



briefing

passion · products · presence



DVB's unique brand

DVB enjoys a unique position, thanks to its strategic focus on the international transport market, with the submarkets of shipping, aviation, offshore and land transport. The Bank's business model is built to reflect this segmentation, comprising the four Transport Finance divisions Shipping Finance, Aviation Finance, Offshore Finance and Land Transport Finance. DVB's mission statement captures both the Bank's real accomplishments and its vision of the future.

The leading specialist in international transport finance

At DVB, we make deals work. This means striving to seek and develop intelligent and appropriate solutions that meet and even exceed our clients' needs and expectations. We go the extra mile to constantly and thoroughly research and study our industry. Often, this leads us to challenge conventional wisdom when offering our focused range of financing services.



DVB's strengths

- Business model – clearly focused, distinctively specialised, diversified in many aspects, cycle-neutral and international in scope
- Business policy – conservative and sustainable
- Organisation – transparent structures, swift information flow and prompt decision-making
- Human resources – highly specialised and experienced
- Products & services – customised and beyond the typical scope of banking
- Asset & Market Research – sophisticated, renowned and award-winning
- Credit portfolio – diversified by multiple criteria and categories
- Risk management – consistent and forward-thinking
- Funding – granular and maturity-matched
- Own funds – strong capital base





DVB's products and services

As a highly-specialised niche provider, the Bank offers its more than 600 clients and client groups from the international transport sector a broad range of customised financial services. DVB has continuously enhanced its core skills and areas of expertise over recent years. The Bank's financial services can largely be allocated to seven value-adding areas.

Structured Asset Lending

Drawing on its Structured Asset Lending core service, the Bank's four Transport Finance divisions offer financing solutions relating to transport assets. In addition to traditional asset finance, we offer our clients tailor-made structured solutions for complex financing projects, often covering multiple jurisdictions.

Asset Management

The Bank offers far more than the traditional range of banking services: its asset-focused services – "close to the metal" – are available not only to operators and investors, but also to competitors. DVB's Aviation Asset Management provides aviation clients with a broad spectrum of services ranging from lease management, lease advisory, technical management and analysis, to remarketing.

Client Account

DVB offers its borrowing clients the opportunity to open current accounts which are required primarily in conjunction with loan accounts. The service comprises a broad and flexible range of account types. Fixed investment options complement the programme. DVB's clients may use an internet-based portal to inquire account balances and movements, download account statements, or send messages to our Frankfurt-based service team. All current accounts are opened under German law, and are thus covered by the Deposit Guarantee Scheme of the National Association of German Cooperative Banks.

Risk Distribution & Loan Participations

DVB usually employs its own capital when financing the assets of Transport Finance clients. Notwithstanding this commitment, the Bank syndicates portions of this lending volume – which can be substantial – to other financial institutions on the international banking market. Both for DVB and its clients, this placement of credit risks is important to ensure sufficient liquidity and adequate risk transfer. In November 2015, the Board of Managing Directors decided to cease the marketing activities of subsidiary ITF International Transport Finance Suisse AG (ITF Suisse), with immediate effect. The Financial Institutions and Syndications team will henceforth also be the contact, to all transport segments, for collateralised syndicated loans and portfolio transactions in the international bank market.

Corporate Finance Solutions

Our DVB Corporate Finance team provides transport finance clients with financing solutions and supports them in raising capital via public offerings and private placements of equity, debt securities and structured asset finance products. Specifically, DVB Corporate Finance offers solutions in the areas of Corporate Advisory, Mergers & Acquisitions, Equity & Debt Capital Markets and Structured Asset Finance.

Private Equity Sourcing & Investments

Our Investment Management division comprises two teams: Shipping & Intermodal Investment Management (SIIM) and Aviation Investment Management (AIM). SIIM comprises NFC Shipping Funds, Intermodal Equipment Funds (investing in container boxes and other transport equipment), and the Stephenson Capital Fund (investing in rolling stock for rail transport). AIM manages the Deucalion Aviation Funds, which comprise a portfolio of several closed-end funds investing in aircraft and aircraft engines.

Asset & Market Research

DVB's Asset & Market Research teams provide the basis for the activities of the Bank's business divisions, leveraging our long-standing research know-how to provide financing products and advisory services as well as optimising the raising of equity finance.



