

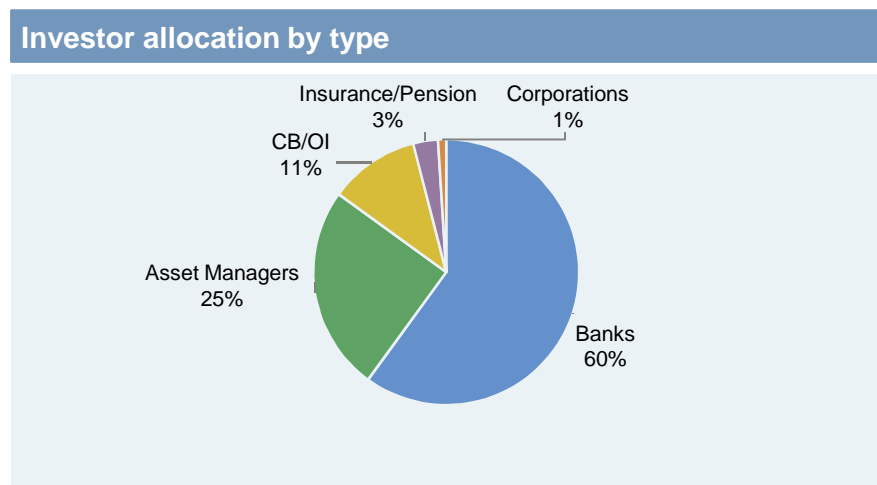
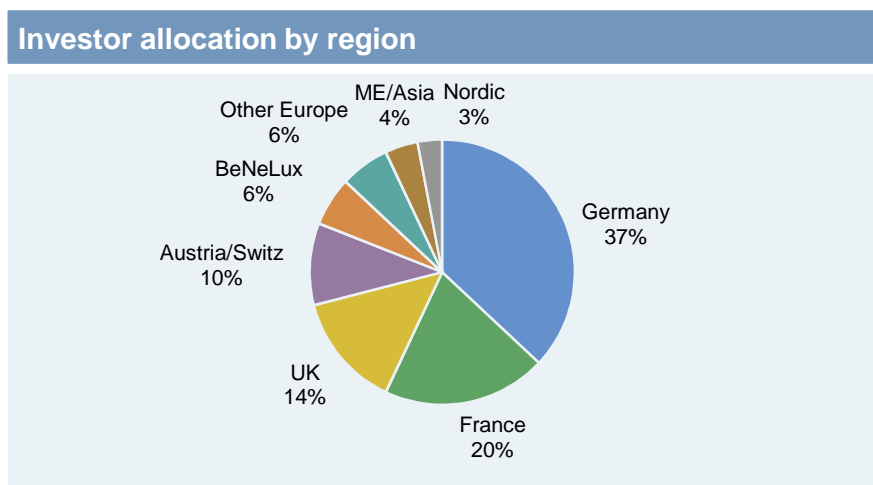
J.P. Morgan leads new NRW EUR 1.825bn 10-year Sustainability bond, the State's third Sustainability bond



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Key transaction terms	
Issuer	Land Nordrhein-Westfalen (NRW)
Bookrunners	J.P. Morgan , BAML, CACIB, CITI, SEB
Ratings	Aa1 / AA- / AAA (all Stable)
Maturity	10-year
Amount	EUR 1,825,000,000
Coupon	0.500%
Reoffer spread vs. bmk	+31.3bps vs. DBR 0.25% Feb-27
Reoffer price / yield	99.700% / 0.531%
Pricing date	28 th February 2017
Maturity date	16 th February 2027
Format	RegS under the issuer's DIP
Listing	Regulated Market, Dusseldorf & Frankfurt

- ### Transaction highlights
- On Tuesday 28th February 2017, J.P. Morgan priced a new 10-year EUR 1.825bn Sustainability bond for the German State of NRW, the State's third Sustainability bond.
 - The mandate was announced on Monday 30th January, followed by a series of investor meetings in Europe in the subsequent weeks.
 - Initial Pricing Thoughts (IPTs) were released on Monday 27th February during the European afternoon, at mid-swaps -11 area. The order book built quickly overnight, reaching over EUR 1.5bn when books opened the next morning at 8.20am London time. Consequently guidance was tightened to mid-swaps -12 area.
 - Within just over an hour, books were in excess of EUR 2.4bn, at which point spread was set at mid-swaps -14bp, a 3bp move from IPT. By 11.40am London time, the deal size was set at EUR 1.825bn on the back of strong demand.
 - The transaction was priced on Tuesday afternoon with a reoffer price of 99.700% and a coupon of 0.500%, giving a spread of 31.3bp over the DBR 0.25% Feb-27.
 - The deal was met with strong demand from the German investor base at 37% of allocation, followed by France at 20%. By investor type, banks took the majority of the deal at 60%, followed by asset managers at 25%. 28% of the allocations were made to dedicated sustainability investors.



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