



# Investor presentation

# Content overview



[Our DNA](#)



[Our target groups and markets](#)



[Our Pôle Franco-Allemand](#)



[Our key figures](#)



[Our risk strategy](#)



[Our sustainability approach](#)



[Our specialty segment and awards](#)



[Our funding strategy](#)



[Our securities and issues](#)



[Our coverage values](#)



[Our Ratings](#)



[Our specialists are your direct contacts](#)



## SaarLB ...

... is the Franco-German regional bank.

We offer cross-border knowledge of markets, business practices and legal norms for both countries.

... sees itself as the motor for the economic region.

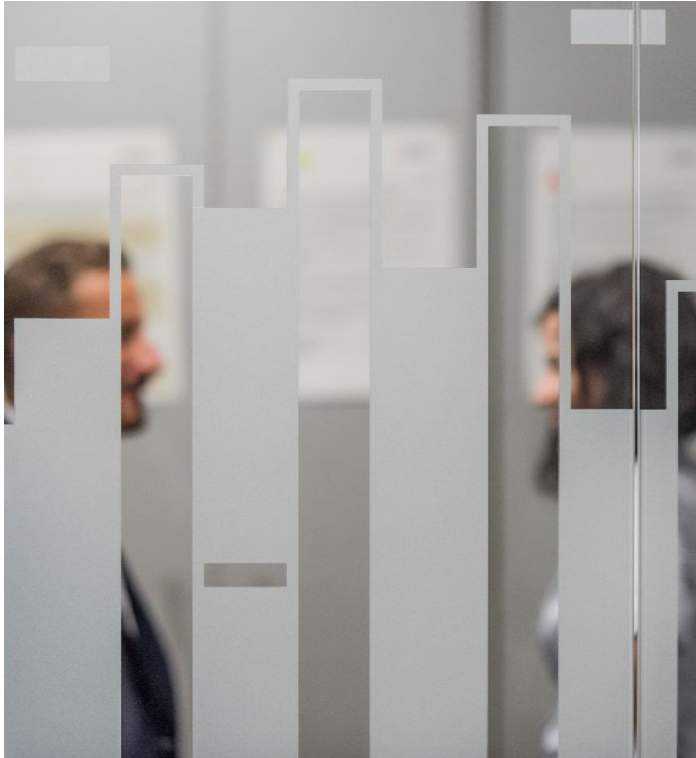
We want to play an active role in shaping its sustainable progress. We are a partner for the state and, together with the savings banks, also for the municipalities in the region.

... pursues a conservative refinancing strategy.

We are authorised to issue covered bonds (Pfandbriefe) in accordance with the German Pfandbrief Act as well as other debt securities. SaarLB is a member of the Association of German Covered Bond Banks (vdp - Verband deutscher Pfandbriefbanken).

... is publicly owned.

- 74.9 % Saarland
- 25.1 % Savings Banks Association Saar



## SaarLB ...

... concentrates on small and medium-sized companies (SMEs) in Germany and France.

We support corporate customers, real estate investors and project financing (especially renewable energies), high net worth individuals and institutional customers. We treat our partners as equals and offer our customers focused financial services.



