

Factsheet

As at: 09.04.2019

Ownership structure

Several funds initiated by Cerberus Capital Management, L.P.			One fund initiated by J.C. Flowers & Co. LLC	One fund initiated by GoldenTree Asset Management LP	Centaurus Capital LP	BAWAG P.S.K. <i>Bank für Arbeit und Wirtschaft und Österreichische Postsparkasse Aktiengesellschaft</i>
Promontoria Holding 221 B.V. 9.89%	Promontoria Holding 231 B.V. 13.88%	Promontoria Holding 233 B.V. 18.73%	JCF IV Neptun Holdings S.à r.l.	GoldenTree Asset Management Lux S.à r.l.	Chi Centauri LLC	
42.5%			35.0%	12.5%	7.5%	2.5%

Cerberus Capital Management, L.P.

Cerberus Capital Management, L.P., established in 1992, is a global leader in alternative investments in the areas of complementary credit, private equity and real estate strategies, with over 35 billion US dollars in assets under management. Headquartered in New York City, and with offices in the United States, Europe and Asia, Cerberus has the global presence required to invest in a whole range of asset classes.

J. C. Flowers & Co.

J.C. Flowers & Co. is a leading private investment company with a global presence in the financial services sector. Established in 1998, the company has invested more than 15 billion US dollars in 50 investment companies located in 17 countries to date, with investments covering various sub-sectors, including banking, insurance and reinsurance, investment firms, special financing, asset management and services. J.C. Flowers & Co. has offices in New York City and London and boasts assets under management of approximately 6 billion US dollars. For further information, please visit: jcfc.com.

Rating

	Moody's ¹	S&P ¹
Issuer Ratings		
Counterparty Rating	Baa2, stable	BBB+, stable
Deposit Rating	Baa2, stable	–
Issuer Credit Rating (long-term)	Baa2, stable	BBB, stable
Short-term Debt	P-2, stable	A-2, stable
Stand-alone Rating (financial strength)	ba2, stable	bbb- stable
Instrument Ratings (secured issuances)		
Public Sector Covered Bonds	Aa2, stable	–
Mortgage Covered Bonds	Aa2, stable	–
Ship Covered Bonds	A3, stable	–
Instrument Ratings (unsecured issuances)		
"Preferred" Senior Unsecured Debt	Baa2, stable	–
"Non-Preferred" Senior Unsecured Debt	Baa3, stable	–
Subordinated Debt (Tier 2)	Ba3, stable	–

MOODY'S

Upgrades HSH Issuer rating to Baa2, Short-term rating to P-2 (28 Nov. 2018)

"Moody's considers HSH's standalone credit profile to have significantly improved as a result of a balance sheet clean-up that accompanied the ownership change as expressed by the upgrade of its BCA to ba2 from b3. The rating agency considers the bank to now be significantly de-risked and simplified, with asset quality metrics developing more in line with its peers and improved cost structures. In particular, the carve-out of non-performing assets has, in conjunction with the sustainably improved capitalisation of the bank, resulted in an improved overall solvency profile."

¹ See also latest publications by the rating agencies on Hamburg Commercial Bank's website: www.hcob-bank.de/de/investorrelations/rating/rating.jsp

Protection Scheme

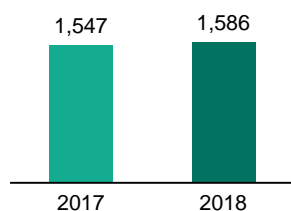
- HSH Nordbank's membership of the DSGV expired upon closing. However, membership of the SFG² guarantee scheme (pursuant to Section 94 (4a) of the Framework Statutes) will continue for a further three years until 31 December 2021, meaning that the voluntary institutional protection provided for the Bank by SFG's² protection scheme will remain in force until 31 December 2021
- The plan is for a seamless transition from the SFG² protection scheme to the BdB's³ voluntary deposit protection fund at the turn of the year 2021/2022. As with all banks, the protection ceiling will then generally amount to 15 percent of HCOB's regulatory capital per creditor⁴
- The scope of protection of the statutory deposit guarantee fund will remain unchanged with the transition from the SFG² protection scheme to the Compensation Scheme of German Private Banks (EdB)

² German Savings Banks Finance Group; ³ Association of German Banks; ⁴ 2022, the statutory protection ceiling will correspond to 15% of the member bank's regulatory capital per creditor. As at 31 December 2018, HSH Nordbank AG had approx. EUR 5.2bn in regulatory capital, which corresponds to an arithmetical statutory protection ceiling of approx. EUR 0.78bn per creditor. As of 2025, the statutory protection ceiling for all member banks will be reduced to 8.75% per creditor

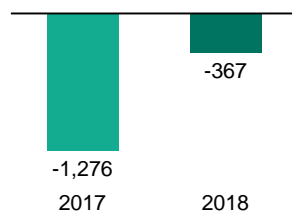
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Key figures as at 31 December 2018 (Group, IFRS)

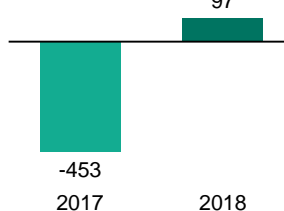
Total income
in EUR mn



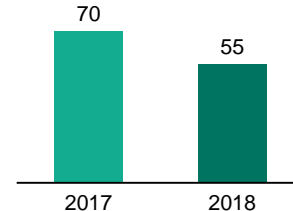
Loan loss provisions
in EUR mn



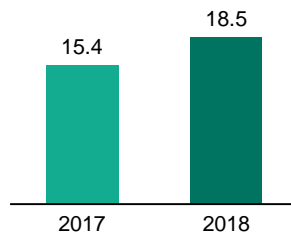
Net income before taxes
in EUR mn



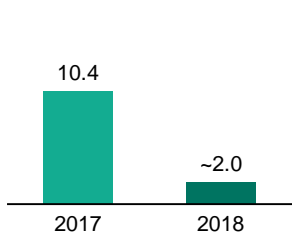
Total assets
in EUR bn



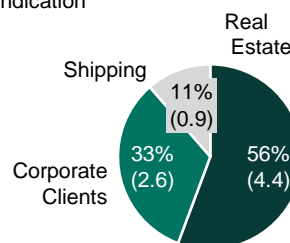
CET1 ratio
in %



NPE ratio
in %



Gross new business of EUR 8.4bn (PY: EUR 8.6bn); in % / in EUR bn, incl. syndication



Business model at a glance

Asset Based Finance

- **Real Estate:** Major financier in German metropolitan regions with high market penetration and international expansion (financing in Austria, Benelux, France and UK), profound expertise when it comes to complex structuring solutions and high level of transaction security
- **Shipping:** Good market penetration in target markets and segments with long-standing client relationships

Business Clients & Project Finance

- **Business Clients:** Outstanding financing expertise – Healthcare, Industry & Services, Trade & Food Industry, integrated Corporate Finance (e.g. LBO, M&A)
- **Project Finance:** High market penetration in renewable energy (one of the top financiers in Europe, worldwide prudential expansion), as well as in Infrastructure & Logistics, high level of advisory and structuring expertise

Capital Markets & Products

- Long-standing and established business relationships with institutional clients, domestic and foreign banks as well as local authorities and federal states
- Underwriting, syndicating and arranging of such loans and capital-market finance as promissory notes and bearer bonds
- Managing and hedging market-price risks within the framework of risk management