

BayernInvest

Preserving values. Creating perspectives.

Asset Management & Master-KVG

January 2020

Agenda

1. BayernInvest at a glance
2. Our strengths, your assets
3. Our values, your security
4. Our services, your prospects
5. Our employees, your partners

We are asset managers and Master-KVG
(fund administrators) for institutional investors.
Our services: precisely tailored solutions to meet individual
investment goals.

We are part of a strong alliance



BayernInvest is a fully-owned subsidiary of BayernLB and is therefore part of the German savings bank finance group, the most successful financial association in Germany with around 50 million private customers nationwide.

Long-term cooperation

Our customers include insurance companies, corporate and occupational pension funds, banks, companies, foundations and church-affiliated entities.



Graphic: Selection of our customers.

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How we preserve values

With permanence and trust

- › We have a successful market presence for 30 years
- › Many customers have been with us from the start
- › Our customer relationships are based on trust and have endured over many years
- › We secure assets and leverage opportunities for capital appreciation

How we create perspectives

With vision and perspective

- › We offer individual strategic consulting with advanced product and problem-solving expertise
- › Our experts have many years of investment experience and top notch specialist knowledge
- › We know the markets and have solutions for investment and regulatory issues

What we offer you

Asset Management

Master-KVG

- › We manage specialised investment funds, mutual funds and asset management mandates for institutional investors
- › We are managers of bond and multi-asset portfolios and index-based investment solutions
- › We also design sustainable and LCR-optimised investment strategies

What we offer you

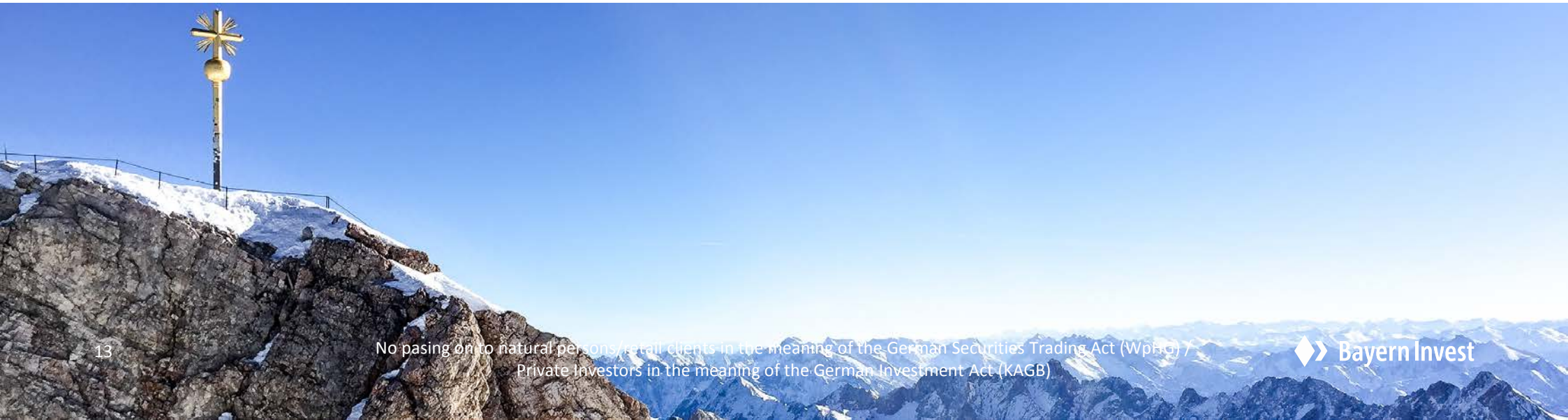
Asset Management Master-KVG

- › We set up ideal fund structures and administrate them in Germany or Luxembourg as requested
- › We know the regulatory and tax requirements and ensure the mandates are implemented seamlessly
- › We offer a high performance value chain in the entire back and mid-office with salient reporting of all asset categories, fund structures & direct holdings

New perspectives: Sustainable Investments

Regional roots and global responsibility

- › There are good reasons to choose sustainable investments
- › We work with our customers to implement customised, sustainable investment strategies
- › We cooperate with strong partners
e.g. MSCI ESG Research, NKI – Institut für nachhaltige Kapitalanlagen GmbH, oekom research AG



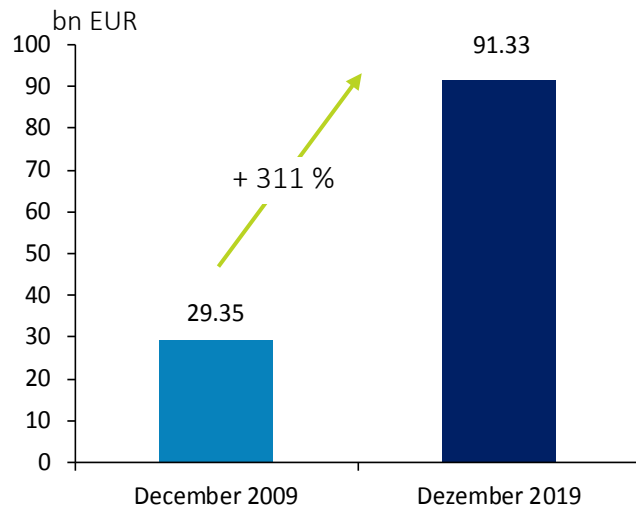
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Steadily climbing assets for many years and positioning among the top 10 German investment fund companies

