Hamburg Commercial Bank

Investor Presentation

HCOB Group
Final Results 2022

unchanged from preliminary figures

March 30th, 2023

Agenda

Hamburg Commercial Bank

1. FINAL GROUP RESULTS

FY 2022

Highlights 2022

Track record of well managed, profitable and focused bank lengthened amid challenging market

Strong and persistent profitability

- ✓ Core earnings significantly strengthened, core NII up 14% yoy
- ✓ Strong RoA of 1.4% underpins successful transformation of business model
- ✓ Sound results across segments reflect focused new business approach

Stringent strategy execution

- ✓ Diversification strategy successfully implemented (earnings, asset risk, funding)
- ✓ Operating platform strengthened by continued investments in IT and people
- ✓ Strong, resilient capital base (CET1 20.5%) post expected excess capital distribution

Strengthened Resilience

- ✓ Fortress b/s to weather adverse macro environment and market turbulences
- ✓ Robust LLP buffers provide cushion against potential negative P/L effects
- ✓ Strong capital generation capacity and prudent capital consumption function

Franchise

- ✓ Franchise of HCOB significantly strengthened post-privatization
- ✓ Sound new business 2022 with strong risk / return profile
- ✓ Customers value bank's expertise and solution-oriented approach

Perspectives 2023

Key figures in %, unless stated		2021	2022	Guidance 2023
Profitability & Efficiency	**Profit before tax** (€mn)	299	363	~350
	RoE post tax[1]	18.4	20.8	>11
	CIR	50	44	45
Risk Management	**NPE ratio**	1.4	1.2	1.3
	CET1 ratio	28.9	20.5	>17
Credit Profile	**Issuer Rating**	Baa1, pos.	Baa1, pos.	A3

1) RoE after taxes based on 13% normalized CET1 ratio

Perspectives 2023

- Leveraging successfully transformed business and operating model. Increasing operating leverage will provide for strong profitability metrics
- Solid revenue growth due to tailwind from interest rate environment becoming increasingly visible, benefitting NIM and NII
- Stringent cost management resulting in sound efficiency ratio, despite material investment in IT and people, enabling growth
- Sound risk management, reflected increasingly diversified portfolio, sound asset quality and significant LLP overlays
- Fortress b/s and strong capital position, also reflected in leverage ratio of 9.8%
- Steadily strengthening credit profile and lengthened track record will lead to further improved rating position

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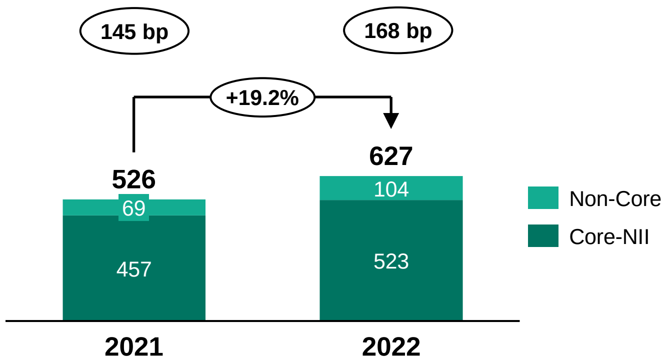
Revenues

Net Interest Income and NIM[1]

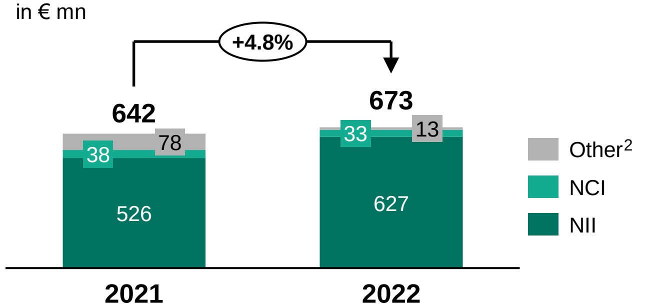
in € mn, in bp



- Strong increase in NII (+19%) highlights higher b/s productivity driven by b/s repositioning and disciplined approach to new business, supported by higher interest rate environment
- Further significant increase in NIM and NII expected for 2023 as higher rate environment will become fully effective
- Interest rate sensitivity of NII is +24mn € for +100bp parallel shift of forwards in 2023 (+33m € in 2024 / +57m € in 2025), with overall deposit beta assumed conservatively at 70%

Total income

in € mn



- Total income up by 4.8%, as very strong NII was partly compensated by NCI and other income
- Fee income moderately lower, in parts due to management fees for loan funds
- Other total income in 2021 benefitted from asset sales and pre-payment fees

1) NIM = Core NII divided by average balance sheet I 2) Other includes NTI / FVPL and other “Total income” line items not included in NII or NCI

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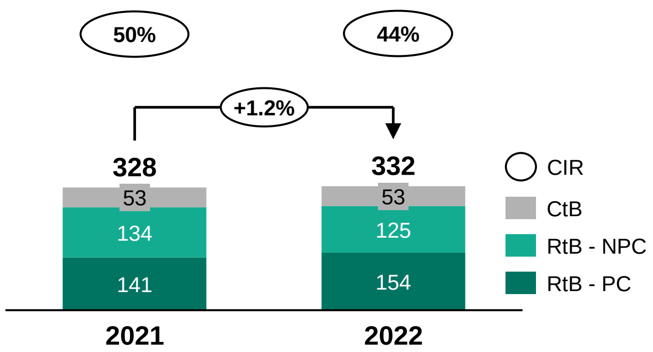
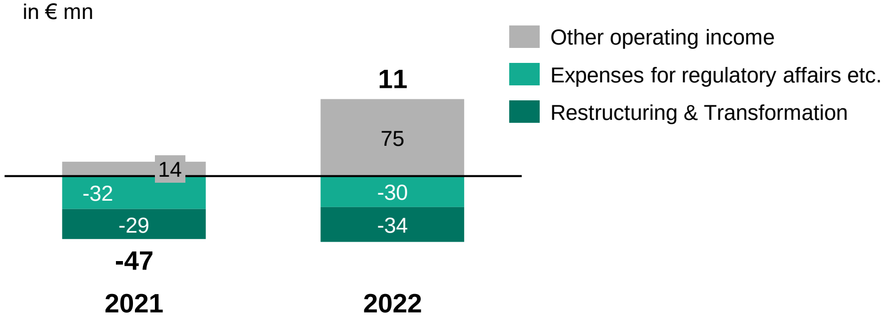
Operating Expenses, Other income and Other expenses

Operating Expenses
in € mn, in %



- Stable Opex, despite significant investments in IT and people and increasing inflationary headwinds
- CIR on track to improve below 40% target range

