








Helaba-Group: An Integrated Universal Bank with strong Regional Focus

Helaba

...an Integrated Universal Bank with strong Regional Focus

Wholesale Business	S-Group Business, Private Customers and SME Business	Public Development and Infrastructure Business
 <p>Business Divisions: Real Estate Corporate Finance Financial Institutions and Public Finance Global Markets Asset Management Transaction Banking</p>	    	

Frankfurt am Main · Erfurt · Düsseldorf · Kassel · London,  Paris · New York · Zurich · Madrid · Moscow · Shanghai · Singapore

Key Financial Figures as of Sept. 30, 2017

Total assets	€ 163.1 bn
CET1-ratio "phased-in"	15.3%
CET1-ratio "fully loaded"	15.1%
Total capital ratio	21.9%
Net profit before taxes	€ 381 mn

Ownership structure

68.85% Savings Banks and Giro Association Hesse-Thuringia (SGVHT)
 8.1% State of Hesse
 4.05% State of Thuringia
 4.75% Savings Banks Association Westphalia-Lippe
 4.75% Rhenish Savings Banks and Giro Association
 9.5% Savings Banks Association (DSGV) as trustee¹

Helaba-Business Model

- Universal bank with integrated wholesale and retail portfolio
- Frankfurter Savings Bank (#4 in Germany) as 100% subsidiary, including direct banking activities
- Business model of a cohesive "single economic group" with savings banks in Hesse and Thuringia (S-Verbund)
- Integrated public development bank (with statutory guarantee)
- Conservative risk profile
- Groupwide business, risk and liquidity management
- Strong roots in core business regions

¹ Trustee for the Regional Savings Banks Support Funds and for the Deposit Reserve of the Landesbanks

Helaba-Ratings (unguaranteed)

<http://www.helaba.de/de/DieHelaba/InvestorRelations/Rating>:

Ratingagency	Moody's	Fitch ¹	S & P ¹
Outlook	stabil	stabil	Stabil
Issuer rating	A1	A+	A
Short-term rating	P-1	F1+	A-1
Public Sector Pfandbriefe	Aaa	AAA	-
Mortgage Pfandbfe	-	AAA	-
Senior Senior unsecured / Long-term debt ²	Aa3	AA-	A
Senior unsecured ³	A1	A+	A-

¹ Joint group rating for S-Finance Group Hesse-Thuringia
² Corresponds to long-term senior unsecured debt acc. to §46f (5 u. 7) KWG – with preferential right to repayment
³ Corresponds to long-term senior unsecured debt acc. to §46f (6) KWG – without preferential right to repayment

Support Schemes

National Support Schemes of the German S-Finance Group

Since establishment of the Support Schemes of the Savings Banks Group neither has a customer of a member institution ever lost his deposits nor has a member institution ever defaulted on financial obligations

Member institutions	Members of the Savings Bank Group (Landesbanks, savings banks)
Inception	In the 1970s; since January 1, 2006 risk-oriented
Protection	Institutional support
Risk Management	<ul style="list-style-type: none"> • Aim: To secure a sound risk management policy • Risk monitoring and early warning indicators • Risk-based calculation of contributions

Regional Reservfonds in NRW

- Proportionally weighted subscriptions by the Savings Banks in NRW
- Goal: To secure the risks of Helaba

S-Finance Group Hesse-Thuringia

Helaba Group and the 49 savings banks from Hesse and Thuringia form a single economic unit

S-Finance Group Hesse-Thuringia Business Model

- Joint risk management
- Audited consolidated group accounts since 2003
- Group rating from Fitch Ratings (A+ and a+) and Standard & Poor's (A)
- Full market coverage (retail and wholesale business) as well as a clear allocation of customer responsibility and division of labour
- Regional reserve fund in the amount of € 522 mn in addition to existing nationwide voluntary support mechanisms

Facts and Figures 2016

- Total assets € 257 bn
- Operating result € 1,596 mn
- 5 mn customers
- 25,700 employees
- 2,000 locations/branches

Regional Reserve Fund in Hesse and Thuringia

First integrated Reserve Fund in which a Landesbank and savings banks have agreed to accept mutual responsibility. The Regional Reserve Fund offers additional security over and above the nationwide support systems and exists parallel to these

Member institutions	Helaba and 50 savings banks in Hesse and Thuringia
Inception	January 1, 2004
Legal basis	Legally binding public law with direct claims of investors against the Reserve Fund
Dual protection	Direct creditor protection (for the first time in Germany) + institutional support
Risk Management	<ul style="list-style-type: none"> • Aim: Secure a sound risk management policy • Uniform risk strategy, binding for all institutes • Risk monitoring and early warning indicators • Individual risk profile determines risk-based contribution • Risk committee with intervention authority



Funding: Strong regional commitment as a factor of success in the financial crisis

Funding Strategy

- Continued matched funding of new business
- Expand the already strong position within the German investor base and further develop the international investor base
- Intensive marketing of Helaba's solid "Credit Story" in and outside Germany
- Further develop the product and structuring capacity through the issuance programmes

