Press Release, 30 June 2026

Andreas Pfaff new Head of North/West Region at Berlin Hyp, Tobias Matheis will take over in Hamburg

Andreas Pfaff will become the new Head of the North/West Sales Region at Berlin Hyp and will thus take on overall responsibility for the offices in Hamburg, Düsseldorf, and Frankfurt. The long-time head of the Hamburg branch of LBBW's commercial real estate financier will assume the new position effective July 1, 2026.

As Regional Manager, Andreas Pfaff succeeds Oliver Hecht, who most recently led the North/West region in parallel with his role as Chief Market Offer and will now focus entirely on his role on the Berlin Hyp Executive Board alongside Chairman Sascha Klaus. Tobias Matheis, in turn, will succeed Andreas Pfaff as branch manager in Hamburg.

Extensive Expertise and Network in the Real Estate Industry

"I am very much looking forward to this exciting and challenging role. In my new position, I aim to help further enhance Berlin Hyp's already strong operational efficiency, strategically deepen market penetration at the locations within my area of responsibility, and work together to continue on a path of sustainable growth. After all, even in this dynamic and challenging market environment, opportunities exist. As a financial institution, we want to highlight these opportunities for our customers and support them as a stable, high-performing partner. The same applies to our network partners, the savings banks," says Andreas Pfaff. "I am very pleased to hand over responsibility for our Hamburg branch to Tobias Matheis, who has been shaping his professional development within Berlin Hyp and is now deservedly succeeding me."

"In Andreas Pfaff, we have gained an extremely experienced banking executive for this key liaison role as Division Head for the North/West region. Over many years, he has repeatedly demonstrated that he possesses outstanding expertise in commercial real estate financing across all asset classes and customer groups and also has an excellent network. Beyond that, he has shown extraordinary commitment to Berlin Hyp and contributed to its great overall success," says Sascha Klaus, Member of the Board of Managing Directors of LBBW and at the same time Chair of the Management Board of Berlin Hyp. "I would also like to thank his predecessor, Oliver Hecht, for his dedication and look forward to continuing the collaborative work on the Executive Board that we began at the start of the year. I wish Tobias Matheis every success in his new position as Branch Manager in Hamburg."

Successful Career Paths at Berlin Hyp

Andreas Pfaff has been with Berlin Hyp since 2010. As branch manager in Hamburg, the real estate economist oversaw the reorganization of the branch, improved market penetration in the Hanseatic city, and achieved a significant

Berlin Hyp · Budapester Str. 1 · 10787 Berlin

increase in business volume. As deputy division head, he contributed to many of the bank's strategic projects, thereby supporting the overall development of the business segment and Berlin Hyp's market position. Andreas Pfaff's previous professional roles included positions at Barclays Capital and Aareal Bank.

Tobias Matheis has been with Berlin Hyp for 17 years. He started as a trainee at the real estate bank and subsequently continued his career as a client advisor at the Hamburg branch, where he has served as a senior client advisor since 2014. In this role, he has very successfully managed institutional investors across all asset classes, demonstrating a strong market presence.

Press contact
Nicole Hanke
Head of Communications & Marketing
T +49 30 25 99 91 23
nicole.hanke@berlinhyp.de

About Berlin Hyp:
Berlin Hyp is the centre of expertise for commercial real estate financing within the LBBW Group. With a direct presence in Germany and the core markets in Europe and North America, comprehensive expertise, and modern processes, we support investors and real estate companies in realizing their goals. We combine the agility of a specialist financier with the stability and broad range of services of a leading mid-tier universal bank. We provide German savings banks with a broad range of commercial real estate financing products. With our comprehensive range of services and driven by our commitment to being the most modern and sustainable real estate financier, we create new opportunities.