

### **Motivation driven by players' identification with their club: Füchse win world club championship once again**

**Doha/Berlin, 9 September 2016.** The Füchse Berlin have won the IHF Super Globe, successfully defending the title they won last year. In the final they defeated Paris St. Germain - arguably the best team in the world – 29:28 (half-time: 12:15). And this, despite the fact that at one stage they were seven goals behind.

As Bob Hanning, the managing director of the Füchse Berlin, explained after the game, "Motivation and identification with the club decided the game today. The way our team came back is just unbelievable." The Berlin club is now the first German team to succeed in defending its world club championship title.

Thanks to outstanding defensive play and a number of world-class saves by the goalkeeper Silvio Heinevetter, the Füchse completely dominated the last 15 minutes of the game. As the national team goalkeeper put it, "It's incredible to win against such a team, especially when you were so far behind. It got to the point where the score was not uppermost in our minds. We just played good handball, caught up with our opponents bit by bit and knew that we were still in with a chance. The chance we had was never big but we made use of it. Quite honestly, it's just unbelievable."

One of the first supporters to congratulate the team was its new main sponsor, Deutsche Wohnen, which sent its congratulations to the Füchse in Doha, Qatar. As Michael Zahn, CEO of Deutsche Wohnen AG, explains, "Once again the Füchse Berlin have shown the success that can be achieved through motivation, team spirit, hard work and the willingness to identify closely with one's club. We would like to convey our warm congratulations to the team on this extraordinary triumph." Since July 2016, Deutsche Wohnen has been the main sponsor of the club and its kit, and its strategic partner as well.

#### **Deutsche Wohnen**

Deutsche Wohnen is one of the leading publicly listed residential property companies in Germany and Europe with a business focus on managing and developing its residential property portfolio. As at 30 June 2016, the portfolio comprised 160,800 units in total, of which 158,600 were residential and 2,200 commercial. Deutsche Wohnen is listed in the Deutsche Börse's MDAX and is also included in the leading indices EPRA/NAREIT, STOXX® Europe 600 and GPR 15.

#### **Füchse Berlin**

The Füchse Berlin have been playing again in the DKB national handball league since 2007 and have now established themselves in what is the toughest league in the world. After reaching the semi-finals of the Champions League in 2012, the Füchse won the DHB handball cup in 2014 – the first trophy in the history of the club. Just one year later there followed the European Cup and victory in the world club championship. One of the most important strengths of the club is its successful development of young players. The Füchse youth team has won seven German youth championships. Moreover, 20 players have already risen from the youth set-up to play in the first and second divisions of the national handball league.