# Pôle Franco-Allemand – a SaarLB initiative

---

## Internationally. Successful. Investing.

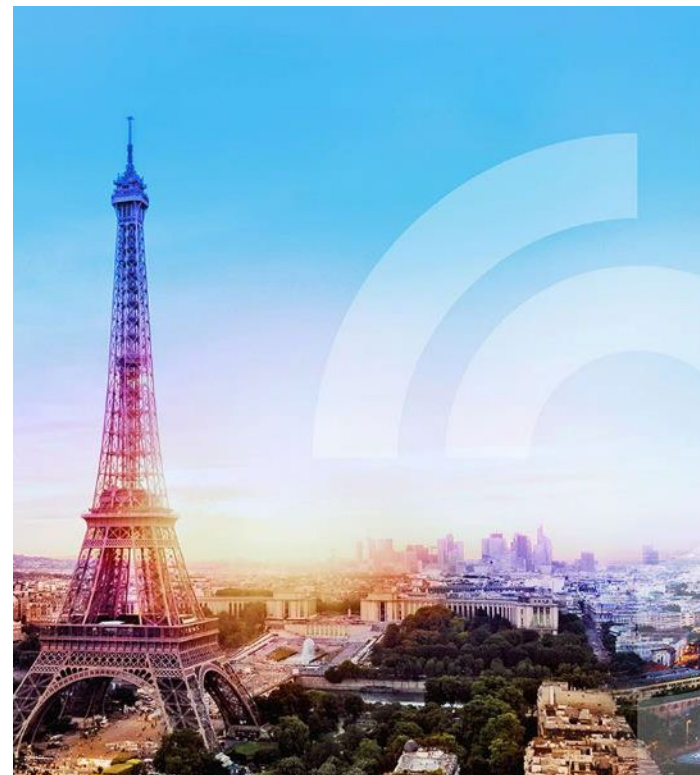
Pôle Franco-Allemand is a forum for cross-border investments – from France to Germany and vice versa.

The experts as well as network partners take care of all steps, from the early initiation of the business to the final step in implementation. The basis for this is a comprehensive Franco-German catalogue of services.

SaarLB now does around 50 % of its new business in or with France. This success is based on cross-border knowledge of markets, business practices and legal norms, combined with bilingual expertise and the great commitment of the managers.

SaarLB's expertise is combined in Pôle Franco-Allemand with that of the network partners in the areas of finance, law and taxation, business and society.

[To the website of Pôle Franco-Allemand](#)



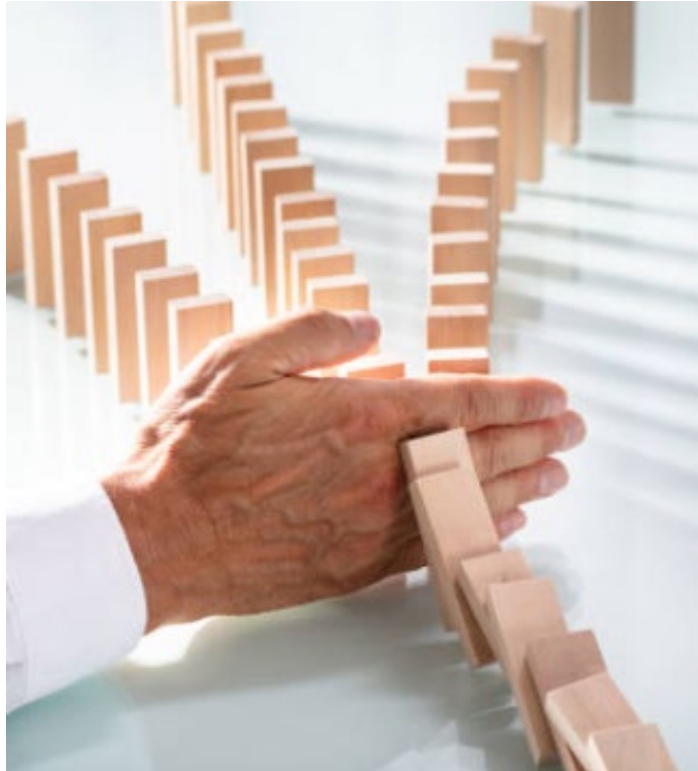


## Selected key performance indicators

| in millions €              | 31/12/2021 | 31/12/2022 | 31/12/2023 |
|----------------------------|------------|------------|------------|
| Total assets               | 16,163     | 17,467     | 18.233     |
| RoE (return on equity)     | 6.0 %      | 6.1 %      | 7,2 %      |
| Common equity tier 1 ratio | 13.2 %     | 13.4 %     | 14,0 %     |
| Net interest income        | 136,0      | 143,1      | 156.3      |
| Net commission income      | 7,3        | 9,1        | 8,2        |
| Earnings before taxes      | 45,2       | 47,1       | 56,9       |

**Note:** Rounding differences are neglected





## Fundamentals

SaarLB's risk strategy regulates the handling of the main types of risk in accordance with the business strategy, particularly with regard to risk measurement and limitation. SaarLB's risk strategy is updated at least once a year as part of the planning process and applies in principle to SaarLB, incl. its branches, special funds and LBS. The full Board of Management adopts the risk strategy and ensures its implementation.

