

D M F C O

Asset Management

ESG report 2022

Contributing to a sustainable and liveable world



Preface

The term ESG (Environmental, Social, Governance) has become an integral part of the financial world. For us, it means that our policy considers environmental and social aspects of our activities, as well as good corporate governance in our daily work. This ESG policy applies to both the asset management activities of DMFCO Asset Management and the mortgage lending activities of MUNT Hypotheken.

In this report, we elaborate on our ESG ambitions and concrete actions in 2022. We then turn our attention to the future. First, Rogier van der Hijden, CEO of DMFCO, shares his thoughts.

DMFCO Asset Management and MUNT Hypotheken, what's the story?

"What we do is quite easy to explain: we provide residential mortgages on behalf of Dutch pension funds and various other institutional investors. Everything related to borrowers and mortgages falls under MUNT Hypotheken, while everything related to investors falls under DMFCO Asset Management. Although we use two names, we make no distinction internally. We are one company, collectively known as DMFCO."

Rogier van der Hijden: "To really make a difference, we encourage new and existing borrowers to make their houses more sustainable."

What does ESG mean for DMFCO and MUNT Hypotheken?

"ESG, for us, means carefully balancing the interests of our investors and borrowers, while also taking into account the social importance of our activities. When our employees go home at the end of the day, I want them to be proud of what they do."



Our commitment to ESG issues contributes to that sense of pride. We achieve this, for example, through transparent communication with our investors and by recognising that we are managing mortgages with other people's money, such as pension funds. The same principle applies to our borrowers; we offer them a fair product with transparent terms and we provide support when times get tough.

We also care about the environment, which is why we want to make a tangible contribution to reducing carbon emissions."

ESG reports are often only about sustainability. Is that justified?

"Attention to social policies and good corporate governance is deeply integrated in DMFCO and MUNT Hypotheken. We believe we can make the greatest impact in the areas of sustainability and environmental issues. That is why we encourage new and existing borrowers to make their houses more sustainable. In order to do so we remove barriers to finance these sustainability measures. We have invested significantly in this area recently and have made substantial progress."

Making the housing stock more sustainable as a lender, is that possible?

"We increasingly inform our borrowers and help them with financing. Even though we are 'only' the lender, we want all our borrowers to explore different options to make their houses more sustainable. For example, since the end of 2022, existing borrowers can apply for the energy saving budget through our online portal for borrowers. This approach significantly reduces the cost of advice, valuation and notary fees. We believe that this lowers the barrier to implement energy saving measures, without affecting investors' returns. We also consider to help borrowers in identifying and implementing sustainability measures because we are committed to accelerate the energy transition."

What is DMFCO trying to achieve with ESG?

"We are integrating ESG into our day-to-day policies and therefore into all our activities, including our role as an employer and in communication with all our partners. Our commitment to social policy and good corporate governance demonstrates what we stand for as a company: treating others as we would like to be treated ourselves, and providing mortgages that we would recommend to our best friend. We strive to improve our service every day. We also want to be part of the solution to climate change by ensuring that the houses financed by MUNT are as energy efficient as possible."

Curious about what we have been doing on ESG over the past year? Then read on. Do you have any suggestions or ideas on ESG? Please let us know.



In this report

Preface.....	2
ESG ambitions.....	5
Milestones in recent years	7
Actions and results 2022.....	8
Looking to the future	17
About this report.....	19
Colophon.....	20

ESG ambitions



Driving change in the field of sustainability

Transparent communication and good corporate governance

Prevent long-term arrears and avoid forced house sales

As many happy borrowers as possible

A carbon neutral organisation by 2030

Encourage outsourcing parties to adopt ESG measures

A stimulating working environment for every employee



ESG ambitions

At DMFCO, we feel a strong responsibility towards people and society. This has resulted in this ESG report outlining **seven ESG ambitions**, which are aligned with our **five DMFCO business ambitions**. This chapter provides a detailed explanation of these ambitions along with a summary of the actions we have taken in 2022 and corresponding results.