Other operating income, other expenses and restructuring
in € mn

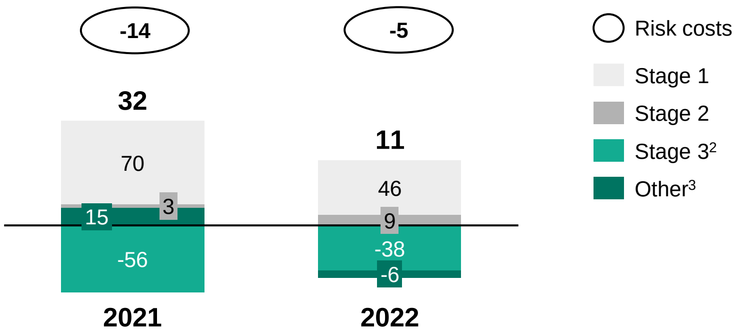


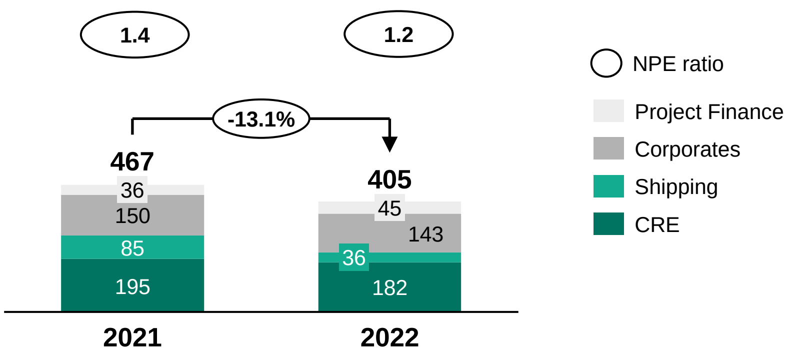
- Temporary Restructuring/Transformation costs for e.g. decommissioning of legacy IT and change of payment provider
- Regulatory costs essentially determined by bank levy
- Other operating income includes reversals of legal provisions and positive tax benefits due to reversal of tax provisions

Credit Risk

P&L view: credit loss expense & risk costs[1]

in € mn / bps





Key figures in %, unless stated	YE 2021	YE 2022
NPE (€ mn)	467	405
NPE coverage ratio (AC)	55.8	68.9
NPE ratio	1.4	1.2
Total LLP b/s (€ mn)	446	414
thereof Overlay	186	144
Total LLP coverage	2.2	2.1
Stage 1 LLP b/s (€ mn)	68	75
Stage 1 coverage	0.4	0.4
Stage 2 LLP b/s (€ mn)	169	101
Stage 2 coverage	7.8	6.4
Stage 3 SLLP[3] b/s (€ mn)	209	238

- Positive portfolio development reflected in lower NPE, reduced share of stage 2 loans (8.1% vs. 10.7% at YE 2021) and reversal of LLP (€ +11mn, -5bps risk costs)
- Robust level of risk coverage as total LLP on b/s cover 2.1% of total loan book. Coverage ratio$_{AC}$ increased to 69% (56% at YE 2021)
- Currently prudent view on YE 2023. High provisioning levels provide upside potential for YE 2022, in particular based on 144mn € LLP overlays being available

Rounding differences possible | 1) Risk Costs (Loan loss provisions / avg. loans) I 2I 3) Other incl. FX, Direct write-downs, non-substantial modifications, payments received on loans and advances previously written down

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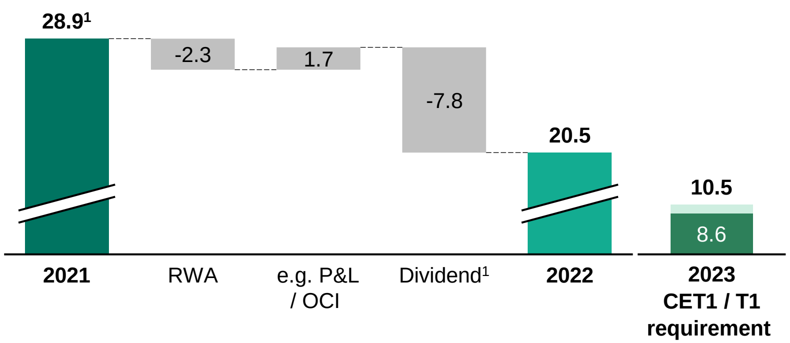
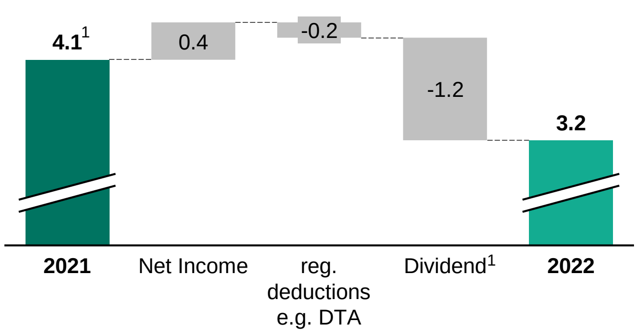
Capital

Drivers of CET1 ratio in %



- **Implementation of RWA model simplification** (A-IRB changed to F-IRB / CRSA) in Q1 led to an uplift of RWA for credit risks and more stable risk-weights going forward
- RWA growth from F-IRB model change in March (+2.3bn€) was partly compensated by asset allocation and rating improvements in the portfolio
- Overall, RWA increased from 14.0bn € to 15.4bn €

Drivers of CET1 capital in € bn



- Based on HCOB's dividend policy maintaining at least a CET1 capital ratio of 17%, a **dividend proposal of EUR 1.5bn** € is reflected in regulatory CET1 per YE 2022
- The resulting **CET1 capital ratio post dividend of 20.5%** includes a significant capital buffer over the regulatory requirements to support our business growth and capital generative business model even under adverse circumstances

1) dividend effect reflects that net income 2021 (rd. 350mn) was already voluntarily not included in 2021 capital

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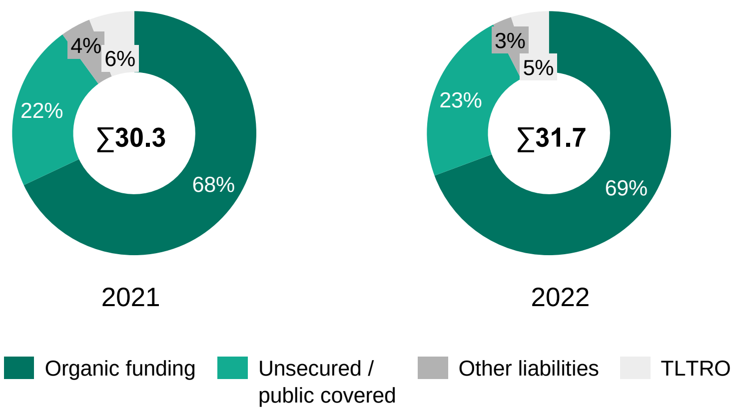
Liquidity