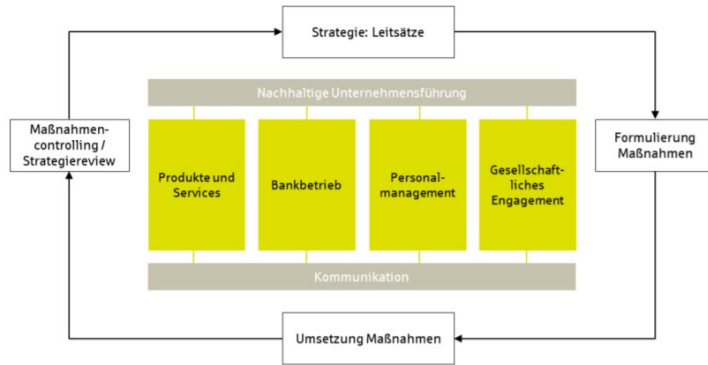
## Risk inventory

SaarLB identifies the main risks of the SaarLB Group annually and on an ad-hoc basis within the framework of a risk inventory in accordance with AT 2.2 MaRisk. Types of risk that could have a materially adverse effect on the net assets (including capital resources), results of operations or liquidity position are to be classified as "material types of risk". The measurement and limitation of material types of risk must be documented in the risk strategy.

## Risk-bearing capacity

The primary objective of the risk strategy is to ensure SaarLB's risk-bearing capacity. The process for ensuring the risk-bearing capacity (ICAAP) comprises a risk-bearing capacity concept with a risk-bearing capacity calculation and capital planning as well as supplementary stress tests and the procedural connection to the definition of strategies on the one hand and the risk management and controlling processes on the other.

# Profile and business model



## Sustainability strategy and code of conduct

With its sustainability strategy, SaarLB pursues a holistic approach that relates to all corporate divisions and business areas and combines economic, ecological and social objectives.

It is closely linked to the business and risk strategy as well as the Code of Conduct, which is the ethical basis for daily actions. In an annual sustainability report, the results and progress of the work are reported on the basis of the recognised standard of the German Sustainability Code.



## Sustainable Development Goals (SDG)

The 17 UN goals (SDG - Sustainable Development Goals) for ecologically, economically and socially sustainable development have been the main pillars of our sustainability management since 2020. All previous and future sustainability measures are mapped to the SDGs.





## Specialists for renewable energies

With our Renewable Energies business segment, we are a leading provider in the special segment of structured project financing for SMEs. In this way, we are making an effective contribution to climate protection. Since 2003 we have specialised in wind power and photovoltaic projects with sustainable product solutions and have already competed over 470 projects with a nominal output of around 5,000 MW.

## Climate protection

Since 2015, we have been a carbon-neutral company in Saarbrücken and purchase only green electricity from wind power for all buildings at the Saarbrücken location. We minimise our own CO<sub>2</sub> emissions and prepare an emissions report (carbon footprint) according to the standards of the Greenhouse Gas Protocol (Scope 1-3)

## Ratings and awards



# Our Social Pfandbrief

## Responsibility as a lender for financing sustainable growth

SaarLB is aware of its responsibility as a lender for financing sustainable growth (“Sustainable Finance”). SaarLB’s historical role as a Franco-German regional bank and the tasks specified by the Bank’s owners and Articles of Incorporation entail that serving the public sector/municipalities and municipally-owned companies is an important part of its business commitment.

The proceeds from issuing a SaarLB Social Bond/Pfandbrief will be used exclusively for suitable projects and financing that provide social added value, as laid out in the Social Bond Principles. For the most part, the areas addressed include public sector supply, health and care, education and research, as well as housing in Germany and France.

Issue proceeds are used to (re-)finance projects made up to 36 months after or 36 months before the respective bond issue.

