/2025

#### Indicator

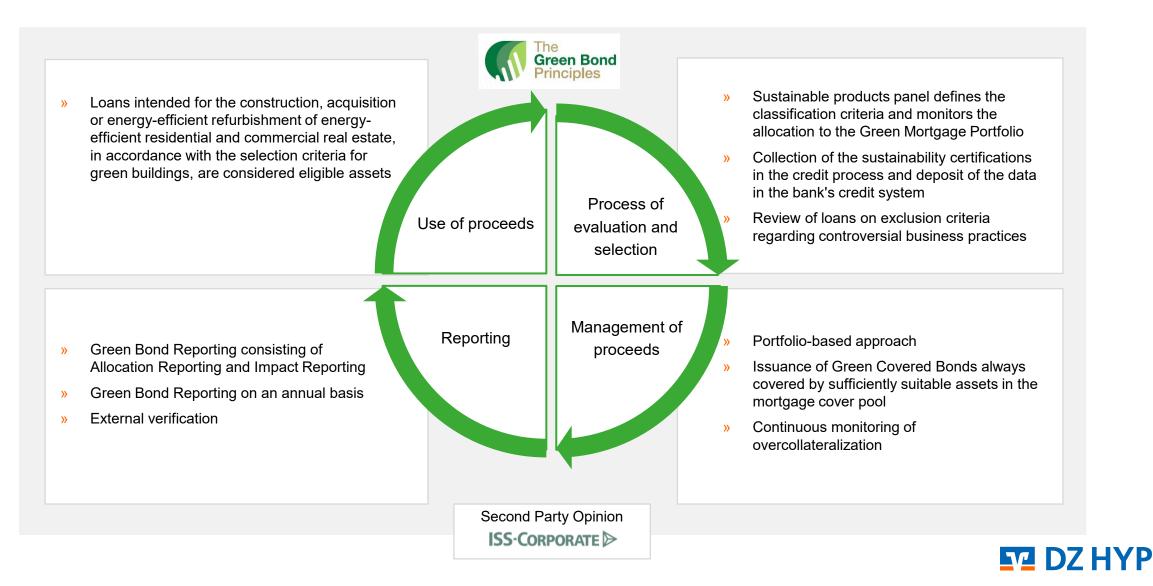
Total cover assets (€ mn)	11,415
Pfandbrief total volume outstanding (€ mn)	9,524
Overcollateralization (%)	19.9
Share of fixed-rate cover assets (%)	95.0
Share of fixed-rate Pfandbriefe (%)	88.1



# **3.2 Green Pfandbriefe**



### **Green Bond Principles as the basis of the DZ HYP framework** Key statements



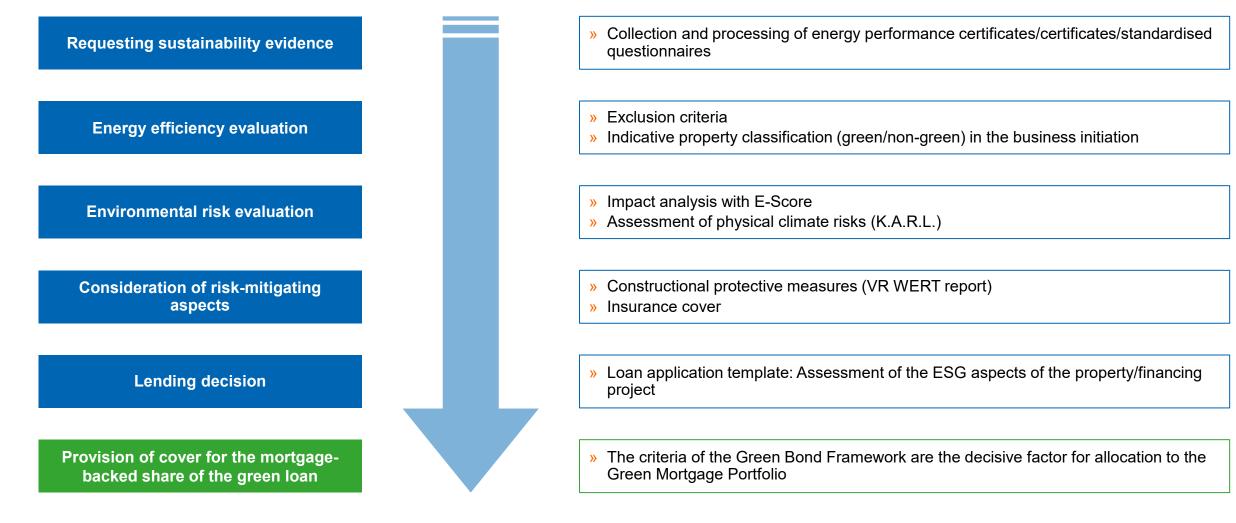
#### **Selection criteria for Green Pfandbriefe**

