At a glance

Modern financial institution and Pfandbrief bank

Operating throughout Germany – based in the North-West

Sustainable Strategy

- With our strong and prestigious OLB Bank and Bankhaus Neelmeyer brands, we are a modern customer-focused, financial institution with operations throughout Germany.

- We strive to find the correct financial solutions given the current environment, with particular focus on the expectations of our clients.

- Our business strategy – a strong customer base, solid refinancing sources including retail customer deposits and Pfandbrief (covered) bonds, and specialized staff – provides the basis for ensuring that our success story will continue in the years to come, 150 years after OLB was founded.

- We attach particular importance in our client business to the high level of competence of our advisory services, and excellent multi-channel accessibility (branch, telephone, video chat, online and mobile banking).

Our lines of business

We offer our clients integrated solutions from a single source – with a competitive product palette in our strategic lines of business:

- **Private Clients**
  - Retail
  - Private Banking and Wealth Management

- **Corporates & SME**
  - Corporates
  - SMEs
  - Football Finance

- **Specialized Lending**
  - Acquisition Finance
  - Commercial Real Estate Financing
  - Shipping
Solidly and sustainably positioned

**Sustainably profitable business model**

**Strong capital base with over €1 billion Tier 1 capital**

**Many long-standing client relationships**

**Robust balance sheet structure and stable refinancing base**

**Moody’s rating “Baa2 outlook stable” supports the expansion of capital market presence**

**Conservative risk policy with a well diversified portfolio**
### Important figures and data at a glance

OLB’s strong equity position has us on a successful track

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>~20,000</td>
<td>in millions of €</td>
</tr>
<tr>
<td>Clients</td>
<td>~750,000</td>
<td>As at 12/2019 number of individual clients</td>
</tr>
<tr>
<td>Net Operating Result</td>
<td>128.8</td>
<td>As at 12/2019 in millions of €</td>
</tr>
<tr>
<td>Own Equity</td>
<td>&gt;1,100</td>
<td>As at 12/2019 in millions of €</td>
</tr>
<tr>
<td>Total Customer Loans</td>
<td>~15,100</td>
<td>As at 12/2019 in millions of €</td>
</tr>
<tr>
<td>Profit before Taxes</td>
<td>151.0</td>
<td>As at 12/2019 in millions of €</td>
</tr>
<tr>
<td>Common Equity Tier 1 capital ratio</td>
<td>11.8</td>
<td>As at 12/2019 in %</td>
</tr>
<tr>
<td>Customer Deposits</td>
<td>~12,700</td>
<td>As at 12/2019 in millions of €</td>
</tr>
<tr>
<td>Net income for the fiscal year</td>
<td>109.8</td>
<td>As at 12/2019 in millions of €</td>
</tr>
</tbody>
</table>
Important figures and data in detail

Key HGB earnings and figures as of December 31, 2019

**HGB-Results (€m)**

<table>
<thead>
<tr>
<th>1 Operating Income</th>
<th>01.01 – 31.12.2019</th>
<th>420.8</th>
</tr>
</thead>
<tbody>
<tr>
<td>of which: Net Interest Income</td>
<td></td>
<td>317.2</td>
</tr>
<tr>
<td>of which: Net Fee &amp; Commission Income</td>
<td></td>
<td>103.6</td>
</tr>
<tr>
<td>2 Operating Expenses</td>
<td></td>
<td>-311.3</td>
</tr>
<tr>
<td>Net other operating income (+) and expenses (-)</td>
<td></td>
<td>5.0</td>
</tr>
<tr>
<td>Risk provisions in the loan book</td>
<td></td>
<td>-6.8</td>
</tr>
<tr>
<td>Profit (+)/Loss (-) from securities in the liquidity reserve</td>
<td></td>
<td>21.0</td>
</tr>
<tr>
<td><strong>Net Operating Result</strong></td>
<td><strong>128.8</strong></td>
<td></td>
</tr>
<tr>
<td>Other and extraordinary results</td>
<td></td>
<td>22.2</td>
</tr>
<tr>
<td><strong>Profit before taxes</strong></td>
<td><strong>151.0</strong></td>
<td></td>
</tr>
<tr>
<td>3 Net profit</td>
<td></td>
<td><strong>109.8</strong></td>
</tr>
<tr>
<td><strong>Return on Equity after taxes</strong>¹</td>
<td><strong>10.4%</strong></td>
<td></td>
</tr>
</tbody>
</table>

¹ The ratio of net profit to average on balance sheet capital

**History of OLB AG (€m) (HGB)**

<table>
<thead>
<tr>
<th>1 Operating Income</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>297.9</td>
<td>296.2</td>
<td>377.6</td>
<td>420.8</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2 Operating Expenses</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>226.2</td>
<td>229.6</td>
<td>287.4</td>
<td>311.3</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3 Net profit</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>35.2</td>
<td>28.3</td>
<td>20.6</td>
<td>109.8</td>
<td></td>
</tr>
</tbody>
</table>
Robust balance sheet structure - stable refinancing