No consideration of loans that have already been refinanced via other sources (e.g. development banks).

| SBP project category                         | SaarLB financing category  |
|--|--|
| Financially sustainable basic infrastructure | Public utilities (e.g. water/wastewater, public transport/local public transport, networks (electricity, gas, district heating))                           |
| Access to basic social services              | Health and care (including hospitals, medical care centers, outpatient or inpatient care, inpatient or outpatient rehab facility, health care real estate) |
|  | Education and research (including schools, daycare centers, universities, continuing education, research, student services)                                |

# Our social Pfandbrief

## Important contribution to achieving the Sustainability Development Goals

By means of the projects financed by the issue, SaarLB contributes to the fulfillment of the UN Sustainable Development Goals (SDGs).

Positive social effects are expected, especially for the following target groups.

| Financing provided by SaarLB | Target groups   | Financing provided by SaarLB | Goals / sustainability benefits   | SDGs  |  |
|------------------------------|---|------------------------------|---|---|--|
| Public supply                |   | Public supply                | Expansion of access to and modernization of the basic infrastructure with regard to energy supply<br><br>Comprehensive coverage of the important demand for water / wastewater as well as modernization of an efficient water / wastewater infrastructure<br><br>Expansion and further development of public transportation | Goal 6: Clean water and sanitation<br><br>Goal 7: Affordable and clean energy<br><br>Goal 9: Industry, innovation and infrastructure<br><br>Goal 11: Sustainable cities and communities |  <br>  |
| Public supply                | General population, with a focus on structurally weak regions (taking into account the BBSR indicator). | Health and care              | Expanding basic and quality health and care services.<br><br>Improving access and technical equipment in the health care system   | Goal 3: Health and well-being   |   |
| Health and care              | Sick and those in need of care  | Education and research       | Improving equal opportunities and quality education<br><br>Expansion / improvements in scientific research  | Goal 4: Quality education<br><br>Goal 9: Industry, innovation and infrastructure  |    |
| Education and research       | Children, teenagers and students  |                              |   |   |  |

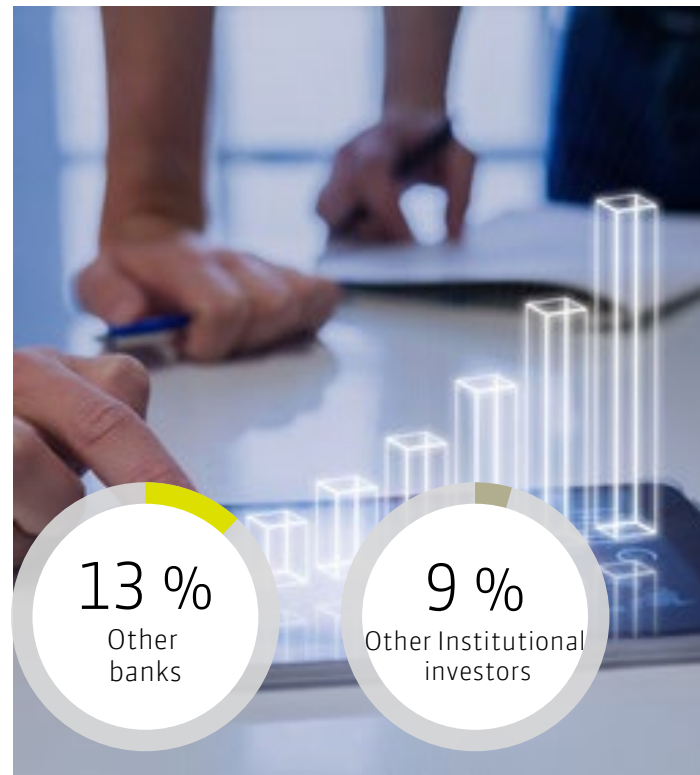
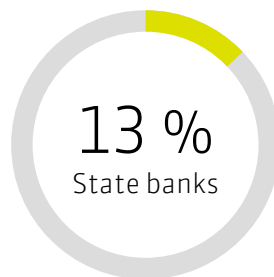
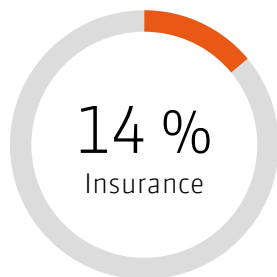
# Financial information and refinancing

## Solid funding strategy

Long-term funding based on the issuance of covered bonds and supplemented by uncovered issuances.