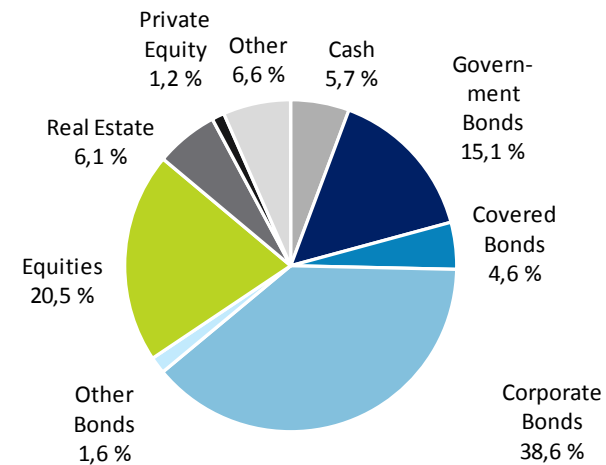
Growth in managed assets

EUR bn as at 31st December 2019



By asset class

In percent as at 31st December 2019



Assets under management	31 st December 2019	Number of mandates managed	31 st December 2018	Number of mandates managed
	Assets EUR million		Assets EUR million	
Special funds	83,817	449	72,974	472
Public funds	1,458	25	1,138	27
Asset management	6,059	22	6,490	30
Total	91,334	496	80,601	529

Source: BayernInvest, own calculations as at 31st December 2019

Our work: award winning



- › 1st place for sustainability competence Study by Telos GmbH, 2019



- › Grade 1 (Excellent) in the Master-KVG business Rating by TELOS GmbH, 2016



- › Acclaimed fund: nomination in the Investors Choice Award 2016 for “BayernInvest Subordinated Bond-Fonds”



- › ★ ★ ★ ★ ★ stars from Morningstar for “BayernInvest Renten Europa-Fonds” in the category “Government Bonds Euro”



- › ★ ★ ★ ★ stars from Morningstar for „BayernInvest Subordinated Bond-Fonds“ in the category „Euro Nachrangige Anleihen “

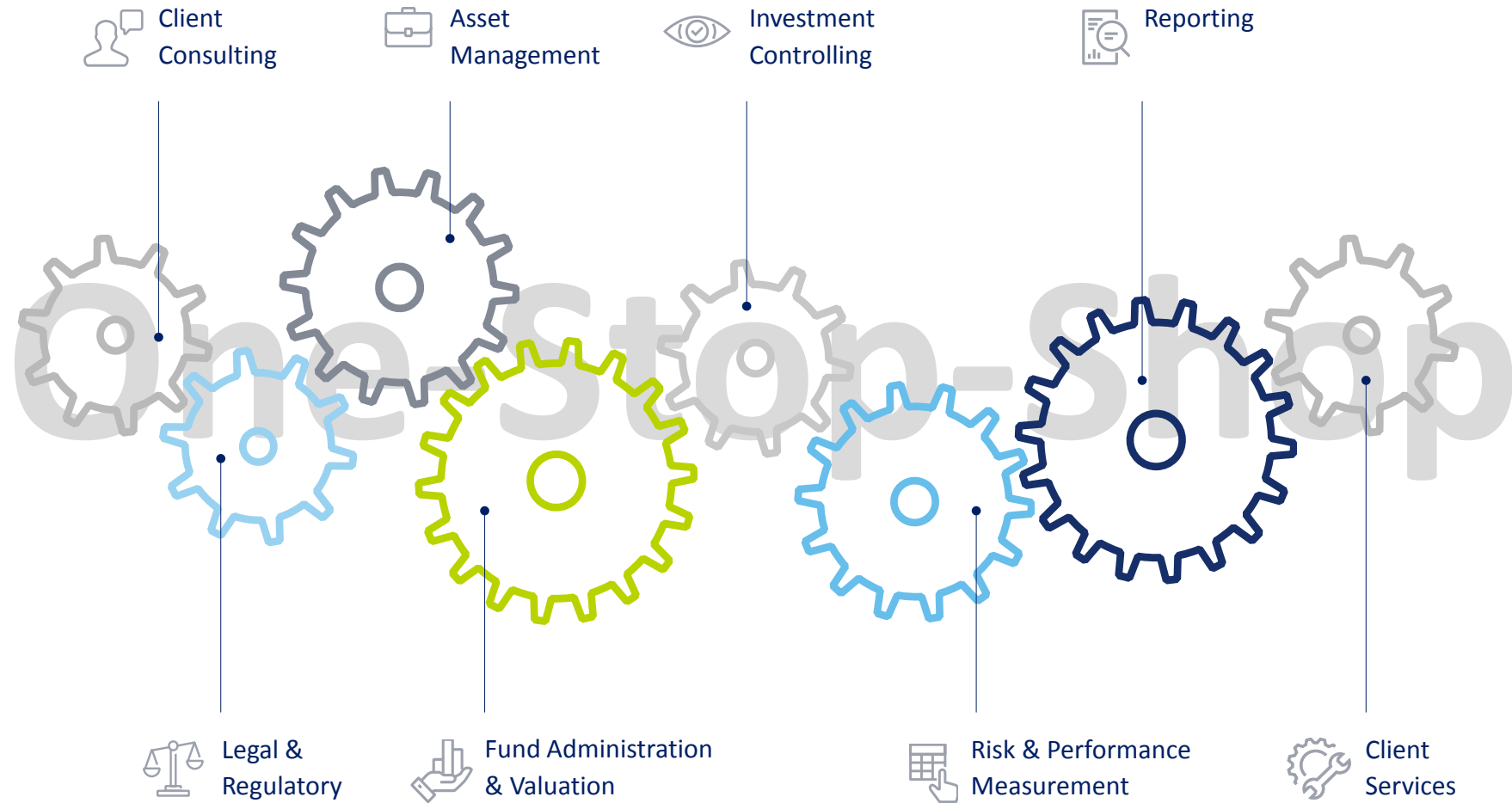
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As a one-stop shop, we offer customers first class services at the highest quality along the entire value chain.