1. Best Dutch mortgage lender

ESG ambition A

Driving change in the field of sustainability

We want to help our borrowers in making their houses more sustainable. We do this by informing, encouraging and supporting them to take action. Ultimately, our goal is to have a carbon neutral mortgage portfolio by 2050, in line with the agreements in the Paris Climate Agreement. We are fully committed to this goal, but we recognise that this depends on active government involvement and ongoing technological innovation.

2. More than happy institutional investors

ESG ambition B

Transparent communication and good corporate governance

Our investors are in it for the long term, so a good relationship with our investors is crucial. Good corporate governance starts with open and honest communication about our policies, results and organisational developments. We provide investors with the flexibility to tailor their portfolio to their desired risk and return profiles.



3. Fair and transparent products for borrowers

MUNT Hypotheken offers fair and transparent mortgages that are suitable for most Dutch homeowners. A mortgage is often a borrower's biggest financial decision ever, so we believe we should treat them as we would like to be treated ourselves.

ESG ambition C

Prevent long-term arrears and avoid forced house sales

With a fast and personal approach, MUNT Hypotheken aims to resolve arrears in an early stage and explores with the borrower how future arrears can be avoided. We handle the special servicing of mortgages ourselves to ensure that borrowers get the attention and help they need, especially when they are in financial difficulties. Wherever possible, we aim to help borrowers retain their houses, and if this is not possible, to search for the best possible financial solution.

ESG ambition D

As many happy borrowers as possible

We continually strive to improve the borrower's experience, both during the application process and throughout the lifetime of the mortgage. We understand that many things can change in a borrower's life during the term of the mortgage, and we want to make it as easy as possible for the borrower to navigate these often challenging situations. To achieve this, we measure borrower satisfaction with the Net Promoter Score (NPS) and seek their feedback for improvements.

4. Combining operational efficiency with best practices

Within DMFCO, we strongly focus on streamlining our processes for both borrowers and advisers. We only work with best-in-class outsourcing parties and use proven technology (whenever possible). Simultaneously we are committed to making our operations as environmentally friendly as possible.

ESG ambition E

A carbon neutral organisation by 2030

Besides our goal to have a carbon neutral mortgage portfolio, we are also committed to make our own operations as environmentally friendly as possible. Each year, we are taking concrete steps to achieve carbon neutrality as an organisation by 2030.

ESG ambition F

Encourage outsourcing parties to adopt ESG measures

We acknowledge our responsibility for the activities of our outsourcing partners, including the quality and speed of service, as well as the ESG aspects of their operations. We challenge our outsourcing partners to report on their social policies and carbon emissions and to develop plans to further reduce carbon emissions.

5. Great to work with and for

ESG ambition G

A stimulating working environment for every employee

We believe that the success of our business is a shared responsibility of all employees. That is why we offer our employees a diverse working environment that focuses on their personal development. Our philosophy is that people are most motivated when they have a clear and shared purpose, are given the freedom to contribute in their unique way, and are encouraged to develop their skills and areas of expertise.

Milestones in recent years

We like to look ahead and are committed to achieve our ambitions. At the same time, we have been integrating ESG factors into our policies and decisions for several years and already achieved a number of ESG milestones, some of which are listed below:

- 2021: Expanded ESG reporting to include an overview of flood and climate risk in portfolios (in line with the IORP Directive).
- 2020: Made a commitment to IMVB as part of our Corporate Social Responsible Investing (CSRI) policy.
- 2019: Reducing the use of paper by digital communication with borrowers via our online portal 'MijnHypotheekOnline'.
- 2019: Introduced ESG reporting for investors, providing insights into the environmental and social nature of our portfolio.
- 2018: Updated our Corporate Social Responsibility policy to include explicit ESG policy points and support for specific Sustainable Development Goals (SDGs).


- 2018: Enabled the financing for Energy Saving Measures (ESM).
- 2018: MUNT starts performing special servicing in-house.
- 2017: DMFCO became a member of the UN Principles for Responsible Investment.


- 2016: : Launch platform for financial advisors and borrowers; www.kop-munt.nl.



Actions and results 2022

Below, for each ESG ambition, we explain what we have done in 2022 and what results we have achieved.