Issuances are placed strategically and flexibly in accordance with market conditions.

Short-term funding takes place through customer deposits, interbank market and open market operations with the ECB.



# Financial information and refinancing

## Securities and issuances

### Capital market instruments

- Uncovered bonds / (Senior Preferred / Senior Non-Preferred)
- Promissory notes (Senior Preferred / Senior Non-Preferred)
- Mortgage-backed covered bonds
- Public sector covered bonds
- Easily redeemable registered securities (registered covered bonds or registered uncovered bonds)

### Money market instruments

- On-demand deposits of institutional investors
- Interbank transactions (overnight and term deposits, repurchase orders, securities lending)
- Tender operations with the ECB



## Excerpts from the Section 28 Report

Fitch: AAA rating of the “public cover pool”  
[Click here to view the complete Covered Bond Report](#)

| II) Zusammensetzung der ordentlichen Deckungswerte     |            |                         |                                     |   |             |                     |                       |   |   |           |            | (Angaben in Mio. Euro) |          |          |
|--|------------|-------------------------|-------------------------------------|---|-------------|---------------------|-----------------------|---|---|-----------|------------|------------------------|----------|----------|
| Verteilung der Deckungswerte                           |            | 31.03.2024              | 31.03.2023                          | Weitere Kennzahlen  |             |                     |                       |   |   |           | 31.03.2024 | 31.03.2023             |          |          |
| nach Größenklassen (§ 28 (2) 1a PfandBG)               |            |                         |                                     | § 28 (1) Nr. 11 PfandBG - Gesamtbetrag der Forderungen nach §12 (1), die die Grenzen nach § 13 (1) Satz 2 2. Halbsatz PfandBG überschreiten |             |                     |                       |   |   |           |            | In Mio. EUR            | 0,00     | 0,00     |
| bis zu 300 Tsd. €                                      |            | 1,44                    | 0,43                                | § 28 (1) Nr. 11 PfandBG - Gesamtbetrag der Werte nach § 19 (1), die die Grenzen nach § 19 (1) Satz 7 überschreiten                          |             |                     |                       |   |   |           |            | In Mio. EUR            | 0,00     | 0,00     |
| mehr als 300 Tsd. € bis zu 1 Mio. €                    |            | 20,01                   | 24,51                               | § 28 (2) Nr. 4 PfandBG - volumengewichteter Durchschnitt des Alters der Forderungen (seasoning)   |             |                     |                       |   |   |           |            | In Jahren              | 4,79     | 4,86     |
| mehr als 1 Mio. € bis zu 10 Mio. €                     |            | 444,43                  | 447,01                              | § 28 (2) Nr. 3 PfandBG - durchschnittlicher gewichteter Beleihungsauslauf   |             |                     |                       |   |   |           |            | In %                   | 52,87%   | 52,71%   |
| mehr als 10 Mio. €                                     |            | 703,52                  | 643,54                              | Ordentliche Deckung (nominal)   |             |                     |                       |   |   |           |            | In Mio. EUR            | 1.169,39 | 1.115,50 |
|  |            |                         |                                     | Anteil am Gesamtumlauf  |             |                     |                       |   |   |           |            | In %                   | 167,94%  | 168,68%  |
| nach Nutzungsart (I) (§ 28 (2) Nr. 1b und 1c PfandBG)  |            |                         |                                     |   |             |                     |                       |   |   |           |            |                        |          |          |
| wohnwirtschaftlich                                     |            | 21,55                   | 19,12                               |   |             |                     |                       |   |   |           |            |                        |          |          |
| gewerblich   |            | 1.147,84                | 1.096,37                            |   |             |                     |                       |   |   |           |            |                        |          |          |
| nach Nutzungsart (II) (§ 28 (2) Nr. 1b und 1c PfandBG) |            |                         |                                     |   |             |                     |                       |   |   |           |            |                        |          |          |
| Staat  | Stichtag   | Eigentums-<br>wohnungen | Ein- und<br>Zweifamilien-<br>häuser | Mehrfamilien-<br>häuser   | Bürogebäude | Handels-<br>gebäude | Industrie-<br>gebäude | sonstige<br>gewerblich<br>genutzte<br>Gebäude | unfertige und<br>noch nicht<br>ertragsfähige<br>Neubauten | Bauplätze | Summe      |                        |          |          |
| Bundesrepublik Deutschland                             | 31.03.2024 | 11,98                   | 0,00                                | 6,36  | 194,56      | 275,22              | 0,00                  | 268,66  | 0,00  | 0,00      | 756,78     |                        |          |          |
|  | 31.03.2023 | 12,49                   | 0,00                                | 6,64  | 172,18      | 248,60              | 6,88                  | 273,14  | 0,00  | 0,00      | 719,92     |                        |          |          |
| Frankreich   | 31.03.2024 | 0,00                    | 0,00                                | 3,21  | 252,38      | 59,24               | 0,00                  | 97,78   | 0,00  | 0,00      | 412,61     |                        |          |          |
|  | 31.03.2023 | 0,00                    | 0,00                                | 0,00  | 289,05      | 57,37               | 0,00                  | 49,16   | 0,00  | 0,00      | 395,58     |                        |          |          |
| Summe  | 31.03.2024 | 11,98                   | 0,00                                | 9,57  | 446,94      | 334,46              | 0,00                  | 366,44  | 0,00  | 0,00      | 1.169,39   |                        |          |          |
|  | 31.03.2023 | 12,49                   | 0,00                                | 6,64  | 461,22      | 305,97              | 6,88                  | 322,30  | 0,00  | 0,00      | 1.115,50   |                        |          |          |