Client deposits are stable and remain the most important strategic source of funding

OLB’s customer loan business is funded entirely via retail deposits

The stable and sticky deposit base means that OLB is not overly reliant on the capital markets

The issuance of Pfandbriefe (i.e. Covered bonds) has expanded the strategic funding mix

Our investment portfolio has been constructed with a strong focus on the bank’s liquidity reserve position. The portfolio is almost exclusively comprised of public sector bonds with excellent ratings

We have a large cash reserve position

The LCR stood at 158.6% at year end
Robust balance sheet structure - solid capital ratios

Capital ratios well above minimum regulatory requirements

### Development of required capital in accordance with HGB for OLB AG

In accordance with §10 KWG in conjunction with Art. 25 to 88 CRR

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Capital Ratio</th>
<th>CET1 Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>14.3%</td>
<td>11.2%</td>
</tr>
<tr>
<td>2017</td>
<td>15.5%</td>
<td>12.4%</td>
</tr>
<tr>
<td>2018</td>
<td>14.5%</td>
<td>11.4%</td>
</tr>
<tr>
<td>2019</td>
<td>14.1%</td>
<td>11.8%</td>
</tr>
</tbody>
</table>

Min. Total Capital Requirement:
- 11.38% Total Capital Ratio
- 9.37% Tier 1 Capital Ratio
- 7.85% Common Equity Tier 1 Capital Ratio

<table>
<thead>
<tr>
<th>€m</th>
<th>CET1 Capital</th>
<th>T1 Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>602</td>
<td>602</td>
</tr>
<tr>
<td>2017</td>
<td>623</td>
<td>623</td>
</tr>
<tr>
<td>2018</td>
<td>966</td>
<td>1,009</td>
</tr>
<tr>
<td>2019</td>
<td>1,042</td>
<td>1,084</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>€m</th>
<th>Risk weighted assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>5,363</td>
</tr>
<tr>
<td>2017</td>
<td>5,029</td>
</tr>
<tr>
<td>2018</td>
<td>8,483</td>
</tr>
<tr>
<td>2019</td>
<td>8,806</td>
</tr>
</tbody>
</table>

### Highlights

- OLB's numbers are **well in excess of the Basel III capital requirements**
- **Capital ratios** are well above the regulatory requirements set for OLB AG
- **CET1 Ratio** at **11.8%** – incl. profit retention for 2019 at **12.1%**
- The **Total Capital Ratio** declined due to the €76.5m repayment of T2 subordinated bonds
- Our capital position provides a strong platform for further business development
- Moody's granted OLB an **Investment-Grade-Rating “Baa2 deposit and issuer rating” (outlook stable)” for the first time**

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1 In accordance with the final SREP and Capital targets decision for 2020
OLB Bank Company Presentation

OLB Bank‘s leadership team

Dr. Wolfgang Klein
Chairman of the Board of Managing Directors

- Operations (Organization, Central business processing, Private Client Service)
- Strategic Bank Development
- Human Resources and Communications
- Information Technology

Karin Katerbau
Member of the Board of Managing Directors

- Finance / Controlling
- Credit Risk Management
- Risk Controlling
- Compliance
- Legal

Hilger Koenig
Member of the Board of Managing Directors

- SME (Regions)
- Corporates (North)
- Product Specialists

Dr. Rainer Polster
Member of the Board of Managing Directors

- Corporates (South / International)
- Specialized Lending
- Corporate & Institutional Sales
- Treasury

Peter Karst
General Manager

- Private Clients
- Private Banking & Wealth Management
- Marketing / Products / Business Intelligence
Our shareholder structure

**Shareholder characteristics**
- Strong financial basis
- Long-term focus
- No controlling interest

- Global presence
- Excellent reputation
- Independent of each other

**Teacher Retirement System of Texas**
- Pension fund with retirement and comparable services for approx. 1.5 million payers and recipients in public and higher education
- headquartered in Texas, USA

**Apollo Global Management**
- Leading global asset manager for equity, loan and real estate investments
- headquartered in Delaware, USA

**Groovepoint Investment Management**
- A specialist private investment firm focused on private equity, credit and unique situations
- headquartered in London, Great Britain

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April 2020

OLB Bank Company Presentation
Oldenburgische Landesbank AG (OLB), Bremer Kreditbank AG (BKB) and Bankhaus Neelmeyer AG (BHN) merged during 2018, OLB and Wüstenrot Bank AG Pfandbriefbank in 2019 to form:

- **Wüstenrot Bank AG Pfandbriefbank**
- **Partnership platform with W&W Group**
- **1968** Foundation of the bank
- **1997** Takeover of affiliate’s “Geestemünder Bank AG” operations
- **2005** Acquired by “UniCredit Bank AG”
- **2017** Acquired by “BKB Bank”
- **2018** Merged with OLB