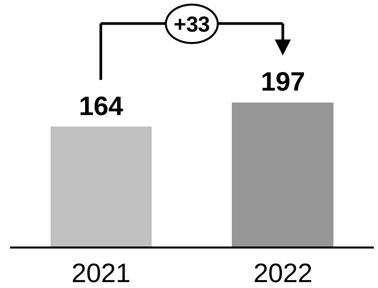
Funding Composition HCOB [1]

in € bn



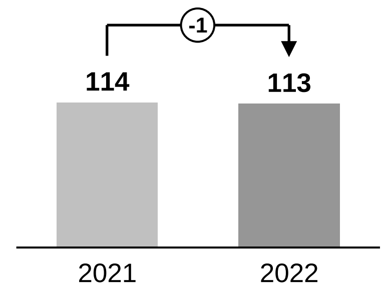
LCR

in %



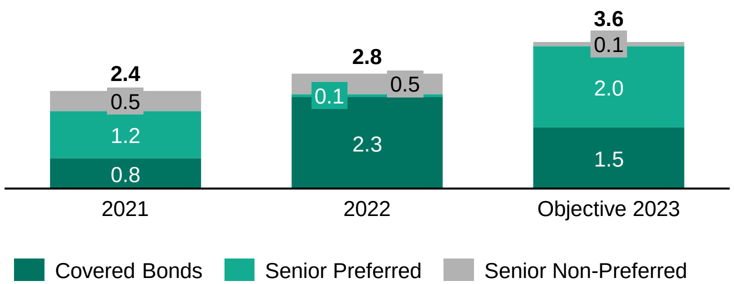
NSFR

in %



Long-term funding issuance

in € bn



- Funding strategy of HCOB focuses on increasing organic funding as it leverages bank's core business and leads to increased franchise value
- Going forward, share of organically sourced liabilities will be expanded further (e.g. by lower TLTRO, further leveraging of covered bond franchise and increase of deposits)
- **MREL ratio (TREA)** at 46.5%, well above regulatory requirements of 11.6% (incl. buffer requirements)

1) Organic funding includes funding instruments linked to HCOB's business model (Ship and Mortgage covered bonds, franchise customer deposits, and equity on b/s), but excludes unsecured issuances (SP or SNP), non-core deposits like interbank accounts and other liabilities as public financing or derivatives, repos and provisions or TLTRO

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Rating Position

Key Credit Strengths

- ✓ Robust and resilient capitalization well above regulatory requirements and peers, with significantly increasing capital generation capacity
- ✓ Substantially de-risked and simplified asset portfolio underpinned by conservative new business with prudent risk appetite and improving diversification, amid macroeconomic uncertainty
- ✓ Strong coverage of credit risks
- ✓ Significant progress towards diversifying the funding base, extending the maturity profile & maintaining substantial liquidity buffer

Upside Drivers

- Demonstrating underlying franchise strength, while lengthening track record for risk-adjusted profitability
- Continued diversification by reducing concentration risks from cyclical assets
- Further maturity extension and diversified funding

Credit ratings: Moody‘s[1]

Issuer Ratings	
Deposit Rating	A3
Issuer Credit Rating (Long-Term)	A3 / stable
Short-term Debt	P-2
Stand-alone Rating	baa3
Instrument Ratings (Unsecured Issuances)	
“Preferred” Senior Unsecured Debt	A3
“Non-Preferred” Senior Unsecured Debt	Baa2
Subordinated Debt (Tier 2)	Ba1
Instrument Ratings (Secured Issuances)	
Mortgage Covered Bonds	Aaa
Ship Covered Bonds	Aa3

1) Latest publications by rating agencies available on Hamburg Commercial Bank’s website: https://www.hcob-bank.de/en/investoren/rating/rating/;

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Sustainability

HCOB Sustainability Guiding Principles

1. **Taking on responsibility**
   Carry out sustainable business activities as a lasting investment
2. **ESG is part of the HCOB DNA**
   Stringent & independent governance of ESG aspects, reflected in our business orientation
3. **Financing sustainable activities**
   Aim to increase financing of sustainable projects in accordance with UN SDG
4. **Supporting sustainable transformation**
   Support transformation of client's business model towards greater sustainability
5. **Committed to climate protection**
   Signatory of United Nations Principles for Responsible Banking (PRB)
6. **Employees are key**
   Motivated and qualified employees as key to achieve sustainability
7. **Innovating sustainably**
   Combine sustainability in operating business with technology, digitalization and innovation

Environmental Targets 2025 and achievements 2022

Internal Green NB Production[1]	GHG emissions of scope 1 & 2
2025 target: **>10%** of net new business	2025 target: **>20%** reduction

- New loans & loan portfolio consistently evaluated based on internal ESG Scoring Tool
- ECB's 2022 Climate & Environmental (C&E) assessment with very good results
- Corporate footprint - further reduction of GHG emissions to come with new HQ building
- ESG-specific market and all-employee trainings – employee awareness increased

Diversity Targets 2025 and achievements 2022

Female share in senior positions[2]	Female share bank-wide
2025 target: **33%**	2025 targets: **40%**

- HCOB strongly promotes equality and diversity
- Target anchored in managers' goals and objectives

Outlook and Key Topics 2023

- Development of a Sustainable Finance Framework and segment specific climate strategies to support our clients' energy transition in the Bank's core franchises
- PCAF – first GHG emission reporting for entire portfolio to be completed
- Roadmap for Corporate Sustainability Reporting Directive (CSRD)
- IT Infrastructure for ESG data & coverage to be enhanced and continuously adapted

Sustainability-Ratings

Sustainalytics	MSCI	Moody's	ISS ESG
13	**BBB**	**46**	**C-**

1) Indicative internal validation in accordance with economic criteria of EU Taxonomy on best effort basis, with calculations irrespective of clients' NFRD obligation; definitions are subject to change as industry and regulatory standards are further developed | 2) Senior experts and above

2. FINAL RESULTS BUSINESS SEGMENTS

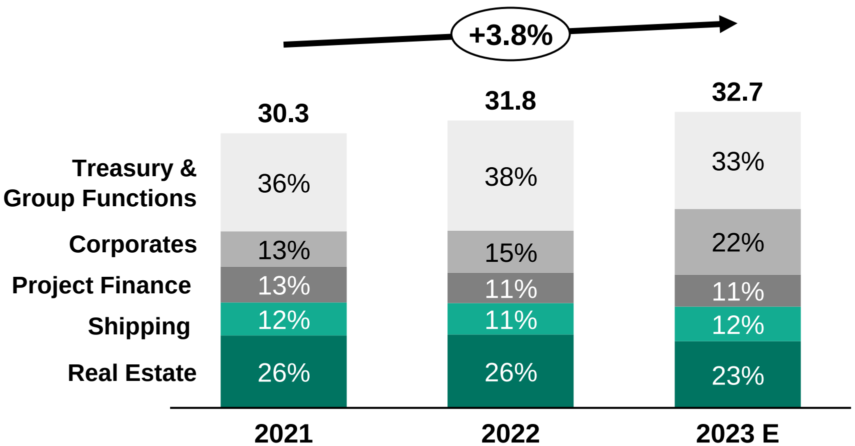
FY 2022

Segment Overview 2022

Focus on franchise business and diversifying investments, cautious approach in cyclical asset classes (CRE, Shipping), expansion of International Corporates business

	Real Estate	Shipping	Project Finance	Corporates	Treasury & Group Functions
Assets	€ 8.1bn	€ 3.5bn	€ 3.4bn	€ 4.6bn	€ 12.2bn
Net Income	€ 74mn	€ 77mn	€ 25mn	€ 42mn	€ 79mn