Funding Volume

	Covered	Unsecured	Total
2016	3.0 bn €	14.2 bn €	17.2 bn €
2017 planned	6.0 bn €	9.0 bn €	15 bn €

Funding Programmes

- EUR 35 bn Euro Medium Term Note Programme
- Domestic issuance (Basisprospekt)
- EUR 10 bn Euro-CP/CD Programme
- EUR 6 bn French CD Programme
- USD 5 bn USCP Programme

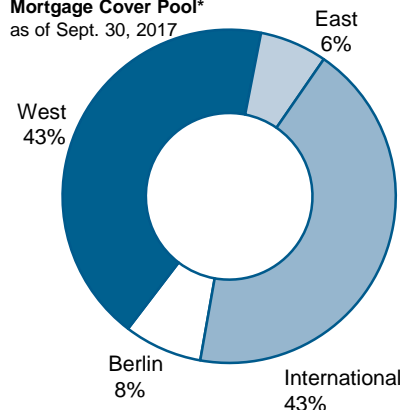
Medium and Long Term Funding Landesbank Hessen-Thüringen Girozentrale

Products	Year-end 2015 mn €	Year-end 2016 mn €	Sept. 30, 2017 mn €
1. Covered Funding*	29,406.3	27,476.7	28,444.1
1.1. Mortgage Pfandbriefe	6,663.0	8,182.7	10,181.4
1.2. Mortgage Namenspfandbriefe	2,100.9	1,688.8	1,693.8
1.3. Public Sector Pfandbriefe	14,380.3	12,219.8	11,128.6
1.4. Public Sector Namenspfandbriefe	6,262.1	5,385.4	5,440.3
2. Loans / Schuldscheine	21,416.9	21,050.3	23,067.6
3. Development Funds	9,737.6	8,894.2	9,102.5
4. Unsecured Funding	17,087.2	20,113.3	20,606.4
5. Other**	3,962.3	3,957.3	3,505.3
Total	81,610.3	81,491.8	84,725.9

* Outstandings according final maturity date

** Subordinated / Participation Rights (Genussscheine) / Silent Participations

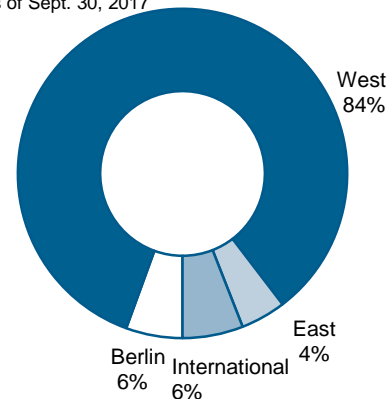
Mortgage Cover Pool* as of Sept. 30, 2017



Breakdown by type:
commercial 79.9%; residential 20.1%

* Further cover assets per §§ 4 and 19 Pfandbrief Act: € 1,995 mn

Public Sector Cover Pool* as of Sept. 30, 2017



* Further cover assets per § 20(2) Pfandbrief Act: € 56 mn

	mn €	%
Germany	7,648	56.8
Berlin	1,023	7.6
West	5,744	42.8
Hesse	1,943	14.4
North Rhine-Westphalia	1,451	10.8
Bavaria	753	5.6
Baden-Württemberg	523	3.9
Rhineland-Palatinate	362	2.7
Hamburg	266	2.0
Lower Saxony	246	1.8
Schleswig-Holstein	184	1.4
Bremen	9	0.1
Saarland	7	0.1
East	881	6.4
Thuringia	258	1.9
Mecklenburg-Western Pomerania	235	1.7
Saxony	195	1.4
Saxony-Anhalt	111	0.8
Brandenburg	82	0.6
International	5,907	43.2
USA	2,078	15.5
France	1,343	10.0
Poland	1,025	7.6
United Kingdom	446	3.3
BeNeLux	322	2.4
Sweden	245	1.8
Czech Republic	227	1.7
Austria	121	0.9
Total	13,455	100

	mn €	%
Germany	18,974	94.1
Berlin	1,121	5.6
West	16,957	84.1
Hesse	8,461	42.0
North-Rhine-Westphalia	5,796	28.7
Rhineland-Palatinate	548	2.7
Hamburg	445	2.2
Lower Saxony	434	2.2
Others	1,273	6.3
East	896	4.4
Thuringia	549	2.7
Saxony	175	0.9
Saxony-Anhalt	106	0.5
Others	66	0.3
International	1,199	5.9
France	541	2.7
United Kingdom	317	1.6
Spain	244	1.2
Switzerland	87	0.4
Luxembourg	5	0.0
Austria	5	0.0
Total	20,173	100

Further Information:

- General information: www.helaba.de
- Annual Reports: <http://www.helaba.de/en/DieHelaba/InvestorRelations/Geschaeftsberichte>
- Cover pool according to §28 Pfandbrief Act: <https://www.helaba.de/en/DieHelaba/InvestorRelations/Funding/Investorenpraesentation>
- Contact Debt Investor Relations: Nadia.Landmann@helaba.de; Tel. +49 69 / 91 32 - 18 69