Stable ownership structure

- **1982** Majority of stock acquired by “Kredietbank NV”, Brussels
- **1999** Renamed as “KBC Bank Deutschland AG”
- **2014** Renamed under new ownership as “Bremer Kreditbank AG (BKB Bank)”

Retail partnership platform and online banking

Wealth Management and Private Banking

Retail Banking, Corporate Banking

Corporate Banking, Specialized Lending
Working for our clients regionally, nationwide and beyond

In the branch, in the office, online, mobile and by telephone … personally and digitally accessible from anywhere

OLB Oldenburg (Headquarters)
Stau 15/17
26122 Oldenburg
Tel.: +49 441 2210

OLB Branch Office Bremen
Wachtstraße 16
28195 Bremen
Tel.: +49 421 36840

OLB Branch Office Dusseldorf
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Tel.: +49 211 130750

OLB Branch Office Ludwigsburg / Stuttgart
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Tel.: +49 7141 1675

OLB Branch Office Stuttgart (until 09/30, 2020)
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Tel.: +49 711 6337040

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Tel.: +49 40 3020020

OLB Branch Office Berlin
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Tel.: +49 30 203070

OLB Branch Office Hanover
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Tel.: +49 511 65505100

OLB Branch Office Frankfurt
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60486 Frankfurt am Main
Tel.: +49 69 7561930

OLB Branch Office Munich
Ottosstraße 13 | 80333 Munich
Tel.: +49 89 24209780
Strategic lines of business offer a broad range of services

**Private Clients**
- Retail
  - Current accounts and credit cards
  - Online banking/OLB banking app
  - Private construction financing
  - Consumer loans
  - Private financial investments
  - Insurance brokering
  - Assistance with private real estate purchases and sales

**Private Banking/Wealth Management**
- Asset management
- Exclusive financial and retirement planning
- Real estate brokerage
- Generation management
- Foundation management

**Corporates & SME**

**Corporates**
- Investment financing
- Working capital financing
- Export financing and documentation
- International payment transactions
- Active interest rate/currency/liquidity management
- Football Finance

**SME**
- Investment financing
- Working capital financing
- International payment transactions
- Public developments (i.e. KfW)
- Project financing
- Startup assistance

**Specialized lending**

**Acquisition financing**
- Arrangement and structuring of external capital financing
- Focus on acquisitions of medium-sized companies in Germany, Austria and Switzerland

**Commercial real estate financing**
- Short-term bridge financing for real estate developers
- Long-term investor financing on an individual basis

**Shipping**
- Selective new business with long term clients
Private Clients: OLB is transforming itself into nationwide, customer oriented bank, with strong presence in Weser-Ems

**Business Area**

- Includes: Private clients, corporate clients and freelancers as well as private banking and wealth management
- 16 centres of expertise throughout the north-west
- Advisory and support services via our branch network and the new Advisory Center Oldenburg
- Appropriate products and up-to-date services in parallel via online and mobile sales channels
- Bankhaus Neelmeyer represents highly specialized competence in private banking and wealth management

**Private Clients**

- Continued strong presence in the core business area of Weser-Ems and …
- … operations across Germany with distribution partners and brokerage options

Focus on the customer

- Mobile
- Personal
- Telephone
- Mail
- Chat
- Online
- By post
- Video
Private Clients: The new Advisory Center Oldenburg (BCO) combines digital and personal banking
Corporates & SME: Sales strength in the Northwest, across Germany and in selected European locations

**SME: Weser-Ems Region**
- Focus on traditional lending business with medium-sized corporate customers
- Positioning is based on the location of potential clients, aligned with their target profile and size.

**Corporates: Across Germany**
- Focus on large corporate customers
- Tailor-made consulting in nine branches with the necessary product palette

**Corporates – Football Finance**
- Focus on the TOP 5 financially strong football leagues in Europe
- Financing of football clubs
- Loan financing or purchase of receivables
Specialized lending: Supplementing OLB's business model in the manufacturing business

Use of targeted risk/return-oriented growth initiatives in specialized financing areas

Core competence primarily in individual and personal support - from classic financing options to syndicated financing or promissory note loans

Expansion of market share and earnings potential on the basis of existing long-term business relationships

**Acquisition financing**
- Active for more than a decade as a leading structured finance provider in the German speaking LBO market
- Our focus is on arranging and structuring debt financing for the acquisition of medium-sized companies in Germany, Austria and Switzerland and selected other Western European markets

**Commercial real estate financing**
- Well established for over ten years in commercial real estate financing in the German market, as well as being active on the Dutch market for the last three years
- Equally focused on short-term bridge financing for property developers and project developers, as well as medium to long-term investor financing; first selective financing in Austria in 2018

**Shipping**
- Extensive, sector-specific know-how in this market segment, including risk analysis and risk monitoring systems
- Selective, conservatively acquired new business involving freight rate-dependent vessels (exclusively multi-purpose vessels)
Disclaimer

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