Asset allocation on B/S, in EUR bn / in %



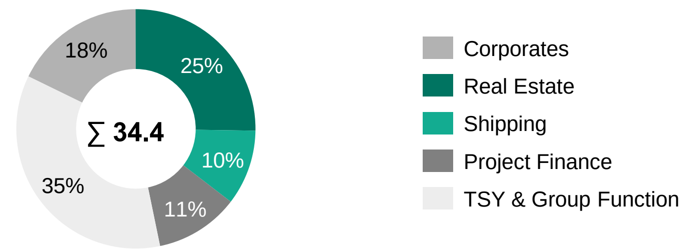
Rounding differences possible

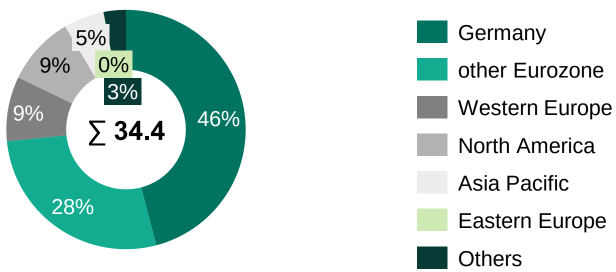
- Business model based on strong franchise in Asset-Based Finance (ABF) being further enhanced by higher diversification while growing the b/s
- Diversified ABF: CRE, Shipping and Project Finance each with mix of different sub-sectors and moderate correlation
- Corporates driven by expansion of granular International Corporates exposures while maintaining focus in Northern German home region
- Streamlined Treasury with high quality investment portfolio and liquidity buffer

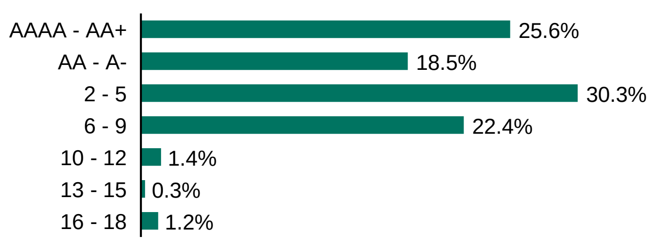
Business model and portfolio overview

Portfolio by asset-class, region and rating[1]

EAD in € bn / %







- In the Corporate segment, HCOB covers Northern German Corporates with a large portion of family-owned companies with typically long-standing HCOB relationships.
  In European and North American markets, HCOB is an active lending partner to enablers of the energy transition, i.e. European companies that produce or operate technical solutions which enable end-users to reduce their carbon footprint
- Highly recognized German real estate specialist with strong market and client coverage, including both German and international clients
- Leading player in global ship financing focused on second-hand ships with superior risk/return dynamics, with a focus on Greek & German markets, selectively in Asia
- In Project finance, HCOB is a leader in digital infrastructure with strong, early-mover track record. Strong ESG footprint with renewable energy portfolio & capabilities
- Treasury & Group functions is providing client facing units and the bank with liquidity and capital market products and is managing the bank’s central investment positions

1) Total exposure includes also 0.3% other unrated exposure such as receivables from third parties of the Bank’s equity holdings

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Real Estate

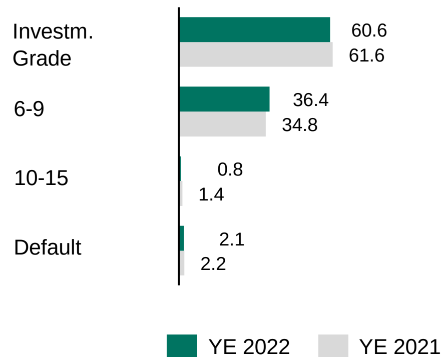
Financials[1]

in € mn

	YE 2022	YE 2021
Total Income	175	203
Risk costs (expected loss)[2]	-10	-13
OpEx & regulatory costs	-80	-93
Net income after taxes	74	85
NIM in bps	214	207
Risk costs (expected loss - %)[3]	-0.13	-0.14
CIR in %	40	40
RoE[4] in %	11.4	15.4
Gross new business, *in bn €*	1.6	1.6

Rating

distribution in %

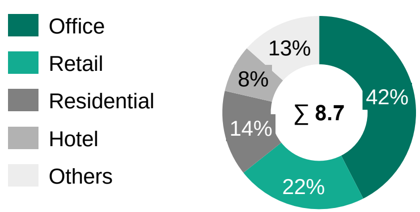


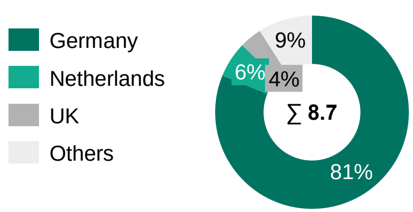
Strategic Positioning

- Highly recognized German real estate specialist with strong market and client coverage – franchise has view on ~1/3 of all new German CRE lending opportunities
- Financing of existing properties, refurbishments and developments
- Positioning to grow as ESG transition leader given expertise in refurbishments and developments
- HCOB differentiation through tailored offerings and entrepreneurial view on value-add deals
- Experienced market specialists with deep CRE expertise & experience enable above market risk-adjusted returns
- Sound risk metrics characterize portfolio (avg. stable LTV 59% vs. 60% YE 2021; DSCR 235%, Debt Yield 8.8%)

Portfolio by segment and region

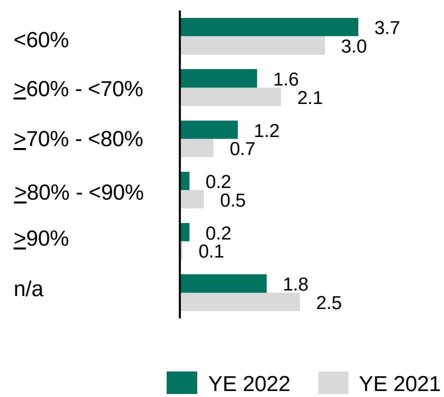
in € bn EAD / % (YE 2022)





Portfolio LTV

in € bn EAD



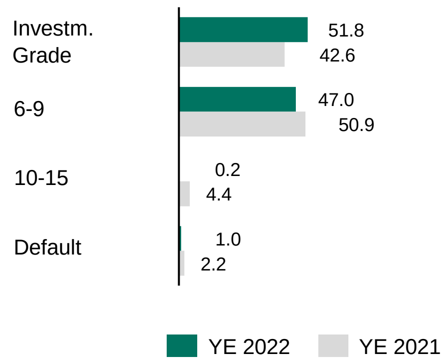
Rounding differences possible | 1) For further details on P&L please refer to the Segment Reporting on page 22 | 2) Expected loss based on PD/LGD approach, for loan loss provisions according to IFRS (P&L, B/S) please refer to the Segment Reporting on page 22 | 3) Risk Costs (expected loss / b/s) | 4) RoE after taxes based on a 13%-ratio of invested CET1 capital as reported

Shipping

Financials[1]
in € mn

	YE 2022	YE 2021
Total Income	177	142
Risk costs (expected loss)[2]	-6	-12
OpEx & regulatory costs	-83	-59
Net income after taxes	77	62
NIM in bps	400	303
Risk costs (expected loss - %)[3]	-0.15	-0.35
CIR in %	44	38
RoE[4] in %	19.4	18.3
Gross new business, *in bn €*	1.6	1.9

