

## Press release

Munich, 8. October 2007

### **Automated Valuation of Residential Properties: DKB New Customer of Wertweiser GmbH**

Deutsche Kreditbank AG is the newest customer of Wertweiser GmbH. Since last August, the loan processing units of the Berlin-based direct bank have been using the system for the automated determination of market value and mortgage lending value suggestions for standardised residential properties, as well as for value reviews in connection with Basel II. With approximately 540,000 retail clients as per mid-2007 and a loan portfolio of over 10 bn Euros in the retail client sector, DKB is one of Germany's leading direct banks.

The bank has therefore decided in favour of quick, internet-based provision of essential information relevant for valuation. Andreas Wild, Head of the Technical Division for Process Support at DKB, explains: »Wertweiser helps us to accelerate the valuation procedure for residential properties considerably and further improve its quality as the system provides relevant comparative data for the property and the market within seconds and in an objective manner.«

Since February this year Wertweiser has been used successfully both in marketing and processing units of Bayerische Hypo- und Vereinsbank AG; since then Wertweiser has already processed several thousands of requests.

Wertweiser supports banks, savings banks, building societies, and insurance companies according to their individual requirements in determining

- market values and
- mortgage lending values

as well as in providing

- the market and property rating and
- market value updates and/or forecasts

for one and two family homes, semi-detached houses, terraced houses, and condominium apartments in Germany. With this range, Wertweiser offers both product and process support,

and complies with Basel II, regardless of which approach is chosen by a bank. Moreover, the approach complies with the requirements set by the German Supervisory Authority for the Credit Sector (BaFin) stipulated in the Regulation on the Determination of the Mortgage Lending Value (BelWertV), in force since 1st August 2006.

Wertweiser GmbH is owned in equal shares by MacDonald, Dettwiler and Associates Ltd. (MDA), Vancouver, a leading player for property-related information services in the USA, Canada, and Great Britain, and HVB Expertise, the property consultancy company of HypoVereinsbank, Munich. Based on a sophisticated IT infrastructure, MDA is responsible for all technical transaction processes and data bank management. Through its subsidiary Data Quick, MDA is one of the pioneers of automatic valuation in the USA with their product Freddie Mac Home Value Explorer (HVE).

HVB Expertise provides its self-developed hedonic approach for valuations. The basis for this is the property and market rating MoriX, tested on nearly 60,000 cases, and the transaction data base ExpertiX, containing approx. one million properties with some 22 million property data sets.

The management of the Munich-based company lies in the hands of John Bowers (44) and Gunnar Schoenitz (33). Supervisory Board mandates are held by John Geddes, Vice President Business Development MDA, Wolf Goppelt, auditor, and Chairman Raymond Trotz, Chief Valuer at HypoVereinsbank.

»Wertweiser is currently in intense negotiations with other property lenders on the German and Austrian property market« Managing Director Schoenitz indicates further interest by the financial industry in automated process support for the property valuation sector.

Wertweiser will attend the 10th international commercial property fair EXPO REAL in Munich on 8.–10. October 2007 at the joint HypZert stand C2.322 to present itself to the expert audience.

For further information see:  
[www.wertweiser.de](http://www.wertweiser.de)

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## **About DKB:**

Berlin-based Deutsche Kreditbank AG (DKB) is a subsidiary of BayernLB. For the financial year 2006, its balance sheet total amounted to over 35 bn Euros. The bank concentrates on selected target groups of public-sector clients and corporate clients. DKB currently sees particularly strong growth in the retail client sector. Here it acts as a direct bank and offers the clients not only the repeated top performer DKB-Cash (current account package), but also consumer loans and property loans. At the moment DKB gains some 30,000 new customers per month in this sector ([www.dkb.de](http://www.dkb.de)).

## **About the Wertweiser partners:**

MacDonald, Dettwiler and Associates. Ltd.:  
MDA provides sophisticated IT solutions that contain and process enormous data volumes, produces essential information, and improves the decision-making procedures and operative business of companies and government organisations throughout the world. MDA has over 3,000 employees in the USA, Great Britain and Canada. The shares of the company are traded at the Toronto stock exchange under the abbreviation »MDA«.

## **HVB Expertise GmbH:**

HVB Expertise GmbH is the property consultancy company of HypoVereinsbank acting independent of any lending, transaction, or agenting interests. Target groups for the core services valuation and market research are financial service providers, institutional investors, property companies, and corporate clients. Approx. 110 experts in 7 regional offices in Germany are valuing some 25,000 individual properties and some 200,000 properties in portfolios per year.