Our services are your perspectives



Investment strategies and products

STRATEGY	FOCUS	ASSET CATEGORIES	INVESTMENT STRATEGIES	MUTUAL FUNDS
Active strategies	Benchmark oriented Absolut return	Equities	<ul style="list-style-type: none"> › (1) Equities dividends › (2) Factor-based ESG equities portfolios › Dynamic equities protect 	<ul style="list-style-type: none"> › (1) BayernInvest euro equities dividends non-fin funds › (2) DKB Nachhaltigkeitsfonds Europa, DKB Nachhaltigkeitsfonds Klimaschutz, DKB Nachhaltigkeitsfonds SDG
		Fixed Income	<ul style="list-style-type: none"> › (1) Fixed-income Europe › Credit strategies <ul style="list-style-type: none"> - (2) Covered bonds - (3) Euro corporate bonds - (4) Subordinated bonds - Credit opportunities › Global bonds (unconstrained) 	<ul style="list-style-type: none"> › (1) BayernInvest fixed-income Europe-funds › (2) BayernInvest Euro covered bond-funds › (3) BayernInvest Euro corporates non-fin funds › (3) BayernInvest total return corporate bond-funds › (4) BayernInvest subordinated bond-funds
		Balanced Funds	<ul style="list-style-type: none"> › (1) Multi asset › Balanced 	<ul style="list-style-type: none"> › (1) BayernInvest active global balanced funds › (1) BayernInvest global flex-income funds
Passive strategies	Full replication Stratified sampling	Equities	<ul style="list-style-type: none"> › Euroland › Europe › USA › Global 	
		Fixed Income	<ul style="list-style-type: none"> › (1) Emerging markets sovereigns › (2) Emerging markets corporates › Euro sovereigns › Euro covered Bonds › Euro corporate Bonds 	<ul style="list-style-type: none"> › (1) BayernInvest emerging markets select bond-funds › (2) BayernInvest emerging markets select corporate bond IG-funds

Note: BayernInvest offers specialised investment funds (Deutscher Spezial-AIF) and mutual funds for specific investment strategies. Numbers in the same block mark equivalent investment strategies and mutual funds.

No passing on to natural persons/retail clients in the meaning of the German Securities Trading Act (WpHG) / Private Investors in the meaning of the German Investment Act (KAGB)

Client Consulting



- › Analysing investment forms
- › Providing individual solutions for Master-KVG structures

Legal & Regulatory



- › Processing legal issues
- › Implementing regulatory requirements

Asset Management



- › Broad investment universe, innovative strategies
- › New prospects: sustainable investments

Fund Administration & Valuation



- › Booking and valuing all business events
- › Implementing statutory reporting

Investment Controlling



- › Monitoring investment restrictions
- › Checking market prices, monitoring risk, etc.

Risk & Performance Measurement



- › Calculating performance
- › Establishing key performance and risk figures

Reporting



- › Modern, high quality reporting
- › Standard and individual reporting

Client Services



- › Central contact persons
- › Providing information about existing and new structures

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Around 200 employees are **experts in their field.**

Our employees are your partners



„We offer professional asset and risk management and develop customised solutions for individual investment objectives.“

Arnd Sieben
Head of Portfolio Management, CIO



„Essentially BayernInvest’s new online reporting tool is a self-service portal to create interactive reports.“

Philipp Plate
Head of Data Management
& Business Solutions



„We take care of all legal issues that focus on investment and banking supervisory topics on behalf of our customers.“

Michaela Schemuth
Head of Legal, Tax & Regulatory



„Our customers get the best possible investment result for them. That sets us apart as an asset manager and is the reason our customers mandate us.“

Martin Achter
Portfolio Management
Fixed Income

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Thank you
for your attention.