ESG ambition A: Driving change in the field of sustainability

Activate advisors to discuss sustainability measures with borrowers

We encourage mortgage advisors to discuss sustainability in their engagements with borrowers. To promote this, MUNT Hypotheken regularly communicates with mortgage advisors about sustainability. We also provide information to advisors through our bespoke online knowledge platform: www.kop-munt.nl. This platform includes surveys, articles and research on relevant mortgage topics, such as sustainability.

Inform borrowers about the benefits of energy saving measures

We actively encourage borrowers to make their houses more sustainable. We provide information to our existing borrowers about improving the sustainability of their houses and the possibilities of financing energy saving measures through a mortgage or the energy saving budget. Last year, we informed our existing borrowers twice: once in our digital newsletter and once in the appendix of the 2022 digital annual statement. These communications emphasized the online application for the energy saving budget and the benefits of sustainability, such as lower energy bills, greater housing comfort and environmental benefits.

Borrowers can also download a free sustainability report from our website, offering insights into energy saving possibilities.



Lower barriers to finance energy saving measures

We can exclude up to €9,000 from the affordability test if proceeds are spent on energy saving measures. If a borrower achieves an energy-neutral house, the affordability test of such mortgage may even disregard a notional amount up to €25,000 respectively.

Over the past year, we have paid a lot of attention to the possibility of applying for the energy saving budget online. We have streamlined this process, with the additional benefit that under certain conditions, existing borrowers do not have to pay for advisor, notary and valuation fees.

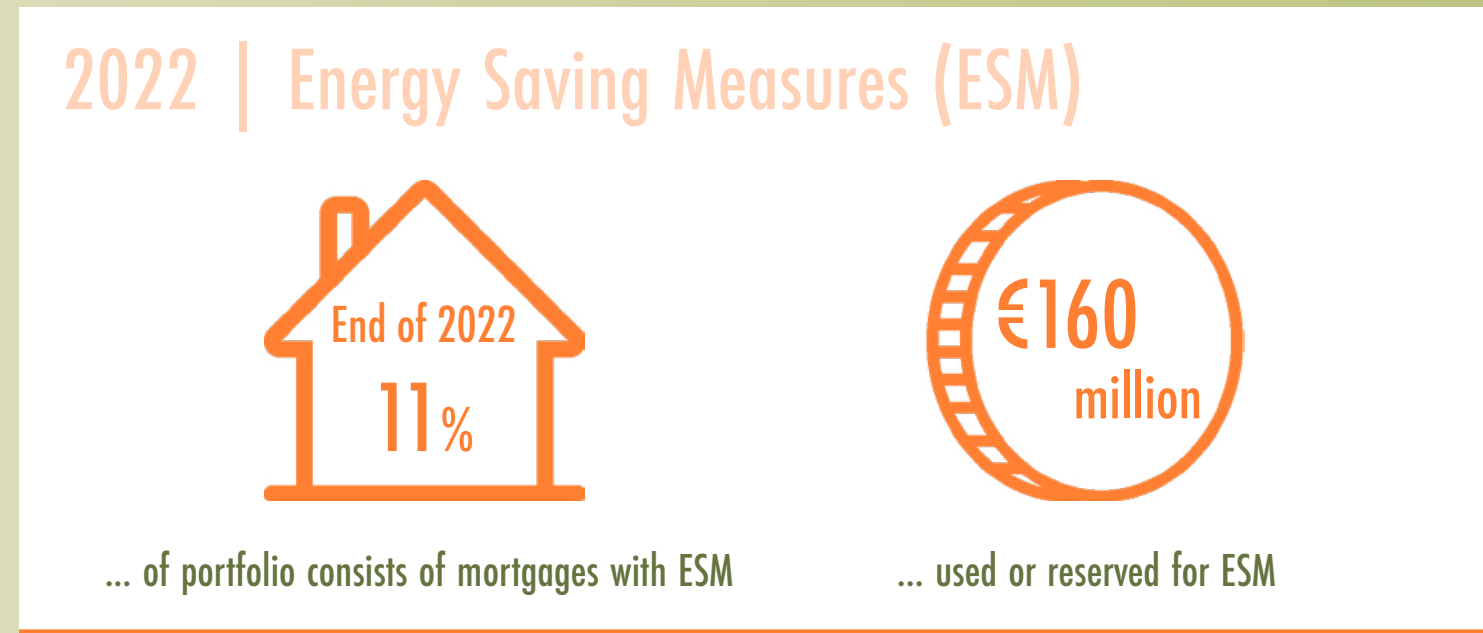
Encourage innovation in improving the sustainability of new-build properties

While improving the sustainability of the existing housing stock is a major contribution to the reduction of carbon emissions, we also want to offer attractive financing options for sustainable houses that have not yet been built. Since 2022, we have been doing this through our renewed new-build offering, which accepts timber houses and houses with bio-based insulation. One of the advantages of this approach is that the production of these building materials results in carbon storage, in contrast to traditional more carbon emissive building materials.