Contribution to the EU's environmental objectives and economic activities	Use of Proceeds		Criteria for Eligibility for the Green Pfandbrief		
	New construction of commercial and residential buildings		NZEB-10 percent The building's primary energy demand is at least 10 per cent below the threshold values set in the national measures for implementing Directive 2010/31/EU for nearly zero-energy buildings. This is verified by an energy performance certificate.		
Economic activities of the EU:			<b>30 per cent reduction in energy demand respectively consumption</b> Renovation/refurbishment will reduce energy demand respectively consumption by at least 30 per cent. The reduction will be demonstrated either by energy performance certificates issued in accordance with the GEG before and after the renovation/refurbishment work or by comparable calculations respectively measurements. The energy demand or consumption after the work must reach a level that is in line with the EU's climate targets.	11 SUSTAINABLE CITIES	
7.2 Renovation of existing buildingsov co7.7 Acquisition andre	Acquisition and ownership of commercial and residential buildings	that were constructed before 31st December 2020:	<ul> <li>EPC energy efficiency class A The building has an energy certificate that corresponds to at least energy efficiency class A.</li> <li>Top 15-percent The building is among the top 15 per cent of the national or regional building stock in terms of primary energy demand or consumption. The results of the study by Drees and Sommer on the top 15 per cent of the German real estate portfolio, which was commissioned and published by the Association of German Pfandbrief Banks (vdp), are used for the assessment.</li> <li>DGNB-Certification The building has been certified by the German Sustainable Building Council (DGNB) with either 'Gold' or 'Platinum'.</li> </ul>	13 climate Action	
		that were constructed after 31st December 2020:	<b>NZEB-10 percent</b> The building's primary energy demand is at least 10 per cent below the threshold values set in the national measures for implementing Directive 2010/31/EU for nearly zero-energy buildings. This is verified by an energy performance certificate.		



## **Selection process for the Green Mortgage Portfolio**

Sustainability aspects are already taken into account when granting loans



#### DZ HYP

# **Management of proceeds**

### Portfolio-based management

- » Classifying eligible assets according to the selection criteria described in the Green Bond Framework
- » Eligible assets are flagged in the mortgage cover pool and form the Green Mortgage Portfolio
- » Portfolio-based management of proceeds
- » Issuance of Green Pfandbriefe require sufficient eligible assets in the Green Mortgage Portfolio
- In the unlikely event that outstanding Green Pfandbriefe exceed the volume of eligible assets, DZ HYP will temporarily invest the liquidity with a credit institution that has a good sustainability rating
- » The Treasury department controls and monitors the process

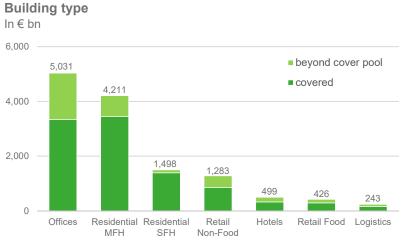


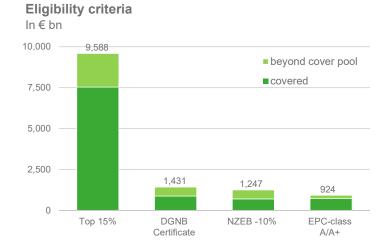


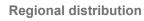
#### **Portfolio review**

### Green Mortgage Portfolio | 31/03/2025

- » As of 31 March 2025, DZ HYP finances green buildings in a volume of € 13,191 bn
- » Thereof, € 9,845 bn are part of the mortgage cover pool and can be refinanced via Green Pfandbriefe
- » Exclusively green real estate in Germany (corporate clients & private customers)
- » Diversified real estate portfolio with a focus on residential- and office buildings