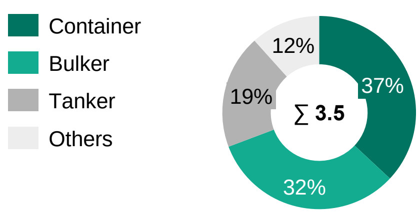
Rating
distribution in %

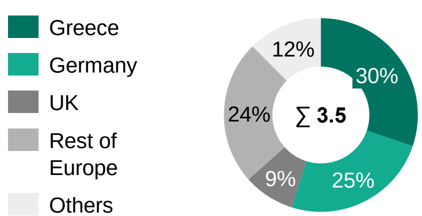


Strategic Positioning

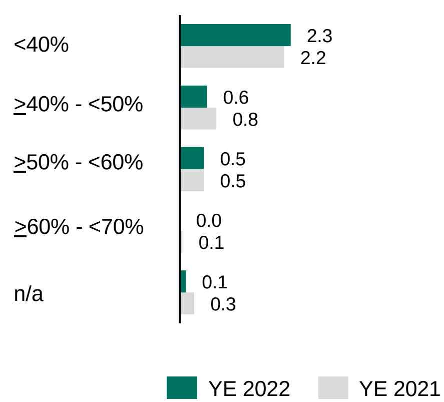
- HCOB is a leading player in global ship financing with a focus on second-hand ships with superior risk/return dynamics
- Mix of asset-backed and corporate financings with a well-diversified portfolio of containers, bulkers and tankers
- Participating in ESG transition financing to achieve net-zero requirements
- Long relationships with high quality clients in Germany and Greece deliver privileged access to consistent deal flow
- Well-established business model focused on short durations (avg. maturity 2.3 years) & high collateral ship financings (avg. LTV 35% vs. 38% YE 2021) to reduce risks and quickly react to changing markets

Portfolio by segment and region
in € bn EAD / % (YE 2022)





Portfolio LTV
in € bn EAD



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Project Finance

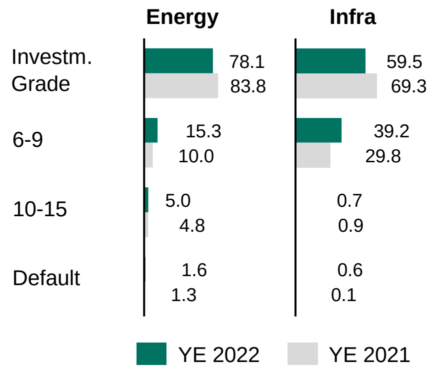
Financials[1]

in € mn

	YE 2022	YE 2021
Total Income	70	74
Risk costs (expected loss)[2]	-6	-5
OpEx & regulatory costs	-35	-38
Net income after taxes	25	27
NIM in bps	174	136
Risk costs (expected loss - %)[3]	-0.16	-0.12
CIR in %	45	45
RoE[4] *in %*	8.3	8.5
Gross new business, *in bn €*	0.7	0.7

Rating

distribution in %

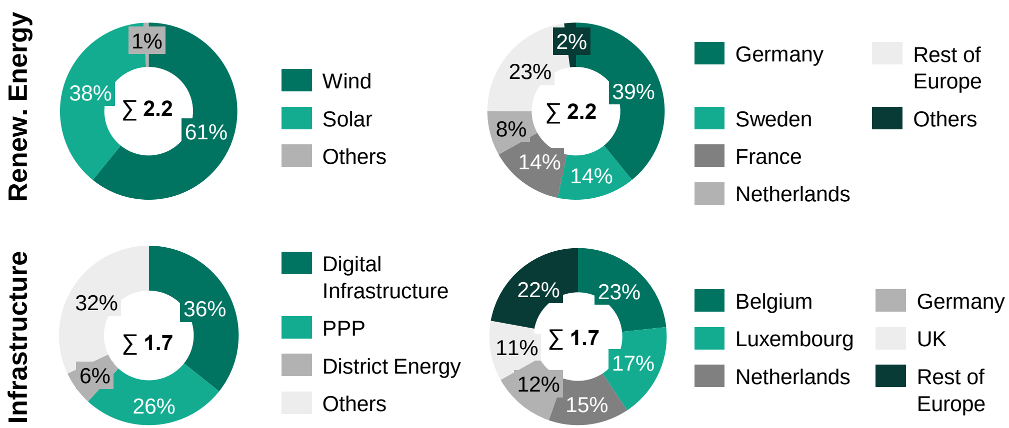


Strategic Positioning

- Focused on financing attractive infrastructure and renewables projects in Western, Northern and Southern Europe
- Leader in digital infrastructure with strong, early-mover track record
- Strong ESG footprint with renewable energy portfolio & capabilities
- Broad client base in chosen segments with proprietary access to deal flow (developers, PE/ infrastructure funds, manufacturers, contractors, utilities & independent power producers)

Portfolio by segment and region

in € bn EAD / % (YE 2022)



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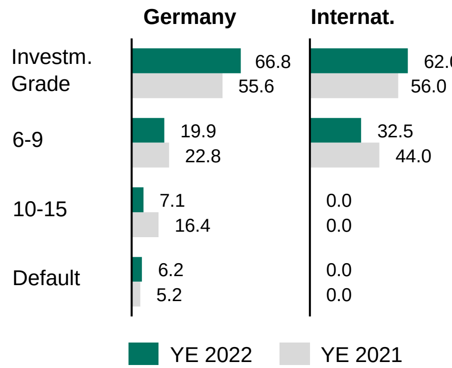
Corporates

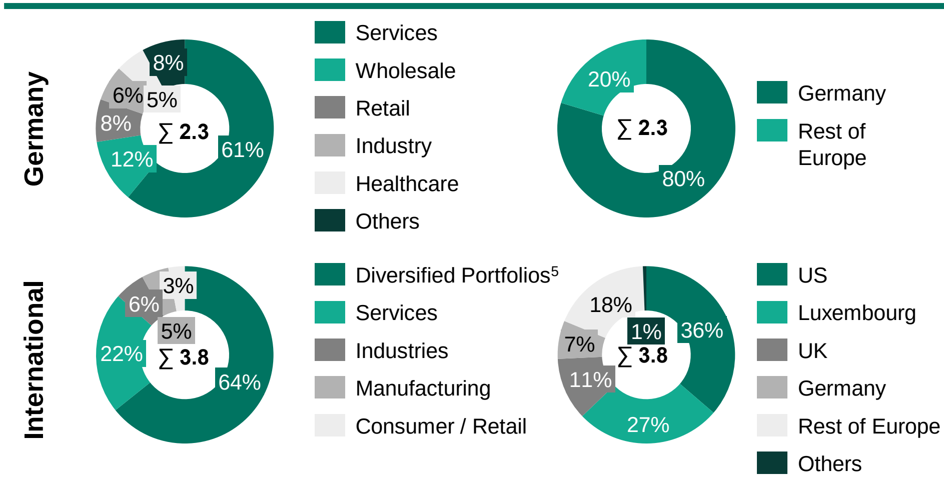
Financials[1]
in € mn

	YE 2022	YE 2021
Total Income	125	106
Risk costs (expected loss)[2]	-19	-23
OpEx & regulatory costs	-58	-57
Net income after taxes	42	23
NIM in bps	306	246
Risk costs (expected loss - %)[3]	-0.46	-0.62
CIR in %	42	49
RoE[4] *in %*	8.4	4.9
Gross new business, *in bn €*	1.7	1.2

