








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 Dec. 31, 2016

Total assets	€ 165.2 bn
CET-1 ratio "phased in"	14.3%
CET-1 ratio "fully loaded"	13.8%
Total capital ratio	20.5%
Net profit before taxes	€ 549 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
Long term issuer credit / deposit rating	Aa3	A+	A
Short-term rating	P-1	F1+	A-1
Senior Senior unsecured ²	Aa3	AA-	A
Senior unsecured ³	A1	A+	A-
Public Sector Pfandbriefe	Aaa	AAA	-
Mortgage Pfandbfe	-	AAA	-

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 Reservefunds 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

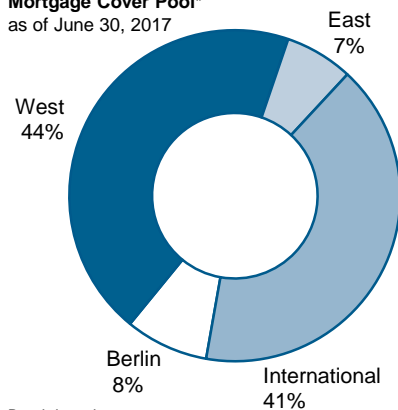
Medium and Long Term Funding Landesbank Hessen-Thüringen Girozentrale

Products	Year-end 2014 mn €	Year-end 2015 mn €	Year-end 2016 mn €
1. Covered Funding*	27,734.4	29,406.3	27,476.7
1.1. Mortgage Pfandbriefe	3,857.3	6,663.0	8,182.7
1.2. Mortgage Namenspfandbriefe	2,159.2	2,100.9	1,688.8
1.3. Public Sector Pfandbriefe	14,641.7	14,380.3	12,219.8
1.4. Public Sector Namenspfandbriefe	7,076.2	6,262.1	5,385.4
2. Loans / Schuldscheine	23,366.7	21,416.9	21,050.3
3. Development Funds	10,795.5	9,737.6	8,894.2
4. Unsecured Funding	25,120.0	17,087.2	20,113.3
5. Other**	5,354.2	3,962.3	3,957.3
Total	92,371.1	81,610.3	81,491.8

* Outstandings according final maturity date

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

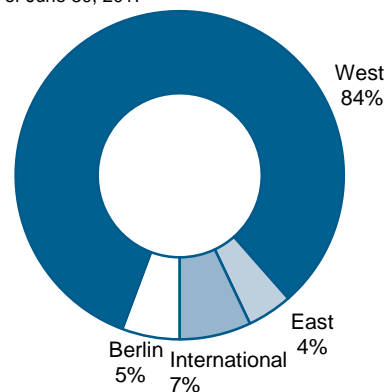
Mortgage Cover Pool* as of June 30, 2017



Breakdown by type:
commercial 80.1%; residential 19.9%

* Further cover assets per §§ 4 and 19 Pfandbrief Act: € 2,198 mn

Public Sector Cover Pool* as of June 30, 2017



* Further cover assets per § 20(2) Pfandbrief Act: € 98 mn

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

	mn €	%
Germany	8,032	59.1
Berlin	1,105	8.1
West	6,021	44.3
Hesse	2,132	15.7
North Rhine-Westphalia	1,494	11.0
Bavaria	773	5.7
Baden-Württemberg	471	3.5
Rhineland-Palatinate	374	2.8
Hamburg	309	2.3
Lower Saxony	264	1.9
Schleswig-Holstein	185	1.3
Bremen	11	0.1
Saarland	8	0.0
East	906	6.7
Saxony-Anhalt	136	1.0
Brandenburg	177	1.3
Saxony	207	1.5
Mecklenburg-Western Pomerania	123	0.9
Thuringia	263	2.0
International	5,553	40.9
USA	2,292	16.9
France	1,344	9.9
Poland	943	7.0
United Kingdom	344	2.5
Czech Republic	192	1.4
BeNeLux	177	1.3
Sweden	142	1.1
Austria	121	0.9
Total	13,585	100

	mn €	%
Germany	19,125	93.5
Berlin	1,071	5.2
West	17,136	83.8
Hesse	8,623	42.2
North-Rhine-Westphalia	5,800	28.4
Rhineland-Palatinate	542	2.6
Lower Saxony	494	2.4
Hamburg	466	2.3
Others	1,211	5.9
East	918	4.5
Thuringia	558	2.7
Saxony	182	0.9
Saxony-Anhalt	111	0.6
Others	67	0.3
International	1,334	6.5
France	531	2.6
Spain	370	1.8
United Kingdom	330	1.6
Switzerland	91	0.5
Austria	7	0.0
Luxembourg	5	0.0
Total	20,459	100