# Rating

| Rating                              | Fitch       | Moody's     | DBRS         |
|-------------------------------------|-------------|-------------|--------------|
| Long term issuer rating             | A-, stable  | Aa2, stable | A (high)     |
| Short term issuer rating            | F1          | P-1         | R-1 (middle) |
| Long-term deposit rating            |             | Aa2, stable |              |
| Short term deposit rating           |             | P-1         |              |
| Viability rating                    | Bbb-        |             |              |
| Derivative counterparty rating      | A (dcr)     |             |              |
| Public sector covered bonds         | AAA         |             |              |
| Long term counterparty risk rating  |             | Aa2         |              |
| Short term counterparty risk rating |             | P-1         |              |
| Baseline credit assessment          |             | baa3        |              |
| Adjusted baseline credit assessment |             | a3          |              |
| Counterparty risk assessment        |             | Aa2 (cr)    |              |
|                                     | August 2023 | March 2024  | May 2021     |



# Your contact persons

---



**Kay Weissfloch**

Treasury Director

Phone 0049 681 383-1426

kay.weissfloch@saarlb.de



**Peter Arweiler**

Senior Account Manager

Phone 0049 681 383-1685

hans-peter.arweiler@saarlb.de



**Bernd Ewerle**

Senior Trader

Phone 0049 681 383-1683

bernd.ewerle@saarlb.de



**Jörg Backes**

Senior Trader

Phone 0049 681 383-1747

joerg.backes@saarlb.de



This presentation is for general information purposes only and is no substitute for individual advice to prospective investors. It contains neither an offer to purchase securities nor to conclude an advisory contract.

Despite careful collection of the data, no guarantee can be given for its completeness and accuracy. SaarLB accepts no liability for any damage that may arise from any use of this information and assessments. It also assumes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The presentation may be subject to restrictions in certain jurisdictions. Persons who obtain possession of these documents are obliged to independently inform themselves about such restrictions and to observe them. The information obtained herein may not be used by persons subject to legislation with restrictions. In particular, it is not intended for distribution in, to or within the United States of America and, with respect to the United Kingdom, is directed exclusively at professional market participants and institutional customers.