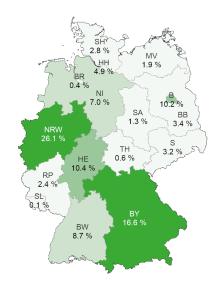


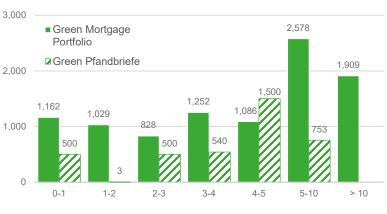




Maturity profile (years)

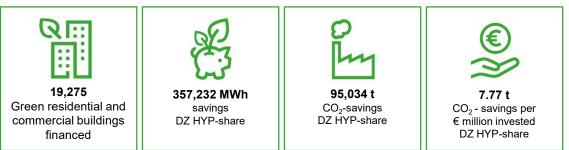
ln € bn





#### M DZ HYP

# Reporting Impact report | 31/12/2024



- Publication of the Green Bond Report<sup>1</sup> on an annual basis as of 31 December (in Q1 of the following year)
- » Evaluation of the allocation and development of the impact reporting by Drees & Sommer (consulting firm)
- » Methodology:
  - » Assessment of energy efficiency on the basis of collected sustainability documents
  - » Subsequently comparison with comparative buildings for specific types of use



# Reporting Impact report | 31/12/2024



Low Carbon Buildings	Year of issuance		Signed amountª	Reference area <sup>b</sup>	•	Annual final	emissions	Financing share annual final	Financing share annual CO <sub>2</sub> emissions avoidance <sup>g</sup>	
Unit	[уууу]	[-]	[EUR]	[m²]	[%]	[MWh/year]	[tCO2/year]	[MWh/year]	[tCO2/year]	
DZ HYP AG	2024	Low Carbon Building	9,110,067,494	12,041,622	100,00	905,764	242,371	357,232	95,034	
Offices			2,656,843,270	2,978,437	29,16	272,873	72,577	101,330	26,873	
Residential SFH			1,408,633,916	1,270,096	15,46	84,933	18,855	37,082	8,232	
Residential MFH			3,382,295,932	5,030,316	37,13	330,157	73,243	135,495	30,033	
Retail Food	2024	Low Carbon Building	204,642,274	261,124	2,25	57,979	22,179	26,468	10,303	
Retail Non-Food	_	n-Food		922,957,888	1,369,944	10,13	77,790	27,703	25,009	8,824
Logistics				221,558,355	896,488	2,43	62,363	21,177	23,068	7,782
Hotels	]		313,135,859	235,217	3,44	19,668	6,638	8,780	2,987	

<sup>a</sup> Legally committed signed amount by the issuer for the portfolio or portfolio components eligible for green bond financing.

<sup>b</sup> Reference area based on national definition, e.g. Energy performance certificate based, net floor conditioned area.

<sup>c</sup> Portion of the total portfolio cost that is financed by the issuer.

<sup>d</sup> Final energy savings calculated using the difference between the top 15% and the national building stock benchmarks.

e Greenhouse gas emissions avoidance determined by multiplying the final energy savings with the carbon emissions intensity.

<sup>f</sup> Final energy savings calculated adjusted with the financing share.

<sup>9</sup> Greenhouse gas emissions avoidance adjusted with the financing share.



# External review of the Green Bond Framework Second Party Opinion

- » ISS-Corporate reviews Green Bond Framework
- » Confirmation of alignment with the ICMA Green Bond Principles
- » Extracts from the Second Party Opinion:

"The Issuer has defined a formal concept for its green bonds regarding use of proceeds, processes for project evaluation and selection, management of proceeds, and reporting. This concept is in line with the GBP."

