

Press release, 9 March 2017

Berlin Hyp boosts new business

Berlin Hyp again reported highly positive new business in 2016. Transactions concluded amounted to € 6.0 billion in total (previous year: € 5.4 billion), representing an increase of 10 % year on year. Green financing accounted for around 20 % of new business. A price advantage of up to ten basis points is applied to green financing.

“Despite the prolonged period of low interest rates, fierce competition and the related pressure on margins, we have exceeded our target for new business without sacrificing our conservative risk policy,” says Gero Bergmann, Board of Management member in charge of markets at Berlin Hyp. “We are proud of successfully maintaining our position as a strong real estate financier in the German market, even in difficult times.”

In total, 77.4 % of Berlin Hyp’s new business was generated with properties in Germany. At 82.0 %, the vast share of new business pertains to the investor customer group.

The business conducted jointly with the savings banks also continued to develop favourably in 2016, with total volume reaching € 1.5 billion (previous year: €1.0 billion). At € 1,051 million, the volume of the joint syndication business with savings banks exceeded the billion-euro mark for the first time.

Berlin Hyp is the first lender to issue green bonds in more than one asset class for refinancing green buildings. “Berlin Hyp considers properties that offer particularly high energy efficiency to be green buildings,” Bergmann says. “Our green bonds serve to refinance these loans. In addition, our goal is to invest an amount equating to the proceeds in additional green building financing.” The bank is applying a price advantage of up to ten basis points to the financing of green buildings.

The full Annual Report and a detailed press release will be available from 30 March 2017 at www.berlinhyp.de

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Berlin Hyp specialises in large-volume real estate finance for professional investors and housing societies, for whom the Bank develops individual financing solutions. As an enterprise forming a Group together with the German savings banks, it also makes an extensive spectrum of products and services available to these institutions. Berlin Hyp’s clear focus, almost 150 years of experience and its close proximity to the Savings Banks Finance Group characterise the Bank as a leading German real estate and Pfandbrief bank.