Rating
distribution in %



Portfolio by segment and region
in € bn EAD / % (YE 2022)



Strategic Positioning

- Diversifying corporate strategies by German and International Corporates
- Focus on lending clients in Northern German region with service & expertise approach
- Large portion of clients in Germany are family-owned companies with typically long-standing HCOB relationships
- Diversified international approach with wide range of credit products, countries & sectors
- Highly skilled, lean and transaction-focused team with broad network to identify and capture market opportunities quickly in International Corporates
- Active lending partner to enablers of the energy transition, i.e. European companies that produce or operate technical solutions which enable end-users to reduce their carbon footprint

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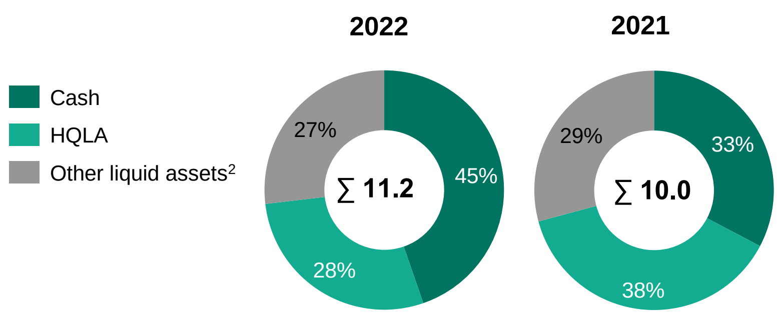
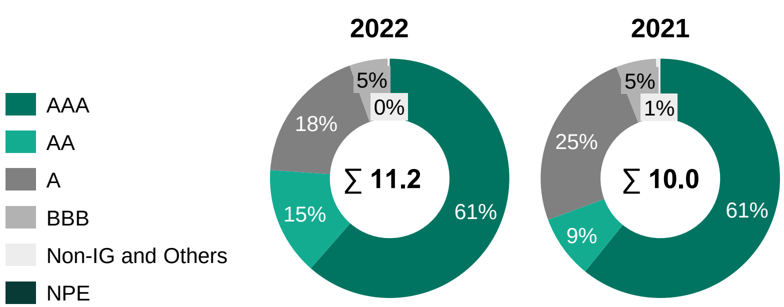
Treasury & Group Functions[1]

Assets by instrument class and rating

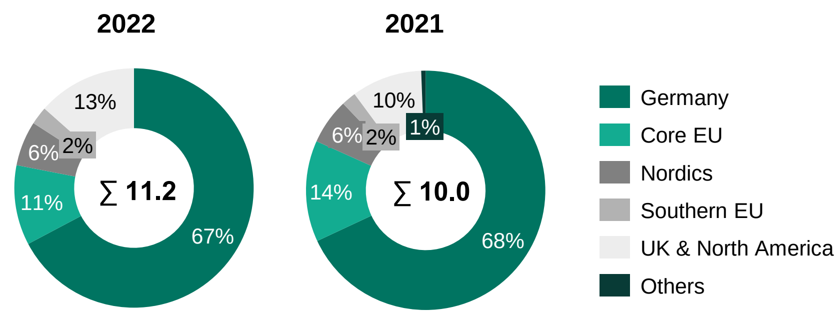
in € bn / %





Assets by region

in € bn / %



Investment & ALM Book mainly focused on liquidity management, being of high credit quality

- Comfortable buffer of highly liquid assets (HQLA € 3.2bn and, in particular, Fed eligible € 0.7bn US Agency RMBS, mainly in line items financial investments and loans and advances (e.g., Public cover pool); very solid cash position (€ 5.0bn)
- Excellent credit quality: 76% are rated AAA / AA, 94% are A and better. High share of assets are ECB eligible HQLAs (€ 3.2bn, 28%), gradual shift towards more diversification and profitable assets

1) Assets excluding tax effects & CTA overfunding (€ 0.8bn included in Segment Treasury and Group Functions)
2) Include further financial investments (i.e., US Agency RMBS), cash collaterals & collaterals for cover pools

Hamburg Commercial Bank

3. Supplemental Financials
FY2022

P&L

Profit & loss (in € mn)	YE 2022	YE 2021	Δ%
Net interest income	627	526	19
Net commission income	33	38	-13
Result from hedging	2	1	100
Result from financial instruments categorised as FVPL	9	37	-76
Net income from financial investments	-1	3	>-100
Result from the disposal of financial assets classified as AC	3	37	-92
Total Income	**673**	**642**	5
Loan loss provisions	11	32	66
Total income after loan loss provisions	**684**	**674**	1
Administrative expenses	-332	-328	1
Other operating result	75	14	>100
Exp. for reg. affairs, deposit guarantee fund, banking assoc.	-30	-32	-6
Net income before restructuring and transformation	**397**	**328**	21
Result from restructuring and transformation	-34	-29	-17
Net income before taxes	**363**	**299**	21
Income tax expense	62	52	-19
Group net result	**425**	**351**	21

Key ratios	YE 2022	YE 2021	Δ
RoE before taxes[1]	17.8%	15.7%	2pts
RoE after taxes[1]	20.8%	18.4%	2pts
NIM[2] (in bps)	168	145	23bp
CIR	44%	50%	-6pts
Risk Costs[3] (in € mn)	-5	-14	9bp
NPE Coverage Ratio AC	69%	56%	13pts

- Total income (€ 673mn) driven by solid recurring earnings, in particular sound trend in NII and NIM; lower FVPL / AC disposal result, which benefited from positive valuation effects, early repayments and asset sales last year
- Moderate LLP reversal (€ 11mn net) due to sound risk development. LLP buffers remain (144mn € overlays) available to help mitigate potential ongoing challenging market environment
- OpEx stable (332mn €) reflect decisive cost management, mitigating investments in IT and people amid inflationary headwinds
- Other operating result includes reversals of legal provisions and positive tax benefits due to reversal of tax provisions
- Overall, financial metrics include increasingly strong NIM, downward trend for CIR and sound RoE providing lengthening track record for strong profitability metrics

1) RoE before / after taxes based on a 13%-ratio of invested CET1 capital as reported; 8.6% RoE after taxes based on reported average IFRS capital as of 31.12.2022 I 2) NIM: Core NII / avg. B/S I 3) Risk Costs: LLP/ avg. loans

Hamburg Commercial Bank

Balance Sheet

Balance sheet (in € mn)	YE 2022	YE 2021 [2]	Δ%
Cash reserve	4,974	3,261	53
Loans and advances to banks	777	1,236	-37
Loans and advances to customers	19,592	20,198	-3
Loan loss provisions	-414	-446	-7
Trading assets	441	689	-36
Financial investments	5,490	4,524	21
Non-current assets held for sale and disposal groups	0	10	-100
Other assets	958	838	14
Total assets	**31,818**	**30,310**	**5**
Liabilities to banks	4,606	5,504	-16
Liabilities to customers	13,243	11,141	19
Securitised liabilities	7,065	6,704	5
Trading liabilities	335	289	16
Provisions	361	493	-27
Subordinated capital	930	921	1
Equity	5,165	4,717	9
Other liabilities	113	541	-79
Total equity and liabilities	**31,818**	**30,310**	**5**