"The Issuer can contribute to the achievement of the SDGs by providing specific services/products that help address global sustainability challenges, and by being responsible actors, working to minimize negative externalities in their operations along the entire value chain."

"DZ HYP has implemented several approaches to integrate ESG factors into its lending and risk management practices, particularly for its role as a Pfandbrief issuer."

"The key sustainability objectives and the rationale for issuing green bonds are clearly described by the issuer."





# **External review of the Green Bond Reporting 2024**

#### **External verification**

- » ISS Corporate's review of green bond reporting
- » Confirmation of compliance with the ICMA Green Bond Principles
- » Extracts from the External Verification:

"The report is in line with the initial commitments set in DZ HYP's Green Bond Framework."

"DZ HYP's Green Bond Report adopted an appropriate methodology to report the impact generated by providing comprehensive disclosure on data sourcing, calculation methodologies and granularity, reflecting best market practices."

"The Green Bond Report is in line with the HFIR. The Issuer follows core principles and, where applicable, recommendations."

"The allocation of the bonds' proceeds has been disclosed, with a detailed breakdown across different eligible project categories as proposed in the Framework."

"The proceeds collected equal the amount allocated to eligible projects, with no exceptions. The proceeds are tracked appropriately and attested in a formal internal process."



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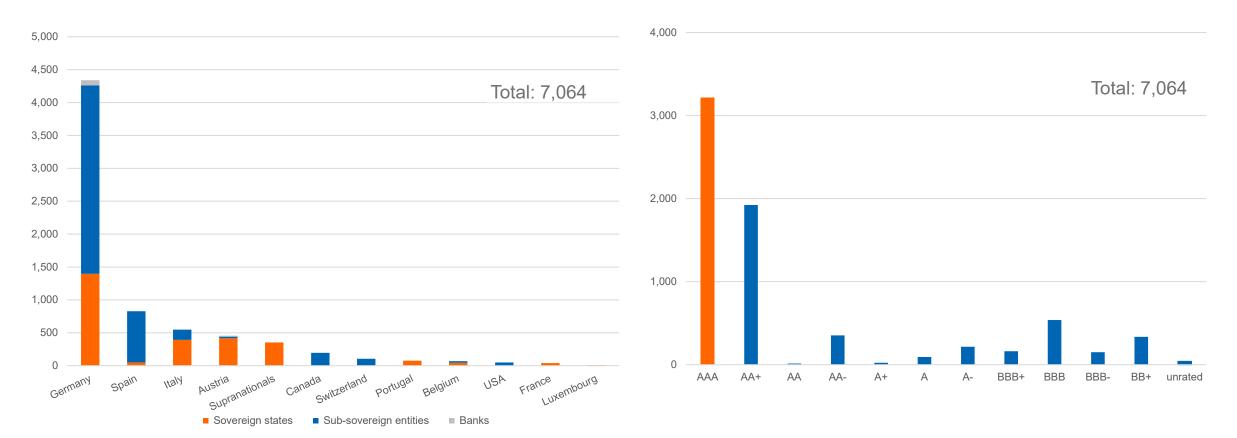




#### **Securities portfolio**<sup>1</sup>

**Countries and borrower classes** In € mn as of 31/12/2024

**Ratings** In € mn as of 31/12/2024



<sup>1</sup>Volume: Nominal values, promotional and development banks with government funding guarantees, categorised as "governments", excluding intragroup transaction

#### **DZ HYP**

### **Cooperative protection scheme of BVR**



# BVR protection scheme (BVR-SE) institution and indirect deposit protection

- » Oldest (since 1934), privately financed bank protection scheme worldwide
- » Averting or remedying imminent or existing economic difficulties of the member institutions (preventive prevention of insolvencies)
- » Indirectly protects customer deposits held by non-banks, including bearer bonds and certificates issued by cooperative banks

#### **BVR-Institutssicherung GmbH (BVR-ISG)** direct deposit protection

- Meets the legal requirements of the EU and the German Deposit Guarantee Act (Einlagensicherungsgesetz)
- » Officially recognized deposit protection system
- » Protects customer deposits of up to € 100,000 per person per institution

#### DZ HYP

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