Result: 5.5% reduction in carbon emissions of the mortgage portfolio

Through a combination of removing financing barriers and actively informing borrowers about the benefits of sustainability, we have successfully achieved a 5.5% reduction in carbon emissions of our portfolio from the beginning of 2019 till the end of 2022 (methodology is provided in the last chapter). This reduction is the result of energy saving measures financed with a MUNT mortgage.

As of the end of 2022, approximately 11% of our portfolio consists of mortgages that include financing for sustainability measures. This means that over €160 million has been used for or is earmarked for Energy Saving Measures (ESM). It is worth noting that 85% of homeowners uses personal funds for sustainability improvements in their houses. This effect has not been included in the calculation.



ESG ambition B:

Transparent communication and good corporate governance

Actively engage with investors to identify areas for improvement

Over the past year, we have actively engaged with our investors on a wide range of issues. In addition to portfolio developments, we continuously discuss further improvements to our services. When possible we strive to implement these improvements immediately.

Actively engage investors in shaping our ESG policy

In 2022, we conducted specific ESG discussions with our investors. These dialogues help us to further develop our ESG policy and keep it in line with investor demand. Feedback is shared within the DMFCO ESG working group, which aims to translate these insights (combined with borrower feedback and regulatory developments) into tangible actions. From the various discussions we have had over the past year, a key area of focus is to more accurately measure carbon emissions.

Embed ESG in the organisation

We've set up an ESG working group to streamline and improve our ESG activities. The working group is made up of employees from DMFCO and MUNT, including multiple members of senior management. This ensures a clear and rapid decision-making process and an ESG policy that is supported throughout the whole organisation. We ensure that all employees are well informed about ESG developments. For example, in 2022, all risk management, portfolio management, sales and investor relations staff attended a SFDR awareness course. Insight into the implications of SFDR and EU Taxonomy regulations has been shared throughout the organisation in an accessible manner, for example via so called lunch presentations.

Result: improved service to our investors

Due to the extensive discussions with our investors, we have successfully implemented several improvements to our services. Some of these improvements include the further development of the DMFCO Investor Portal and the separation of mortgage rates for regular and interest-only mortgages. We have also made two major ESG improvements:

1. Enhanced portfolio insight

Monthly ESG reporting has been enhanced to include key metrics such as the percentage of new mortgage applications that include energy saving measures funding, the estimated reduction in carbon emissions attributable to energy saving -funded projects within the portfolio, and the timeline for managing and resolving arrears. This makes ESG measurable and allows investors to track improvements in their portfolio over time.

2. The Portfolio Management Committee (PMC)

In 2022, we established the PMC as part of our corporate governance. The PMC reviews policies that directly affect our investors and monitors implementation of these policies. For example, the PMC ensures the service quality provided to investors through an annual review cycle of the models used by Portfolio Management.

ESG ambition C:

Prevent long-term arrears and avoid forced house sales

Offer proactive assistance to borrowers in case of arrears

We handle the special servicing of mortgages in-house, ensuring that the borrower's interest remains at the forefront of our approach instead of the borrower becoming the subject of a rigid outsourced special servicing process. This allows us to offer a personalised approach, especially during times when life takes unexpected turns. When arrears occur, we immediately send an email to the borrower, to enable them to clear their arrears through an online payment link. The way we facilitate payments is greatly appreciated by our borrowers. If there is no response on the email, we follow up with a phone call to check whether the borrower has financial problems and to offer help if needed. We have successfully executed this special servicing strategy throughout 2022.

