

## Press release

### **Hypo Real Estate Bank International, London branch, appoints Simon Fisk as head of Risk Management**

**London/Dublin/Munich, March 9<sup>th</sup> 2004:** Hypo Real Estate Bank International, London branch, announces today that it has appointed Simon Fisk as Head of Risk Management and Syndication. In this role he will be responsible for all risk management issues relating to the London offices existing £8.5bn portfolio and for the risk assessment of all of London's new business.

Simon joins Hypo Real Estate Bank International from Tishman Speyer Properties, where he was Managing Director, Finance. Before Tishman Speyer, Simon held a number of high profile real estate banking positions including Co Head of European Real Estate Investment Banking at UBS Warburg and Head of London for Westdeutsche ImmobilienBank.

Harin Thaker, Chief Executive of Hypo Real Estate Bank International, London, commented: "Simon's experience and expertise are a welcome addition to the impressive team we have developed here in London. By taking overall responsibility for risk management he will increase our ability to provide our clients with the quick responses they require."

Simon Fisk added: "The recent developments at Hypo Real Estate Bank International have made this position a very exciting proposition for me. I look forward to joining the team in London and helping it drive forward the bank's business".

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**Notes to Editors:**

Hypo Real Estate Bank International, is a member of Hypo Real Estate Group, one of Europe's largest providers of commercial real estate financing. The group consists of the non-operational, listed holding company and three operational business units, besides Hypo Real Bank International with headquarters in Dublin, these are: Württembergische Hypothekenbank AG (WürttHyp) with headquarters in Stuttgart and Hypo Real Estate Bank AG in Germany.

Headed by Harin Thaker, Hypo Real Estate Capital Ltd, London, is responsible for the bank's operations in Great Britain. In the 14 years since its inception the team has built a portfolio under management of around £8.5 billion - including the time before the spin-off of Hypo Real Estate Group from HVB.

The new bank's business model is cash-flow oriented and transaction focused. That means that every transaction is considered individually and accepted or rejected on its own merits. There are no fixed rulings on industries, sites or real estate locations. Profitability and risk management take precedence; market share considerations and volume play a subordinate role.

For further information: [www.hypointernational.com](http://www.hypointernational.com) or [www.hyporealestate.com](http://www.hyporealestate.com).