Key ratios	YE 2022	YE 2021	Δ
CET1 capital[1] (in € bn)	3.2	4.1	-22%
RWA (in € bn)	15.4	14.0	10%
CET1 Ratio[1]	20.5%	28.9%	-8.5pts
Leverage Ratio[1]	9.8%	12.7%	-2.9pts
NPE Ratio	1.2%	1.4%	-0.2pts
NPE Coverage Ratio AC	69%	56%	13pts
LCR	197%	164%	33pts
NSFR	113%	114%	-1pts

- Following b/s structure improvement regarding profitability and resilience, b/s volume is now set for moderate growth
- Slightly lower loans & advances to customers reflect prudent steering and disciplined new business in challenging environment
- Increase in financial investments reflects more liquid b/s and diversification strategy
- Excellent capital position highlighted by strong CET1 ratio and leverage ratio
- Potential portfolio risks are well covered by total LLPs on b/s amounting to 2.1% of customer loan book
- Sound liquidity ratios (LCR, NSFR) and strong cash position reflect prudent liquidity steering

1) Voluntarily excludes results from FY 2021; FY 2022 post dividend I 2) PY figures adjusted in accordance with IAS 8; Other Assets/Provisions have been increased by € 39 mn

Hamburg Commercial Bank

Segment Reporting

in € mn / %	Real Estate		Shipping		Project Finance		Corporates		Treasury & Group Functions		Reconciliation		Group	
	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021
Net interest income	171	188	150	102	63	61	133	92	29	21	81	62	627	526
Net commission income	5	7	12	11	7	8	10	13	1	-0	-2	-1	33	38
Other income[1]	-1	8	15	29	-0	5	-18	1	50	115	-33	-80	13	78
Total income	**175**	**203**	**177**	**142**	**70**	**74**	**125**	**106**	**80**	**136**	**46**	**-19**	**673**	**642**
Risk costs (expected loss)	-10	-13	-6	-12	-6	-5	-19	-23	-0	-2	52	87	11	32
Administrative expenses (OpEx) & regulatory costs	-80	-93	-83	-59	-35	-38	-58	-57	-106	-113	0	0	-362	-360
Other operating result	0	0	0	0	0	0	0	0	75	14	0	0	75	14
Result from restructuring & transformation	0	0	0	0	0	0	0	0	-34	-29	0	0	-34	-29
Net income before taxes	85	97	88	71	29	31	48	26	15	6	98	68	363	299
Income tax expense	-11	-12	-11	-9	-4	-4	-6	-3	64	-1	30	81	62	52
Net income after taxes	74	85	77	62	25	27	42	23	79	5	128	149	425	351
Cost/income ratio (CIR - %)	40	40	44	38	45	45	42	49	65	71	n.a.	n.a.	44	50
NIM (bps)	214	207	400	303	174	136	306	246	12	12	n.a.	n.a.	168	145
RoE after taxes (%)[2]	11.4	15.4	19.4	18.3	8.3	8.5	8.4	4.9	41.7	2.3	n.a.	n.a.	20.8	18.4
Risk costs (expected loss - %)[3]	-0.13	-0.14	-0.15	-0.35	-0.16	-0.12	-0.46	-0.62	0.00	-0.02	n.a.	n.a.	0.04	0.10
Average segment assets - € bn	8.0	9.1	3.8	3.4	3.6	4.5	4.1	3.8	11.6	10.8	0.0	0.0	31.1	31.6
Average RWA - € bn	5.0	4.2	3.1	2.6	2.3	2.4	3.8	3.5	1.5	1.8	0.0	0.1	15.7	14.6
Loan loss provisions (income statement)	11	-43	16	72	-6	-7	-12	5	1	3	1	2	11	32

in € bn / %	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021
Segment assets	8.1	8.0	3.5	3.7	3.4	3.9	4.6	3.9	12.2	10.7	0.0	0.1	31.8	30.3
EAD	8.7	8.9	3.5	3.9	3.9	4.5	6.1	4.5	12.2	11.3	0.0	0.0	34.4	33.1
Risk Weighted Assets (RWA)	4.8	3.9	2.9	2.3	2.1	2.4	4.0	3.7	1.6	1.6	0.0	0.1	15.4	14.0
Loan loss provisions (balance sheet)	0.2	0.2	0.0	0.0	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.4	0.4
NPE Ratio (%)	2.1	2.2	1.0	2.2	1.2	0.8	2.3	3.3	0.0	0.0	n.a.	n.a.	1.2	1.4

1) HCOB considers in the internal management accounting OCI results in other income. As OCI results are not shown in P/L, they are reconciled in the column “Reconciliation”. OCI result in Treasury (158mn€), mainly from CTA pension and revaluation reserve (securities). I 2) RoE after taxes based on a 13%-ratio of invested CET1 capital as reported | 3) Risk Costs (expected loss / b/s)

Hamburg Commercial Bank

Overview on Non-Recurring Items (Net Income)

in € mn	Client Business		Treasury & Group Functions		Reconciliation		Group	
	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021	YE 2022	YE 2021
Other operating income (tax audit)			29	14			29	14
Earn-out agreements			16	0			16	0
Release of legal provisions			14	5			14	5
Restructuring & Transformation			-34	-29			-34	-29
Other			0	22			0	22
Taxes (tax audit)			66	0			66	0
Non-recurring items	**0**	**0**	**91**	**12**	**0**	**0**	**91**	**12**

KPI Overview 2019-2022

Capital	2019	2020	2021	2022
IFRS Equity (in €bn)	4.4	4.3	4.7	5.2
Tangible Equity (in €bn)	3.7	3.8	4.1	4.4
CET1* (in €bn)	3.9	4.2	4.1	3.2
RWA (in €bn)	21.0	15.5	14.0	15.4
CET1 Ratio* (in %)	18.5	27.0	28.9	20.5
Total Capital Ratio* (in %)	23.5	33.3	35.7	26.8
Leverage Ratio* (in %)	8.2	12.2	12.7	9.8
MREL (TREA) (in %)	54.7	56.7	70.5	46.5

Profitability / Efficiency	2019	2020	2021	2022
Profit before tax (in €mn)	77	257	299	363
Net Income (in €mn)	12	102	351	425
OpEx (in €mn)	-413	-365	-328	-332
RoE post tax @13% (in %)	0.4	4.3	18.4	20.8
RoA (in %)	0.0	0.3	1.1	1.4
CIR (in %)	69	42	50	44
NIM (in bps)	75	117	145	168
FTE	1,482	1,122	919	868

Asset Quality / Liquidity	2019	2020	2021	2022
NPE (in €bn)	0.9	0.6	0.5	0.4
NPE Ratio (in %)	1.8	1.8	1.4	1.2
LLP (in €bn)	0.7	0.6	0.4	0.4
NPE Coverage Ratio (in %)	57.1	47.9	55.8	68.9
LLP / Loan Book (in %)	2.3	2.5	2.2	2.1
LCR (in %)	165	171	164	197
NSFR (in %)	114	111	114	113
AE (in %)	38	42	37	34