Intensify dialogue in cases of significant arrears

Thanks to our proactive approach in handling arrears, we were able to find solutions for all affected borrowers in 2022. Only in a handful of cases this involved looking at a consensual sale of the property.

"Figuring out how to structurally solve a problem for the borrower"

MUNT Hypotheken's Special Servicing Team helps borrowers to increase their financial independence so that they can avoid financial problems and corresponding distress. "I talk to borrowers on the phone to assess what is going on and to determine the best solution. Sometimes a tailored solution is needed, such as a budget coach or job coach. It's a great part of my job if a borrower gets all its (financial) affairs back in order."

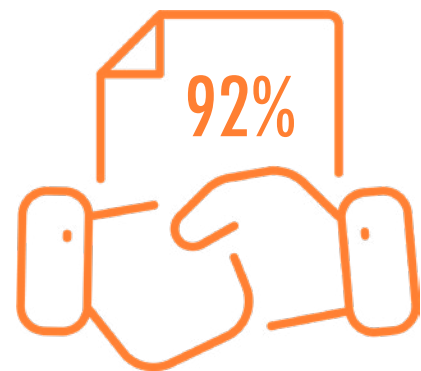
Ramona Haaring
Special Servicing Team Lead



Result: Low level of arrears and loss prevention with focus on house retention

As a result of our rapid follow-up of arrears, 92% of arrears were repaid within the first month. Unfortunately, the financial situation does not always allow for arrears to be repaid and sometimes borrowers need more time. Throughout 2022, there were only 48 mortgages with arrears of more than three months. This is significantly lower than the benchmark in the mortgage market. Our proactive special servicing approach also resulted in the absence of any foreclosures in 2022. Since 2014, more than 90% of borrowers with long-term arrears have been able to keep their houses.

2022 | Low level of arrears



... is repaid within the first month



... with arrears of >3 months

ESG ambition D:

As many happy borrowers as possible

Maintain high service level to borrowers

We believe it is important to stand by our borrowers, especially in special situations such as decease, redundancy or divorce. The introduction of a new administration system in 2022 was a major step forward in improving our service. Thanks to this new system, monitoring has improved, follow-ups are more structured, and we have access to all relevant information when we engage in direct contact with a borrower.

Implementation of the Mortgage Check

To provide borrowers with a better insight into the affordability of their mortgage, we provide a "Mortgage Check" in the online portal since 2022. The Mortgage Check is an online tool that gives borrowers a comprehensive view of the financial projections of their mortgage over the entire term within only 15 minutes. If the affordability becomes a concern, we will contact the borrower to prevent potential future problems. In 2022, we initially invited 35,000 borrowers to take part in the Mortgage Check. By early 2023, the Mortgage Check will also be available to other borrowers on the online portal once they log in, for example, when accessing their annual statement for their tax return.