DVB's global presence, international clients and staff

With offices in eleven pivotal locations – Frankfurt/Main, Amsterdam, Athens, Hamburg, London, Oslo and Zurich (Europe), Curaçao and New York (Americas), as well as in Singapore and Tokyo (Asia) – DVB's Shipping Finance, Aviation Finance, Offshore Finance, Land Transport Finance, and Investment Management have a worldwide presence in the transport markets and their various segments. This global presence in key transport hubs enables the Bank to understand both the international dimension and the local specifics of the markets in which its clients operate.

DVB's business model is international in every respect. DVB Bank Group's 614 employees hailed from a total of 41 different countries and there are 31 different nationalities represented within our core Transport Finance business.

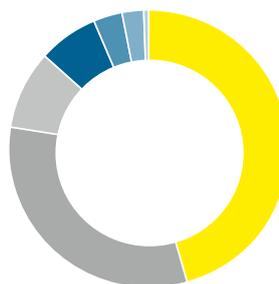
DVB's portfolio

DVB's portfolio includes structured asset lending in Transport Finance, the fund management activities in Investment Management, the phased out activities on the interbank market of our subsidiary ITF Suisse and the exposures no longer in line with DVB's strategy. As at 30 June 2016, the portfolio decreased by 3.6%, to €24.4 billion (31 December 2015: €25.3 billion). This is distributed across the business divisions and regions (see charts). [1](#) [2](#)

DVB's new business in Transport Finance

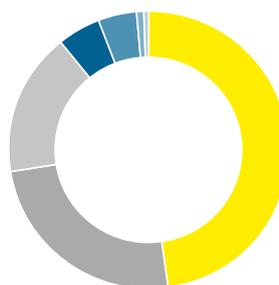
As at 30 June 2016, 63 new transactions with an aggregate volume of €2.8 billion were concluded (30 June 2015: 100 new deals with an aggregate volume of €3.6 billion). The volume of new business in Aviation Finance increased to €1.6 billion. It decreased in Shipping Finance to €0.8 billion and in Offshore Finance to €53.0 million. In Land Transport Finance it remained at €0.3 billion. DVB played a leading role in 87.7% of the new deals, up from 77.1% the year before.

1 Portfolio by business division (total volume: €24.4 bn)



Shipping Finance	€11.2 bn	(45.9%)
Aviation Finance	€7.8 bn	(32.0%)
Offshore Finance	€2.2 bn	(9.0%)
Land Transport Finance	€1.7 bn	(7.0%)
ITF Suisse	€0.8 bn	(3.3%)
Investment Management	€0.6 bn	(2.5%)
Business no longer in line with DVB's strategy	€0.1 bn	(0.4%)

2 Portfolio by region (total volume: €24.4 bn)



Europe	€11.7 bn	(47.9%)
North America	€5.9 bn	(24.2%)
Asia	€4.1 bn	(16.8%)
Middle East/Africa	€1.2 bn	(4.9%)
South America	€0.7 bn	(2.9%)
Offshore	€0.7 bn	(2.9%)
Australia/New Zealand	€0.1 bn	(0.4%)



Imprint

DVB Bank SE
 Platz der Republik 6
 60325 Frankfurt/Main, Germany
 info@dvbbank.com, www.dvbbank.com

Elisabeth Winter
 Head of Group Corporate Communications, Managing Director
 Phone +49 69 9750 4329

Sabine Schlieben
 Group Corporate Communications
 Manager Investor & Online Relations
 Phone +49 69 9750 4449

Photos on cover page (in order of appearance)
 GasLog Ltd, Monaco
 Bert van Leeuwen, DVB Bank SE, Amsterdam, The Netherlands
 Songa Offshore Management Ltd, Limassol, Cyprus
 Wouter Radstake, DVB Bank SE, Frankfurt/Main, Germany

Photo stretch on pages 2–3 (in order of appearance)
 Wouter Radstake, DVB Bank SE, Frankfurt/Main, Germany
 Linda Slingerland, DVB Bank SE, Amsterdam, The Netherlands
 Shutterstock, Inc., New York, USA
 Bert van Leeuwen, DVB Bank SE, Amsterdam, The Netherlands

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Contact worldwide

Europe
 Amsterdam: +31 88 3997 900
 Athens: +30 210 4557 400
 Frankfurt/Main: +49 69 9750 40
 Hamburg: +49 40 3080 040
 London: +44 20 7256 4300
 Oslo: +47 2 3012 200
 Zurich: +41 44 3656 100

North and South America
 Curaçao: +599 9 4318 700
 New York: +1 212 588 8864, +1 212 858 2624

Asia
 Singapore: +65 6511 3433
 Tokyo: +81 3 3593 7700



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