Asset Allocation	2019	2020	2021	2022
CRE (in €bn)	12.5	9.5	8.0	8.1
Shipping (in €bn)	4.6	3.3	3.7	3.5
Project Finance (in €bn)	5.7	5.1	3.9	3.4
Energy (in €bn)	3.8	3.5	2.4	2.0
Infrastructure (in €bn)	1.8	1.6	1.6	1.4
Corporates (in €bn)	4.8	3.7	3.9	4.6
TSY & Group Functions (€bn)	20.2	12.2	10.8	12.2
Total Balance Sheet (in €bn)	47.7	33.8	30.3	31.8

* Voluntarily excludes results from FY 2021; FY 2022 post dividend

4. Appendix & Contact

Management Board and Shareholder Structure

Ian Banwell
CEO

- Born 1963 in Uganda (US-citizen)
- Chief Executive Officer (CEO) since October 2022
- Previously, since September 2020, Ian Banwell was Chief Financial Officer (CFO) and before (since April 2019) Chief Operating Officer (COO) of the bank

Ulrik Lackschewitz
CRO and Deputy CEO

- Born in 1968 in Bro, Sweden
- Chief Risk Officer (CRO) since October 2015 and deputy CEO since December 2018
- Before that, Ulrik Lackschewitz was Group Head of Financial and Risk Control at NordLB (2011) and reported directly to the Management Board

Marc Ziegner
CFO

- Born 1975 in Germany
- Chief Financial Officer (CFO) since October 2022
- Prior to this, Marc Ziegner was Managing Director Bank Steering at HCOB. He has held various positions of responsibility in the areas of bank management, finance and group controlling

Christopher Brody
CIO

- Born 1968 in the US
- Chief Investment Officer (CIO) since July 2019
- From 2012 to June 2019 Christopher Brody was President and Chief Investment Officer of a US family office and from 2008 to 2011, he held the position of Chief Investment Officer at the Austrian bank BAWAG P.S.K.

Ownership Structure[1]

Several funds initiated by **Cerberus Capital Management, L.P.**			One fund advised by **J.C. Flowers & Co. LLC**	One fund initiated by **GoldenTree Asset Management LP**	**Centaurus Capital LP**	**BAWAG P.S.K.** *(inkl. P.S.K. Beteiligungs-verwaltung GmbH)*	**HCOB** Current and former Management Board Members *(who are or were in office from November 2018)*
Promontoria Holding 221 B.V. 9.87%	Promontoria Holding 231 B.V. 13.86%	Promontoria Holding 233 B.V. 18.69%	JCF IV Neptun Holdings S.à r.l.	GoldenTree Asset Management Lux S.à r.l.	Chi Centauri LLC	*Bank für Arbeit und Wirtschaft und Österreichische Postsparkasse Aktiengesellschaft*	
42.41%			**34.93%**	**12.47%**	**7.48%**	**2.49%**	**0.20%**

1) Percentages include rounding differences

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Management system and defined management indicators of the IFRS Group

The Bank's integrated management system is aimed at the management of key value drivers on a targeted basis. The Bank (which was operating under the name HSH Nordbank AG up until February 4, 2019) uses a risk-adjusted key indicator and ratio system for this purpose that ensures that the Overall Bank are managed in a uniform and effective manner. The Hamburg Commercial Bank Group is managed mainly on the basis of figures for the Group prepared in accordance with the International Financial Reporting Standards (IFRS) and/or the relevant prudential rules.

Within the management reporting framework, the Bank focuses on the most important management indicators for the individual value drivers of the IFRS Group. On the one hand, the focus is on how these key indicators changed compared to the previous year and, on the other, on how they are expected to change in the future. The combined management report within the Annual Report 2021 contains further information on the management system and defined management parameters of the Hamburg Commercial Bank Group as well as disclosures.

Glossary – key ratios

Key ratio	Abbreviation	Numerator	Denominator
Return on Equity before taxes	**RoE before taxes**	Net income before taxes	Average CET1 capital (based on a 13%-ratio of invested CET1 capital)
Return on Equity after taxes	**RoE after taxes**	Net income after taxes (Group net result)	Average CET1 capital (based on a 13%-ratio of invested CET1 capital)
Return on Assets	**RoA**	Net income after taxes (Group net result)	Average total assets
Net Interest Margin	**NIM**	Core net interest income	Average balance sheet volume
Cost Income Ratio	**CIR**	Administrative expenses	Total income + other operating result
Risk Costs	**RC**	Loan loss provisions in P/L	Average loans and advances
Risk Costs (Expected Loss)	**Risk Cost_{EL}**	Standard risk costs based on annualized expected loss	Average loan volume
Total risk coverage of loan book	**-**	Total stock of loan loss provisions	Total loans and advances
Non-Performing Exposure ratio	**NPE ratio**	Total non-performing exposure (EAD)	Total exposure (EAD)
Non-Performing Exposure (at cost) Coverage ratio	**NPE Coverage Ratio_{AC}**	Loan loss provisions (stage 3) recognized on Non-performing exposure categorized AC	Non-performing exposure (EAD) categorized AC
Debt Yield	**DY**	Net operating income	Total loan amount
Loan-To-Value Ratio	**LTV Ratio**	Credit volume	Value of loan collaterals

List of acronyms

Acronyms	Long term
ABF	Asset Based Finance
AC	At Cost
ALM	Asset Liability Management
AT1	Additional Tier 1
Avg. or ∅	Average
b/s	balance sheet
bps	basis points
CET1	Common Equity Tier 1 (IFRS)
CIR	Cost-Income-Ratio
CRE	Commercial Real Estate
CRR	Capital Requirements Regulation
CRSA	Credit Risk Standard Approach
ctb	change-the-bank
Δ	Delta
EAD	Exposure at Default
ESG	Environmental, Social, Governance
FVPL	Fair Value Through Profit or Loss
FY	Full Year
H1	First Half Year
H2	Second Half Year
IRB-A	Advanced internal-rating-based approach
IRB-F	Foundation Internal Rating Based Approach
LGD	Loss Given Default
LCR	Liquidity Coverage Ratio
LLP	Loan Loss Provisions
LTV	Loan to Value

Acronyms	Long term
MREL	Minimum Requirement for Own Funds and Eligible Liabilities
NI	Net Income
NII	Net Interest Income
NCI	Net Commission Income
NIM	Net Interest Margin
NPE	Non-Performing Exposure
NSFR	Net Stable Funding Ratio
NTI	Net Trading Income
OCI	Other Comprehensive Income
OpEx	Operating Expenses / Administrative Expenses
PBT	Profit Before Taxes
PD	Probability of Default
P&L	Profit & Loss
POCI	Purchased or Originated Credit Impaired
RoA	Return on Assets
RoE	Return on Equity
rtb	run-the-bank
RWA	Risk-Weighted Assets
SLLP	Single Loan Loss Provision
SNP	Senior-Non-Preferred
SP	Senior-Preferred
SREP	Supervisory Review and Evaluation Process
TLTRO	Targeted Longer-Term Refinancing Operations
TREA	Total Risk Exposure Amount
TSY	Treasury
YE	Year End
YoY	Year-on-year

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