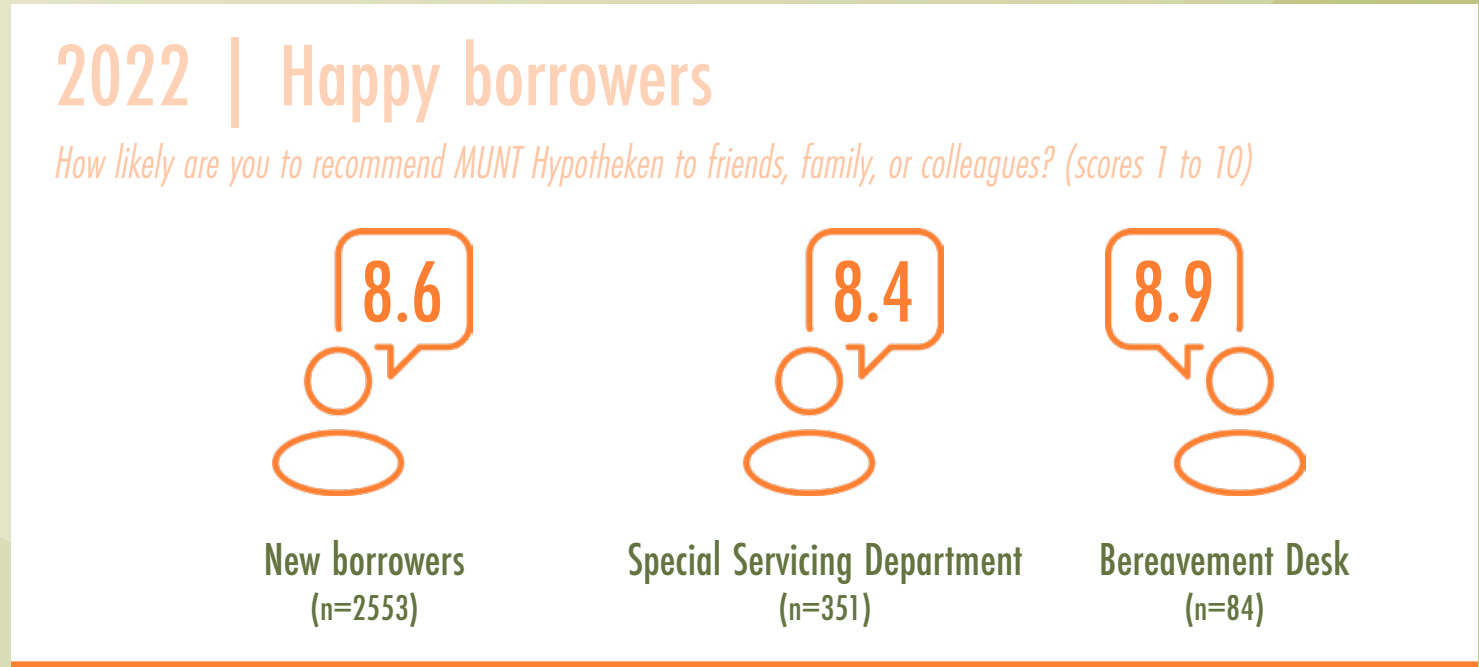
Conduct research on borrowers to identify areas for improvement

In 2022, we continued to ask our borrowers to evaluate our services and propose possible improvements. We did this with new borrowers who had recently closed their MUNT mortgage and with borrowers who had interacted with the special servicing department or the Bereavement Desk. We asked them how likely they are to recommend MUNT Hypotheken to friends, family, or colleagues.

The corresponding Net Promoter Score (NPS) is calculated by subtracting the percentage of 'detractors' (score 6 and below) from the percentage of 'promoters' (score 9 and above). A score of 7 or 8 is neutral.

Result: happy borrowers

Borrowers who took out a mortgage with us in 2022 gave us an average score of 8.6 (NPS +56). Borrowers who interacted with the special servicing department in 2022 gave us an average score of 8.4 (NPS +56). Borrowers who dealt with a case of decease gave us an average score of 8.9 (NPS +64). Thanks to borrowers' feedback, we have implemented several improvements over the past year, such as online mortgage assistance, extended contact centre opening hours (from 8 am to 8 pm) and one-day processing of incoming emails.



ESG ambition E:

A carbon neutral DMFCO organisation by 2030

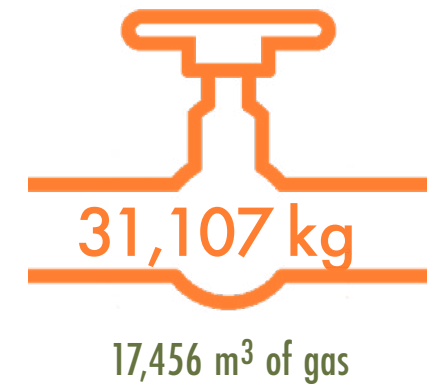
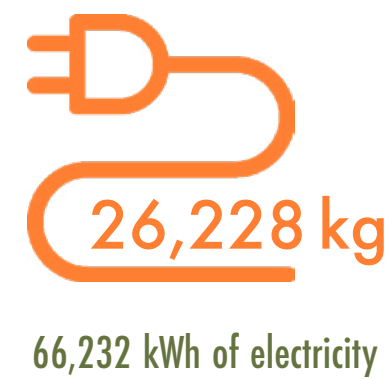
Identify direct emissions originating from the office

In 2022, we started to monitor the energy usage of our office. We have met on several occasions with energy consultants to develop a plan to make our office building more sustainable. The measurements show that in 2022 we consumed 66,232 kWh of electricity and 17,456 m³ of gas. This equates to 57,335 kg of carbon emissions (methodology in last chapter). Our top priority is to reduce these emissions. We also want to contribute through our energy supplier. We therefore participate in certified WWF Gold Standard projects that aim to reduce carbon emissions. In addition, we purchase wind energy from Dutch wind farms with the environmental 'Eneco's Hollandse Wind' energy label.

Minimize (indirect) emissions from commuting

In addition to direct carbon emissions, we recognize our role in reducing indirect carbon emissions, for instance those associated with commuting. With our office near the train station, by limiting the use of parking spaces and offering a first-class train ticket to all employees, we have significantly reduced the emissions. Furthermore, to encourage employees to cycle more often, we introduced a bicycle plan in 2022. This initiative allows employees to purchase bicycles at DMFCO's expense.

2022 | Carbon emissions DMFCO



Result: A plan focussing on emission reduction by the organisation

In 2022, we have compiled our organisation's emissions data and developed a carbon reduction plan. In this reduction plan, we have initially focused on direct emissions, specifically DMFCO's gas (Scope 1) and electricity consumption (Scope 2). Indirect emissions within our chain (Scope 3) will be further developed at a later stage in collaboration with our outsourcing partners.

The results of the reduction plan will be incorporated into the office refurbishment plans. We are also taking active steps to replace all leased cars in the MUNT sales team with electric cars over the next few years.

ESG ambition F:

Encourage outsourcing parties to adopt ESG measures

Promote ESG initiatives among our outsourcing partners

Our responsibility goes beyond our own organisation. In 2022, we engaged with some of our key outsourcing partners and we are pleased to see that our outsourcing partners are already taking action themselves.

Our largest outsourcing partner, Stater, has embedded its sustainable ambitions in its growth strategy. They have an A-rated office building, purchase Dutch wind energy and set high standards for waste management. In addition, every employee has the opportunity to volunteer during working hours, for example as a 'Schuldhulpmaatje' (debt counsellor). Other outsourcing partners, such as Intertrust and Studioweb, are also actively improving their ESG policies.

Outsourcing partner Stater: "Sustainable ambitions are embedded in our growth strategy, and every employee has the opportunity to volunteer during working hours."

Result: An engaged chain of outsourcing partners with a focus on ESG

Through constructive collaboration with our outsourcing partners throughout the supply chain and active engagement in conversation, we experienced that we can make a real difference across all ESG factors. In 2022, discussions included emission measurement and reduction, as well as how we can learn from each other's business processes. As our largest outsourcing partner, Stater plays an important role in DMFCO's sustainability ambitions. Together, we have created the opportunity for borrowers to apply for the energy saving budget themselves online.



"Our ESG policy supports CSC's goal of creating an environment where our employees, partners, borrowers and society are better off tomorrow than they are today."

| Intertrust, a CSC company

"Our websites are powered by 100% renewable energy from wind farms and solar panels. We are a proud member of the Green Web Foundation, which is leading the energy transition of the Internet sector."

| Studioweb

ESG ambition G:

A stimulating working environment for every employee

Maintain a great working environment

Last year we organised several social events, including the annual 'Mystery Trip'. In addition, we felt it was important to make an extra effort to help employees get to know each other better after the Covid period. Several team-building activities have been organised, and each department hosted a 'last Thursday of the month drink'.

Promote employee satisfaction

Every six months, we have in-depth interviews with our employees. These discussions focus on individual performance, career aspirations and personal development. In addition, we have an annual employee satisfaction survey. The survey assesses the company's goals, areas for improvement, management performance and employee satisfaction. The results of the survey are discussed by management, first in small groups and subsequently in a plenary session, to identify concrete improvements.

Encourage personal development and autonomy

We have set aside a budget for each employee to support their professional and personal development. In addition, we offer a standardised training program for all new employees and for those aspiring to progress within the company. These training programs focus on developing both hard and soft skills while promoting team spirit within DMFCO. Both paths consist of six training sessions over a period of eighteen months.

Result: Motivated employees with a clear personal development plan

The employee satisfaction survey score in 2022 was high at 8.1, evidencing a high employee satisfaction. Many recommendations from this and previous surveys have already been implemented. For example, changes have been made to the 2022 HR policy, which now includes a pension scheme. We organize quarterly employee updates and major steps have been taken to modernise the office. In addition, the majority of employees have their individual development plans and participate in company-wide training and information sessions.

Looking to the future

As we are writing this first ESG report, we are well into 2023, and we have already taken further steps to achieve our ESG ambitions. Below, for each of our seven ESG goals, we briefly outline what we have achieved this year and what we are still working on.

ESG ambition A

Driving change in the field of sustainability

In the coming years, we will provide borrowers with even better information on energy saving (financing) to promote sustainability in the housing stock. In this regard, DMFCO is exploring potential collaborations to take an even more pro-active approach towards facilitation of energy saving measures in houses.

ESG ambition B

Transparent communication and good corporate governance

We are currently working on our own model to quantify foundation risk. This year, we plan to include the model's results into our regular reporting. Additionally, we intend to evaluate our current carbon calculations to provide investors with even greater insight.

ESG ambition C

Prevent long-term arrears and avoid forced house sales

In the first half of 2023, the number of arrears of 3 months or more remained historically low, with no forced sales to date. To make it easier for borrowers to contact the special servicing department, we have included the department's telephone number in the MUNT Hypotheken online portal.



ESG ambition D

As many happy borrowers as possible

In 2023, we have further developed the 'Active Servicing' policy. Under this policy, we actively approach borrowers who will have a significant life event within 10 years, such as retirement or the end of their mortgage term. By reaching out to borrowers in a timely manner, they are able to take proactive steps and avoid financial problems. Implementation is planned for 2023.

ESG ambition E

A carbon neutral organisation by 2030

We have identified possible improvements to make our office building more sustainable by 2023. The concrete implementation of this plan is planned for 2024. In addition, DMFCO's leased cars will be gradually replaced with electric cars in the coming years. Out of the 4 cars, 2 will be electric and 1 will be a hybrid in 2023.

ESG ambition F

Encourage outsourcing parties to adopt ESG measures

We have regular discussions with our outsourcing partners. In the second half of 2023, we will continue to work with Stater and their sustainability ambitions for their own organisation, including reporting on their carbon emissions.

ESG ambition G

A stimulating working environment for every employee

The annual employee satisfaction survey has been conducted in 2023. Working at DMFCO received an average score of 7.8. In particular, the attention and care given to employees is seen as a positive aspect. Clear communication continues to be an area of focus for management. In addition, 23 employees participated in a training program in 2023 to further develop their professional and social skills. This training will continue until early 2024.

We aim to publish the 2023 report earlier in the year to create a clearer annual cycle.

About this report

Explanation of carbon calculations

To calculate the impact of DMFCO-funded energy saving measures on the carbon footprint, we have taken the following steps: to obtain a comprehensive view of our carbon footprint, we calculate the carbon emissions for all houses with a MUNT mortgage. This calculation takes into account relevant factors such as the energy label and the surface area of each house. By determining the average carbon emissions per energy label and multiplying this by the surface area of the house, we can estimate the annual carbon emissions for each individual house.

To calculate the carbon emissions of our office, we used the conversion factors from www.co2emissiefactoren.nl, which were developed through the collaborative effort of Milieu Centraal, Stimular, SKAO, Connekt and the central government. This list is updated annually by a panel of experts based on the latest research.

- Electricity conversion factor: 0.40 KgCO₂/kWh
- Gas conversion factor: 1.78 KgCO₂/Nm³

Disclaimer

The information and analysis provided have been obtained or derived from sources believed to be reliable by DMF Investment Management (DMFCO) at the time of distribution. DMFCO assumes no responsibility or liability for the accuracy or completeness of the information, which is subject to change without notice. DMFCO accepts no liability for any loss arising from the use of the figures and information contained herein.



DMFCO

Asset Management

ESG report 2022

Contributing to a sustainable and liveable world



COLOPHON

DMFCO Asset Management
Bezuidenhoutseweg 16b
2594 AV The Hague

www.dmfco.nl

info@dmfco.nl

[in /company/dmfco/](https://www.linkedin.com/company/dmfco/)

November 2023

Design

Thirty-first design